Greening the MLS in DC

September 28, 2015













Greening the MLS

An Examination of High Performance Housing Transactions in the Washington, D.C. Real Estate Market

RealEstate Business Intelligence, LLC September 2015











2014 Washington, DC Solds - Breakdown by Home Type and HPH/Non-HPH

	All Hom	e Types	HPH S	Solds	Non-HPH Solds			
Home Type	Sold Units	Median SP	Sold Units	Median SP	Sold Units	Median SP		
SF Detached	1247	\$710,000	270	\$819,500	977	\$681,000		
Townhomes	2913	\$595,000	582	\$654,752	2331	\$572,000		
Condominiums	3303	\$435,000	623	\$529,750	2680	\$415,000		
Coops	507	\$317,500	68	\$343,500	439	\$313,500		
Totals	7996	\$499,000	1543	\$600,000	6453	\$470,000		

2013 Washington, DC Solds - Breakdown by Home Type and HPH/Non-HPH

	All Hom	e Types	HPH S	olds	Non-HPH Solds			
Home Type	Sold Units	Median SP	Sold Units	Median SP	Sold Units	Median SP		
SF Detached	1228	\$718,500	249	\$850,000	979	\$661,000		
Townhomes	2981	\$558,000	540	\$649,500	2441	\$530,000		
Condominiums	3200	\$425,000	581	\$498,000	2619	\$415,000		
Coops	532 \$300,000		63	\$302,500	469	\$300,000		
Totals	7941	\$475,000	1433	\$585,000	6521	\$450,000		

Y-o-Y % Change Washington, DC Solds - Breakdown by Home Type and HPH/Non-HPH

	All Hom	e Types	HPH S	olds	Non-HPH Solds			
Home Type	Sold Units	Median SP	Sold Units	Median SP	Sold Units	Median SP		
SF Detached	1.5%	-1.2%	8.4%	-3.6%	-0.2%	3.0%		
Townhomes	-2.3%	6.6%	7.8%	0.8%	-4.5%	7.9%		
Condominiums	3.2%	2.4%	7.2%	6.4%	2.3%	0.0%		
Coops	-4.7%	5.8%	7.9%	13.6%	-6.4%	4.5%		
Totals	0.7%	5.1%	7.7%	2.6%	-1.0%	4.4%		

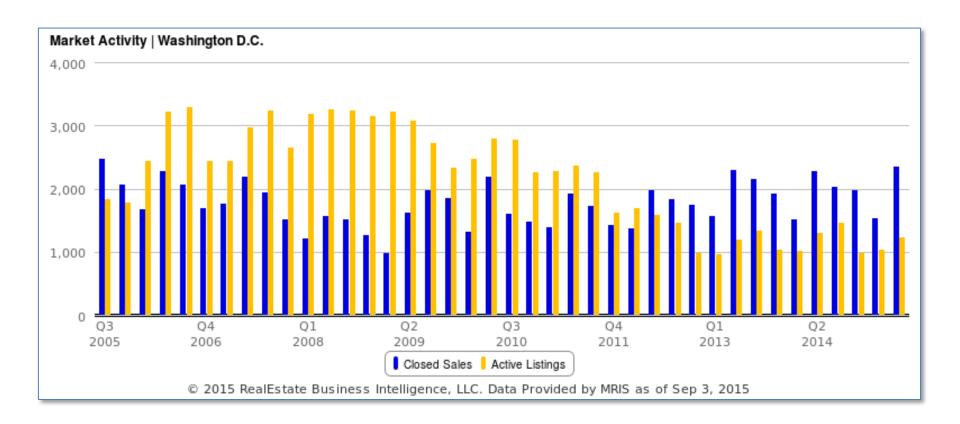












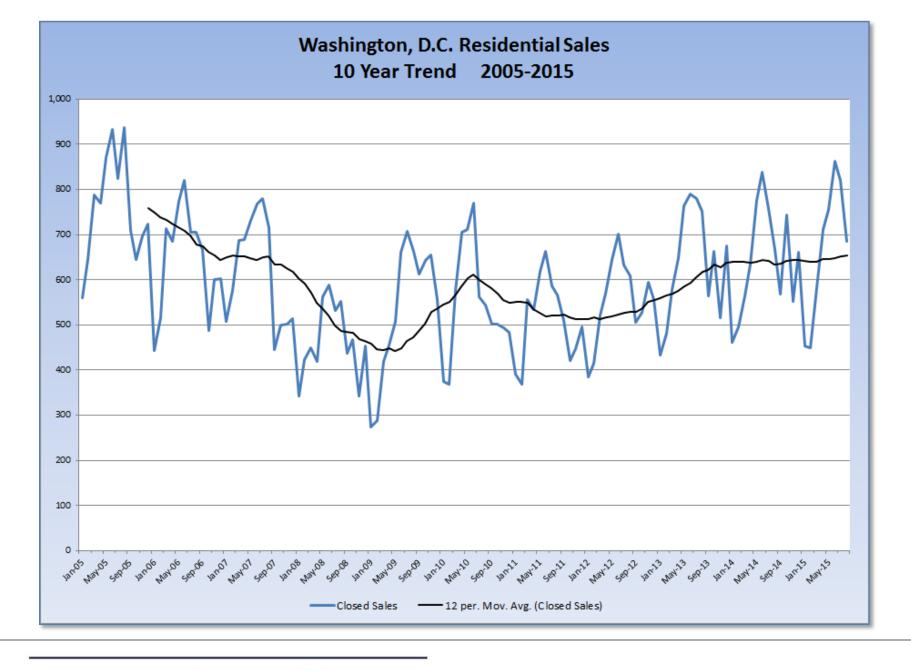
















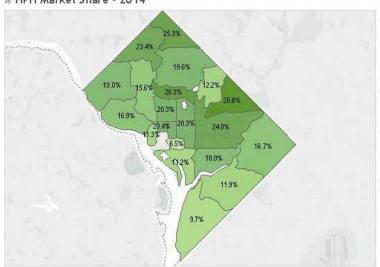






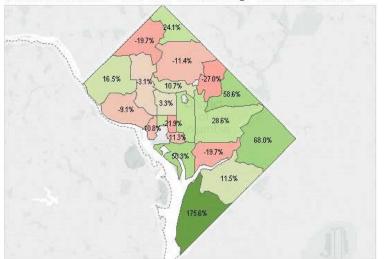
% HPH Market Share 2014

% HPH Market Share - 2014



Zip	Norhd Name	2013	2014	YoY
20001	Howard U./Shaw	15.6%	20.3%	30.2%
20002	Capitol Hill/North	18.7%	24.0%	28.6%
20003	Capitol Hill/South	22.4%	18.0%	-19.7%
20004	Washington	7.3%	6.5%	-11.3%
20005	Logan Cir/Thomas Circle	26.1%	20.4%	-21.9%
20007	Georgetown/Burleith	18.6%	16.9%	-9.1%
20008	VVoodley/ClvInd Pk	16.0%	15.6%	-3.1%
20009	Dupont/Adam's Morgan	19.7%	20,3%	3.3%
20010	Columbia Hts/Mt Plt	23.8%	26.3%	10.7%
20011	16th St Hts/Crstwd	22.1%	19.6%	-11.4%
20012	Colonial Vlg/Takoma	20.4%	25.3%	24.1%
20015	Friendship/Chvy Chs	29.1%	23.4%	-19.7%
20016	Cathedral Hts/Au Pk	16.3%	19.0%	16.5%
20017	Brookland/Catholicu	16.8%	12.2%	-27.0%
20018	Brentwood/Lincoln	18.1%	28.8%	58.6%
20019	Benning Hts/Deanwd	9.9%	16.7%	68.0%
20020	Anacostia/Hillcrest	10.7%	11.9%	11.5%
20024	SwWaterfront	7.5%	11.2%	50.3%
20032	Congress Heights	3.5%	9.7%	175.6%
20036	Downtown	16.5%	20.4%	23.4%
20037	West End/Foggy Btm	12.7%	11.3%	-10.8%

% HPH Market Share - Year-over-Year % Change from 2013 to 2014



The maps and chart on this page show <u>the percentage of</u> HPH sales within each of the 21 Zip Codes where residential sales occurred during 2014. All of these areas presented some degree of high performance housing at the time of sale.

Overall, HPH sales accounted for 19.3% of the total residential sales in Washington, D.C. in 2014, an increase of 1.3% over 2013 or year-over-year. The 2014 market share, or percentage of HPH sales, range from a minimum of 6.5% in Zip Code 20004 (Downtown D.C.) to a maximum of 28.8% in Zip Code 20018 (Brentwood/Lincoln).



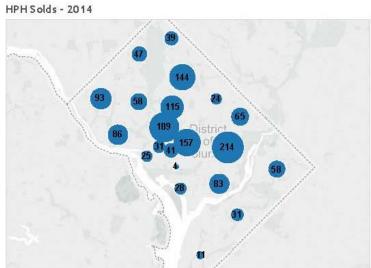






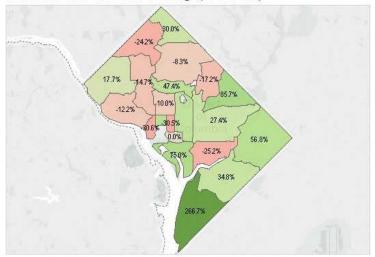


HPH Sales Distribution by Zip 2014



Zip	Norhd Name	Solds 2013	Solds 2014	YoY
20001	Howard U./Shaw	110	157	42.7%
20002	Capitol Hill/North	168	214	27.4%
20003	Capitol Hill/South	111	83	-25.2%
20004	Washington	4	4	0.0%
20005	Logan Cir/Thomas Circle	59	41	-30.5%
20007	Georgetown/Burleith	98	86	-12.2%
20008	Woodley/ClvInd Pk	68	58	-14.7%
20009	Dupont/Adams Morgan	210	189	-10.0%
20010	Columbia Hts/Mt Plt	78	115	47.4%
20011	16th St Hts/Crstwd	157	144	-8.3%
20012	Colonial Vlg/Takoma	30	39	30.0%
20015	Friendship/Chvy Chs	62	47	-24.2%
20016	Cathedral Hts/Au Pk	79	93	17.7%
20017	Brookland/Catholicu	29	24	-17.2%
20018	Brentwood/Lincoln	35	65	85.7%
20019	Benning Hts/Deanwd	37	58	56.8%
20020	Anacosti a/Hillcrest	23	31	34.8%
20024	SwWaterfront	16	28	75.0%
20032	Congress Heights	3	11	266.7%
20036	Downtown	20	31	55.0%
20037	West End/Foggy 9tm	36	25	-30.6%

HPH Solds - Year-over-Year % Change (2013-2014)



The maps and chart on this page show <u>the distribution of</u> HPH sales within each of the 21 Zip Codes where residential sales occurred during 2014. All of these areas presented some degree of high performance housing at the time of sale.

Overall, the 1,543 HPH sales in 2014 represented a 7.7% increase over the 1,433 HPH sales in 2013. Zip Codes with greater than a 20.0% 2014 market share included Howard University/Shaw-20001, Capitol Hill/North - 20002, Logan/Thomas Circles - 20005, Dupont/Adams Morgan - 20009, Columbia Heights/Mt. Pleasant - 20010, Colonial Village/Takoma Park - 20012, Friendship Heights/Chevy Chase - 20015, Brent/Lincoln - 20018, and Downtown D.C.-20036.



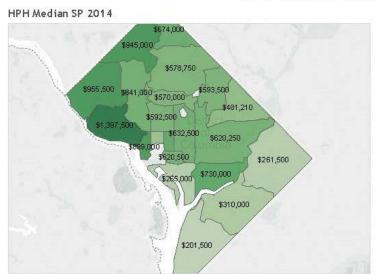






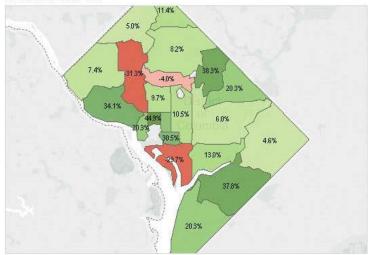


HPH Median Sale Price By Zip 2014



Zip	Norhd Name	MedSP 2013	MedSP 2014	YoY
20001	Howard U./Shaw	\$572,375	\$632,500	10.5%
20002	Capitol Hill/North	\$585,000	\$620,250	6.0%
20003	Capitol Hill/South	\$646,250	\$730,000	13.0%
20004	Washington	\$475,500	\$620,500	30.5%
20005	Logan Cir/Thomas Cirde	\$570,000	\$710,000	24.6%
20007	Georgetown/Burleith	\$1,042,500	\$1,397,500	34.1%
20008	Woodley/ClvInd Pk	\$932,500	\$641,000	-31.3%
20009	Dupont/Adams Morgan	\$540,000	\$592,500	9.7%
20010	Columbia Hts/Mt Plt	\$593,750	\$570,000	-4.0%
20011	16th St Hts/Crstwd	\$535,000	\$578,750	8.2%
20012	Colonial Vlg/Takoma	\$604,950	\$674,000	11.4%
20015	Friendship/Chvy Chs	\$899,800	\$945,000	5.0%
20016	Cathedral Hts/Au Pk	\$890,000	\$955,500	7.4%
20017	Brookland/Catholicu	\$429,000	\$593,500	38.3%
20018	Brentwood/Lincoln	\$399,990	\$481,210	20.3%
20019	Benning Hts/Deanwd	\$249,900	\$261,500	4.6%
20020	Anacostia/Hillcrest	\$225,000	\$310,000	37.8%
20024	SwWaterfront	\$377,000	\$265,000	-29.7%
20032	Congress Heights	\$167,475	\$201,500	20.3%
20036	Downtown	\$289,950	\$420,000	44.9%
20037	West End/Foggy Btm	\$747,500	\$899,000	20.3%





The maps and chart on this page show <u>the median sale</u> <u>price</u> associated with HPH sales in each Zip Code.

These 2014 values range from a minimum of \$201,500 in Zip Code 20032 (Congress Heights) to a maximum of \$1,397,500 in Zip Code 20007 (Georgetown/Burleith).

Overall, the median sale price for HPH residential properties was \$600,000 in 2014, an increase of \$15,000 over the 2013 median sale price of \$585,000. The median sale price for all residential property sales in 2014 was \$499,000. This represented a 5.1% increase from the previous year's level of \$475,000.

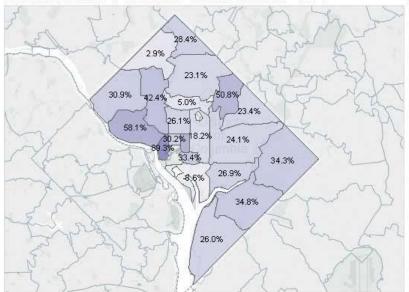


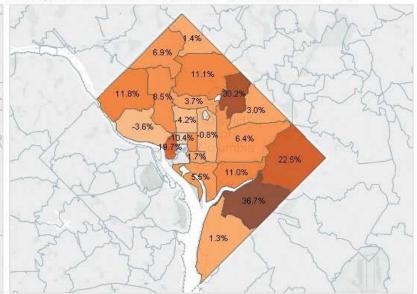




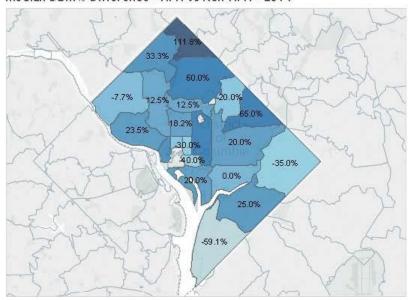








Median DOM % Difference - HPH vs Non-HPH - 2014



The maps on this page show <u>the percentage difference</u> between HPH sales and Non-HPH, alternatively, the "HPH Premium" within each of the 21 Zip Codes where residential sales occurred during 2014.

The map in the upper left quadrant shows the HPH median sale price premium over Non-HPH sales.

The map in the upper right quadrant shows the HPH sale price per square foot premium over Non-HPH sales.

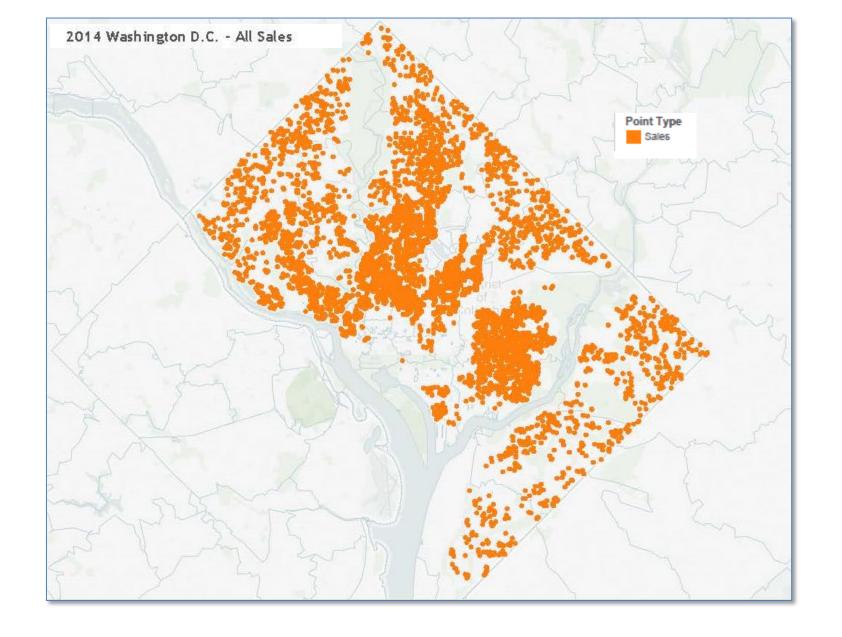
The map in the lower left quadrant shows the HPH Dayson-Market difference over Non-HPH sales.











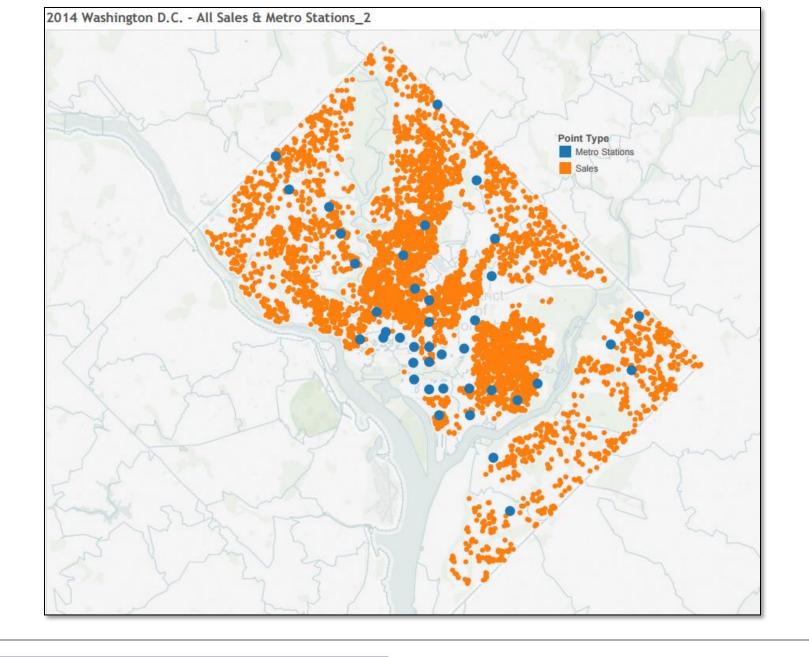












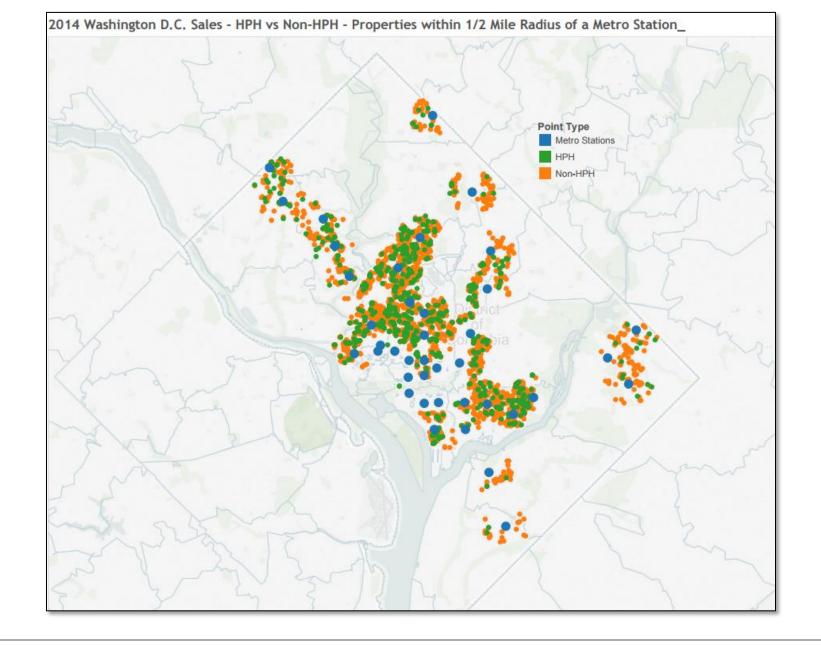
















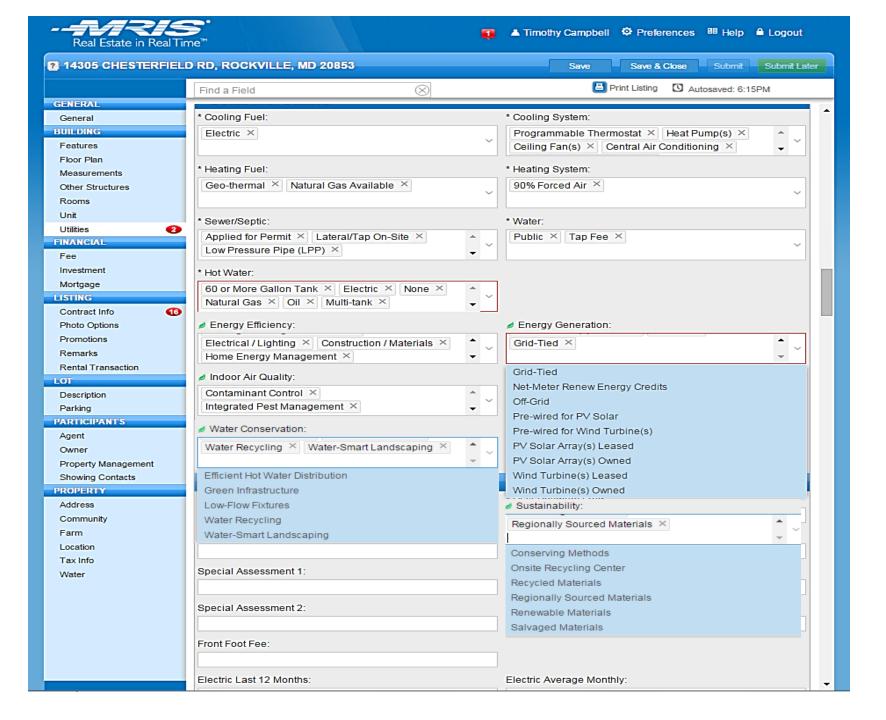


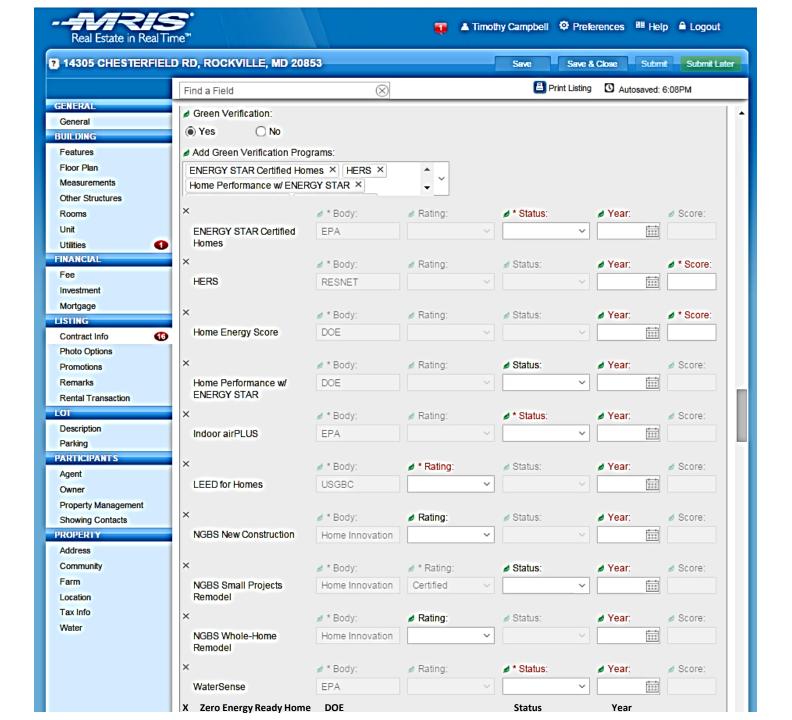




2014 Location Impact - Proximity to D.C. Metro Rail Stations

							НРН	NonHPH							
Metro Station Name	HPH	Non HPH	%Mkt	HPH	NonHPH	% Diff	Med	Med	% Diff	HPH	NonHPH	%Diff Avg	HPH	NonHPH	%Diff
	Solds	Solds	Share	MedSP	MedSP		DOM	DOM		SP/SF	SP/SF	SP/SF	SPtoOLP	SPtoOLP	SPtoOLP
Anacostia	3	53	5.4%	\$192,000	\$275,000	-30.2%	16	0		\$209	\$170	22.9%	96.6%	93.9%	2.9%
Archives	8	83	8.8%	\$721,618	\$465,000	55.2%	9	15	-40.0%	\$600	\$612	-2.0%	99.6%	97.4%	2.2%
Benning Road	5	43	10.4%	\$250,000	\$211,000	18.5%	7	18		\$232	\$182	27.5%	102.3%	103.0%	-0.7%
Brookland	14	49	22.2%	\$723,500	\$450,000	60.8%	6	10	-40.0%	\$488	\$328	48.8%	99.1%	99.8%	-0.8%
Capitol South	19	106	15.2%	\$925,000	\$512,000	80.7%	7	11	-36.4%	\$712	\$601	18.5%	98.8%	99.4%	-0.7%
Cleveland Park	28	117	19.3%	\$410,000	\$395,000	3.8%	8	12	-33.3%	\$562	\$492	14.2%	98.1%	98.2%	-0.1%
Columbia Heights	127	354	26.4%	\$540,000	\$474,950	13.7%	12	8	50.0%	\$494	\$511	-3.3%	100.1%	99.6%	0.5%
Congress Height	2	22	8.3%	\$330,500	\$175,100	88.8%	18	22	-18.2%	\$190	\$155	22.6%	87.9%	96.9%	-9.3%
Deanwood	5	38	11.6%	\$258,000	\$197,500	30.6%	40	13	207.7%	\$316	\$181	74.6%	91.6%	92.6%	-1.1%
Dupont Circle	76	377	16.8%	\$557,500	\$406,500	37.2%	16	13	23.1%	\$617	\$633	-2.5%	97.9%	98.2%	-0.3%
Eastern Market	35	161	17.9%	\$880,000	\$730,000	20.6%	7	8	-12.5%	\$656	\$581	12.9%	100.5%	99.8%	0.7%
Farragut North	35	144	19.6%	\$431,750	\$320,750	34.6%	7	12	-41.7%	\$558	\$604	-7.6%	99.8%	98.2%	1.6%
Farragut West	6	43	12.2%	\$732,000	\$326,000	124.5%	8	16	-50.0%	\$736	\$617	19.3%	98.5%	97.0%	1.5%
Federal Center SW	8	82	8.9%	\$669,000	\$362,112	84.8%	36	8	350.0%	\$578	\$444	30.2%	97.3%	100.1%	-2.7%
Federal Triangle	9	65	12.2%	\$690,000	\$474,000	45.6%	8	14	-42.9%	\$547	\$624	-12.3%	100.5%	97.5%	3.1%
Foggy Bottom	26	212	10.9%	\$822,500	\$439,500	87.1%	30	21	42.9%	\$794	\$660	20.3%	96.5%	96.2%	0.4%
Fort Totten	8	66	10.8%	\$418,000	\$346,500	20.6%	19	12	58.3%	\$357	\$311	14.8%	102.9%	98.7%	4.3%
Friendship Heights	20	41	32.8%	\$914,586	\$935,000	-2.2%	12	8	50.0%	\$658	\$629	4.6%	97.3%	99.0%	-1.7%
Gallery Place	49	234	17.3%	\$610,000	\$466,250	30.8%	20	15	33.3%	\$584	\$604	-3.3%	100.4%	97.9%	2.6%
Georgia Avenue	94	203	31.7%	\$592,500	\$550,000	7.7%	10	9	11.1%	\$469	\$427	9.8%	99.6%	100.3%	-0.7%
Judiciary Square	20	166	10.8%	\$519,250	\$462,000	12.4%	20	14	42.9%	\$559	\$604	-7.5%	98.6%	98.3%	0.3%
L'Enfant Plaza	5	74	6.3%	\$559,000	\$355,000	57.5%	7	8	-12.5%	\$461	\$441	4.5%	98.9%	100.1%	-1.2%
McPherson Square	56	146	27.7%	\$609,000	\$432,450	40.8%	12	14	-14.3%	\$575	\$599	-4.0%	100.2%	99.1%	1.1%
Metro Center	41	141	22.5%	\$700,550	\$469,000	49.4%	11	18	-38.9%	\$571	\$613	-6.9%	100.4%	98.5%	1.9%
Minnesota Avenue	3	31	8.8%	\$365,000	\$220,000	65.9%	44	14	214.3%	\$293	\$198	48.0%	90.9%	98.6%	-7.8%
Mt Vernon Sq	91	363	20.0%	\$655,000	\$510,000	28.4%	9	10	-10.0%	\$579	\$574	0.9%	100.0%	99.5%	0.5%
Navy Yard	4	68	5.6%	\$605,000	\$452,754	33.6%	4	11	-63.6%	\$564	\$565	-0.2%	100.1%	99.5%	0.6%
New York Avenue	27	104	20.6%	\$655,000	\$580,000	12.9%	16	9	77.8%	\$502	\$442	13.6%	98.7%	99.8%	-1.1%
Potomac Avenue	47	179	20.8%	\$655,000	\$599,000	9.4%	9	8	12.5%	\$555	\$525	5.7%	99.3%	100.2%	-0.9%
Rhode Island Avenue	20	80	20.0%	\$465,000	\$386,250	20.4%	16	12	33.3%	\$419	\$341	22.9%	96.4%	100.9%	-4.5%
Shaw	67	251	21.1%	\$632,500	\$625,000	1.2%	11	8	37.5%	\$547	\$543	0.7%	100.6%	100.5%	0.1%
Smithsonian	2	1	66.7%	\$582,500	\$893,100	-34.8%	13	16	-18.8%	\$311	\$512	-39.3%	101.9%	96.6%	5.4%
Stadium Armory	41	138	22.9%	\$625,000	\$550,000	13.6%	9	8	12.5%	\$528	\$483	9.3%	98.9%	100.2%	-1.2%
Takoma	12	42	22.2%	\$345,000	\$427,500	-19.3%	67	12	458.3%	\$341	\$356	-4.2%	95.7%	98.7%	-3.0%
Tenleytown	16	46	25.8%	\$905,500	\$838,500	8.0%	8	7	14.3%	\$596	\$613	-2.8%	99.2%	100.7%	-1.5%
U Street	74	306	19.5%	\$607,500	\$550,000	10.5%	10	8	25.0%	\$613	\$594	3.2%	100.5%	100.3%	0.2%
Union Station	13	63	17.1%	\$795,000	\$569,900	39.5%	21	6	250.0%	\$593	\$544	9.0%	97.5%	99.7%	-2.2%
Van Ness UDC	18	133	11.9%	\$408,500	\$381,500	7.1%	10	15	-33.3%	\$512	\$486	5.4%	99.4%	97.9%	1.6%
Waterfront	28	220	11.3%	\$265,000	\$292,500	-9.4%	12	10	20.0%	\$439	\$418	5.0%	99.2%	99.4%	-0.2%
Woodley Park Zoo	21	122	14.7%	\$612,500	\$440,190	39.1%	44	14	214.3%	\$551	\$575	-4.2%	97.2%	97.7%	-0.5%
Median Values:	Media	n Mkt Shr	19.4%	M	edian SP %	20.6%	N	led DOM	17.1%	Med	SQF Price	4.8%	99.1%	99.0%	0.1%





Score



ENERGY STAR® Certified Homes - EPA ENERGY STAR® Certified Homes is a set of optional construction practices and technologies (above minimum code requirements) that builders can follow to upgrade a new home's energy efficiency beyond minimum code requirements. Guidelines are outlined in the "National Performance Path" or the "National Prescriptive Path." This whole-house label differs from the ENERGY STAR® products label. To achieve the ENERGY STAR® Certified Homes label, a home's energy efficiency must be verified by a third-party organization.

d HERS

HERS (Home Energy Rating System) - The Home Energy Rating System (HERS) Index is the nationally recognized scoring system for measuring a home's energy performance. To calculate a home's HERS Index Score, a certified Residential Energy Services Network (RESNET) home energy rater will do a home energy rating and compare the data against a reference home (a design-modeled home of the same size and shape as the actual home), so the HERS Index Score is always relative to the size, shape, and type of the house. The lower the number, the more energy efficient the home.

The Home Performance with ENERGY STAR® (HPwES) program is a national DOE program that promotes a comprehensive approach to reducing existing homes' energy consumption. The program currently operates in approximately 35 states across the country. An individual HPwES program covers a given market area, typically at the state or gas or electric-utility level. Local sponsors must follow specific guidelines to participate as outlined in the HPwES Sponsor Guide and Reference Manual.

Indoor airPLUS - EPA Indoor airPLUS is a set of optional construction practices and technologies builders can follow to reduce indoor air pollutants and improve the indoor air quality in a new home beyond minimum code requirements. It is only available to homes that first meet ENERGY STAR® Certified Homes certification.

LEED for Homes. The US Green Building Council's (USGBC's) residential rating system, Leadership in Energy & Environmental Design (LEED) for Homes, was launched in 2008. The LEED rating systems are developed through an open, consensus-based process led by LEED committees. LEED is a voluntary program that provides independent, third-party verification that a home was designed and built using methods for achieving high performance in multiple areas of sustainability including energy, water, waste management, indoor air quality, and sustainable site development. There are multiple rating systems for all types of buildings including Existing Buildings and Homes for residential projects. Homes may achieve different levels of certification (platinum, gold, silver, certified) depending on the number of LEED prerequisites and credits that are met.

Note: To receive LEED or NGBS certification, building projects satisfy prerequisites and earn points to achieve different levels of certification. The points are reflected in the name of the level achieved (Silver, Gold, etc.) and are NOT used to reflect the data needed for the Score. The data in the Score field which is only the number which reflects the efficiency of the building as reported in a test on file. See Score definition for more details.

NGBS New Construction - Home Innovation Research Labs certifies homes to the ICC-700 National Green Building Standard ™ (NGBS), which has undergone the full consensus process and received approval from the American National Standards Institute (ANSI). Home Innovation Research Labs provides project certification to the NGBS. NGBS applies to both single-family homes and multifamily buildings. Certification options also exist for new construction, remodel projects (both whole-home and functional areas such as a kitchen or bathroom), and land development/subdivision. Homes may qualify for a bronze, silver, gold, or emerald certification level depending on the number of green

Saturday - Sunday

9:00 AM to 9:00 PM 9:00 AM to 5:00 PM

Online Chat Hours: Monday - Friday



Monday - Friday Saturday - Sunday 8:30 AM to 6:30 PM 8:30 AM to 5:00 PM







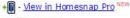






3063 CHANCELLOR'S WAY NE, WASHINGTON, DC 20017

Full Listing A - Watch this listing
Residential - Schedule a showing



Media Center 30 - Photos Virtual Tour

Neighbor Photos Virtual Earth Maps

Additional Information

Tax Record
Property History
History - New, Price, Status
History - All Upd Types
1-Open House

Resource Center

Community Information
Washington D.C. GIS Assessor Maps

Washington DC Tax Website

No Documents

Market Activity | ZIP: 20017



Style: Contemporary List Price: \$819,900
Auction: No Transaction Type: Standard

UTILITIES

Status: Active

Heat System: Central, Programmable Thermostat, Zoned, Solar Heat Fuel: Natural Gas

Rough-In

Cooling System: ENERGY STAR Cooling System, Programmable Cool Fuel: Electric

Thermostat, Central Air Conditioning, Ceiling Fan(s), Zoned, Solar

Rough-In

Water: Public, Filter Hot Water: 60 or More Gallon Tank, Natural Gas

Sewer Septic: Public Sewer

TV/Cable/Comm: Cable-Prewired, CATV/Dwelling, Mult Phone Lines

Electric 12 Months/Average: Water 12 Months/Average:
Gas 12 Months/Average: Heating Oil 12 Months/Average:

Construction Materials: Recycled / Bio-based Insulation, Low VOCEnergy Efficiency: Appliances, Construction / Materials, Electrical / Lighting, Heating /

anklin St NE

Paints / Finishes, Low VOC Insulation, Blown Insulation, Cooling / Ventilation

Advanced Framing, Spray Foam

Energy Generation: Pre-wired for PV Solar Indoor Air Quality: Ventilation, Contaminant Control, Moisture Control

Yatar Canadratian Lon Flor Finitaria

Green Verification Y/N: Yes

Program: LEED for Homes Body: USGBC Rating: Certified Status: Year: 2013 Score:

FINANCIAL INFORMATION

Earnest Money: Other Fees: /
Total Taxes: \$5,637 City/Town Tax: \$5,637

Total Taxes: \$5,637 City/Town Tax: \$5,637 County Tax:

Tax Year: 2014 Refuse Fee: Tap:

Water/Sewer Heek up:

Water/Sewer Hook-up: Front Foot Fee:
Special Tax Assess: Yr Assessed: 2014

Improvements: \$449,170 Total Tax Assessment: \$663,210

Investor Ratio: Total Units:

Monroe St NE

Project Approved:

Assessments: Land: \$214,040

Possession: Immediate, 0-30 Days CD



3063 CHANCELLOR'S WAY NE

Washington, District of Columbia

HAS FULFILLED THE REQUIREMENTS OF THE FOLLOWING LEVEL OF CERTIFICATION ESTABLISHED BY THE U.S. GREEN BUILDING COUNCIL IN THE LEED GREEN BUILDING RATING SYSTEM™ AND VERIFIED BY THE GREEN BUILDING CERTIFICATION INSTITUTE.

LEED FOR HOMES

CERTIFIED

R.

March 2013

Malesh Ramanyan

S. RICHARD FEDRIZZI, PRESIDENT & CEO U.S. GREEN BUILDING COUNCIL MAHESH RAMANUJAM, PRESIDENT GREEN BUILDING CERTIFICATION INSTITUTE

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Appendix

September 28, 2015



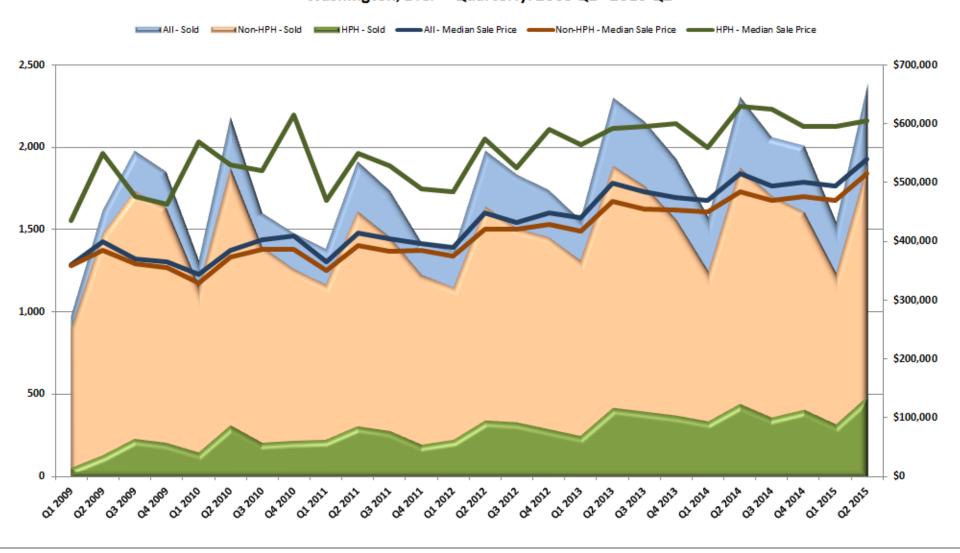








High Performance Housing (HPH) vs. Non-HPH vs. All Sold and Median Sale Price Trends Washington, D.C. Quarterly: 2009 Q1 - 2015 Q2













2015 Washington, DC Solds by ZIP: All Sales Aug 2015 & Year to Date

7in Code Location	#	Sales - A	ugust	# Sales - August YTD				
Zip Code, Location	2015	2014	% Change	2015	2014	% Change		
20001, Howard U/Shaw, DC	60	61	-1.6%	516	531	-2.8%		
20002, Capitol Hill/North, DC	73	75	-2.7%	596	596	0.0%		
20003, Capitol Hill/South, DC	50	39	28.2%	355	310	14.5%		
20004, Washington, DC	6	6	0.0%	43	41	4.9%		
20005, Logan Cir/Thomas Circle, DC	11	21	-47.6%	125	127	-1.6%		
20007, Georgetown/Burleith, DC	43	47	-8.5%	350	349	0.3%		
20008, Woodley/ClvInd Pk, DC	32	38	-15.8%	259	248	4.4%		
20009, Dupont/Adams Morgan, DC	76	72	5.6%	620	625	-0.8%		
20010, Columbia Hts/Mt Plt, DC	35	35	0.0%	251	309	-18.8%		
20011, 16th St Hts/Crstwd, DC	57	50	14.0%	513	479	7.1%		
20012, Colonial Vlg/Takoma, DC	11	14	-21.4%	93	101	-7.9%		
20015, Friendship/Chvy Chs, DC	16	15	6.7%	136	135	0.7%		
20016, Cathedral Hts/AU Pk, DC	50	48	4.2%	379	349	8.6%		
20017, Brookland/Catholic U, DC	28	17	64.7%	144	119	21.0%		
20018, Brentwood/Lincoln, DC	15	21	-28.6%	165	127	29.9%		
20019, Benning Hts/Deanwd, DC	34	32	6.3%	261	220	18.6%		
20020, Anacostia/Hillcrest, DC	24	16	50.0%	157	172	-8.7%		
20024, Sw Waterfront, DC	21	19	10.5%	158	162	-2.5%		
20032, Congress Heights, DC	8	8	0.0%	86	78	10.3%		
20036, Downtown, DC	13	12	8.3%	92	112	-17.9%		
20037, West End/Foggy Btm, DC	22	19	15.8%	173	143	21.0%		
Washington D.C. (All Zips)	686	666	3.0%	5485	5340	2.7%		











2015 Washington, DC Median Sale Price by ZIP: All Sales August 2015 & August Year to Date

Zin Codo Location	Media	Sale Price -	August	Median S	Median Sale Price - August YTD				
Zip Code, Location	2015	2014	% Change	2015	2014	% Change			
20001, Howard U/Shaw, DC	\$549,500	\$520,000	5.7%	\$586,250	\$550,000	6.6%			
20002, Capitol Hill/North, DC	\$550,000	\$525,000	4.8%	\$559,000	\$512,850	9.0%			
20003, Capitol Hill/South, DC	\$700,000	\$602,000	16.3%	\$639,000	\$602,750	6.0%			
20004, Washington, DC	\$419,500	\$425,500	-1.4%	\$474,000	\$451,000	5.1%			
20005, Logan Cir/Thomas Circle, DC	\$439,900	\$465,000	-5.4%	\$475,000	\$536,000	-11.4%			
20007, Georgetown/Burleith, DC	\$555,000	\$838,000	-33.8%	\$873,303	\$927,000	-5.8%			
20008, Woodley/ClvInd Pk, DC	\$489,500	\$392,500	24.7%	\$540,000	\$448,750	20.3%			
20009, Dupont/Adams Morgan, DC	\$549,500	\$499,450	10.0%	\$502,250	\$517,000	-2.9%			
20010, Columbia Hts/Mt Plt, DC	\$575,000	\$500,000	15.0%	\$624,900	\$545,000	14.7%			
20011, 16th St Hts/Crstwd, DC	\$532,500	\$524,995	1.4%	\$520,000	\$499,000	4.2%			
20012, Colonial Vlg/Takoma, DC	\$675,000	\$648,152	4.1%	\$600,000	\$575,000	4.4%			
20015, Friendship/Chvy Chs, DC	\$932,000	\$849,325	9.7%	\$970,000	\$950,000	2.1%			
20016, Cathedral Hts/AU Pk, DC	\$888,500	\$487,500	82.3%	\$775,000	\$807,500	-4.0%			
20017, Brookland/Catholic U, DC	\$380,500	\$350,000	8.7%	\$446,250	\$397,500	12.3%			
20018, Brentwood/Lincoln, DC	\$515,000	\$353,000	45.9%	\$476,050	\$399,900	19.0%			
20019, Benning Hts/Deanwd, DC	\$230,000	\$230,000	0.0%	\$215,000	\$204,000	5.4%			
20020, Anacostia/Hillcrest, DC	\$282,500	\$247,450	14.2%	\$248,000	\$235,000	5.5%			
20024, Sw Waterfront, DC	\$310,000	\$258,970	19.7%	\$316,500	\$288,000	9.9%			
20032, Congress Heights, DC	\$208,000	\$198,000	5.1%	\$221,250	\$153,500	44.1%			
20036, Downtown, DC	\$260,000	\$387,500	-32.9%	\$361,000	\$355,000	1.7%			
20037, West End/Foggy Btm, DC	\$560,000	\$435,000	28.7%	\$573,000	\$500,000	14.6%			
Washington D.C. (All Zips)	\$520,000	\$475,000	9.5%	\$524,900	\$499,700	5.0%			











2014 Washington, DC Solds by ZIP: HPH vs Non-HPH

			HPH	ł					Non-l	НРН				Н	IPH vs No	n-HPH %	Differenc	e
Zip	Median SP	Avg DOM	Median DOM	# Solds	Avg SP/SqFt	Avg SP/OLP	Median SP	Avg DOM	Median DOM	# Solds	Avg SP/SqFt	Avg SP/OLP	HPH % Total Solds (Market Share)	Median SP	Avg DOM	Median DOM	Avg SP/SqFt	Avg SP/OLP
20001	\$632,500	39	16	157	\$521	99.4%	\$535,000	32	10	617	\$525	99.7%	20.3%	18.2%	21.9%	60.0%	-0.8%	-25.1%
20002	\$620,250	31	12	214	\$463	99.2%	\$499,950	29	10	678	\$435	99.7%	24.0%	24.1%	6.9%	20.0%	6.4%	-56.2%
20003	\$730,000	30	9	83	\$595	99.1%	\$575,250	26	9	378	\$536	99.8%	18.0%	26.9%	15.4%	0.0%	11.0%	-77.1%
20004	\$620,500	16	9	4	\$606	97.8%	\$465,000	42	15	58	\$596	97.3%	6.5%	33.4%	-61.9%	-40.0%	1.7%	53.5%
20005	\$710,000	21	7	41	\$692	100.4%	\$456,500	32	10	160	\$643	99.3%	20.4%	55.5%	-34.4%	-30.0%	7.6%	110.8%
20007	\$1,397,500	66	21	86	\$623	98.2%	\$884,000	50	17	423	\$646	96.8%	16.9%	58.1%	32.0%	23.5%	-3.6%	143.5%
20008	\$641,000	34	18	58	\$563	97.5%	\$450,000	45	16	315	\$519	97.4%	15.6%	42.4%	-24.4%	12.5%	8.5%	15.4%
20009	\$592,500	37	13	189	\$566	99.5%	\$470,000	30	11	742	\$591	99.3%	20.3%	26.1%	23.3%	18.2%	-4.2%	24.2%
20010	\$570,000	21	9	115	\$481	99.7%	\$543,100	21	8	322	\$464	100.6%	26.3%	5.0%	0.0%	12.5%	3.7%	-81.6%
20011	\$578,750	58	32	144	\$402	97.6%	\$470,000	41	20	591	\$362	97.7%	19.6%	23.1%	41.5%	60.0%	11.1%	-7.2%
20012	\$674,000	113	36	39	\$374	96.4%	\$525,000	43	17	115	\$369	98.2%	25.3%	28.4%	162.8%	111.8%	1.4%	-185.3%
20015	\$945,000	34	12	47	\$556	99.6%	\$918,750	46	9	154	\$520	99.0%	23.4%	2.9%	-26.1%	33.3%	6.9%	58.6%
20016	\$955,500	35	12	93	\$561	97.5%	\$730,000	40	13	397	\$502	98.2%	19.0%	30.9%	-12.5%	-7.7%	11.8%	-65.2%
20017	\$593,500	17	8	24	\$423	100.0%	\$393,500	29	10	172	\$325	100.1%	12.2%	50.8%	-41.4%	-20.0%	30.2%	-11.0%
20018	\$481,210	61	33	65	\$312	99.4%	\$390,000	40	20	161	\$303	98.9%	28.8%	23.4%	52.5%	65.0%	3.0%	59.7%
20019	\$261,500	31	13	58	\$223	97.6%	\$194,675	46	20	290	\$182	99.1%	16.7%	34.3%	-32.6%	-35.0%	22.5%	-147.3%
20020	\$310,000	105	25	31	\$246	95.8%	\$230,000	50	20	230	\$180	95.8%	11.9%	34.8%	110.0%	25.0%	36.7%	-8.3%
20024	\$265,000	26	12	28	\$439	99.2%	\$290,000	27	10	221	\$416	99.4%	11.2%	-8.6%	-3.7%	20.0%	5.5%	-15.1%
20032	\$201,500	17	9	11	\$151	96.4%	\$159,950	57	22	102	\$149	96.0%	9.7%	26.0%	-70.2%	-59.1%	1.3%	36.4%
20036	\$420,000	19	8	31	\$527	99.5%	\$322,525	23	10	121	\$588	98.2%	20.4%	30.2%	-17.4%	-20.0%	-10.4%	130.3%
20037	\$899,000	91	30	25	\$802	94.9%	\$475,000	68	22	196	\$670	96.1%	11.3%	89.3%	33.8%	36.4%	19.7%	-123.8%
All D.C.	\$600,000	42	15	1543	\$495	98.7%	\$470,000	37	12	6453	\$465	98.7%	19.3%	27.7%	13.5%	25.0%	6.5%	4.1%









2014 Washington, DC Solds by ZIP: HPH vs Non-HPH MSI (Months Supply of Inventory)

		HPI	н			Non-l					HPH vs No	n-HPH %
			Avg Solds				Avg Solds		HPH % Total Solds	HPH % Total Actives	Avg Solds	
Zip	# Solds	# Actives	/Month	MSI	#Solds	# Actives	/Month	MSI	(Market Share)	(Market Share)	/Month	MSI
20001	157	18	13	1.4	617	52	51	1.0	20.3%	25.7%	-74.5%	36.0%
20002	214	28	18	1.6	678	58	57	1.0	24.0%	32.6%	-68.4%	53.0%
20003	83	13	7	1.9	378	33	32	1.0	18.0%	28.3%	-78.1%	79.4%
20004	4	3	0	9.0	58	6	5	1.2	6.5%	33.3%	-100.0%	625.1%
20005	41	2	3	0.6	160	15	13	1.1	20.4%	11.8%	-76.9%	-48.0%
20007	86	15	7	2.1	423	49	35	1.4	16.9%	23.4%	-80.0%	50.6%
20008	58	9	5	1.9	315	42	26	1.6	15.6%	17.7%	-80.8%	16.4%
20009	189	22	16	1.4	742	62	62	1.0	20.3%	26.2%	-74.2%	39.3%
20010	115	7	10	0.7	322	15	27	0.6	26.3%	31.8%	-63.0%	30.7%
20011	144	22	12	1.8	591	81	49	1.6	19.6%	21.4%	-75.5%	11.5%
20012	39	1	3	0.3	115	17	10	1.8	25.3%	5.6%	-70.0%	-82.7%
20015	47	5	4	1.3	154	6	13	0.5	23.4%	45.5%	-69.2%	173.1%
20016	93	10	8	1.3	397	64	33	1.9	19.0%	13.5%	-75.8%	-33.3%
20017	24	9	2	4.5	172	15	14	1.0	12.2%	37.5%	-85.7%	330.0%
20018	65	10	5	1.8	161	28	13	2.1	28.8%	26.3%	-61.5%	-11.5%
20019	58	13	5	2.7	290	80	24	3.3	16.7%	14.0%	-79.2%	-18.7%
20020	31	5	3	1.9	230	47	19	2.5	11.9%	9.6%	-84.2%	-21.1%
20024	28	7	2	3.0	221	9	18	0.5	11.2%	43.8%	-88.9%	513.9%
20032	11	5	1	5.5	102	31	9	3.6	9.7%	13.9%	-88.9%	49.6%
20036	31	1	3	0.4	121	12	10	1.2	20.4%	7.7%	-70.0%	-67.5%
20037	25	5	2	2.4	196	37	16	2.3	11.3%	11.9%	-87.5%	5.9%
All D.C.	1543	211	129	1.6	6453	760	538	1.4	19.3%	21.7%	-76.0%	16.1%











