

# WASHINGTON D.C.

–February 2021–



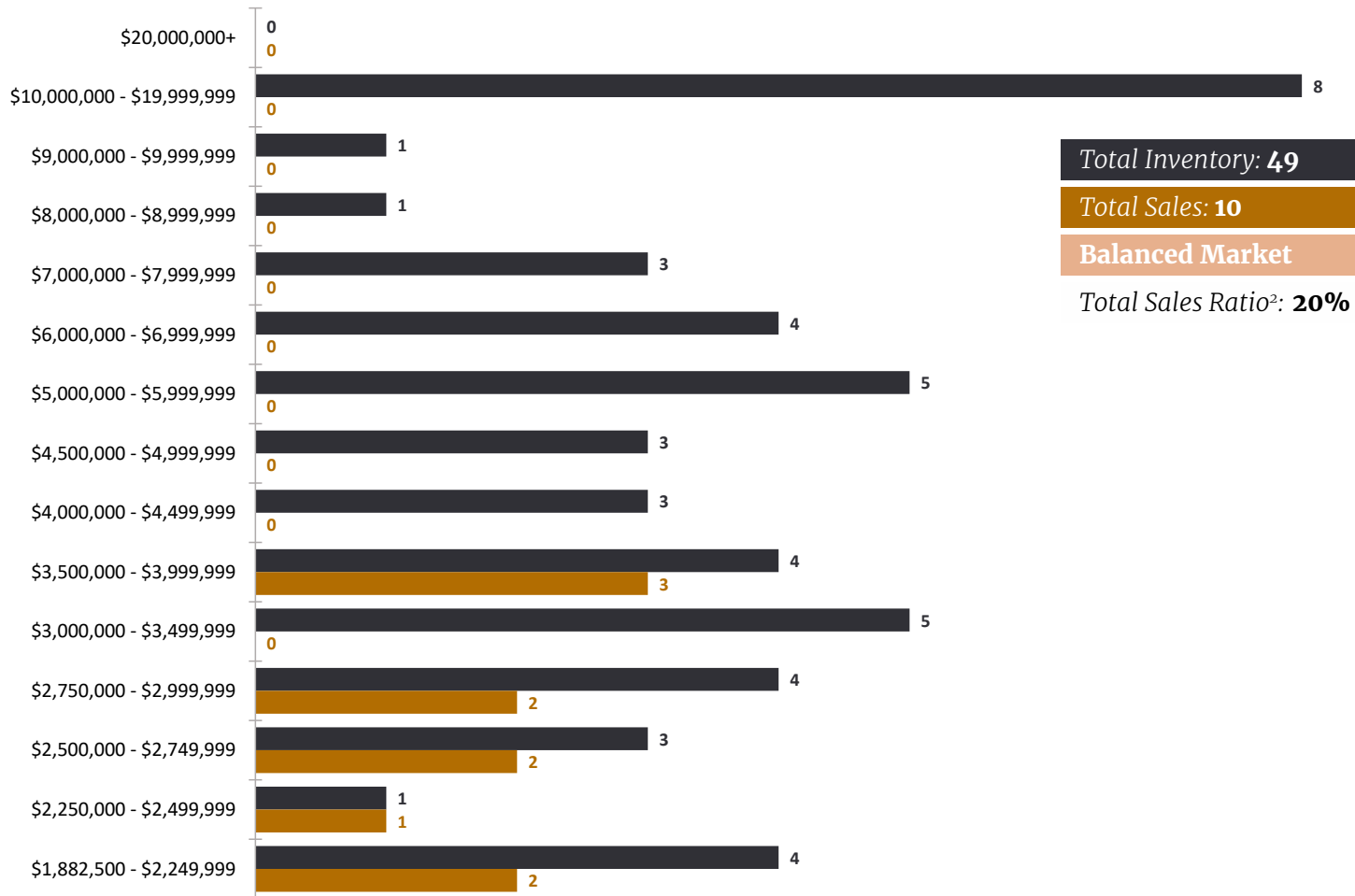
INSTITUTE *for*  
LUXURY HOME  
MARKETING®

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## LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

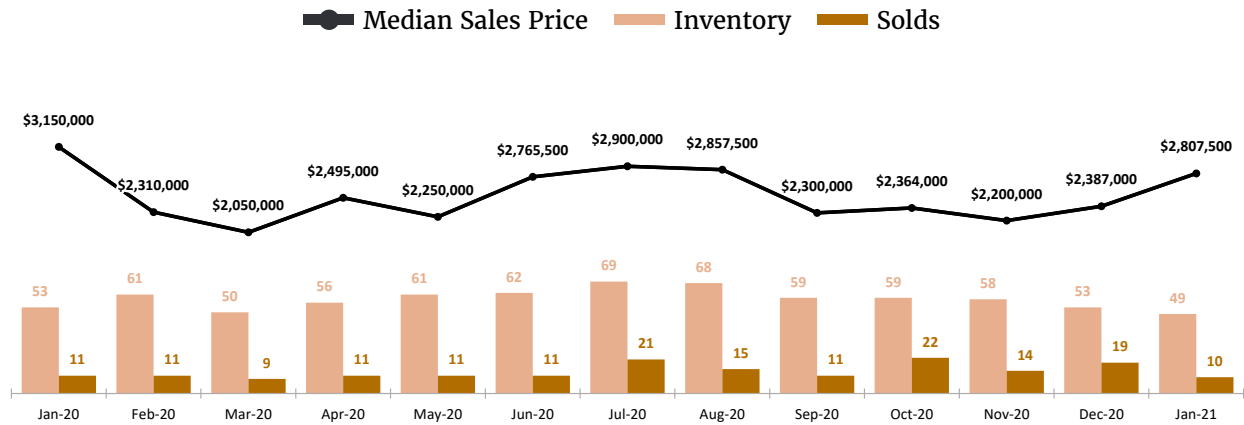
Luxury Benchmark Price<sup>1</sup>: **\$1,882,500**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,000,000	4	4	1	2	50%
3,000 - 4,499	\$2,550,000	5	6	3	16	19%
4,500 - 5,999	\$3,500,000	6	6	5	12	42%
6,000 - 7,499	NA	NA	NA	0	8	0%
7,500 - 8,999	\$2,475,000	6	6	1	4	25%
9,000+	NA	NA	NA	0	6	0%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA

### INVENTORY

December      January  
**53**            **49**

VARIANCE: **-8%**

### SOLDS

December      January  
**19**            **10**

VARIANCE: **-47%**

### SALES PRICE

December      January  
**\$2.39m**      **\$2.81m**

VARIANCE: **18%**

### SALE PRICE PER SQFT.

December      January  
**\$709**            **\$644**

VARIANCE: **-9%**

### SALE TO LIST PRICE RATIO

December      January  
**100.00%**      **96.16%**

VARIANCE: **-4%**

### DAYS ON MARKET

December      January  
**6**                    **50**

VARIANCE: **733%**

## WASHINGTON D.C. MARKET SUMMARY | JANUARY 2021

- The Washington D.C. single-family luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **96.16% of list price** in January 2021.
- The most active price band is **\$2,250,000-\$2,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes has increased to **\$2,807,500**.
- The median days on market for January 2021 was **50** days, up from **6** in December 2020.

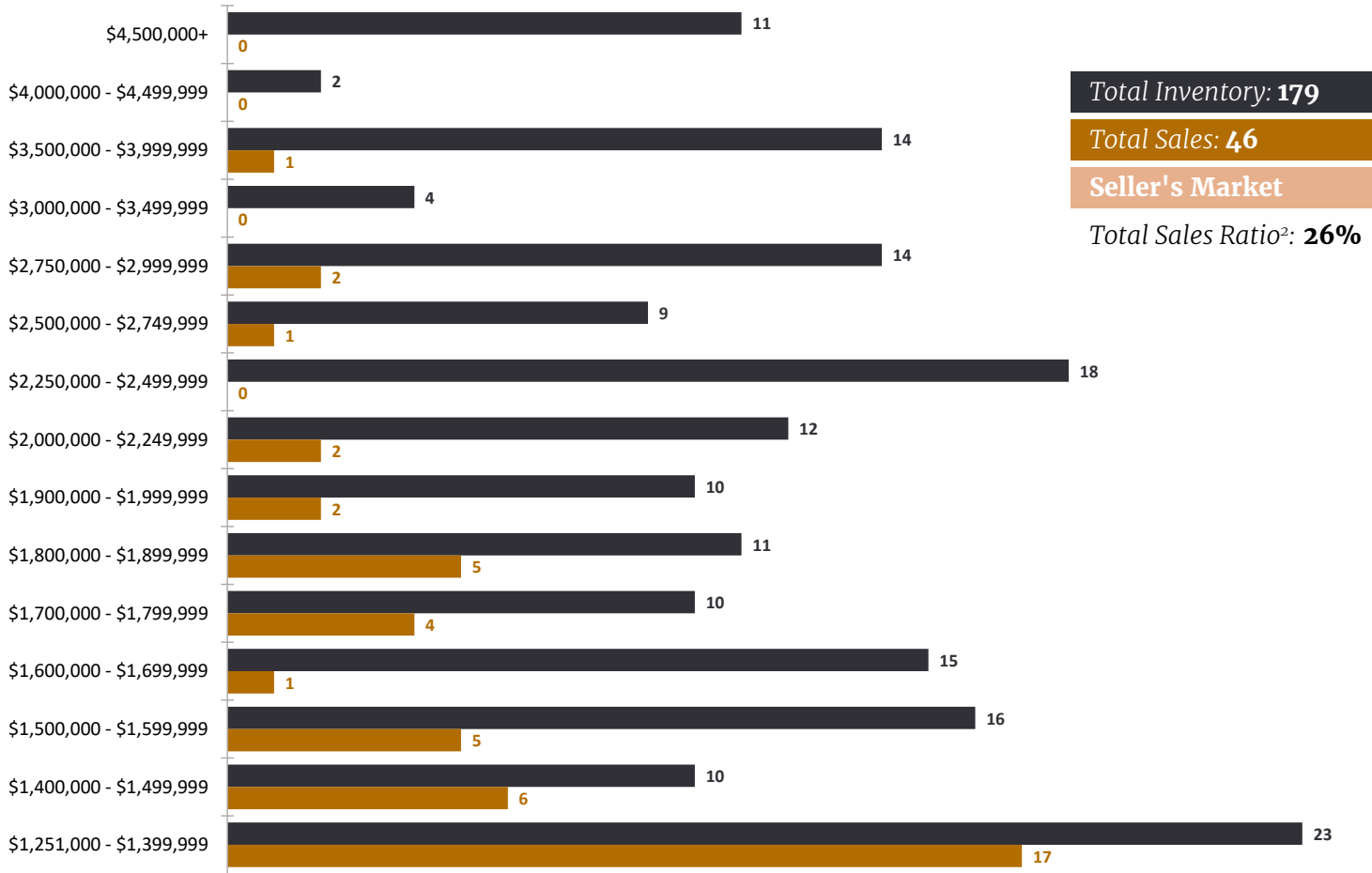
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

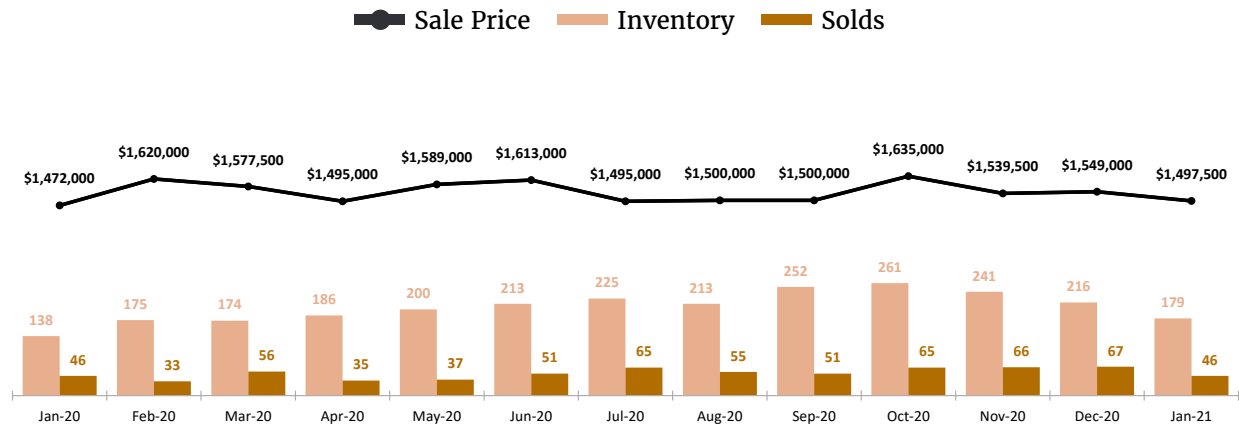
Luxury Benchmark Price<sup>1</sup>: **\$1,251,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,420,000	4	4	26	55	47%
2,000 - 2,999	\$1,537,500	4	4	14	71	20%
3,000 - 3,999	\$2,065,000	7	5	3	25	12%
4,000 - 4,999	\$3,580,000	5	6	1	12	8%
5,000 - 5,999	NA	NA	NA	0	3	0%
6,000+	NA	NA	NA	0	8	0%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA

### INVENTORY

December	January
<b>216</b>	<b>179</b>

VARIANCE: **-17%**

### SOLDS

December	January
<b>67</b>	<b>46</b>

VARIANCE: **-31%**

### SALES PRICE

December	January
<b>\$1.55m</b>	<b>\$1.50m</b>

VARIANCE: **-3%**

### SALE PRICE PER SQFT.

December	January
<b>\$788</b>	<b>\$781</b>

VARIANCE: **-1%**

### SALE TO LIST PRICE RATIO

December	January
<b>98.44%</b>	<b>100.00%</b>

VARIANCE: **2%**

### DAYS ON MARKET

December	January
<b>17</b>	<b>14</b>

VARIANCE: **-18%**

## WASHINGTON D.C. MARKET SUMMARY | JANUARY 2021

- The Washington D.C. attached luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in January 2021.
- The most active price band is **\$1,251,000-\$1,399,999**, where the sales ratio is **74%**.
- The median luxury sales price for attached homes has decreased to **\$1,497,500**.
- The median days on market for January 2021 was **14** days, down from **17** in December 2020.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.