



# DMV MARKET REPORT

July – September 2019



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Compass Concierge



## A MESSAGE FROM OUR REGIONAL PRESIDENT

In the third quarter of 2019, Compass outpaced other brokerage firms in the DMV region. Thanks to a powerful end-to-end platform and unrivaled local insight, we sell homes at all price points faster than any other brokerage at 22 days versus the market average of 27 days, with listings selling for 98.5% of the original asking price compared to the market average of 97.7%. Compass also excels in the luxury space, with homes priced at \$2 million dollars and above selling faster and for more money than our competitors (50 average days on market vs 83, and 94.4% of the original asking price vs 92.4%). And in DC proper, Compass continues to maintain #1 market

share by volume at 20.9%, almost twice that of any other brokerage. At Compass, we seek to create a unique real estate experience and we are thrilled to be delivering best-in-class results across the DMV – from Georgetown, to McLean, to Bethesda and beyond.

Sincerely,

Kimberly Harris  
DMV Regional President





Compass 2019 Mid-Year Report - 1/1/19 to 6/30/19

Logan Circle  
1313 14th Street NW  
Washington, DC 20005



COMPASS OFFICES

CAPITOL HILL

660 Pennsylvania Avenue SE, Suite 300  
Washington, DC 20003

DUPONT

1200 19th Street NW, Suite 210  
Washington, DC 20036

GEORGETOWN

1232 31st Street NW  
Washington, DC 20007

LOGAN CIRCLE

1313 14th Street NW  
Washington, DC 20005

Q3 2019 TOTAL SALES BY UNIT TYPE



MAP LEGEND



- 16th Street Heights
- Anacostia
- American University Park
- Bloomingdale / LeDroit Park
- Burleith
- Capitol Hill
- Chevy Chase DC
- Cleveland Park
- Dupont Circle
- Eckington

- Forest Hills
- Fort Totten
- Georgetown
- Glover Park
- Ivy City
- Kalorama
- Kent
- Logan Circle
- Massachusetts Avenue Heights
- Mount Pleasant

- Navy Yard
- Palisades
- Shaw
- Spring Valley
- Trinidad
- Wesley Heights
- Woodridge

## 16TH STREET HEIGHTS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	7	\$1,124,143	\$1,175,700	77	95.1%
Condo / Co-Op	7	\$514,900	\$515,171	58	100.5%
Townhomes	6	\$760,400	\$762,257	32	99.5%

## ANACOSTIA

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	3	\$471,667	\$475,000	26	100.4%
Condo / Co-Op	2	\$118,000	\$114,950	10	102.2%
Townhomes	14	\$423,193	\$430,550	31	98.7%

## AMERICAN UNIVERSITY PARK

Property Type	Number of units sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	14	\$1,251,866	\$1,166,714	9	107.9%
Condo / Co-Op	2	\$361,450	\$354,500	10	103.1%
Townhomes	2	\$908,700	\$921,998	14	98.6%

## BLOOMINGDALE / LEDROIT PARK

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	14	\$637,214	\$661,021	30	97%
Townhomes	22	\$963,624	\$985,078	35	97.8%

## BURLEITH

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	4	\$1,255,000	\$1,247,500	20	101.3%

## CAPITOL HILL

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	3	\$1,019,000	\$999,667	20	101.8%
Condo / Co-Op	34	\$667,323	\$677,600	19	100%
Townhomes	83	\$1,077,491	\$1,084,190	31	100.2%

## CHEVY CHASE, DC

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	47	\$1,279,516	\$1,275,661	17	101.3%
Condo / Co-Op	8	\$553,050	\$563,488	36	98.1%
Townhomes	10	\$910,750	\$917,189	11	99.3%

## CLEVELAND PARK

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	12	\$2,458,667	\$2,638,500	35	96.9%
Condo / Co-Op	36	\$424,792	\$427,861	27	99.2%
Townhomes	5	\$1,506,706	\$1,527,800	27	99.4%

## DUPONT CIRCLE

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	66	\$465,572	\$466,760	22	100%
Townhomes	7	\$1,657,143	\$1,584,843	17	102.9%

## ECKINGTON

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	1	\$665,000	\$999,000	81	66.6%
Condo / Co-Op	21	\$546,435	\$550,882	19	99.5%
Townhomes	8	\$691,823	\$665,299	13	105%

## FOREST HILLS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	8	\$1,690,937	\$1,773,499	66	95%
Condo / Co-Op	15	\$438,997	\$435,927	10	100.2%
Townhomes	N/A	N/A	N/A	N/A	N/A

## FORT TOTTEN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	1	\$575,000	\$575,000	4	100%

## GEORGETOWN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	3	\$5,455,000	\$5,798,000	29	92.7%
Condo / Co-Op	21	\$980,537	\$1,048,336	63	96.7%
Townhomes	25	\$1,784,760	\$1,901,200	44	95.1%

## GLOVER PARK

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	1	\$1,049,000	\$1,049,000	9	100%
Condo / Co-Op	17	\$344,252	\$354,606	41	95.8%
Townhomes	11	\$1,049,959	\$1,059,091	30	99.9%

## IVY CITY

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	N/A	N/A	N/A	N/A	N/A

## KALORAMA

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	28	\$695,957	\$714,182	40	98.5%
Townhomes	5	\$2,537,200	\$2,606,000	222	97.4%

## KENT

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	5	\$1,981,200	\$2,127,400	163	93.5%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	N/A	N/A	N/A	N/A	N/A

## LOGAN CIRCLE

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	3	\$886,300	\$892,967	14	101.1%
Townhomes	5	\$1,411,280	\$1,496,780	41	95.8%

## MASSACHUSETTS AVENUE HEIGHTS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	1	\$2,850,000	\$2,850,000	1	100%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	1	\$1,430,000	\$1,399,900	5	102.2%

## MOUNT PLEASANT

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	21	\$462,745	\$461,543	19	100.4%
Townhomes	15	\$1,167,133	\$1,177,460	18	98.8%

## NAVY YARD

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	12	\$531,017	\$532,267	27	99.5%
Townhomes	1	\$795,000	\$799,000	92	99.5%

## PALISADES

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	9	\$1,646,111	\$1,665,778	104	99.9%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	5	\$868,845	\$872,470	10	99.5%

## SHAW

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	21	\$627,138	\$635,014	18	99.4%
Townhomes	9	\$987,222	\$1,063,733	62	92.7%

## SPRING VALLEY

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	9	\$1,685,222	\$1,803,000	36	94.1%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	1	\$950,000	\$1,000,000	118	95%

## TRINIDAD

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	N/A	N/A	N/A	N/A	N/A
Condo / Co-Op	26	\$421,896	\$435,013	35	98%
Townhomes	19	\$595,501	\$618,655	65	98.4%

## WESLEY HEIGHTS

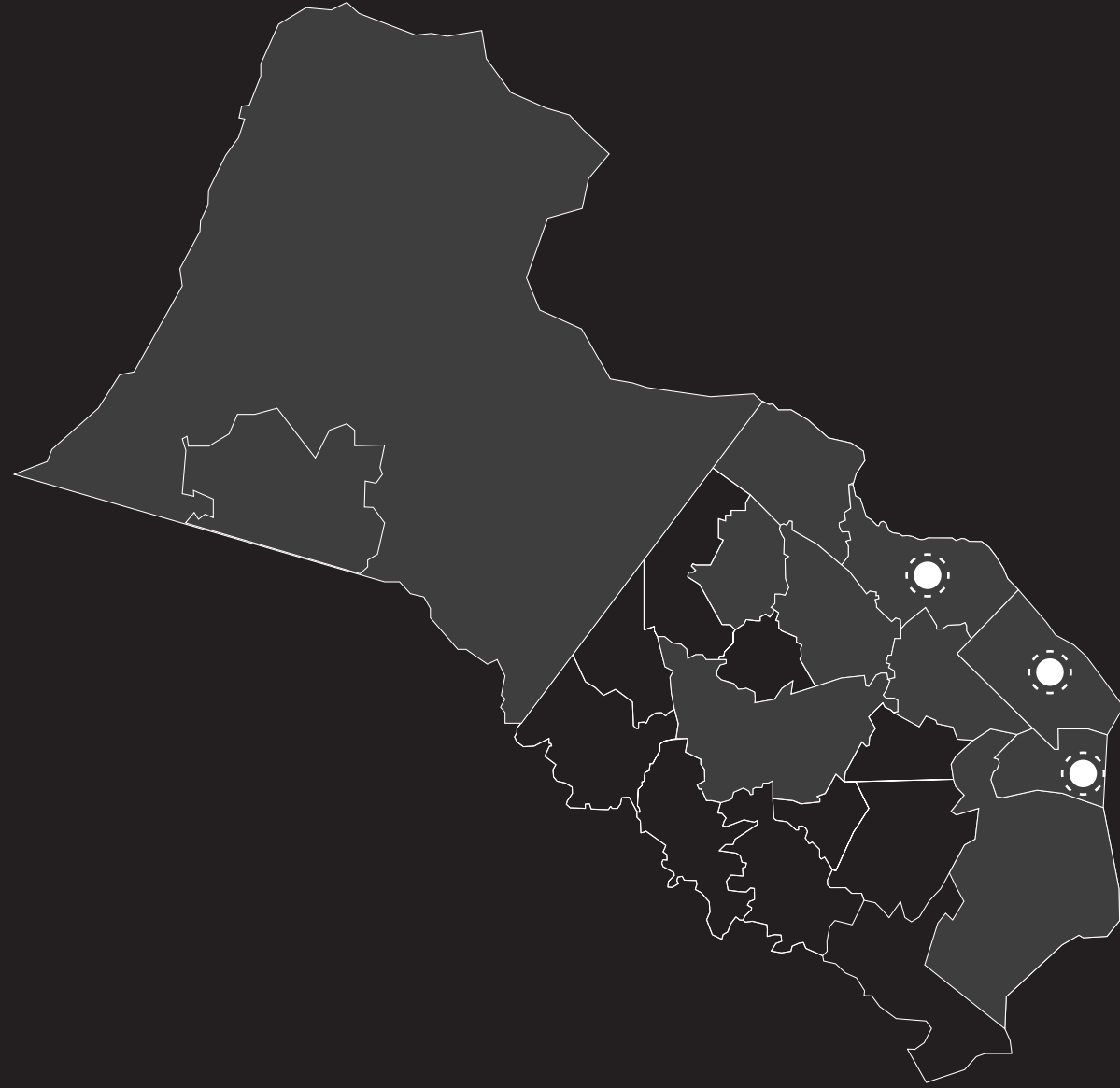
Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	6	\$2,035,833	\$2,122,333	40	95.3%
Condo / Co-Op	12	\$449,042	\$472,233	88	96%
Townhomes	3	\$1,057,833	\$1,082,667	46	98.2%

## WOODRIDGE

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	34	\$600,697	\$635,226	59	95.4%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	1	\$710,000	\$749,900	87	94.7%







Q3 2019 TOTAL SALES BY UNIT TYPE



COMPASS OFFICES

ALEXANDRIA – KING STREET

1004 King Street, 1st Floor  
Alexandria, VA 22314

ARLINGTON

3001 Washington Boulevard, Suite 400  
Arlington, VA 22201

ALEXANDRIA – N. LEE STREET

106 N. Lee Street  
Alexandria, VA 22314

MCLEAN

6849 Old Dominion Drive, Suite 400  
McLean, VA 22101

MAP LEGEND



Alexandria  
Alexandria City  
Arlington  
Fairfax

Falls Church  
Falls Church City  
Great Falls  
Loudoun

McLean  
Middleburg  
Reston  
Vienna

## ALEXANDRIA

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	370	\$661,336	\$692,522	31	97.8%
Condo / Co-Op	176	\$295,181	\$292,969	19	105.9%
Townhomes	251	\$488,988	\$486,926	18	100.6%

## ALEXANDRIA CITY

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	115	\$953,117	\$968,125	30	98.9%
Condo / Co-Op	332	\$344,460	\$344,413	17	100.3%
Townhomes	174	\$758,033	\$759,000	22	101%

## ARLINGTON

Property Type	Number of units sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	256	\$1,081,032	\$1,096,171	32	99.1%
Condo / Co-Op	394	\$438,522	\$435,196	21	100.76%
Townhomes	56	\$739,815	\$736,548	18	100.5%

## FAIRFAX

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	2171	\$802,245	\$827,391	37	98%
Condo / Co-Op	977	\$310,836	\$313,456	22	110.5%
Townhomes	1244	\$483,361	\$484,765	17	99.9%

## FALLS CHURCH

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	207	\$830,074	\$840,717	38	99%
Condo / Co-Op	141	\$304,348	\$303,002	15	100.4%
Townhomes	45	\$650,115	\$653,510	20	99.8%

## FALLS CHURCH CITY

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	29	\$1,000,093	\$1,013,657	42	98.5%
Condo / Co-Op	15	\$461,765	\$468,381	33	98.4%
Townhomes	7	\$761,143	\$786,850	31	96.8%

## GREAT FALLS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	76	\$1,248,066	\$1,317,721	99	94.9%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	N/A	N/A	N/A	N/A	N/A

## LOUDOUN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	952	\$691,520	\$708,220	43	98.1%
Condo / Co-Op	342	\$329,109	\$332,656	26	99.3%
Townhomes	700	\$466,452	\$469,580	22	99.4%

## MCLEAN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	157	\$1,500,195	\$1,578,719	62	95.4%
Condo / Co-Op	73	\$400,371	\$413,030	31	97.8%
Townhomes	20	\$909,385	\$919,855	11	99.3%

## MIDDLEBURG

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	16	\$719,409	\$814,697	135	93.8%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	2	\$518,750	\$534,000	46	97.3%

## RESTON

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	76	\$725,864	\$749,862	35	97.2%
Condo / Co-Op	161	\$334,436	\$339,942	33	98.7%
Townhomes	148	\$483,916	\$490,317	19	99%

## VIENNA

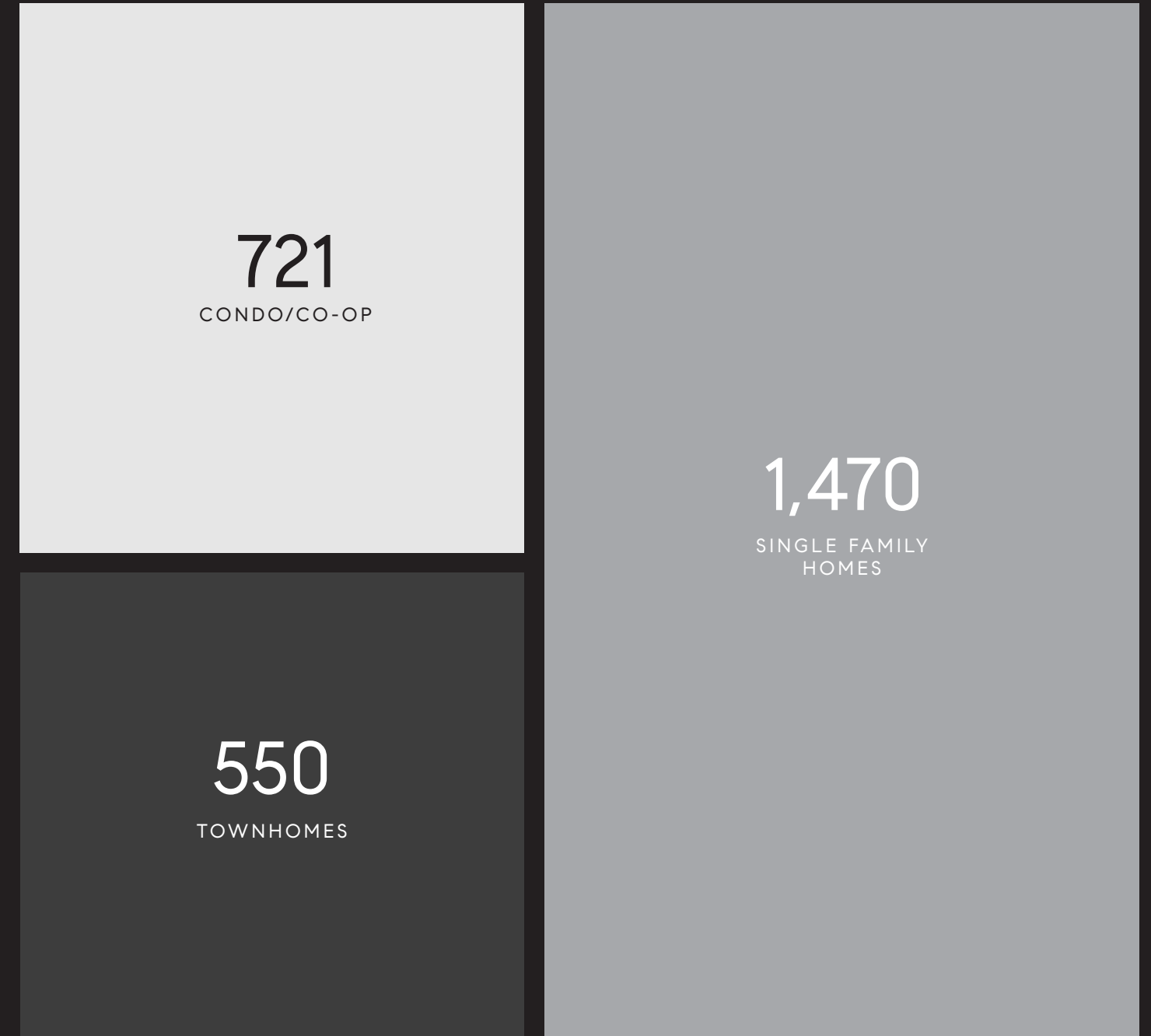
Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	177	\$1,008,812	\$1,050,863	54	96.8%
Condo / Co-Op	34	\$380,983	\$382,954	23	99.2%
Townhomes	44	\$657,880	\$661,539	21	99.6%







Q3 2019 TOTAL SALES BY UNIT TYPE



COMPASS OFFICES

**BETHESDA**  
7200 Wisconsin Avenue, Suite 500 & 900  
Bethesda, MD 20814

**CHEVY CHASE**  
5471 Wisconsin Avenue Suite 300  
Chevy Chase, MD 20815

MAP LEGEND

- Neighborhoods Reported On
- Compass Office Locations

- Bethesda
- Chevy Chase, MD
- Darnestown
- Gaithersburg
- Germentown
- Potomac
- Rockville
- Silver Spring

## BETHESDA

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	228	\$1,243,322	\$1,302,804	53	96.4%
Condo / Co-Op	100	\$528,321	\$545,834	70	96.79%
Townhomes	16	\$1,064,976	\$1,089,510	55	98.8%

## CHEVY CHASE, MD

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	78	\$1,414,093	\$1,453,300	49	98.4%
Condo / Co-Op	47	\$650,611	\$679,346	50	96.6%
Townhomes	3	\$1,475,965	\$1,522,318	82	96.4%

## DARNESTOWN

Property Type	Number of units sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	12	\$785,528	\$829,973	135	94.6%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	N/A	N/A	N/A	N/A	N/A

## GAITHERSBURG

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	162	\$538,015	\$549,028	40	98.3%
Condo / Co-Op	115	\$280,719	\$288,971	40	99.6%
Townhomes	179	\$361,050	\$367,873	29	98.5%

## GERMANTOWN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	80	\$499,517	\$505,745	35	98.9%
Condo / Co-Op	89	\$240,716	\$243,753	26	98.90%
Townhomes	149	\$321,658	\$323,906	29	99.4%

## POTOMAC

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	141	\$1,142,438	\$1,238,732	117	95.8%
Condo / Co-Op	6	\$870,000	\$919,667	43	94.6%
Townhomes	17	\$895,441	\$916,217	42	97.9%

## ROCKVILLE

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	277	\$593,504	\$614,508	38	100.5%
Condo / Co-Op	132	\$319,895	\$328,536	41	96.9%
Townhomes	77	\$559,958	\$573,093	35	97.8%

## SILVER SPRING

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	492	\$506,845	\$528,795	31	95.8%
Condo / Co-Op	232	\$226,999	\$235,799	37	96.4%
Townhomes	109	\$392,788	\$396,497	22	99.3%







COMPASS OFFICES

ANNAPOLIS  
24 Annapolis Street  
Annapolis, MD 20814

Q3 2019 TOTAL SALES BY UNIT TYPE

99  
CONDO/CO-OP

140  
TOWNHOMES

525  
SINGLE FAMILY  
HOMES

MAP LEGEND

- Neighborhoods Reported On
- Compass Office Locations

- Annapolis
- Edgewater
- Severna Park

## ANNAPOLIS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	279	\$632,706	\$672,963	76	95.3%
Condo / Co-Op	91	\$335,254	\$353,294	71	94.7%
Townhomes	117	\$389,503	\$403,407	67	97.5%

## EDGEWATER

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	113	\$479,087	\$502,517	54	94.9%
Condo / Co-Op	8	\$355,319	\$362,913	16	98.3%
Townhomes	21	\$428,691	\$439,586	80	97.5%

## SEVERNA PARK

Property Type	Number of units sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	133	\$636,458	\$749,827	51	95.2%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	2	\$304,500	\$309,450	24	98.4%



# Maximize the value of your home.

Compass Concierge is the hassle-free way to sell your home faster and for a higher price. From painting to flooring, Concierge transforms your home with zero upfront costs and no hidden fees.

•  
UPDATED FLOORING

Rules & Exclusions apply. Compass offers no guarantee or warranty of results. Subject to additional terms and conditions.

Get started at  
[compass.com/concierge](https://compass.com/concierge)

•  
STRATEGIC STAGING

•  
LANDSCAPING  
IMPROVEMENTS

COMPASS  
CONCIERGE

# COMPASS

## Compass 2019 Market Report – 7/1/19 to 9/30/19

Source: Bright MLS Sales reported between 7/1/2019 through 9/30/2019. Neighborhoods defined as indicated in Bright MLS.

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