



# DMV MARKET REPORT

October – December 2019





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Compass Concierge





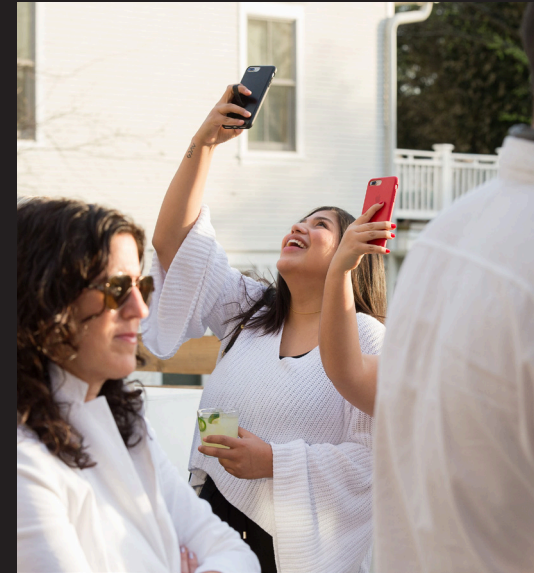
## A MESSAGE FROM OUR REGIONAL PRESIDENT

In 2019, our agents worked incredibly hard to sell nearly \$6B in real estate in the DMV alone, which translates to 8,000 units, nearly doubling our transaction volume compared to last year. We also expanded our footprint in the DMV region by launching permanent offices in McLean, Alexandria, and Bethesda. In 2020, Compass offices are heading to Potomac and Annapolis, and we're so excited to be expanding our reach in the DMV. Most importantly, we gave back to the places we call home through Compass Cares – a program that donates a portion of every transaction made to a charitable organization. In 2019 alone, we generated over \$60,000 in Compass

Cares dollars, making a difference in the lives of thousands of individuals around the region, country, and world. We also continued to lead the market in DC, solidifying our #1 market share at 21.5% in the fourth quarter of 2019, almost twice that of any other brokerage. In 2020, we look forward to another incredible year of delivering exceptional results for our clients in the DC Metro area and beyond.

Sincerely,

Kimberly Harris Campbell  
DMV Regional President



## OUR YEAR AT A GLANCE

### FEBRUARY

Compass acquires Contactually, solidifying a technology & engineering hub in DC

### MARCH

@CompassDMV regional social accounts launched

### JUNE

McLean Office Launches

### JULY

DC Mural Installation

### SEPTEMBER

Bethesda Office Launches

### OCTOBER

Compass Launches National Bridge Loan Program

### NOVEMBER

Alexandria Office Launches

### DECEMBER

Growth Numbers Arrive - The Bethesda Office had the largest growth for 2019 clocking in at 127 new agents

# COMPASS DMV BY THE NUMBERS

**11**  
Total Number of  
DMV Offices

**\$5.8B**  
Total Volume  
Closed in 2019

**140**  
DMV  
Employee  
Count

**508**  
Total Number of  
Agents who Joined  
Compass in 2019

# DC Metro Area Total Sales YEAR IN REVIEW

WASHINGTON, DC		
<b>9,278</b>	<b>\$711,387</b>	<b>29</b>
Total number of units sold in 2019	Average Sold Price in 2019	Average Days on Market in 2019

NORTHERN VIRGINIA		
<b>38,723</b>	<b>\$549,800</b>	<b>25</b>
Total number of units sold in 2019	Average Sold Price in 2019	Average Days on Market in 2019

MARYLAND		
<b>23,053</b>	<b>\$490,379</b>	<b>39</b>
Total number of units sold in 2019	Average Sold Price in 2019	Average Days on Market in 2019

Total Volume Closed in 2019 reflects the closed sales total of all Compass Agents in the DC Metropolitan Area from 01/01/19-12/31/19.

Source: SmartCharts 1/1/19 to 12/31/19. Washington, DC data reflects all of DC Proper, Bright MLS 2020. Northern Virginia data reflects Falls Church City, Arlington County, Fairfax City, Alexandria City, Fairfax County, Loudoun County, Fauquier County, Prince William County, Manassas City, Manassas Park City, Bright MLS 2020. Maryland data reflects Montgomery and Anne Arundel Counties, Bright MLS January 2020.





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





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

Q4 2019 TOTAL SALES BY UNIT TYPE



MAP LEGEND



- |                             |                |                |
|-----------------------------|----------------|----------------|
| Anacostia                   | Georgetown     | Spring Valley  |
| American University Park    | Glover Park    | Trinidad       |
| Bloomingdale / LeDroit Park | Ivy City       | Wesley Heights |
| Burleith                    | Kalorama       | Woodridge      |
| Capitol Hill                | Kent           |                |
| Chevy Chase DC              | Logan Circle   |                |
| Cleveland Park              | Mount Pleasant |                |
| Dupont Circle               | Navy Yard      |                |
| Eckington                   | Palisades      |                |
| Forest Hills                | Shaw           |                |



## ANACOSTIA

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	5	\$468,300	\$478,780	24	97.47%
Condo / Co-Op	3	\$322,333	\$322,627	6	99.72%
Townhomes	11	\$361,182	\$356,900	13	102.06%

## 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	7	\$1,283,571	\$1,310,357	68	98.04%
Condo / Co-Op	5	\$797,440	\$781,980	9	102.05%
Townhomes	N/A	N/A	N/A	N/A	N/A

## 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	\$661,429	\$657,929	18	100.79%
Townhomes	13	\$952,890	\$993,692	21	93.01%

## 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	2	\$1,572,500	\$1,585,000	23	98.57%

## CAPITOL HILL

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	2	\$770,000	\$697,498	14	110.39%
Condo / Co-Op	51	\$553,681	\$557,068	27	99.50%
Townhomes	96	\$1,096,778	\$1,087,516	22	100.85%

## 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	33	\$1,301,667	\$1,294,315	13	100.79%
Condo / Co-Op	6	\$970,833	\$994,333	97	99.03%
Townhomes	7	\$931,286	\$901,071	14	103.14%

## CLEVELAND PARK

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	13	\$1,863,308	\$1,910,231	28	99.38%
Condo / Co-Op	33	\$448,370	\$443,355	25	100.46%
Townhomes	3	\$1,500,333	\$1,481,333	10	102.78%

## 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	72	\$616,017	\$612,589	23	99.95%
Townhomes	11	\$1,694,723	\$1,752,773	37	97.69%

## ECKINGTON

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	\$633,993	\$640,464	36	99.16%
Townhomes	22	\$816,708	\$842,127	27	95.48%

## FOREST HILLS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	6	\$1,505,500	\$1,566,167	23	96.24%
Condo / Co-Op	17	\$436,986	\$440,559	22	99.22%
Townhomes	2	\$1,087,500	\$1,077,000	10	101.21%



## GEORGETOWN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	4	\$6,043,750	\$6,086,250	7	99.73%
Condo / Co-Op	24	\$1,076,558	\$1,104,150	44	98.82%
Townhomes	29	\$1,777,914	\$1,852,966	57	96.12%

## GLOVER 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	21	\$356,202	\$357,549	40	99.39%
Townhomes	9	\$1,076,339	\$1,054,656	4	102.11%

## 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	1	\$610,000	\$599,000	7	101.84%

## 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	38	\$721,222	\$721,721	16	100.21%
Townhomes	7	\$2,122,214	\$2,275,429	46	94.32%

## KENT

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	11	\$1,937,273	\$2,009,636	16	98.03%
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	41	\$657,748	\$656,709	19	100.61%
Townhomes	4	\$1,756,000	\$1,921,250	10	91.68%

## 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	17	\$477,568	\$475,147	15	100.47%
Townhomes	22	\$1,208,295	\$1,193,718	8	101.33%

## 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	4	\$535,000	\$536,250	8	99.67%
Townhomes	2	\$984,500	\$997,000	22	98.74%

## PALISADES

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	9	\$1,587,833	\$1,617,644	75	98.67%
Condo / Co-Op	5	\$218,600	\$228,800	45	95.76%
Townhomes	4	\$1,213,125	\$1,243,725	25	97.70%

## 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	20	\$688,770	\$690,750	14	100.35%
Townhomes	14	\$973,179	\$975,513	32	99.86%



## SPRING VALLEY

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	10	\$2,610,700	\$2,632,700	53	98.84%
Condo / Co-Op	N/A	N/A	N/A	N/A	N/A
Townhomes	3	\$1,291,667	\$1,293,000	11	99.90%

## 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	20	\$451,230	\$452,190	34	99.95%
Townhomes	28	\$644,266	\$646,451	26	99.66%

## 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	\$2,143,167	\$2,259,667	25	96.25%
Condo / Co-Op	18	\$487,250	\$493,939	37	98.53%
Townhomes	4	\$1,009,000	\$1,019,000	23	99.09%

## WOODRIDGE

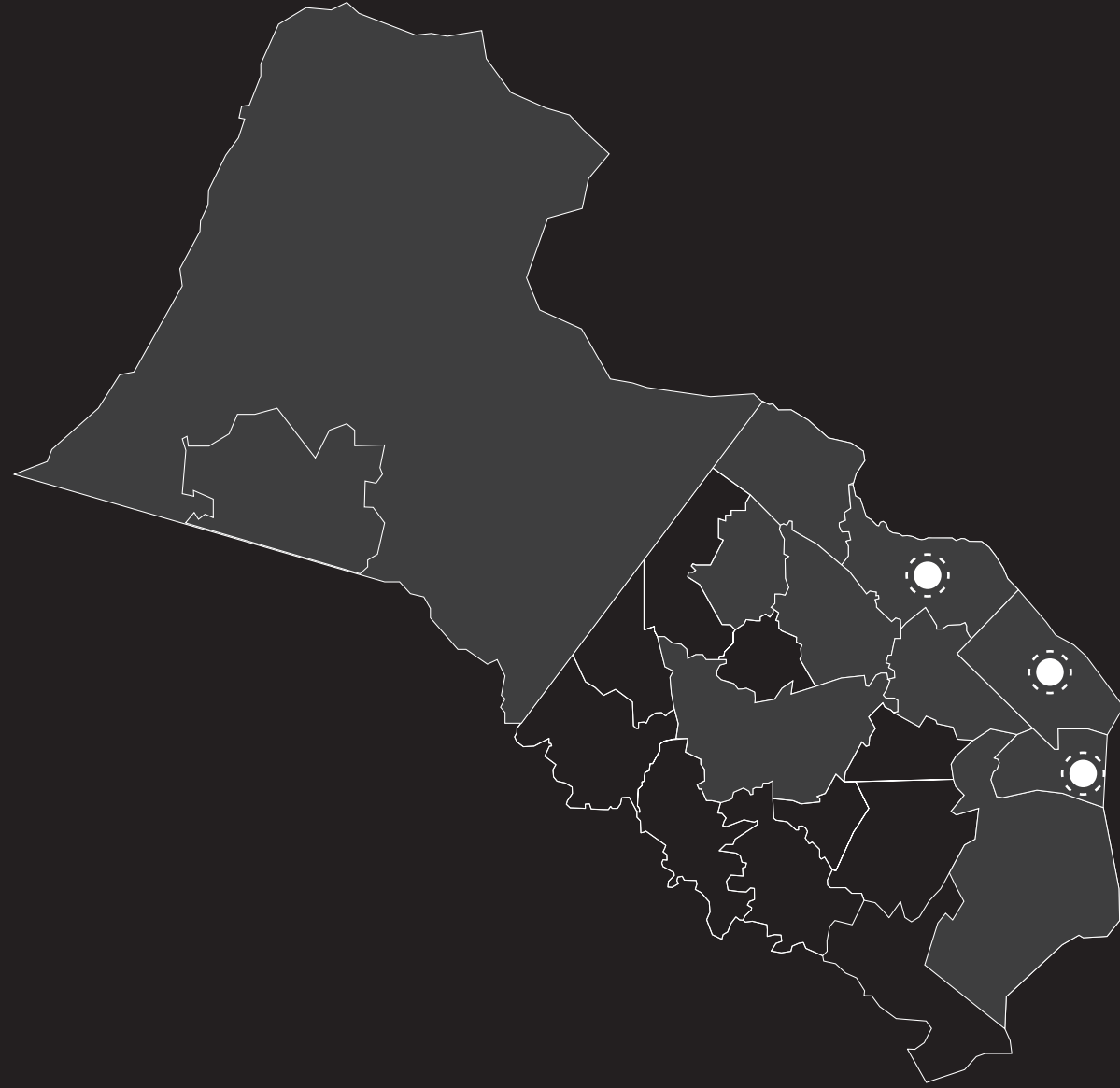
Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	19	\$540,168	\$577,995	29	93.21%
Condo / Co-Op	3	\$422,500	\$433,333	57	97.46%
Townhomes	1	\$535,000	\$550,000	28	97.27%











Q4 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	326	\$650,173	\$657,025	31	98.86%
Condo / Co-Op	136	\$277,111	\$276,631	19	100.11%
Townhomes	206	\$473,505	\$476,528	17	99.28%

## ALEXANDRIA CITY

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	100	\$903,144	\$909,610	18	99.33%
Condo / Co-Op	281	\$401,195	\$403,642	15	99.68%
Townhomes	166	\$782,464	\$782,591	18	100.33%

## ARLINGTON

Property Type	Number of units sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	193	\$1,102,298	\$1,110,499	35	99.54%
Condo / Co-Op	341	\$466,609	\$469,271	20	99.72%
Townhomes	65	\$770,029	\$838,120	14	99.85%

## FAIRFAX

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	1,761	\$802,083	\$813,252	37	99.10%
Condo / Co-Op	701	\$320,267	\$324,319	23	98.87%
Townhomes	1,017	\$492,466	\$495,545	21	99.5%

## FALLS CHURCH

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	149	\$749,596	\$751,198	26	100.05%
Condo / Co-Op	75	\$266,134	\$277,261	18	96.58%
Townhomes	35	\$625,714	\$628,667	22	99.75%

## 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	18	\$984,944	\$990,572	37	99.44%
Condo / Co-Op	11	\$502,909	\$501,168	12	100.45%
Townhomes	6	\$863,583	\$866,658	26	99.6%

## GREAT FALLS

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	25	\$1,061,629	\$1,095,215	86	97.25%
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	666	\$685,104	\$691,453	38	99.31%
Condo / Co-Op	283	\$338,126	\$339,612	26	99.55%
Townhomes	548	\$484,134	\$485,157	21	99.82%

## MCLEAN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	132	\$1,600,548	\$1,633,217	51	97.63%
Condo / Co-Op	72	\$431,543	\$438,695	28	98.54%
Townhomes	20	\$964,440	\$993,238	45	98.13%

## MIDDLEBURG

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	11	\$749,545	\$763,355	103	97.03%
Condo / Co-Op	1	\$170,000	\$170,000	4	100%
Townhomes	N/A	N/A	N/A	N/A	N/A



## RESTON

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	57	\$728,352	\$733,912	34	99.49%
Condo / Co-Op	127	\$375,574	\$380,503	35	98.80%
Townhomes	115	\$503,947	\$508,379	28	99.18%

## VIENNA

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	151	\$992,466	\$1,002,316	39	99.95%
Condo / Co-Op	21	\$398,023	\$402,538	15	98.67%
Townhomes	40	\$651,300	\$656,479	36	99.28%



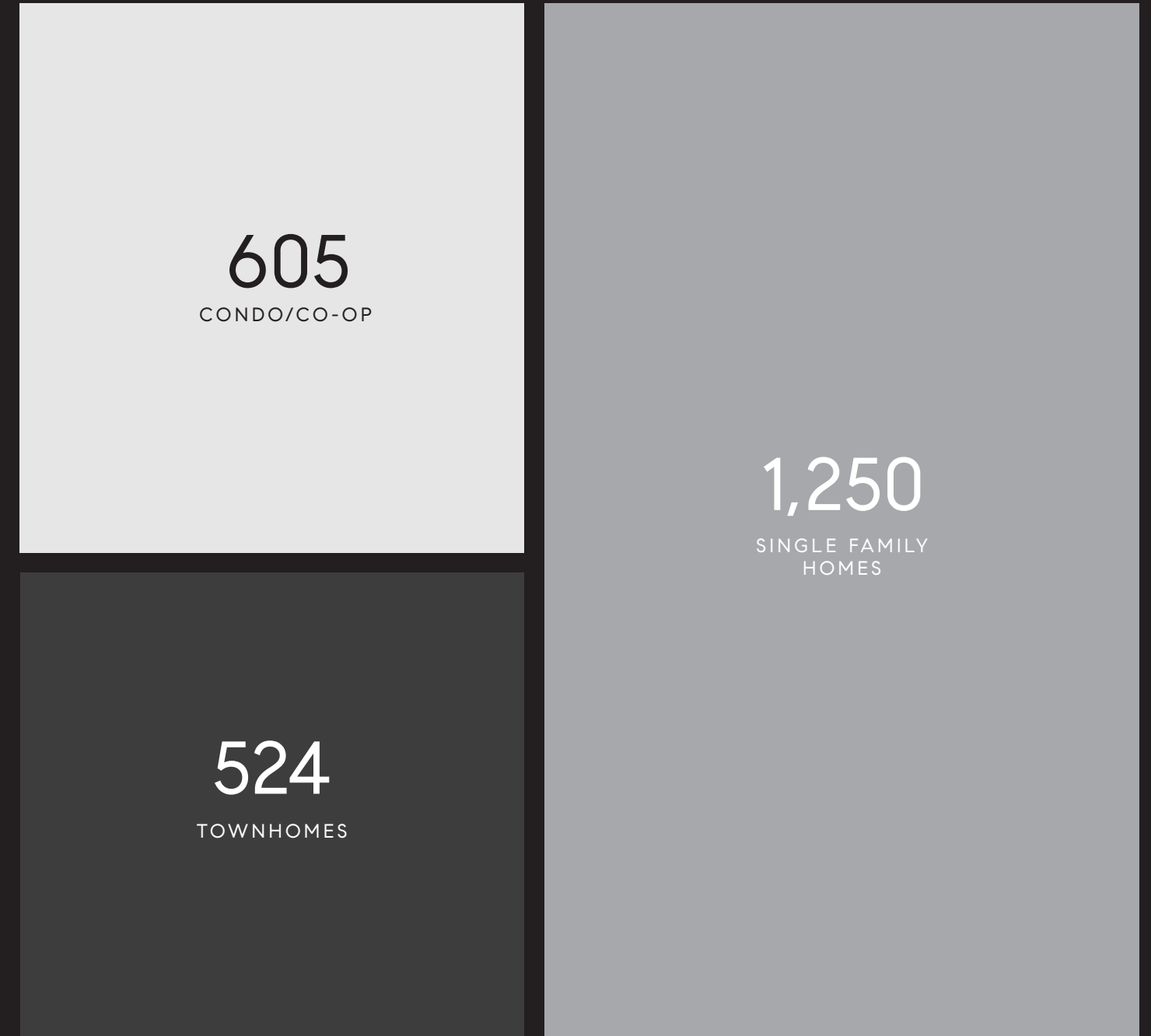








Q4 2019 TOTAL SALES BY UNIT TYPE



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	201	\$1,201,930	\$1,223,839	42	98.52%
Condo / Co-Op	79	\$462,916	\$477,153	39	97.66%
Townhomes	23	\$1,028,422	\$1,034,045	41	99.4%

## 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	68	\$1,295,720	\$1,321,532	42	98.51%
Condo / Co-Op	35	\$885,957	\$914,560	37	97.78%
Townhomes	2	\$1,590,045	\$1,614,895	71	98.40%

## DARNESTOWN

Property Type	Number of units sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	11	\$805,764	\$827,517	43	97.81%
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	126	\$550,780	\$556,825	47	99.23%
Condo / Co-Op	111	\$293,807	\$298,773	29	98.17%
Townhomes	171	\$362,837	\$365,843	29	99.20%

## GERMANTOWN

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	84	\$504,713	\$508,689	39	99.69%
Condo / Co-Op	73	\$229,623	\$231,569	37	99.05%
Townhomes	139	\$328,099	\$329,730	28	99.48%

## POTOMAC

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	112	\$1,101,919	\$1,147,094	58	96.95%
Condo / Co-Op	3	\$694,997	\$711,630	15	98.19%
Townhomes	21	\$695,173	\$709,014	33	98.25%

## ROCKVILLE

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	225	\$553,844	\$561,263	35	99.11%
Condo / Co-Op	105	\$322,089	\$326,887	43	99.13%
Townhomes	61	\$575,042	\$579,786	46	99.18%

## SILVER SPRING

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	423	\$496,368	\$499,194	29	99.70%
Condo / Co-Op	199	\$241,270	\$243,697	32	98.94%
Townhomes	107	\$409,675	\$410,723	25	99.79%









COMPASS OFFICES

ANNAPOLIS  
24 Annapolis Street  
Annapolis, MD 20814

Q4 2019 TOTAL SALES BY UNIT TYPE



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	239	\$688,800	\$718,699	72	96.90%
Condo / Co-Op	71	\$389,484	\$398,320	46	98.40%
Townhomes	74	\$367,587	\$372,277	39	98.78%

## EDGEWATER

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	84	\$509,012	\$527,443	63	96.92%
Condo / Co-Op	4	\$626,875	\$642,750	42	98.55%
Townhomes	11	\$419,223	\$426,553	55	98.37%

## SEVERNA PARK

Property Type	Number of Units Sold	Avg Sold Price	Avg List Price	Avg Days on Market	Sold/List Price
Single Family Homes	95	\$589,095	\$599,346	52	99.07%
Condo / Co-Op	1	\$355,000	\$370,000	81	95.95%
Townhomes	1	\$425,000	\$425,000	42	100%







# Selling your house should feel relaxing.

## With Compass Concierge, it can be.

Moving can be stressful. From packing, to remodeling, to staging, and beyond — the list of things to do is endless. Fortunately, with Compass Concierge, the key to a seamless and hassle-free selling experience is right at your fingertips.

Need help packing all those books? No problem. Looking to spruce up your space? We've got you covered — literally. Just looking for moral support? We'll be there. You have a life to live, after all. Why should moving get in the way of that?

Get in touch with one of our agents today to learn how Compass Concierge will make all the difference in your next move.

See how Compass Concierge can help you sell your home at [compass.com/concierge](https://compass.com/concierge)

COMPASS  
CONCIERGE



Rules & Exclusions apply. Compass offers no guarantee or warranty of results. Subject to additional terms and conditions. With Concierge, you do not have to pay the initial out-of-pocket costs for home improvement services like painting, staging, flooring and more.



# COMPASS

Compass 2019 Market Report – 10/01/2019 to 12/31/2019

Source: Bright MLS Sales reported between 10/01/2019 through 12/31/2019. Neighborhoods defined as indicated in Bright MLS.

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