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2013 /14'
WASHINGTON DC
NEIGHBORHOOD
TRENDS
REPORT

Capital
Market
appraisal

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When the facts change, I change my mind. What do you do, sir.

—*John Maynard Keynes*

Contents

Introduction

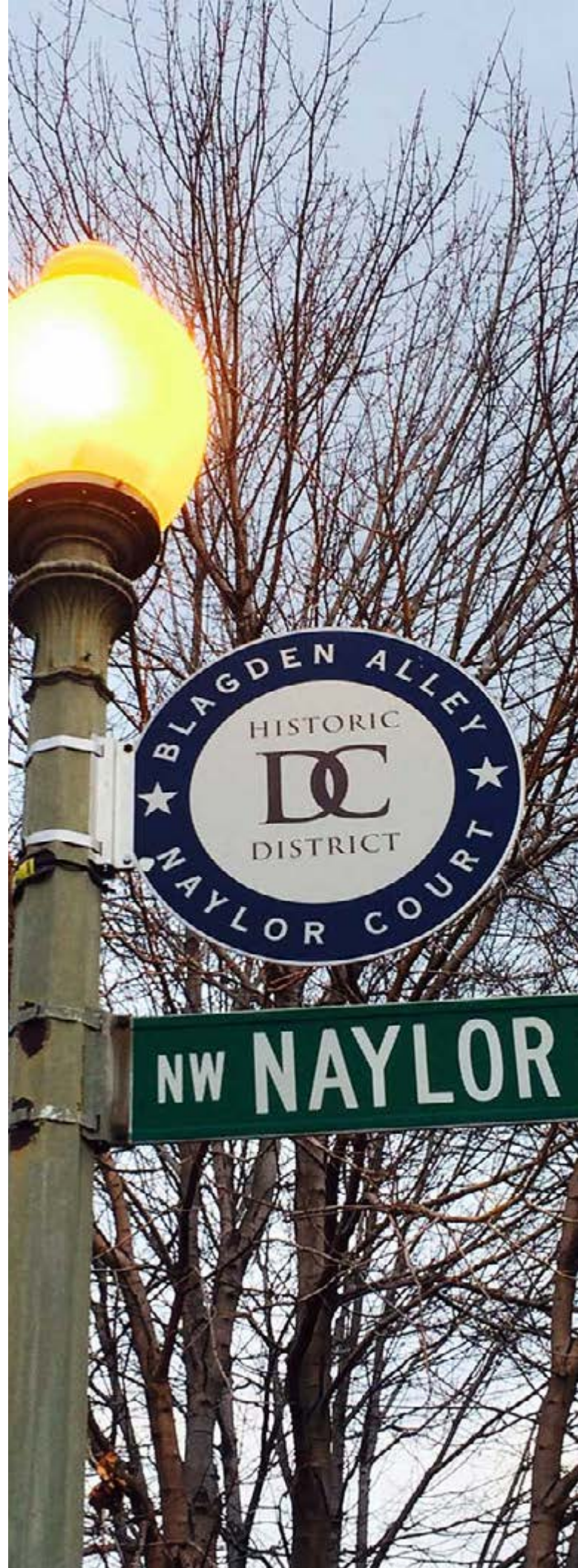The *Capital Market Appraisal 2013 Neighborhood Trends Report* was developed to provide market participants with a comprehensive overview of the residential real estate market in Washington, DC (*DC Market[1]*).

We begin by highlighting a few broad measure—medium term trends in the mortgage market. After which, we narrow our focus to the (*DC Market[2]*), measuring relative performance across popular metropolitan cities and select asset classes. Additionally, we highlight several internal components of the *DC Market* including: *sales volume* (turnover), *market value* (dollar sales), *median days on marke*t (DOM), *months of inventory, distressed sales, financing*, and a few others.

The second half of this report covers *DC Market* trends at the neighborhood level; both over time and relative to one another.

Source: The Securities Industry and Financial Markets Association (SIFMA)

Mortgage-Related Bond Issuance and Outstanding

Over the prior year *residential mortgage-related bond issuance[3]* declined 7.6%, falling from $2.019 trillion in 2012 to $1.866 trillion in 2013. Over the same period of time residential *mortgage-related bonds outstanding[3]* declined 1.04% from $8.179 trillion in 2012 to $8.094 trillion in 2013. As the overwhelming majority of residential mortgages are packaged into mortgage bonds, together these two charts represent a reasonable proxy for credit flows throughout the US mortgage market overall. When *mortgage-related bonds outstanding* are increasing credit is flowing into the mortgage market faster than the rate at which old bonds are being amortized (including prepayments and impairments). Such an environment is most pronounced when the pool of new home buyers entering the market is increasing and home sale prices are rising. Looking at the chart (figure 2) this type of environment has not been prevalent since 2006/2007. Since that time (2007) mortgage credit markets have been deleveraging at a subdued

%4.46 Conventional, Conforming 30-Yr Fixed-Rate as of December 2013.	**$1.866** Trillion Residential Mortgage-Related Bonds issuance for the year 2013.	**$8.094** Trillion Residential Mortgage-Related Bonds outstanding as of December 2013.
%3.35 Conventional, Conforming 30-Yr Fixed-Rate as of December 2012.	**$2.019** Trillion Residential Mortgage-Related Bonds issuance for the year 2012.	**$8.179** Trillion Residential Mortgage-Related Bonds outstanding as of December 2012.

Conventional, Conforming 30-Yr Fixed-Rate

After a four-and-a-half-year decline from August 2008 to December 2012, in which rates fell three percentage points (313 basis points) from over 6% to a low of 3.35%, the market has given back just over a full percentage point (111 basis points) climbing to 4.46% to end the year (2013). When viewed in the context of the ten-year trend (figure 1), 4.46% is still historically on the low end of this range; however, if rates continue to rise in 2014 this will add headwinds to increases in: home sale prices, refinancing, and new home loan origination.

pace—as evidenced by the decline in total bonds outstanding, falling from a peak of $8.505 trillion in 2007 to $8.094 trillion in 2013. From the chart (figure 2) we can see that gross new issuance was up in 2012 but declined in 2013; this was partially related to a slowdown in refinancing caused in part by rising interest rates towards the end of 2012 (see figure 1). It is worth noting that the mortgage-backed security (MBS) portion of quantitative easing (QE) is largely reliant on a liquid pool of mortgage-related bonds. The Feds' recent decision to taper it's monthly purchases of MBS is believed by some to be a result of a shrinking supply in MBS liquidity (new issuance plus stock outstanding). In other words, if MBS net new issuance and existing float are declining then so to must the Fed's allotment of purchases.

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Figure 1

2004–2013: Conventional, Conforming 30-Yr Fixed-Rate

Source: Freddie Mac Primary Mortgage Market Survey, Capital Market Appraisal Research Desk
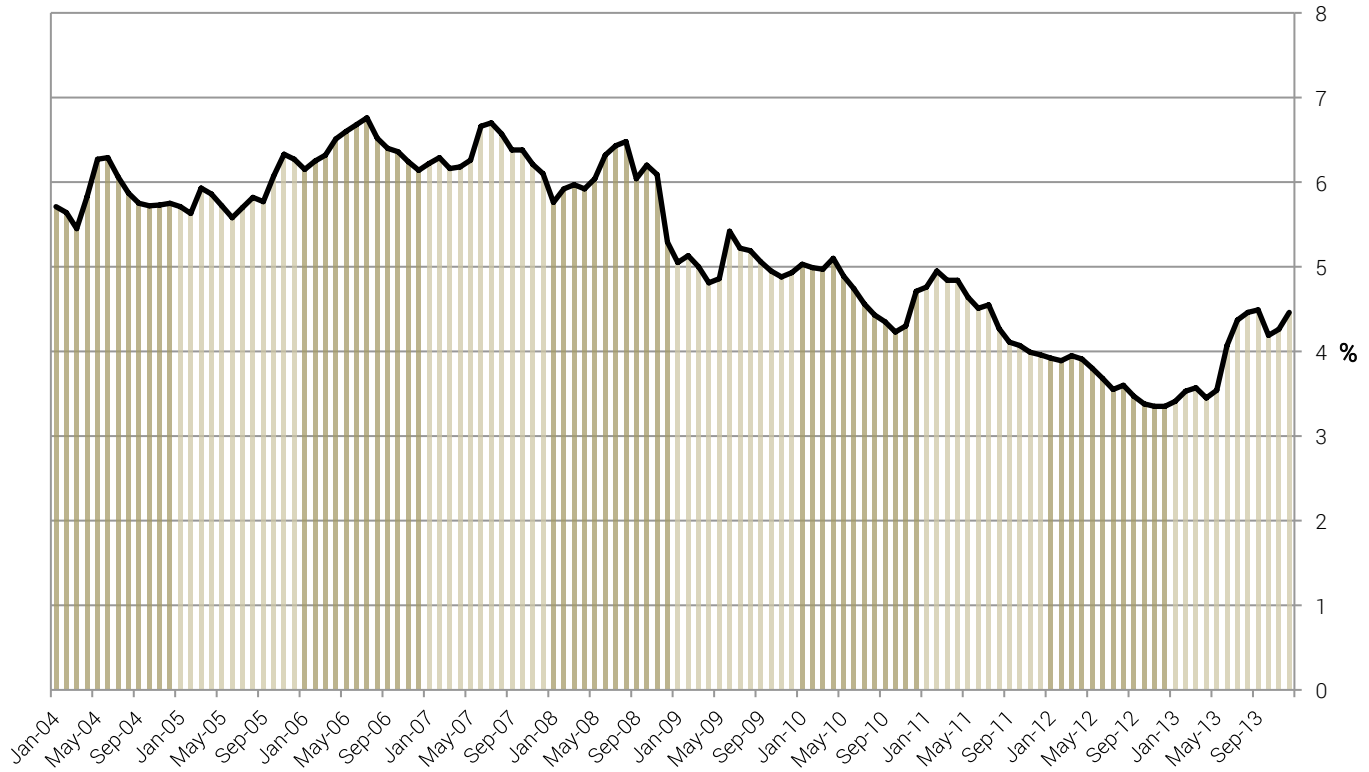
Figure 2

2013: Mortgage Related Bond Issuance

Source: The Securities Industry and Financial Markets Association (SIFMA), Capital Market Appraisal Research Desk

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Issuance	1,823.1	2,073.7	1,926.6	1,975.1	1,399.2	2,032.2	1,953.2	1,625.9	2,019.2	1,866.0
Outstanding	5,874.9	6,667.4	7,679.2	8,505.7	8,364.7	8,341.0	8,307.9	8,357.3	8,179.3	8,094.1
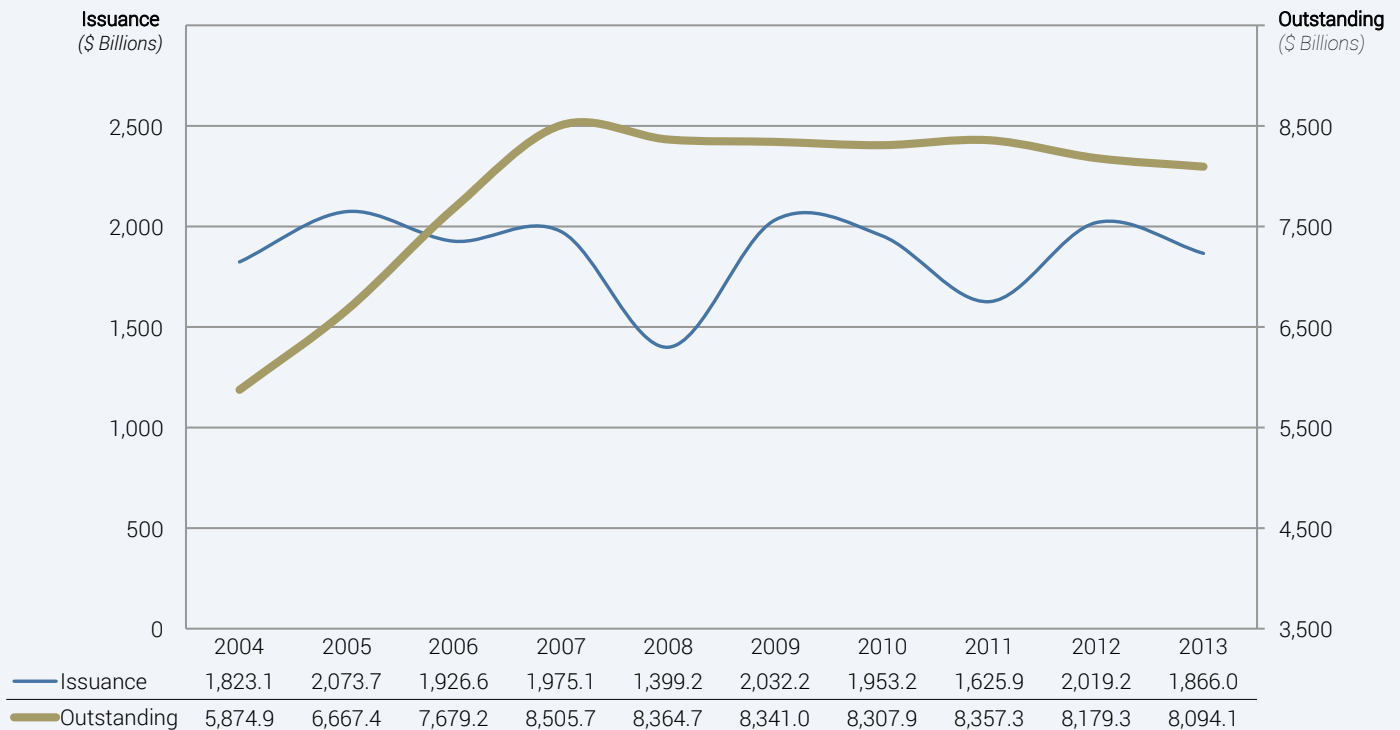
The DC Market: One/ Five/ Ten-Year Relative Returns

In figures 3 & 4 we examine one-, five-, and ten-year investment returns for the *DC Market*[2], as measured by the S&P/Case-Shiller Washington, DC Home Price Index (*DC Index*[4]). In addition, we compare the relative performance of the *DC Index* against the S&P/Case-Shiller 10-City Composite Home Price Index (*10-City Composite Index*), the S&P 500 Stock Price Index (*S&P 500*), the BofA Merrill Lynch US Corp AAA Total Return Index (*US Corporates*), and the US Bureau of Labor Statistics' Unadjusted Headline CPI Index (*Headline Inflation*).

There is an old investment adage that says, 'don't tell me what to invest in; tell me when.' Looking at the following chart (figure 3) we can see exactly where that adage came from. Depending on the time horizon and date one begins measuring returns—results can vary significantly.

Out of the five indices measured (figure 3), the *DC Index* underperformed all but the *10-City Composite Index* over the last ten years. When we shorten our investment horizon from ten to five years, beginning in 2009, the *S&P 500* outperformed all

indices by a wide margin—with the *DC Index* outperforming *Headline Inflation* in addition to the *10-City Composite Index*. Lastly, over the prior year the *DC Index* outperformed both *US Corporates* and *Headline Inflation* but underperformed the broader *10-City Composite Index* along with the *S&P 500*.

In comparing these three time periods we were surprised to learn that neither the *DC Index* nor the 1*0-City Composite Index* managed to keep up with the BLS' CPI Index measure of headline inflation over the last ten years, staring from 2004. By definition that means home values in real terms (adjusted for inflation) are lower today (2013) then they were ten years ago.

One/ Five/ Ten-Year Relative Returns: Washington DC S&P/Case-Shiller

Source: S&P/Case-Shiller, Capital Market Appraisal Research Desk
Note: S&P/Case-Shiller data figures include only fee simple single-family property.

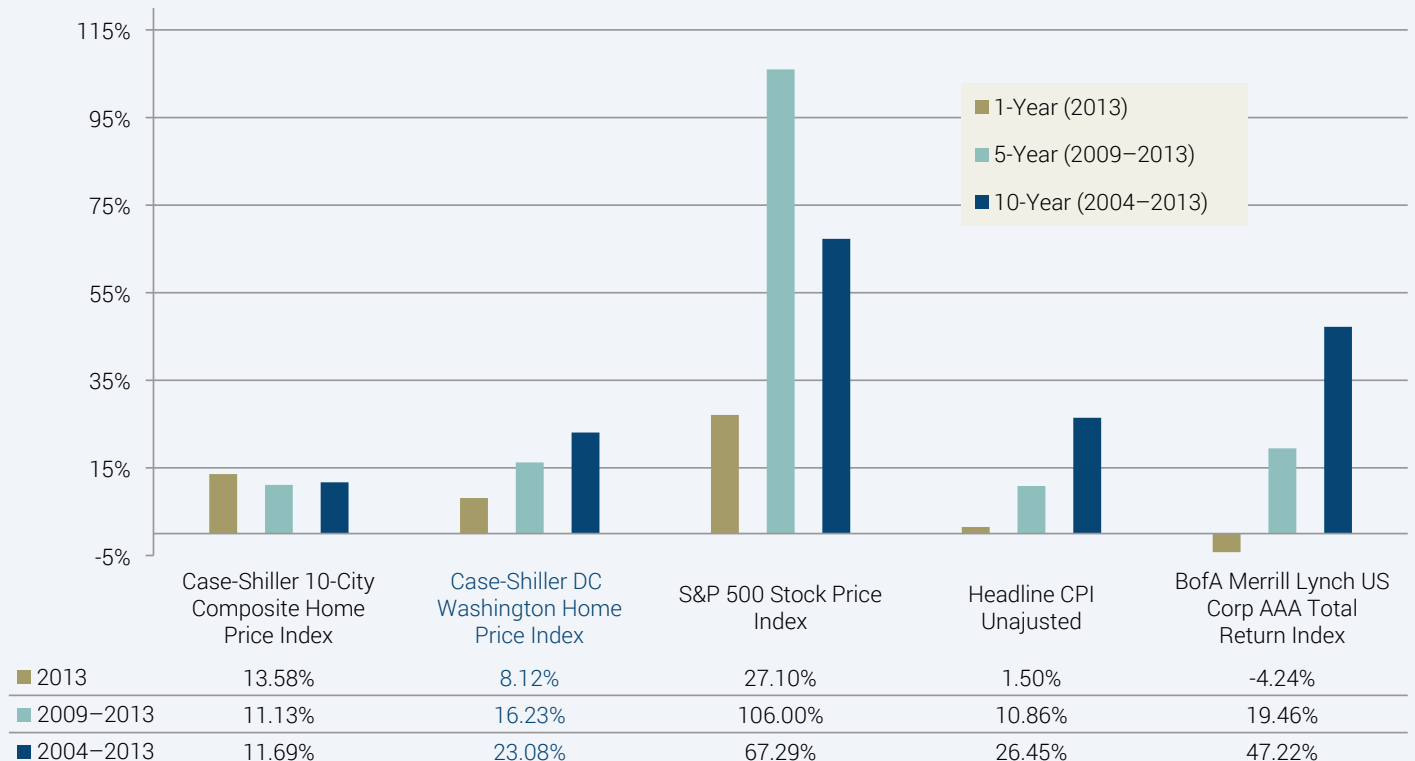|	Case-Shiller 10-City Composite Home Price Index	Case-Shiller DC Washington Home Price Index	S&P 500 Stock Price Index	Headline CPI Unadjusted	BofA Merrill Lynch US Corp AAA Total Return Index
2013	13.58%	8.12%	27.10%	1.50%	-4.24%
2009−2013	11.13%	16.23%	106.00%	10.86%	19.46%
2004−2013	11.69%	23.08%	67.29%	26.45%	47.22%

Figure 4

One-Year Relative Return: Washington DC S&P/Case-Shiller Home Price Index

Source: S&P/Case-Shiller, Capital Market Appraisal Research Desk
Note: S&P/Case-Shiller data figures include only fee simple single-family home sales.
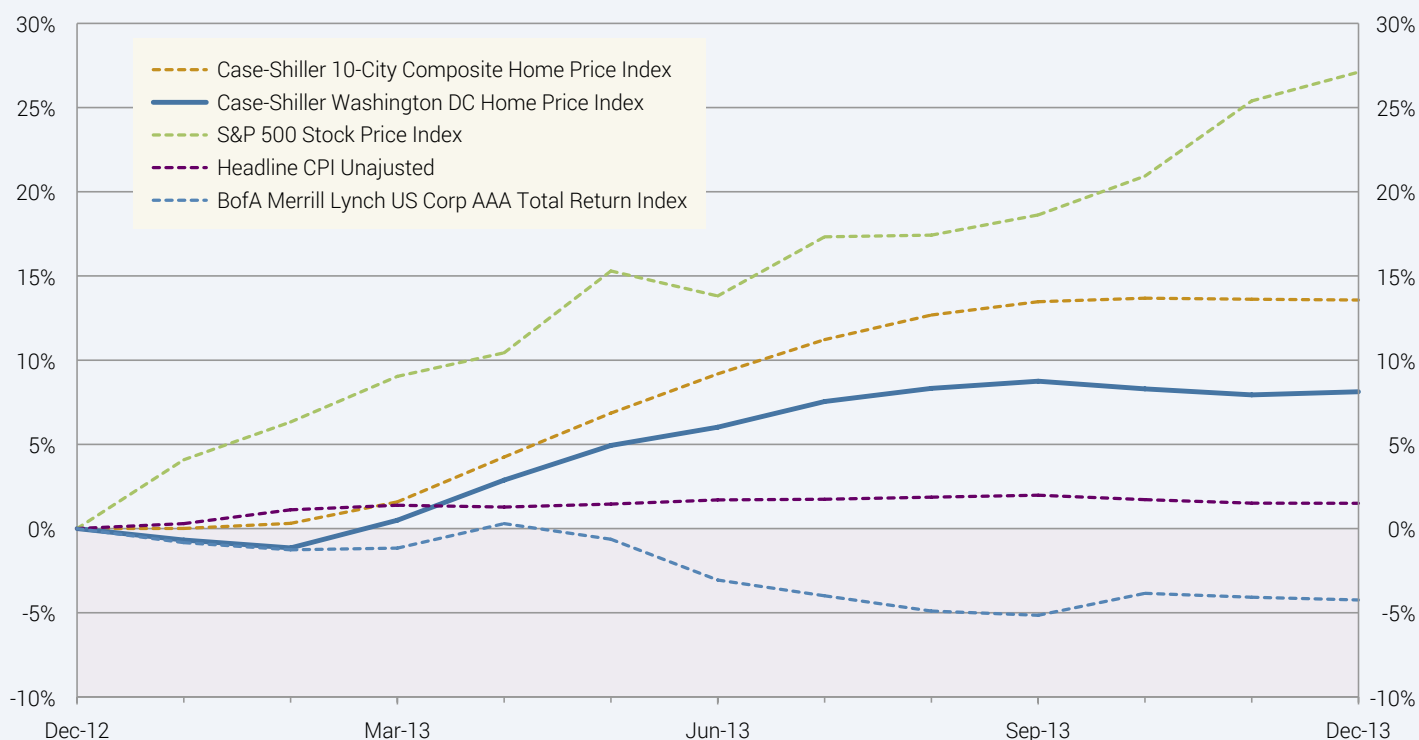
DC Index vs. 10-City Composite Component Indices

The two charts on the following page (figures 5 & 6) measure one- and ten-year annual returns for the *DC Index* along with the nine other cities that comprise the *10-City Composite Index*. In the ten-year chart (figure 5) beginning in 2004, the *DC Index* was a top performer returning 23.08%—double that of the *10-City Composite Index* and trailing only the *Los Angeles Index* for the number one ranking. Of course past performance is not a predictor of future performance and in 2013 the *DC Index* was a relative laggard ranking 9 out of 10, outperforming only the *Atlanta Index*. For the year (2013) *Boston* and *San Francisco* ranked number one and two respectively.

Seasonality Index

In figure 7 we have constructed a seasonality index by charting monthly home sale prices, as measured by the *S&P/Case-Shiller Washington DC Home Price Index,* using data collected from 1980 to 2013. The graph expresses the data of each month as a percentage of the average of the year. What we observe is an intuitive cyclical pattern where prices decline throughout winter, rise during spring and autumn, peak in the fall—then roll over into winter, to begin the cycle once again. On average February represented the low for the year and September the high.

Months of Inventory

The term '*months of inventory*' is defined in this report by the equation {*months of inventory* = month-end inventory / average sales per month}. To further clarify: the use of the term '*month-end inventory*' is synonymous with 'homes listed for sale, as measured on the last day of the month.'

In figure 8 we measure the average *months of inventory* per month from 2009 to 2013. Although figures 7 & 8 cover different time periods there is nonetheless a high degree of correlation between the two sets of data. Again this is somewhat intuitive as the number of home buyers typically decreases during the cold winter months, resulting in a build-up of inventory—and increases throughout spring and summer as the weather warms, causing sales volume to picks up and inventories to decline.

Figure 5

Ten Year Return (2004–2013): S&P/Case-Shiller 10-City Index vs. Component Cities

Source: S&P/Case-Shiller, Capital Market Appraisal Research Desk
Note: S&P/Case-Shiller data figures include only fee simple single-family home sales.

City	Return
Los Angeles	23.49%
Washington DC	23.08%
San Francisco	16.77%
Denver	15.18%
10-City Composite	11.69%
Miami	8.99%
Boston	6.35%
New York	6.08%
San Diego	5.30%
Atlanta	-4.19%
Las Vegas	-9.92%
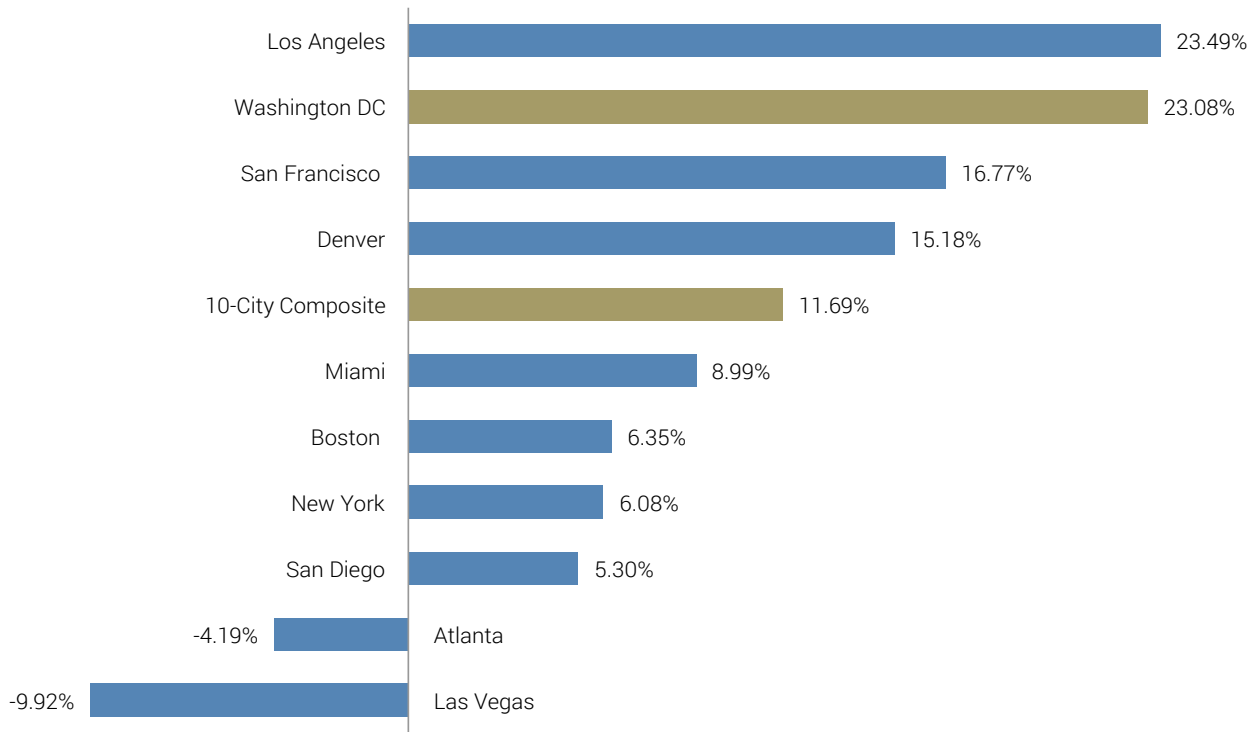
Figure 6

One Year Return (2013): S&P/Case-Shiller 10-City Index vs. Component Cities

Source: S&P/Case-Shiller, Capital Market Appraisal Research Desk
Note: S&P/Case-Shiller data figures include only fee simple single-family home sales.

City	Return
Boston	25.51%
San Francisco	22.62%
Las Vegas	20.30%
Denver	18.13%
Miami	17.99%
New York	16.54%
10-City Composite	13.58%
San Diego	9.65%
Los Angeles	9.04%
Washington DC	8.12%
Atlanta	6.31%
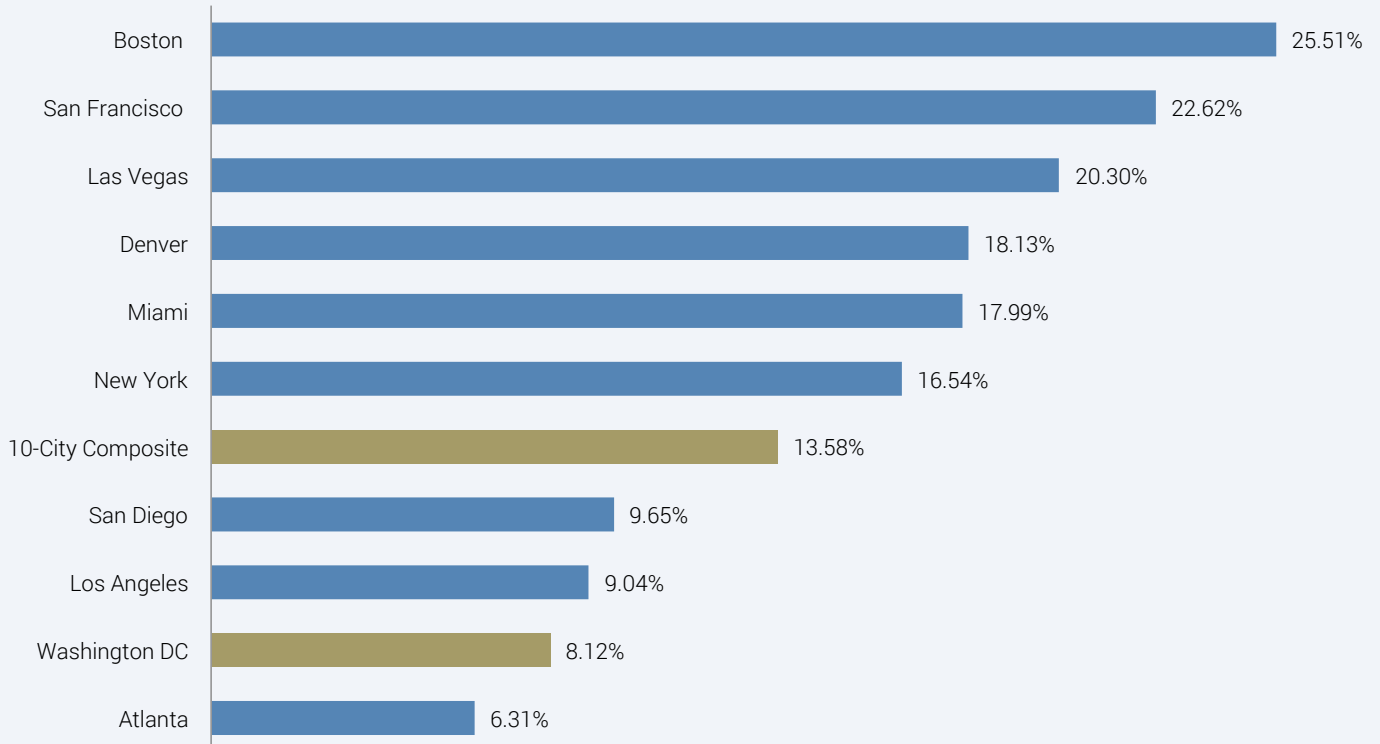
Figure 7

1980–2013 Seasonality Index: Washington DC Home Sale Prices

Source: Washington DC Case-Shiller Home Price, Capital Market Appraisal Research Desk
Note: The *average percentage method* was used to calculate seasonality, this method expresses the data of each month as a percentage of the average of the year. Monthly data was derived from the Washington DC Case-Shiller Home Price index; (1980–2013) and includes only fee simple single-family property.
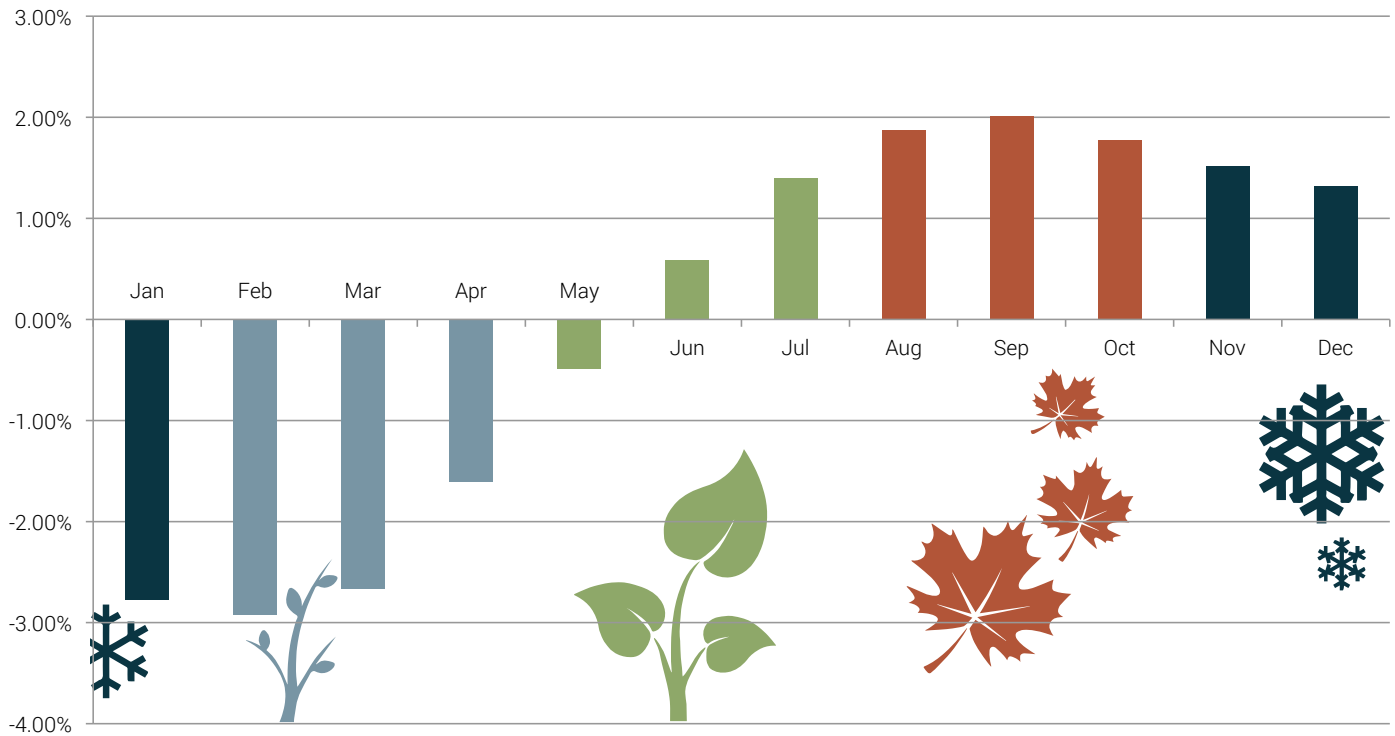
Figure 8

2009–2013 Months of Inventory: Average per Month

Source: MRIS, Capital Market Appraisal Research Desk
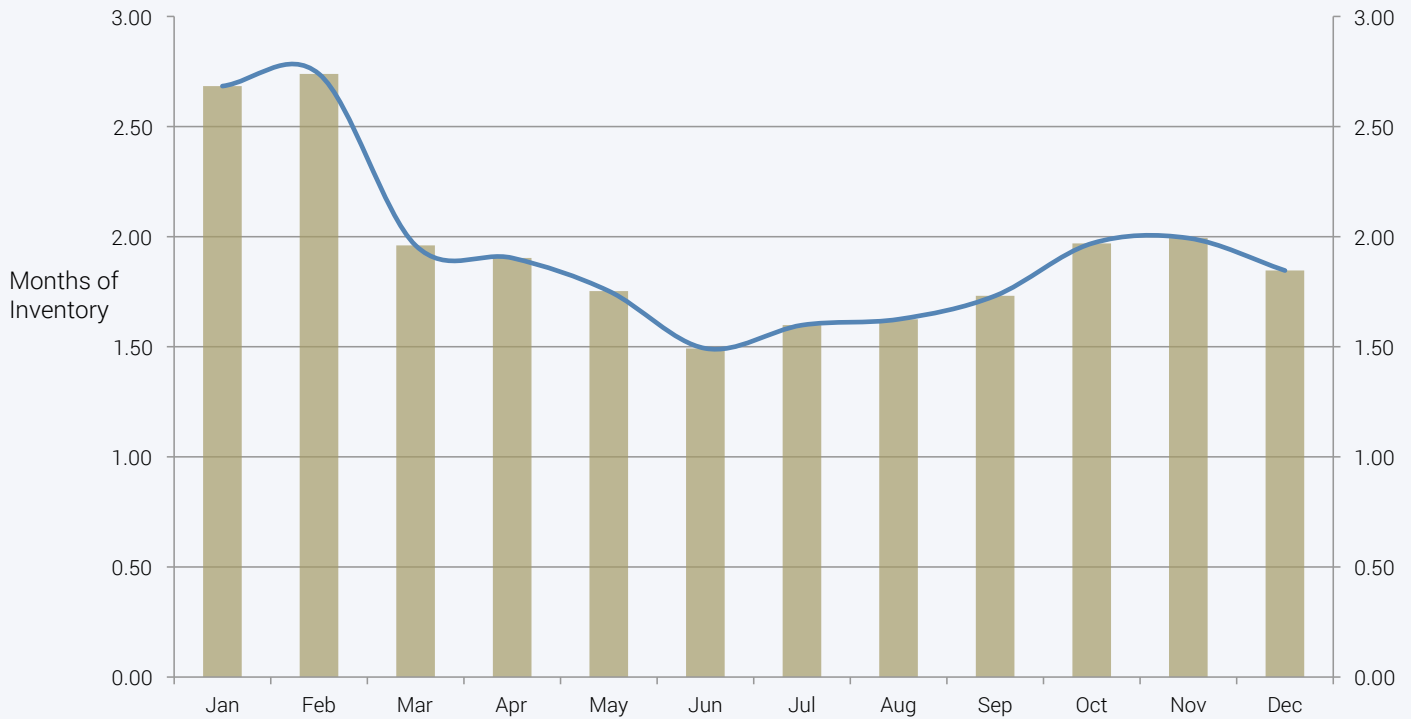
Figure 9 below is a five-year trend of the average annual *months of inventory* in the *DC Market*. The chart measures the total number of homes listed for sale on the last day of each month throughout the year, then computes an annual average for each year based on these monthly data figures.

Aside from the up-tick in 2011, a clear linear downtrend is viable. Average annual *months of inventory* declined approximately 26% over the prior year and 50% over the past five years. A declining *months of inventory* is positive for home sale price appreciation.

2009–2013: Average Months of Inventory

Source: MRIS, Capital Market Appraisal Research Desk

Average Months of Inventory

| 2009	2010	2011	2012	2013
2.57	2.04	2.16	1.69	1.25
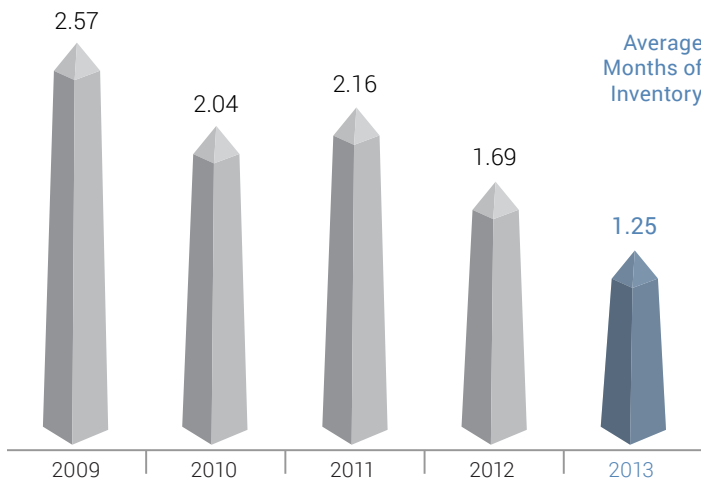
Total Sales Volume and Financing Trends

Figure 10 depicts annual residential *sales volume* in Washington, DC from 2009 to 2013, categorized by type of purchase *financing*. There were 7,917 *home sales*[4] in 2013—the largest annual sales total of the past five years by a significant margin (24.4% higher than 2012).

In terms of *financing* a few trends are immediately apparent; (1) decreasing FHA loans and (2) increasing cash and conventional purchases. The number of annual FHA financed transactions has decreased each year for the past five years. FHA financing volume in 2013 was 624, a 64.1% decrease from 1,739 transactions in 2009 and a 31% decrease from 905 transactions in 2012. FHA loan volume was 27% of total sales in 2009 vs. 7.9% in 2013. Cash settlements in 2013 totaled

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1,577—a 57.4% increase from 1,002 settlements in 2009 and a 17.7% increase from 1,340 settlements in 2012. As a percentage of total annual sales volume, cash settlements increased from 15.57% in 2009 to 19.92% in 2013, while conventional financing settlements as a percentage of total annual sales, increased from 50% in 2009 to 65.5% in 2013.

Median Days on Market (DOM)

The *median days on market (DOM)* in 2013 (figure 11) was 13, a 45.8% decrease from 2012. Aside from an increase in 2011, the five-year trend has been lower every year which is a sign of strength—indicating increased liquidity in the market as homes take less time to sell. Looking at median DOM across different price ranges (figure 12), homes selling below $250,000 or above $1,000,000 have consistently averaged higher median DOM over the past five years. We note however that the spread between median DOM for low- and high-end price ranges compared with home sales between $250,000 and $1,000,000 has narrowed over time.

Distressed Sales

Figure 12 represents *distressed sales*[5] over the past five years, both as a function of volume and as a percentage of total sales. 2013 recorded the lowest volume of distressed sales in the past five years accounting for 4.7% of total sales compared to 15.75% of total sales in 2009.

Figure 10

2009–2013 Sales Volume: Financing

Source: MRIS, Capital Market Appraisal Research Desk
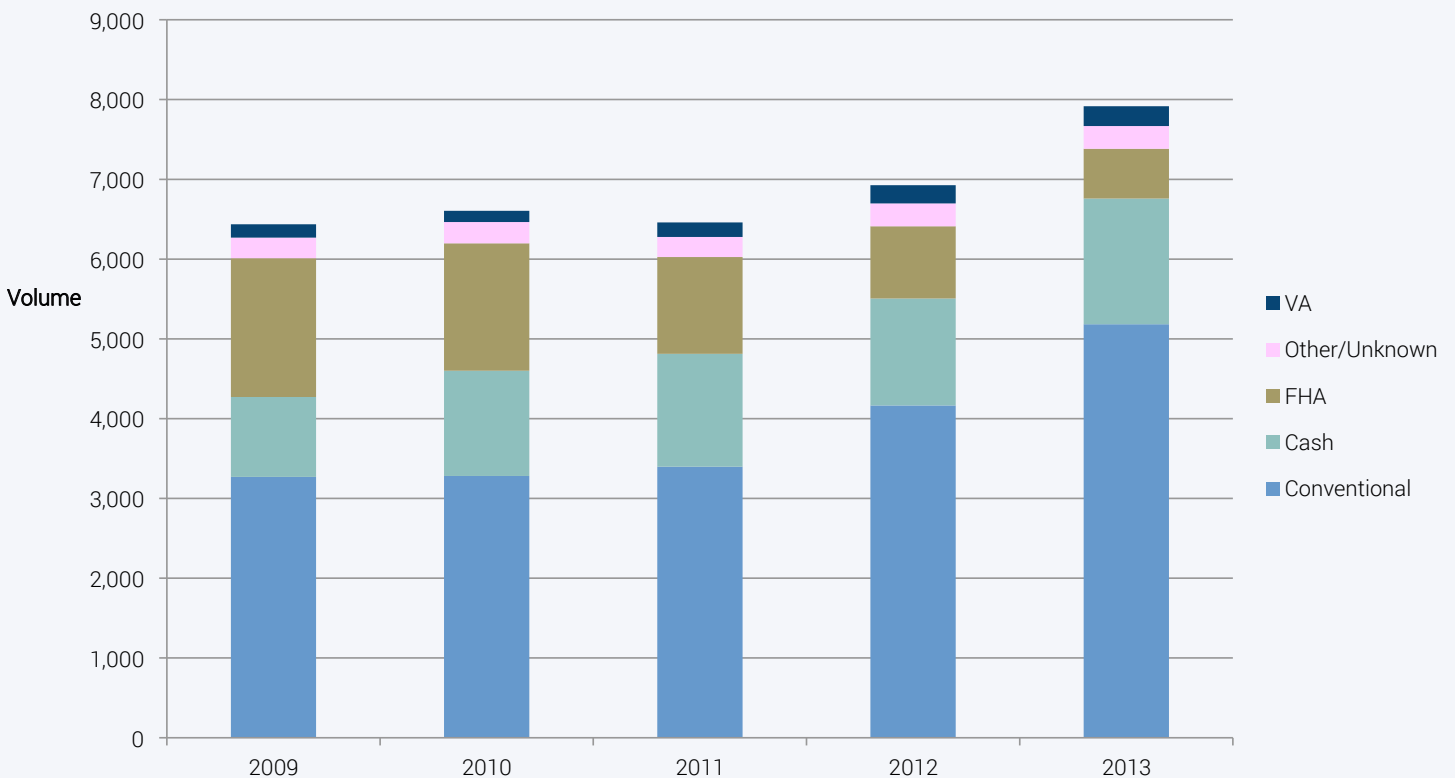
Figure 11

2009–2013 Median Days on Market (DOM): Sales Price Distribution

Source: MRIS, Capital Market Appraisal Research Desk

	2009	2010	2011	2012	2013
All	45	30	37	24	13
<$250,000	84	56	64	47	29
$250,000-500,000	39	27	36	24	12
$500,000-750,000	31	20	24	14	11
$750,000-1,000,000	29	17	19	14	9
>$1,000,000	51.5	47.5	34.5	33	17

Figure 12

2009–2013: Distressed Sales Five-Year Trend

Source: MRIS, Capital Market Appraisal Research Desk
Note: Distressed sales include MRIS sales listed as: short sales, bank owned (REO), and foreclosures (realized and potential)

Distressed Sales (LHS)
As a % of Total Sales

Figure 13

2009–2013 Parking: Average Price/Space
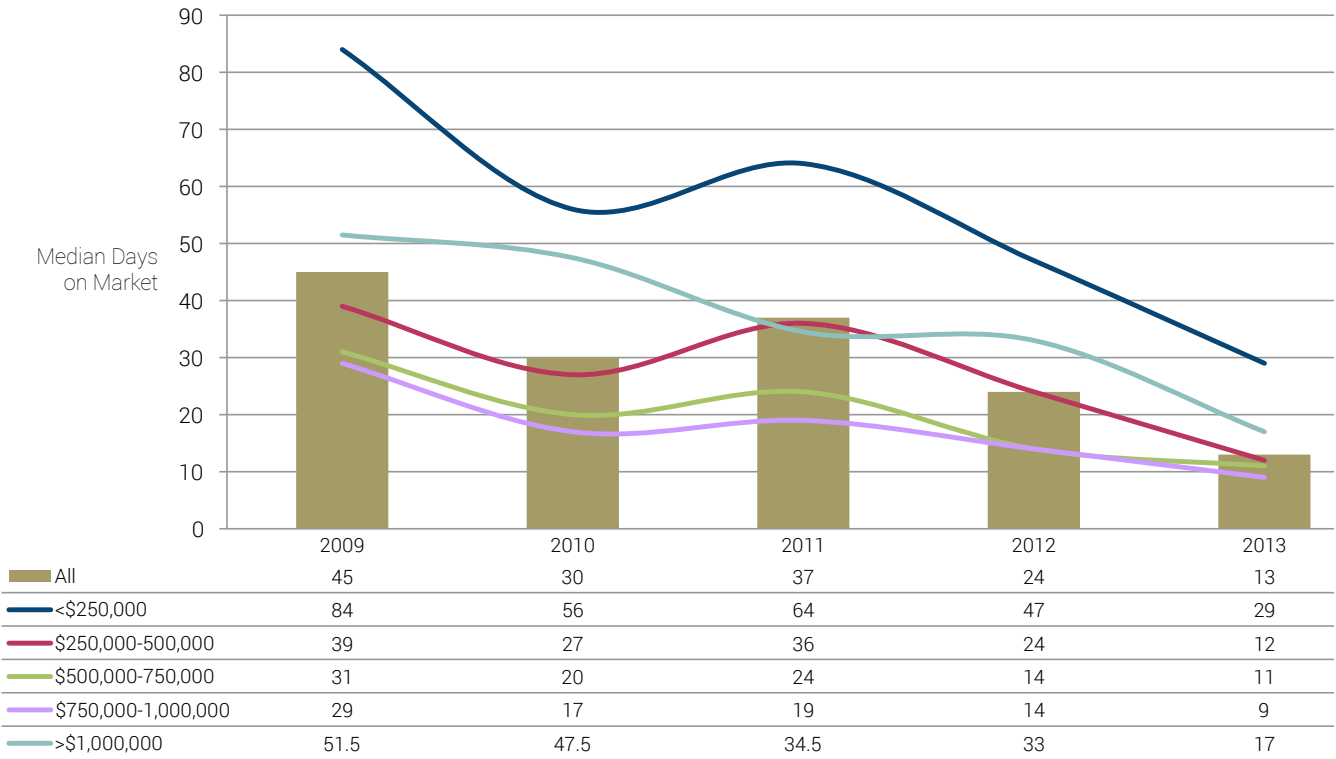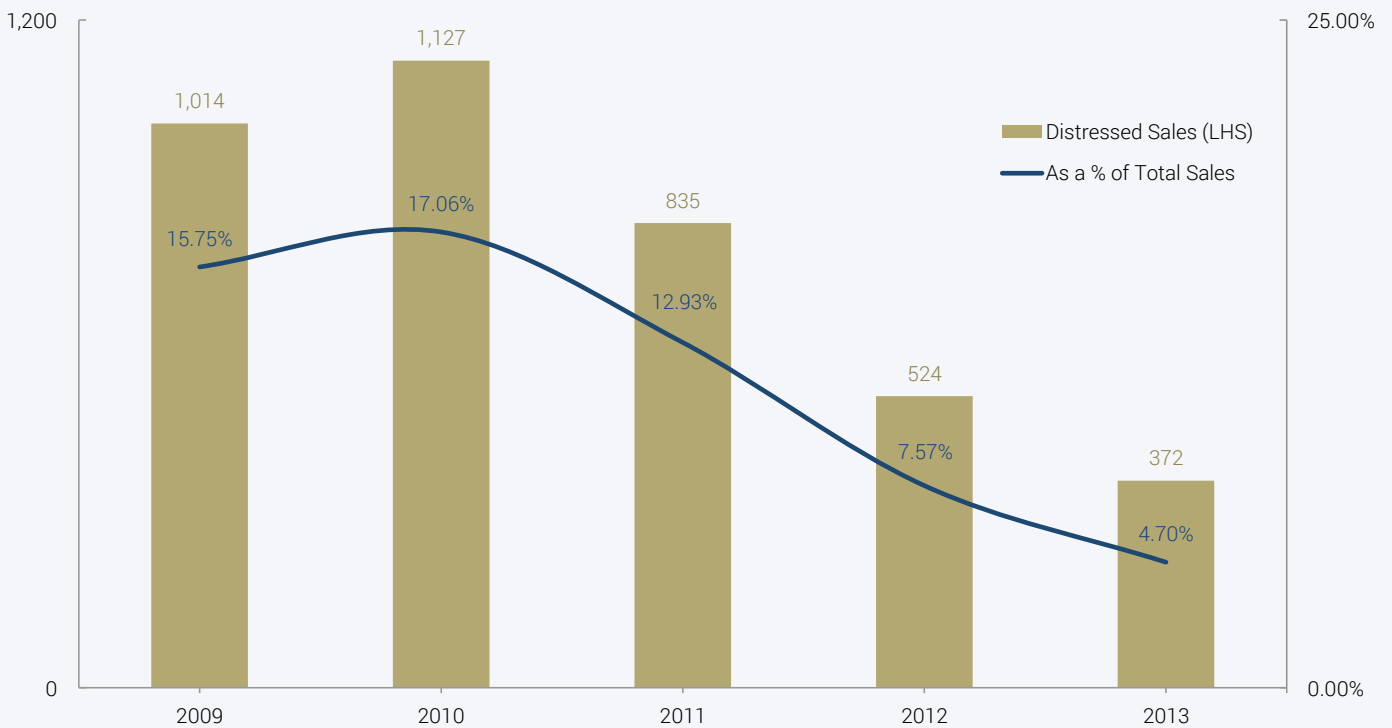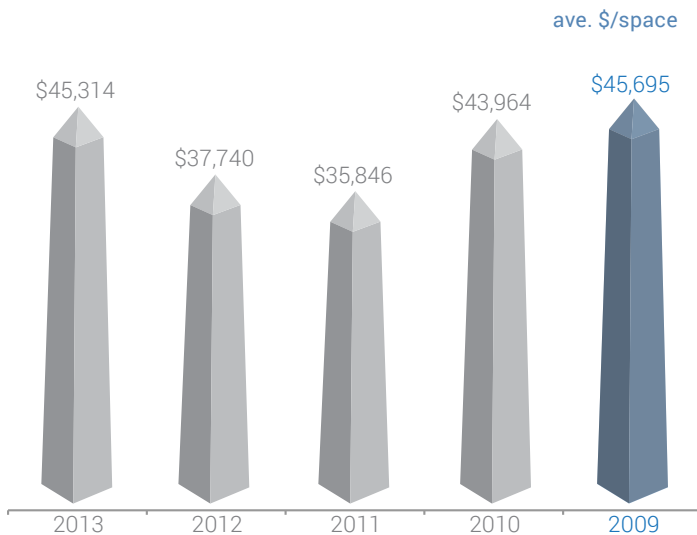
Source: MRIS, Capital Market Appraisal Research Desk
Note: Includes separately listed parking in MRIS; off-market private sales and parking packaged with home sales not included. Multi-space sales have been equally divided and counted separately.

ave. $/space

2013	2012	2011	2010	2009
$45,314	$37,740	$35,846	$43,964	$45,695

2013 Parking	**24** spaces sold
$25,000-92,000 sales range	**$36,000** medain sale $

Parking

Tracking parking sales in Washington, DC presents some unique challenges. Only a small number of parking spaces are sold separately and reported in MRIS each year. These are the most useful for analyzing, as price discovery is made directly by market participants. The majority however are packaged together with residential home sales and in this case the value of parking is often only available through deductive reasoning (also known as extraction). Other times parking can be priced separately—as is sometimes the case with condominium and cooperative home sales—even if only one lump sum purchase price is reported, this makes the price paid for parking indistinguishable in MRIS sales records or public tax data. Figure 13 above only includes separately listed parking in MRIS and does not include off-market private sales or parking included with home sales.

Market Value and Sales Volume

Inspired by the *Credit Suisse Global Wealth Report*, the pyramids in figures 14 & 15 compare 2013 home sale *market value* (total dollar sales) and *sales volume* (total transactions), across several ranges of sale price. In aggregate there were 7,918 sales totaling $4.67 billion dollars for the year ending 2013.

To illustrate how to interpret figure 14 let's contrast the upper and lower price ranges. That is, homes which sold for under $250,000 and those which sold for $1,000,000 or more.

Sales in 2013 priced under $250,000 represent 14.8% of total *sales volume* (1,177 sales) compared with 4.4% of *market value* ($207.5 million). In contrast, homes that sold for $1,000,000 or more represent 10.58% of *sales volume* (838 sales) compared with 29.09% of *market value* ($1.36 billion). We observe that the smallest tranche in terms of *sales volume*—homes greater than or equal to $1,000,000—was the largest tranche in terms of *market value*.

The next graph (figure 16) categorizes total dollar home sales in 2013 by property type—while the accompanying figure 17 details how transaction volume was distributed across property types according to sale price.

Typically the number one factor home buyers consider when purchasing a home is price. Figure 17 allows us to visualize the relationship between price and various property types. We can observe for example that homes selling for $1,000,000 or more were most heavily concentrated in the detached home category—accounting for 29% of transaction volume. Relative to other property types this is not surprising as the surplus land and additional privacy that comes with a detached home also comes at a premium. In fact less than 33% of detached home sales in 2013 were under $500,000. In contrast over 60% of condominium homes sales were below $500,000, and less than 5% were $1,000,000 or more.

Figure 14

2013 Volume/Value: Market Share Pyramid

Source: MRIS, Capital Market Appraisal Research Desk

838
(10.58%)

≥ $1,000,000 ...... $1,360.03 m (29.09%)

$750,000 to $999,999 ...... 877 (11.08%) ...... $747.65 m (15.99%)

$500,000 to $749,999 ...... 2,012 (25.41%) ...... $1,229.80 m (26.30%)

$250,000 to $499,999 ...... 3,014 (38.07%) ...... $1,120.26 m (24.18%)

< $250,000 ...... 1,177 (14.86%) ...... $207.52 m (4.44%)

Sales Price   **Sales Volume** (percent of total transactions)   **Market Value** (percent of total dollar sales)
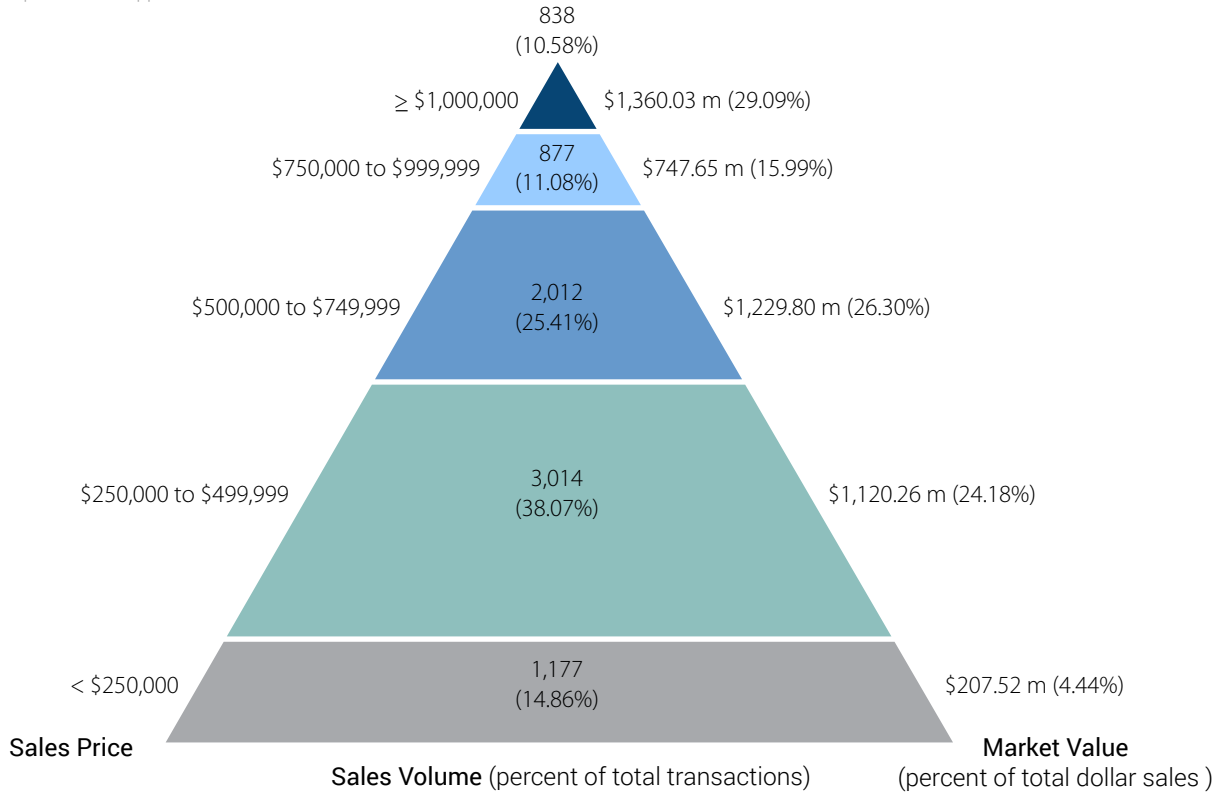
Figure 15

Pyramid: Apex

Source: MRIS, Capital Market Appraisal Research Desk
Note: This graphic corresponds to the apex of the pyramid in figure 14 above

42

≥ $3,000,000 ...... $197.45m

$2,000,000 to $2,999,999 ...... 90 ...... $216.02 m

$1,500,000 to $1,999,999 ...... 173 ...... $296.71 m

$1,000,000 to $1,499,999 ...... 533 ...... $649.84 m

Sales Price   **Sales Volume**   **Market Value**
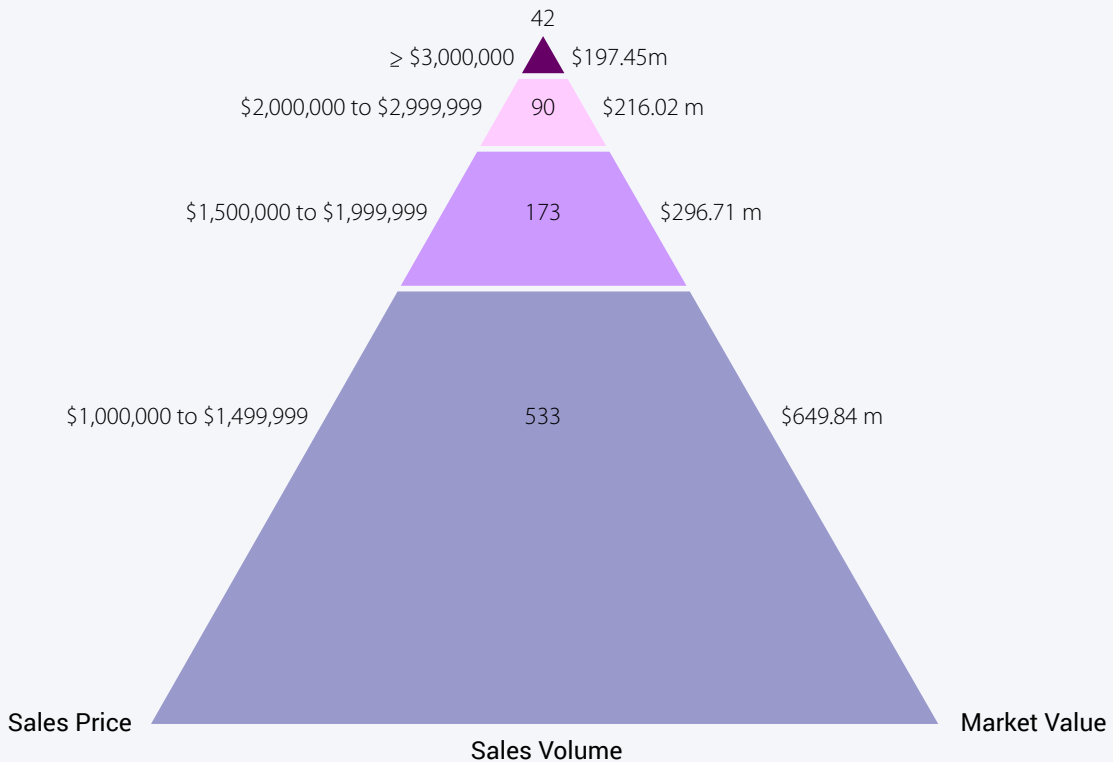
Figure 16

2013 Total Market Value (Sales): Property Type
Source: MRIS, Capital Market Appraisal Research Desk

$4.67 Billion
Total dollar sales 2013

Semi-Det/Rowhouse
$1,890,693,652
41%

Condominium
$1,551.951,886
33%

Detached
$1,013,645,651
22%

Cooperative
$187,614,482
4%

2-4 Unit
$17,908,300
0.38%

Other
$13,071,699
0.28%

Figure 17

2013 Sales Volume: Property Type—Price Distribution
Source: MRIS, Capital Market Appraisal Research Desk

- ■ <$250,000
- ■ $250,000 to $499,999
- ■ $500,000 to $749,999
- ■ $750,000 to $999,999
- ■ >=$1,000,000
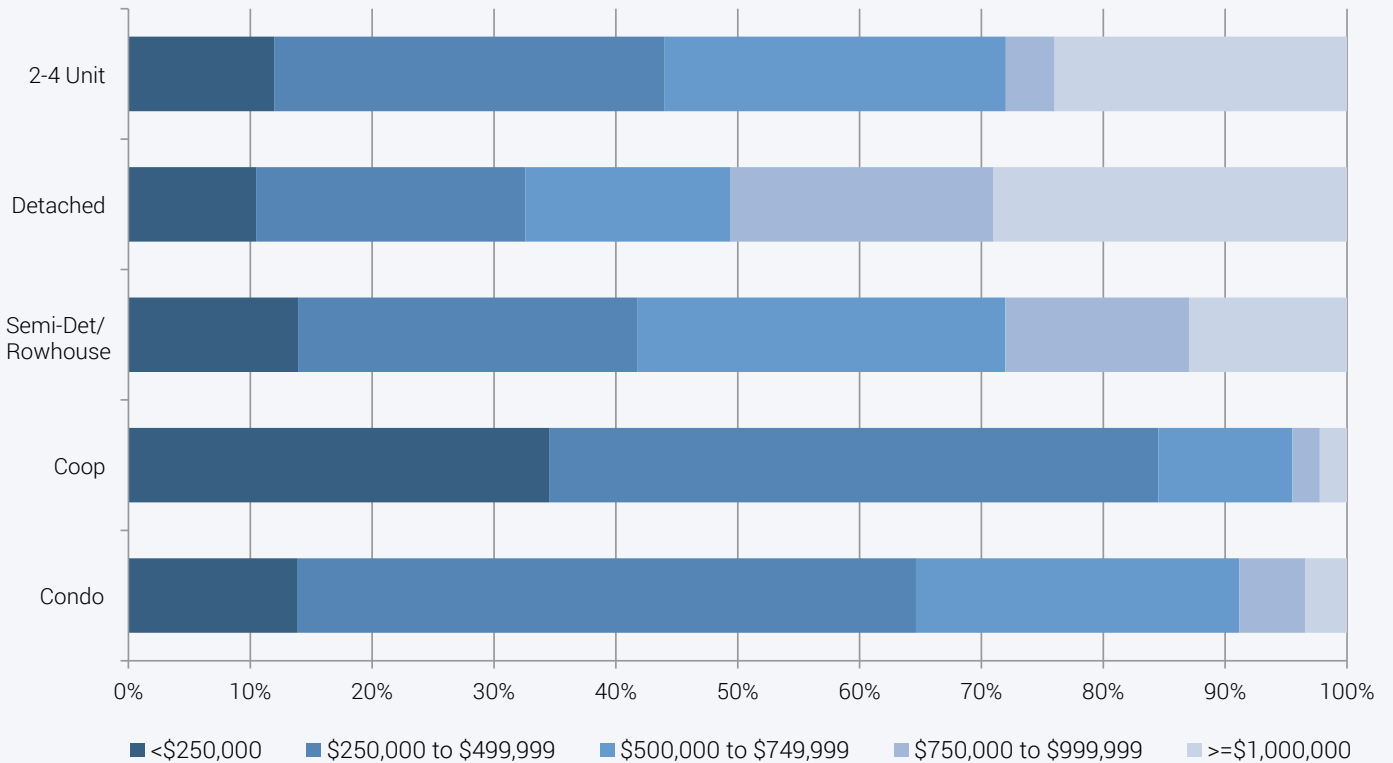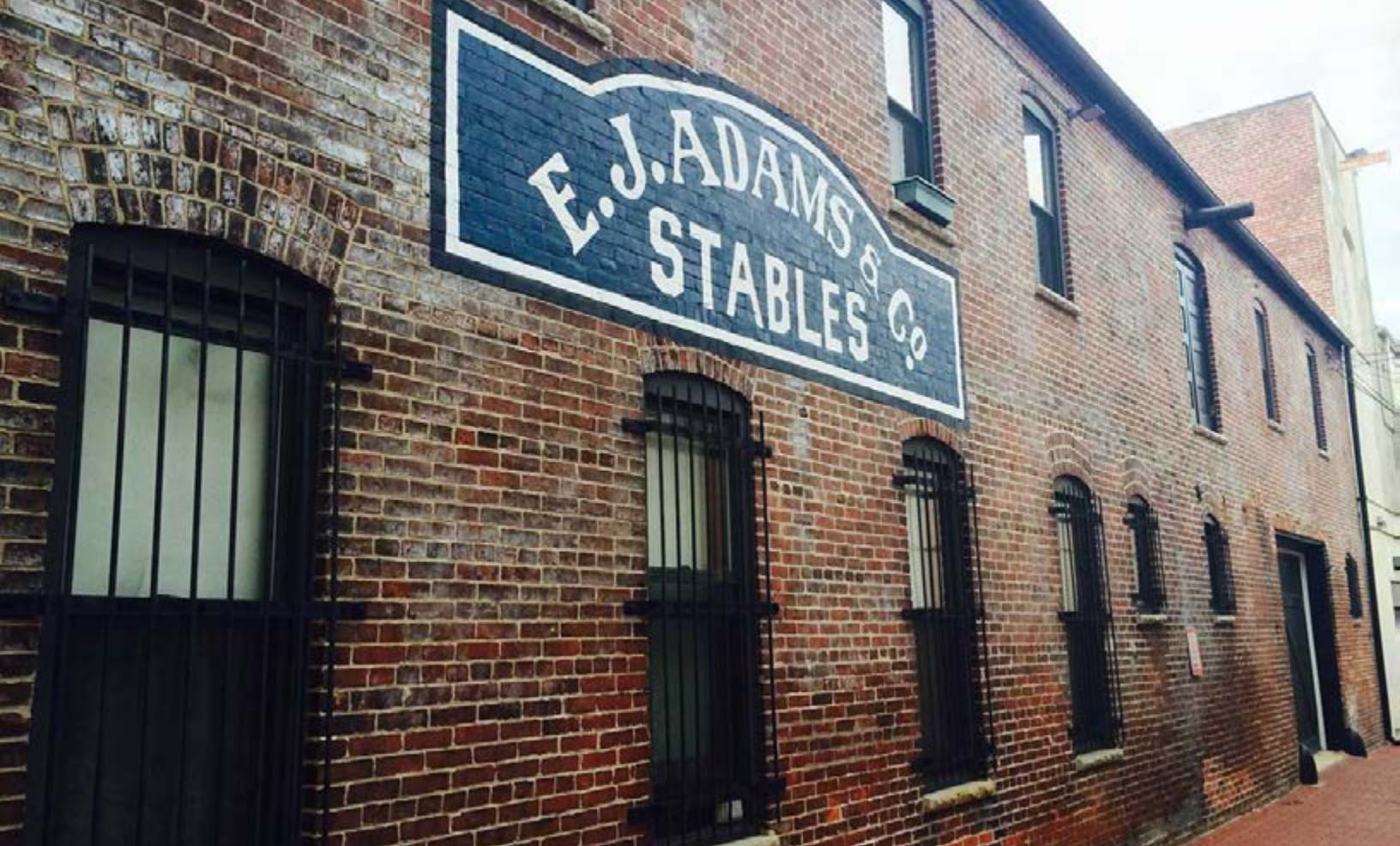
This is the second half of the *Capital Market Appraisal 2013 Neighborhood Trends Report* in which we analyze home sale data at the *neighborhood[6]* level. Several of the figures in this half of the report require little to no additional commentary and as such are presented as stand-alone graphic representations.

Sales Volume Leaders

Figure 18 ranks the top 20 neighborhood sales-volume-leaders in 2013—additionally, each neighborhood is color coded by price range. (A complete listing of all neighborhood data rankings can be found in the databook appendix.) The accompanying subsequent graphic (figure 19) ranks the 20 neighborhood sales-volume-leaders presented in figure 18 by percentage change from the previous year (2012).

Market Cap Leaders

Figures 20 & 21 are similar to figures 18 & 19 except that they measure trends in neighborhood *market value. 'Market value"*

as defined in this report is a function of the following formula: {*sales volume x average sale price = total dollar sales volume*}.

If you compare figures 20 & 21 with figures 18 & 19 you will notice that some neighborhoods made the top 20 list in terms of *sales volume* but not in terms of *market value*, or vice-versa. As an example, in 2013 Kalorama was ranked 11th in terms of *market vale*—with $104.4 million of dollar sales—however it ranked 40th in total *sales volume*. Looking at figure 20 we can see that 87% of homes sales in Kalorama were over $1,000,000—thus resulting in a higher *market value* ranking despite a significantly lower *sales volume* rank.

Whenever the percentage growth of a neighborhoods' *market value* (figure 21) is greater than its percentage growth in *sales volume* (figure 19)—it can be attributed to an increase in the average sale price for the year. Conversely, in any neighborhood, if the percentage growth in *market value* is less than its respective percentage growth in *sales volume*—it can be attributed to a decrease in average annual home sale prices. (All neighborhood growth rates for both *sales volume* and *market value* can be found in the databook appendix.)

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Figure 18

2013 Top 20 Sales Volume Leaders: Sales Price Distribution

Source: MRIS, Capital Market Appraisal Research Desk
Note: Complete neighborhood ranking in databook appendix

Legend:
- <$250,000
- $250,000-500,000
- $500,000-750,000
- $750,000-$1,000,000
- >$1,000,000

Sales Volume
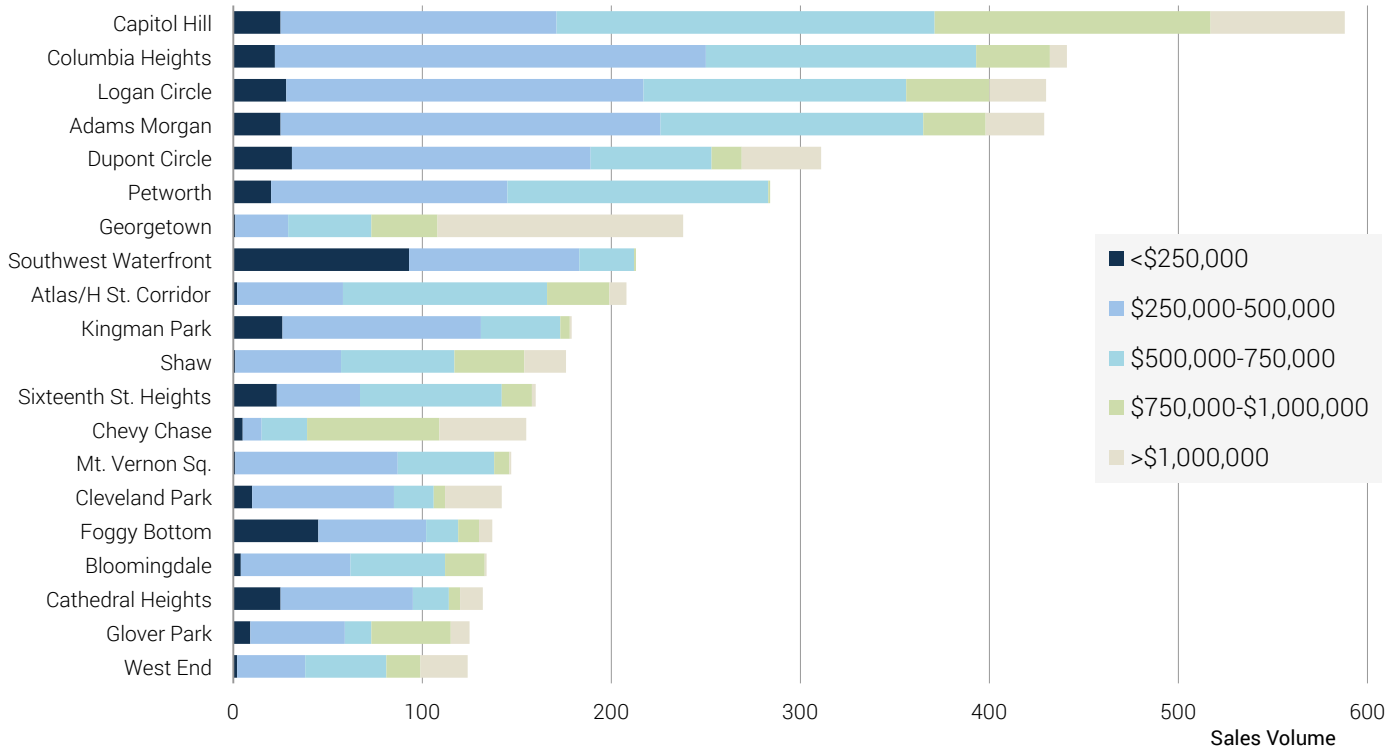
Figure 19

2013 Top 20 Sales Leaders: % Change From 2012
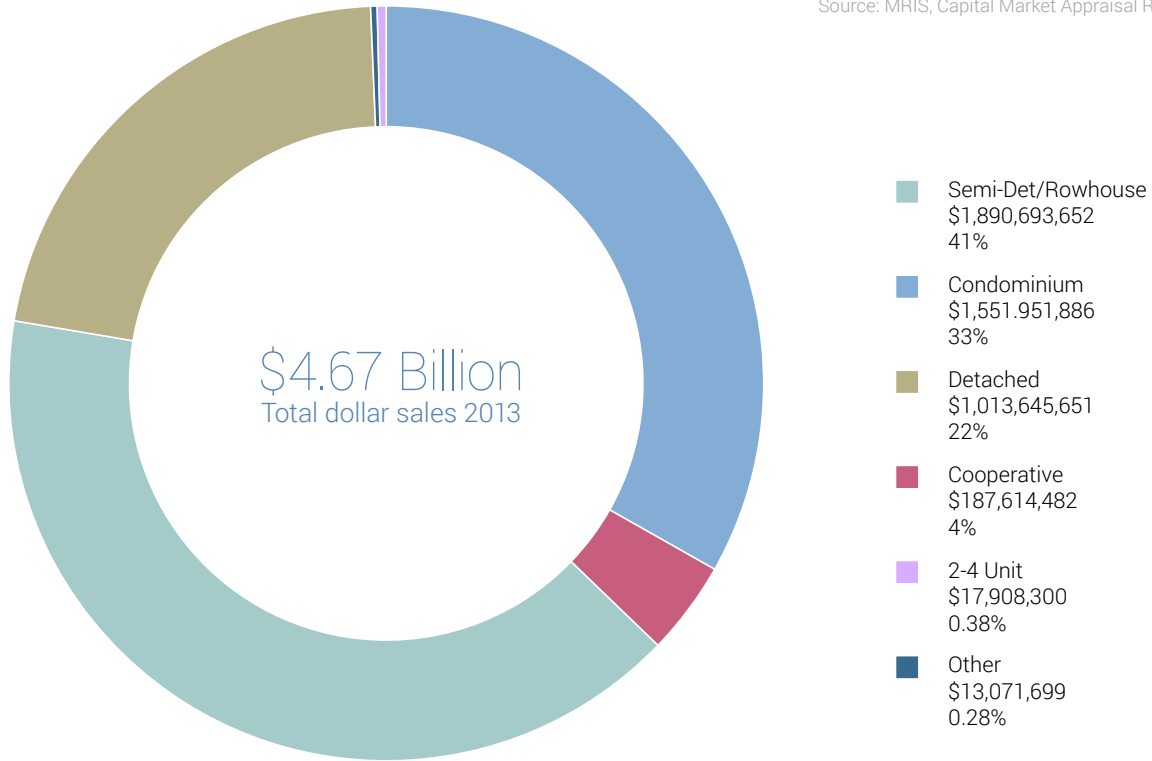
Source: MRIS, Capital Market Appraisal Research Desk
Note: Ranks year-over-year % change of the 20 neighborhoods in figure 18 above. Complete ranking in databook appendix.

Neighborhood	% Change
Kingman Park	58.4%
Mt. Vernon Sq.	58.1%
Adams Morgan	46.9%
West End	39.3%
Glover Park	28.9%
Foggy Bottom	25.7%
Capitol Hill	24.1%
Georgetown	22.1%
Dupont Circle	22.0%
Petworth	21.9%
Columbia Heights	19.8%
Southwest Waterfront	13.9%
Chevy Chase	13.1%
Bloomingdale	10.7%
Logan Circle	10.3%
Atlas/H St. Corridor	8.3%
Cathedral Heights	8.2%
Shaw	3.5%
Sixteenth St. Heights	-1.8%
Cleveland Park	-11.3%
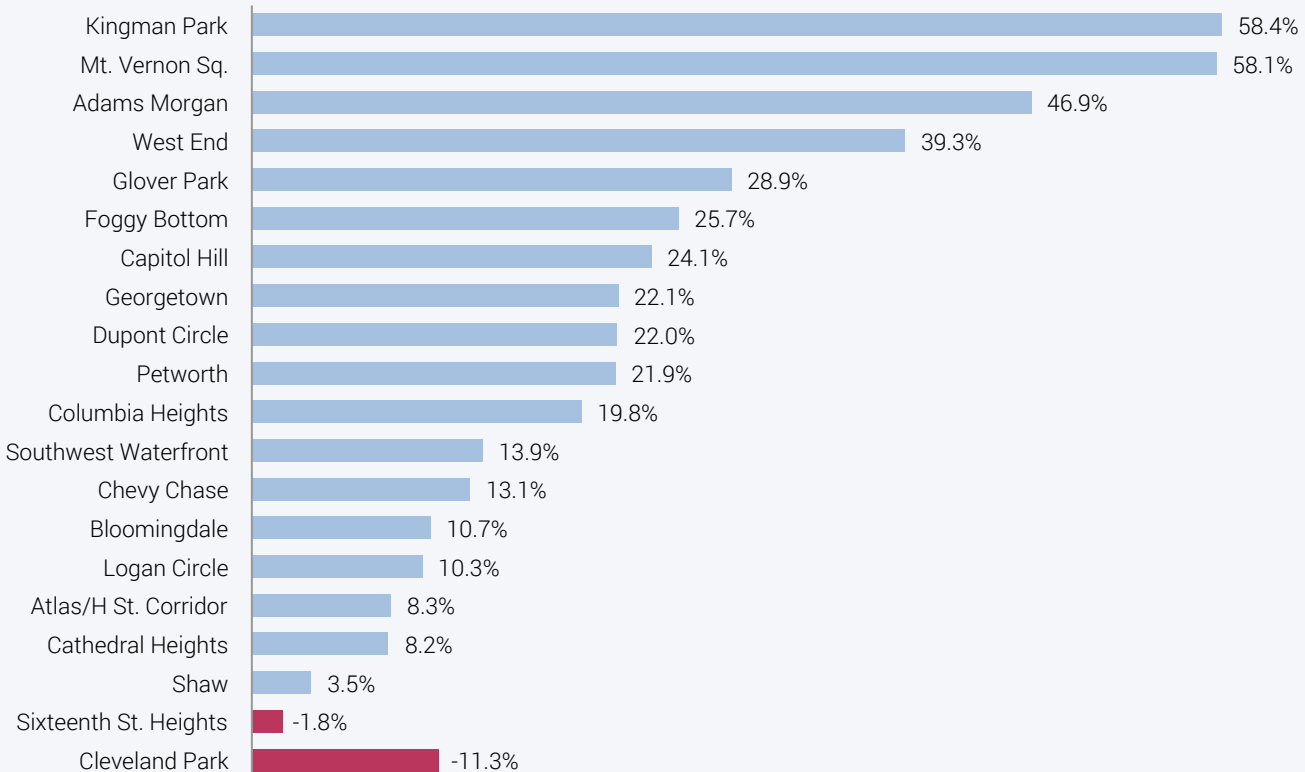
Figure 20

2013 Top 20 Market Cap Leaders: Sales Price Distribution

Source: MRIS, Capital Market Appraisal Research Desk
Note: Complete neighborhood ranking in databook appendix

Legend:
- ■ <$250,000
- ■ $250,000-500,000
- ■ $500,000-750,000
- ■ $750,000-1,000,000
- ■ >$1,000,000

Millions
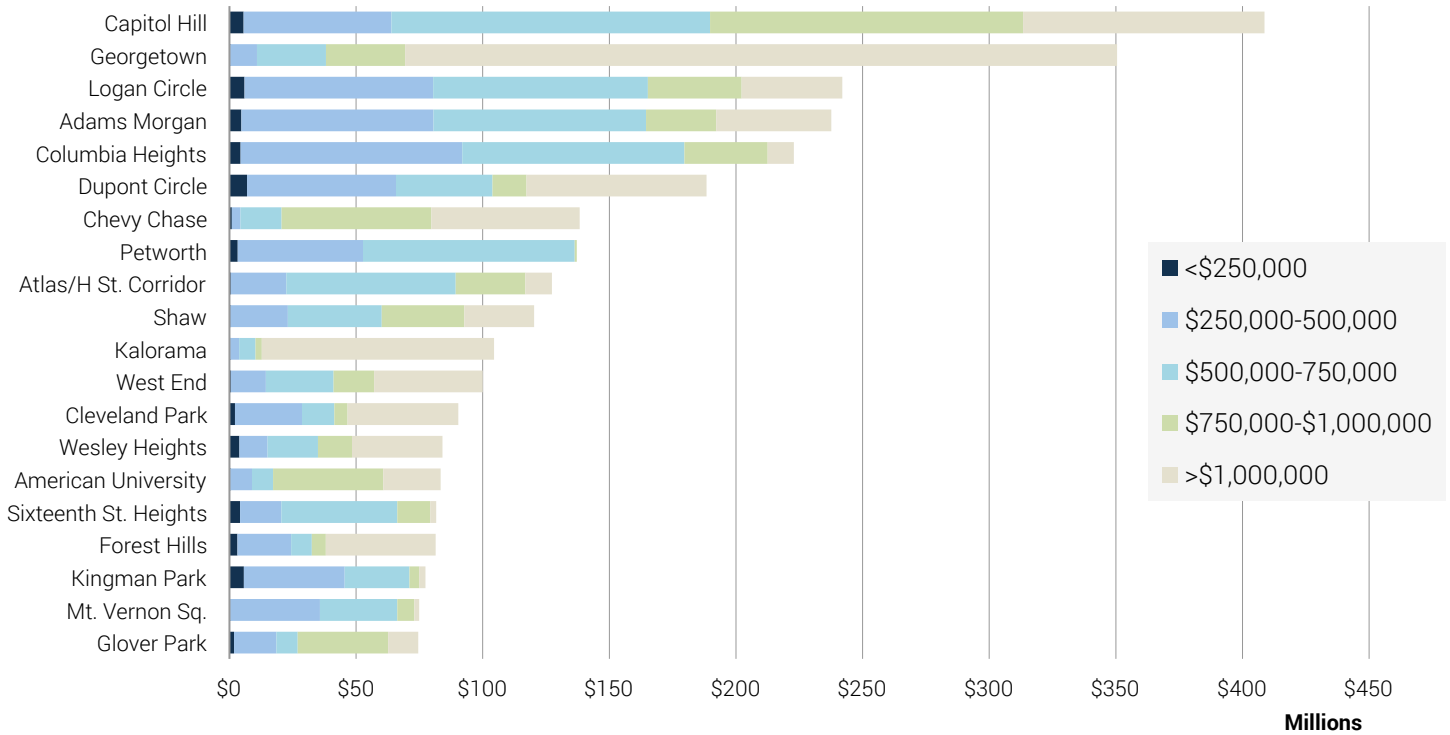
Figure 21

2013 Top 20 Market Cap Leaders: % Change From 2012

Source: MRIS, Capital Market Appraisal Research Desk
Note: Ranks year over year % change of the 20 neighborhoods in figure 20 above. Complete ranking in Databook appendix

Neighborhood	% Change
Mt. Vernon Sq.	77.4%
Kingman Park	73.8%
Glover Park	64.3%
Kalorama	62.0%
Adams Morgan	56.7%
Petworth	54.6%
Dupont Circle	38.0%
Georgetown	35.1%
Capitol Hill	33.2%
West End	29.8%
Columbia Heights	27.5%
Atlas/H St. Corridor	25.8%
Chevy Chase	20.3%
Forest Hills	14.1%
American University	13.3%
Shaw	13.1%
Sixteenth St. Heights	12.8%
Logan Circle	11.0%
Wesley Heights	10.1%
Cleveland Park	-25.0%
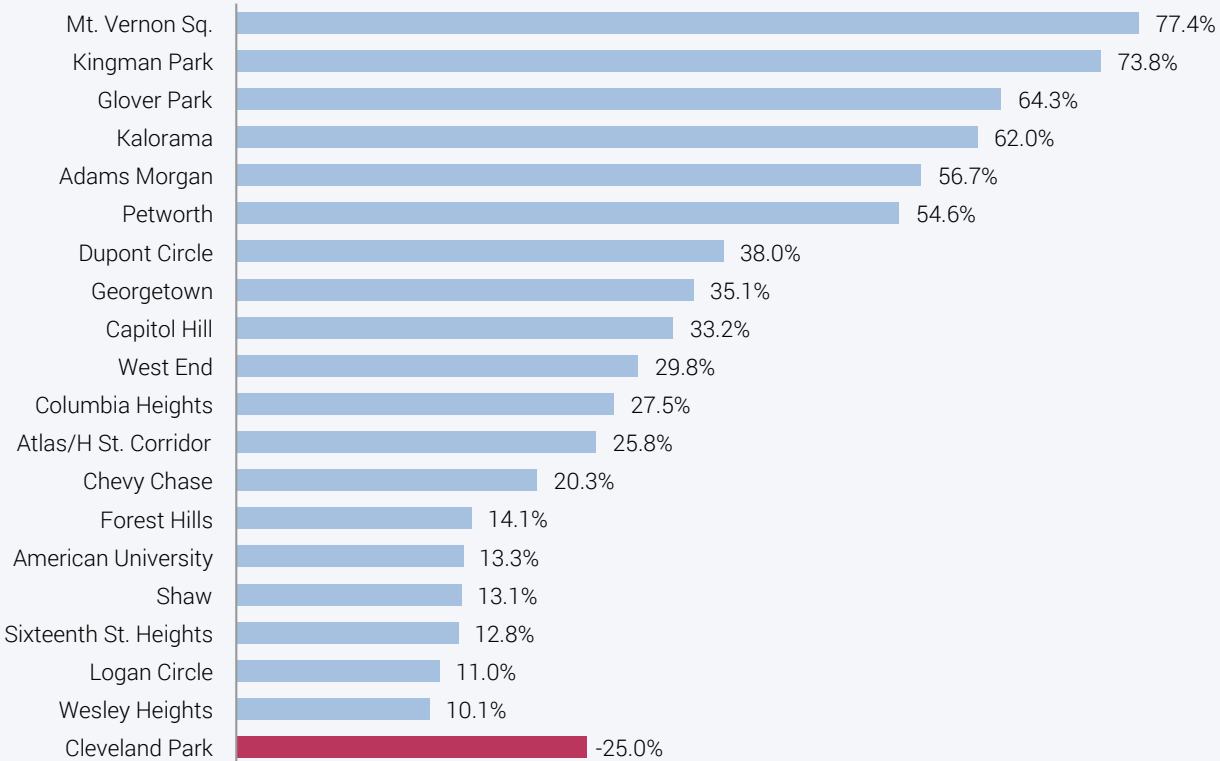
Median Sale Price

Of all the figures presented in this report—*median sale price*—requires the most discretion in application. We were in fact hesitant to publish this statistic because it is so commonly misinterpreted. To that end, we chose not to include year-over-year percentage change data for comparison because of the tendency to incorrectly equate changes in *median sale price,* to changes in the general price level (overall property values). While there is positive correlation between *median sale price* trends and overall property values (measured for example using paired sales, such as in the *S&P/Case-Shiller Washington, DC Home Price Index*[7]), the two are neither equivalent nor directly comparable. Part of the reason we decided to publish a *median-sale-price list* was to directly address this issue.

While median home sale prices have some relevancy in the correct context, further analysis is required before generalized price trend conclusions can be credibly made. Take for example the neighborhood of Foggy Bottom listed in figure 23, which in 2013 had a median home sale price of $289,000. Categorizing sales by property type we note the following: 23% of sales were efficiency-studio condominium and cooperatives units; 64% were efficiency-studio or one-bedroom condominium and cooperatives units; and 95% were either condominium or cooperatives unit sales irrespective of bedroom count. If we exclude these property types (condominium/cooperative) and only consider fee simple single-family sales—which accounted for only 5% of sale volume—then the *median sale price* in Foggy Bottom would be $765,000. In this case the *median sale price* is very much a function of property type and size in addition to factors such as condition, quality, and location.

We chose not to separate neighborhoods by property type in our *median-sale-price* list because we wanted to compare home sales across all DC neighborhoods and as such several neighborhoods would have been excluded if we had limited our sample set to a specific property type. For example some neighborhoods in suburban parts of DC had no condominium or cooperative unit sales in 2012 and 2013.

Furthermore, even when comparing median home sales of the same property type the *median sale price* is often misused by those unfamiliar with real estate property valuation. (*Note: problems also occurs when using the average sale price as a*

proxy for the general price level—as the *average price* is prone to skew by 'outliers' or 'fat tail' data points.) Real estate, unlike shares of stock in an individually listed and publicly traded company, is not fungible—this holds true even amongst homogeneous property types. Because the *median sale price* represents a specific property sale (or the average of two specific sales,) it is highly likely that homes with different elements of comparison will be used to measure changes in value over time. This is analogous to comparing the median share price of the S&P 500 on the close of trading today to median share price of a year ago. The odds are high we would be comparing two different companies—even if we wound up in the same industry we'd be comparing for example, the price of General Motors to that of Ford Motors. In a general sense it is important to compare 'apples to apples' and 'oranges to oranges' when valuing real estate (or any asset). For this reason, it is widely concluded that a proxy such as the *S&P/Case-Shiller Home Price Index*[7]—which utilizes same sale property comparisons—is a superior method of valuation to the comparison of *median* or *average* home sale prices. Of course at the individual property level, short of actually listing a home for sale and receiving market-rate offers, there is no valuation substitution for a professional appraisal—performed by a qualified appraiser who is in tune with the local market environment—and for which all relevant contributory elements of comparison are analyzed.

Figure 22

2013 Top 20: Median Sale Price

Source: MRIS, Capital Market Appraisal Research Desk
Note: Complete ranking in databook appendix

Neighborhood	Median Sale Price
Woodland/Normanstone	$2,284,225
Kalorama	$1,705,000
Berkley	$1,650,000
Spring Valley	$1,385,000
Colony Hill	$1,350,000
Kent	$1,224,500
Burleth	$1,181,250
Georgetown	$1,093,750
Observatory Circle	$1,050,000
Potomac Heights	$1,045,000
Barnaby Woods	$1,030,000
Crestwood	$903,000
Fox Hall	$879,000
Friendship Heights	$849,000
Chevy Chase	$842,000
North Cleveland Park	$839,000
Palisades	$836,000
American University	$832,500
Colonial Village	$820,000
Hawthorne	$810,000
Median (All Nhbd.)	$390,435

Figure 23

2013 Top 20 Sales Volume Leaders: Median Sale Price

Source: MRIS, Capital Market Appraisal Research Desk
Note: Ranks top 20 neighborhoods sales leaders in figure 18 by median sale. Complete ranking in databook appendix

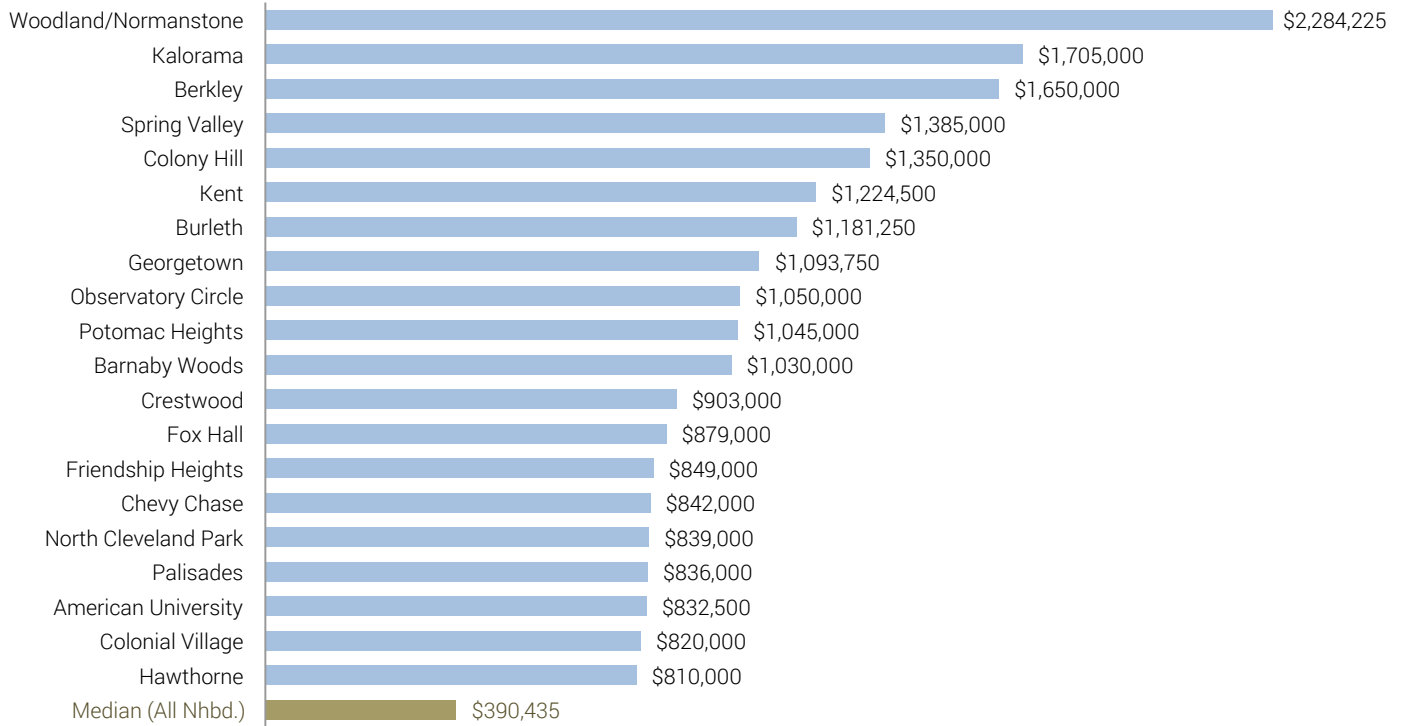| Neighborhood	Median Sale Price
Georgetown	$1,093,750
Chevy Chase	$842,000
Capitol Hill	$654,500
West End	$641,500
Shaw	$609,900
Atlas/H St. Corridor	$605,000
Bloomingdale	$550,000
Glover Park	$539,900
Sixteenth St. Heights	$528,500
Petworth	$499,000
Logan Circle	$497,450
Adams Morgan	$485,000
Columbia Heights	$470,000
Mt. Vernon Sq.	$459,000
Dupont Circle	$422,500
Kingman Park	$410,000
Cleveland Park	$400,000
Median (All Nhbd.)	$390,435
Cathedral Heights	$305,000
Foggy Bottom	$289,000
Southwest Waterfront	$277,000

Figure 24

2013 Top 20 Sales Volume Leaders: Median Sale to List Price

Source: MRIS, Capital Market Appraisal Research Desk
Note: Ranks top 20 neighborhoods sales leaders in figure 18 by median sale to list price. Complete ranking in databook appendix

Neighborhood	Median Sale to List Price
Cleveland Park	102.8%
Kingman Park	102.5%
Mt. Vernon Sq.	102.0%
Bloomingdale	101.9%
Shaw	101.7%
Adams Morgan	101.3%
Atlas/H St. Corridor	101.0%
Glover Park	100.9%
Southwest Waterfront	100.7%
Capitol Hill	100.7%
Sixteenth St. Heights	100.7%
Petworth	100.2%
Dupont Circle	100.0%
Logan Circle	99.7%
Cathedral Heights	99.3%
West End	99.2%
Median (All Nhbd.)	99.2%
Chevy Chase	99.2%
Columbia Heights	99.0%
Georgetown	98.3%
Foggy Bottom	96.7%

Figure 25

2013 Top 20 Sales Volume Leaders: Median Days on Market

Source: MRIS, Capital Market Appraisal Research Desk
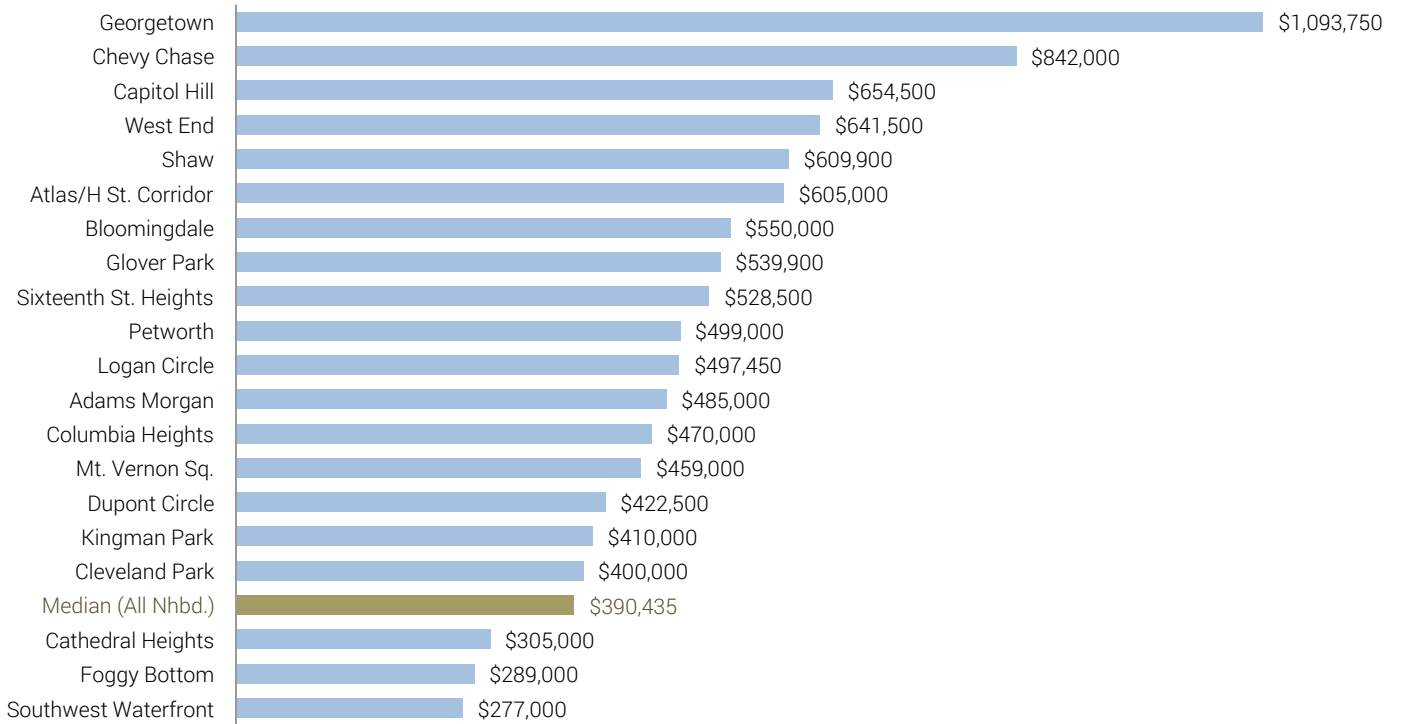Note: This charts ranks the 20 neighborhoods in figure 18 by median DOM; Complete ranking in Databook appendix

Neighborhood	Median Days on Market
Mt. Vernon Sq.	8
Logan Circle	8
Glover Park	8
Dupont Circle	9
Chevy Chase	9
Capitol Hill	9
Atlas/H St. Corridor	9
Columbia Heights	10
Cleveland Park	11
Adams Morgan	11
Shaw	12
Petworth	12
Kingman Park	13
Bloomingdale	13
West End	14
Southwest Waterfront	15
Sixteenth St. Heights	16
Median (All Nbhds.)	16.5
Cathedral Heights	24.5
Georgetown	26
Foggy Bottom	41
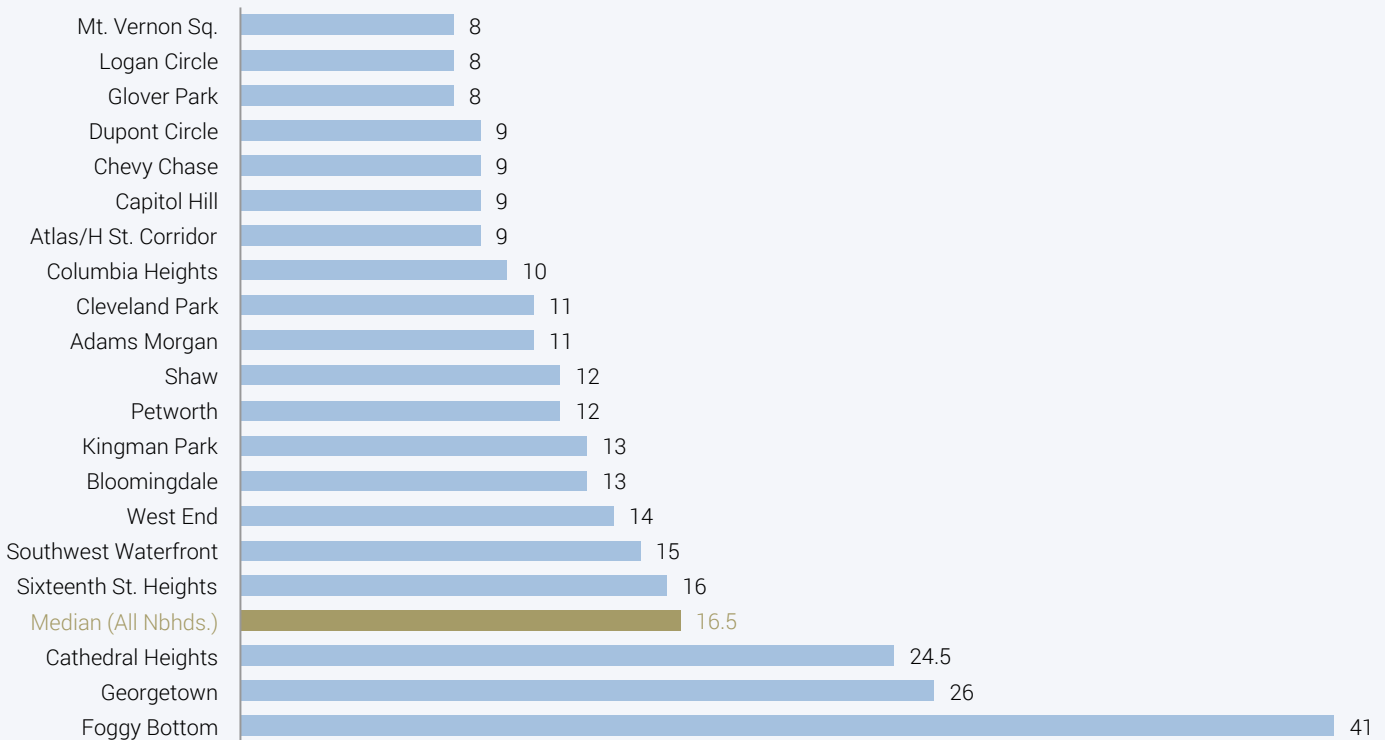
Distressed Sales

In the next chart (figure 26) we examine ten neighborhoods with the highest number of recorded *distressed sales* in 2013. This bar chart lists each neighborhood in descending order of distressed sale volume from left to right. A line chart is then overlaid that corresponds to the right hand axis, in which distressed sales are measured in the context of total neighborhood sales volume.

Petworth had the highest volume of *distressed sales* with 21, which as a percentage of total neighborhood sales represents 7.4%. It is likely these sales were absorbed without adversely affecting standard market sale prices. In comparison, Fairfax Village had less than half as many *distressed sales* with 10; however, those 10 sales accounted for 50% of total neighborhood sales volume in 2013. This is a significant percentage, with the potential to adversely impact neighborhood market sales prices over the short-term, .
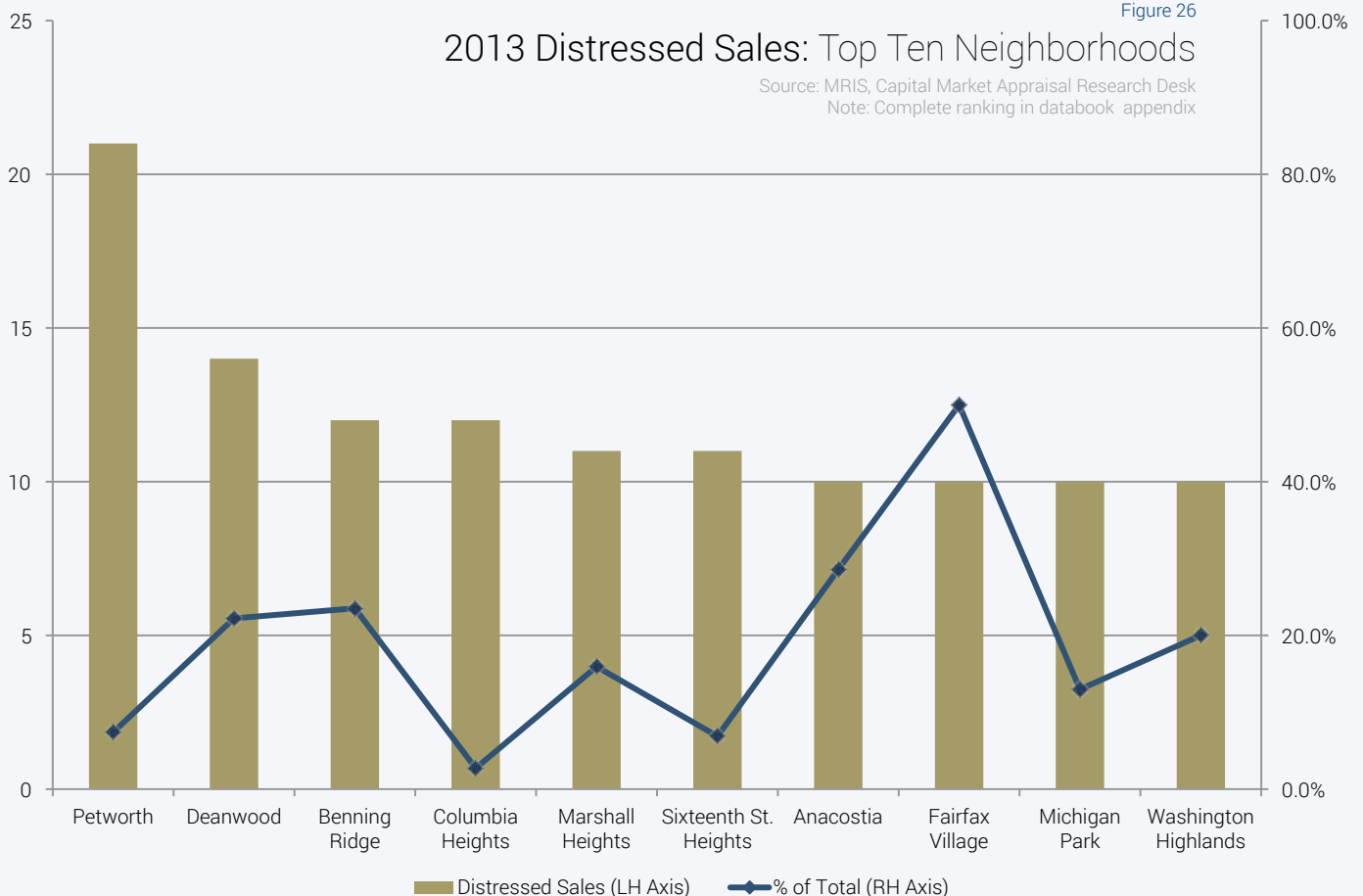

Figure 26
2013 Distressed Sales: Top Ten Neighborhoods
Source: MRIS, Capital Market Appraisal Research Desk
Note: Complete ranking in databook appendix

Distressed Sales (LH Axis)   % of Total (RH Axis)

	Neighborhood [i]	2013 Median Sale Price	Rank 1 : 119 (Descending)	2013 Sales Volume	Rank 1 : 79 (Descending)	Sales Volume % Change from 2012 +/(-) [ii]	Rank 1 : 77 (Descending)	2013 Median Days on Market	Rank 1 : 59 (Ascending)
1	Adams Morgan	$485,000	43	429	4	46.9%	9	11	7
2	American University	$832,500	18	104	28	14.3%	39	8	2
3	Anacostia	$180,000	103	35	48	(10.3%)	69	46	47
4	Arboretum	$217,500	92	2	77	N/A	N/A	13	10
5	Atlas/H St. Corridor	$605,000	27	208	9	8.3%	49	9	4
6	Barnaby Woods	$1,030,000	11	27	56	3.8%	55	11	7
7	Barney Circle	$530,000	36	87	29	16.0%	36	8	2
8	Barry Farm	$234,900	87	4	75	N/A	N/A	12.5	9
9	Bellevue	$130,000	115	15	64	N/A	N/A	49	50
10	Benning	$229,000	90	19	60	58.3%	4	31	33
11	Benning Heights	$170,500	107	16	63	N/A	N/A	41.5	44
12	Benning Ridge	$205,000	97	51	42	37.8%	12	57	54
13	Berkley	$1,650,000	3	27	56	(12.9%)	73	78	57
14	Bloomingdale	$550,000	30	134	17	10.7%	45	13	10
15	Brentwood	$245,000	85	26	57	62.5%	2	12	8
16	Brightwood	$500,000	40	31	52	(18.4%)	77	26	26
17	Brightwood Park	$312,500	73	28	55	16.7%	35	31.5	34
18	Brookland	$450,000	49	113	24	29.9%	16	8	2
19	Buena Vista	$182,500	101	20	59	(20.0%)	79	94.5	58
20	Burleth	$1,181,250	7	46	43	2.2%	58	44	46
21	Burrville	$68,000	118	15	64	N/A	N/A	15	13
22	Capitol Hill	$654,500	23	588	1	24.1%	25	9	4
23	Capitol View	$240,000	86	7	72	(50.0%)	76	30	31
24	Carver	$232,500	88	26	57	0.0%	61	13.5	11
25	Cathedral Heights	$305,000	75	132	18	8.2%	50	24.5	25
26	Catholic University	$297,100	77	7	72	(46.2%)	75	10	6
27	Chevy Chase	$842,000	15	155	13	13.1%	42	9	4
28	Chinatown	$508,500	39	21	58	16.7%	35	11	7
29	Cleveland Park	$400,000	58	142	15	(11.3%)	70	11	7
30	Colonial Village	$820,000	19	17	62	0.0%	61	21	21
31	Colony Hill	$1,350,000	5	3	76	N/A	N/A	39	41
32	Columbia Heights	$470,000	46	441	2	19.8%	31	10	6
33	Congress Heights	$170,000	108	21	58	(25.0%)	81	26	26
34	Crestwood	$903,000	12	34	50	13.3%	41	30.5	32
35	Deanwood	$170,000	109	63	37	1.6%	59	43	45
36	Douglas	$204,995	98	4	75	N/A	N/A	29.5	30
37	Downtown	$540,000	31	68	35	11.5%	44	13.5	11
38	Dupont Circle	$422,500	54	311	5	22.0%	27	9	4
39	Dupont Park	$334,500	69	14	65	(36.4%)	83	27.5	28
40	East Corner	$210,000	96	40	45	53.8%	7	49.5	51
41	Eastland Gardens	$249,900	84	5	74	N/A	N/A	15	13
42	Eckington	$470,000	47	107	26	24.4%	24	10	6

2013 Washginton DC Neighborhood Databook (43-85)

	Neighborhood [i]	2013 Median Sale Price	Rank 1 : 119 (Descending)	2013 Sales Volume	Rank 1 : 79 (Descending)	Sales Volume % Change from 2012 +/(-) [ii]	Rank 1 : 77 (Descending)	2013 Median Days on Market	Rank 1 : 59 (Ascending)
43	Edgewood	$385,000	63	61	38	24.5%	23	13	10
44	Fairfax Village	$69,250	117	20	59	N/A	N/A	22.5	23
45	Fairlawn	$212,750	95	28	55	33.3%	15	13	10
46	Foggy Bottom	$289,000	78	137	16	25.7%	21	41	43
47	Forest Hills	$425,000	52	120	22	7.1%	51	16.5	15
48	Fort Davis	$219,750	91	32	51	6.7%	52	27	27
49	Fort Dupont	$182,500	102	8	71	N/A	N/A	48	49
50	Fort Lincoln	$280,885	80	20	59	17.6%	34	52.5	52
51	Fort Totten	$364,000	65	8	71	(42.9%)	74	35	38
52	Fox Hall	$879,000	13	15	64	(11.8%)	71	20	19
53	Friendship Heights	$849,000	14	29	54	(19.4%)	78	7	1
54	Gallaudet	$416,500	56	3	76	N/A	N/A	10	6
55	Garfield Heights	$64,500	119	12	67	N/A	N/A	31	33
56	Gateway	$330,000	71	5	74	N/A	N/A	78	57
57	Georgetown	$1,093,750	8	238	7	22.1%	26	26	26
58	Glover Park	$539,900	32	125	19	28.9%	17	8	2
59	Good Hope	$331,450	70	8	71	N/A	N/A	34.5	37
60	Greenway	$199,000	99	13	66	(13.3%)	74	27	27
61	Hawthorne	$810,000	20	13	66	18.2%	32	37	39
62	Hillbrook	$174,650	106	14	65	(33.3%)	82	59	55
63	Hillcrest	$361,500	66	8	71	N/A	N/A	9.5	5
64	Ivy City	$98,164	116	9	70	(18.2%)	76	71	56
65	Judiciary Square	$445,000	51	39	46	25.8%	20	7	1
66	Kalorama	$1,705,000	2	63	37	50.0%	8	31	33
67	Kenilworth	0	NA	0	79	N/A	N/A	0	N/A
68	Kent	$1,224,500	6	38	47	2.7%	57	35	38
69	Kingman Park	$410,000	57	179	10	58.4%	3	13	10
70	Knox Hill	$190,000	100	4	75	N/A	N/A	314	59
71	Langdon	$342,500	67	32	51	(5.9%)	65	19.5	18
72	Langston	$305,000	76	11	68	0.0%	61	7	1
73	Ledroit Park	$555,000	29	47	42	4.4%	53	12	8
74	Lincoln Heights	$131,250	114	12	67	(7.7%)	67	21	21
75	Logan Circle	$497,450	42	430	3	10.3%	46	8	2
76	Mahaning Heights	$169,950	110	10	69	(23.1%)	80	29	29
77	Manor Park	$390,435	60	121	21	9.0%	48	16	14
78	Marshall Heights	$180,000	104	69	34	21.1%	30	33	36
79	Massachuesetts Heights	$286,250	79	14	65	(17.6%)	75	43	45
80	Mayfair	0	NA	0	79	N/A	N/A	0	N/A
81	McLean Gardens	$389,000	62	53	41	17.8%	33	7	1
82	Michigan Park	$336,000	68	77	31	28.3%	18	16	14
83	Mt. Pleasant	$623,000	25	105	27	(3.7%)	63	7	1
84	Mt. Vernon Sq.	$459,000	48	147	14	58.1%	5	8	2
85	Navy Yard	$477,500	45	35	49	0.0%	61	19	17

	Neighborhood [i]	2013 Median Sale Price	Rank 1 : 119 (Descending)	2013 Sales Volume	Rank 1 : 79 (Descending)	Sales Volume % Change from 2012 +/(-) [ii]	Rank 1 : 77 (Descending)	2013 Median Days on Market	Rank 1 : 59 (Ascending)
86	Naylor Gardens	$254,000	83	5	74	N/A	N/A	32	35
87	Noma	0	NA	0	79	N/A	N/A	0	N/A
88	North Cleveland Park	$839,000	16	47	42	27.0%	19	7	1
89	Observatory Circle	$1,050,000	9	21	58	16.7%	35	59	55
90	Palisades	$836,000	17	58	39	0.0%	61	56	53
91	Parkview	$539,900	33	75	32	(5.1%)	64	12	8
92	Penn Branch	0	NA	0	79	N/A	N/A	0	N/A
93	Penn Quarter	$449,000	50	57	40	9.6%	47	16	14
94	Petworth	$499,000	41	284	6	21.9%	28	12	8
95	Pleasant Hill	$306,000	74	12	67	N/A	N/A	38.5	40
96	Pleasant Plains	$538,500	34	2	77	N/A	N/A	32	35
97	Potomac Heights	$1,045,000	10	10	69	N/A	N/A	33	36
98	Randle Heights	$216,500	93	26	57	(13.3%)	74	27.5	28
99	Riggs Park	$315,000	72	109	25	14.7%	38	14	12
100	River Terrace	$179,950	105	30	53	57.9%	6	15	13
101	Saint Elizabeth	$169,900	111	1	78	N/A	N/A	9	4
102	Shaw	$609,900	26	176	11	3.5%	56	12	8
103	Shepard Park	$719,000	21	35	49	25.0%	22	8	2
104	Shipley Terrace	$163,900	112	19	60	11.8%	43	9	4
105	Sixteenth St. Heights	$528,500	37	160	12	(1.8%)	62	16	14
106	Skyland	0	NA	0	79	N/A	N/A	0	N/A
107	Southwest Waterfront	$277,000	82	213	8	13.9%	40	15	13
108	Spring Valley	$1,385,000	4	31	52	(8.8%)	68	21	21
109	Stonghold/Old Soldier's Home	$382,500	64	18	61	63.6%	1	12.5	9
110	Suma Corda CoOp	$214,500	94	4	75	N/A	N/A	20.5	20
111	Takoma	$398,000	59	40	45	21.2%	29	14	12
112	Tenleytown	$711,000	22	5	74	(54.5%)	77	17	16
113	Trinidad	$420,000	55	85	30	34.9%	14	12	8
114	Truxton Circle	$482,500	44	64	36	45.5%	10	9	4
115	Twining	$279,250	81	6	73	N/A	N/A	9.5	5
116	U Street	$518,000	38	109	25	(6.8%)	66	8	2
117	Wakefield	$390,000	61	41	44	(12.8%)	72	15	13
118	Washington Highlands	$152,000	113	50	43	4.2%	54	40	42
119	Wesley Heights	$575,000	28	119	23	15.5%	37	24	24
120	West End	$641,500	24	124	20	39.3%	11	14	12
121	Woodbridge	$425,000	53	77	31	35.1%	13	22	22
122	Woodland/Normanstone Terr.	$2,284,225	1	10	69	(41.2%)	84	46.5	48
123	Woodlands	$231,000	89	1	78	N/A	N/A	24	24
124	Woodley Park	$534,500	35	70	33	1.4%	60	8.5	3

[i] For neighborhood map boundaries visit http://capitalmarketappraisal/dcneighborhoods
[ii] Only neighborhoods with greater than 10 sales in 2012 are included in this ranking

2013 Washington DC Neighborhood Databook (Alphabetical Order)

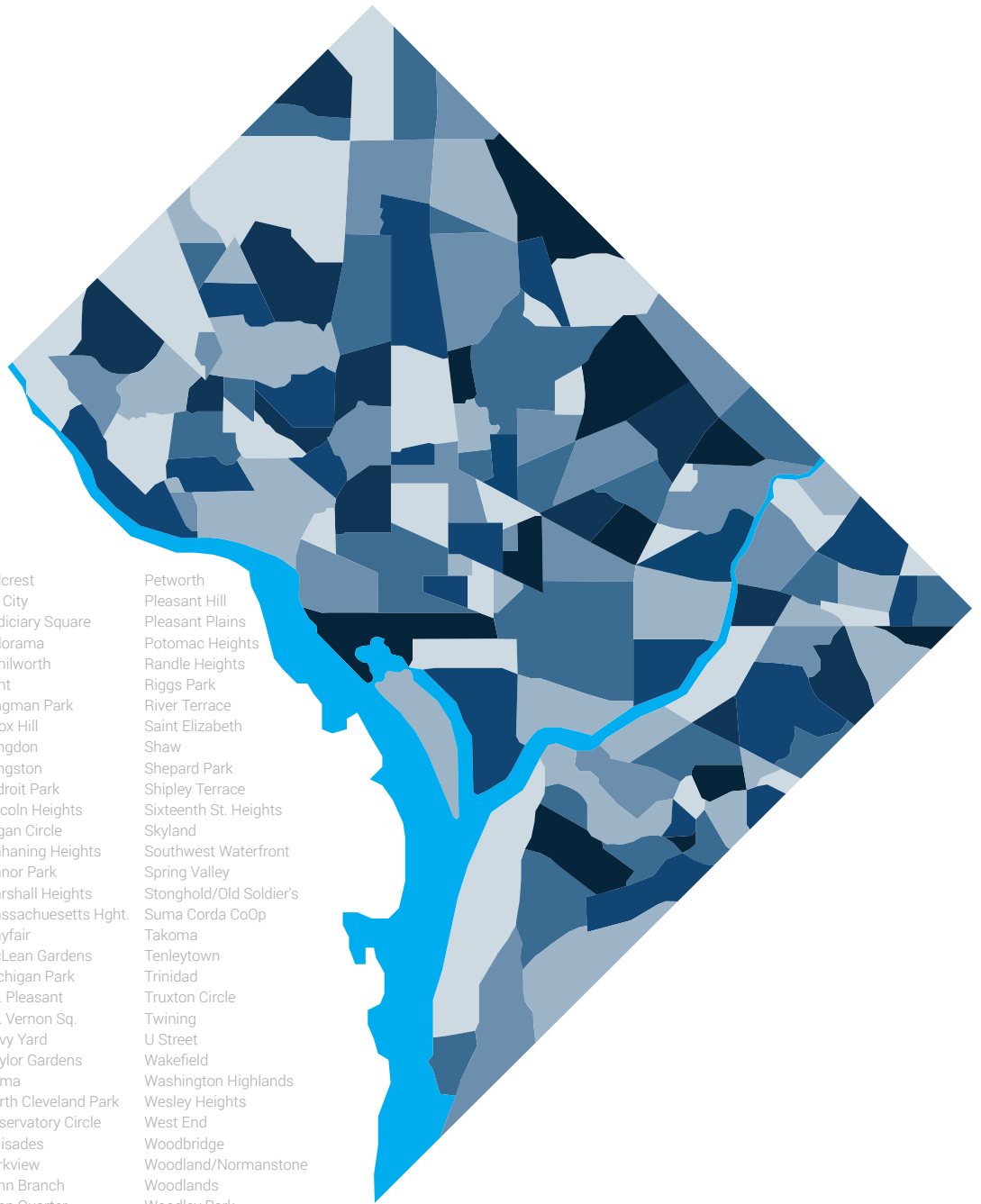|	Neighborhood [i]	Average Month-End Active Listing Inventory	Average Monthly Absorption Rate (Ave Sales/Month)	Average Months of Housing Supply (Listing Inv./Ab.Rate)	Rank 1 : 96 (Ascending)	2013 Distressed Sales	Distressed Sales as a % of Total Sales	Rank 1 : 60 (Descending)	2013 Median Sale to List %	Rank 1 : 66 (Descending) [iii]
1	Adams Morgan	25.25	33.4	0.76	8	2	0.5%	58	101.3%	21
2	American University	3.75	9.0	0.42	1	0	0.0%	60	101.6%	20
3	Anacostia	5.58	2.4	2.31	48	5	14.3%	14	96.3%	54
4	Arboretum	0.00	0.2	0.00	NA	0	0.0%	60	103.6%	11
5	Atlas/H St. Corridor	12.17	16.8	0.73	5	3	1.4%	50	101.0%	23
6	Barnaby Woods	3.00	2.0	1.50	37	1	3.7%	37	95.8%	58
7	Barney Circle	3.83	6.7	0.57	3	1	1.1%	51	100.2%	28
8	Barry Farm	1.91	0.8	2.55	59	3	75.0%	7	106.8%	2
9	Bellevue	3.33	0.9	3.62	75	2	13.3%	13	100.1%	29
10	Benning	2.56	0.8	3.41	86	1	5.3%	20	96.4%	53
11	Benning Heights	1.91	1.3	1.44	32	2	12.5%	20	99.1%	36
12	Benning Ridge	11.25	2.8	3.98	82	4	7.8%	21	93.6%	64
13	Berkley	9.75	2.3	4.18	81	0	0.0%	60	95.4%	60
14	Bloomingdale	12.92	11.2	1.16	26	2	1.5%	50	101.9%	18
15	Brentwood	3.25	2.1	1.56	41	2	7.7%	29	98.2%	43
16	Brightwood	3.00	2.5	1.20	24	0	0.0%	60	99.0%	37
17	Brightwood Park	4.91	2.3	2.11	50	3	10.7%	24	104.4%	7
18	Brookland	8.92	8.8	1.01	18	4	3.5%	39	104.7%	5
19	Buena Vista	5.08	1.6	3.22	73	1	5.0%	35	100.7%	25
20	Burleth	5.00	3.5	1.43	36	0	0.0%	60	97.5%	46
21	Burrville	3.00	0.8	3.61	78	5	33.3%	3	104.6%	6
22	Capitol Hill	43.50	48.1	0.90	16	4	0.7%	57	100.7%	25
23	Capitol View	2.42	0.8	2.91	69	2	28.6%	11	96.4%	53
24	Carver	2.22	2.3	0.95	19	1	3.8%	39	105.8%	3
25	Cathedral Heights	15.75	9.8	1.60	44	0	0.0%	60	99.3%	34
26	Catholic University	1.83	0.5	3.67	52	0	0.0%	60	102.8%	13
27	Chevy Chase	9.33	12.6	0.74	7	0	0.0%	60	99.2%	35
28	Chinatown	2.00	1.8	1.14	27	0	0.0%	60	98.7%	39
29	Cleveland Park	12.08	12.0	1.01	22	0	0.0%	60	102.8%	13
30	Colonial Village	3.91	1.5	2.61	67	0	0.0%	60	96.6%	51
31	Colony Hill	1.00	0.3	4.00	89	0	0.0%	60	96.4%	53
32	Columbia Heights	31.08	37.6	0.83	11	6	1.4%	51	99.0%	37
33	Congress Heights	4.25	2.0	2.13	43	7	33.3%	9	100.0%	30
34	Crestwood	6.08	2.7	2.28	54	0	0.0%	60	99.2%	35
35	Deanwood	13.75	4.5	3.06	74	7	11.1%	19	94.5%	63
36	Douglas	2.83	0.7	4.23	88	4	100.0%	2	98.8%	38
37	Downtown	11.50	6.3	1.82	45	0	0.0%	60	98.3%	42
38	Dupont Circle	21.83	24.6	0.89	14	1	0.3%	59	100.0%	30
39	Dupont Park	3.00	1.3	2.26	51	0	0.0%	60	97.1%	48
40	East Corner	3.91	3.2	1.23	30	3	7.5%	30	99.1%	36
41	Eastland Gardens	1.67	0.3	6.67	84	0	0.0%	60	100.0%	30
42	Eckington	10.00	8.3	1.21	29	6	5.6%	32	100.0%	30

	Neighborhood [i]	Average Month-End Active Listing Inventory	Average Monthly Absorption Rate (Ave Sales/Month)	Average Months of Housing Supply (Listing Inv./Ab.Rate)	Rank 1 : 96 (Ascending)	2013 Distressed Sales	Distressed Sales as a % of Total Sales	Rank 1 : 60 (Descending)	2013 Median Sale to List %	Rank 1 : 66 (Descending) [iii]
43	Edgewood	6.58	4.8	1.39	32	6	9.8%	22	96.5%	52
44	Fairfax Village	5.17	1.7	3.09	71	8	40.0%	5	94.9%	62
45	Fairlawn	6.33	2.7	2.37	61	3	10.7%	26	99.0%	37
46	Foggy Bottom	30.42	8.3	3.69	79	1	0.7%	55	96.7%	50
47	Forest Hills	10.92	9.4	1.16	28	1	0.8%	55	100.2%	28
48	Fort Davis	5.25	2.5	2.10	51	4	12.5%	18	102.2%	16
49	Fort Dupont	2.25	0.5	4.50	85	1	12.5%	16	98.9%	38
50	Fort Lincoln	6.33	2.2	2.92	72	1	5.0%	39	100.3%	27
51	Fort Totten	2.67	0.5	5.33	90	0	0.0%	60	101.3%	21
52	Fox Hall	2.50	1.3	1.88	48	0	0.0%	60	99.9%	31
53	Friendship Heights	3.64	2.3	1.56	34	1	3.4%	40	100.0%	30
54	Gallaudet	0.00	0.2	0.00	NA	0	0.0%	60	104.2%	8
55	Garfield Heights	3.67	0.8	4.42	76	5	41.7%	6	100.0%	30
56	Gateway	2.00	0.4	4.76	89	0	0.0%	60	101.6%	20
57	Georgetown	39.83	18.4	2.16	57	0	0.0%	60	98.3%	42
58	Glover Park	9.25	10.2	0.91	16	1	0.8%	56	100.9%	24
59	Good Hope	1.45	0.5	2.91	62	0	0.0%	60	98.4%	41
60	Greenway	2.25	1.0	2.25	51	3	23.1%	10	100.0%	30
61	Hawthorne	1.43	1.0	1.43	40	0	0.0%	60	98.2%	43
62	Hillbrook	3.42	0.9	3.71	77	0	0.0%	60	90.7%	66
63	Hillcrest	1.67	0.6	2.87	63	1	12.5%	20	95.9%	57
64	Ivy City	1.33	0.3	5.33	80	1	11.1%	10	103.1%	12
65	Judiciary Square	2.64	3.3	0.79	10	0	0.0%	60	98.9%	38
66	Kalorama	7.67	4.8	1.61	42	1	1.6%	48	97.4%	47
67	Kenilworth	2.20	0.0	NA	96	0	0.0%	60	NA	NA
68	Kent	6.58	3.4	1.92	48	0	0.0%	60	96.2%	55
69	Kingman Park	13.92	13.6	1.02	21	2	1.1%	53	102.5%	15
70	Knox Hill	1.43	0.2	8.40	93	1	25.0%	1	96.2%	55
71	Langdon	5.08	2.7	1.90	47	1	3.1%	41	95.8%	58
72	Langston	2.38	1.1	2.20	58	0	0.0%	60	101.7%	19
73	Ledroit Park	2.67	4.0	0.67	4	1	2.1%	45	97.5%	46
74	Lincoln Heights	1.75	0.7	2.61	66	1	8.3%	20	100.0%	30
75	Logan Circle	24.75	32.4	0.76	8	5	1.2%	52	99.7%	32
76	Mahaning Heights	2.83	0.8	3.41	72	3	30.0%	8	95.2%	61
77	Manor Park	16.83	9.5	1.77	46	3	2.5%	44	100.1%	29
78	Marshall Heights	17.42	5.3	3.32	76	7	10.1%	23	98.6%	40
79	Massachuesetts Heights	2.00	1.1	1.85	53	0	0.0%	60	98.7%	39
80	Mayfair	1.00	0.0	NA	95	0	0.0%	60	NA	NA
81	McLean Gardens	3.25	4.5	0.72	6	1	1.9%	47	97.5%	46
82	Michigan Park	7.08	6.7	1.06	23	7	9.1%	27	96.3%	54
83	Mt. Pleasant	4.58	8.6	0.53	2	1	1.0%	54	100.5%	26

Neighborhood [i]	Average Month-End Active Listing Inventory	Average Monthly Absorption Rate (Ave Sales/Month)	Average Months of Housing Supply (Listing Inv./Ab.Rate)	Rank 1 : 96 (Ascending)	2013 Distressed Sales	Distressed Sales as a % of Total Sales	Rank 1 : 60 (Descending)	2013 Median Sale to List %	Rank 1 : 66 (Descending) [iii]
84 Mt. Vernon Sq.	10.50	11.9	0.88	12	0	0.0%	60	102.0%	17
85 Navy Yard	4.33	3.1	1.41	35	0	0.0%	60	96.3%	54
86 Naylor Gardens	1.00	0.3	4.00	78	0	0.0%	60	99.6%	33
87 Noma	1.00	0.0	1.00	95	0	0.0%	60	NA	NA
88 North Cleveland Park	3.00	3.8	0.80	11	0	0.0%	60	101.1%	22
89 Observatory Circle	2.45	1.7	1.47	38	1	4.8%	33	95.9%	57
90 Palisades	8.17	4.2	1.96	55	1	1.7%	46	99.1%	36
91 Parkview	4.92	5.4	0.91	16	1	1.3%	49	100.9%	24
92 Penn Branch	0.00	0.0	0.00	NA	0	0.0%	NA	NA	NA
93 Penn Quarter	4.08	4.3	0.94	17	1	1.8%	47	100.0%	30
94 Petworth	20.92	23.8	0.88	12	14	4.9%	34	100.2%	28
95 Pleasant Hill	4.83	0.8	5.82	91	1	8.3%	25	96.4%	53
96 Pleasant Plains	1.00	0.1	12.50	95	0	0.0%	60	104.1%	9
97 Potomac Heights	2.25	0.8	2.71	70	0	0.0%	60	96.4%	53
98 Randle Heights	6.33	2.2	2.92	65	4	15.4%	17	96.2%	55
99 Riggs Park	10.92	7.4	1.47	33	4	3.7%	36	96.9%	49
100 River Terrace	4.75	2.2	2.19	56	4	13.3%	12	100.0%	30
101 Saint Elizabeth	2.50	0.1	31.25	94	1	100.0%	4	121.4%	1
102 Shaw	11.42	15.1	0.76	9	2	1.1%	53	101.7%	19
103 Shepard Park	3.92	2.9	1.34	33	3	8.6%	27	100.0%	30
104 Shipley Terrace	4.75	1.8	2.71	64	2	10.5%	28	96.4%	53
105 Sixteenth St. Heights	18.08	13.2	1.37	31	7	4.4%	36	100.7%	25
106 Skyland	1.67	0.2	9.80	92	0	0.0%	60	NA	NA
107 Southwest Waterfront	18.25	17.8	1.03	20	6	2.8%	42	100.7%	25
108 Spring Valley	5.58	2.5	2.23	48	1	3.2%	42	99.3%	34
109 Stonghold/Old Soldier's Home	3.27	1.8	1.87	38	1	5.6%	38	102.7%	14
110 Suma Corda CoOp	1.86	0.3	7.43	87	0	0.0%	60	96.6%	51
111 Takoma	7.50	3.5	2.14	60	0	0.0%	60	97.1%	48
112 Tenleytown	1.00	0.4	2.38	68	0	0.0%	60	98.1%	44
113 Trinidad	7.00	7.3	0.95	15	6	7.1%	31	105.0%	4
114 Truxton Circle	4.92	5.0	0.98	18	3	4.7%	34	100.0%	30
115 Twining	1.75	0.7	2.61	66	0	0.0%	60	101.6%	20
116 U Street	8.83	8.9	0.99	22	0	0.0%	60	103.8%	10
117 Wakefield	3.64	3.3	1.12	25	0	0.0%	60	101.3%	21
118 Washington Highlands	17.33	4.0	4.33	83	8	16.0%	15	95.7%	59
119 Wesley Heights	19.75	9.9	1.99	49	1	0.8%	57	96.0%	56
120 West End	17.00	9.6	1.77	47	0	0.0%	60	99.2%	35
121 Woodbridge	9.58	5.8	1.64	39	2	2.6%	43	97.7%	45
122 Woodland/Normanstone Terr.	4.67	0.8	5.62	89	0	0.0%	60	91.5%	65
123 Woodlands	1.00	0.1	12.50	95	0	0.0%	60	98.3%	42
124 Woodley Park	5.25	5.9	0.89	13	0	0.0%	60	99.0%	37

[i] For neighborhood map boundaries visit http://capitalmarketappraisal/dcneighborhoods
[iii] Only neighborhoods with at least three sales were included in this ranking

Washington DC
Neighborhood Map

To launch interactive map click here

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A very special thanks to:

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For more information

Please contact:

Victor Brown, MBA
Principal
victor@capitalmarketappraisal.com
+1 202 320 3702

www.CapitalMarketAppraisal.com

End Notes:

1 (DC Market, Pg 4): except when otherwise specified (see endnote two for example), DC Market as used in this report is defined to mean residential real estate in aggregate of the following kind: fee simple single-family, condominium, cooperative, and 2-4 unit multi-family property.

2 (DC Market, Pg 4, 6): when used in the context of S&P/Case-Shiller Home Price Index data, DC Market is defined to mean fee simple single-family property and excludes: condominium, cooperative, and 2-4 unit multi-family property types.

3 (Mortgage-Related Bond Issuance & Outstanding, Pg 4): Issuance/outstanding categories includes both agency and non-agency residential mortgage bond data. Agency issuance and outstanding includes both 1-4 family residential and multifamily (over 4 units) deals, however multi-family (over 4 units) deals only account for a relatively small amount of deal volume (approx. 5%). Non-agency CMBS (commercial) data is excluded. Source: http://www.sifma.org/research/statistics.aspx

4 (Home Sales, Pg 10): Homes sales are defined here to mean residential real estate in aggregate of the following kind: fee simple single-family, condominium, cooperative, and 2-4 unit multi-family property, as reported in MRIS (Metropolitan Regional Information Systems). This does not include 'off-market' private deals in which a broker was not involved or deals in which a broker(s) did not report the sale transaction in MRIS.

5 (Distressed Sales, Pg 11) Distressed sales include all sales in the MRIS recorded as either: foreclosure, bank owned (REO), or short-sale (potential and realized).

6 (Neighborhood, Pg 16) Boundaries/borders for neighborhoods used in this report can be found here (http://capitalmarketappraisal.com/dcneighborhoods.). While there are a few exceptions, most neighborhood boundaries/borders are referenced by street name. This can lead to ambiguity in terms of categorizing properties that are located along boundary/border streets. It is often the case that homes one side of a street are commonly know to reside in one neighborhood while those on the opposite side of the street another—other times the distinction is less defined. In this report we have elected to include properties along boundary/border streets in all abutting neighborhoods, meaning those properties will be listed (categorized) in multiple neighborhoods. We feel this is a more practical representation of the manner in which market participants perceive neighborhood location. As such aggregated data in the second half this report for neighborhood trend figures will exceed, by a small margin (<2.5%), DC Market data figures in the first half of this report—in which properties are not sub-categorized into individual neighborhoods.

7 (S&P/Case-Shiller Washington, DC Home Price Index 'DC Index', Pg 6, 19): "The S&P/Case-Shiller Home Price Indices are the leading measure of United States residential real estate prices….The methodology for calculating the S&P/Case-Shiller Indices is based on…a repeat sales methodology, widely considered as the most accurate way to measure price changes for real estate. The repeat sales methodology measures the movement in the price of single-family homes by collecting data on actual sale prices of single-family homes in their specific regions. When a home is resold, months or years later, the new sale price is matched to its first sale price. These two data points are called a "sale pair." The difference in the sale pair is measured and recorded. All the sales pairs in a region are, then, aggregated into one index." Source: S&P Dow Jones Indices LLC and/or its affiliates.

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