



# RESULTS MATTER

## Metropolitan Washington Area Snapshot of 2014

In 2014, McEneaney Associates sold its properties marketed for a **higher percentage of original listed price and in less time than competition.** (By the way, we started tracking this performance in Northern Virginia in 1999, and we have sold our listings closer to list price every year. Since opening our first office in Washington in 2007, we have added DC, Montgomery and Prince Georges Counties to our evaluation, and we've topped these categories every time in the last eight years.) Our team sold its listings at an average sales price **35% higher** and **17% faster** than the market average.

We looked at the results of the thirteen largest real estate companies in the Metropolitan Washington area as measured by the number of listings settled.\* These companies encompass a wide variety of business models and an equally wide variety of company sizes. This includes the two largest independent real estate companies in the United States and the local arms of the largest real estate company in the world. We know it isn't the number of agents or the number of offices in a company that matter. It's the quality of the agents and the company, and their ability to **deliver results for the client that matter.**

Market conditions have varied widely in the sixteen years we have been tracking these numbers, from balanced markets, to sellers' markets to the current transitioning market. And we have adapted to these changing conditions, outperforming the competition regardless of market conditions. Our carefully assembled team of the most productive Sales Associates in the Washington Metro Area makes all the difference for our clients.

Percentage of Sales Price to Original List Price	
<b>McEneaney Associates</b>	<b>97.09%</b>
Coldwell Banker	96.98%
Keller Williams	96.85%
RE/MAX	96.32%
Century 21	96.25%
Long & Foster/Miller	96.18%
Berkshire Hathaway PennFed	95.99%
Samson	95.84%
Weichert	95.81%
Fairfax Realty	94.92%
Exit Realty	94.91%
Washington Fine Properties	94.75%
TTR Sotheby's	94.37%
<b>MARKET AVERAGE</b>	<b>96.09%</b>

Average Number of Days on Market	
<b>McEneaney Associates</b>	<b>37.0</b>
Coldwell Banker	38.5
Century 21	40.1
Keller Williams	40.7
Long & Foster/Miller	44.7
RE/MAX	45.0
Weichert	46.1
Samson	46.6
TTR Sotheby's	46.7
Fairfax Realty	47.9
Berkshire Hathaway PenFed	49.4
Exit Realty	49.9
Washington Fine Properties	58.7
<b>MARKET AVERAGE</b>	<b>44.9</b>

\*This information is based on all resale home listings that went to settlement between January 1 and December 31, 2014 in Washington, DC, Montgomery and Prince George Counties in Maryland, and in Virginia - Arlington, Fairfax, Loudoun, and Prince William Counties and the Cities of Alexandria, Falls Church, Fairfax, Manassas and Manassas Park. Only those companies with at least 500 settled listings were included. Data derived from the MRIS Multiple Listing System and are believed reliable but not guaranteed. Some RE/MAX, Fairfax Realty, Exit, Keller Williams, Century 21, Berkshire Hathaway and Coldwell Banker offices are independently owned and operated.

