



RESULTS MATTER

Metropolitan Washington Area Second Half 2015

In the second half of 2015, McEneaney Associates sold the homes we marketed **more quickly and for a higher percentage of original listed price than the 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 Washington, DC office in 2007, we have added DC, Montgomery and Prince Georges Counties to our evaluation, and we've topped this category every time in the last nine years.) And also of interest, the average sales price in the metro area was \$464,342 – our average sales price was \$633,000.

We looked at the results the real estate companies in the Metropolitan Washington area with at least 500 settled listings.* 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 agents and the company, and their ability to **deliver results for the client that matter.**

Market conditions have varied widely in the seventeen 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	
McEneaney Associates	96.68%
Keller Williams	96.31%
Coldwell Banker	96.04%
Samson	95.78%
RE/MAX	95.64%
Long & Foster/Miller	95.46%
Century 21	95.34%
Weichert	95.32%
Fairfax Realty	93.89%

MARKET AVERAGE	95.49%
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Average Number of Days on Market	
McEneaney Associates	43.8
Coldwell Banker	44.4
Keller Williams	46.4
Samson	48.1
Fairfax	49.4
RE/MAX	49.5
Century 21	49.8
Long & Foster/Miller	51.1
Weichert	53.0

MARKET AVERAGE	49.8
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*This information is based on all resale home listings that went to settlement between July 1 and December 31, 2015 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. Net Sales Price is the Sold Price less any seller-paid subsidy. Data derived from the MRIS Multiple Listing System and are believed reliable but not guaranteed. Some RE/MAX, Fairfax Realty, Keller Williams, Century 21 and Coldwell Banker offices are independently owned and operated.

