

THE WASHINGTON INSIDER

The Kimberly Casey Team



With more than a decade of tracking high-end properties in the D.C. market, We've seen firsthand how this city continues to attract and retain luxury buyers, even in times of economic uncertainty.

The 2024 data shows that demand remains high for exclusive properties, and Washington, D.C. continues to offer a prestigious and profitable environment for luxury real estate investments.

Whether you're looking to buy or sell in this thriving market, my team and I are here to offer unparalleled insights, expert guidance, and a personalized approach that will ensure success in this unique market.

Kimberly Casey

D.C MARKET UPDATE: BUYERS BACK IN ACTION



The latest data indicates renewed buyer activity in the D.C. market. While overall home sales in September 2024 mirrored last year's numbers, the real story lies in the surge of **pending home sales**—which rose by nearly 16% compared to the previous year. This jump shows that buyers are stepping back into the market, likely encouraged by a combination of factors such as stabilizing interest rates and increasing home inventory.

For the eighth consecutive month, inventory levels have grown, giving buyers more options. The number of homes on the market is now 19% **higher** than a year ago, signaling a more balanced environment for both buyers and sellers. Despite the increase in inventory, home prices remain competitive, making this a critical time for potential buyers to act while more choices are available. Sellers can also benefit from serious buyer interest and the current market conditions.

Thinking of buying or selling? Now is the time to explore the opportunities that this changing market offers. **Contact us** for a personalized market assessment or consultation.



SEPTEMBER MARKET SNAPSHOT

September Market Snapshot

Washington, DC

Active Listings

2,599 ▲26%

Median Sales Price

\$600,000 ▼3%

Homes Sold

380 ▼15%

Avg. Days on Market

41

* September 2024 vs 2023; all residential sales in Washington, DC.

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INTERNATIONAL REALTY



September Market Snapshot

Northern Virginia

Active Listings

850 ▲3%

Median Sales Price

\$956,000 ▲8%

Homes Sold

552 ▲16%

Avg. Days on Market

21

* September 2024 vs 2023; all single family home sales in Fairfax, Arlington, Alexandria, and Falls Church, VA.

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Sotheby's
INTERNATIONAL REALTY



September Market Snapshot

Montgomery County

Active Listings

1,200 ▲33%

Median Sales Price

\$585,000 ▲5%

Homes Sold

682 ▼10%

Avg. Days on Market

20

* September 2024 vs 2023; all residential sales in Montgomery County, MD.

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FOR YOUR EYES ONLY: OUR PRIVATE LISTING PLATFORM

FOR YOUR EYES ONLY

Our Private Listings

Get access to our incredible inventory of over \$500m in private listings

Unlock exclusive access to our \$500M portfolio of private listings. These properties aren't available on the open market or on Zillow—reserved just for you. Contact us today to gain your VIP access.

KIMBERLY AND MICHAEL TO NASHVILLE FOR THE SOTHEBY'S
GLOBAL NETWORKING CONFERENCE





This year's Global Networking Event was an inspiring experience. Our company welcomed more than **2,500 attendees from 39 countries and 45 U.S. states and territories**, representing more than 170 Sotheby's International Realty companies.

The Sotheby's Global Networking Event (GNE) is a prestigious annual gathering that connects real estate professionals from around the world, fostering new relationships and sharing best practices.

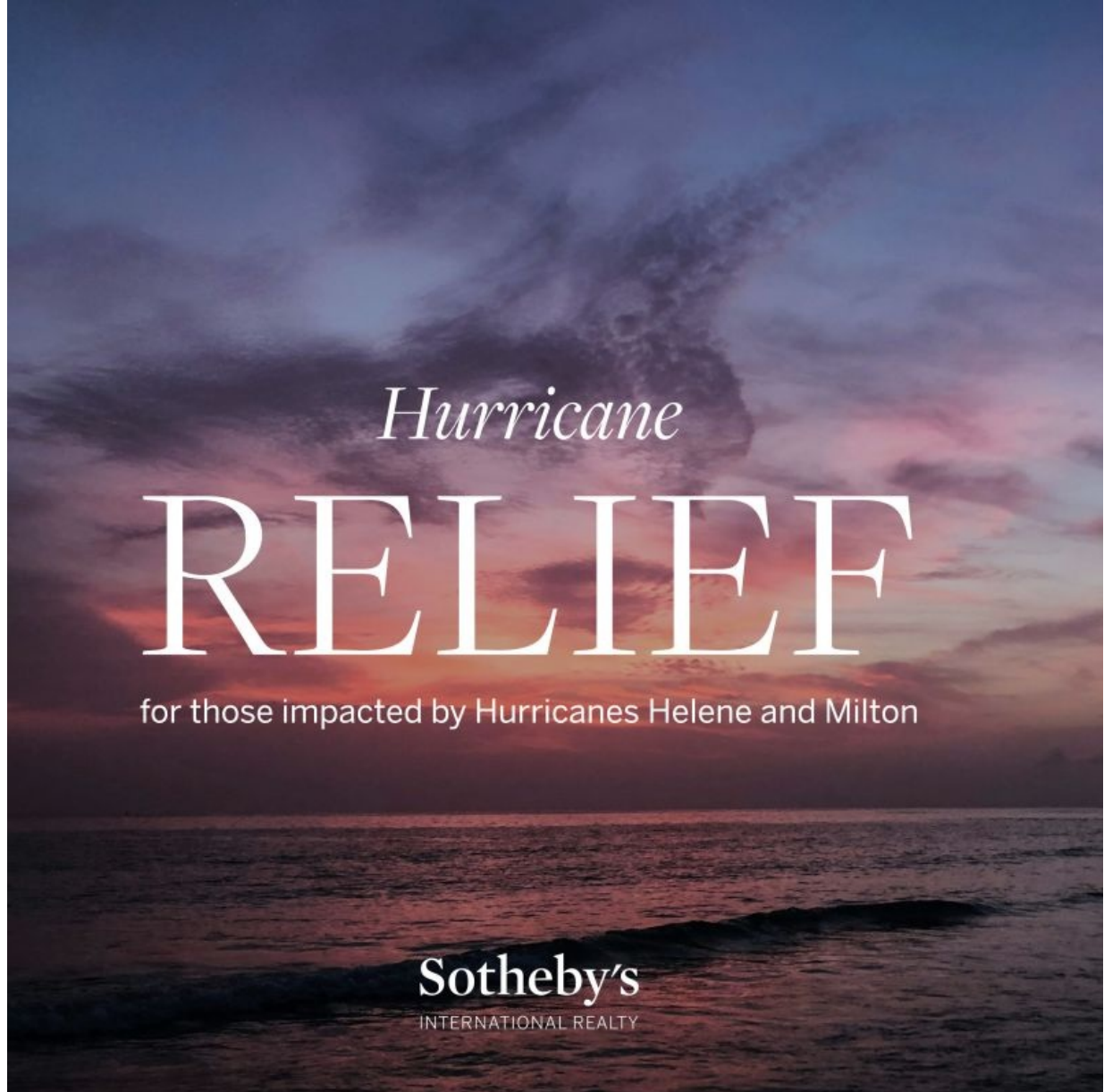
From inspiring icons like Reese Witherspoon and our incredible CEO, Phillip White, to break out sessions on new development, branding and marketing strategies. This event was nothing short of exceptional. We are so proud to be part of the Sotheby's International Realty family.

KIMBERLY TO NEW YORK FOR RYAN SERHANT MASTERMIND



Attending the Ryan Serhant Mastermind in New York was a transformative experience for Kimberly. Hosted by one of the most renowned figures in luxury real estate, the event offered an exclusive, in-depth look into cutting-edge sales techniques, marketing strategies, and personal branding.

HURRICANE HELENE / MILTON WAYS WE CAN HELP



In the aftermath of Hurricane Helene, communities are in need of critical support, and there are many ways we can come together to help.

Relief Resources: <https://lnkd.in/eSCvhRpj>

North Carolina Supplies Donations: <https://lnkd.in/eUjt5vKq>

Florida Supplies Donations: <https://lnkd.in/ew3nb4kw>

Beyond monetary donations, you can also support by volunteering your time, donating blood, or even organizing community fundraisers to raise awareness. Every action counts in helping rebuild lives after such devastating events.



Are hurricanes getting worse? Here's what you need to know...

MICHAEL'S FIVE YEAR ANNIVERSARY CELEBRATION AT L'AUBERGE CHEZ FRANÇOIS



We had a lovely lunch at L'Auberge Chez François in Great Falls, celebrating Michael's five-year anniversary with The Kimberly Casey Team. It was a combo celebration for his birthday on October 19th as well. The lunch experience was amazing, and we always enjoy getting together as a team. Michael's girlfriend, Emily, joined us, along with Josh Friedson, our trusted lender colleague and friend. We're so happy for Michael and can't wait to see all the success that lies ahead for him!

KIMBERLY CASEY'S FAVORITE DC DINING SPOTS



Cafe Milano (@cafemilanodc):

The staff is the absolute best, and the four cheese pizza with truffle oil (off-menu) transports you straight to Italy! Laurent is hands down the best maître d' in the city. Hosting private events here is a dream, thanks to Francisco and the amazing team.

Millie's (@milliesdc):

Millie's is always fun! The best queso in the world, the Jackson Point Salad with a side of basil dressing, and the 40th Hole chicken quesadillas with goat cheese and roasted onions are out of this world.

Bourbon Steak (@bourbonsteakdc):

Their \$32 lunch special is one of the best deals in town. It includes a non-alcoholic beverage, salad or fries, a burger (try the turkey burger without the bun—my favorite!), and a dessert, all served at the bar.

Le Diplomate (@lediplomatedc):

Le Diplomate has the best bread basket, and everything is always consistent. My favorite dessert on the planet is their chocolate pot de crème. For lunch, I love the salmon with lentils or the chicken paillard. The staff is always so friendly!

Fiola Mare (@fiolamaredc):

Fiola Mare has an incredible patio overlooking the Potomac River, perfect for a special outing. It's pricy but worth it, especially with their three-course \$32 lunch special. Their oysters are hands-down the best in town!

South Block (@southblock):

I get their Super Green smoothie almost every single day—it's my go-to in Georgetown! I always add collagen protein for an extra boost.

Cactus Cantina (@cactuscantinadc):

Such a fun neighborhood spot! The owners are fabulous and always welcoming. The fajitas and quesadillas are fantastic, and you can't forget about the endless chips and salsa.

Capital Grille (@capgrille):

The Maine Lobster salad with avocado and mango is perfection. I also love their French onion soup. A perfect combo for a delicious meal.

Ledo Pizza (@ledopizza):

I know it's not a popular opinion, but Ledo's is my favorite! Maybe because I grew up here, but I love it plain with extra sauce. I'm still upset they closed the Georgetown location!

The Palm (@thepalm):

Old faithful! One of the few places where you can get whole lobsters, and they make one of the best margaritas in town. Their cosmos are pretty fabulous too!

Quarterdeck (@quarterdeckarlington):

The best crabcakes and one of the only places you can get crabs. It's casual and fun, perfect for a laid-back meal with friends.

Cava (@cava):

The perfect go-to for eat-in-office salads. My usual is chicken with super greens and Greek vinaigrette. So good every time!



Best City for Parks

Washington, DC was recently named the best big-city park system in the U.S. for 2024 by the Trust for Public Land. This ranking is based on factors like park access, size, and amenities, with DC scoring top marks for its extensive green spaces and recreation areas



SOTHEBY'S AUCTION HOUSE



Rare and Highly Important
18th Century Royal & Noble Jewels



A Legacy of Beauty,
The Collection of
Sydell Miller



Contemporary Day
Auction Featuring
Andy Warhol

INSIDE THE GLOBAL REAL ESTATE MARKET



Dalí Decor: How to Curate
a Surrealist Interior



The Transformation
of Dubai into a
Fashion Capital



What is a Perfect
Home for Gen Z?

Top City to Visit in 2024

DC was recognized as one of the best cities to visit in 2024 for its rich cultural offerings, historic landmarks, and unique events like the National Cherry Blossom Festival



THE LOCAL STANDARD



Plan a day at The People's House - A White House Experience



Discover Basquiat x Banksy at Hirshhorn



Shop, Stroll, & Savor
at the Georgetown
Fall Market

CULTURAL SPOTLIGHT



Honoring Breast Cancer Awareness Month



Join the 9th Annual
Walk to Bust Cancer



Support Breast
Cancer Research

Did you know?

A recent poll found that 76% of DC residents want the Washington Commanders to return to a stadium in the city, hoping to bring NFL action back to the capital. Do you agree?



WHAT IS THE KIMBERLY CASEY TEAM DOING THIS WEEKEND

Kimberly is headed to Miami to see Taylor Swift. #ErasTour

Michael is going to New York with Emily to celebrate his birthday.

Farleigh is hosting the Episcopal School parent party on Saturday.

Kayla is celebrating her best friend and roommate's birthday this weekend.

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The Kimberly Casey Team

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Entrepreneur

★ Top Producing Luxury Real Estate » Development Sales Team in DC, MD & VA with TTR Sotheby's International Realty... more

🌐 www.kimberlycaseyteam.com

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REELS

TAGGED





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