

## Urban Pace racks up Majority of Sales in Mid-priced Condos

For the first five months of 2008, Urban Pace, a Washington-based real estate brokerage led by Lynn Hackney, dominated sales of condos priced between \$300,000 and \$550,000 in the Adams Morgan/Dupont Circle/Logan Circle area of Washington, DC. Urban Pace was the listing broker on more than one out of every four condos and coops that went under contract in this price range during this period.

“Our sales managers are very good at educating people on the benefits of purchasing a home in these neighborhoods,” said Michele Topel, Vice President of Sales for Urban Pace. “They can speak to the reasons why buying a condo in the heart of DC at current prices is a great deal.”

When the Urban Pace affiliate EYA Urban is added to the calculation, almost one in three contracts were written by the combined entities. “The urban product is our specialty,” said Hackney, President of both companies. “We’ve definitely worked hard to distinguish ourselves in this segment of the market.”

On the selling side, Michele Topel of Urban Pace garnered the most contracts in the period, followed by Sadie Simpson of Real Estate Services.

City Influence is a real estate marketing and research firm based in Washington, DC. For more information on this or other City Influence services, please contact Kim Hoover: [kim@cityinfluence-dc.com](mailto:kim@cityinfluence-dc.com)