

Media Contact:

Kim Hoover

202-309-5209

Urban Pace Tops List of Brokers Selling High-End Condos

January 6, 2009

Washington, DC. Urban Pace, headed by Lynn Hackney, also President of EYA Urban Realtors, topped the City Influence High-End Condo Brokers Index for 2008, a particularly difficult market environment. Urban Pace racked up 28 total transactions in high-end condo sales for the period, representing a 15.5% market share, almost double the market share of second place, which went to the New Mexico Avenue office of Washington Fine Properties with 16 total transactions or 8.2%.

The DuPont Circle office of Coldwell Banker Residential Brokerage ranked third in our index with 13 total transactions in the high-end condo market or 7% market share, followed by the Georgetown office of Coldwell Banker with 10 total transactions or 5% market share. Tutt, Taylor and Rankin Sotheby's' Georgetown office put in a strong showing with 8 transactions or 4% market share.

Urban Pace dominated the listing side of the transactions, with 19, or almost 20%. Washington Fine Properties just edged out Urban Pace on the buy side with 10 transactions compared to 9 for Urban Pace.

The 2008 Urban Pace performance represents an improvement over its strong showing in our index in 2007 as do the results for the DuPont Circle office of Coldwell Banker. Below is a table comparing the top brokers 2007 and 2008 performances in our index.

Brokerage Office	Market Share 2008	Market Share 2007
Urban Pace	15.5%	12.2%
Washington Fine Properties	8.2%	10.8%
Coldwell Banker Georgetown	5%	8%
Coldwell Banker DuPont	7%	4%
TTR Sotheby's Georgetown	4%	Did not make index*

*TTR Sotheby's Logan Circle office took a 4% market share in 2007.

The City Influence Brokers Index is based on data reported to the multiple listing

service, MRIS. The current release of the Index reflects condominium transactions that closed between January 1, 2008 and December 31, 2008, at a list price of \$950,000 or more in the District and in Arlington, Virginia. Brokers' offices are analyzed as separate transaction centers. Future indices will include other market areas, price ranges and home types.

For more information, contact Kim Hoover, President of City Influence, at 202-309-5209 or kim@cityinfluence-dc.com.