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LuxInsight

Alexandria City

Virginia

Luxury Housing Market Update

June 2018



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Alexandria City, Virginia - June 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

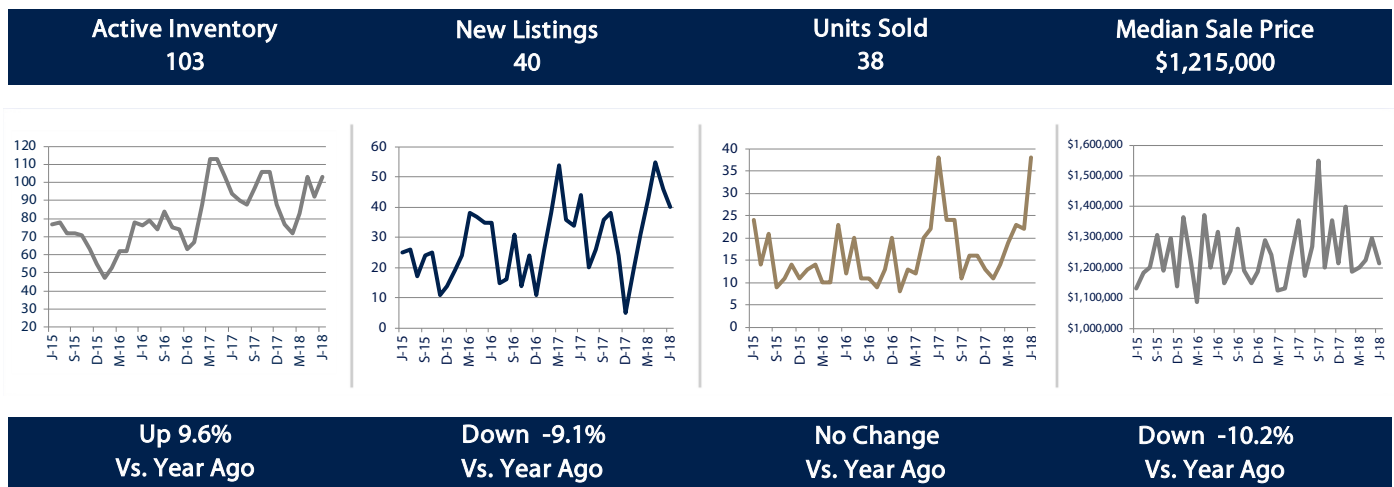
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE

Homes \$1 Million+

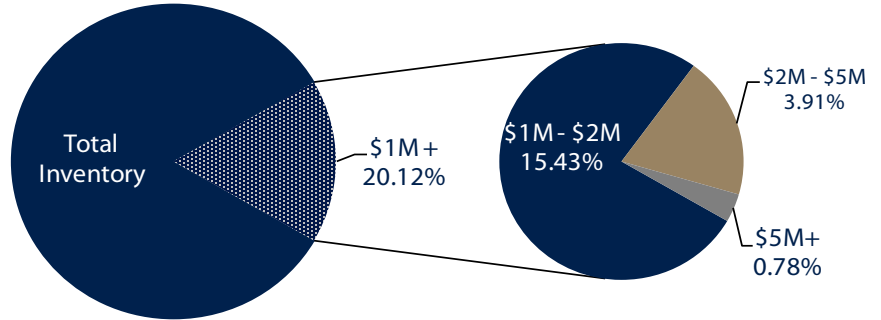


Alexandria City, Virginia - June 2018

Compared to last June, the total number of homes more than \$1 Million available this month was higher by 9.6% and higher by 35.5% compared to June 2016.

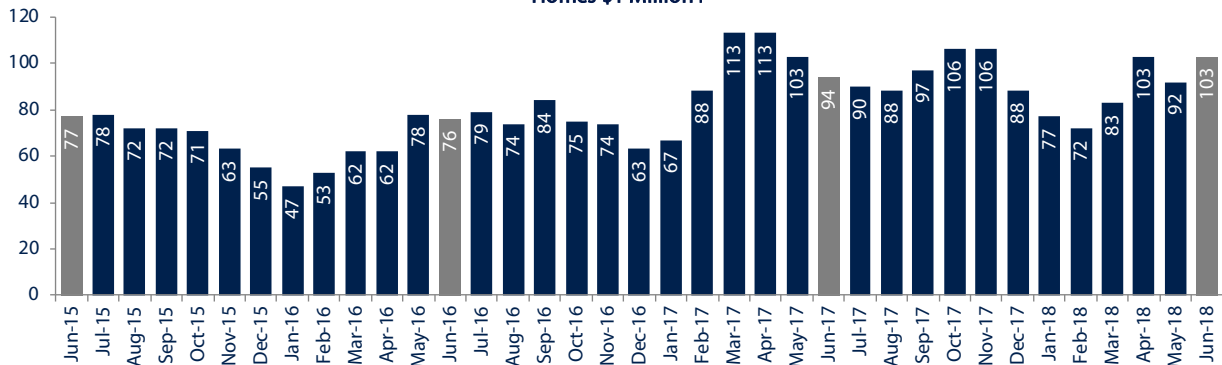
Active inventory this June was 12.0% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

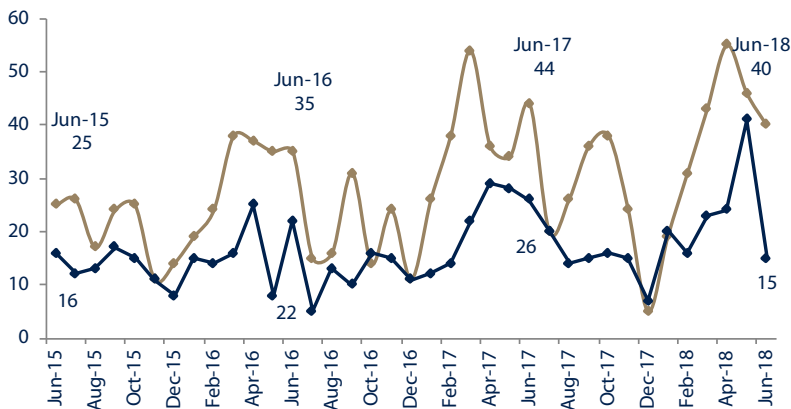
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

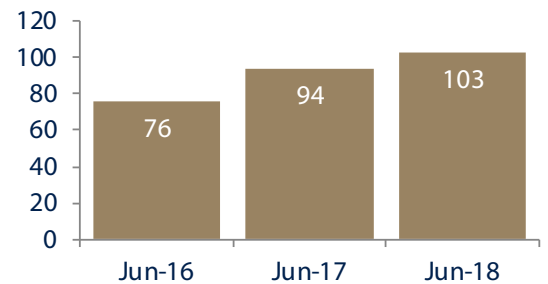
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

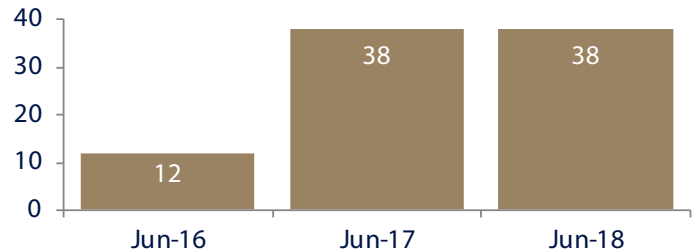


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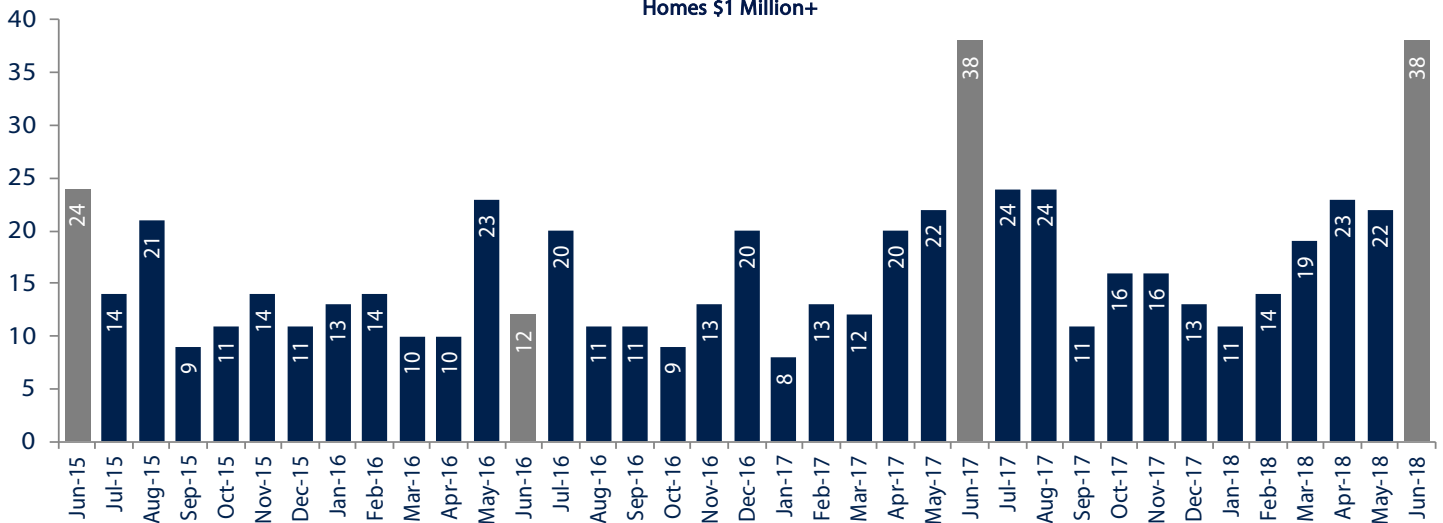
This month's total units sold for homes more than \$1 Million is similar compared to a year ago.

There was an increase of 72.7% in luxury units sold in June compared to May of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

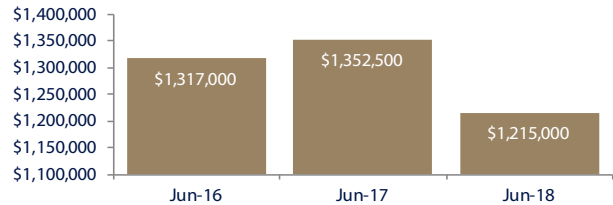
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 31, 2018	Alexandria	22304	\$1,420,000	\$1,420,000	100.0%	3	✓	
April 2, 2018	Alexandria	22302	\$1,275,000	\$1,275,000	100.0%	6		✓
April 18, 2018	Alexandria	22302	\$1,145,000	\$1,145,000	100.0%	2		✓
April 23, 2018	Alexandria	22301	\$1,135,000	\$1,135,000	100.0%	18	✓	
April 24, 2018	Alexandria	22302	\$1,085,000	\$1,085,000	100.0%	39	✓	
April 18, 2018	Alexandria	22314	\$1,084,000	\$1,074,000	99.1%	1	✓	
April 25, 2018	Alexandria	22301	\$1,090,000	\$1,065,000	97.7%	22	✓	
March 29, 2018	Alexandria	22305	\$1,290,000	\$1,310,000	101.6%	143	✓	✓
March 15, 2018	Alexandria	22302	\$1,265,000	\$1,265,000	100.0%	1	✓	
March 23, 2018	Alexandria	22314	\$1,395,000	\$1,260,000	90.3%	118		✓

Alexandria City, Virginia - June 2018

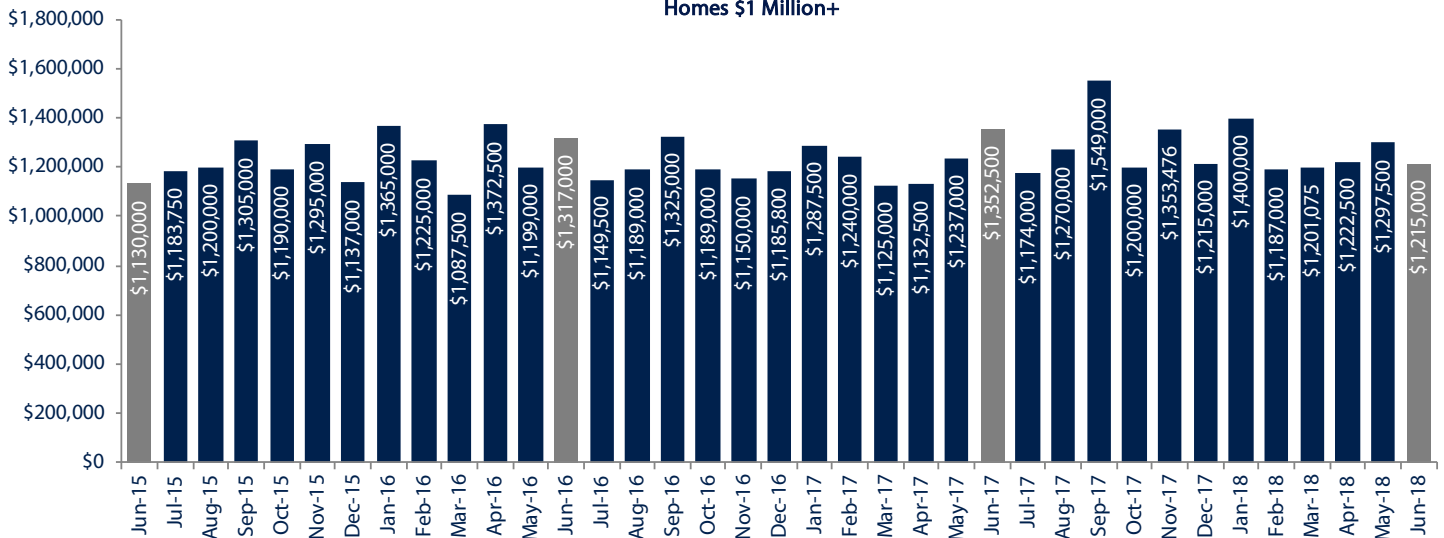
In June, the median sales price for homes more than \$1 Million was \$1,215,000, a decrease of 10.2% compared to last year.

The current median sales price was lower by 6.4% than in May.

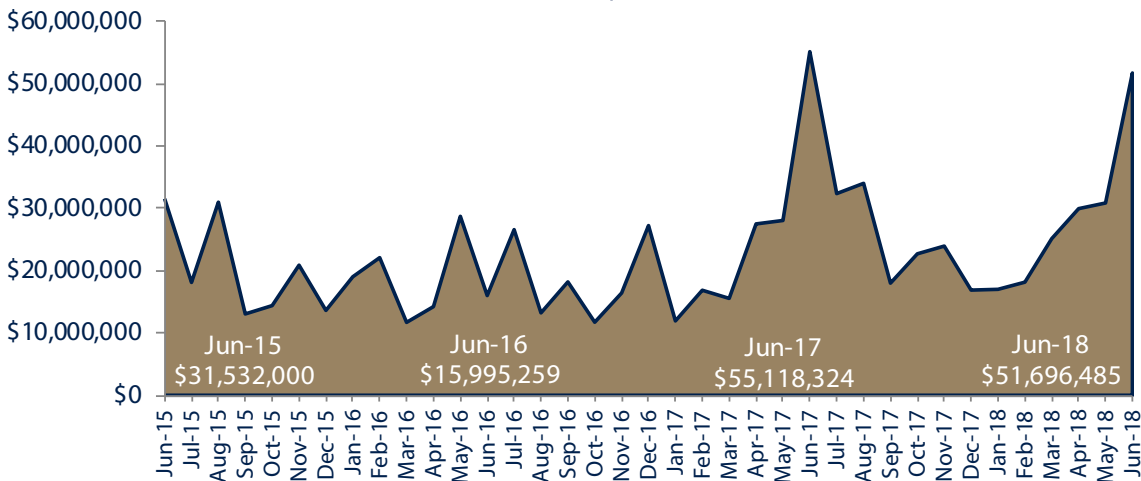
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this June was 6.2% lower than the same month one year ago.

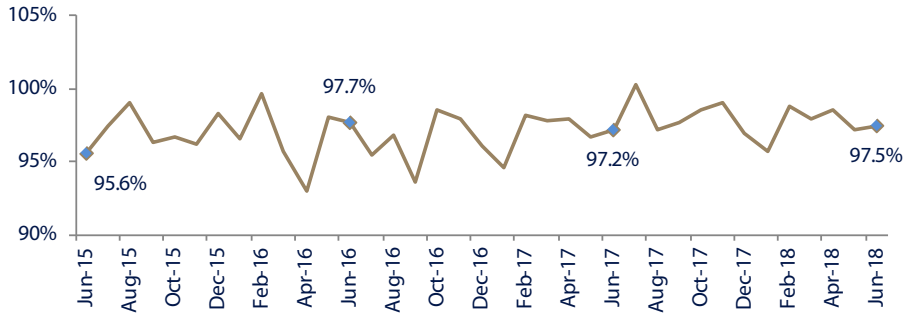
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In June, the average sale price for homes more than \$1 Million was 97.5% of the average list price, which is 0.3% higher than at this time last year.

This month, the average number of days on market was 26, higher than the average last year, which was 24, an increase of 8.3%.

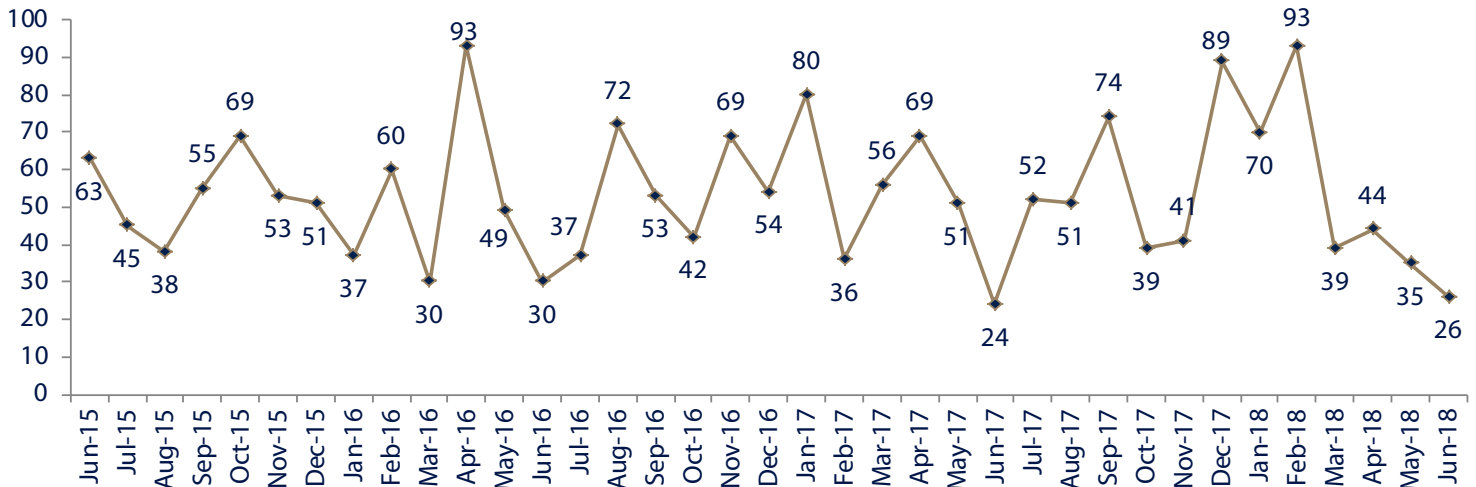
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



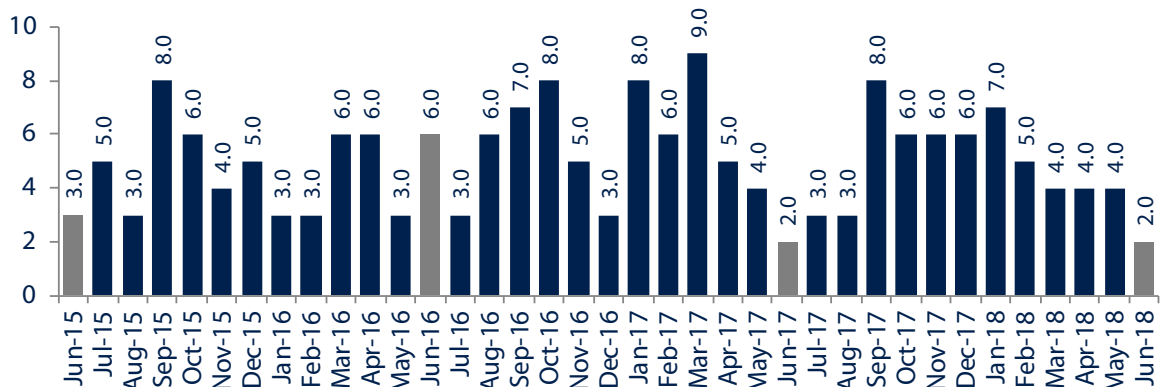
DAYS ON MARKET

Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+



In June, there was 2.0 months of supply available. The amount of supply is similar compared to a year ago.

Alexandria City, Virginia - June 2018

References & Definitions

ALEXANDRIA CITY, VA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Metropolitan Regional Information Systems (MRIS) MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. This report includes coverage for the City of Alexandria, Virginia only.

Analysis dates for all regions are June 1, 2015 through June 30, 2018.

Contacts & Disclaimers

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are June 1, 2015 through June 30, 2018".

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