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REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

LuxInsight

Alexandria City

Virginia

Luxury Housing Market Update

January 2019



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Alexandria City, Virginia - January 2019

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+

Active Inventory

47

New Listings

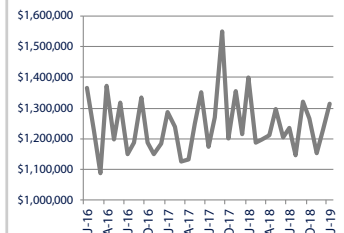
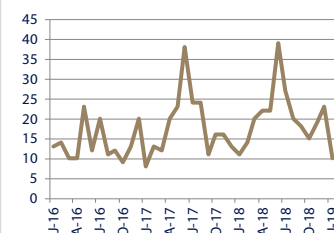
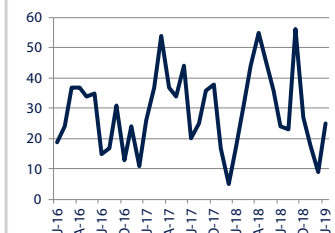
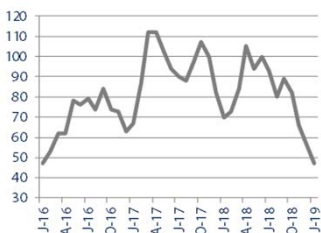
25

Units Sold

10

Median Sale Price

\$1,314,500



Down -32.9%
Vs. Year Ago

Up 47.1%
Vs. Year Ago

Down -9.1%
Vs. Year Ago

Down -6.1%
Vs. Year Ago

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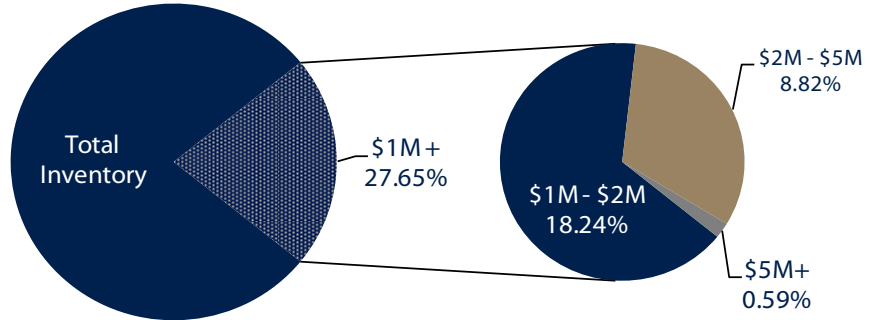
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Compared to last January, the total number of homes more than \$1 Million available this month was lower by 32.9% and lower by 29.9% compared to January 2017.

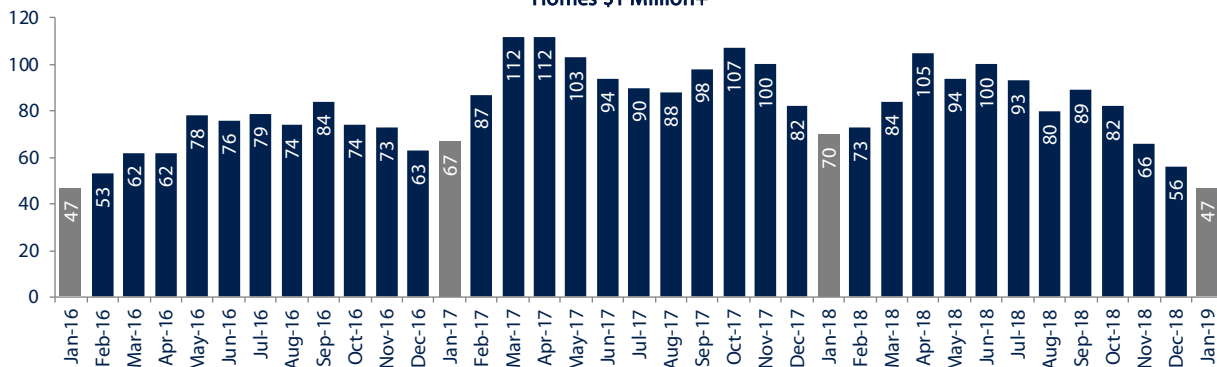
Active inventory this January was 16.1% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

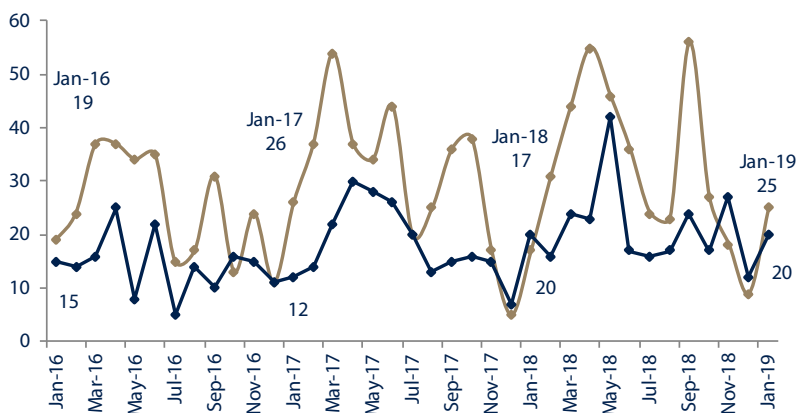
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

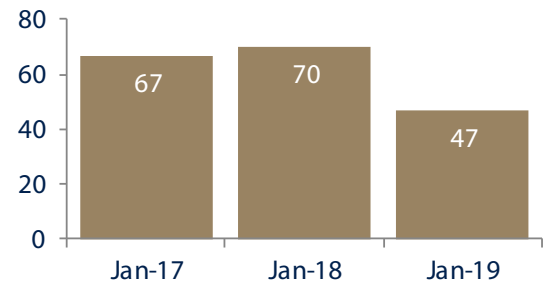
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

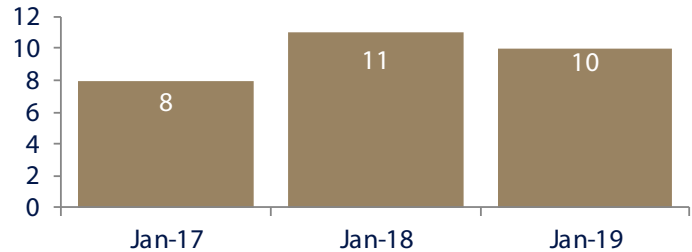


Alexandria City, Virginia - January 2019

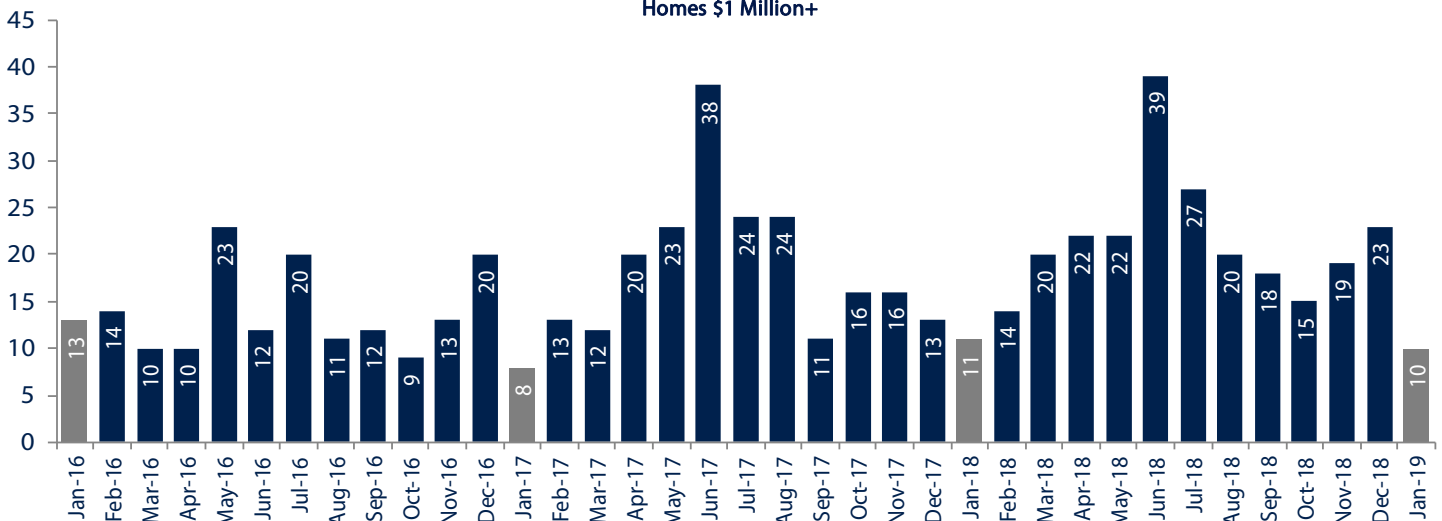
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 9.1% versus last January and an increase of 25.0% versus January of 2017.

There was a decrease of 56.5% in luxury units sold in January compared to December of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

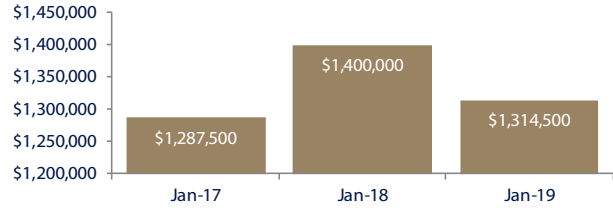
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
January 24, 2019	Alexandria	22301	\$1,735,000	\$1,680,000	96.8%	60		✓
January 10, 2019	Alexandria	22314	\$1,450,000	\$1,360,000	93.8%	88	✓	
December 14, 2018	Alexandria	22314	\$1,275,000	\$1,250,000	98.0%	156	✓	✓
November 30, 2018	Alexandria	22314	\$1,200,000	\$1,190,000	99.2%	10	✓	
November 29, 2018	Alexandria	22314	\$1,097,850	\$1,110,000	101.1%	6		✓
November 30, 2018	Alexandria	22314	\$1,099,999	\$1,050,000	95.5%	160		✓
November 20, 2018	Alexandria	22314	\$1,050,000	\$1,020,000	97.1%	163	✓	
October 31, 2018	Alexandria	22301	\$1,350,000	\$1,350,000	100.0%	51	✓	
October 16, 2018	Alexandria	22301	\$1,325,000	\$1,265,000	95.5%	130		✓
October 5, 2018	Alexandria	22301	\$1,234,567	\$1,230,000	99.6%	32	✓	

Alexandria City, Virginia - January 2019

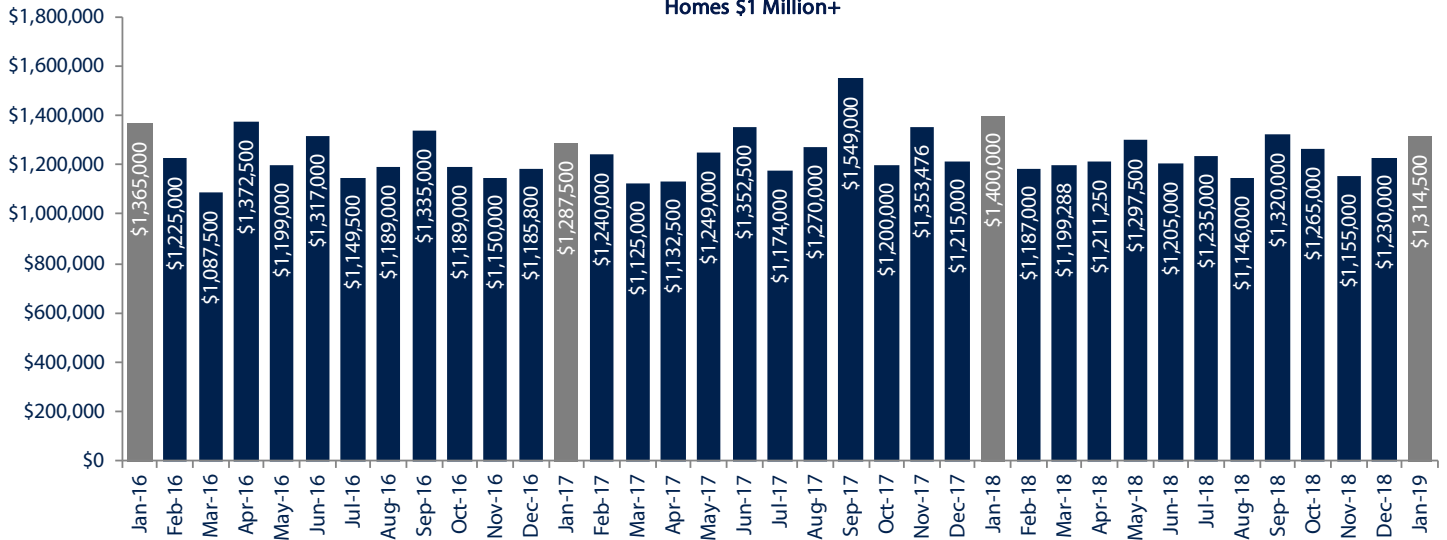
In January, the median sales price for homes more than \$1 Million was \$1,314,500, a decrease of 6.1% compared to last year.

The current median sales price was higher by 6.9% than in December.

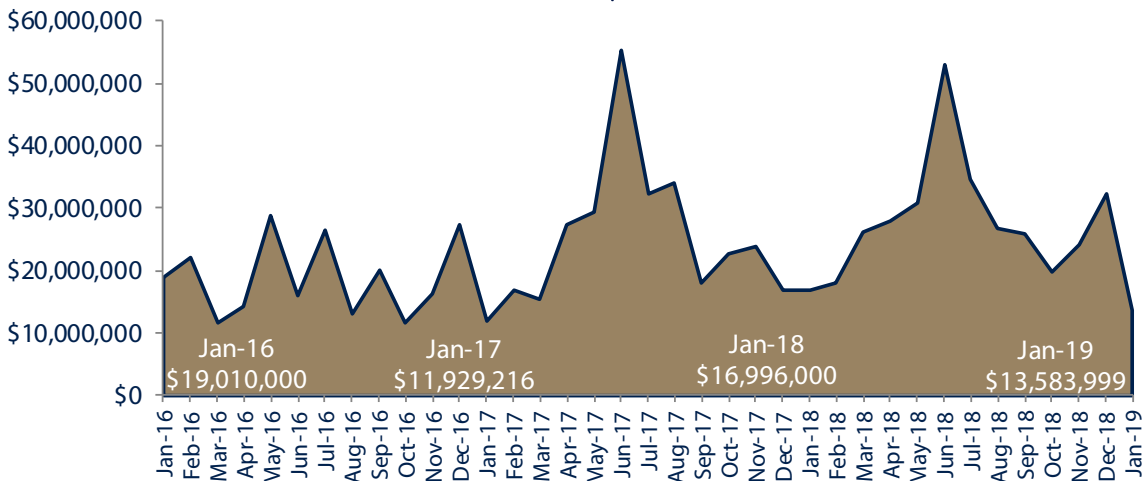
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this January was 20.1% lower than the same month one year ago.

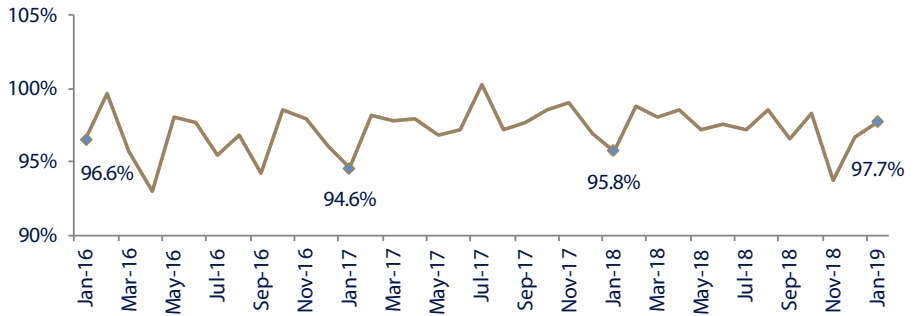
Alexandria City, Virginia - January 2019

In January, the average sale price for homes more than \$1 Million was 97.7% of the average list price, which is 1.9% higher than at this time last year.

This month, the average number of days on market was 79, lower than the average last year, which was 94, a decrease of 16.0%.

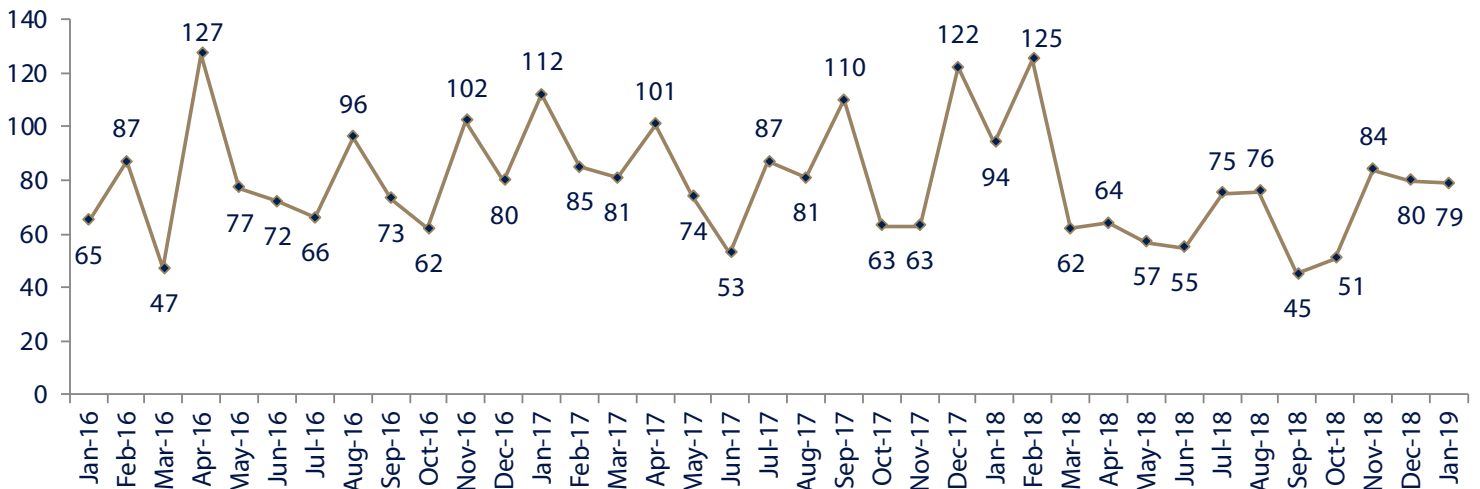
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

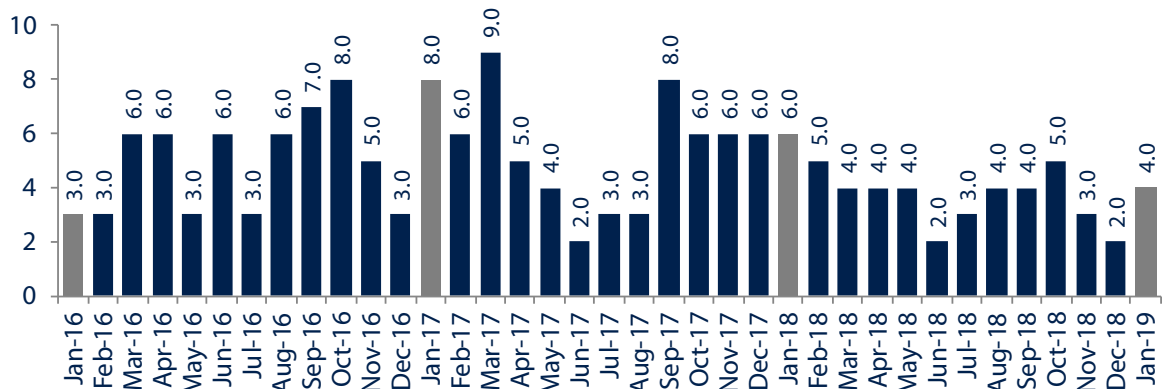
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In January, there were 4.0 months of supply available, compared to 6.0 in January of 2018. That is a decrease of 33.3% versus a year ago.



Alexandria City, Virginia - January 2019

References & Definitions

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

Based on data supplied by Bright 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 January 1, 2016 through January 31, 2019.

Contacts & Disclaimers

MEDIA CONTACT

Vicki Bendure, Bendure Communications
Email: Vicki@bendurepr.com
Phone: (540) 687-3360

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc. Senior Market Research Analyst

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