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# LuxInsight

Alexandria City

Virginia

Luxury Housing Market Update

April 2018



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## Alexandria City, Virginia - April 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.

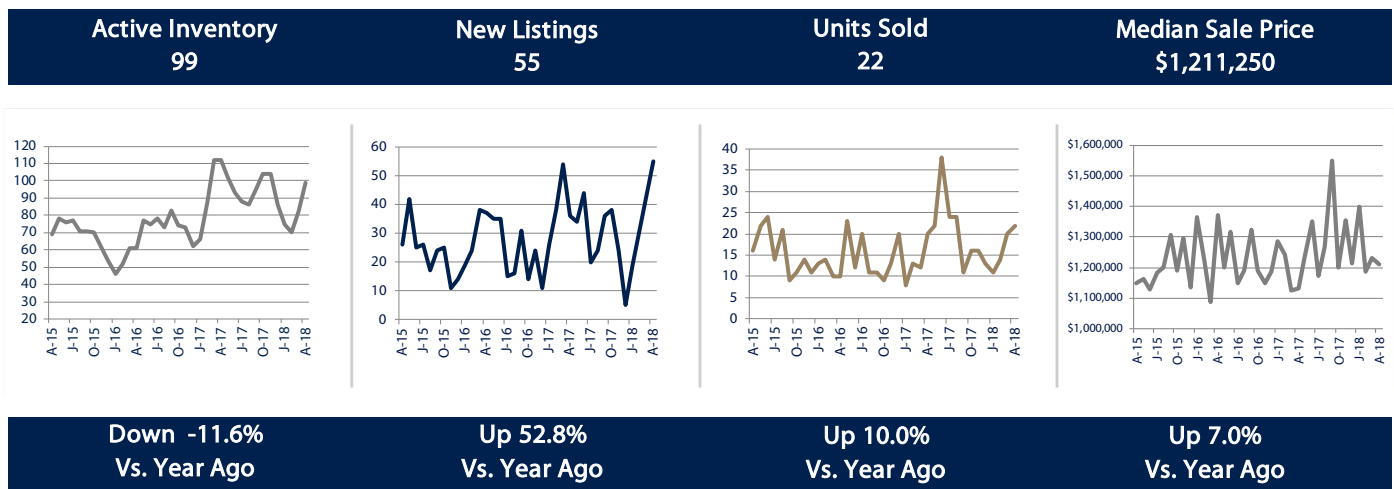
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

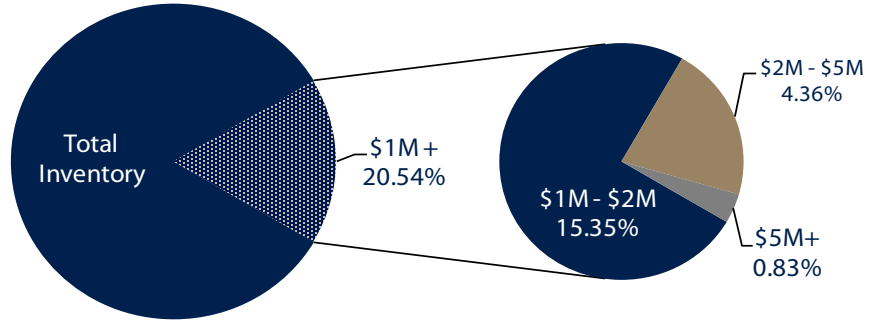


## Alexandria City, Virginia - April 2018

Compared to last April, the total number of homes more than \$1 Million available this month was lower by 11.6% and higher by 62.3% compared to April 2016.

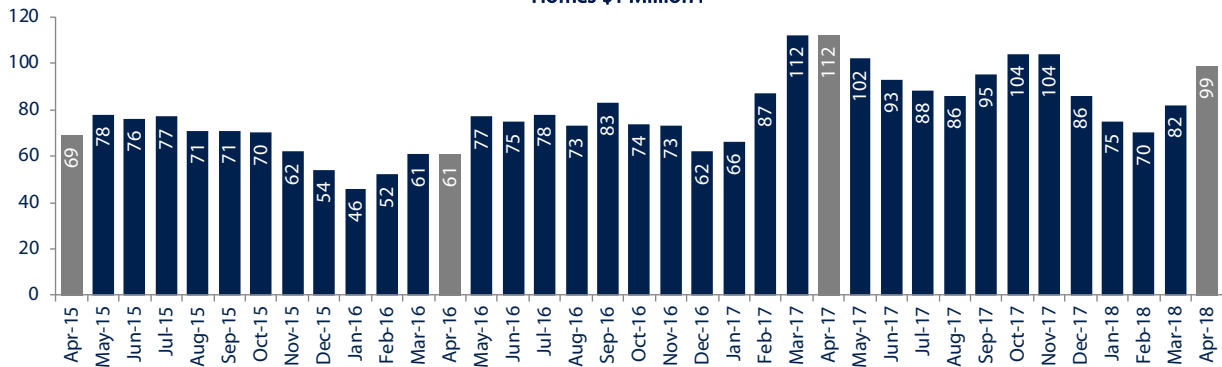
Active inventory this April was 20.7% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



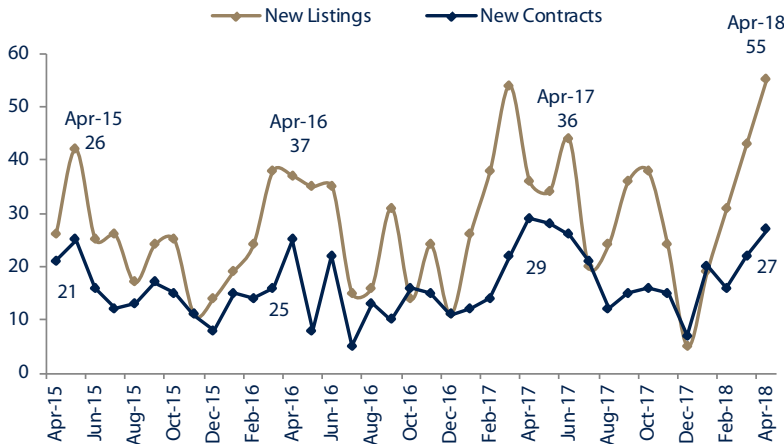
### ACTIVE INVENTORY

Homes \$1 Million+



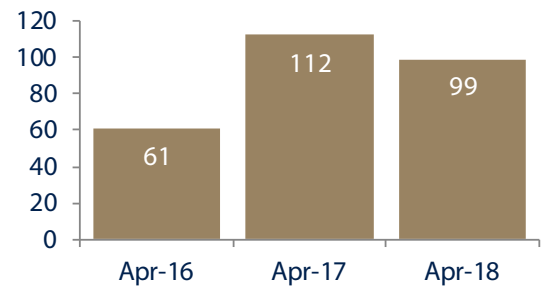
### NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$1 Million+

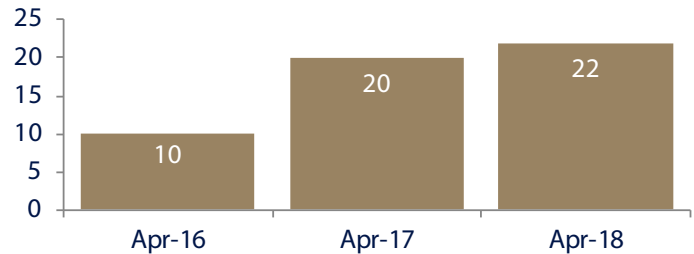


## Alexandria City, Virginia - April 2018

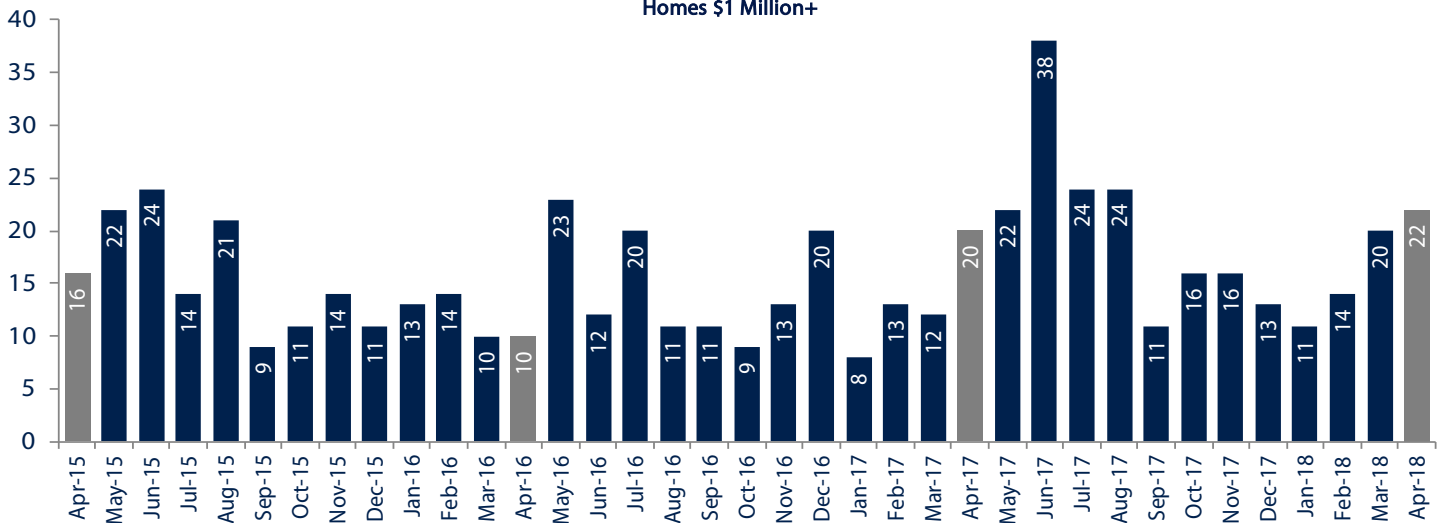
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 10.0% versus last April and an increase of 120.0% versus April of 2016.

There was an increase of 10.0% in luxury units sold in April compared to March of this year.

**UNITS SOLD**  
Versus Previous Years  
Homes \$1 Million+



**UNITS SOLD**  
Homes \$1 Million+



### RECENT SELECTED LUXURY SALES

Homes \$1 Million+

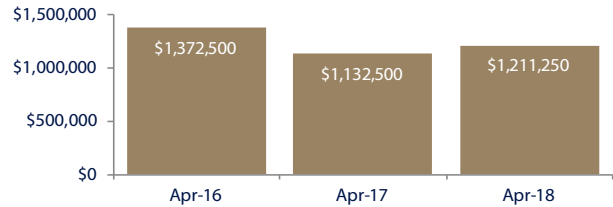
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 2, 2018	Alexandria	22302	\$1,275,000	\$1,275,000	100.0%	6		✓
April 18, 2018	Alexandria	22302	\$1,145,000	\$1,145,000	100.0%	2		✓
April 23, 2018	Alexandria	22301	\$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		✓
March 16, 2018	Alexandria	22314	\$1,249,900	\$1,197,500	95.8%	12		✓

## Alexandria City, Virginia - April 2018

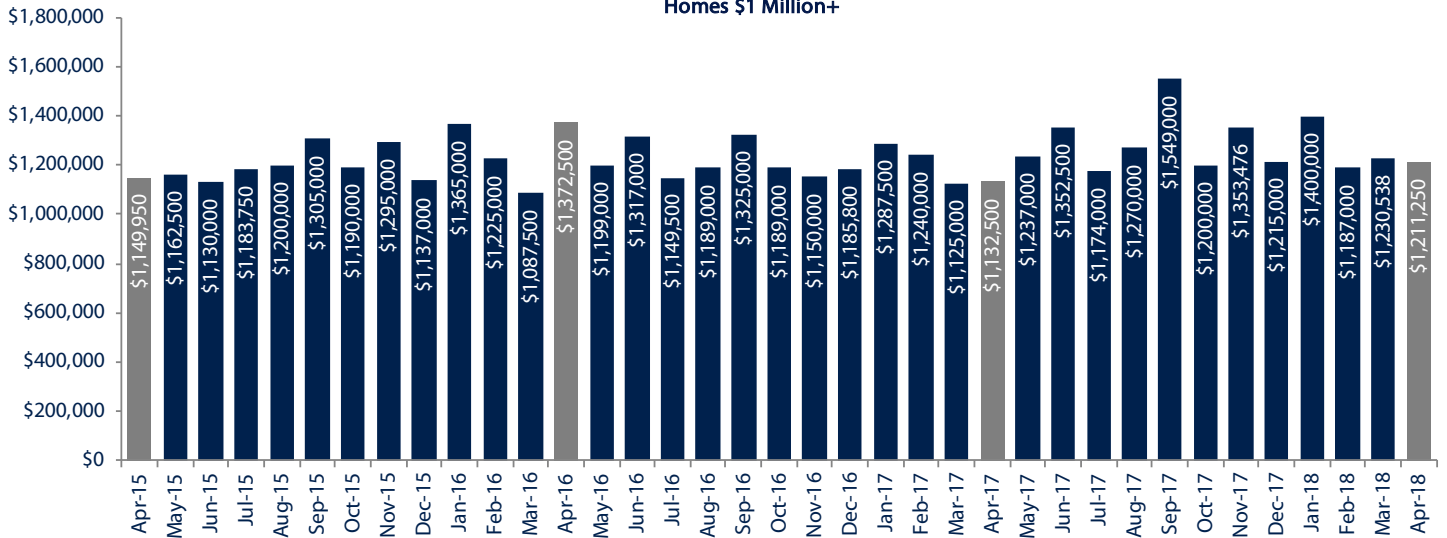
In April, the median sales price for homes more than \$1 Million was \$1,211,250, an increase of 7.0% compared to last year.

The current median sales price was lower by 1.6% than in March.

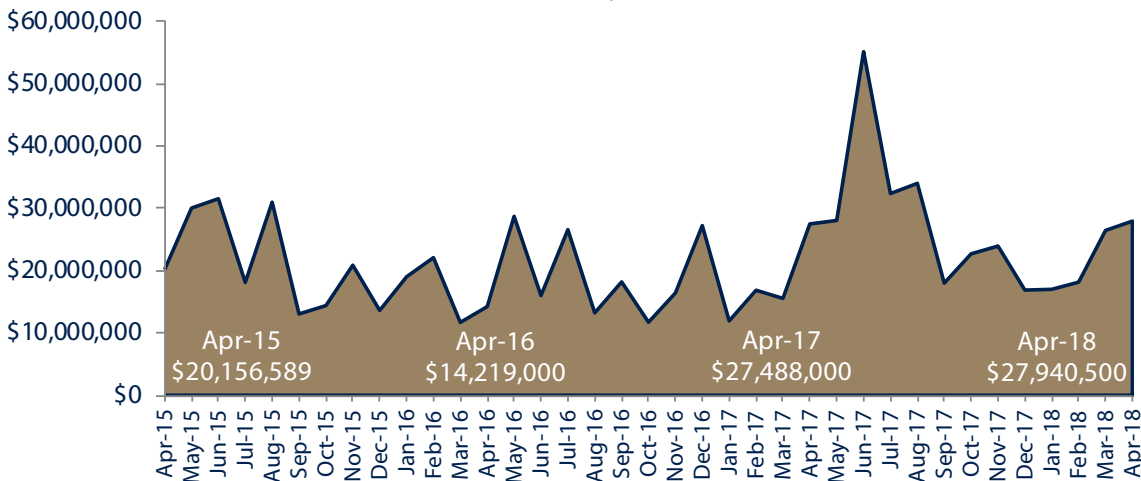
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$1 Million+



**MEDIAN SALES PRICE**  
Homes \$1 Million+



**TOTAL DOLLAR VOLUME SOLD**  
Homes \$1 Million+



Total volume sold this April was 1.6% higher than the same month one year ago.

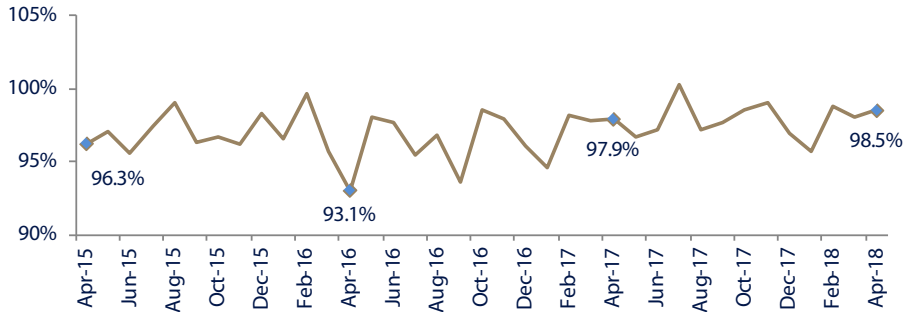
## Alexandria City, Virginia - April 2018

In April, the average sale price for homes more than \$1 Million was 98.5% of the average list price, which is 0.6% higher than at this time last year.

This month, the average number of days on market was 46, lower than the average last year, which was 69, a decrease of 33.3%.

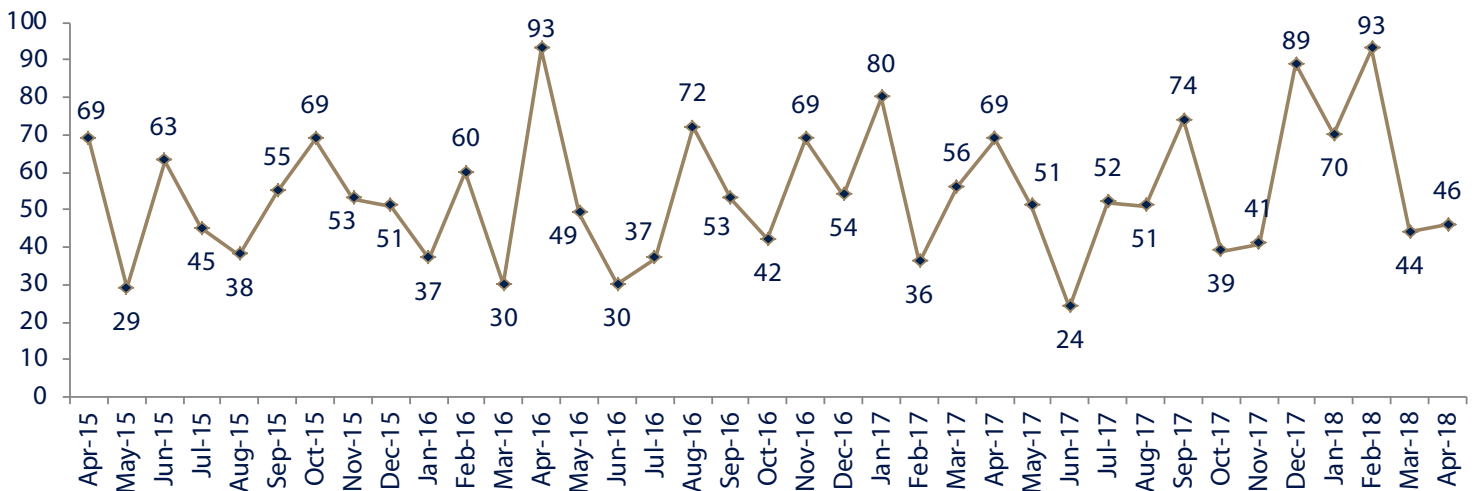
### SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



### DAYS ON MARKET

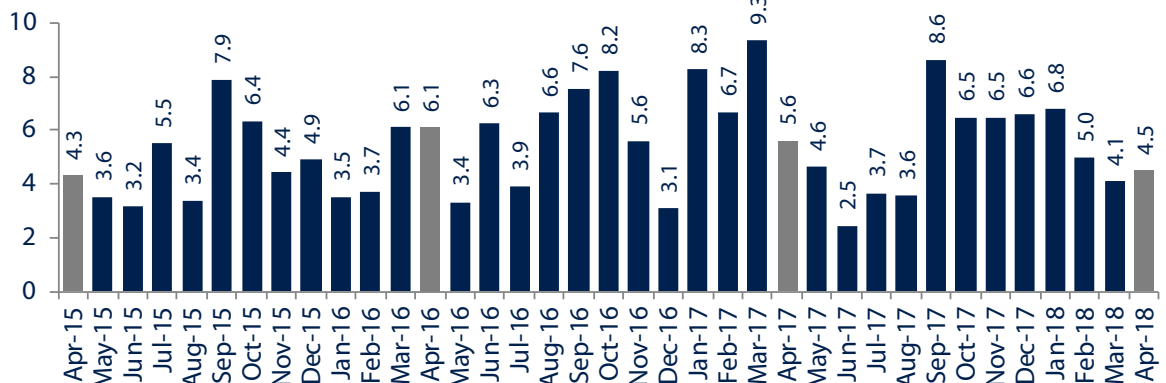
Homes \$1 Million+



### MONTHS OF SUPPLY

Homes \$1 Million+

In April, there were 4.5 months of supply available, compared to 5.6 in April of 2017. That is a decrease of 19.6% versus a year ago.



## Alexandria City, Virginia - April 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 April 1, 2015 through April 30, 2018.

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

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