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# LuxInsight

**Alexandria City**

Virginia

Luxury Housing Market Update

July 2017



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## Alexandria City, Virginia - July 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.



Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.

If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

### AT A GLANCE

Homes \$1 Million+



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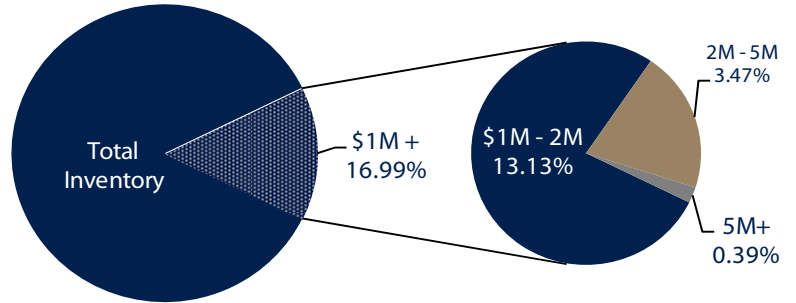
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## Alexandria City, Virginia - July 2017

Compared to last July, the total number of homes more than \$1 Million available this month was higher by 12.8% and higher by 14.3% compared to July 2015.

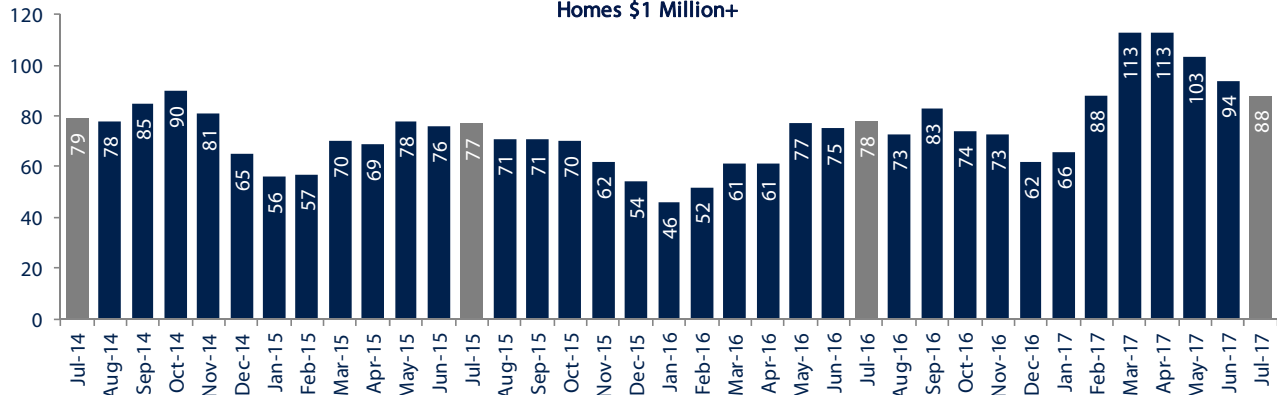
Active inventory this July was 6.4% lower than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

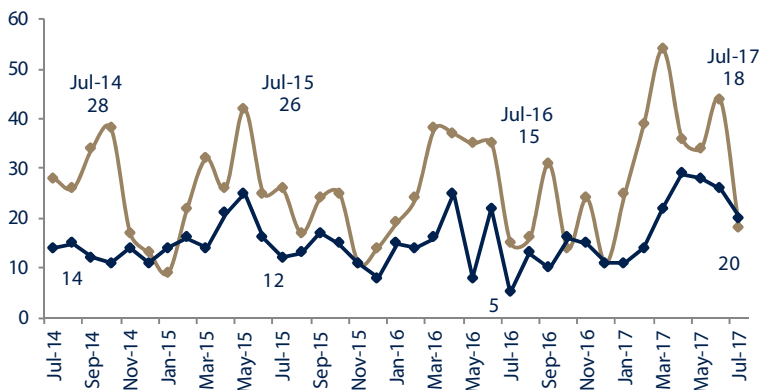
Homes \$1 Million+



### NEW LISTINGS & NEW CONTRACTS

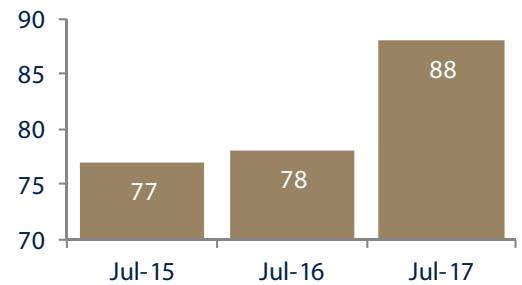
Homes \$1 Million+

— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$1 Million+

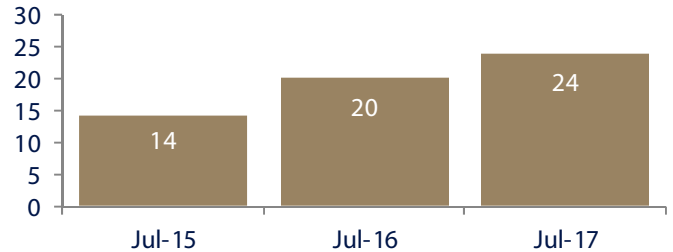


## Alexandria City, Virginia - July 2017

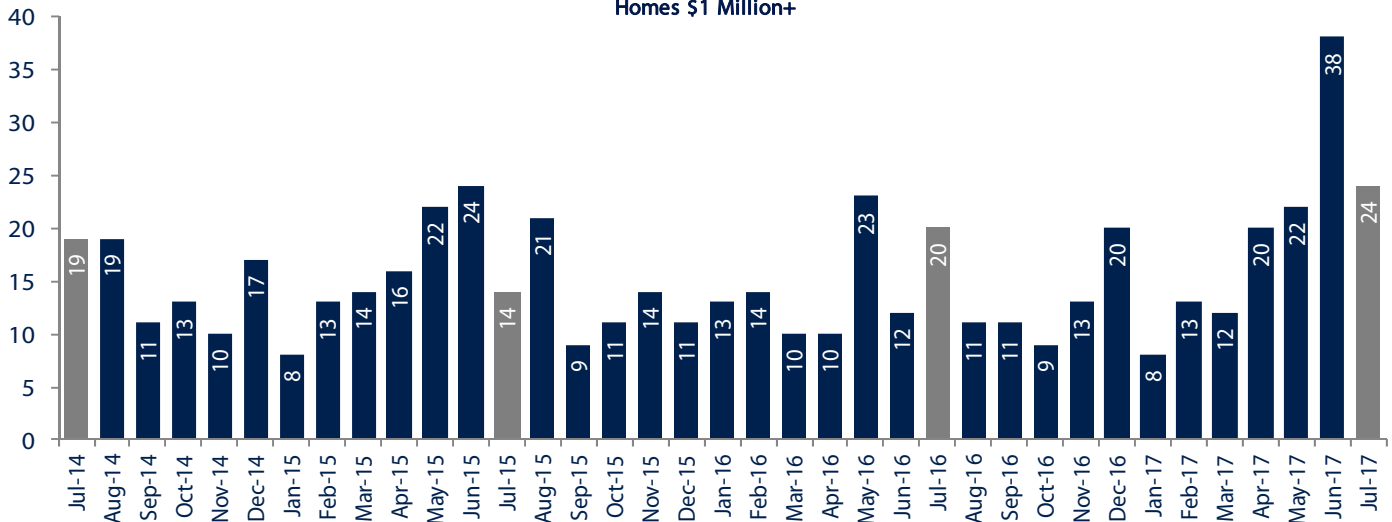
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 20.0% versus last July and an increase of 71.4% versus July of 2015.

There was a decrease of 36.8% in luxury units sold in July compared to June 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
July 21, 2017	Alexandria	22302	\$1,863,000	\$2,100,000	112.7%	1	✓	✓
July 11, 2017	Alexandria	22302	\$1,592,500	\$1,545,000	97.0%	35	✓	
July 20, 2017	Alexandria	22314	\$1,275,000	\$1,275,000	100.0%	3		✓
July 31, 2017	Alexandria	22314	\$1,199,900	\$1,185,000	98.8%	7	✓	
July 31, 2017	Alexandria	22302	\$1,198,800	\$1,165,000	97.2%	25	✓	
July 3, 2017	Alexandria	22304	\$1,195,000	\$1,147,500	96.0%	291		✓
July 28, 2017	Alexandria	22314	\$1,075,000	\$1,085,000	100.9%	2		✓
June 30, 2017	Alexandria	22314	\$1,999,975	\$2,032,100	101.6%	2		✓
June 22, 2017	Alexandria	22314	\$1,599,000	\$1,599,000	100.0%	16	✓	
June 16, 2017	Alexandria	22314	\$1,425,000	\$1,375,000	96.5%	36	✓	

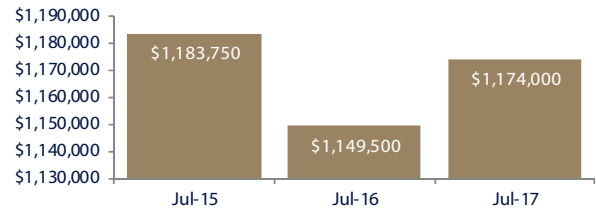
## Alexandria City, Virginia - July 2017

In July, the median sales price for homes more than \$1 Million was \$1,174,000, an increase of 2.1% compared to last year.

The current median sales price was lower by 13.2% than in June.

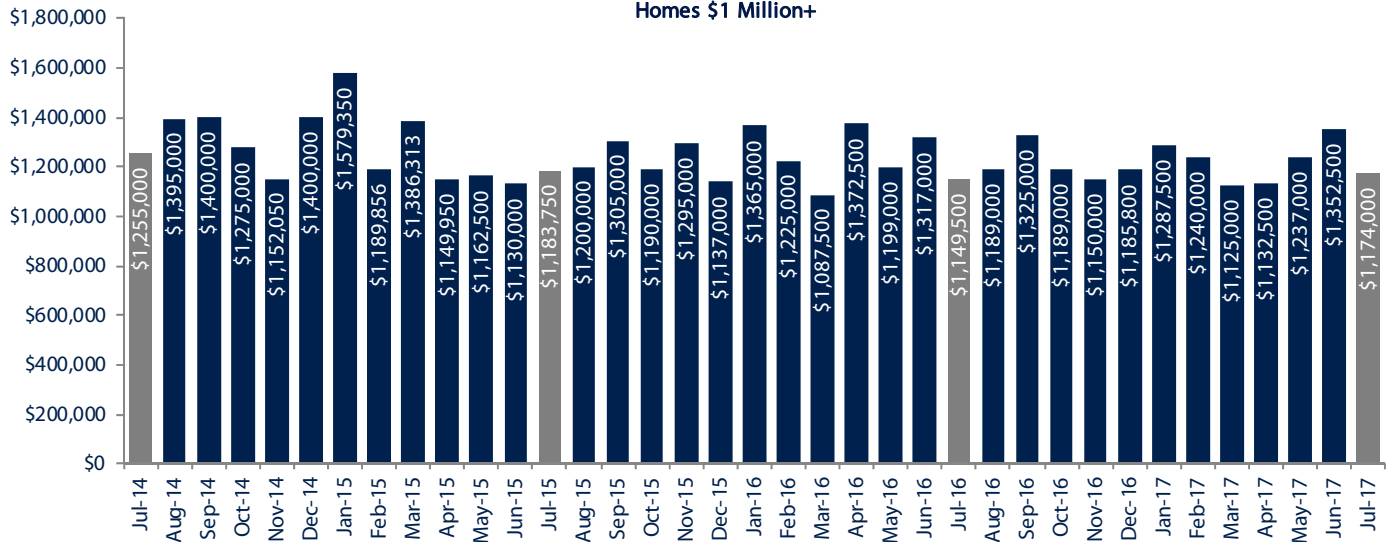
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$1 Million+



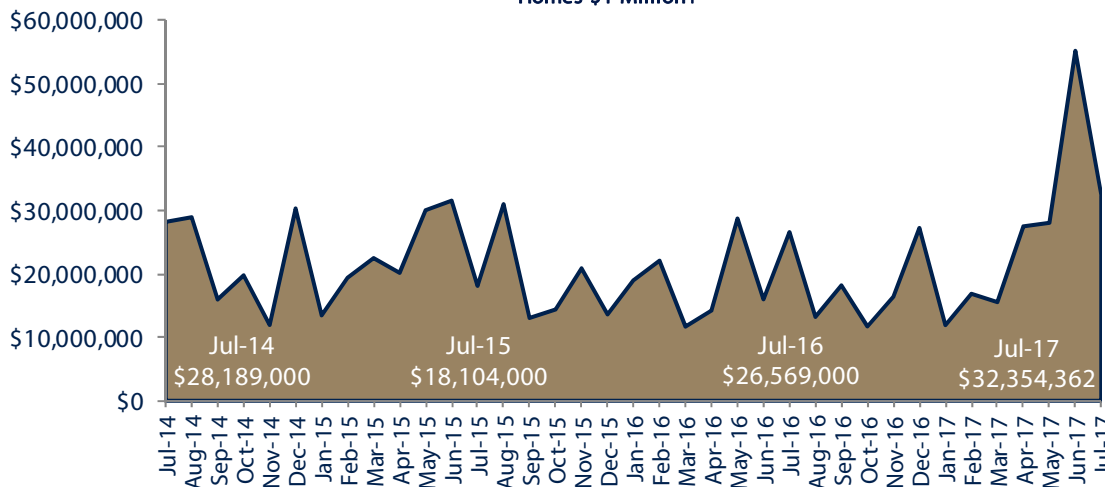
### MEDIAN SALES PRICE

Homes \$1 Million+



### TOTAL DOLLAR VOLUME SOLD

Homes \$1 Million+



Total volume sold this July was 21.8% higher than the same month one year ago.

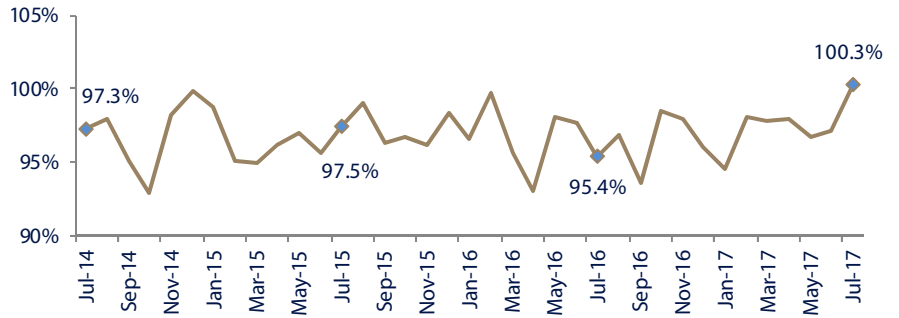
## Alexandria City, Virginia - July 2017

In July, the average sale price for homes more than \$1 Million was 100.3% of the average list price, which is 4.9% higher than at this time last year.

This month, the average number of days on market was 52, higher than the average last year, which was 37, an increase of 40.5%.

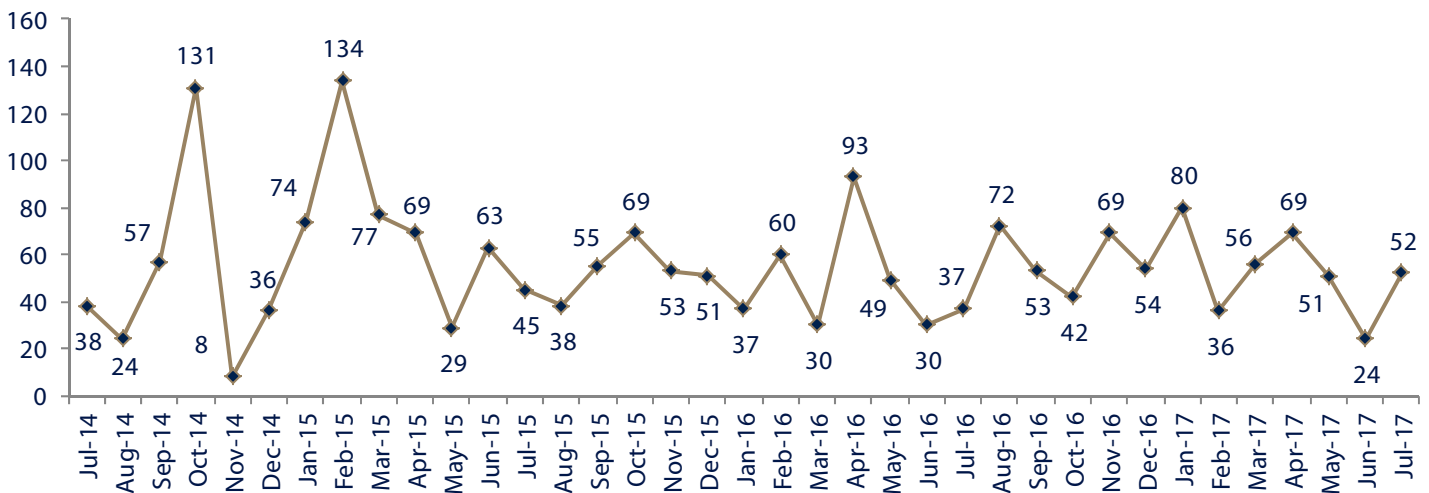
### SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



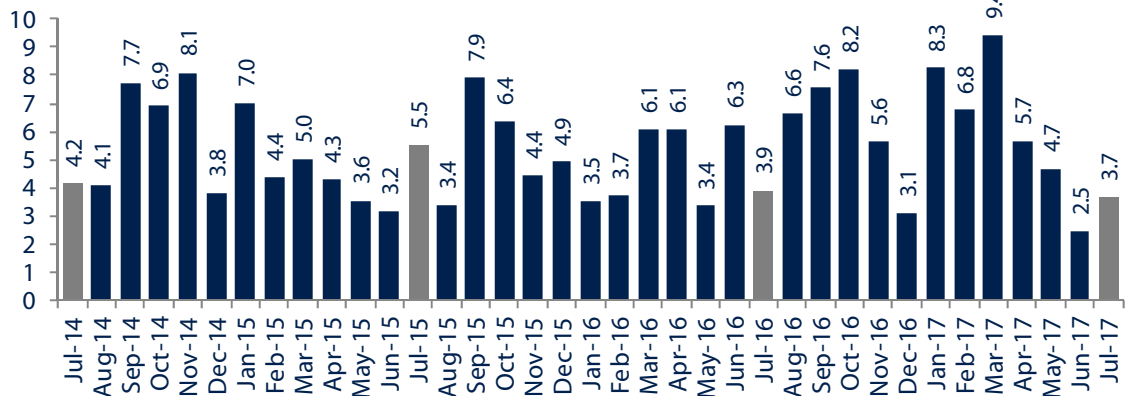
### DAYS ON MARKET

Homes \$1 Million+



### MONTHS OF SUPPLY

Homes \$1 Million+



In July, there were 3.7 months of supply available, compared to 3.9 in July of 2016. That is a decrease of 5.1% versus a year ago.

## Alexandria City, Virginia - July 2017

### 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 July 1, 2014 through July 31, 2017.

### Contacts & Disclaimers

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