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LuxInsight

Arlington County

Virginia

Luxury Housing Market Update

March 2018



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Arlington County, Virginia - March 2018

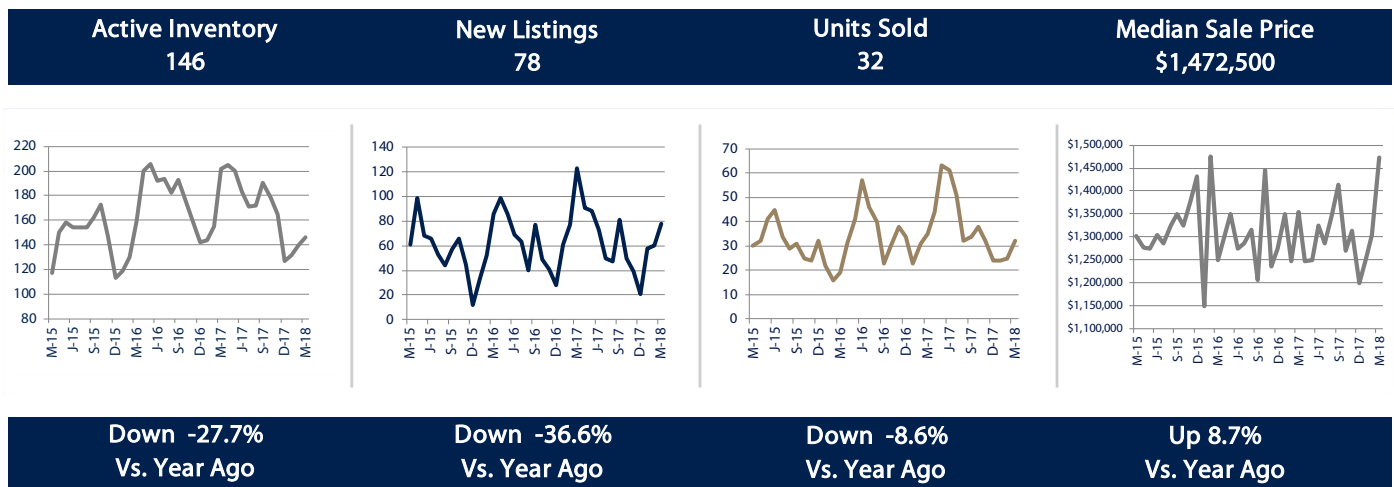
The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in 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+

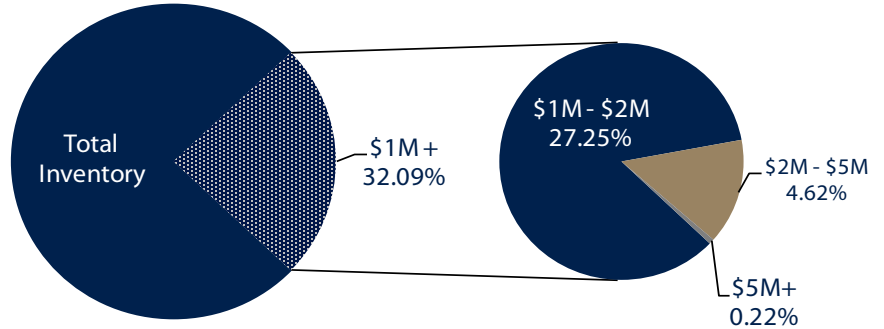


Arlington County, Virginia - March 2018

Compared to last March, the total number of homes more than \$1 Million available this month was lower by 27.7% and lower by 8.2% compared to March 2016.

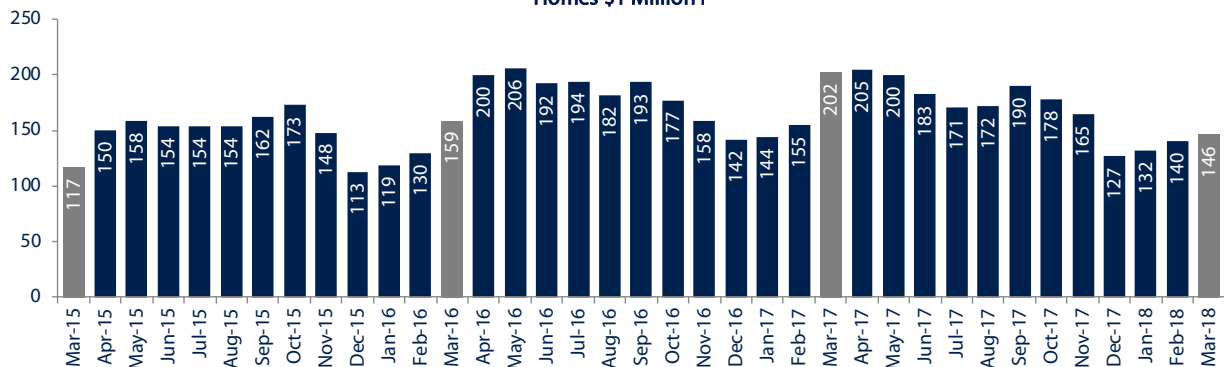
Active inventory this March was 4.3% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



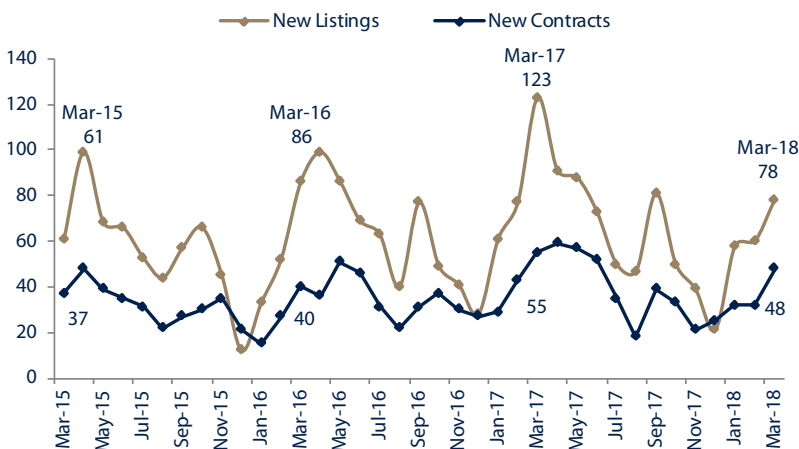
ACTIVE INVENTORY

Homes \$1 Million+



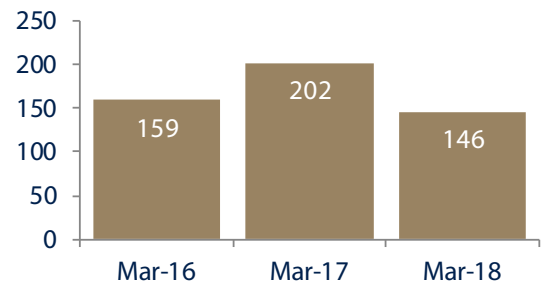
NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

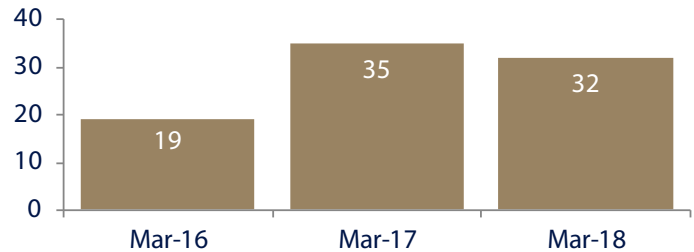


Arlington County, Virginia - March 2018

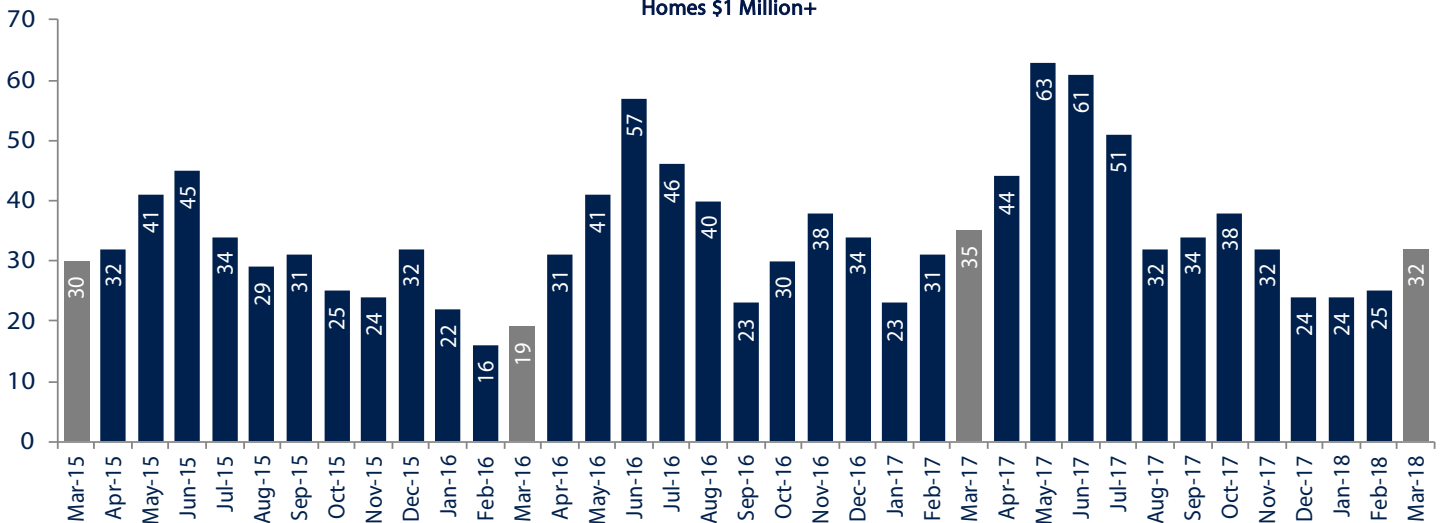
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 8.6% versus last March and an increase of 68.4% versus March of 2016.

There was an increase of 28.0% in luxury units sold in March compared to February of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

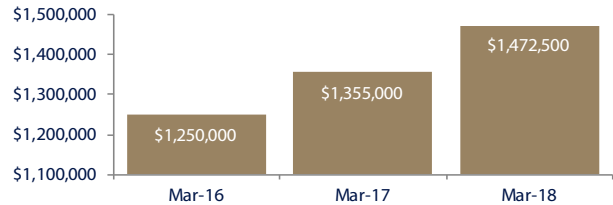
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
March 28, 2018	Arlington	22207	\$1,499,000	\$1,475,000	98.4%	60		✓
March 19, 2018	Arlington	22201	\$1,299,000	\$1,300,000	100.1%	5	✓	✓
March 28, 2018	Arlington	22205	\$1,285,000	\$1,265,000	98.4%	6		✓
March 16, 2018	Arlington	22205	\$1,249,000	\$1,255,000	100.5%	21	✓	
March 8, 2018	Arlington	22207	\$1,100,000	\$1,200,000	109.1%	6		✓
February 2, 2018	Arlington	22207	\$1,675,000	\$1,640,000	97.9%	130	✓	
February 1, 2018	Arlington	22201	\$1,500,000	\$1,550,000	103.3%	8	✓	
February 26, 2018	Arlington	22207	\$1,249,900	\$1,235,000	98.8%	161	✓	
January 18, 2018	Arlington	22213	\$1,595,000	\$1,512,500	94.8%	13	✓	
January 10, 2018	Arlington	22207	\$1,399,900	\$1,375,000	98.2%	19	✓	

Arlington County, Virginia - March 2018

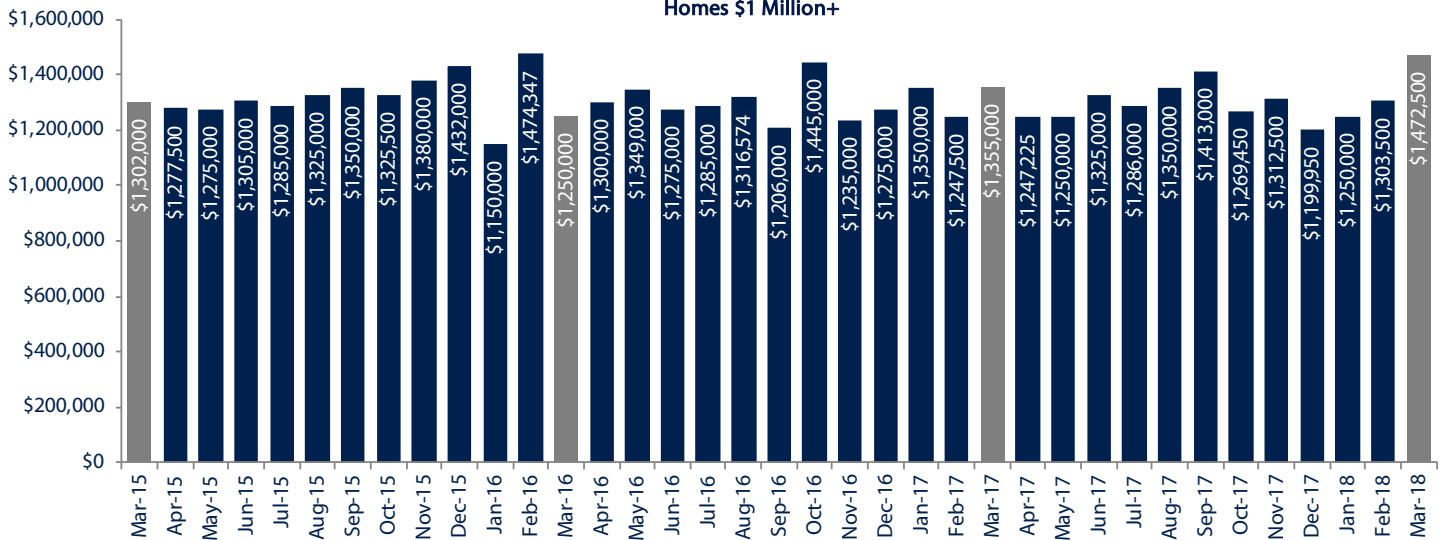
In March, the median sales price for homes more than \$1 Million was \$1,472,500, an increase of 8.7% compared to last year.

The current median sales price was higher by 13.0% than in February.

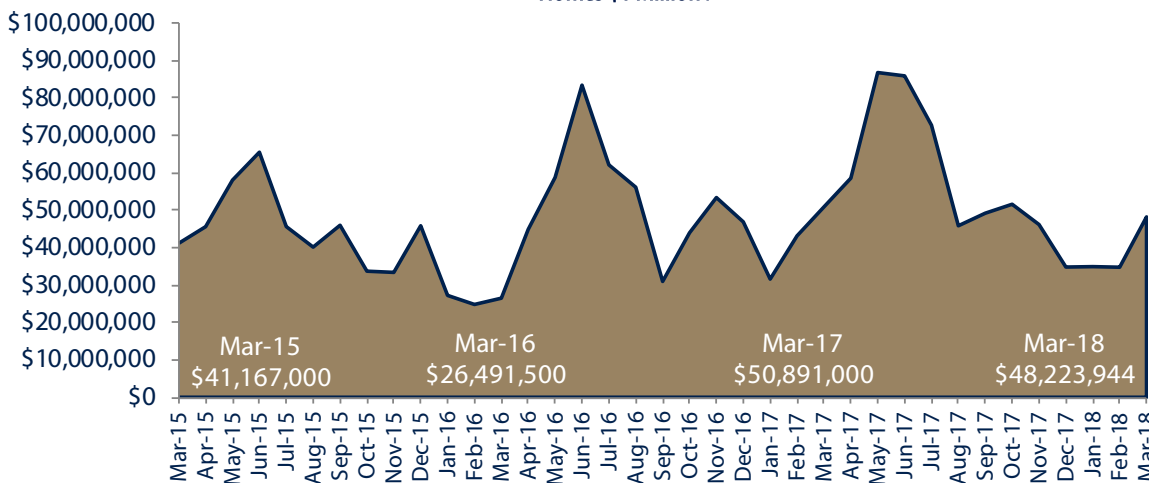
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this March was 5.2% lower than the same month one year ago.

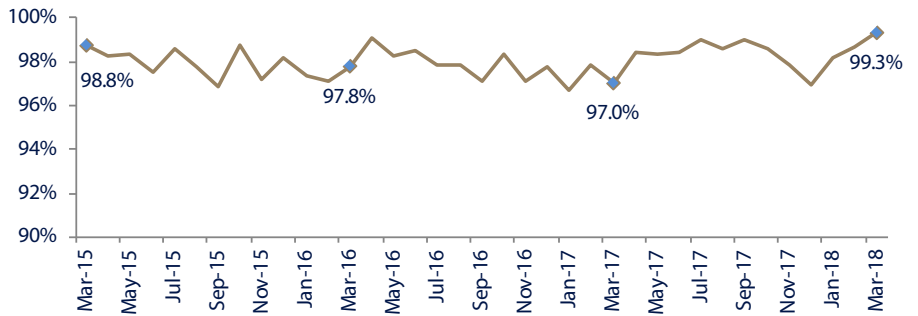
Arlington County, Virginia - March 2018

In March, the average sale price for homes more than \$1 Million was 99.3% of the average list price, which is 2.3% higher than at this time last year.

This month, the average number of days on market was 43, lower than the average last year, which was 67, a decrease of 35.8%.

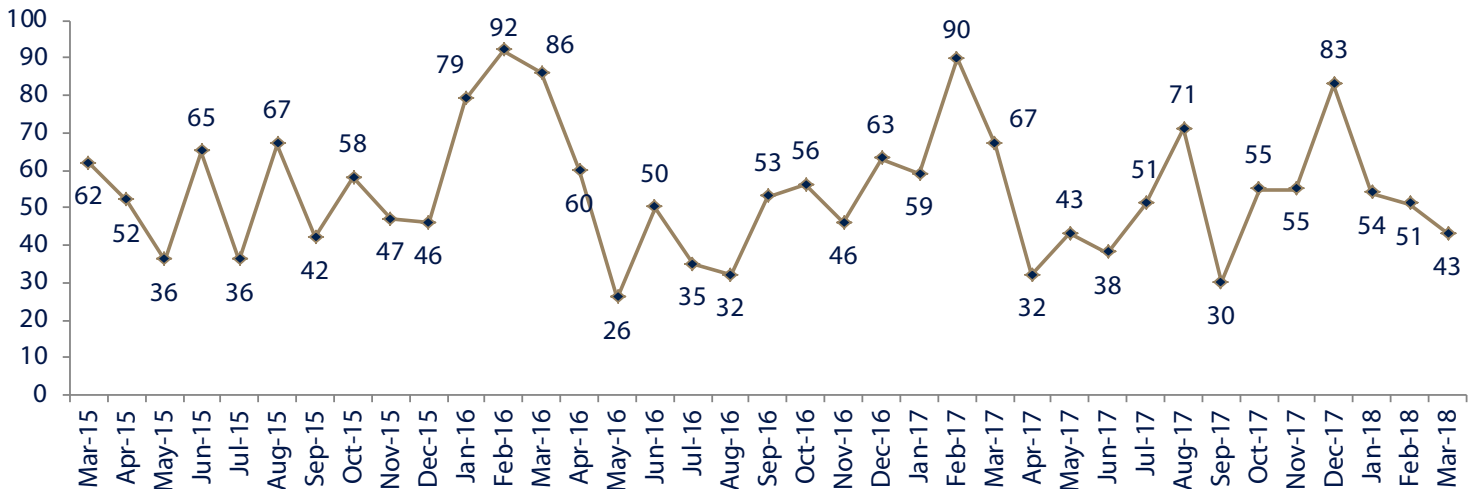
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

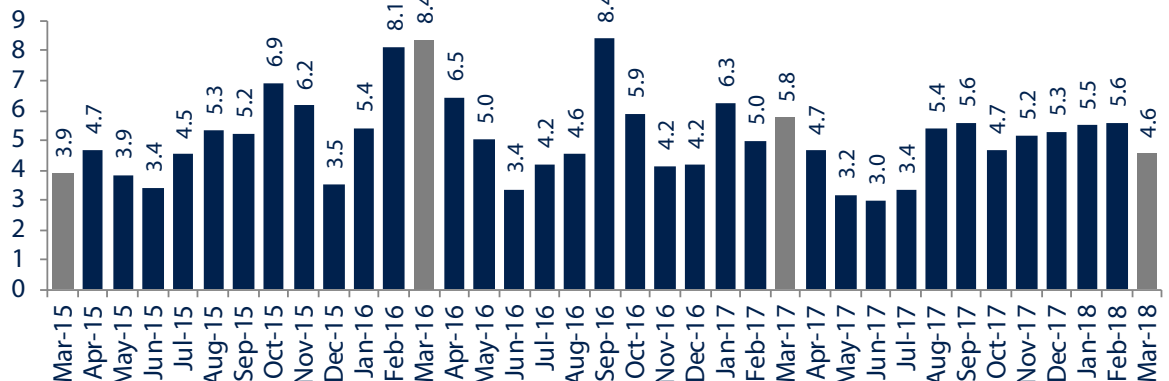
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In March, there were 4.6 months of supply available, compared to 5.8 in March of 2017. That is a decrease of 20.7% versus a year ago.



Arlington County, Virginia - March 2018

References & Definitions

ARLINGTON, 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 county of Arlington, Virginia only.

Analysis dates for all regions are March 1, 2015 through March 31, 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 March 1, 2015 through March 31, 2018".

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