

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

LuxInsight

Arlington County

Virginia

Luxury Housing Market Update

September 2018



Long & Foster Real Estate Family of Companies
Long & Foster | Christie's · Virginia Properties · Fonville Morisey · Urban Pace

Global Partnerships

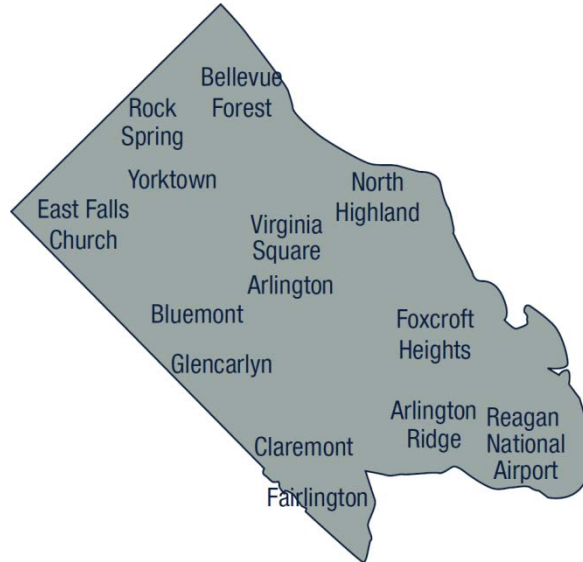
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate

Arlington County, Virginia - September 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.

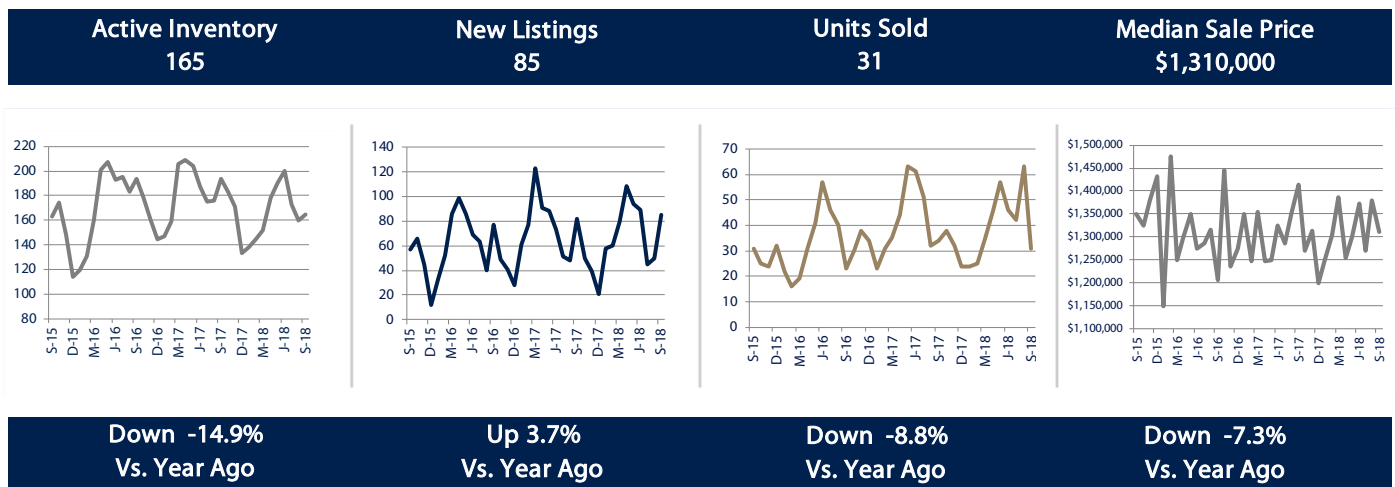
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

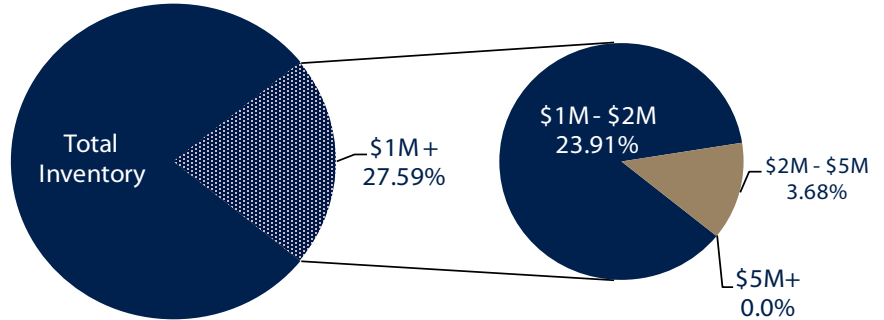


Arlington County, Virginia - September 2018

Compared to last September, the total number of homes more than \$1 Million available this month was lower by 14.9% and lower by 14.9% compared to September 2016.

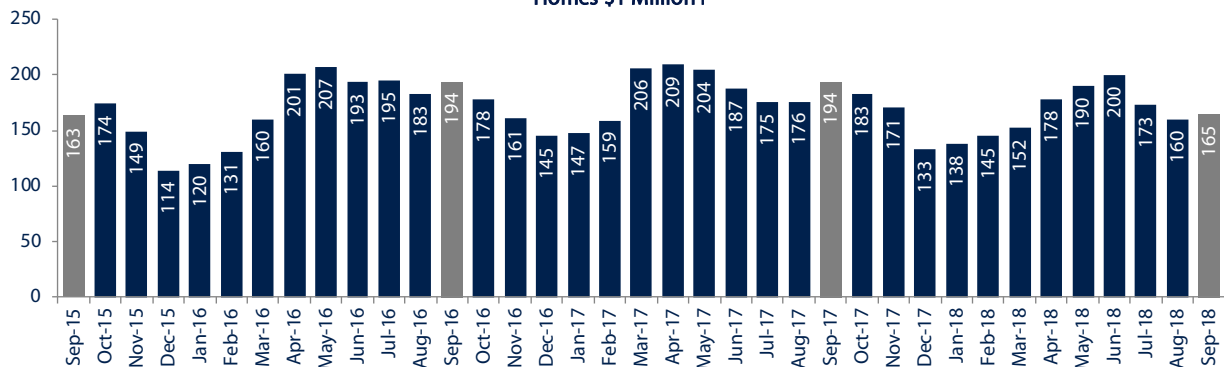
Active inventory this September was 3.1% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



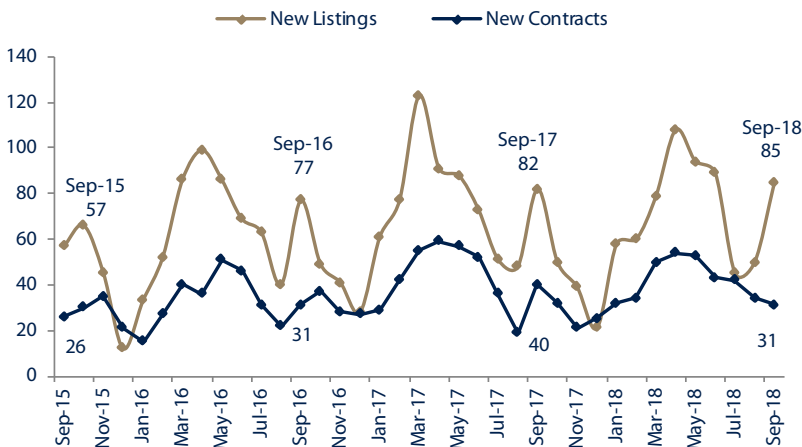
ACTIVE INVENTORY

Homes \$1 Million+



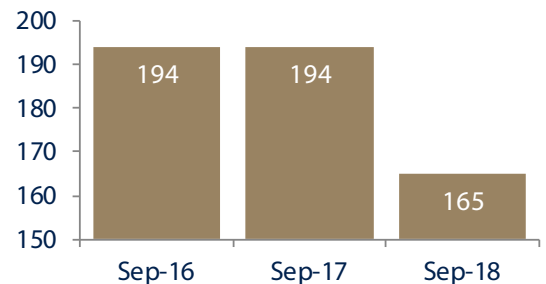
NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

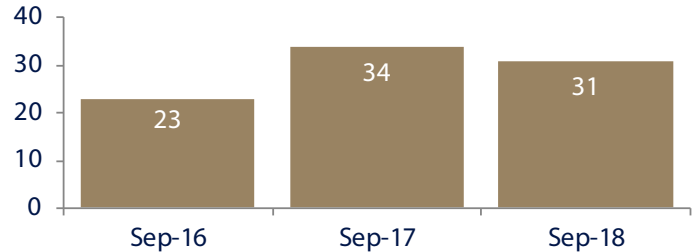


Arlington County, Virginia - September 2018

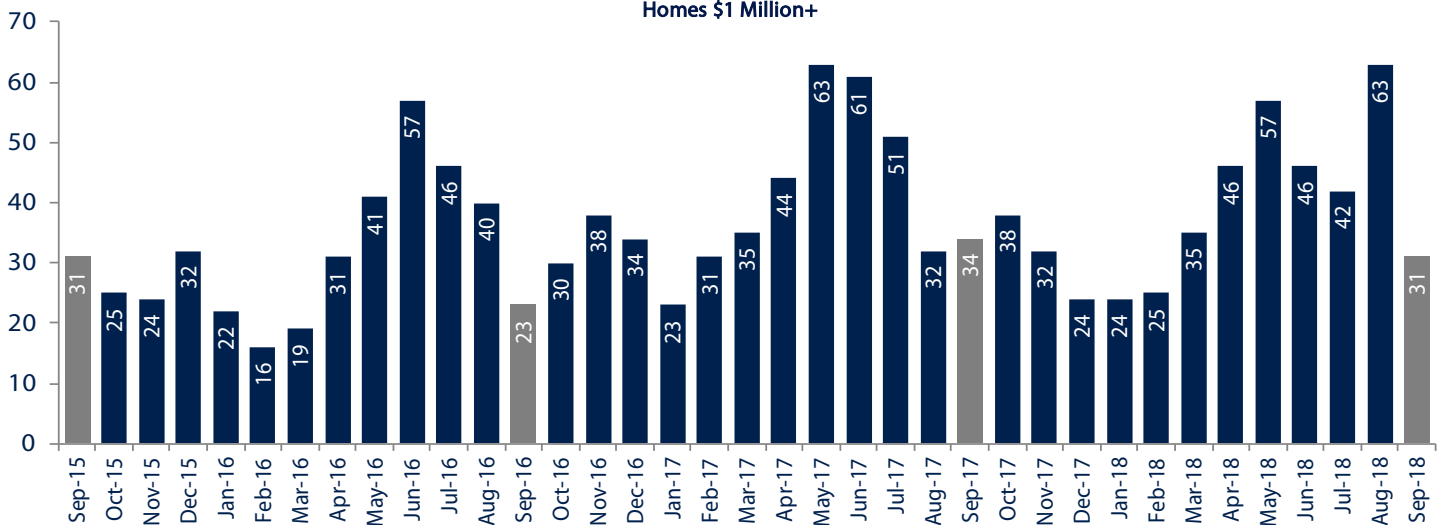
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 8.8% versus last September and an increase of 34.8% versus September of 2016.

There was a decrease of 50.8% in luxury units sold in September compared to August 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
September 13, 2018	Arlington	22207	\$1,975,000	\$2,013,936	102.0%	21	✓	
September 8, 2018	Arlington	22207	\$1,749,999	\$1,749,999	100.0%	30	✓	
September 19, 2018	Arlington	22207	\$1,650,000	\$1,600,000	97.0%	91	✓	✓
September 28, 2018	Arlington	22207	\$1,549,900	\$1,520,000	98.1%	14	✓	✓
September 14, 2018	Arlington	22207	\$1,210,000	\$1,170,000	96.7%	25		✓
August 31, 2018	Arlington	22201	\$1,885,000	\$1,780,000	94.4%	12	✓	
August 31, 2018	Arlington	22203	\$1,700,000	\$1,766,500	103.9%	1	✓	
August 31, 2018	Arlington	22207	\$1,800,000	\$1,710,000	95.0%	1	✓	✓
August 10, 2018	Arlington	22201	\$1,698,000	\$1,680,000	98.9%	74		✓
August 6, 2018	Arlington	22201	\$1,565,000	\$1,535,000	98.1%	137	✓	

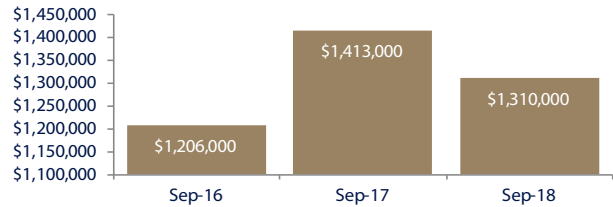
Arlington County, Virginia - September 2018

In September, the median sales price for homes more than \$1 Million was \$1,310,000, a decrease of 7.3% compared to last year.

The current median sales price was lower by 5.1% than in August.

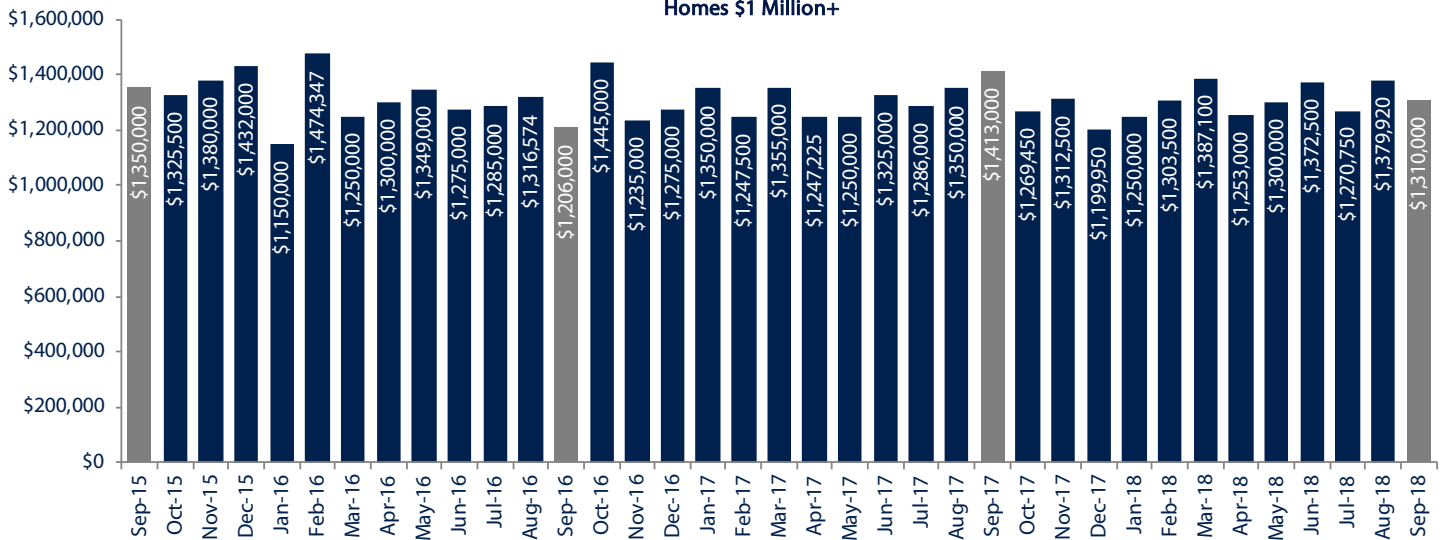
MEDIAN SALES PRICE

Versus Previous Years
Homes \$1 Million+



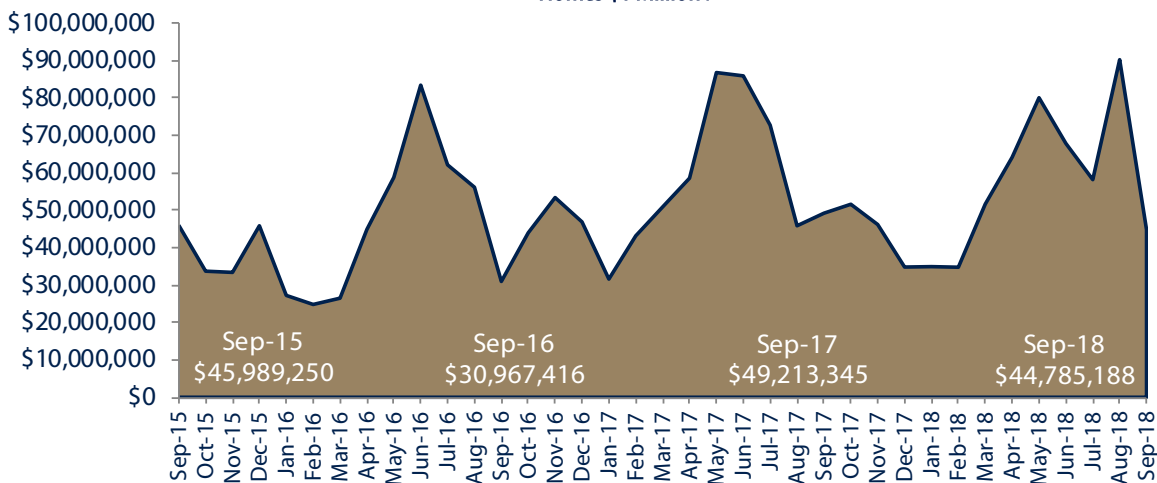
MEDIAN SALES PRICE

Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD

Homes \$1 Million+



Total volume sold this September was 9.0% lower than the same month one year ago.

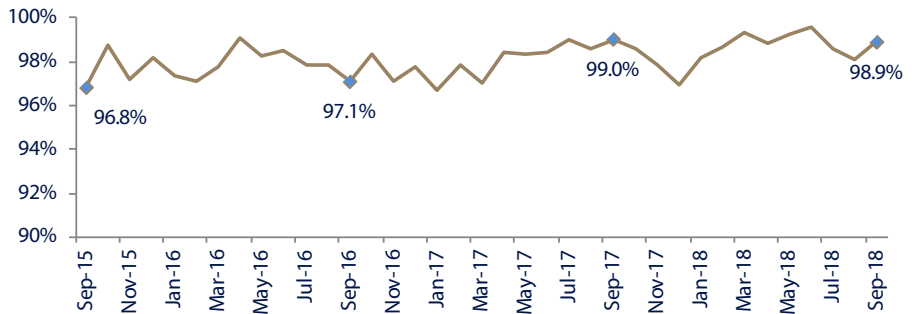
Arlington County, Virginia - September 2018

In September, the average sale price for homes more than \$1 Million was 98.9% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 48, higher than the average last year, which was 30.

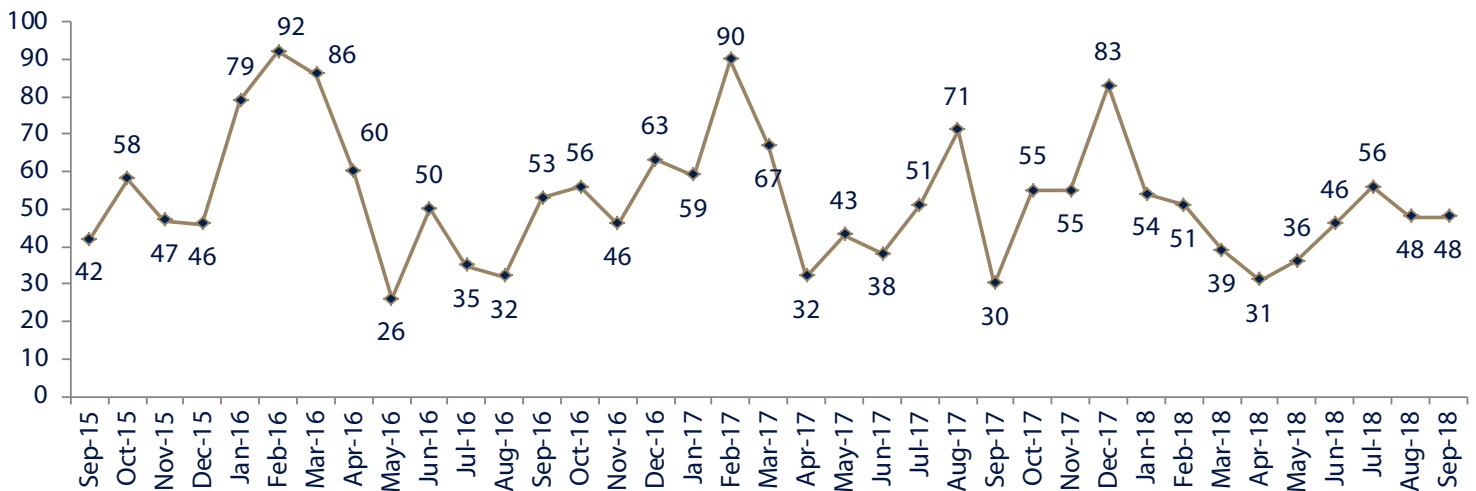
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

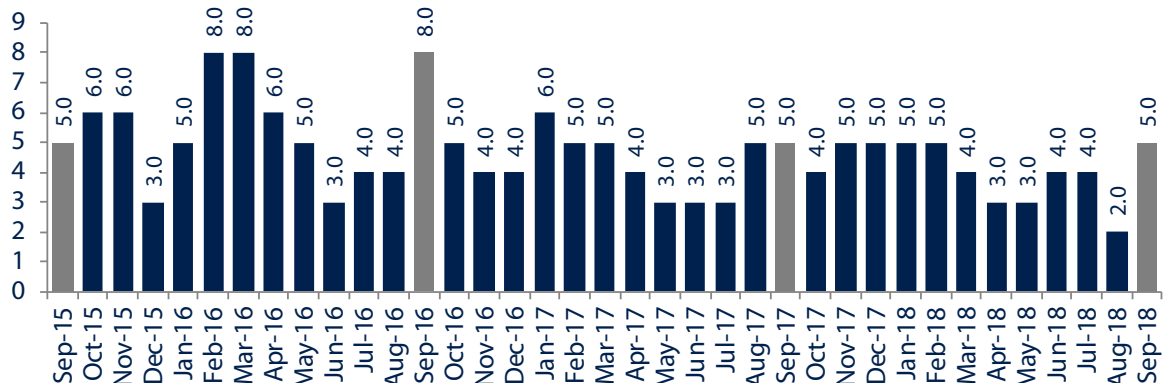
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In September, there was 5.0 months of supply available. The amount of supply is similar compared to a year ago.



Arlington County, Virginia - September 2018

References & Definitions

ARLINGTON, 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 county of Arlington, Virginia only.

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

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

DISCLAIMER

"Information contained in this report is based on data provided by the local area Multiple Listing Service and its member Association(s) of REALTORS®. No representation, expressed or implied, should be taken from information herein. Neither these organizations nor Long & Foster Real Estate, Inc. guarantee or are in any way responsible for the accuracy of these results, which do not reflect all activity in the marketplace. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are September 1, 2015 through September 30, 2018. Information contained in this report is not limited to transactions done by Long & Foster Real Estate, Inc. The data reported is solely for residential real estate transactions."

"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 September 1, 2015 through September 30, 2018".

Material appearing in this report may be reproduced or copied without permission. Please use the following acknowledgement for citation:

Source: Long & Foster Real Estate, Inc. and also cite the appropriate MLS.