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LuxInsight

Arlington County

Virginia

Luxury Housing Market Update

January 2019



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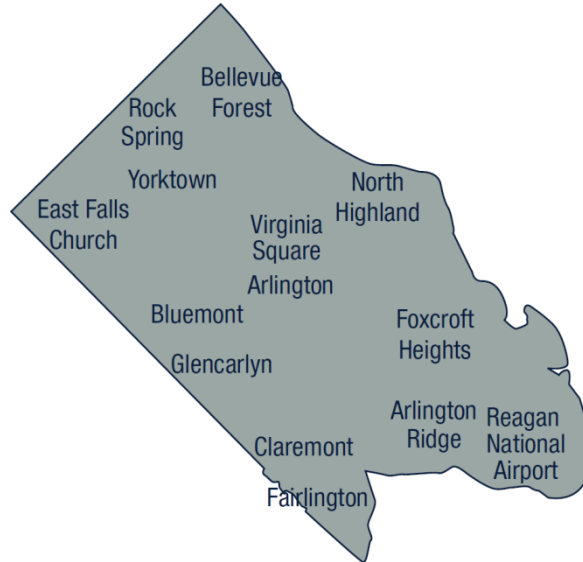
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Arlington County, Virginia - January 2019

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.

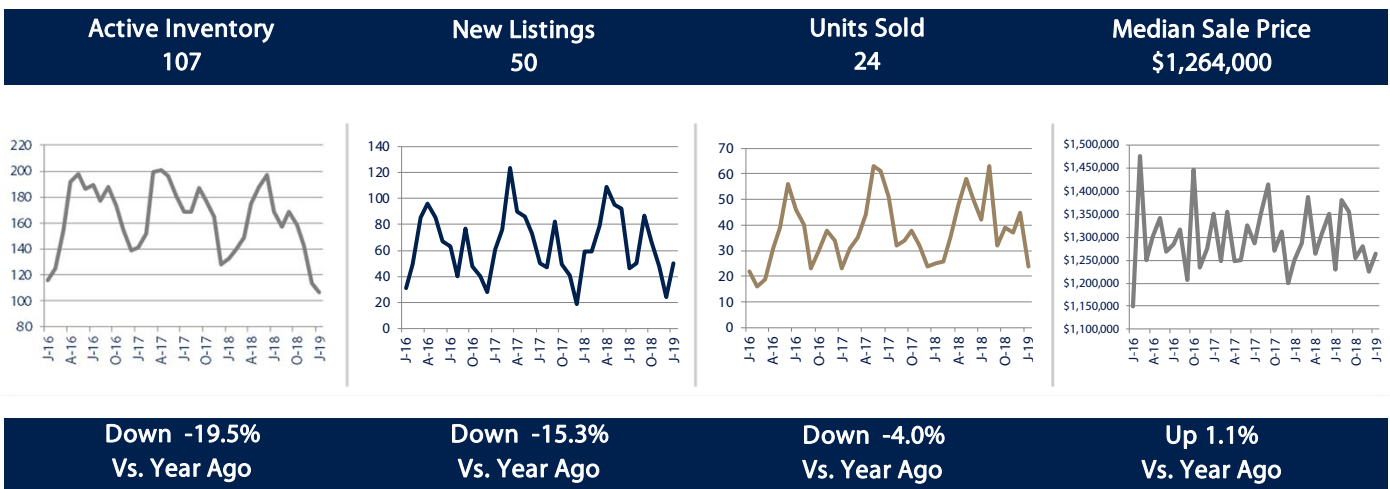
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+



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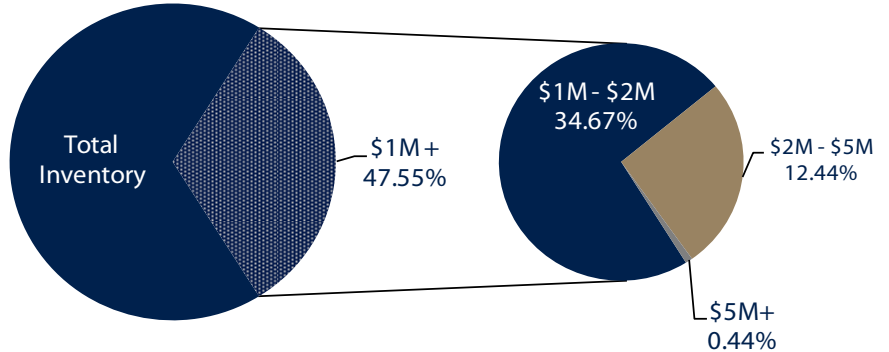
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Compared to last January, the total number of homes more than \$1 Million available this month was lower by 19.5% and lower by 24.1% compared to January 2017.

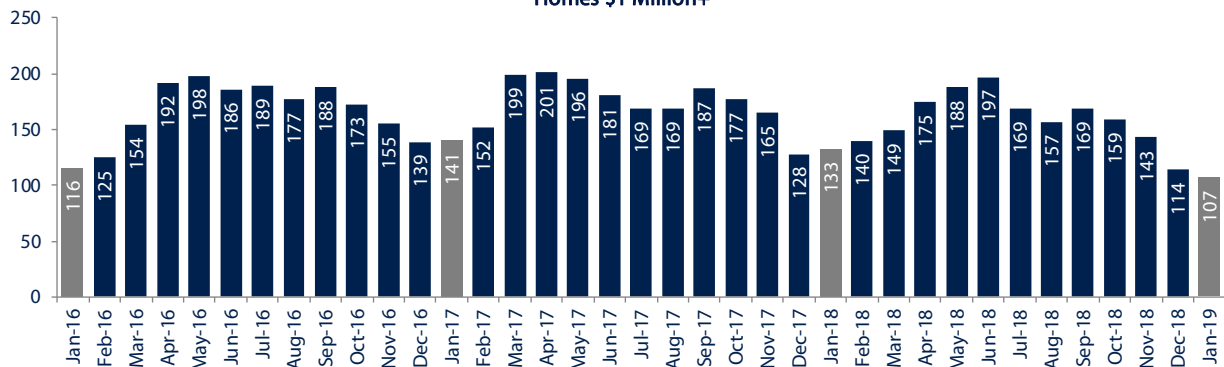
Active inventory this January was 6.1% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

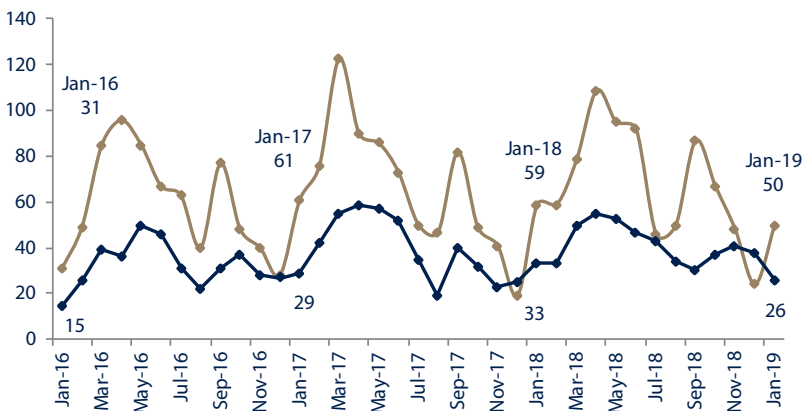
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

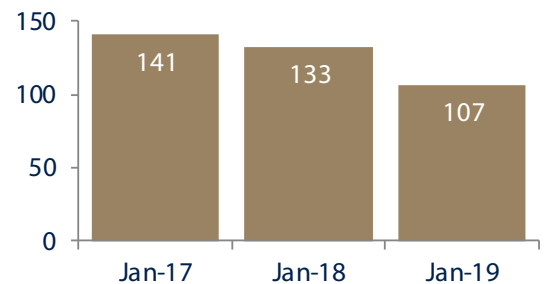
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

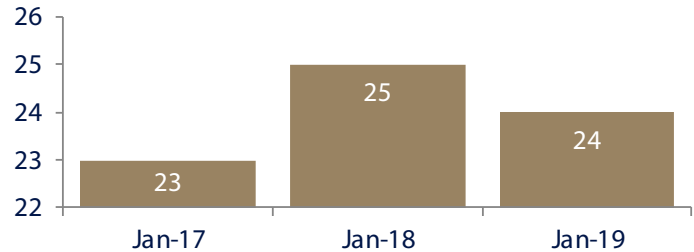


Arlington County, Virginia - January 2019

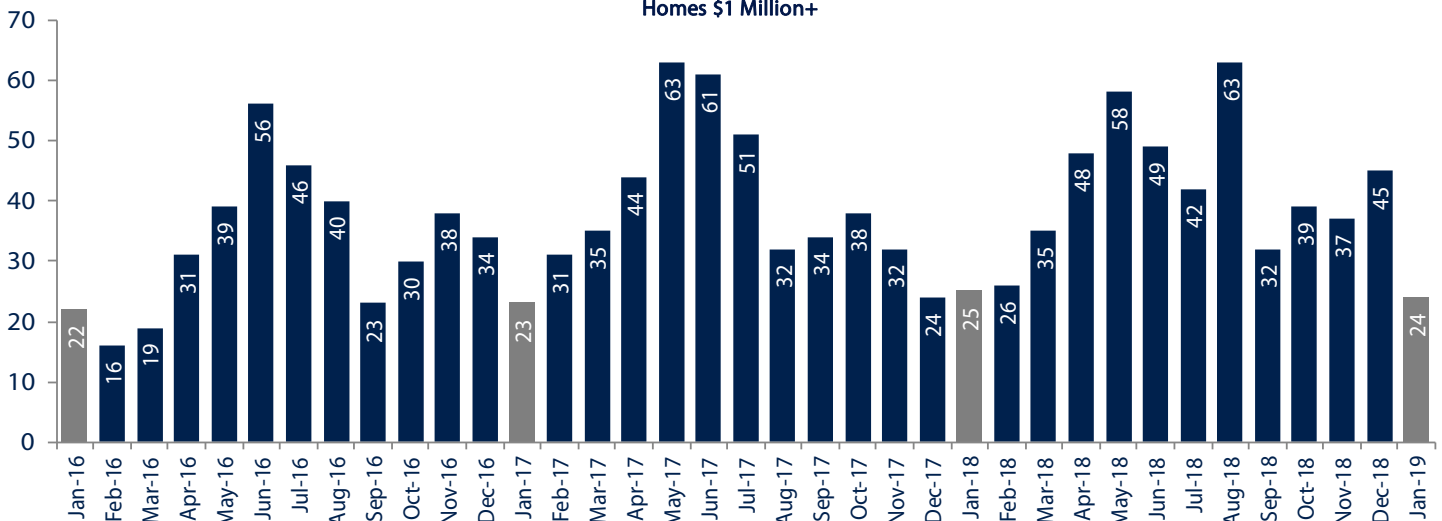
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 4.0% versus last January and an increase of 4.3% versus January of 2017.

There was a decrease of 46.7% 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 8, 2019	Arlington	22205	\$1,650,000	\$1,628,000	98.7%	242		✓
January 31, 2019	Arlington	22201	\$1,500,000	\$1,515,000	101.0%	28		✓
January 21, 2019	Arlington	22205	\$1,340,000	\$1,300,000	97.0%	191		✓
January 10, 2019	Arlington	22207	\$1,104,000	\$1,156,000	104.7%	111		✓
December 13, 2018	McLean	22101	\$4,800,000	\$4,325,000	90.1%	77		✓
December 18, 2018	Arlington	22207	\$1,579,000	\$1,540,000	97.5%	155	✓	
December 5, 2018	Arlington	22205	\$1,350,000	\$1,338,000	99.1%	66		✓
December 20, 2018	Arlington	22201	\$1,399,999	\$1,330,000	95.0%	83	✓	✓
December 27, 2018	Arlington	22207	\$1,069,000	\$1,058,000	99.0%	10	✓	✓
December 18, 2018	Arlington	22207	\$999,900	\$1,012,500	101.3%	7		✓

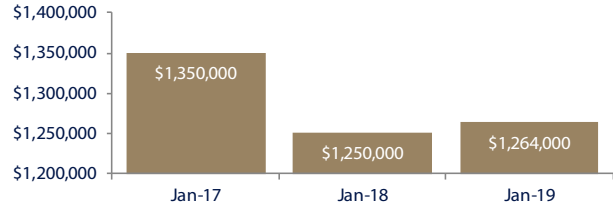
Arlington County, Virginia - January 2019

In January, the median sales price for homes more than \$1 Million was \$1,264,000, an increase of 1.1% compared to last year.

The current median sales price was higher by 3.2% than in December.

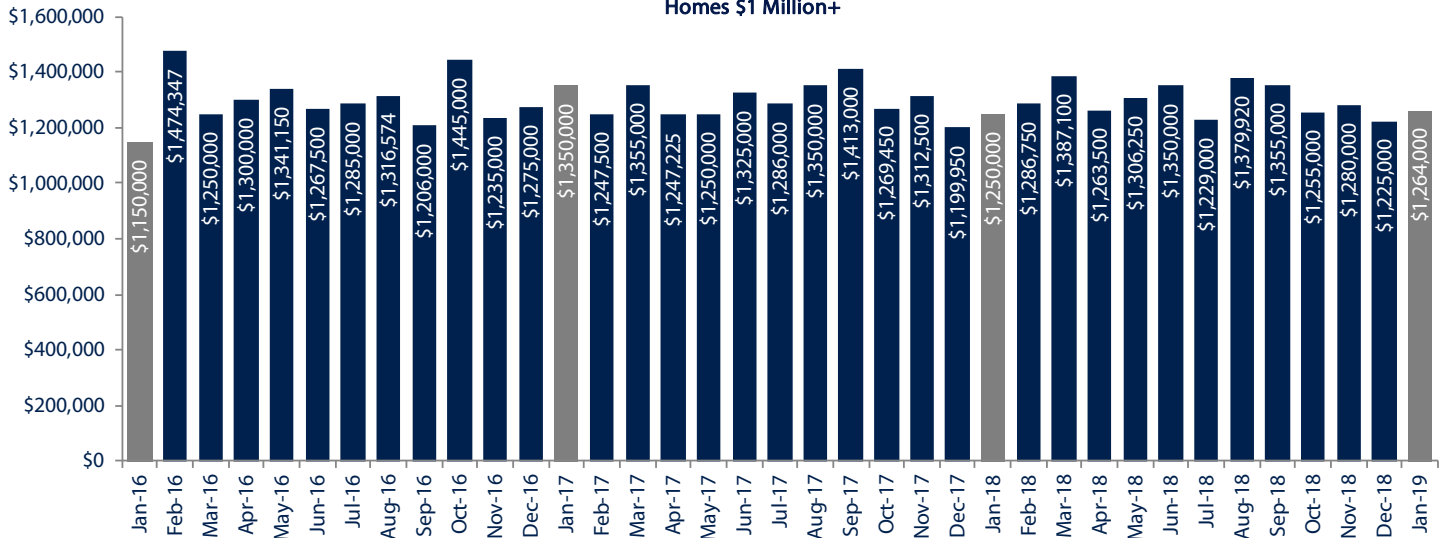
MEDIAN SALES PRICE

Versus Previous Years
Homes \$1 Million+



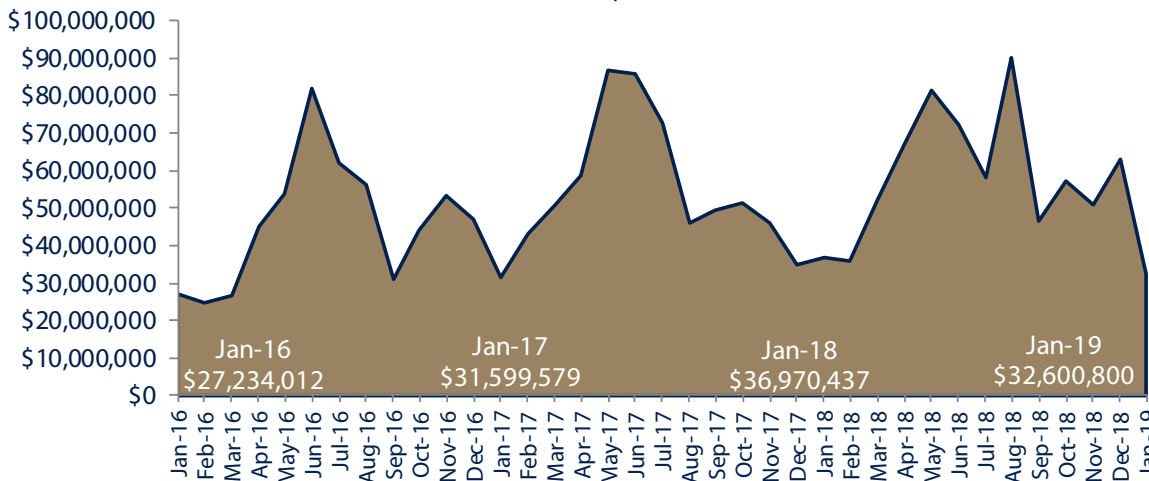
MEDIAN SALES PRICE

Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD

Homes \$1 Million+



Total volume sold this January was 11.8% lower than the same month one year ago.

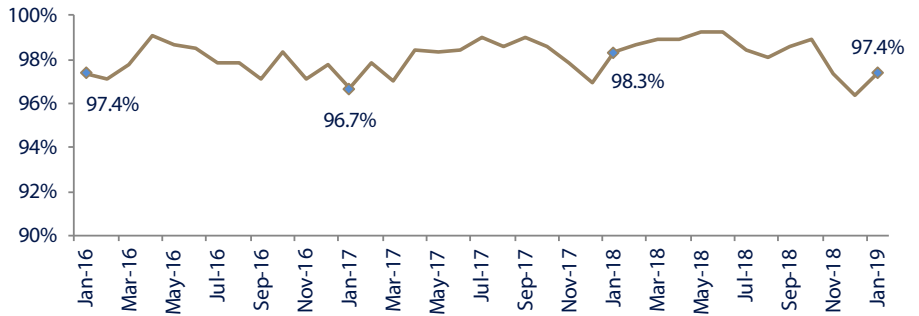
Arlington County, Virginia - January 2019

In January, the average sale price for homes more than \$1 Million was 97.4% of the average list price, which is 0.9% lower than at this time last year.

This month, the average number of days on market was 77, lower than the average last year, which was 82, a decrease of 6.1%.

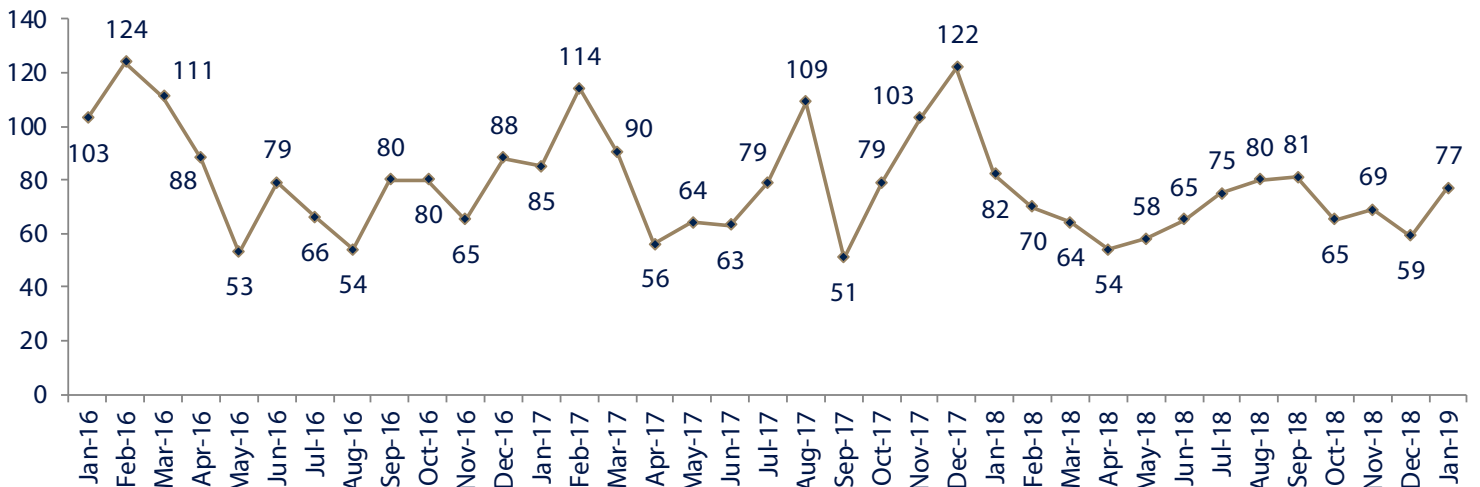
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

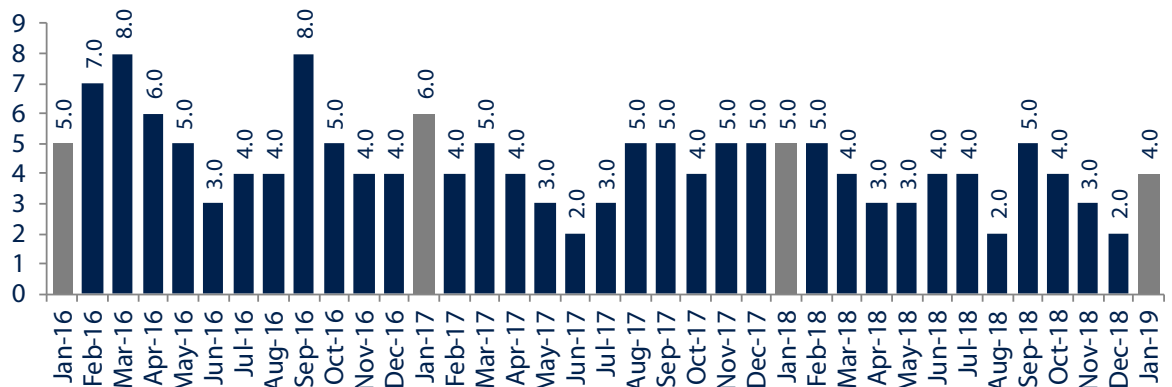
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In January, there were 4.0 months of supply available, compared to 5.0 in January of 2018. That is a decrease of 20.0% versus a year ago.



Arlington County, Virginia - January 2019

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 January 1, 2016 through January 31, 2019.

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."

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