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LuxInsight

Arlington County

Virginia

Luxury Housing Market Update

September 2017



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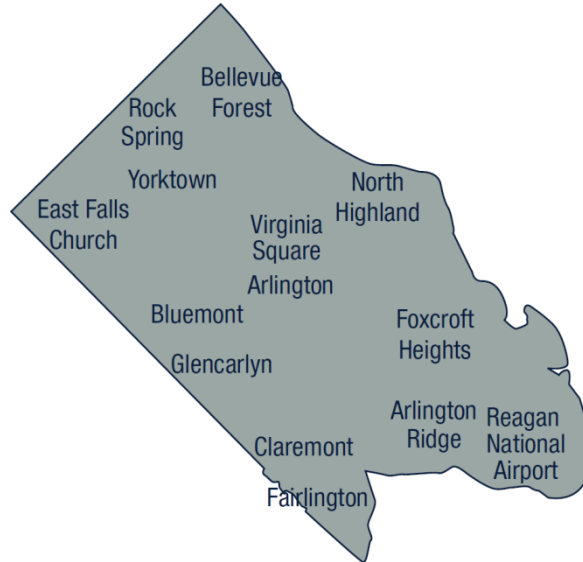
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate

Arlington County, Virginia - September 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.

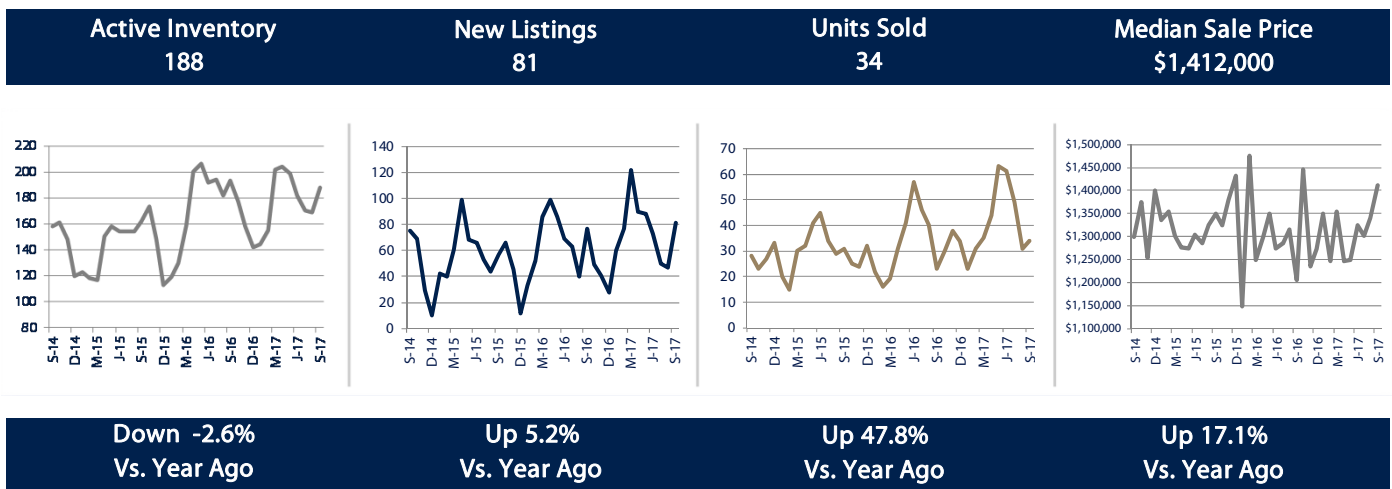
Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including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

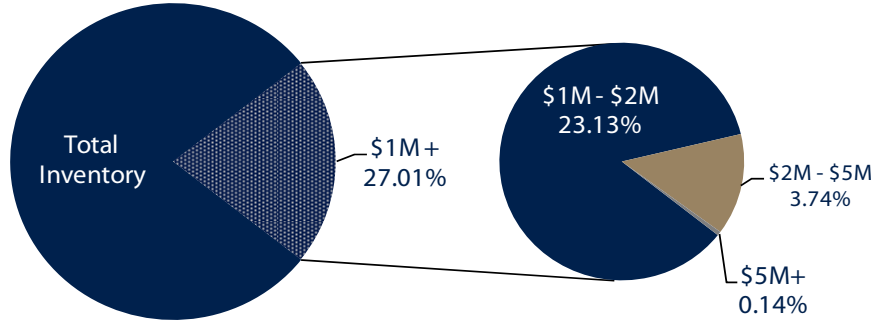


Arlington County, Virginia - September 2017

Compared to last September, the total number of homes more than \$1 Million available this month was lower by 2.6% and higher by 16.0% compared to September 2015.

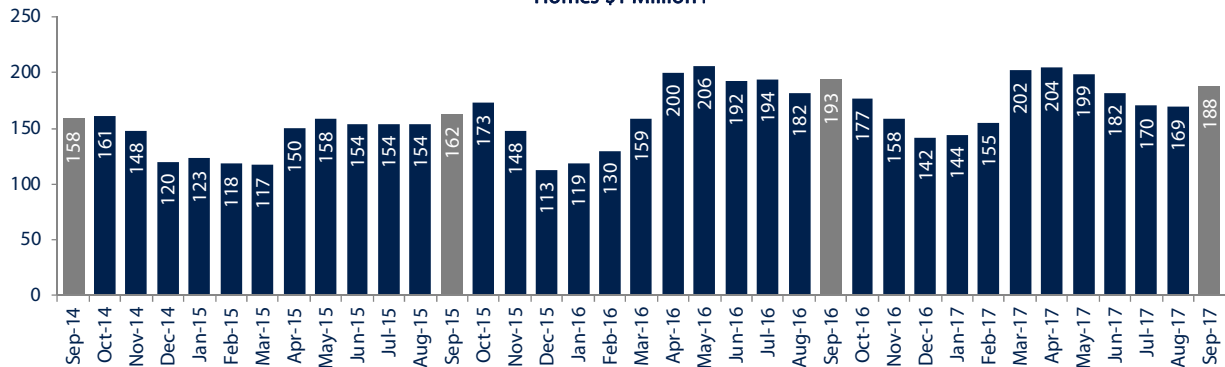
Active inventory this September was 11.2% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

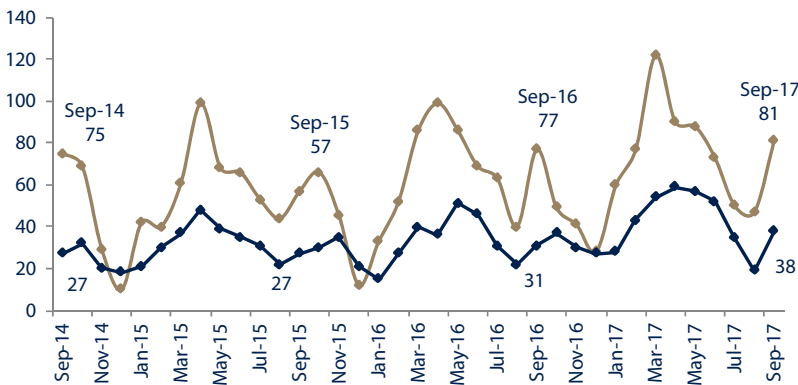
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

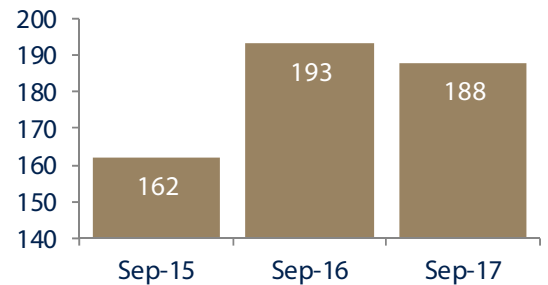
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

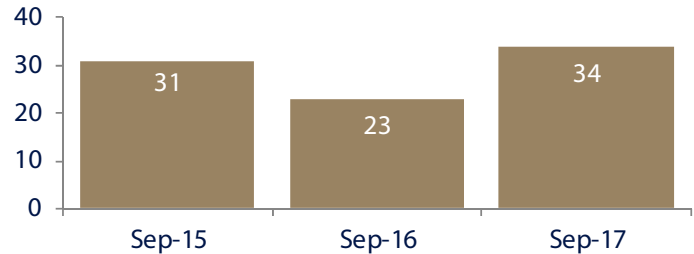


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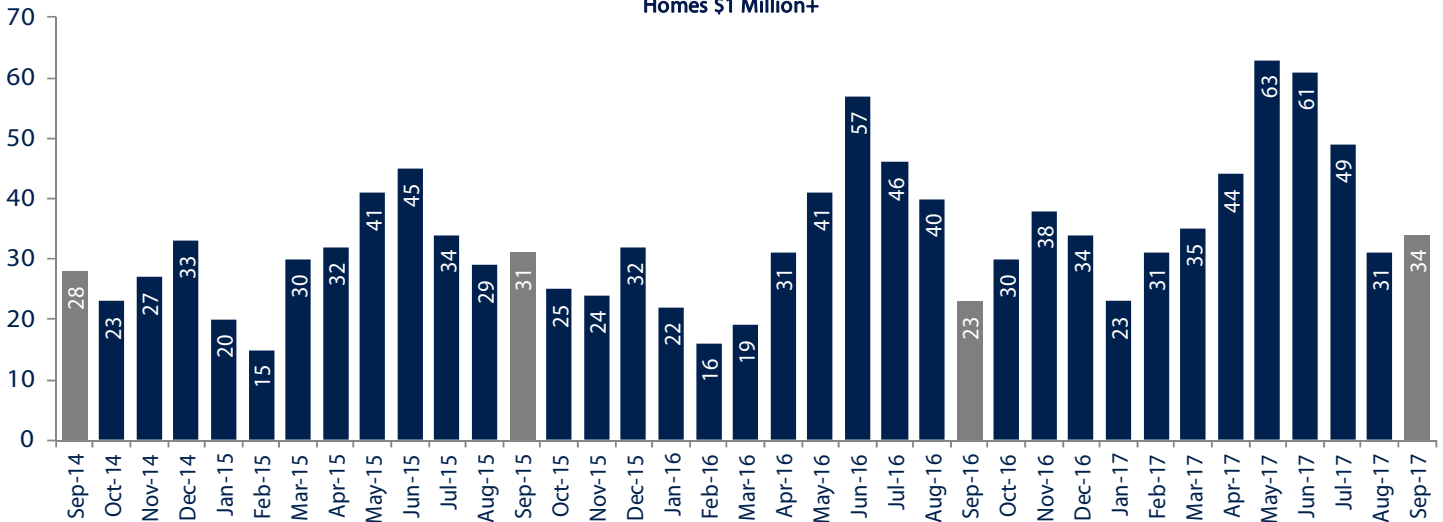
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 47.8% versus last September and an increase of 9.7% versus September of 2015.

There was an increase of 9.7% 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, 2017	Arlington	22209	\$1,800,000	\$1,700,000	94.4%	39	✓	✓
September 29, 2017	Arlington	22213	\$1,699,900	\$1,675,000	98.5%	28		✓
September 12, 2017	Arlington	22205	\$1,456,500	\$1,456,500	100.0%	1	✓	
September 25, 2017	Arlington	22207	\$1,488,000	\$1,414,000	95.0%	76		✓
September 20, 2017	Arlington	22209	\$1,395,000	\$1,380,000	98.9%	1	✓	
September 1, 2017	Arlington	22205	\$1,097,000	\$1,103,000	100.5%	7	✓	
September 22, 2017	Arlington	22207	\$1,100,000	\$1,085,000	98.6%	2	✓	
August 10, 2017	Arlington	22207	\$2,247,000	\$2,215,000	98.6%	72	✓	
August 18, 2017	Arlington	22207	\$1,699,000	\$1,650,000	97.1%	40		✓
August 23, 2017	Arlington	22207	\$1,625,000	\$1,570,000	96.6%	298		✓

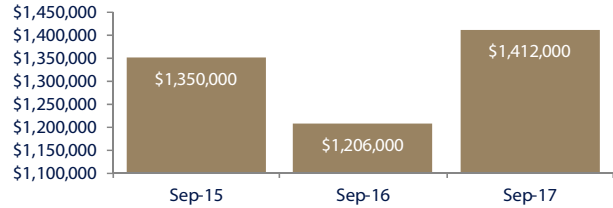
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In September, the median sales price for homes more than \$1 Million was \$1,412,000, an increase of 17.1% compared to last year.

The current median sales price was higher by 5.4% than in August.

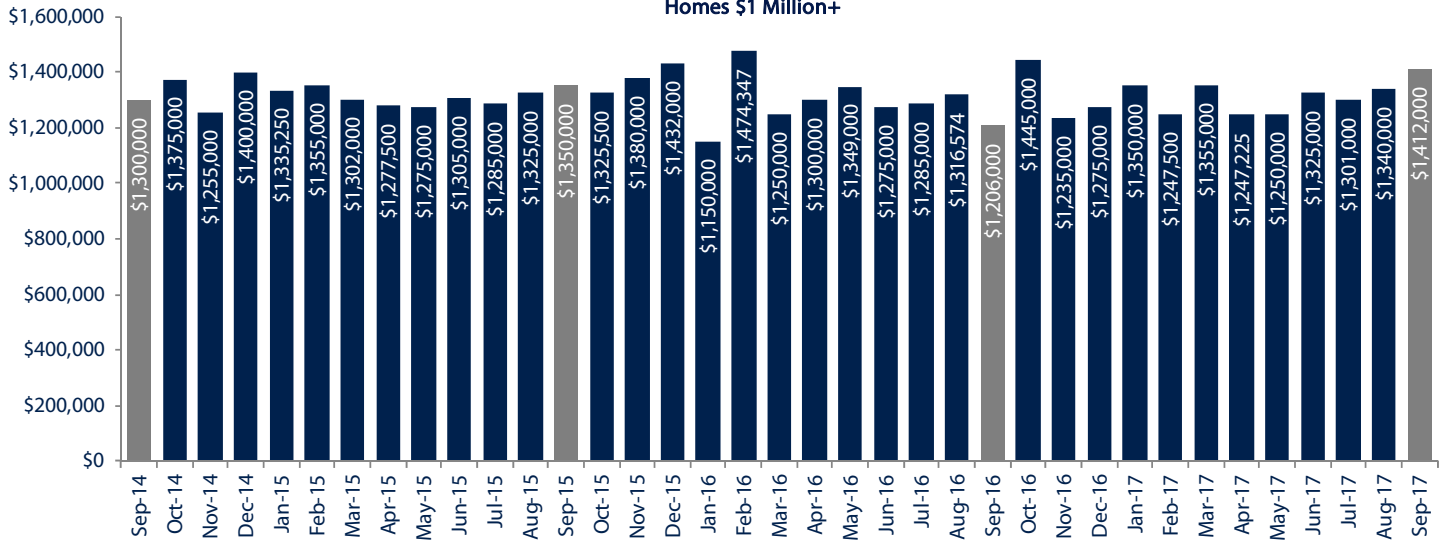
MEDIAN SALES PRICE

Versus Previous Years
Homes \$1 Million+



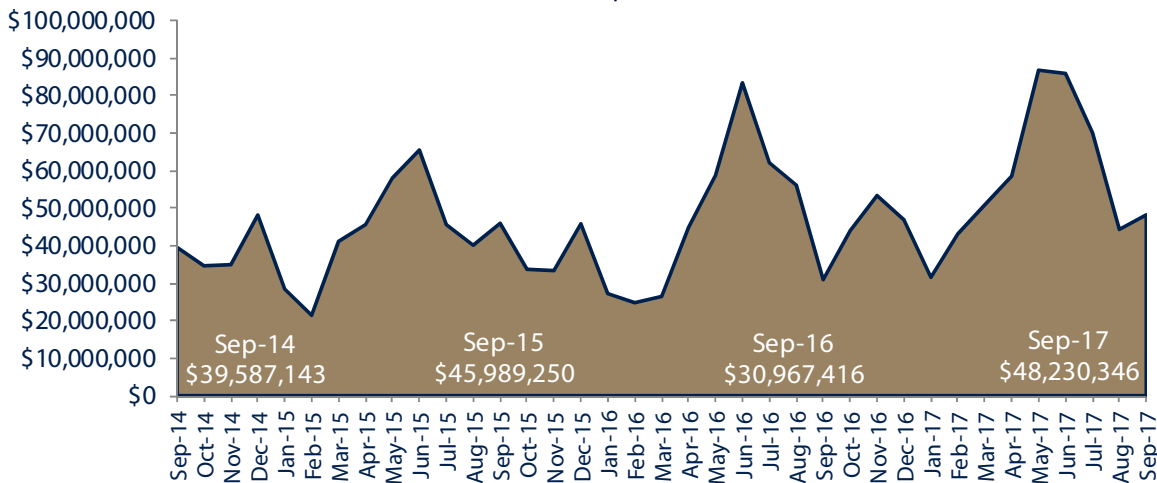
MEDIAN SALES PRICE

Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD

Homes \$1 Million+



Total volume sold this September was 55.7% higher than the same month one year ago.

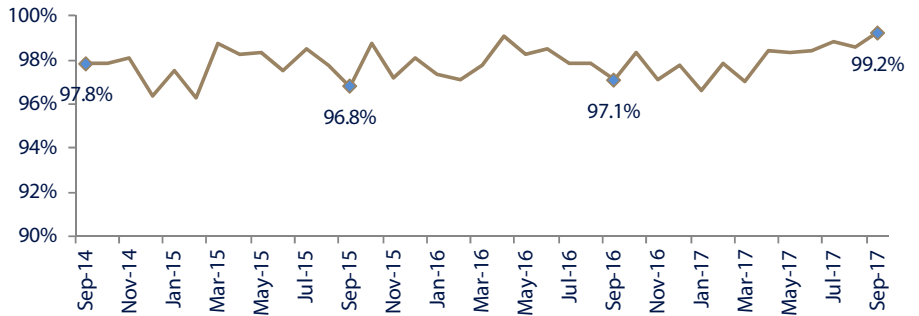
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In September, the average sale price for homes more than \$1 Million was 99.2% of the average list price, which is 2.1% higher than at this time last year.

This month, the average number of days on market was 30, lower than the average last year, which was 53, a decrease of 43.4%.

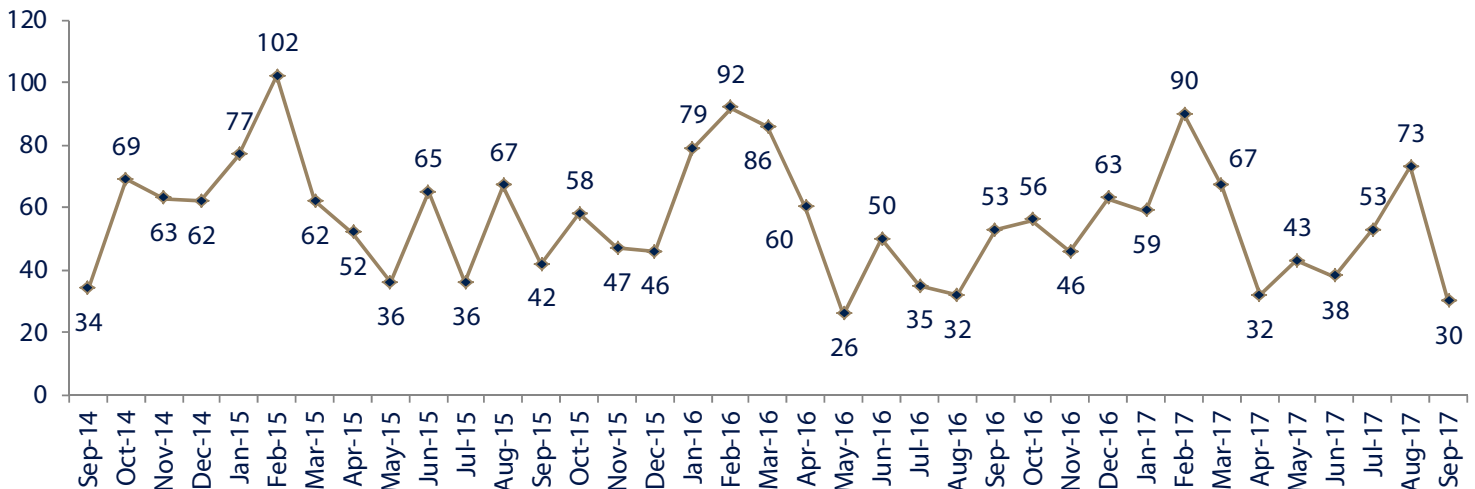
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

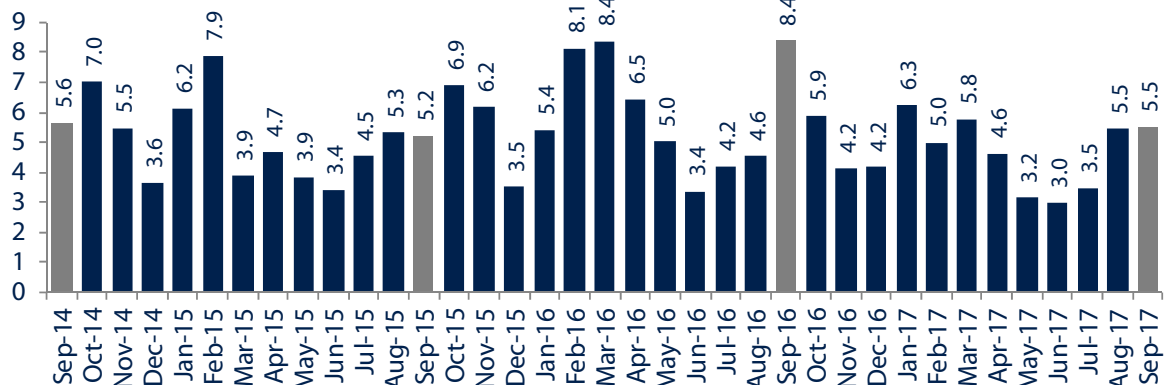
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In September, there were 5.5 months of supply available, compared to 8.4 in September of 2016. That is a decrease of 34.5% versus a year ago.



Arlington County, Virginia - September 2017

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 September 1, 2014 through September 30, 2017.

Contacts & Disclaimers

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