



LONG & FOSTER
REAL ESTATE
LUXURY HOMES
CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —
BROUGHT TO YOU BY LONG & FOSTER AND CHRISTIE'S.



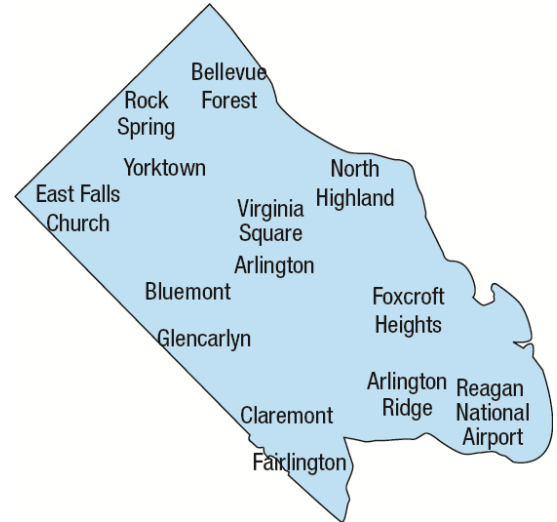
Arlington County, Virginia - June 2017

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.

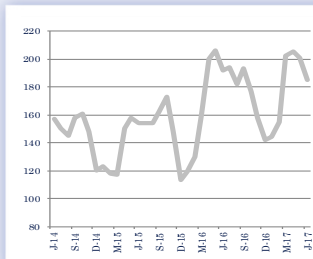
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



At A Glance

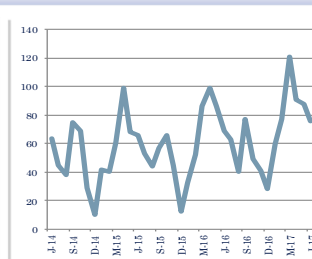
Homes \$1 Million+

Active Inventory
185



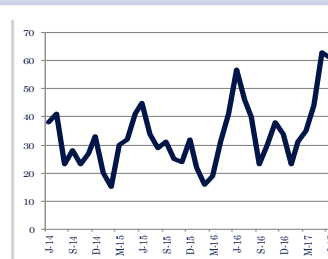
Down -3.6%
Vs. Year Ago

New Listings
76



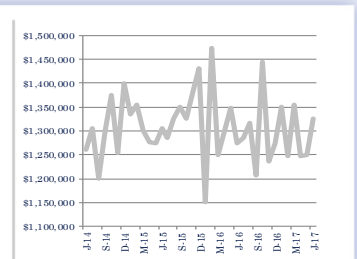
Up 10.1%
Vs. Year Ago

Units Sold
61



Up 7.0%
Vs. Year Ago

Median Sale Price
\$1,325,000



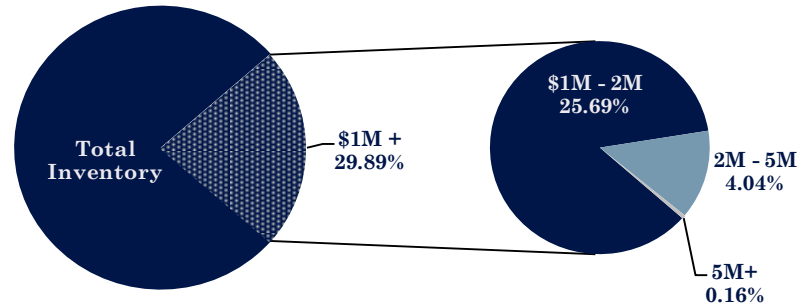
Up 3.9%
Vs. Year Ago

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Inventory Price Ranges

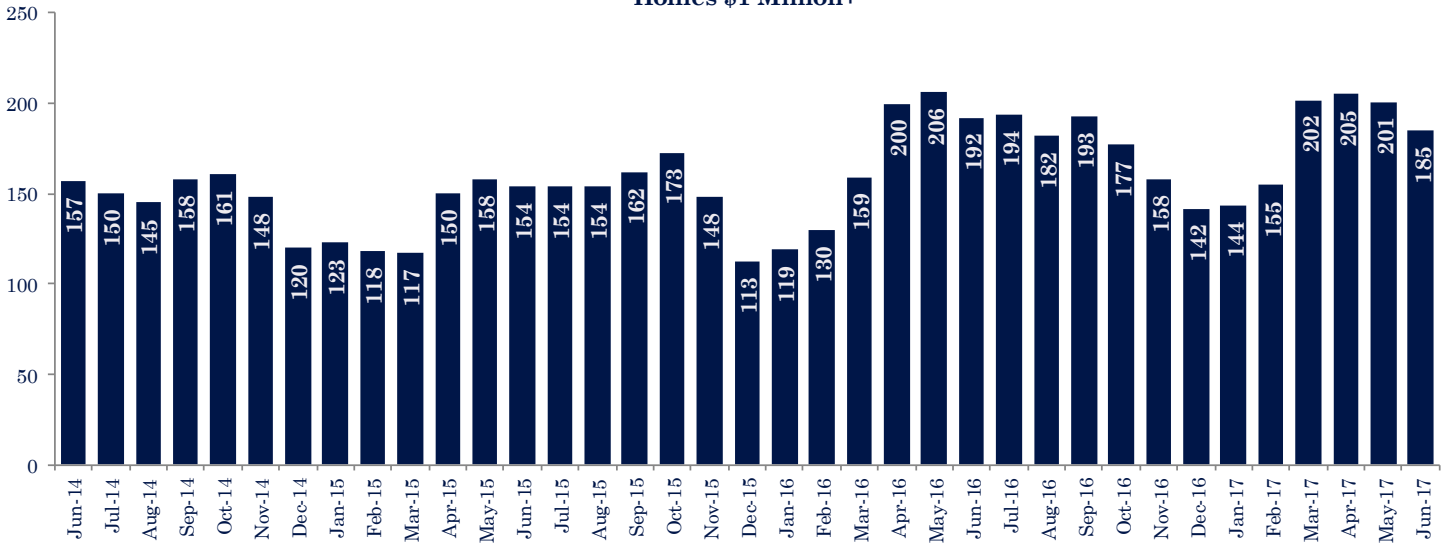
Compared to last June, the total number of homes more than \$1 Million available this month was lower by 3.6% and higher by 20.1% compared to June 2015.

Active inventory this June was 8.0% lower than the previous month's supply of available inventory.



Active Inventory

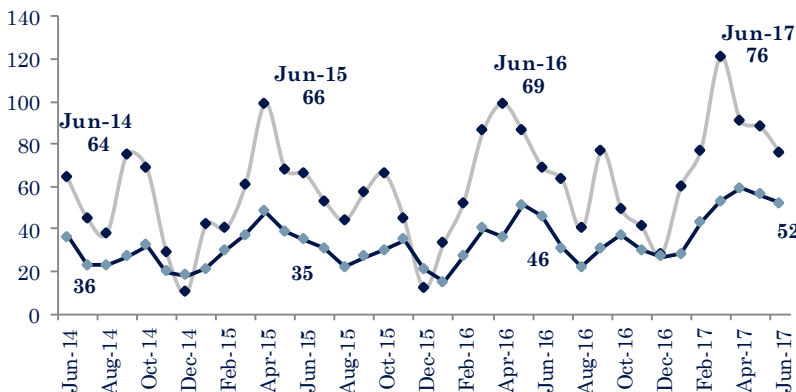
Homes \$1 Million+



New Listings & New Contracts

Homes \$1 Million+

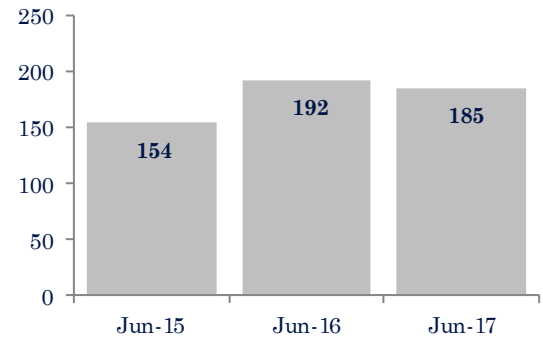
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$1 Million+

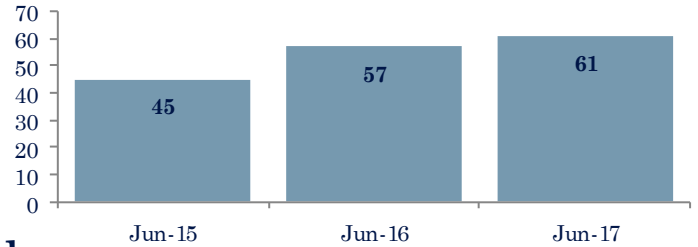


Arlington County, Virginia - June 2017

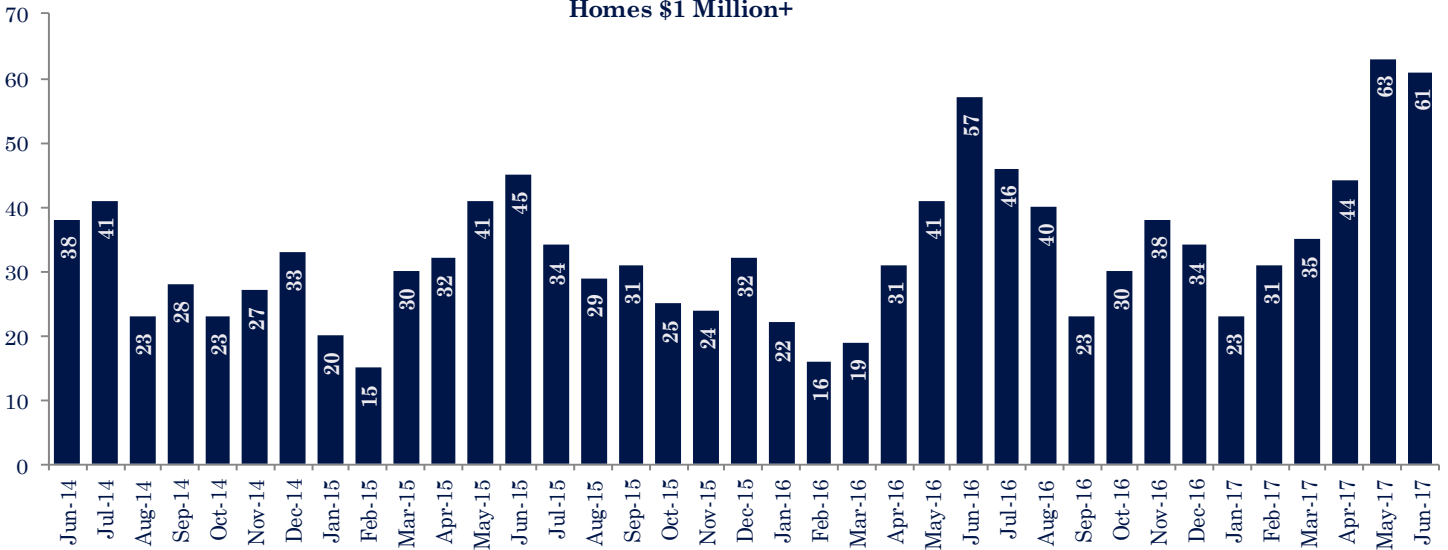
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 7.0% versus last June and an increase of 35.6% versus June of 2015.

There was a decrease of 3.2% in luxury units sold in June compared to May of this year.

Units Sold
Versus Previous Years
Homes \$1 Million+



Units Sold
Homes \$1 Million+



Recent Selected Luxury Sales

Homes \$1 Million+

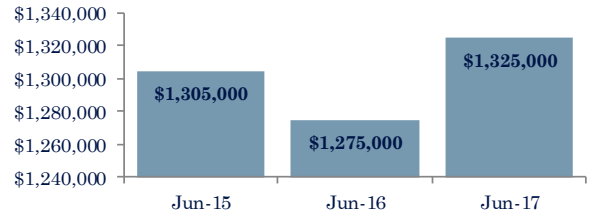
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
June 1, 2017	Arlington	22207	\$1,799,000	\$1,850,000	102.8%	7	✓	✓
June 22, 2017	Arlington	22207	\$1,794,900	\$1,770,000	98.6%	30	✓	
June 27, 2017	Arlington	22213	\$1,579,999	\$1,550,000	98.1%	117	✓	
June 15, 2017	Arlington	22207	\$1,549,000	\$1,549,000	100.0%	6		✓
June 16, 2017	Arlington	22207	\$1,535,000	\$1,505,000	98.0%	23	✓	
June 30, 2017	Arlington	22207	\$1,399,900	\$1,400,000	100.0%	60		✓
June 29, 2017	Arlington	22207	\$1,449,000	\$1,350,000	93.2%	55	✓	
June 30, 2017	Arlington	22205	\$1,379,900	\$1,336,250	96.8%	75	✓	
June 29, 2017	Arlington	22207	\$1,359,900	\$1,324,000	97.4%	11	✓	
June 30, 2017	Arlington	22205	\$1,200,000	\$1,250,000	104.2%	1	✓	✓

Arlington County, Virginia - June 2017

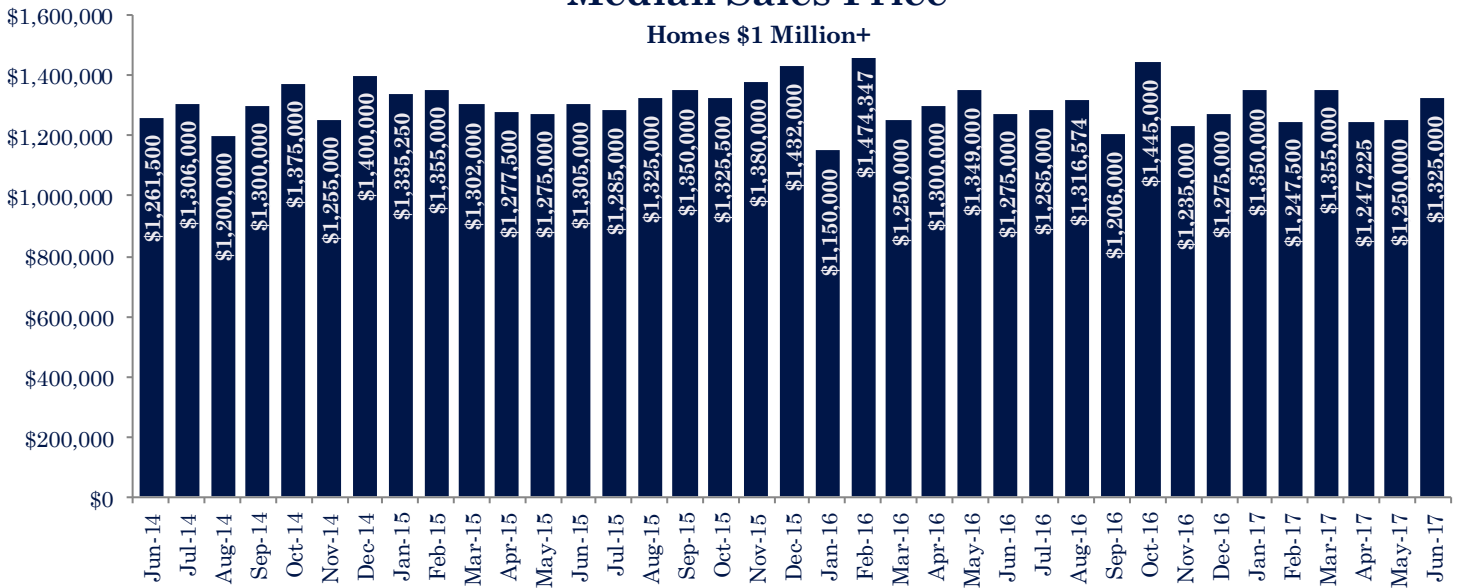
In June, the median sales price for homes more than \$1 Million was \$1,325,000, an increase of 3.9% compared to last year.

The current median sales price was higher by 6.0% than in May.

Median Sales Price
Versus Previous Years
Homes \$1 Million+

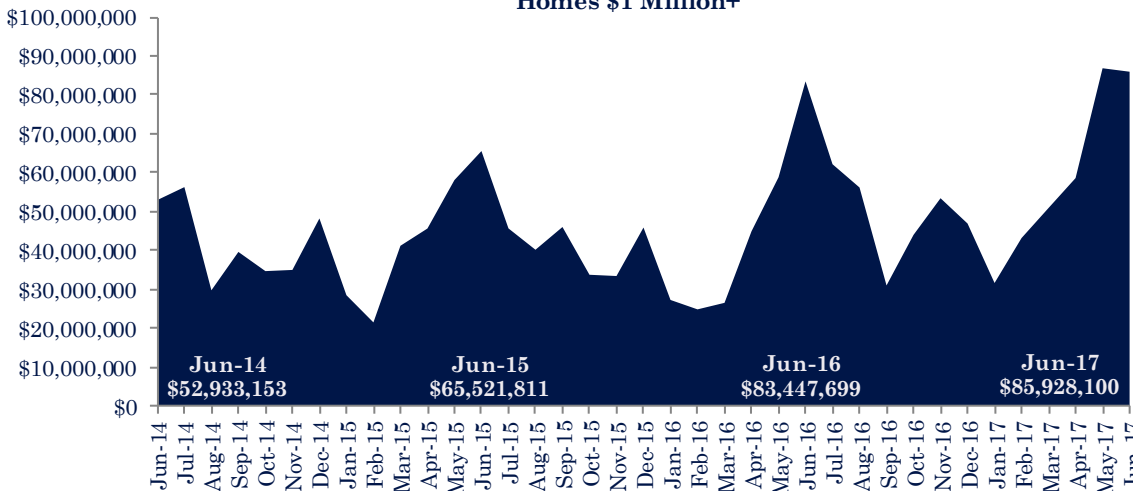


Median Sales Price
Homes \$1 Million+



Total Dollar Volume Sold

Homes \$1 Million+



Total Volume sold this June was 3.0% higher than the same month one year ago.

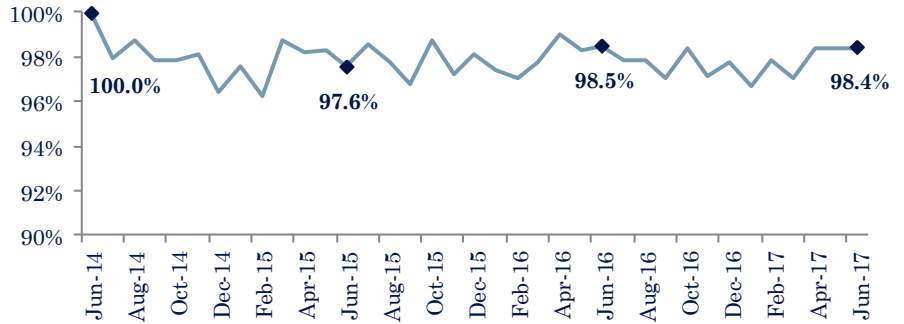
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In June, the average sale price for homes more than \$1 Million was 98.4% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 38, lower than the average last year, which was 50, a decrease of 24.0%.

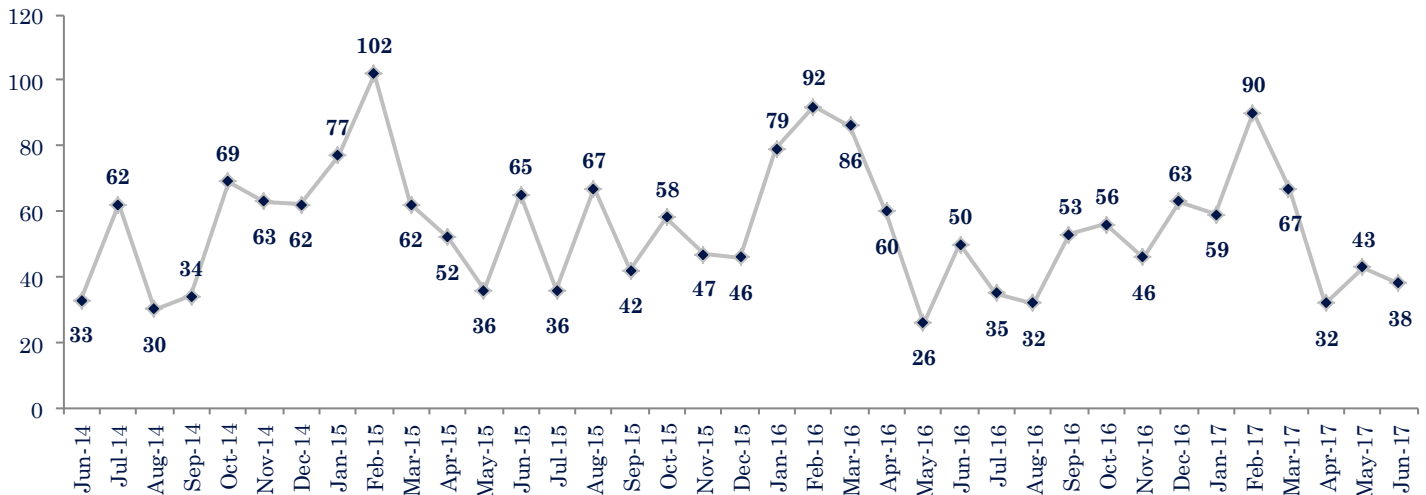
Sale Price as % of List Price

Homes \$1 Million+



Days on Market

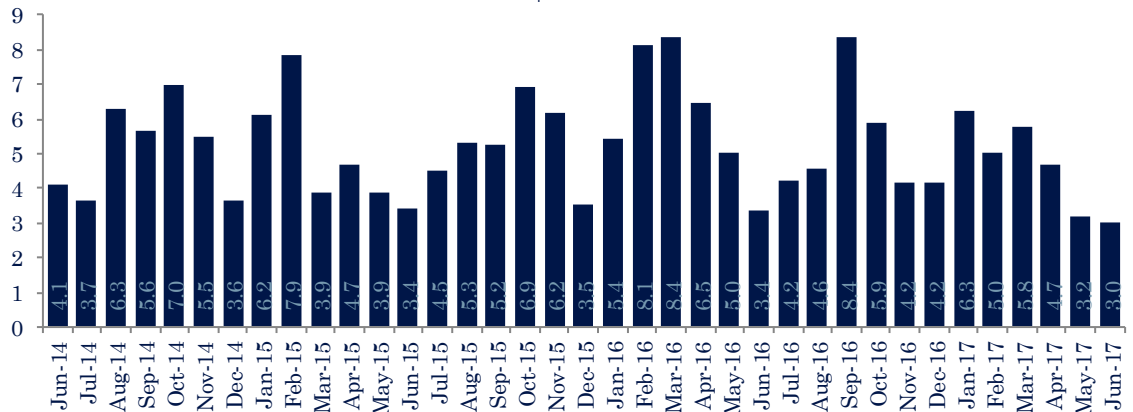
Homes \$1 Million+



Months of Supply

Homes \$1 Million+

In June, there were 3.0 months of supply available, compared to 3.4 in June of 2016. That is a decrease of 11.8% versus a year ago.



Arlington County, Virginia - June 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 all regions are June 1, 2014 through June 30, 2017.

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

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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."

"# 1 Seller of Luxury Home in Mid-Atlantic" based on data provided by local area Multiple Listing Services and their member Associations of REALTORS®. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are June 1, 2014 through June 30, 2017".

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