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# LuxInsight

**Arlington County**

Virginia

Luxury Housing Market Update

January 2018



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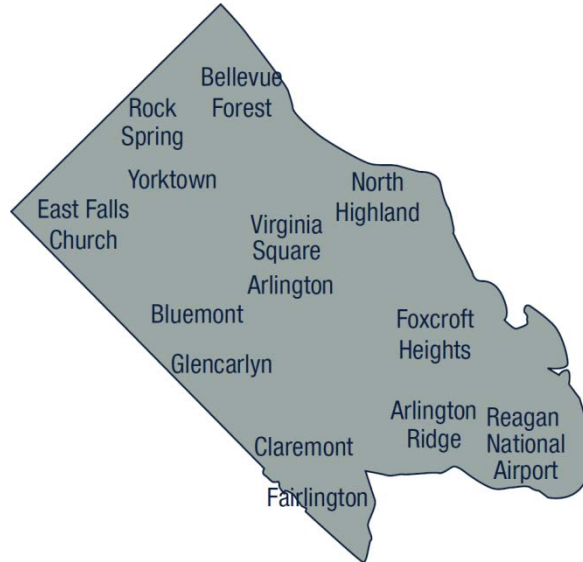
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## Arlington County, Virginia - January 2018

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.

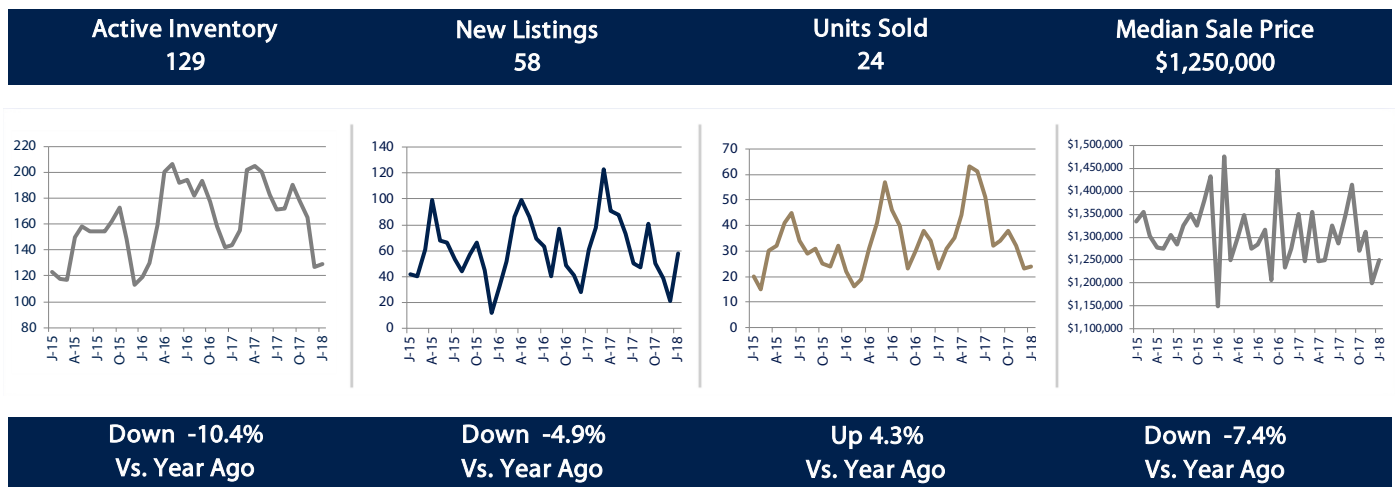
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

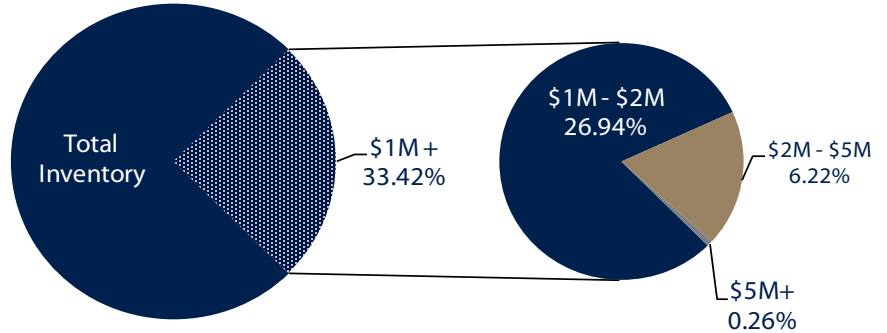


## Arlington County, Virginia - January 2018

Compared to last January, the total number of homes more than \$1 Million available this month was lower by 10.4% and higher by 8.4% compared to January 2016.

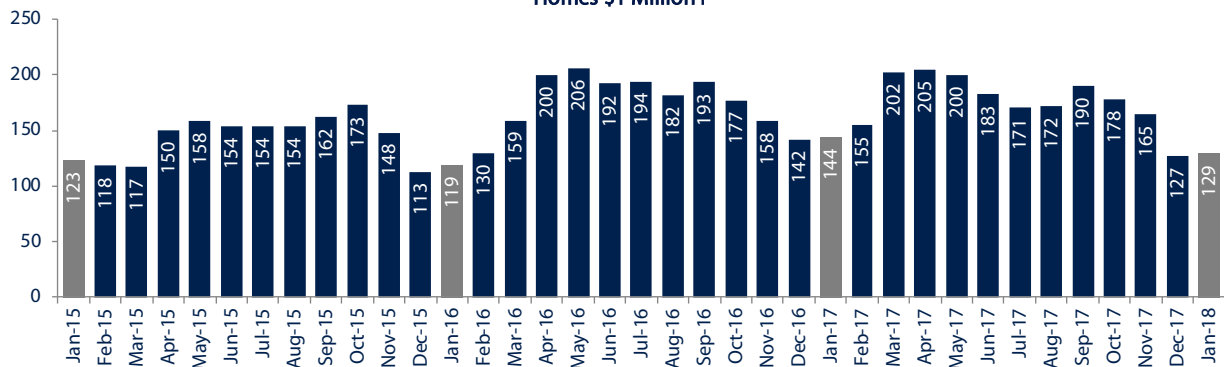
Active inventory this January was 1.6% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

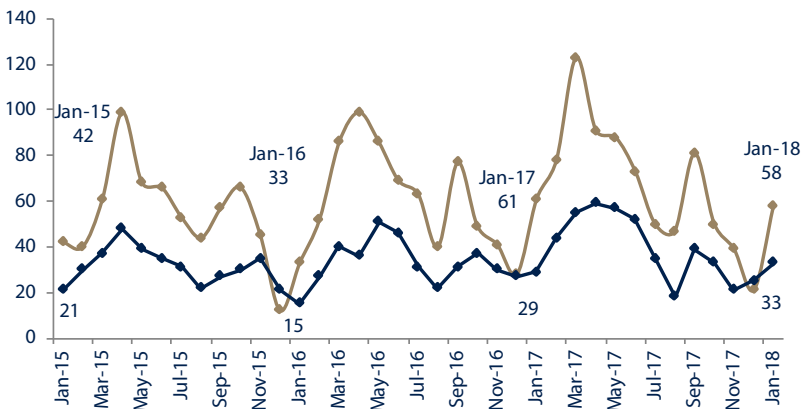
Homes \$1 Million+



### NEW LISTINGS & NEW CONTRACTS

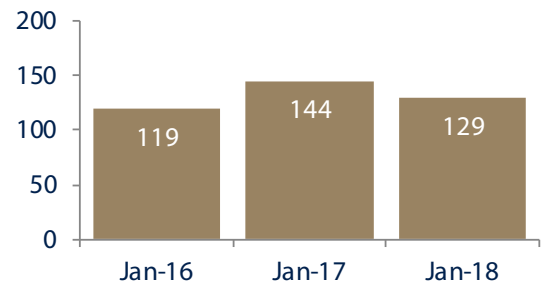
Homes \$1 Million+

— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$1 Million+

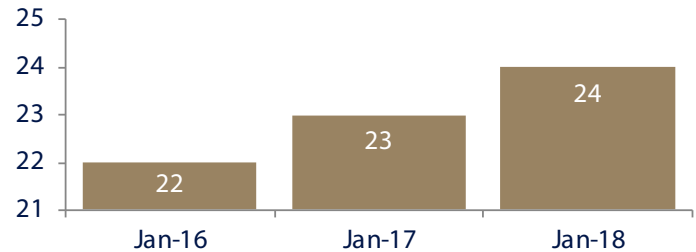


## Arlington County, Virginia - January 2018

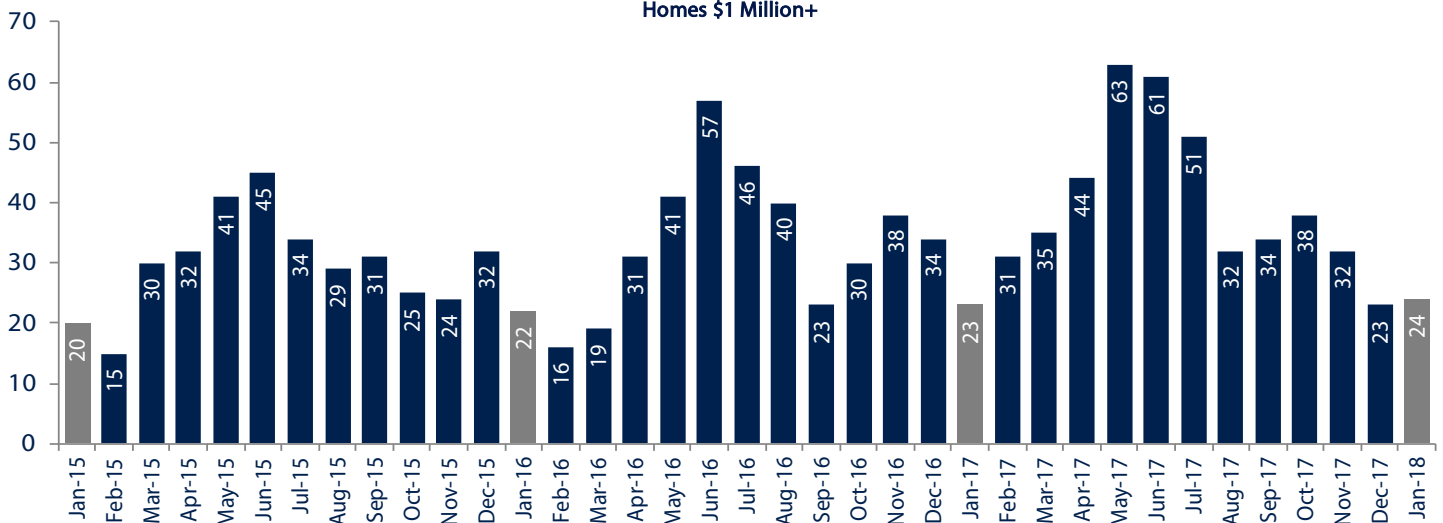
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 4.3% versus last January and an increase of 9.1% versus January of 2016.

There was an increase of 4.3% 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+

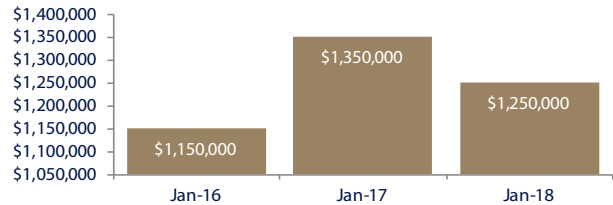
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
January 18, 2018	Arlington	22213	\$1,595,000	\$1,512,500	94.8%	13	✓	
January 10, 2018	Arlington	22207	\$1,399,900	\$1,375,000	98.2%	19	✓	
January 23, 2018	Arlington	22201	\$1,499,900	\$1,250,000	83.3%	24	✓	✓
December 14, 2017	Arlington	22209	\$1,274,880	\$1,260,000	98.8%	61	✓	
December 19, 2017	Arlington	22201	\$1,174,900	\$1,175,000	100.0%	20	✓	
November 10, 2017	Arlington	22207	\$1,795,000	\$1,740,000	96.9%	61	✓	
November 20, 2017	Arlington	22207	\$1,495,000	\$1,490,000	99.7%	8		✓
November 20, 2017	Arlington	22207	\$1,350,000	\$1,350,000	100.0%	1	✓	
November 17, 2017	Arlington	22213	\$1,299,000	\$1,325,000	102.0%	7		✓
November 8, 2017	Arlington	22207	\$1,295,000	\$1,295,000	100.0%	4		✓

## Arlington County, Virginia - January 2018

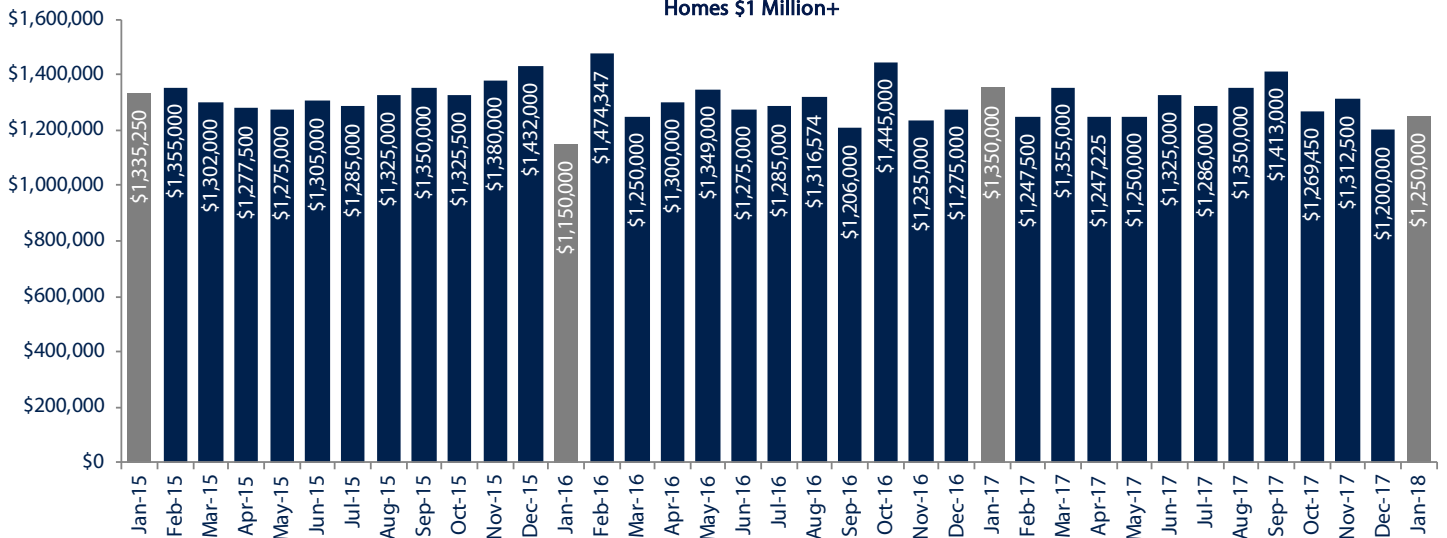
In January, the median sales price for homes more than \$1 Million was \$1,250,000, a decrease of 7.4% compared to last year.

The current median sales price was higher by 4.2% than in December.

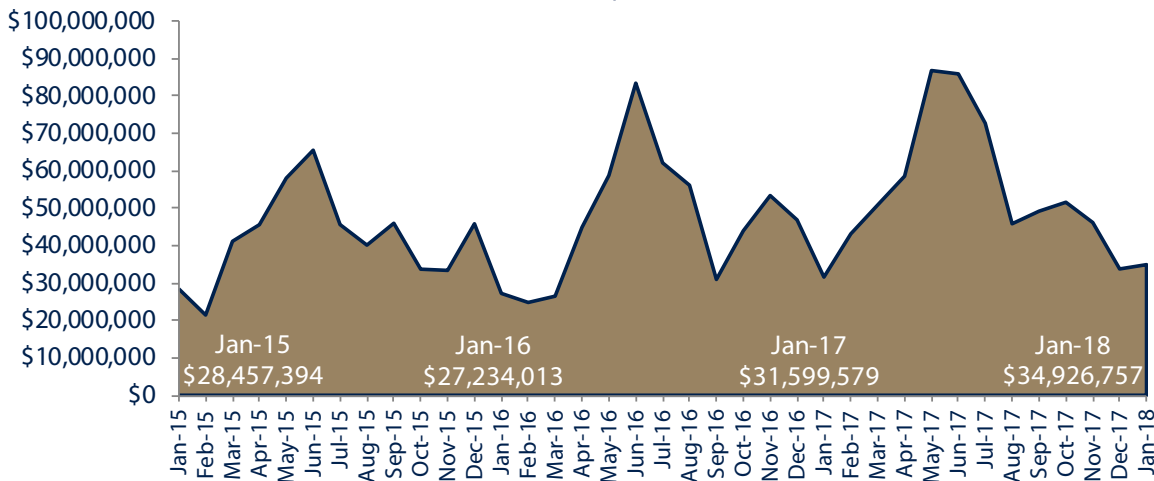
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$1 Million+



**MEDIAN SALES PRICE**  
Homes \$1 Million+



**TOTAL DOLLAR VOLUME SOLD**  
Homes \$1 Million+



Total volume sold this January was 10.5% higher than the same month one year ago.



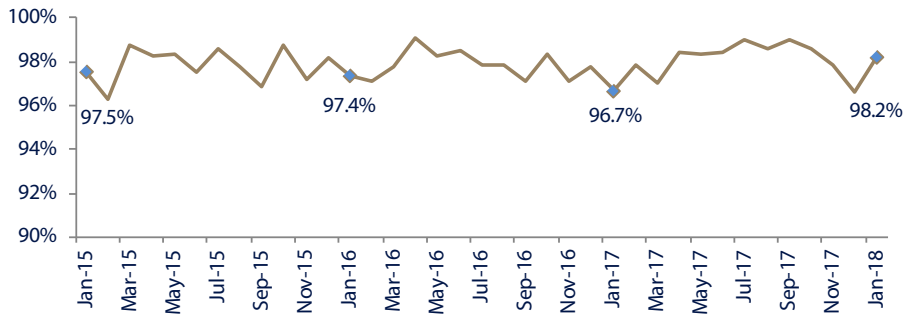
## Arlington County, Virginia - January 2018

In January, the average sale price for homes more than \$1 Million was 98.2% of the average list price, which is 1.5% higher than at this time last year.

This month, the average number of days on market was 54, lower than the average last year, which was 59, a decrease of 8.5%.

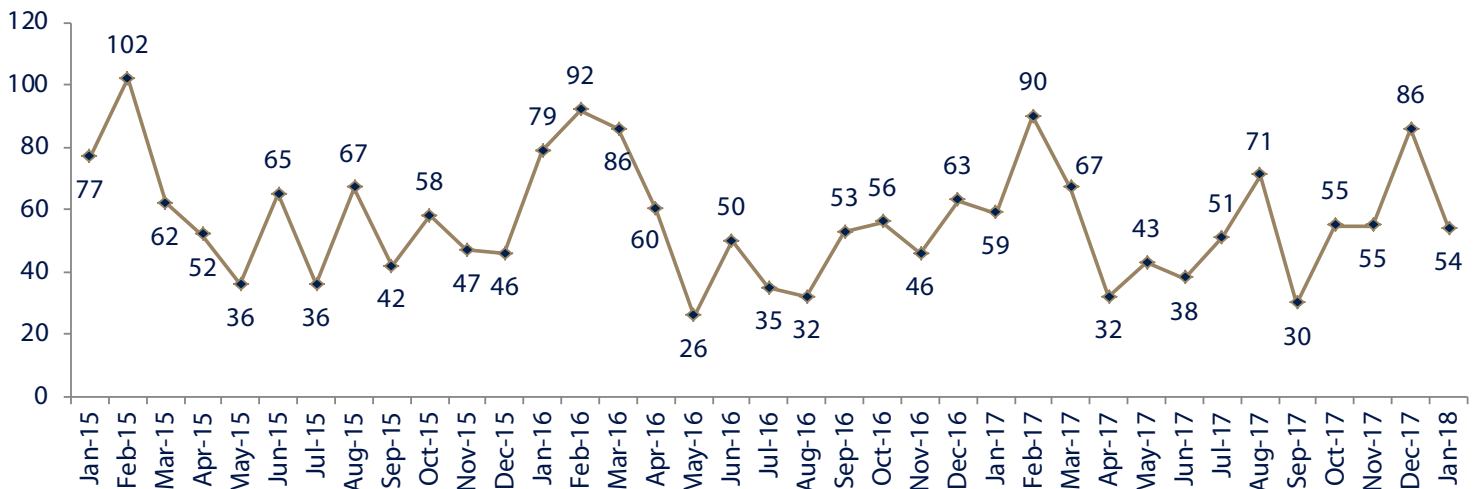
### SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



### DAYS ON MARKET

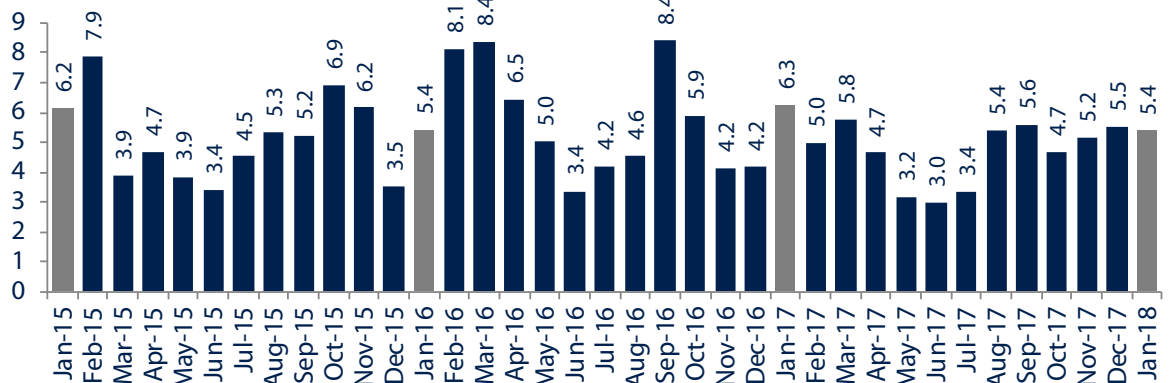
Homes \$1 Million+



### MONTHS OF SUPPLY

Homes \$1 Million+

In January, there were 5.4 months of supply available, compared to 6.3 in January of 2017. That is a decrease of 14.3% versus a year ago.



## Arlington County, Virginia - January 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 January 1, 2015 through January 31, 2018.

### Contacts & Disclaimers

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