



**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 - April 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.

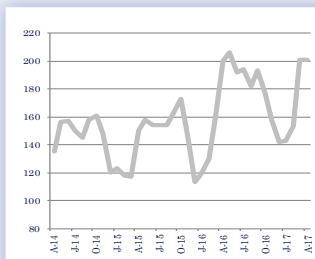
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



### At A Glance

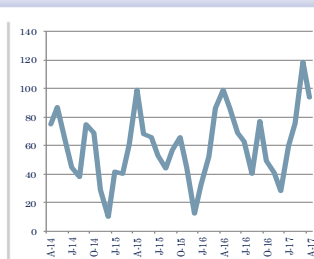
Homes \$1 Million+

**Active Inventory**  
201



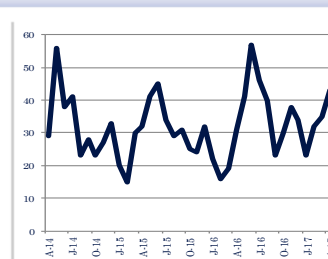
**Up 0.5%**  
Vs. Year Ago

**New Listings**  
94



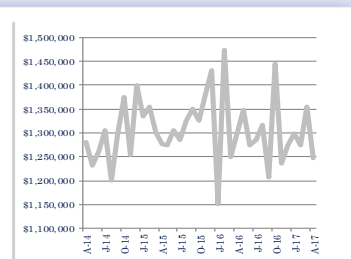
**Down -5.1%**  
Vs. Year Ago

**Units Sold**  
43



**Up 38.7%**  
Vs. Year Ago

**Median Sale Price**  
\$1,247,000

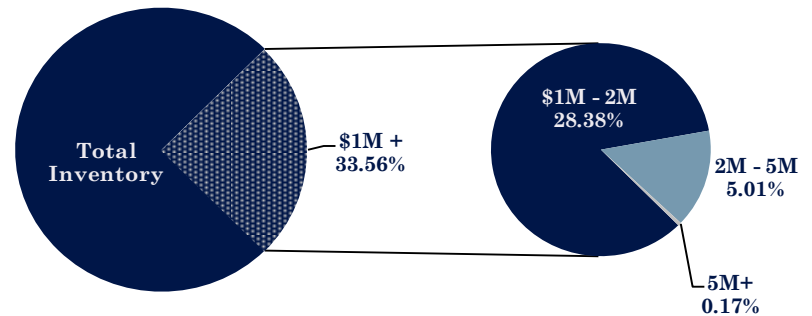


**Down -4.1%**  
Vs. Year Ago

## Arlington County, Virginia - April 2017

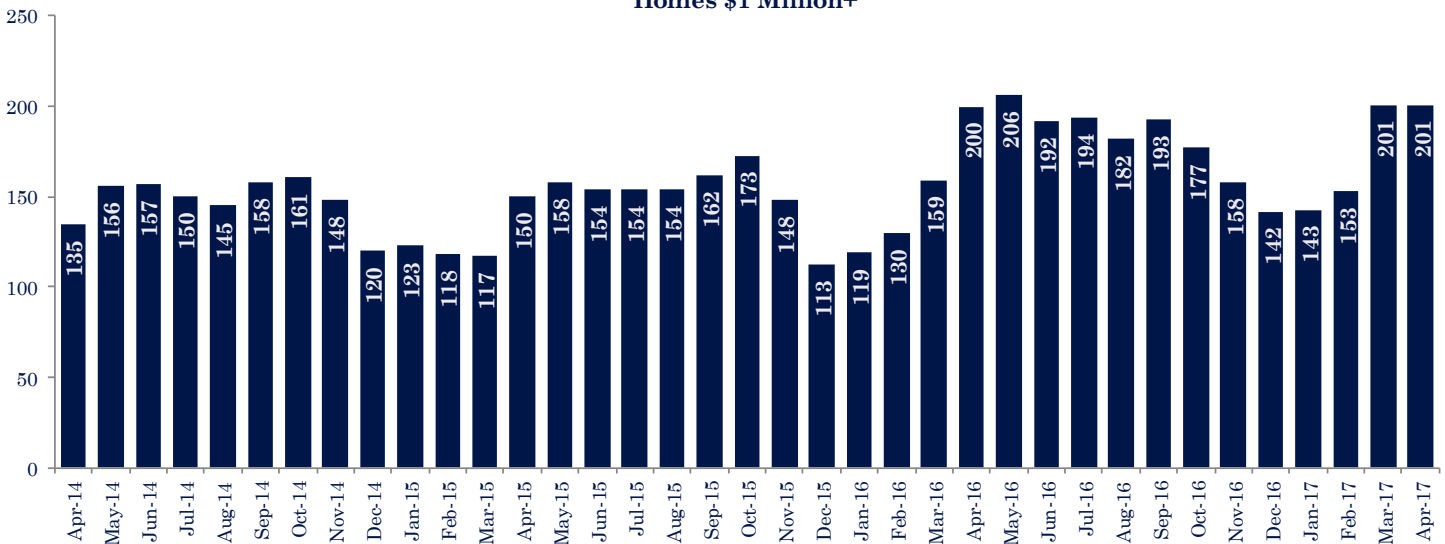
### Inventory Price Ranges

The total number of homes more than \$1 Million available this April is 201 units, which is similar compared to a year ago. This month's supply of available homes remained stable as compared to the previous month's supply.



### Active Inventory

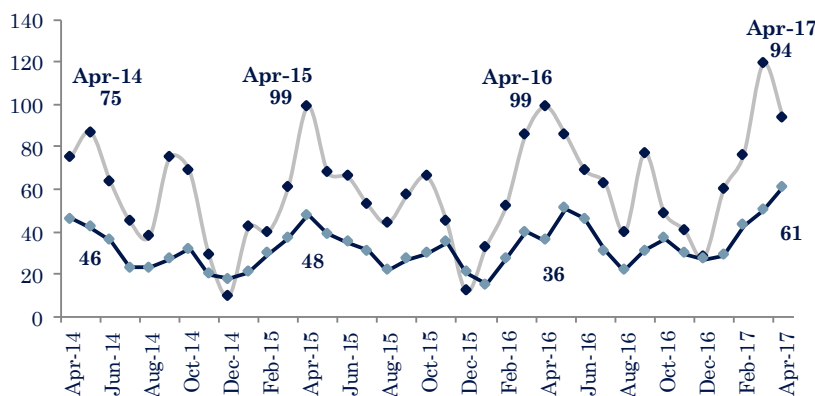
Homes \$1 Million+



### New Listings & New Contracts

Homes \$1 Million+

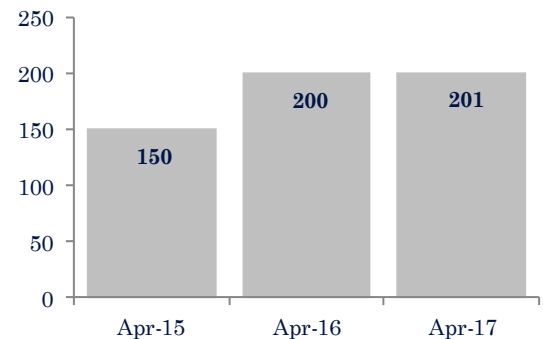
◆ New Listings    ◆ New Contracts



### Active Inventory

Versus Previous Years

Homes \$1 Million+

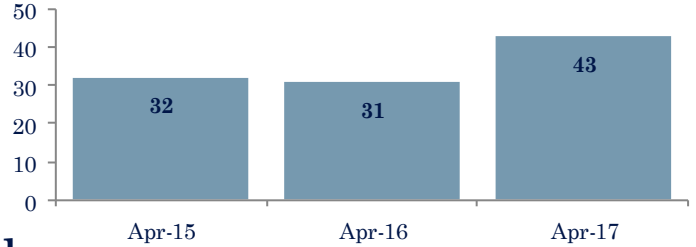


## Arlington County, Virginia - April 2017

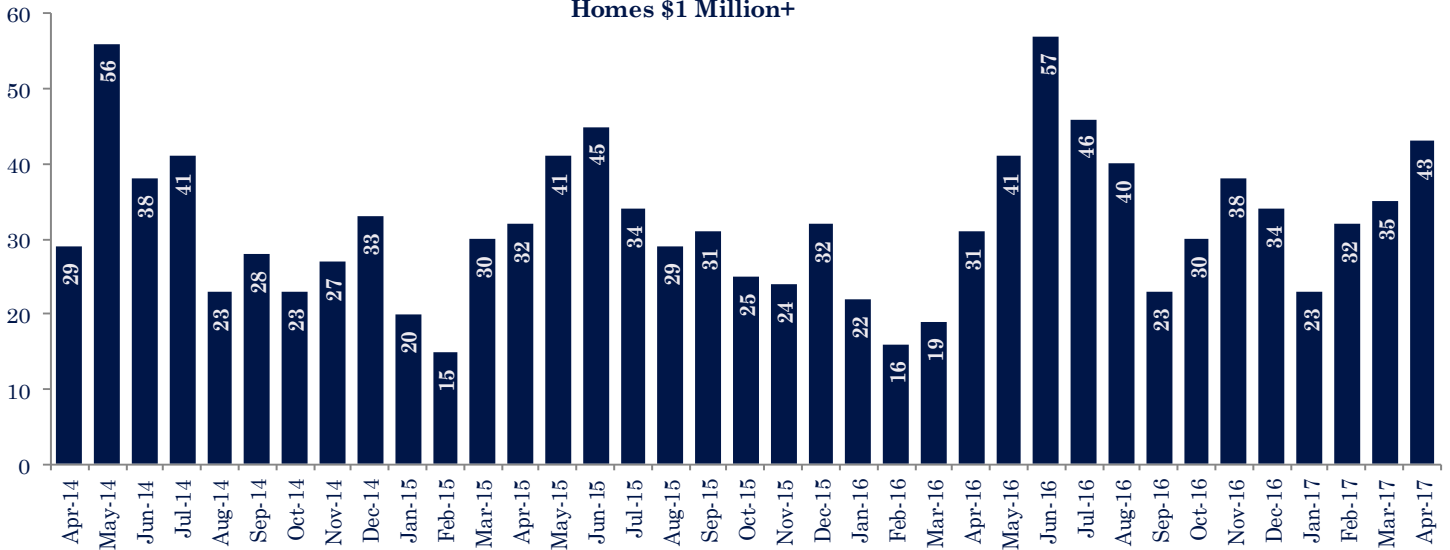
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 38.7% versus last April and an increase of 34.4% versus April of 2015.

There was an increase of 22.9% in luxury units sold in April compared to March of this year.

**Units Sold**  
Versus Previous Years  
Homes \$1 Million+



**Units Sold**  
Homes \$1 Million+



### Recent Selected Luxury Sales

Homes \$1 Million+

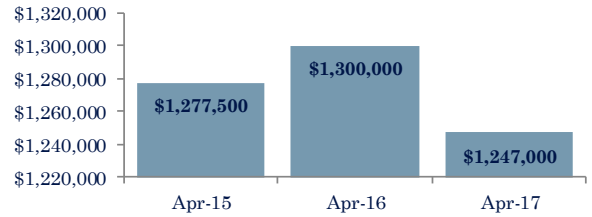
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 25, 2017	Arlington	22207	\$1,549,888	\$1,530,000	98.7%	19	✓	
April 26, 2017	Arlington	22207	\$1,498,000	\$1,497,000	99.9%	5	✓	
April 12, 2017	Arlington	22205	\$1,449,000	\$1,399,000	96.5%	213	✓	
April 21, 2017	Arlington	22205	\$1,150,000	\$1,201,800	104.5%	5	✓	✓
April 28, 2017	Arlington	22207	\$1,195,000	\$1,180,000	98.7%	44	✓	
April 14, 2017	Arlington	22201	\$1,075,000	\$1,075,000	100.0%	4		✓
April 13, 2017	Arlington	22205	\$1,075,000	\$1,050,000	97.7%	14	✓	
March 27, 2017	Arlington	22207	\$1,895,000	\$1,875,000	98.9%	6		✓
March 16, 2017	Arlington	22207	\$1,699,000	\$1,699,000	100.0%	13	✓	
March 17, 2017	Arlington	22213	\$1,699,999	\$1,647,000	96.9%	206	✓	✓

## Arlington County, Virginia - April 2017

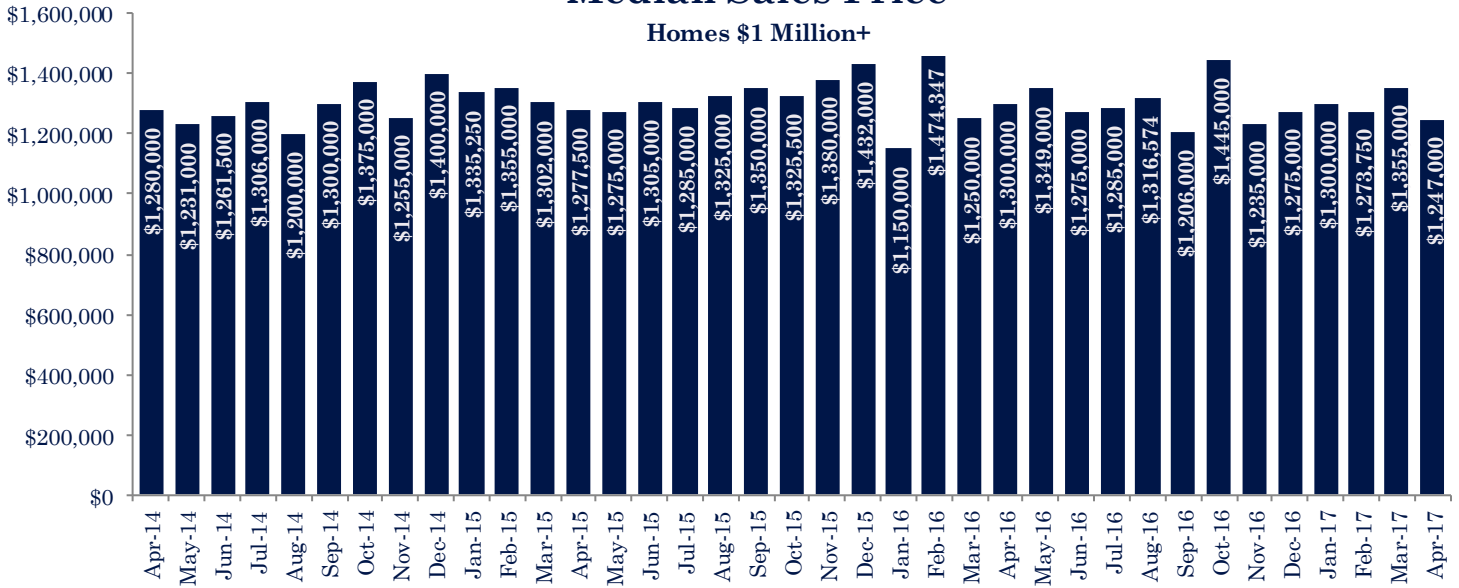
In April, the median sales price for homes more than \$1 Million was \$1,247,000, a decrease of 4.1% compared to last year.

The current median sales price was lower by 8.0% than in March.

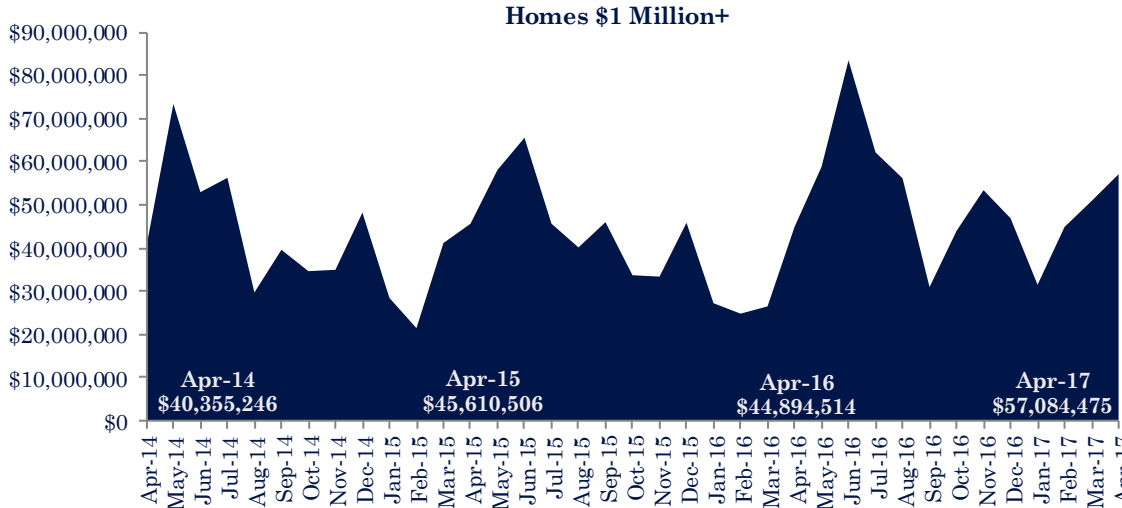
### Median Sales Price Versus Previous Years Homes \$1 Million+



### Median Sales Price Homes \$1 Million+



### Total Dollar Volume Sold Homes \$1 Million+



Total Volume sold this April was 27.2% higher than the same month one year ago.



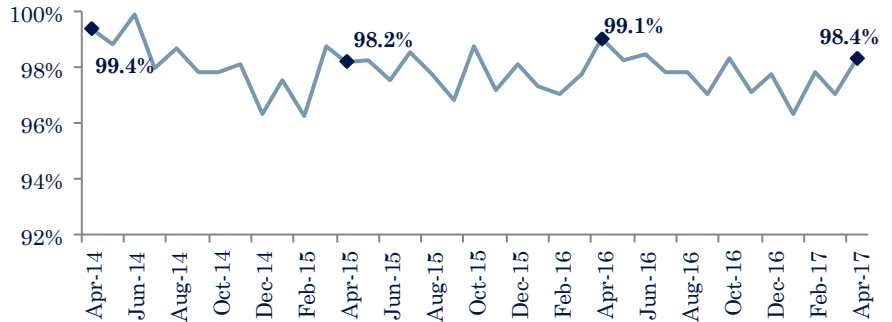
## Arlington County, Virginia - April 2017

In April, the average sale price for homes more than \$1 Million was 98.4% of the average list price, which is 0.7% lower than at this time last year.

This month, the average number of days on market was 33, lower than the average last year, which was 60, a decrease of 45.0%.

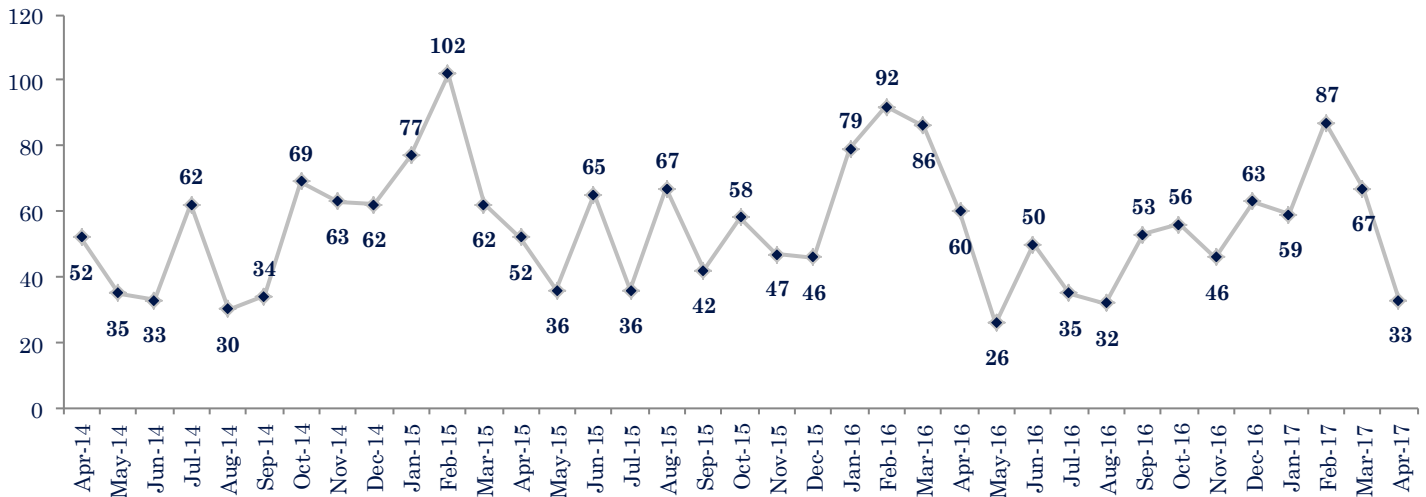
### Sale Price as % of List Price

Homes \$1 Million+



### Days on Market

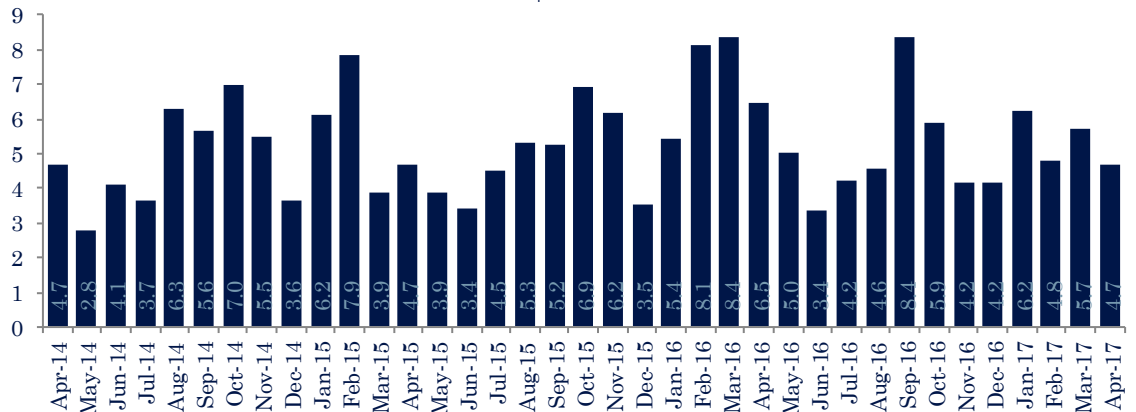
Homes \$1 Million+



### Months of Supply

Homes \$1 Million+

In April, there were 4.7 months of supply available, compared to 6.5 in April of 2016. That is a decrease of 27.7% versus a year ago.



## Arlington County, Virginia - April 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 April 1, 2014 through April 30, 2017.

### 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."

"# 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 April 1, 2014 through April 30, 2017".

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