



**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.



## Fairfax 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.

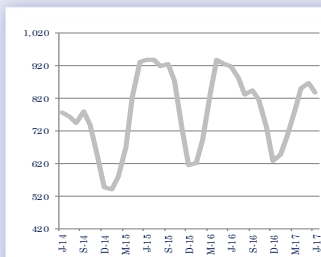
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



### At A Glance

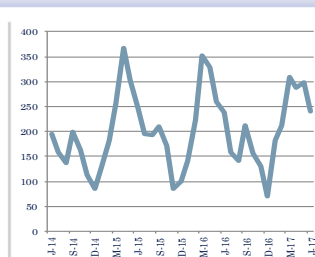
Homes \$1 Million+

**Active Inventory**  
838



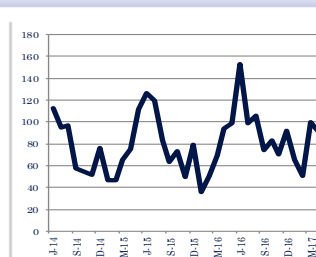
**Down -8.8%**  
Vs. Year Ago

**New Listings**  
240



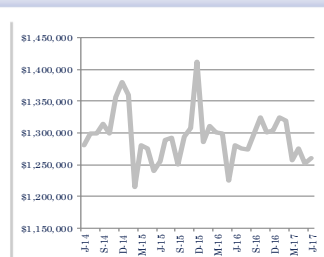
**No Change**  
Vs. Year Ago

**Units Sold**  
147



**Down -3.9%**  
Vs. Year Ago

**Median Sale Price**  
\$1,260,000



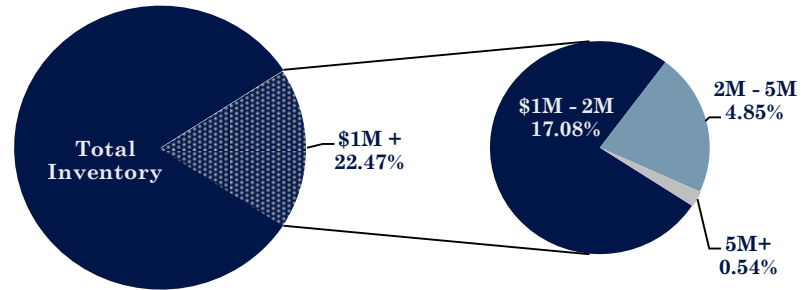
**Down -1.6%**  
Vs. Year Ago

## Fairfax County, Virginia - June 2017

### Inventory Price Ranges

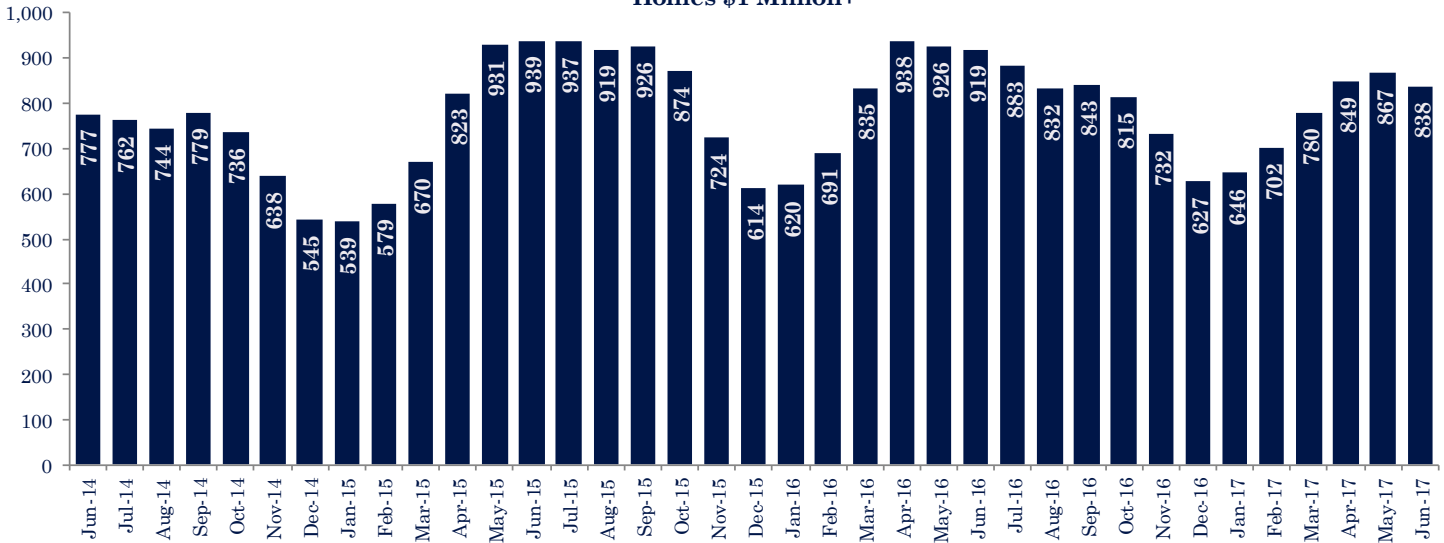
Compared to last June, the total number of homes more than \$1 Million available this month was lower by 8.8% and lower by 10.8% compared to June 2015.

Active inventory this June was 3.3% lower than the previous month's supply of available inventory.



### Active Inventory

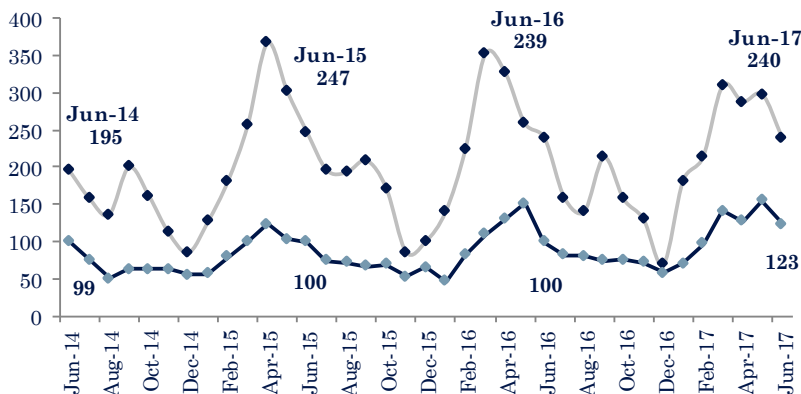
Homes \$1 Million+



### New Listings & New Contracts

Homes \$1 Million+

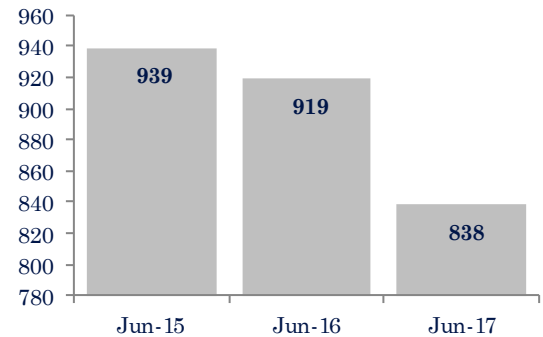
◆ New Listings    ◆ New Contracts



### Active Inventory

Versus Previous Years

Homes \$1 Million+

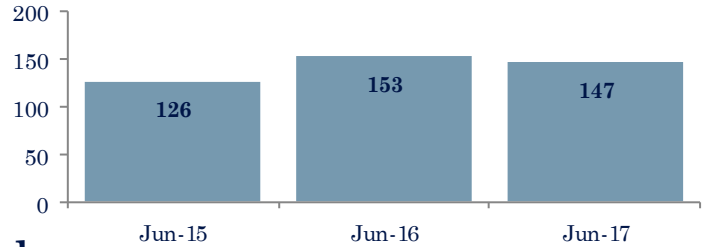


## Fairfax County, Virginia - June 2017

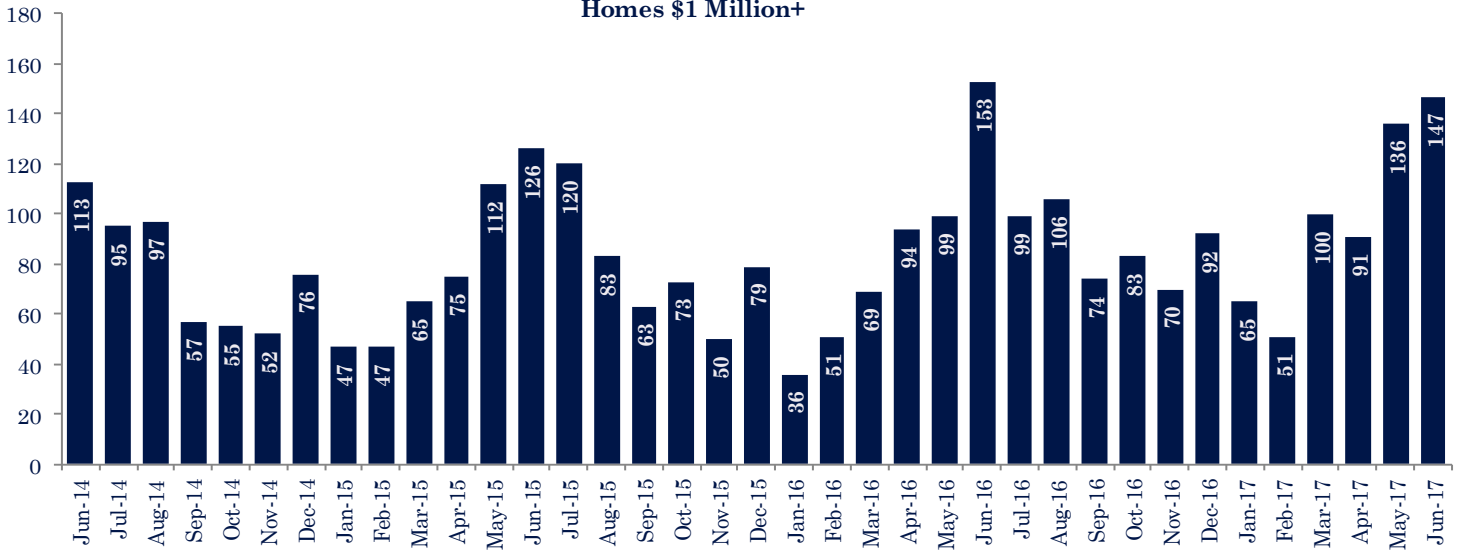
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 3.9% versus last June and an increase of 16.7% versus June of 2015.

There was an increase of 8.1% 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+

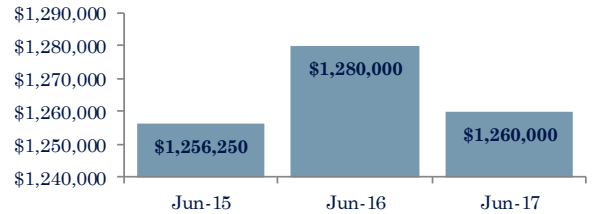
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
June 23, 2017	Mc Lean	22102	\$2,500,000	\$2,450,000	98.0%	1	✓	
June 2, 2017	Mc Lean	22101	\$2,275,000	\$2,235,000	98.2%	9		✓
June 12, 2017	Mc Lean	22101	\$1,990,000	\$1,950,000	98.0%	1	✓	✓
June 30, 2017	Vienna	22181	\$1,795,000	\$1,675,000	93.3%	25	✓	
June 29, 2017	Mc Lean	22101	\$1,689,000	\$1,650,000	97.7%	5	✓	
June 29, 2017	Oakton	22124	\$1,485,000	\$1,450,000	97.6%	5	✓	✓
June 22, 2017	Mc Lean	22101	\$1,595,000	\$1,445,000	90.6%	55	✓	
June 23, 2017	Annandale	22003	\$1,550,000	\$1,420,000	91.6%	14		✓
June 9, 2017	Mc Lean	22101	\$1,449,000	\$1,400,000	96.6%	203	✓	
June 22, 2017	Vienna	22180	\$1,399,999	\$1,375,000	98.2%	33	✓	✓

## Fairfax County, Virginia - June 2017

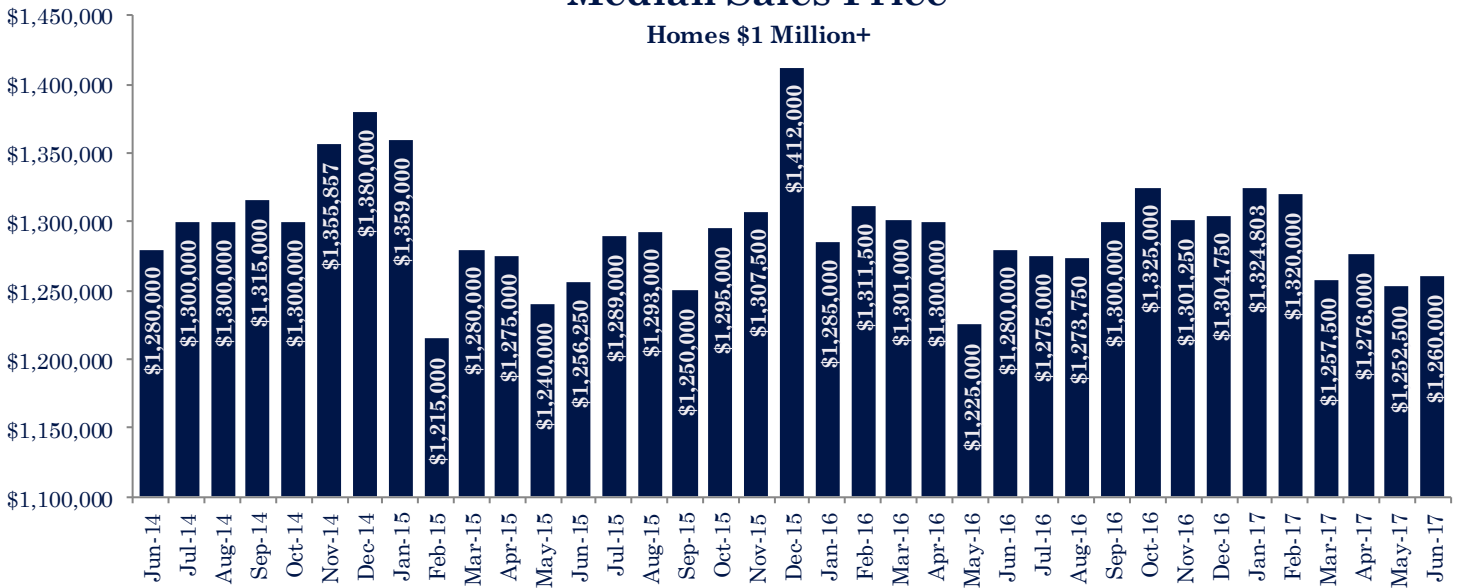
In June, the median sales price for homes more than \$1 Million was \$1,260,000, a decrease of 1.6% compared to last year.

The current median sales price was higher by 0.6% than in May.

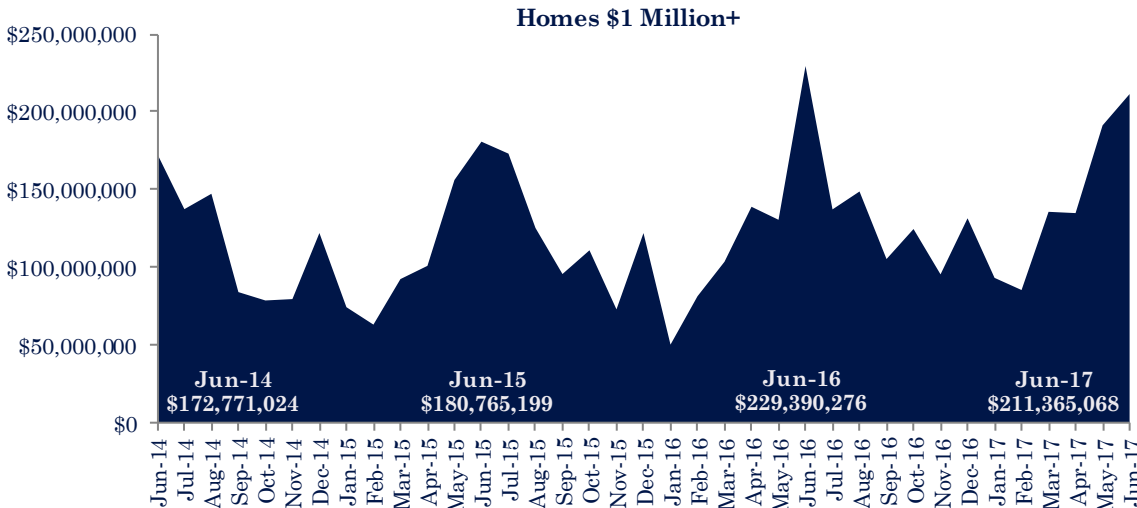
### Median Sales Price Versus Previous Years Homes \$1 Million+



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



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



Total Volume sold this June was 7.9% lower than the same month one year ago.

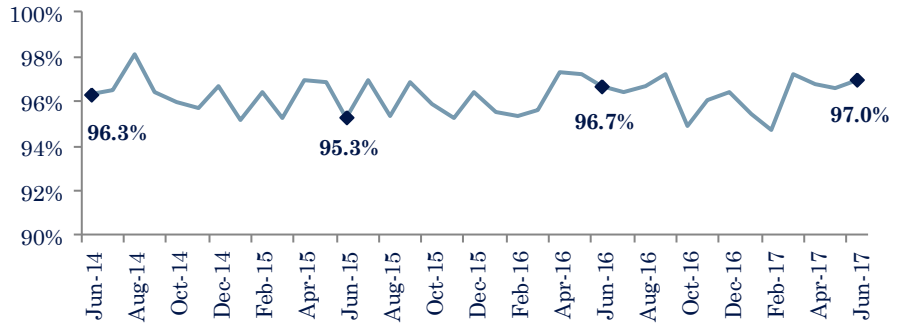
## Fairfax County, Virginia - June 2017

In June, the average sale price for homes more than \$1 Million was 97.0% of the average list price, which is 0.3% higher than at this time last year.

This month, the average number of days on market was 58, lower than the average last year, which was 71, a decrease of 18.3%.

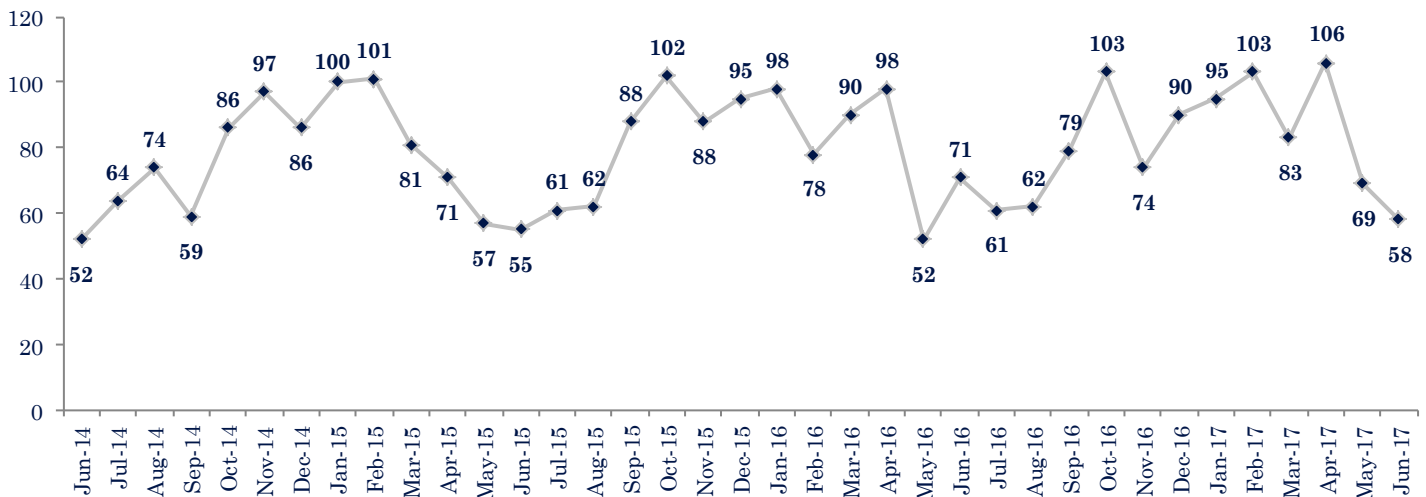
### Sale Price as % of List Price

Homes \$1 Million+



### Days on Market

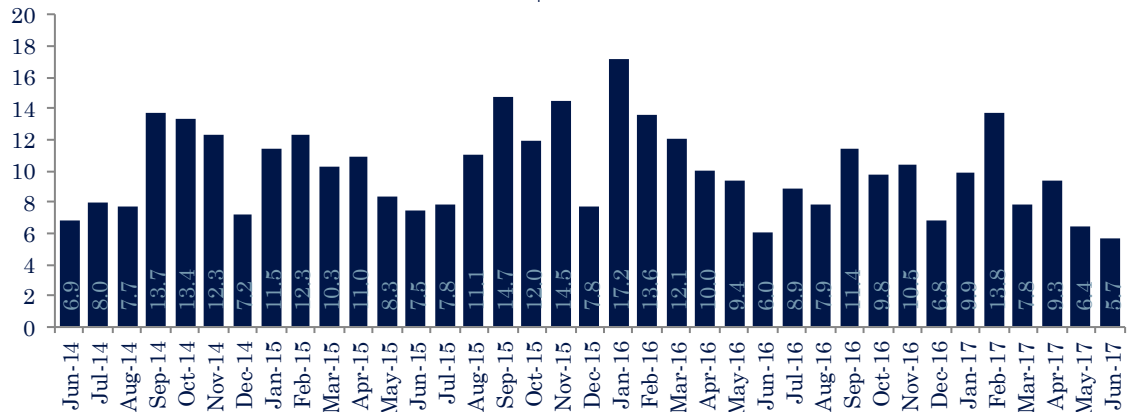
Homes \$1 Million+



### Months of Supply

Homes \$1 Million+

In June, there were 5.7 months of supply available, compared to 6.0 in June of 2016. That is a decrease of 5.0% versus a year ago.



# Fairfax County, Virginia - June 2017

## References & Definitions

### FAIRFAX, 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 Fairfax, Virginia only.

Analysis dates all regions are June 1, 2014 through June 30, 2017.

## Contacts & Disclaimers

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"Information contained in this report is based on data provided by the local area Multiple Listing Service and its member Association(s) of REALTORS®. No representation, expressed or implied should be taken from information herein. Neither these organizations nor Long & Foster Real Estate, Inc. guarantee or are in any way responsible for the accuracy of these results, which do not reflect all activity in the marketplace. 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. Information contained in this report is not limited to transactions done by Long & Foster Real Estate, Inc. The data reported is solely for residential real estate transactions."

"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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