



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 - 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.

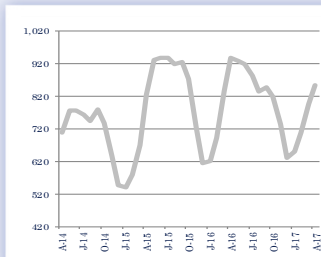
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



At A Glance

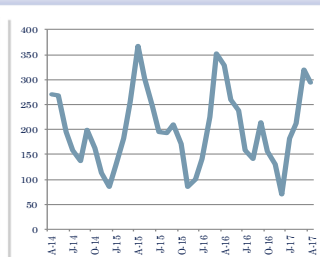
Homes \$1 Million+

Active Inventory
853



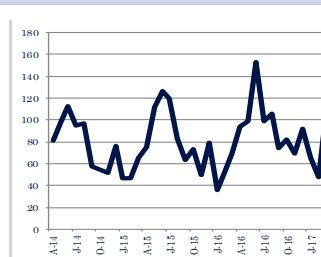
Down -9.2%
Vs. Year Ago

New Listings
295



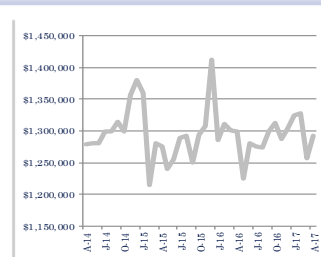
Down -10.1%
Vs. Year Ago

Units Sold
88



Down -6.4%
Vs. Year Ago

Median Sale Price
\$1,292,500



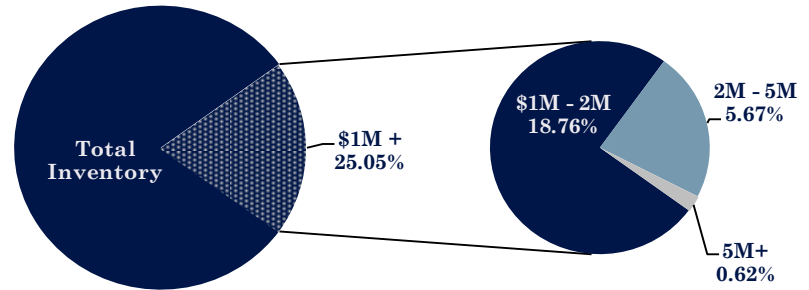
Down -0.6%
Vs. Year Ago

Fairfax County, Virginia - April 2017

Inventory Price Ranges

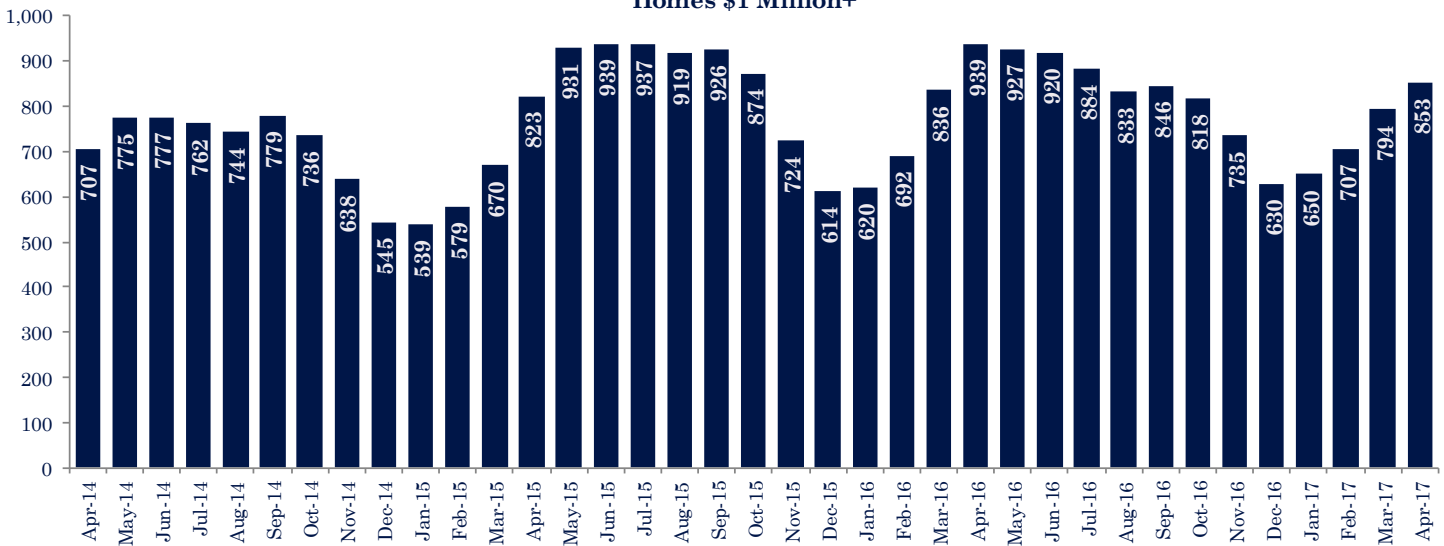
Compared to last April, the total number of homes more than \$1 Million available this month was lower by 9.2% and higher by 3.6% compared to April 2015.

Active inventory this April was 7.4% higher than the previous month's supply of available inventory.



Active Inventory

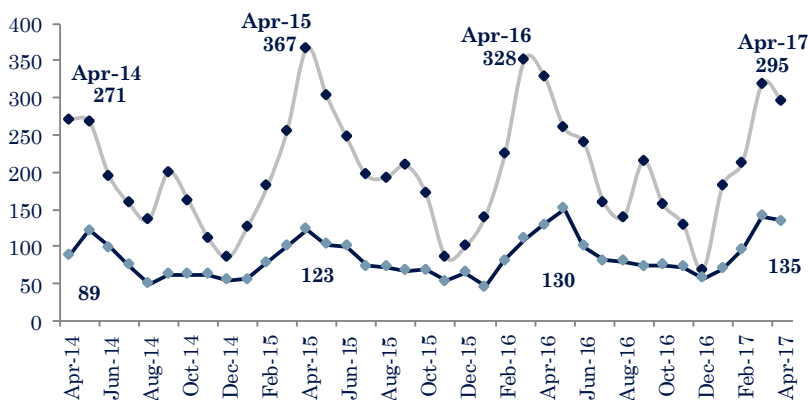
Homes \$1 Million+



New Listings & New Contracts

Homes \$1 Million+

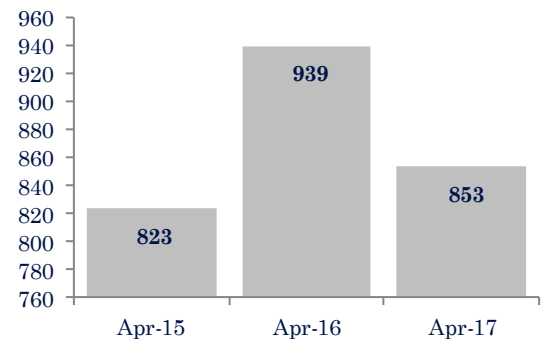
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$1 Million+

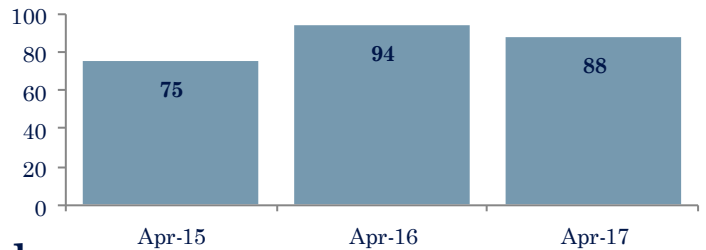


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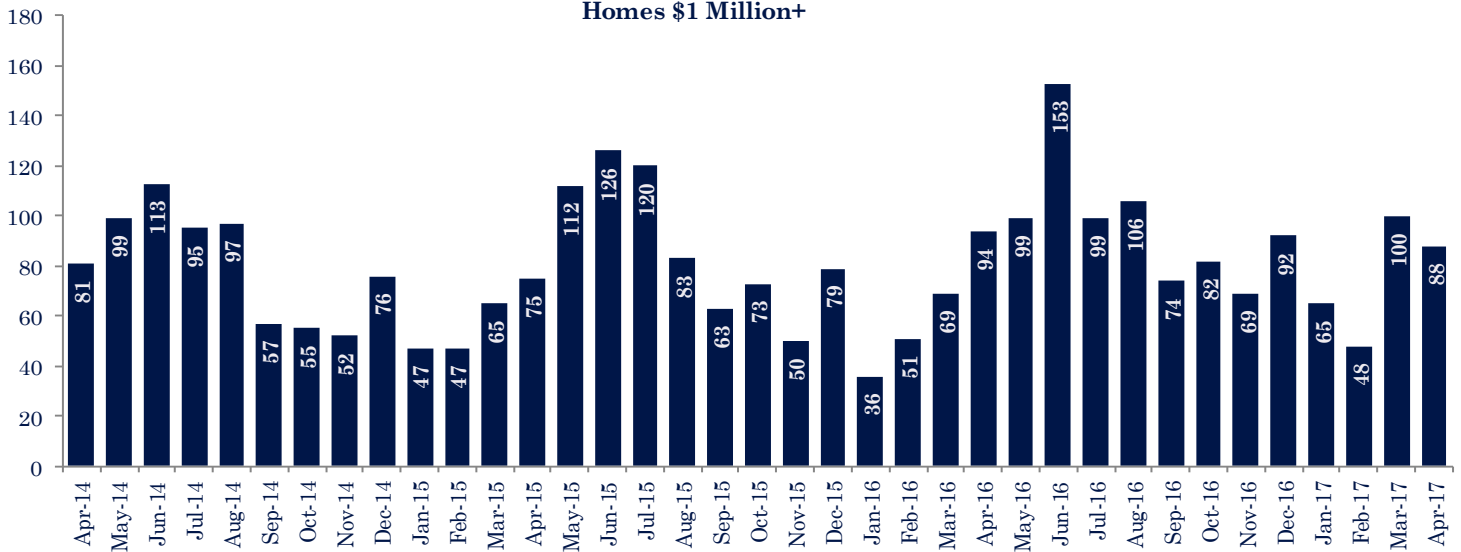
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 6.4% versus last April and an increase of 17.3% versus April of 2015.

There was a decrease of 12.0% 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+

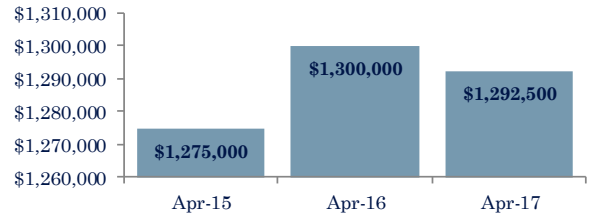
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 21, 2017	Mc Lean	22102	\$2,399,000	\$2,350,000	98.0%	131	✓	✓
April 3, 2017	Great Falls	22066	\$2,150,000	\$2,095,000	97.4%	575		✓
April 28, 2017	Oakton	22124	\$1,749,900	\$1,749,900	100.0%	107	✓	
April 28, 2017	Mc Lean	22101	\$1,690,000	\$1,635,000	96.7%	4	✓	
April 26, 2017	Vienna	22180	\$1,699,000	\$1,626,000	95.7%	433	✓	
April 7, 2017	Mc Lean	22101	\$1,649,000	\$1,585,000	96.1%	184	✓	
April 24, 2017	Mc Lean	22101	\$1,480,000	\$1,482,500	100.2%	99	✓	
April 18, 2017	Great Falls	22066	\$1,475,000	\$1,421,000	96.3%	307	✓	
April 19, 2017	Herndon	20171	\$1,420,000	\$1,390,000	97.9%	29	✓	
April 12, 2017	Vienna	22182	\$1,395,000	\$1,350,000	96.8%	34	✓	✓

Fairfax County, Virginia - April 2017

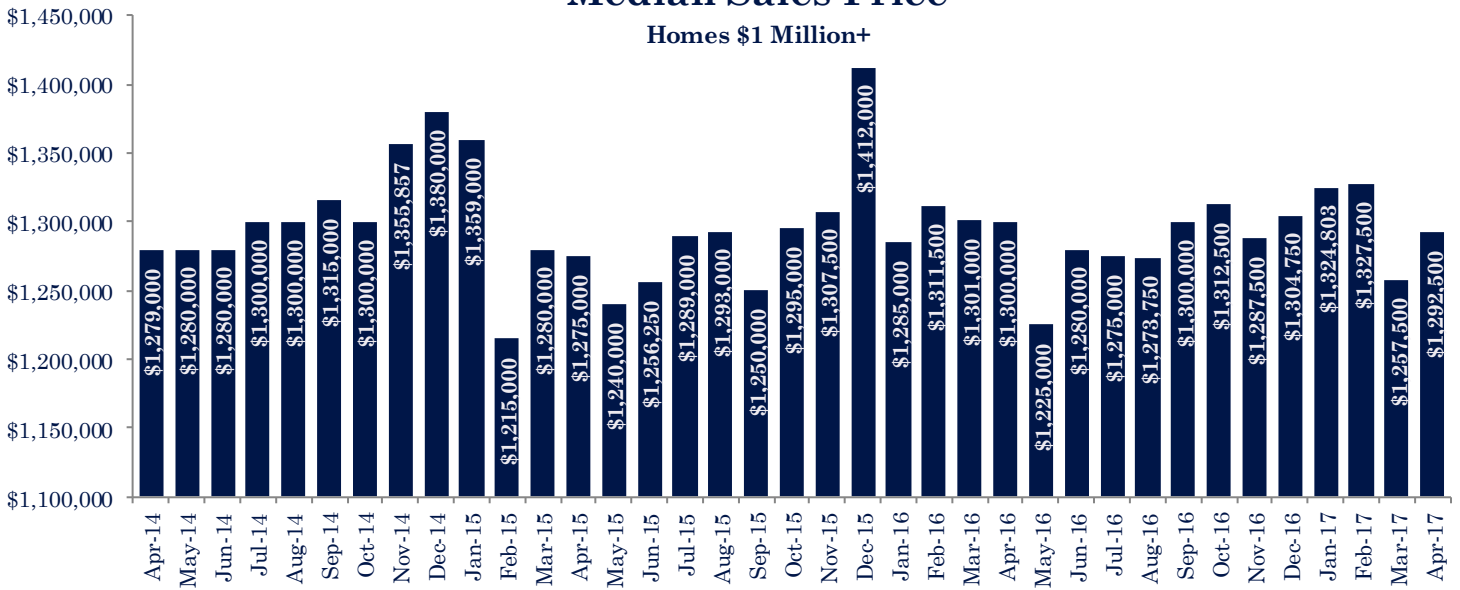
In April, the median sales price for homes more than \$1 Million was \$1,292,500, a decrease of 0.6% compared to last year.

The current median sales price was higher by 2.8% than in March.

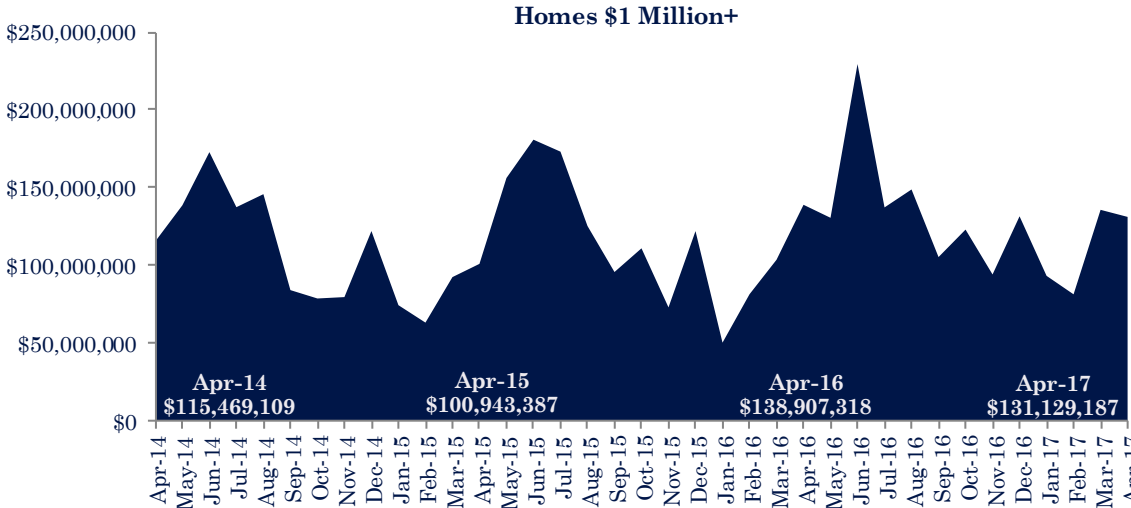
Median Sales Price Versus Previous Years Homes \$1 Million+



Median Sales Price Homes \$1 Million+



Total Dollar Volume Sold Homes \$1 Million+



Total Volume sold this April was 5.6% lower than the same month one year ago.

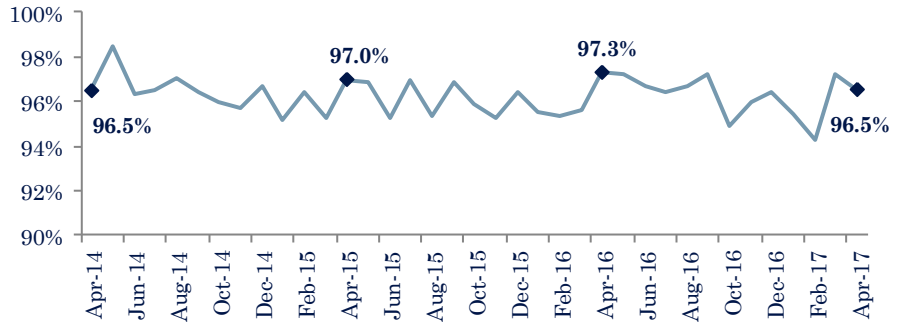
Fairfax County, Virginia - April 2017

In April, the average sale price for homes more than \$1 Million was 96.5% of the average list price, which is 0.8% lower than at this time last year.

This month, the average number of days on market was 105, higher than the average last year, which was 98, an increase of 7.1%.

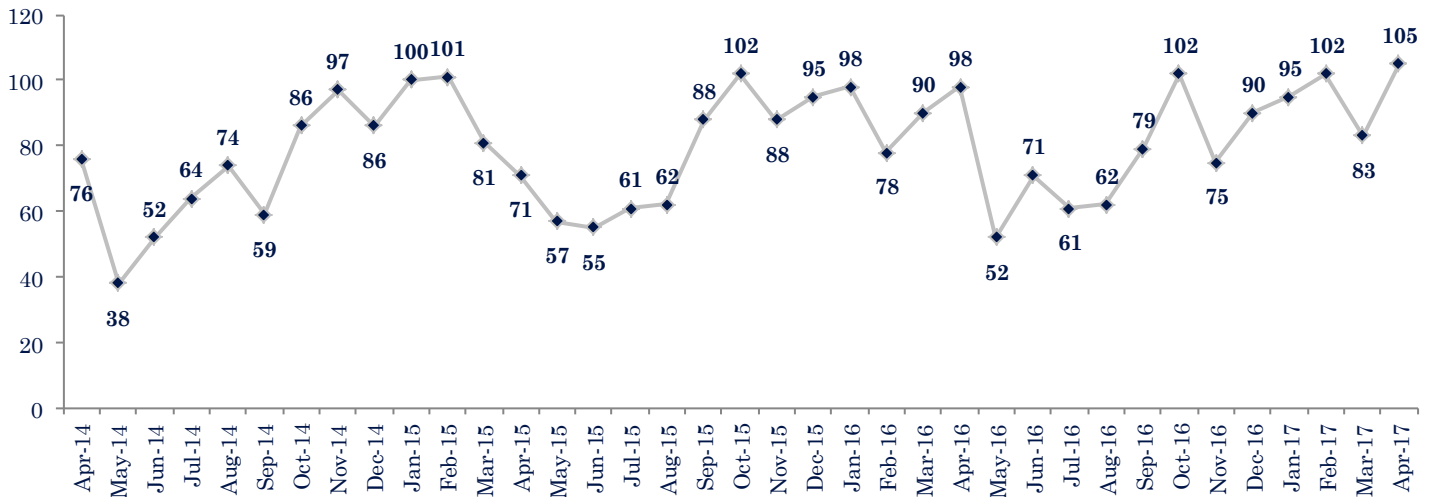
Sale Price as % of List Price

Homes \$1 Million+



Days on Market

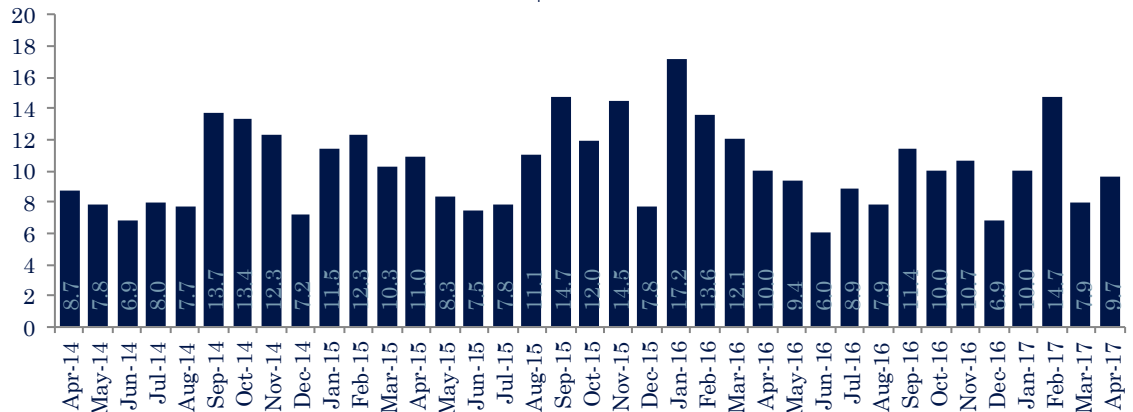
Homes \$1 Million+



Months of Supply

Homes \$1 Million+

In April, there were 9.7 months of supply available, compared to 10.0 in April of 2016. That is a decrease of 3.0% versus a year ago.



Fairfax County, Virginia - April 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 April 1, 2014 through April 30, 2017.

Contacts & Disclaimers

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"# 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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