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LuxInsight

Fairfax County

Virginia

Luxury Housing Market Update

September 2018



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Fairfax County, Virginia - September 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.

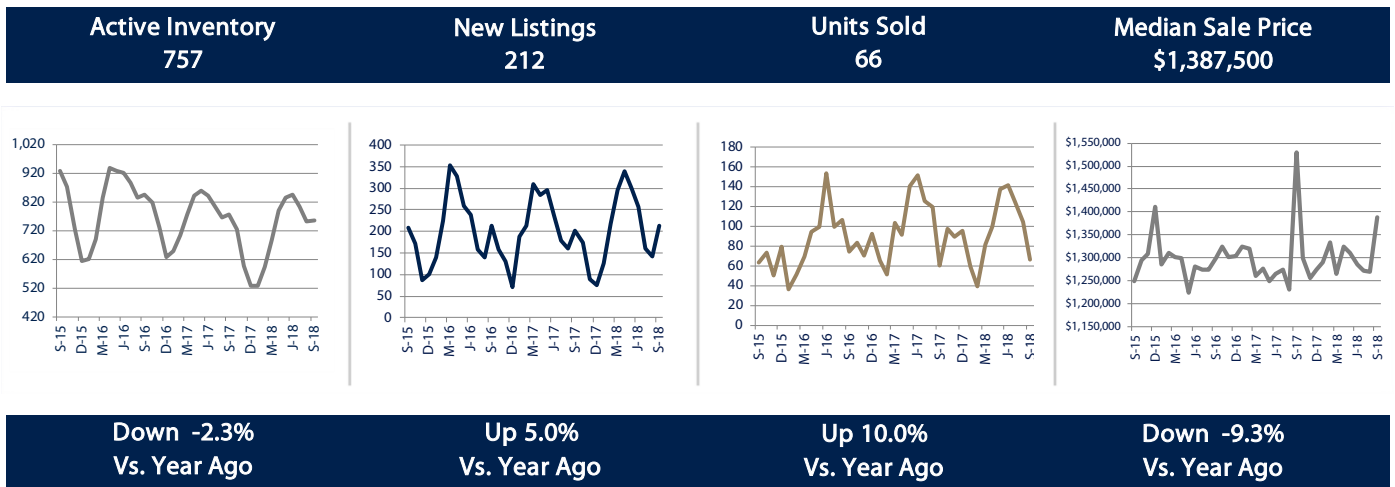
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+



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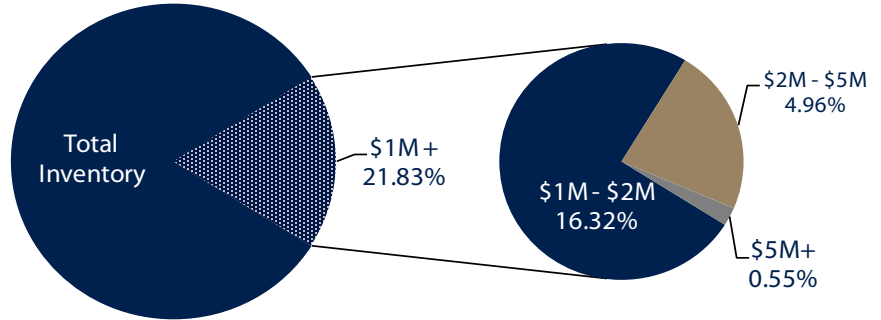
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Compared to last September, the total number of homes more than \$1 Million available this month was lower by 2.3% and lower by 10.3% compared to September 2016.

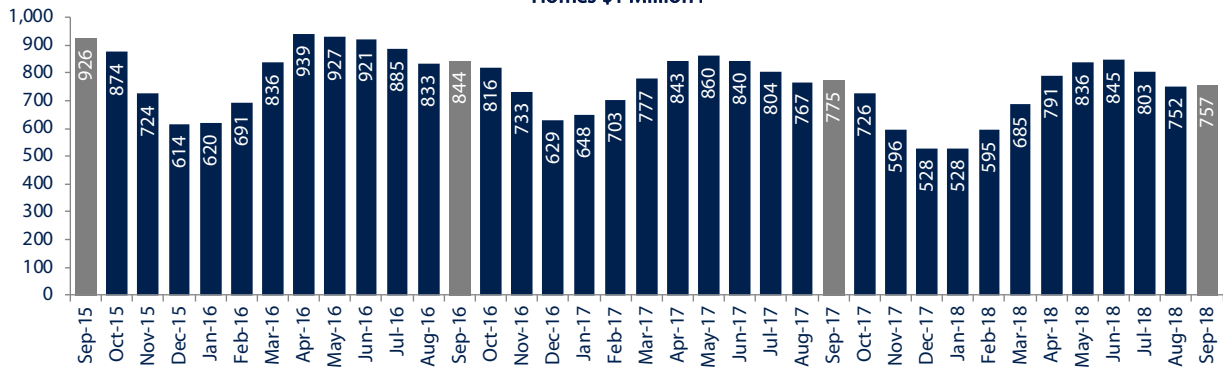
Active inventory this September was 0.7% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



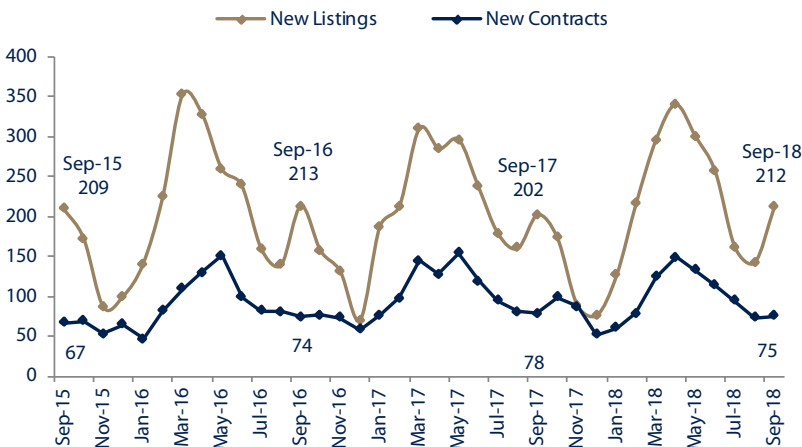
ACTIVE INVENTORY

Homes \$1 Million+



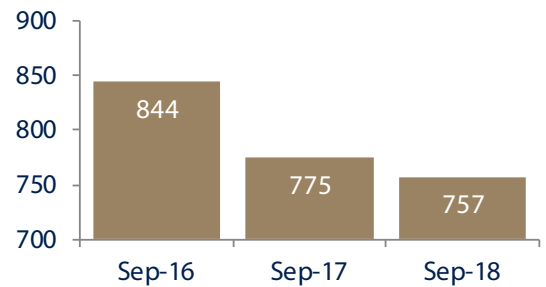
NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

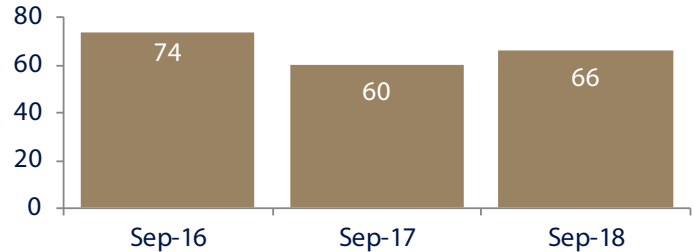


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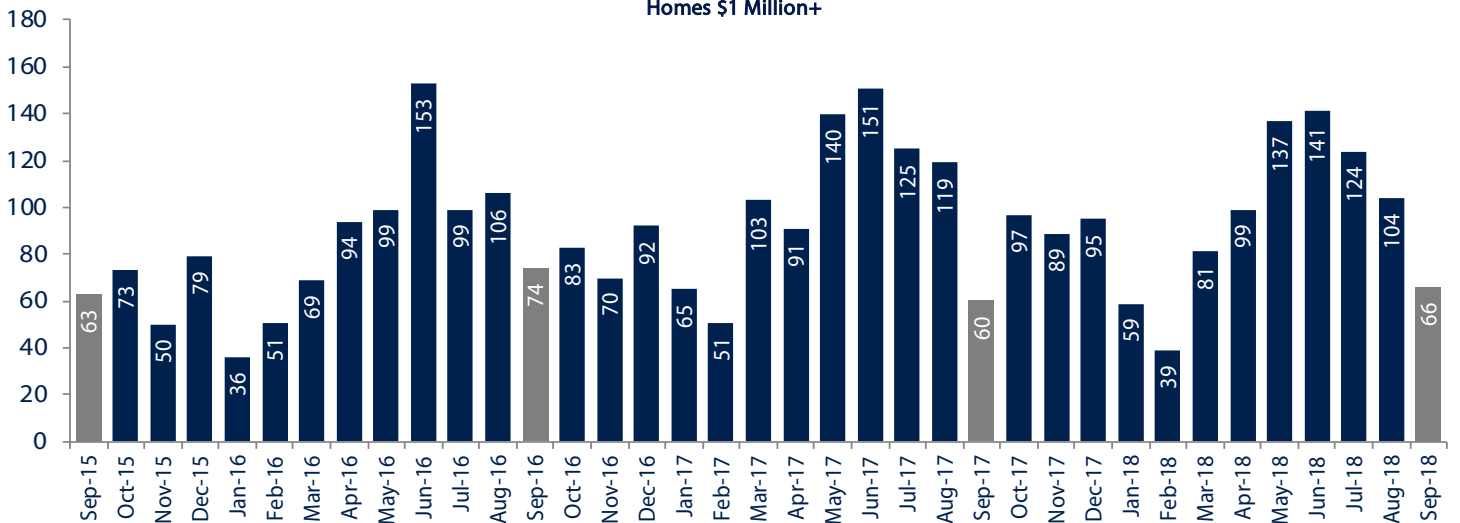
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 10.0% versus last September and a decrease of 10.8% versus September of 2016.

There was a decrease of 36.5% in luxury units sold in September compared to August of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

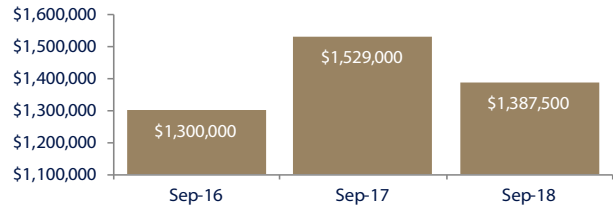
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 1, 2018	Mc Lean	22102	\$3,900,000	\$4,602,948	118.0%	176	✓	✓
September 14, 2018	Mc Lean	22101	\$3,850,000	\$3,795,000	98.6%	23	✓	✓
September 6, 2018	Great Falls	22066	\$1,995,000	\$1,860,000	93.2%	108	✓	✓
September 28, 2018	Vienna	22182	\$1,549,000	\$1,450,000	93.6%	78		✓
September 6, 2018	Herndon	20171	\$1,549,000	\$1,435,000	92.6%	39	✓	✓
September 19, 2018	Herndon	20170	\$1,430,634	\$1,429,344	99.9%	1		✓
September 28, 2018	Alexandria	22308	\$1,439,000	\$1,420,000	98.7%	1	✓	
September 11, 2018	Mc Lean	22101	\$1,450,000	\$1,270,000	87.6%	183	✓	✓
September 19, 2018	Vienna	22181	\$1,150,000	\$1,150,000	100.0%	4	✓	
September 5, 2018	Vienna	22182	\$1,175,000	\$1,136,000	96.7%	19		✓

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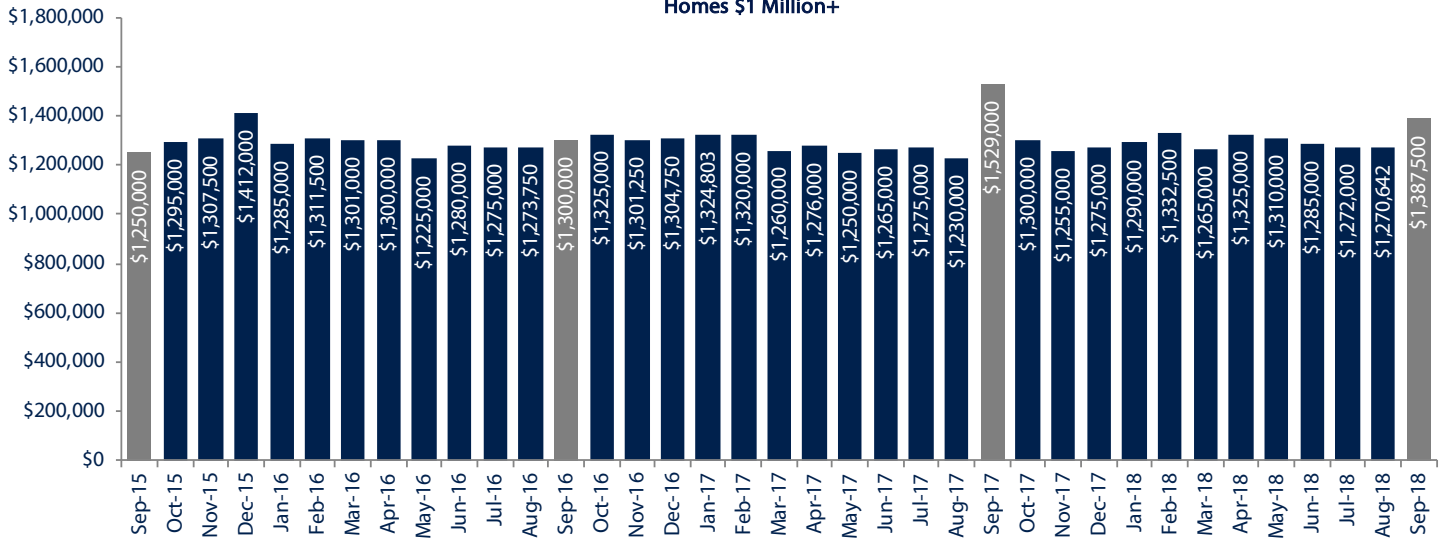
In September, the median sales price for homes more than \$1 Million was \$1,387,500, a decrease of 9.3% compared to last year.

The current median sales price was higher by 9.2% than in August.

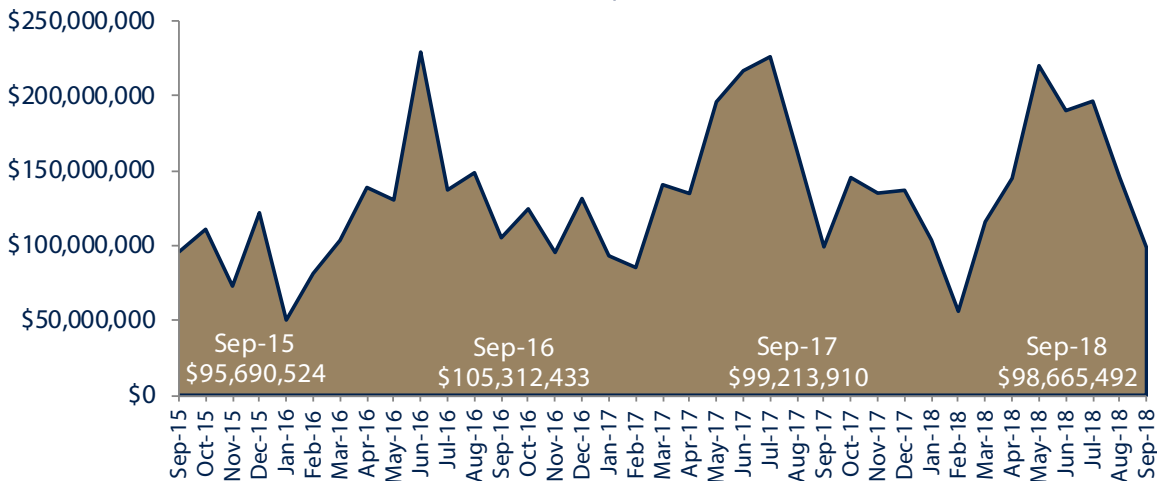
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this September was 0.6% lower than the same month one year ago.

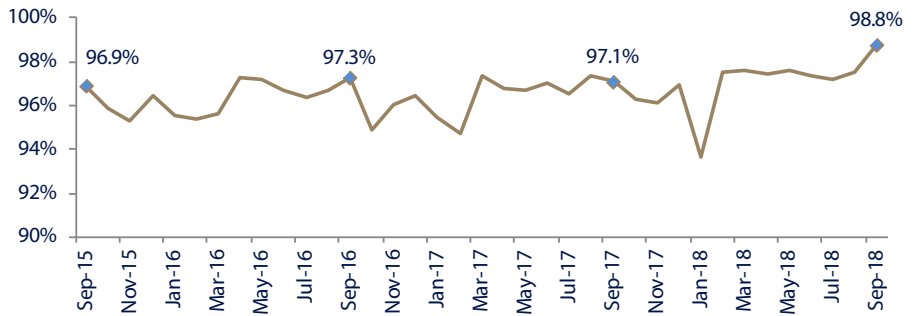
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In September, the average sale price for homes more than \$1 Million was 98.8% of the average list price, which is 1.7% higher than at this time last year.

This month, the average number of days on market was 57, lower than the average last year, which was 89, a decrease of 36.0%.

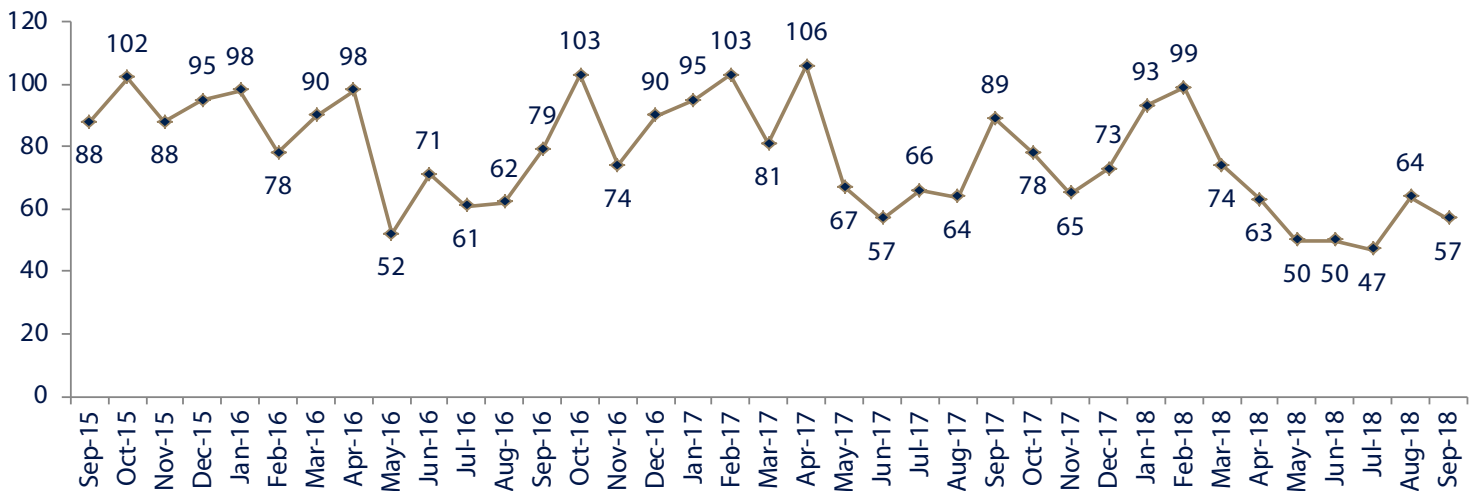
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



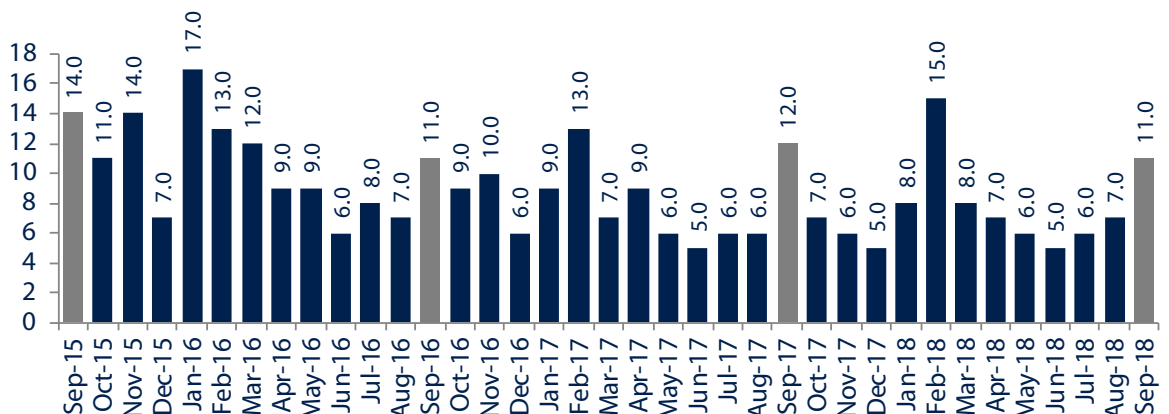
DAYS ON MARKET

Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+



In September, there were 11.0 months of supply available, compared to 12.0 in September of 2017. That is a decrease of 8.3% versus a year ago.

Fairfax County, Virginia - September 2018

References & Definitions

FAIRFAX, VA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Bright 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 for all regions are September 1, 2015 through September 30, 2018.

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."

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