



The Long & Foster Market Minute™

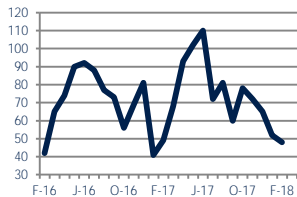
Focus On: Alexandria West and Landmark Housing Market

February 2018

Zip Code(s): 22304, 22311

Units Sold

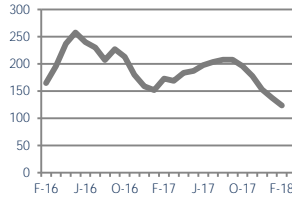
48



Down -2%
Vs. Year Ago

Active Inventory

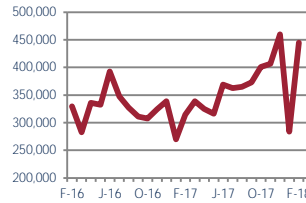
124



Down -28%
Vs. Year Ago

Median Sale Price

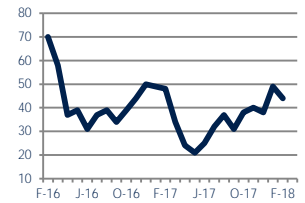
\$445,000



Up
Vs. Year Ago

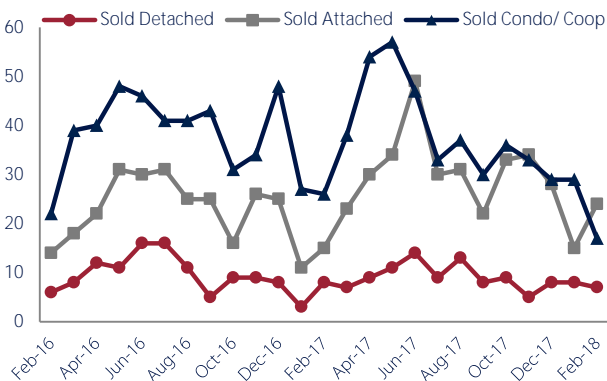
Days On Market

44



Down -8%
Vs. Year Ago

Units Sold*



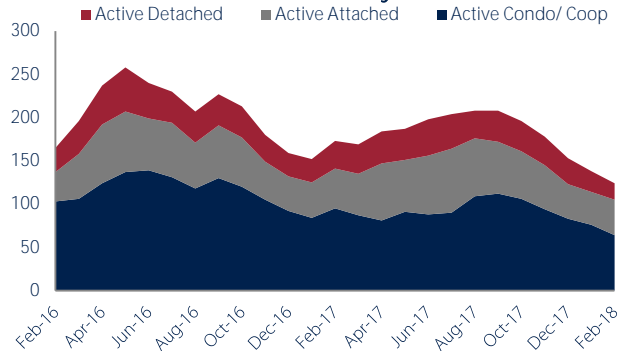
Units Sold

There was a decrease in total units sold in February, with 48 sold this month in Alexandria West and Landmark versus 52 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 2% versus February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 28%. The total number of active inventory this February was 124 compared to 173 in February 2017. This month's total of 124 is lower than the previous month's total supply of available inventory of 138, a decrease of 10%.

Active Inventory*

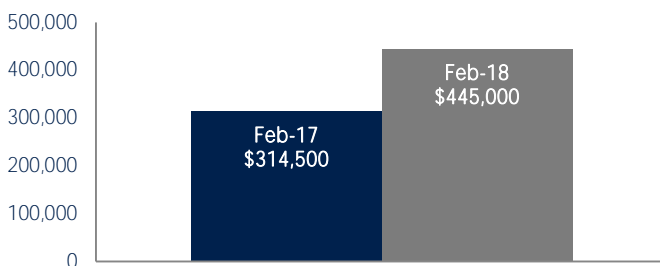


Median Sale Price

Last February, the median sale price for Alexandria West and Landmark Homes was \$314,500. This February, the median sale price was \$445,000, an increase of \$130,500 compared to last year. The current median sold price is higher than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Median Sale Price



Alexandria West and Landmark are defined as properties listed in zip code/s 22304, 22311.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

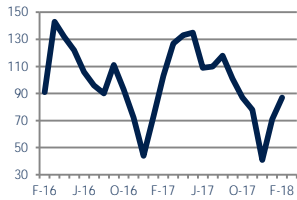




Zip Code(s): 22304, 22311

New Listings

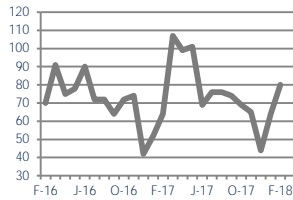
87



Down -16%
Vs. Year Ago

Current Contracts

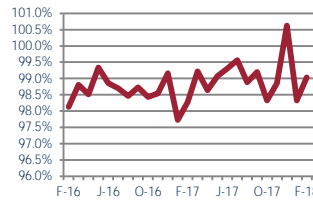
80



Up 25%
Vs. Year Ago

Sold Vs. List Price

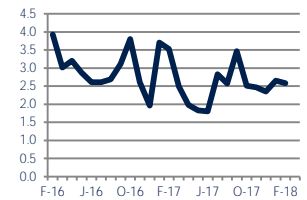
99.0%



Up 0.8%
Vs. Year Ago

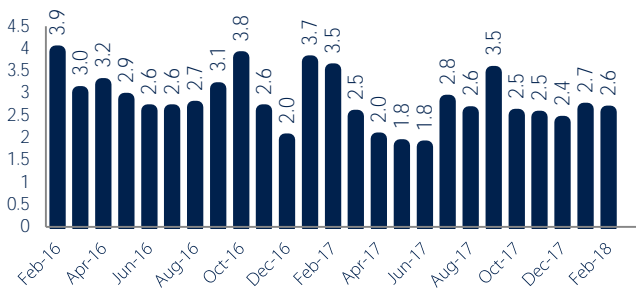
Months of Supply

2.6



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

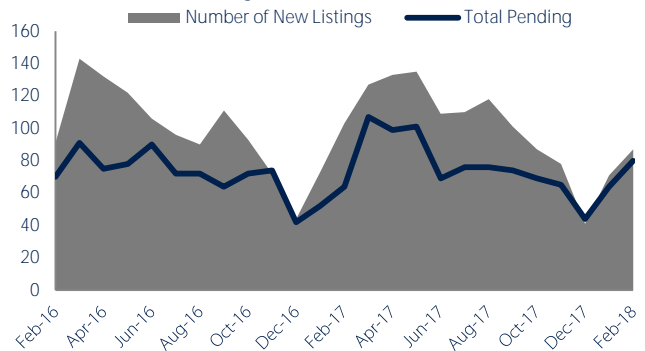
In February, there was 2.6 months of supply available in Alexandria West and Landmark, compared to 3.5 in February 2017. That is a decrease of 27% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

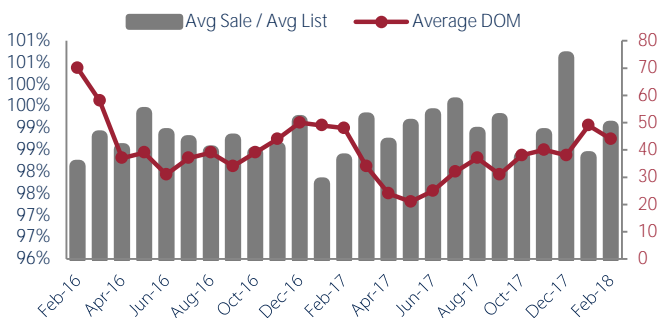
New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Alexandria West and Landmark compared to 103 in February 2017, a decrease of 16%. There were 80 current contracts pending sale this February compared to 64 a year ago. The number of current contracts is 25% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Alexandria West and Landmark was 99.0% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 44, lower than the average last year, which was 48, a decrease of 8%.



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