

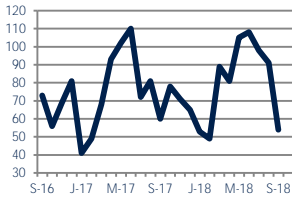
Focus On: Alexandria West and Landmark Housing Market

September 2018

Zip Code(s): 22304, 22311

Units Sold

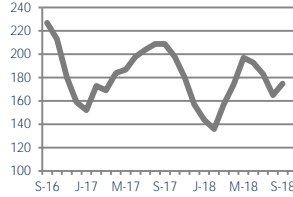
54



Down -10%
Vs. Year Ago

Active Inventory

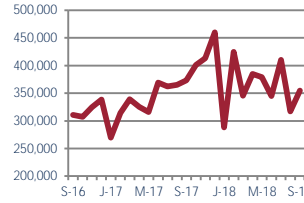
175



Down -16%
Vs. Year Ago

Median Sale Price

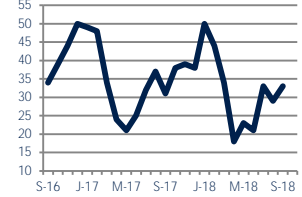
\$354,700



Down -5%
Vs. Year Ago

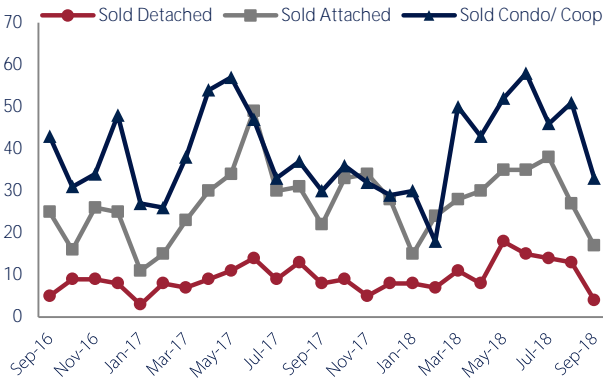
Days On Market

33



Up 6%
Vs. Year Ago

Units Sold*



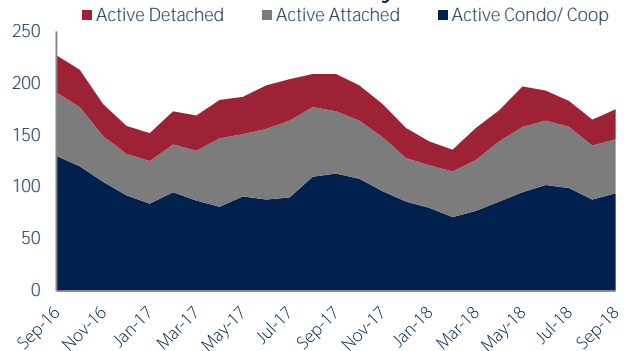
Units Sold

There was a decrease in total units sold in September, with 54 sold this month in Alexandria West and Landmark. This month's total units sold was lower than at this time last year.

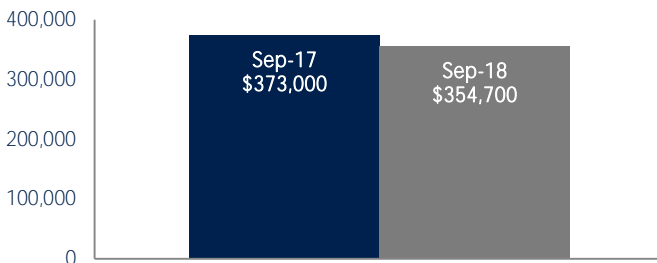
Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 16%. The total number of active inventory this September was 175 compared to 209 in September 2017. This month's total of 175 is higher than the previous month's total supply of available inventory of 165, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Alexandria West and Landmark Homes was \$373,000. This September, the median sale price was \$354,700, a decrease of 5% or \$18,300 compared to last year. The current median sold price is 12% higher than in August.

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



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.

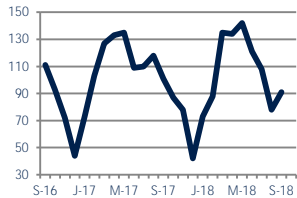
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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



Zip Code(s): 22304, 22311

New Listings

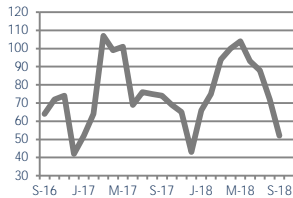
91



Down -10%
Vs. Year Ago

Current Contracts

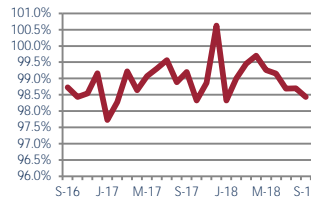
52



Down -30%
Vs. Year Ago

Sold Vs. List Price

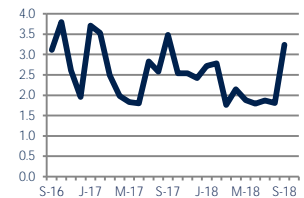
98.4%



Down -0.8%
Vs. Year Ago

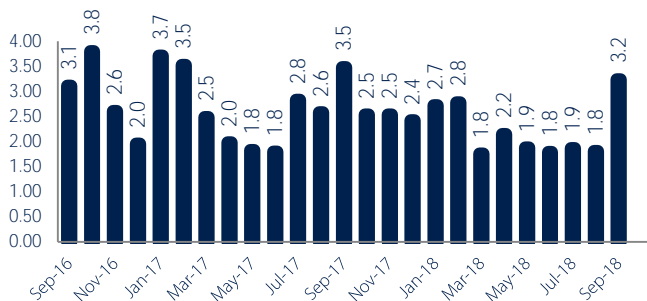
Months of Supply

3.2



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

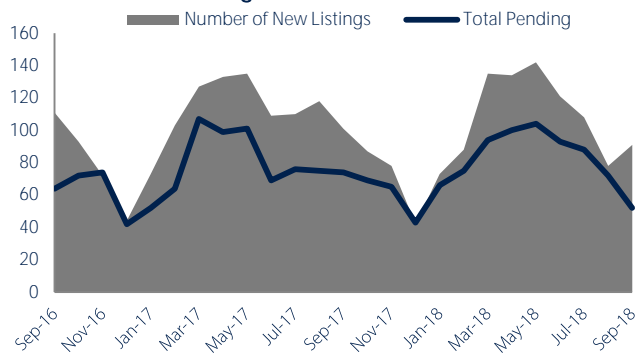
In September, there was 3.2 months of supply available in Alexandria West and Landmark, compared to 3.5 in September 2017. That is a decrease of 7% versus a year ago.

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.

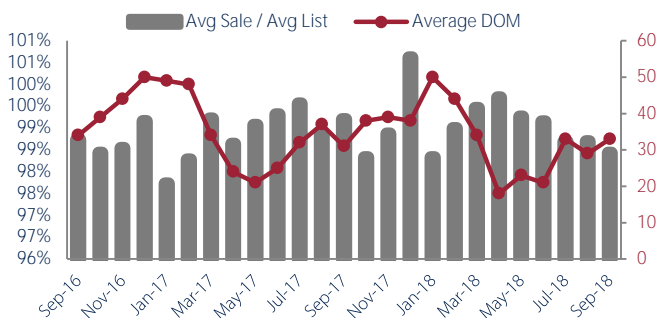
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Alexandria West and Landmark compared to 101 in September 2017, a decrease of 10%. There were 52 current contracts pending sale this September compared to 74 a year ago. The number of current contracts is 30% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Alexandria West and Landmark was 98.4% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 33, higher than the average last year, which was 31, an increase of 6%.



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