



The Long & Foster Market Minute™

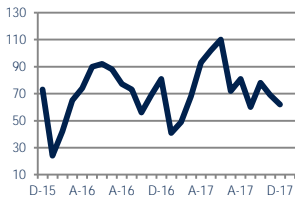
Focus On: Alexandria West and Landmark Housing Market

December 2017

Zip Code(s): 22304, 22311

Units Sold

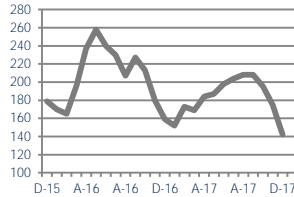
62



Down -23%
Vs. Year Ago

Active Inventory

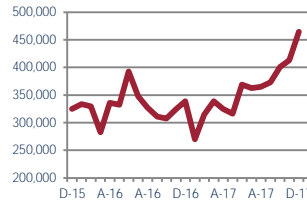
142



Down -11%
Vs. Year Ago

Median Sale Price

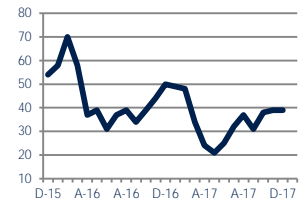
\$464,500



Up
Vs. Year Ago

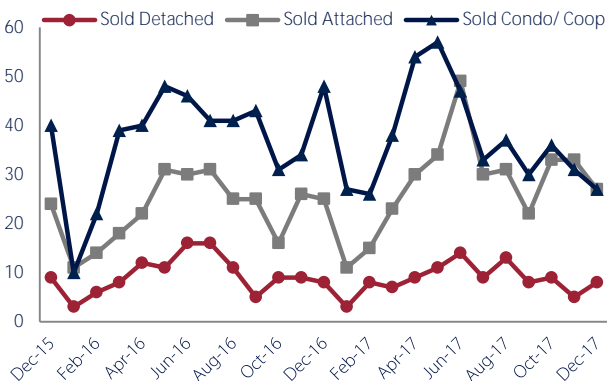
Days On Market

39



Down -22%
Vs. Year Ago

Units Sold*



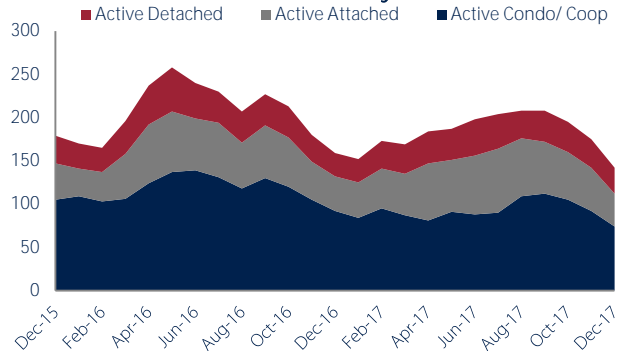
Units Sold

There was a decrease in total units sold in December, with 62 sold this month in Alexandria West and Landmark versus 69 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 23% versus December 2016.

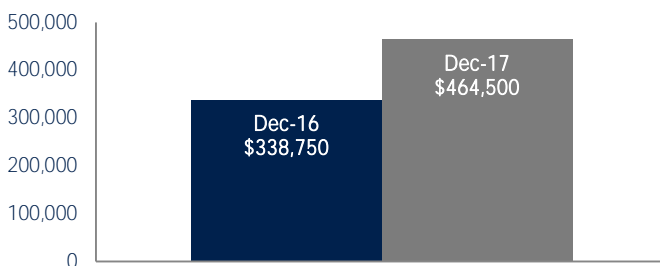
Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 11%. The total number of active inventory this December was 142 compared to 159 in December 2016. This month's total of 142 is lower than the previous month's total supply of available inventory of 175, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Alexandria West and Landmark Homes was \$338,750. This December, the median sale price was \$464,500, an increase of \$125,750 compared to last year. The current median sold price is higher than in November.

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.

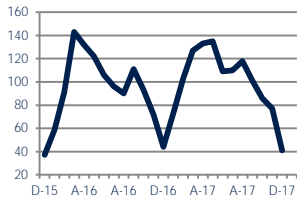
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22304, 22311

New Listings

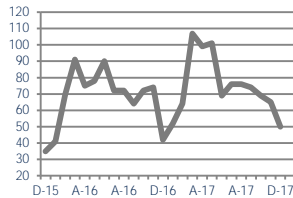
41



Down -7%
Vs. Year Ago

Current Contracts

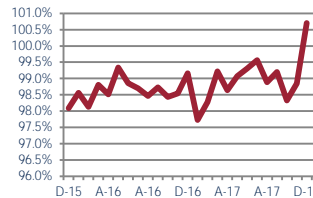
50



Up 19%
Vs. Year Ago

Sold Vs. List Price

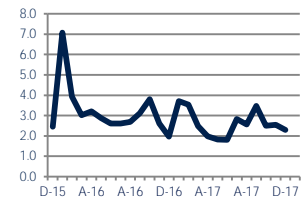
100.7%



Up 1.6%
Vs. Year Ago

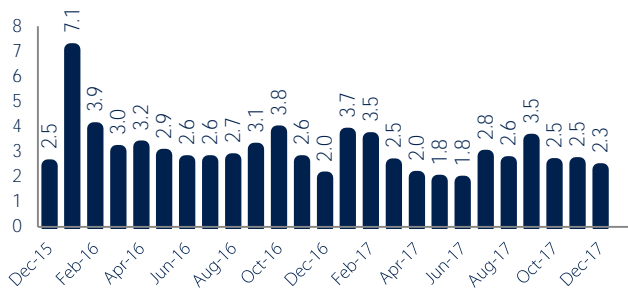
Months of Supply

2.3



Up 17%
Vs. Year Ago

Months Of Supply



Months of Supply

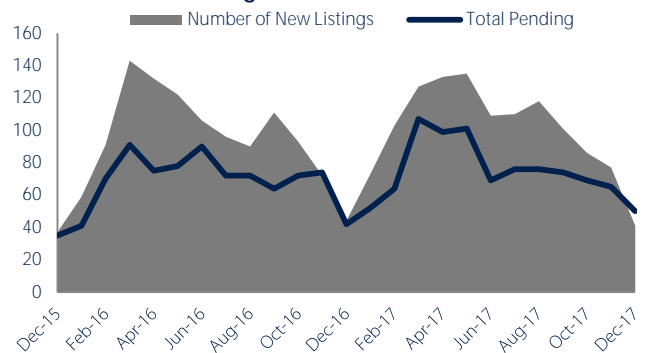
In December, there was 2.3 months of supply available in Alexandria West and Landmark, compared to 2.0 in December 2016. That is an increase of 17% versus a year ago.

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.

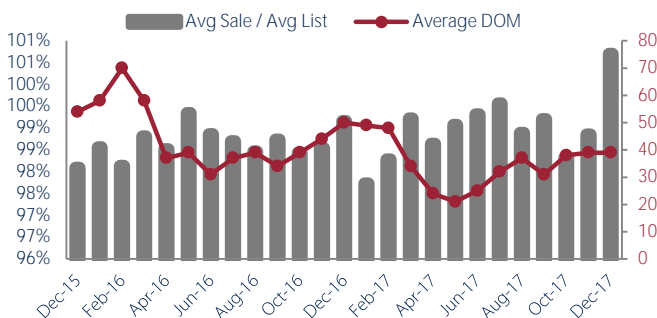
New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Alexandria West and Landmark compared to 44 in December 2016, a decrease of 7%. There were 50 current contracts pending sale this December compared to 42 a year ago. The number of current contracts is 19% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Alexandria West and Landmark was 100.7% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 50, a decrease of 22%.



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.

