



The Long & Foster Market Minute™

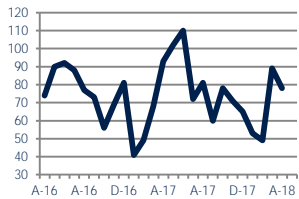
Focus On: Alexandria West and Landmark Housing Market

April 2018

Zip Code(s): 22304, 22311

Units Sold

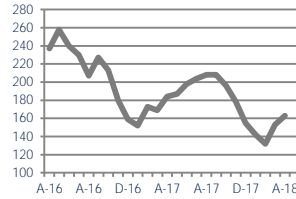
78



Down -16%
Vs. Year Ago

Active Inventory

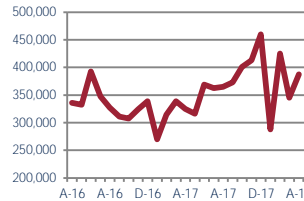
163



Down -11%
Vs. Year Ago

Median Sale Price

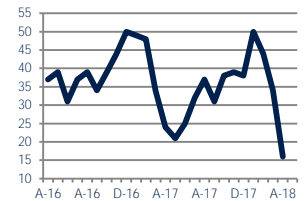
\$387,500



Up 19%
Vs. Year Ago

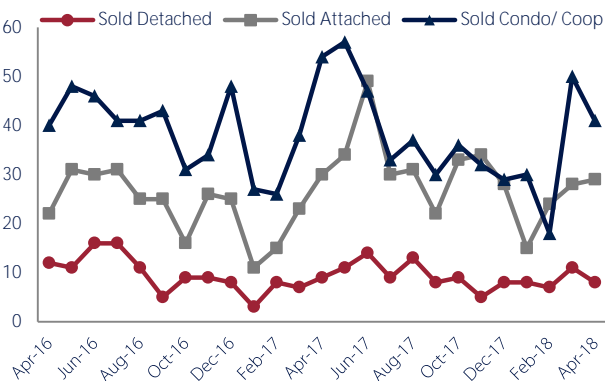
Days On Market

16



Down -33%
Vs. Year Ago

Units Sold*



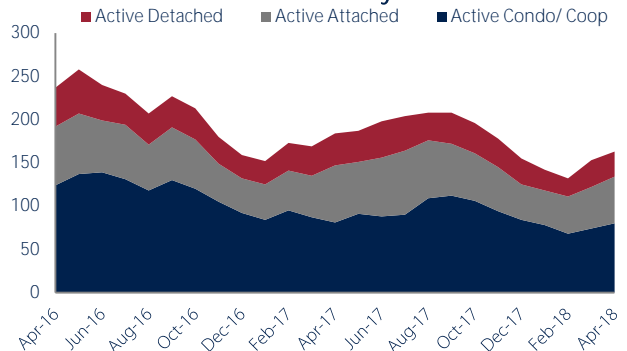
Units Sold

There was a decrease in total units sold in April, with 78 sold this month in Alexandria West and Landmark versus 89 last month, a decrease of 12%. This month's total units sold was lower than at this time last year, a decrease of 16% versus April 2017.

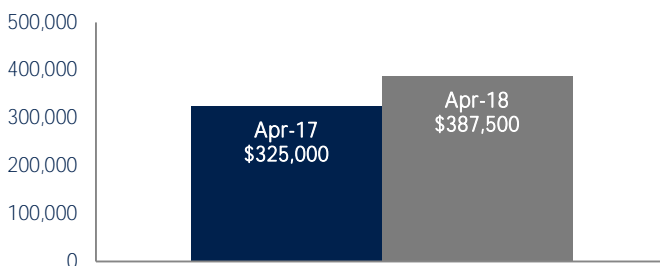
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 11%. The total number of active inventory this April was 163 compared to 184 in April 2017. This month's total of 163 is higher than the previous month's total supply of available inventory of 153, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Alexandria West and Landmark Homes was \$325,000. This April, the median sale price was \$387,500, an increase of 19% or \$62,500 compared to last year. The current median sold price is 12% higher than in March.

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



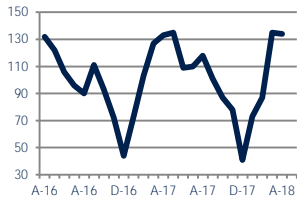
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New Listings

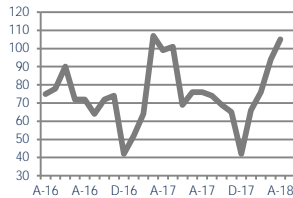
134



Up 1%
Vs. Year Ago

Current Contracts

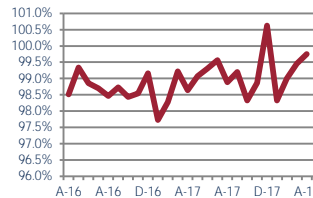
105



Up 6%
Vs. Year Ago

Sold Vs. List Price

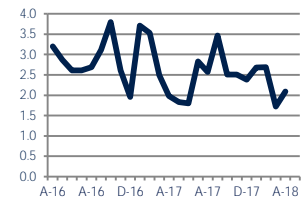
99.8%



Up 1.1%
Vs. Year Ago

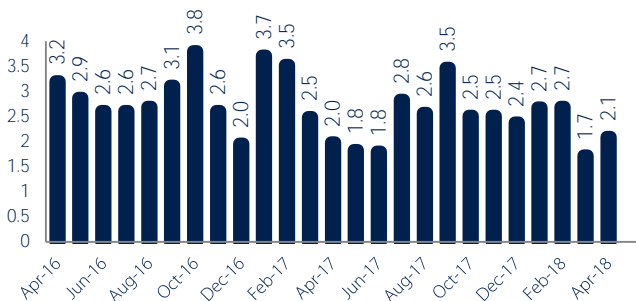
Months of Supply

2.1



Up 6%
Vs. Year Ago

Months Of Supply



Months of Supply

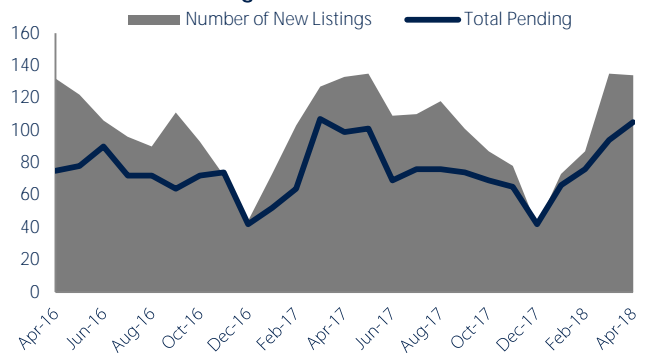
In April, there was 2.1 months of supply available in Alexandria West and Landmark, compared to 2.0 in April 2017. That is an increase of 6% versus a year ago.

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.

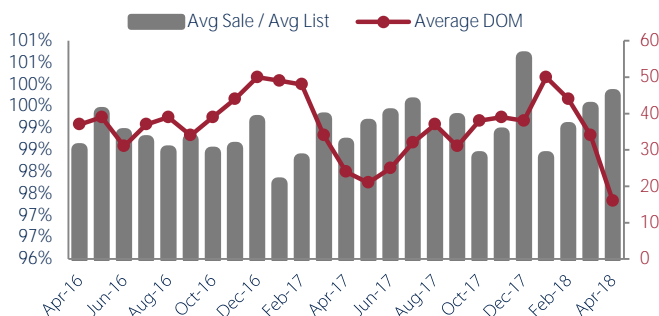
New Listings & Current Contracts

This month there were 134 homes newly listed for sale in Alexandria West and Landmark compared to 133 in April 2017, an increase of 1%. There were 105 current contracts pending sale this April compared to 99 a year ago. The number of current contracts is 6% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Alexandria West and Landmark was 99.8% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 24, a decrease of 33%.



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