

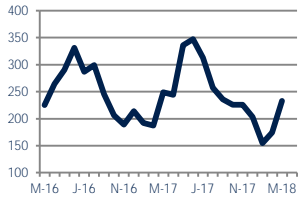


Focus On: Alexandria Housing Market

March 2018

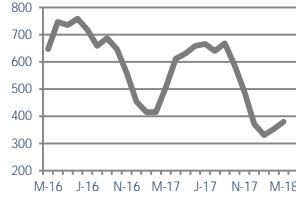
Zip Code(s): 22303, 22306, 22307, 22308, 22309, 22310, 22312 and 22315

Units Sold
233



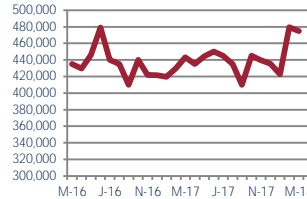
Down -6%
Vs. Year Ago

Active Inventory
381



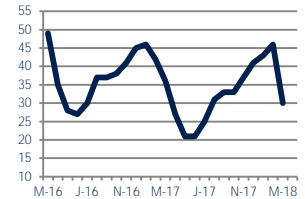
Down -25%
Vs. Year Ago

Median Sale Price
\$475,000



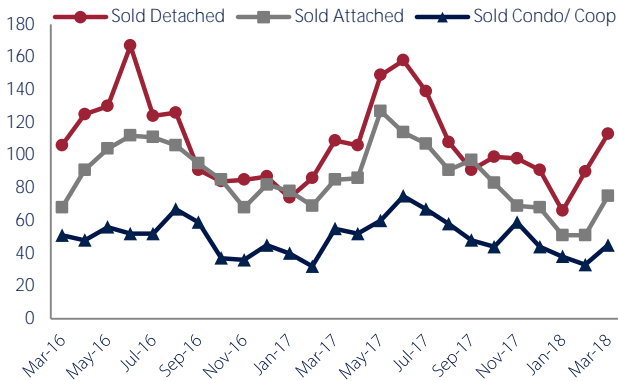
Up 7%
Vs. Year Ago

Days On Market
30



Down -17%
Vs. Year Ago

Units Sold*



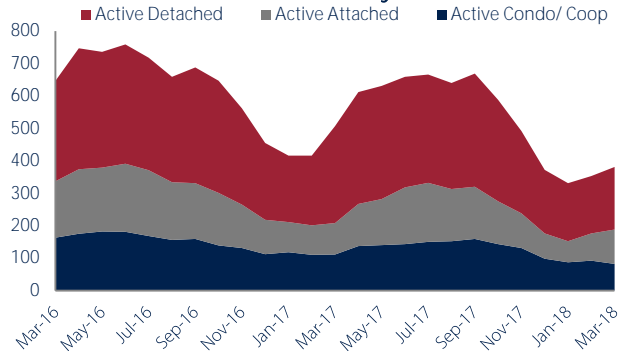
Units Sold

There was an increase in total units sold in March, with 233 sold this month in Alexandria versus 174 last month, an increase of 34%. This month's total units sold was lower than at this time last year, a decrease of 6% versus March 2017.

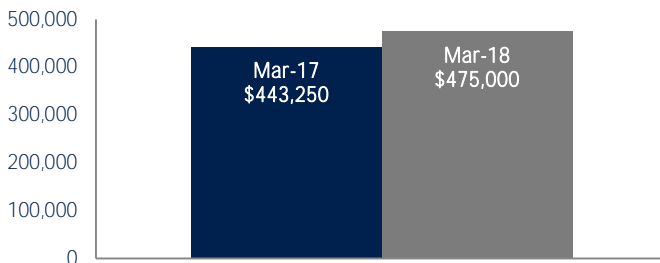
Active Inventory

Versus last year, the total number of homes available this month is lower by 126 units or 25%. The total number of active inventory this March was 381 compared to 507 in March 2017. This month's total of 381 is higher than the previous month's total supply of available inventory of 353, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Alexandria Homes was \$443,250. This March, the median sale price was \$475,000, an increase of 7% or \$31,750 compared to last year. The current median sold price is 1% lower than in February.

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



Alexandria are defined as properties listed in zip code/s 22303, 22306, 22307, 22308, 22309, 22310, 22312 and 22315.

*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.



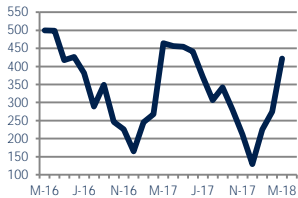
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March 2018

Zip Code(s): 22303, 22306, 22307, 22308, 22309, 22310, 22312 and 22315

New Listings

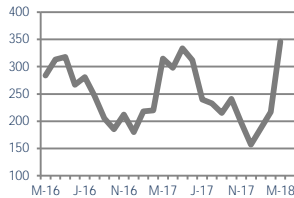
422



Down -9%
Vs. Year Ago

Current Contracts

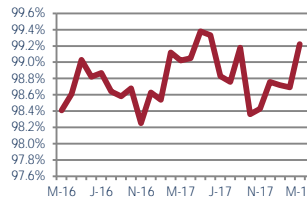
346



Up 10%
Vs. Year Ago

Sold Vs. List Price

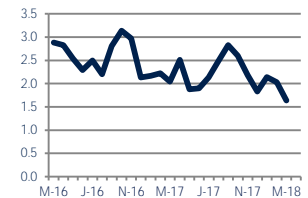
99.2%



No Change
Vs. Year Ago

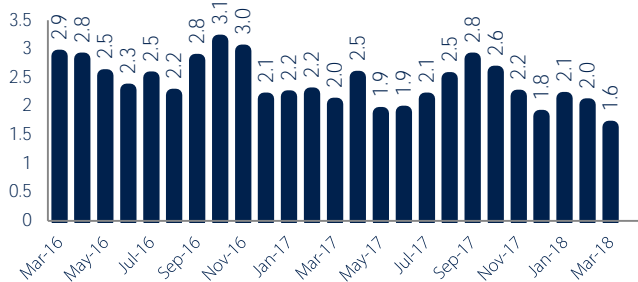
Months of Supply

1.6



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

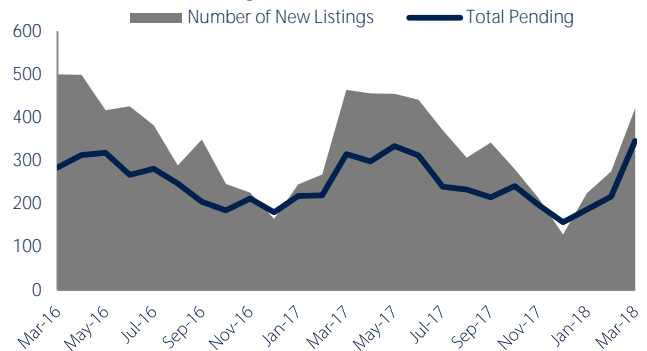
In March, there was 1.6 months of supply available in Alexandria, compared to 2.0 in March 2017. That is a decrease of 20% versus a year ago.

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.

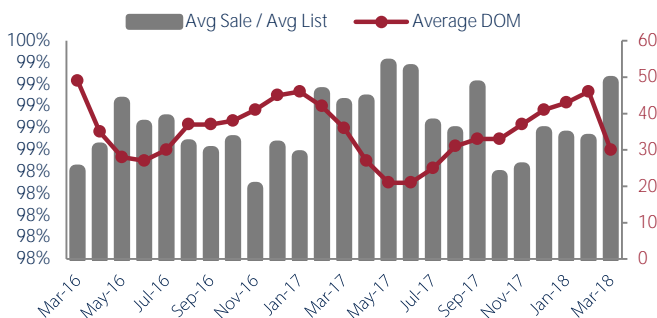
New Listings & Current Contracts

This month there were 422 homes newly listed for sale in Alexandria compared to 464 in March 2017, a decrease of 9%. There were 346 current contracts pending sale this March compared to 315 a year ago. The number of current contracts is 10% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Alexandria was 99.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 36, a decrease of 17%.



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