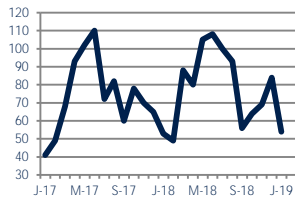


Zip Code(s): 22304, 22311

Units Sold

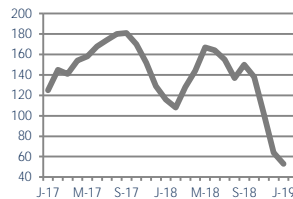
54



Up 2%
Vs. Year Ago

Active Inventory

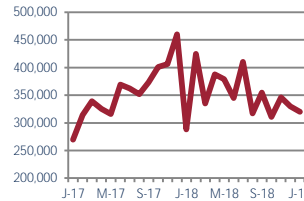
53



Down -54%
Vs. Year Ago

Median Sale Price

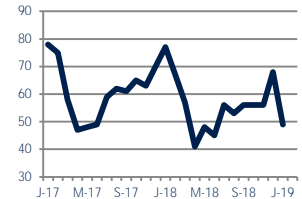
\$320,000



Up 11%
Vs. Year Ago

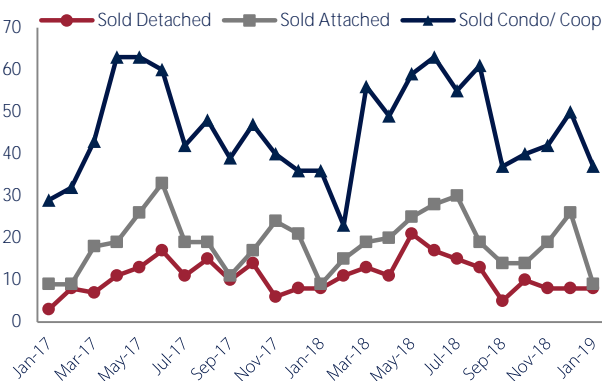
Days On Market

49



Down -36%
Vs. Year Ago

Units Sold*



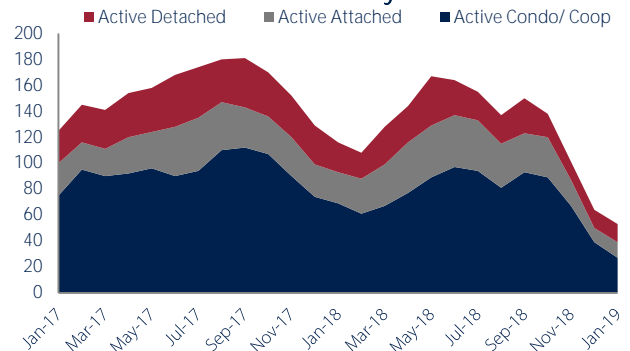
Units Sold

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

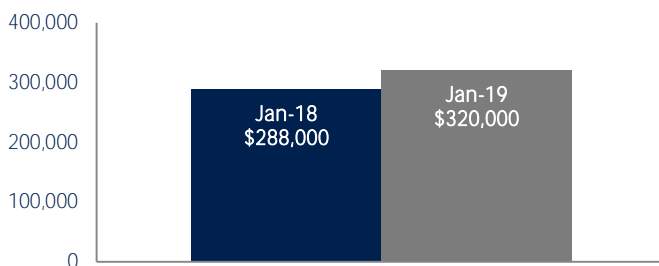
Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 54%. The total number of active inventory this January was 53 compared to 116 in January 2018. This month's total of 53 is lower than the previous month's total supply of available inventory of 64, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Alexandria West and Landmark Homes was \$288,000. This January, the median sale price was \$320,000, an increase of 11% or \$32,000 compared to last year. The current median sold price is 3% lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



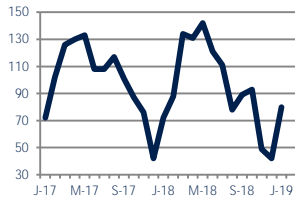
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22304, 22311

New Listings

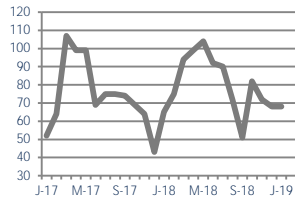
80



Up 11%
Vs. Year Ago

Current Contracts

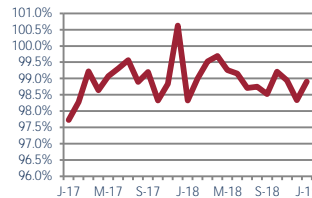
68



Up 5%
Vs. Year Ago

Sold Vs. List Price

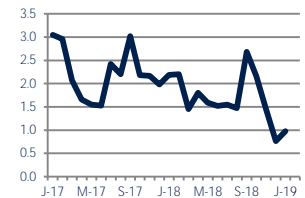
98.9%



Up 0.6%
Vs. Year Ago

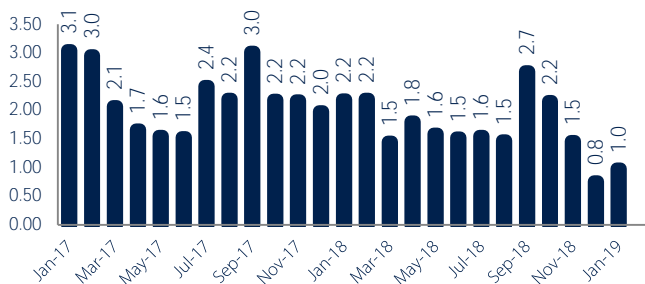
Months of Supply

1.0



Down -55%
Vs. Year Ago

Months Of Supply



Months of Supply

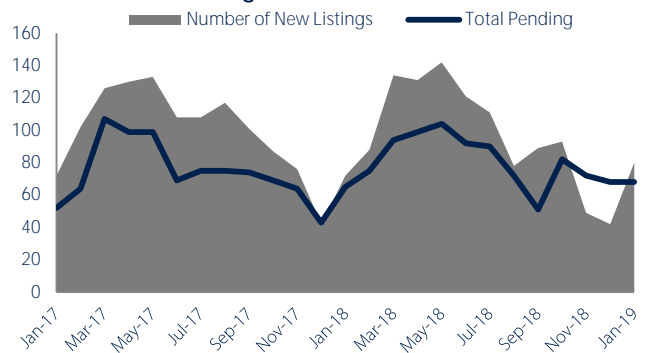
In January, there was 1.0 months of supply available in Alexandria West and Landmark, compared to 2.2 in January 2018. That is a decrease of 55% versus a year ago.

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.

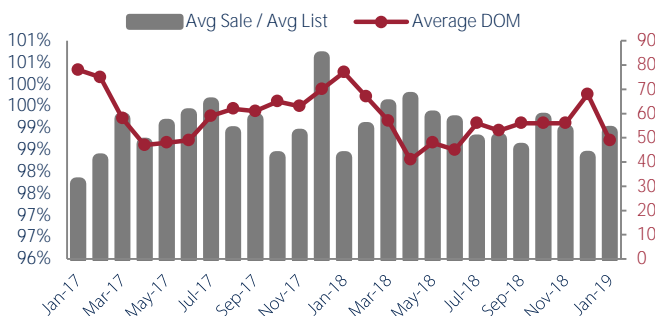
New Listings & Current Contracts

This month there were 80 homes newly listed for sale in Alexandria West and Landmark compared to 72 in January 2018, an increase of 11%. There were 68 current contracts pending sale this January compared to 65 a year ago. The number of current contracts remained stable as compared to last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Alexandria West and Landmark was 98.9% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 77, a decrease of 36%.



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