

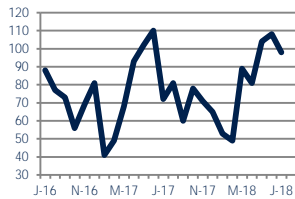
## Focus On: Alexandria West and Landmark Housing Market

July 2018

Zip Code(s): 22304, 22311

### Units Sold

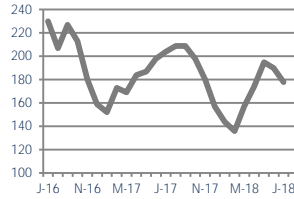
98



Up  
Vs. Year Ago

### Active Inventory

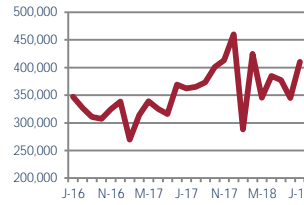
178



Down -13%  
Vs. Year Ago

### Median Sale Price

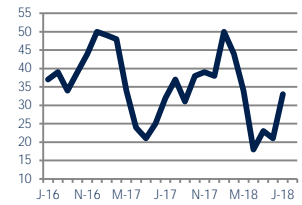
\$410,000



Up 13%  
Vs. Year Ago

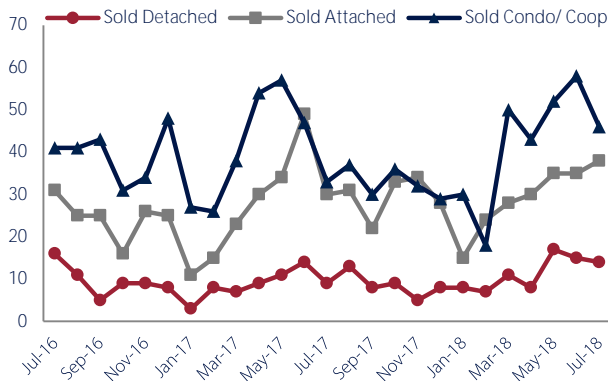
### Days On Market

33



Up 3%  
Vs. Year Ago

### Units Sold\*



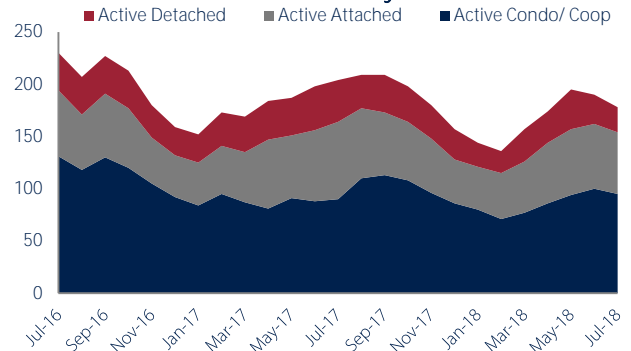
### Units Sold

There was a decrease in total units sold in July, with 98 sold this month in Alexandria West and Landmark. This month's total units sold was higher than at this time last year.

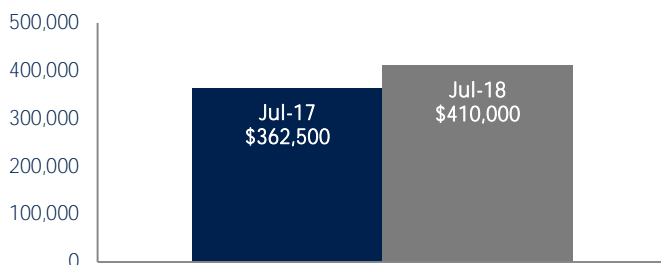
### Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 13%. The total number of active inventory this July was 178 compared to 204 in July 2017. This month's total of 178 is lower than the previous month's total supply of available inventory of 190, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Alexandria West and Landmark Homes was \$362,500. This July, the median sale price was \$410,000, an increase of 13% or \$47,500 compared to last year. The current median sold price is 19% higher than in June.

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.



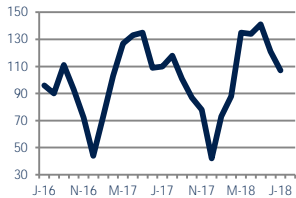
## Focus On: Alexandria West and Landmark Housing Market

July 2018

Zip Code(s): 22304, 22311

### New Listings

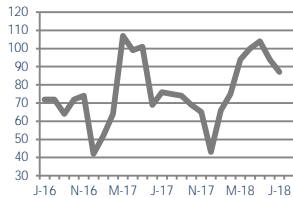
107



Down -3%  
Vs. Year Ago

### Current Contracts

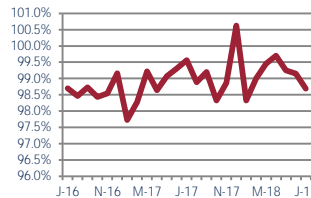
87



Up 14%  
Vs. Year Ago

### Sold Vs. List Price

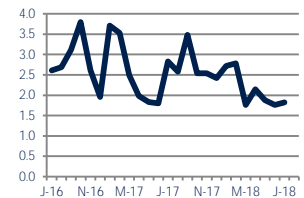
98.7%



Down -0.9%  
Vs. Year Ago

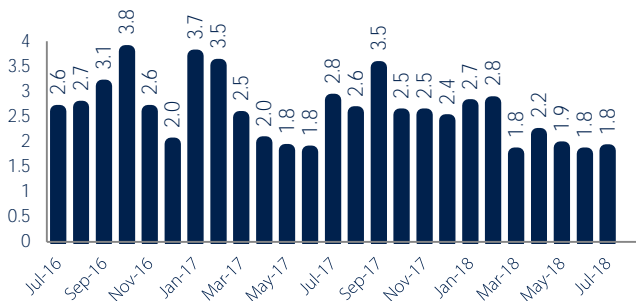
### Months of Supply

1.8



Down -36%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

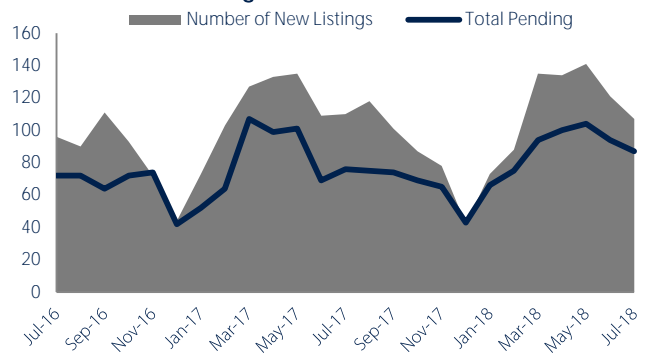
In July, there was 1.8 months of supply available in Alexandria West and Landmark, compared to 2.8 in July 2017. That is a decrease of 36% versus a year ago.

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.

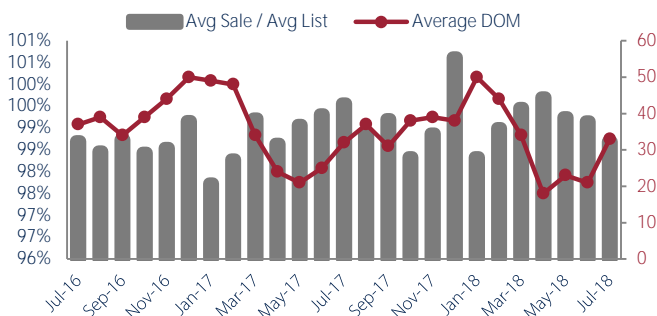
### New Listings & Current Contracts

This month there were 107 homes newly listed for sale in Alexandria West and Landmark compared to 110 in July 2017, a decrease of 3%. There were 87 current contracts pending sale this July compared to 76 a year ago. The number of current contracts is 14% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Alexandria West and Landmark was 98.7% of the average list price, which is 0.9% 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 32, an increase of 3%.



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