



WELCOME TO

*Virginia*

AN INTRODUCTION TO THE  
MOTHER OF STATES

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A REAL ESTATE EBOOK FROM



## INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS IN THE US:

# *Virginia*

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As a real estate education company, we make it our duty to explore different markets and uncover what makes them so attractive. For this report, we went to Virginia to learn about how its economy and housing market is projected to be stronger year over year for the next decade.

In this ebook, we'll introduce you to some of the top markets for real estate, as well as what to do in this state full of American history.

# Top 5 Markets in Virginia

## #5: VIENNA

Vienna is located in Fairfax County, in Northern Virginia near the border, and is just 20 miles from Washington, D.C. This historical town is home to the only U.S. National Park for the performing arts and also offers a great trail system, craft beer, and great local dining. If you're looking to walk back in time, stroll through Church Street Shops on Maple Ave, then head over to the Freeman Store and Museum. This store has been operating since 1853, before the town of Vienna even had its name. Once you've built up a thirst from your walk, quench it at Caboose Brewing Company and order a flight to have a nice taste testing of beers.

The median home value in Vienna is \$813,204, which is a 3% increase from the previous year. Zillow predicts this will rise an additional 3.5% within the next year.

## #4: ALEXANDRIA

Voted Top 3 Best Small City in the US in 2019 by Conde Nast, Alexandria is the place to be if you're in Virginia or the D.C. Metro Area. If you visit Old Town, there are nearly 200 restaurants and boutique stores to visit along with historic museums and beautiful views on the waterfront. At the heart of this is King Street, dubbed one of the "Great Streets" of America. One of the most interesting attractions we found was the National Inventors Hall of Fame. Check out this Hall of Fame to be truly inspired by innovation throughout the years.

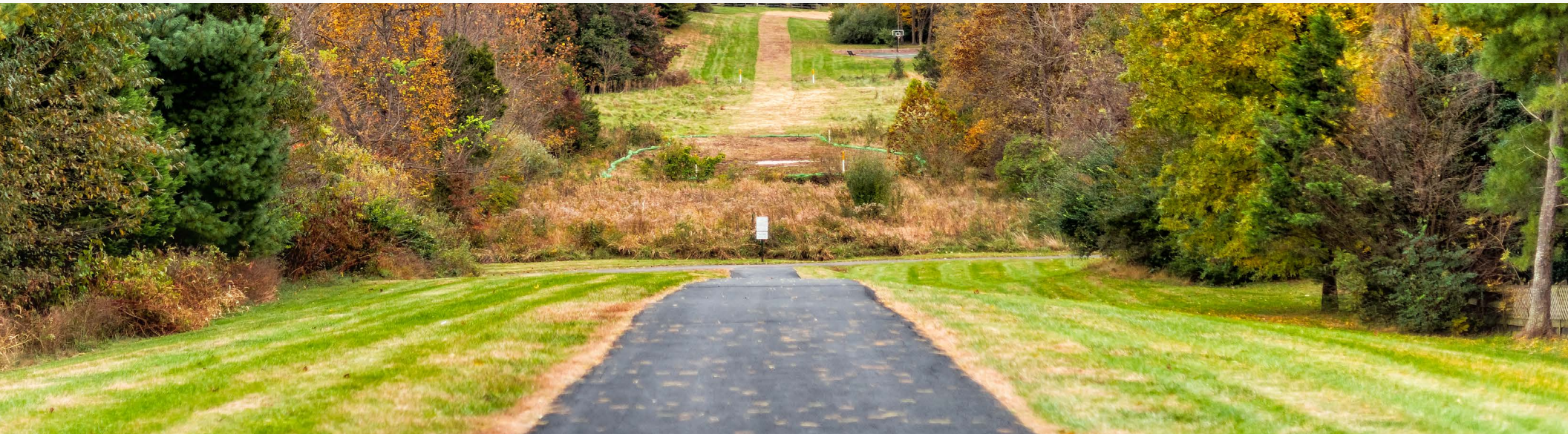
The median home value price in Alexandria is \$537,658, which is a 5.8% increase from the previous year. Zillow predicts this will rise an additional 4.4% within the next year.

## *Top 5 Markets in Virginia*



“IF THERE EVER WAS A YELLOW  
BRICK ROAD FOR A DOG, IT  
WOULD BE A **VIRGINIA STATE  
PARK TRAIL.**”

*- Shellie Anne*





## *Top 5 Markets in Virginia*

### *#3:* VIRGINIA BEACH

Virginia Beach stays true to its name with over 35 miles of sandy Atlantic beaches, offering stunning walks on the boardwalk with views of the ocean and, of course, oceanfront properties. While on the boardwalk be sure to visit an ice cream shop along the way, you can't miss them! There are 15 ice cream shops on this 3 mile boardwalk, and we recommend I Scream Ice Cream on 1602 Atlantic Ave. Along with this beautiful walk, Virginia Beach has a host of watersport activities from kayaking and rapid riding, to snorkeling experiences.

The median home value in Virginia is \$281,046, which is a 3.3% increase from last year. Zillow predicts this will rise another 4.5% within the next year.



## *Top 5 Markets in Virginia*

### **#2:** FALLS CHURCH

Just West of Arlington is Falls Church, a small suburb steeped in American history dating back to when Captain John Smith explored the area with English colonists in the early 1600s. Outside of this town's immense historical roots, local flair is alive with entertainment and microbreweries embracing the relaxed lifestyle. For a fun night out, head over to Audacious Aleworks for a drink before going to The State Theatre for a late night show.

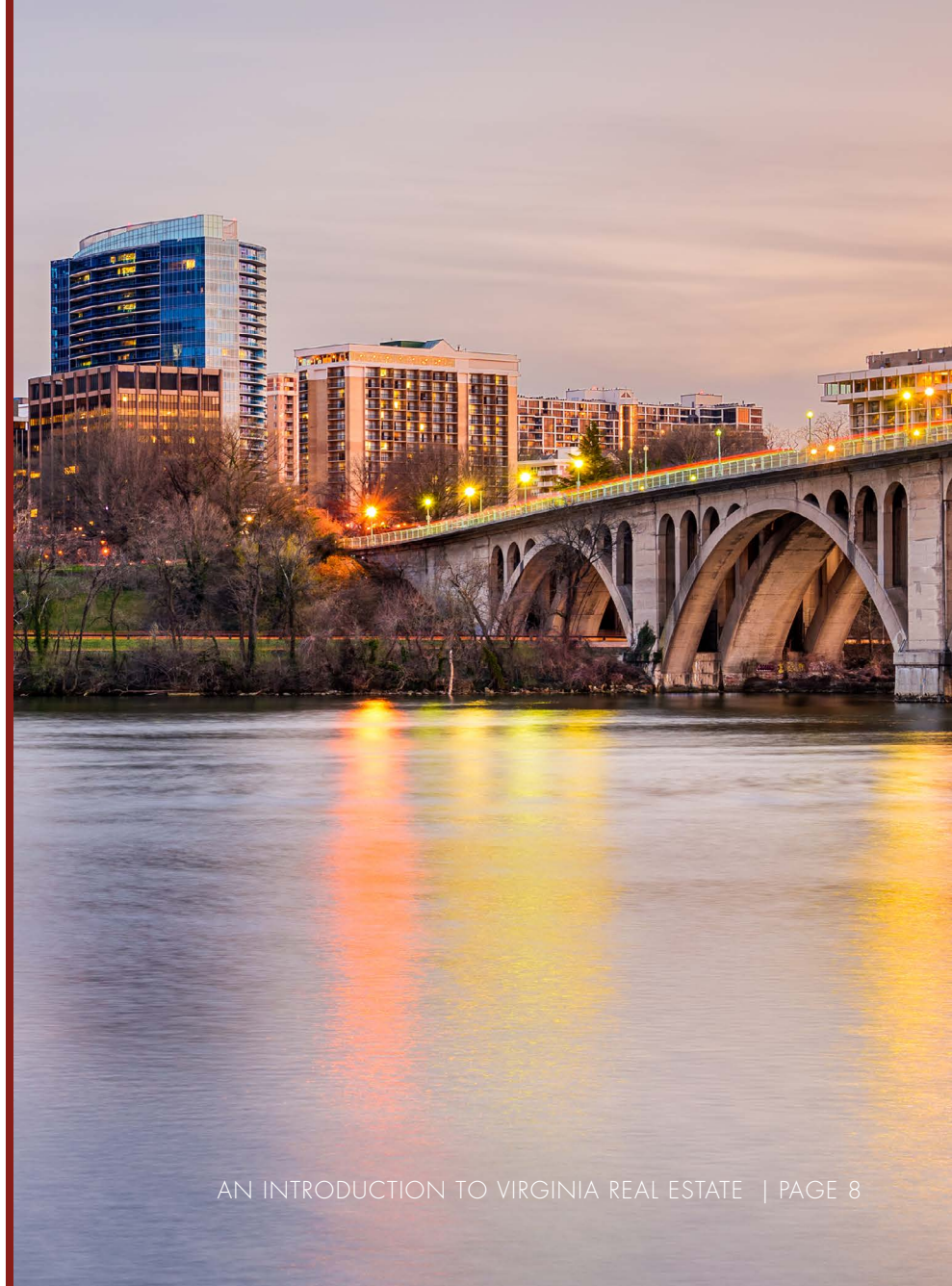
The median home value in Falls Church is \$591,273, which is a 5.5% increase from last year. Zillow predicts this will rise another 4.2% within the next year.

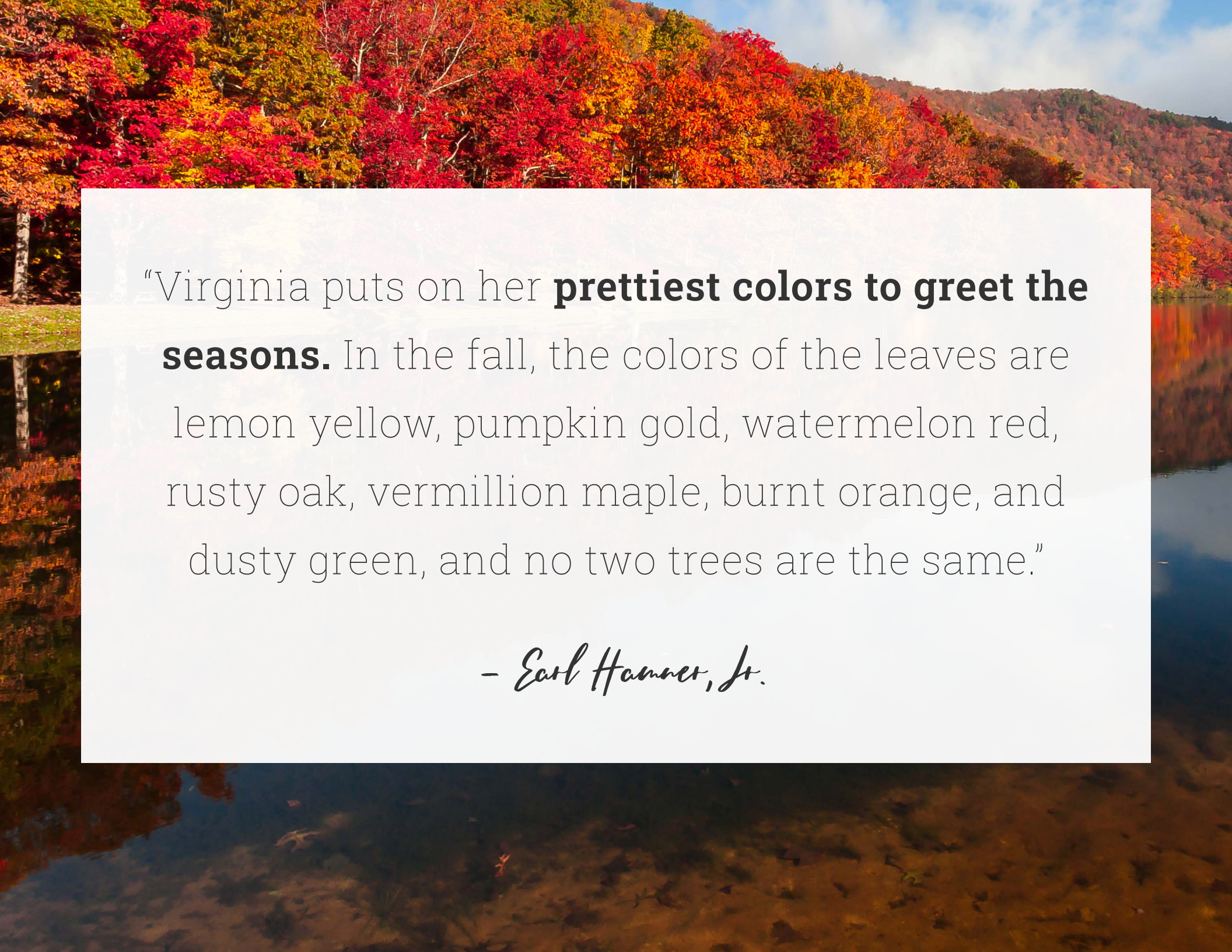
## Top 5 Markets in Virginia

### #1: ARLINGTON

Situated near the southwestern bank of the Potomac River, Arlington sits directly across from the District of Columbia. Because of its proximity to D.C., Arlington is home to the Pentagon and Arlington National Cemetery, along with some of the nation's most famous monuments. Since you're so close to our nation's capital, the most popular things to do in Arlington revolve around our nation's history through memorials, monuments, and museums.

The median home value in Arlington is \$737,932, which is a 6.5% increase from last year. Zillow predicts this will rise another 4.5% within the next year.





“Virginia puts on her **prettiest colors to greet the seasons.** In the fall, the colors of the leaves are lemon yellow, pumpkin gold, watermelon red, rusty oak, vermillion maple, burnt orange, and dusty green, and no two trees are the same.”

*- Earl Hammer, Jr.*



# Why Virginia Real Estate?

With a strong economy and a vast amount of jobs tied to Washington, D.C. and federal processes, the Virginia real estate market is poised to grow well into 2022.

## Quick Stats - VIRGINIA

YEAR/YEAR MEDIAN HOME PRICES (MAY 2018-MAY 2019):	<b>3.8%</b>
MEDIAN HOME VALUE:	<b>\$286,379</b>
MEDIAN RENT PRICE:	<b>\$1,650</b>
AVERAGE DAYS LISTED:	<b>73</b>
HOMES WITH NEGATIVE EQUITY:	<b>9.9%</b>
DELINQUENT MORTGAGES:	<b>0.8%</b>

## MARKET OUTLOOK

Although Virginia is a state rooted in American history, Virginia's residents are making history today by creating a strong state economy year over year, even through recessions. Low inventory and growing demand puts developers on the clock to meet this demand at an affordable rate. Zillow sees Virginia as a buyer's market that will remain moderately stable as long as supply can combat the constant influx of new residents.

# THERE'S NEVER A BETTER TIME TO BECOME A *Virginia Real Estate Agent*

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With so many amazing cities with rich history, attractions, and the outdoors, Virginia has become a premier relocation destination for many families. This new growth opens up a fantastic opportunity for real estate agents. For instance, did you know there were **over 126,395 homes sold in 2019**, some selling for north of \$5,000,000? When you consider that Indeed.com reports the average **full-time real estate agent in Virginia makes around \$80,489** - which is about double the national average - then it's pretty obvious there's never been a better time to become a real estate agent.

If you want to learn more about how you can get your license and join the ranks of Virginia real estate agents, visit us at [TheCEShop.com/Virginia/VA-Real-Estate](https://TheCEShop.com/Virginia/VA-Real-Estate). There you'll be able to find out what exactly you need to do to become an agent and how The CE Shop can help you achieve your goals through our award-winning real estate education.

# About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With courses available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

