## June 2017

22655, Stephens City, VA

## Sold Summary

|  | Jun 2017 | Jun 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 8,814,408$ | $\$ 10,096,634$ | $-12.70 \%$ |
| Avg Sold Price | $\$ 220,360$ | $\$ 234,805$ | $-6.15 \%$ |
| Median Sold Price | $\$ 216,450$ | $\$ 226,000$ | $-4.23 \%$ |
| Units Sold | 40 | 43 | $-6.98 \%$ |
| Avg Days on Market | 56 | 25 | $124.00 \%$ |
| Avg List Price for Solds | $\$ 223,128$ | $\$ 238,540$ | $-6.46 \%$ |
| Avg SP to OLP Ratio | $97.4 \%$ | $97.7 \%$ | $-0.31 \%$ |
| Ratio of Avg SP to Avg OLP | $100.2 \%$ | $97.8 \%$ | $2.44 \%$ |
| Attached Avg Sold Price | $\$ 173,887$ | $\$ 147,627$ | $17.79 \%$ |
| Detached Avg Sold Price | $\$ 251,342$ | $\$ 264,773$ | $-5.07 \%$ |
| Attached Units Sold | 16 | 11 | $45.45 \%$ |
| Detached Units Sold | 24 | 32 | $-25.00 \%$ |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|  | Jun 2017 | Jun 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 105 | 129 | $-18.60 \%$ |
| New Listings | 61 | 48 | $27.08 \%$ |
| New Under Contracts | 19 | 16 | $18.75 \%$ |
| New Contingents | 18 | 20 | $-10.00 \%$ |
| New Pendings | 37 | 36 | $2.78 \%$ |
| All Pendings | 44 | 65 | $-32.31 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 4 |
| Conventional | 19 |
| FHA | 4 |
| Other | 9 |
| Owner | 0 |
| VA | 5 |

Days on Market (Sold)

| 0 | 3 |
| :--- | :---: |
| 1 to 10 | 17 |
| 11 to 20 | 6 |
| 21 to 30 | 4 |
| 31 to 60 | 3 |
| 61 to 90 | 3 |
| 91 to 120 | 0 |
| 121 to 180 | 1 |
| 181 to 360 | 2 |
| 361 to 720 | 0 |
| $721+$ |  |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$100K to \$149,999 | 1 | 3 | 1 | 2 | 0 | 0 | 1 | 0 | 3 | 0 |
| \$150K to \$199,999 | 1 | 3 | 4 | 0 | 0 | 0 | 0 | 8 | 1 | 0 |
| \$200K to \$299,999 | 0 | 0 | 7 | 7 | 4 | 0 | 0 | 24 | 12 | 0 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 37 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 10 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 2 | 6 | 12 | 9 | 10 | 0 | 1 | 89 | 16 | 0 |
| Avg Sold Price | \$140,000 | \$144,817 | \$209,075 | \$198,978 | \$324,331 | \$0 | \$122,500 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$163,833 | \$249,143 | \$136,250 | \$278,564 | \$195,000 | \$119,900 |  |  |  |
| Avg Sold \% Change | 0.00\% | -11.61\% | -16.08\% | 46.04\% | 16.43\% | 0.00\% | 2.17\% |  |  |  |
| Prev Year - \# of Solds | 0 | 3 | 15 | 6 | 17 | 1 | 1 |  |  |  |

