## July 2017

22655, Stephens City, VA

## Sold Summary

|  | Jul 2017 | Jul 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 7,492,357$ | $\$ 10,750,729$ | $-30.31 \%$ |
| Avg Sold Price | $\$ 241,689$ | $\$ 262,213$ | $-7.83 \%$ |
| Median Sold Price | $\$ 259,000$ | $\$ 250,000$ | $3.60 \%$ |
| Units Sold | 31 | 41 | $-24.39 \%$ |
| Avg Days on Market | 26 | 53 | $-50.94 \%$ |
| Avg List Price for Solds | $\$ 243,623$ | $\$ 267,251$ | $-8.84 \%$ |
| Avg SP to OLP Ratio | $98.8 \%$ | $96.4 \%$ | $2.49 \%$ |
| Ratio of Avg SP to Avg OLP | $98.7 \%$ | $96.2 \%$ | $2.61 \%$ |
| Attached Avg Sold Price | $\$ 174,325$ | $\$ 192,217$ | $-9.31 \%$ |
| Detached Avg Sold Price | $\$ 284,235$ | $\$ 287,878$ | $-1.27 \%$ |
| Attached Units Sold | 12 | 11 | $9.09 \%$ |
| Detached Units Sold | 19 | 30 | $-36.67 \%$ |

## 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

|  | Jul 2017 | Jul 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 93 | 122 | $-23.77 \%$ |
| New Listings | 45 | 49 | $-8.16 \%$ |
| New Under Contracts | 19 | 19 | $0.00 \%$ |
| New Contingents | 24 | 21 | $14.29 \%$ |
| New Pendings | 43 | 40 | $7.50 \%$ |
| All Pendings | 56 | 61 | $-8.20 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :--- |
| Cash | 3 |
| Conventional | 9 |
| FHA | 7 |
| Other | 8 |
| Owner | 0 |
| VA | 4 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :--- |
| 1 to 10 | 14 |
| 11 to 20 | 6 |
| 21 to 30 | 5 |
| 31 to 60 | 2 |
| 61 to 90 | 0 |
| 91 to 120 | 2 |
| 121 to 180 | 0 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## 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 | 0 | 2 | 0 | 2 | 0 | 0 | 1 | 1 | 3 | 1 |
| \$150K to \$199,999 | 0 | 2 | 3 | 0 | 0 | 0 | 0 | 6 | 1 | 0 |
| \$200K to \$299,999 | 0 | 1 | 3 | 4 | 6 | 0 | 0 | 18 | 11 | 0 |
| \$300K to \$399,999 | 0 | 0 | 1 | 0 | 6 | 0 | 0 | 33 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 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 | 0 | 5 | 7 | 6 | 12 | 0 | 1 | 77 | 15 | 1 |
| Avg Sold Price | \$0 | \$165,280 | \$241,808 | \$191,750 | \$308,983 | \$0 | \$115,000 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$174,975 | \$231,720 | \$203,248 | \$325,317 | \$195,000 | \$0 |  |  |  |
| Avg Sold \% Change | 0.00\% | -5.54\% | 4.35\% | -5.66\% | -5.02\% | 0.00\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 0 | 4 | 12 | 6 | 18 | 1 | 0 |  |  |  |

