

July 2018

22025, Dumfries, VA

Sold Summary

| | Jul 2018 | Jul 2017 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$17,629,390 | \$14,460,950 | 21.91% |
| Avg Sold Price | \$352,588 | \$361,524 | -2.47% |
| Median Sold Price | \$353,700 | \$365,200 | -3.15% |
| Units Sold | 50 | 40 | 25.00% |
| Avg Days on Market | 28 | 33 | -15.15% |
| Avg List Price for Solds | \$361,329 | \$368,797 | -2.02% |
| Avg SP to OLP Ratio | 98.6% | 99.3% | -0.63% |
| Ratio of Avg SP to Avg OLP | 99.0% | 99.3% | -0.33% |
| Attached Avg Sold Price | \$298,869 | \$274,563 | 8.85% |
| Detached Avg Sold Price | \$410,783 | \$419,498 | -2.08% |
| Attached Units Sold | 26 | 16 | 62.50% |
| Detached Units Sold | 24 | 24 | 0.00% |

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

| | Jul 2018 | Jul 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 75 | 67 | 11.94% |
| New Listings | 52 | 44 | 18.18% |
| New Under Contracts | 20 | 16 | 25.00% |
| New Contingents | 23 | 20 | 15.00% |
| New Pendings | 43 | 36 | 19.44% |
| All Pendings | 41 | 45 | -8.89% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 5 |
| Conventional | 21 |
| FHA | 8 |
| Other | 2 |
| Owner | 0 |
| VA | 14 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 2 |
| 1 to 10 | 19 |
| 11 to 20 | 4 |
| 21 to 30 | 7 |
| 31 to 60 | 13 |
| 61 to 90 | 3 |
| 91 to 120 | 2 |
| 121 to 180 | 0 |
| 181 to 360 | 0 |
| 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 | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 8 | 0 | 0 | 3 | 2 | 11 | 0 |
| \$300K to \$399,999 | 1 | 1 | 3 | 11 | 5 | 2 | 0 | 11 | 9 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 1 | 13 | 0 | 0 | 32 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 5 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 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 | 1 | 1 | 5 | 20 | 18 | 2 | 3 | 55 | 20 | 0 |
| Avg Sold Price | \$396,000 | \$300,000 | \$354,580 | \$307,680 | \$427,216 | \$321,500 | \$224,667 | | | |
| Prev Year - Avg Sold Price | \$347,500 | \$0 | \$335,000 | \$284,833 | \$440,418 | \$302,500 | \$185,000 | | | |
| Avg Sold % Change | 13.96% | 0.00% | 5.84% | 8.02% | -3.00% | 6.28% | 21.44% | | | |
| Prev Year - # of Solds | 2 | 0 | 3 | 12 | 19 | 2 | 2 | | | |

Active Detail