

July 2018

22191, Woodbridge, VA

Sold Summary

|                            | Jul 2018     | Jul 2017     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$37,500,262 | \$33,540,752 | 11.81%   |
| Avg Sold Price             | \$337,840    | \$338,795    | -0.28%   |
| Median Sold Price          | \$318,000    | \$319,900    | -0.59%   |
| Units Sold                 | 111          | 99           | 12.12%   |
| Avg Days on Market         | 32           | 23           | 39.13%   |
| Avg List Price for Solds   | \$340,531    | \$342,251    | -0.50%   |
| Avg SP to OLP Ratio        | 98.3%        | 98.6%        | -0.27%   |
| Ratio of Avg SP to Avg OLP | 98.2%        | 98.4%        | -0.25%   |
| Attached Avg Sold Price    | \$303,191    | \$321,714    | -5.76%   |
| Detached Avg Sold Price    | \$392,635    | \$370,030    | 6.11%    |
| Attached Units Sold        | 68           | 64           | 6.25%    |
| Detached Units Sold        | 43           | 35           | 22.86%   |

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     | 191      | 166      | 15.06%   |
| New Listings        | 142      | 113      | 25.66%   |
| New Under Contracts | 52       | 34       | 52.94%   |
| New Contingents     | 59       | 57       | 3.51%    |
| New Pendings        | 111      | 91       | 21.98%   |
| All Pendings        | 135      | 130      | 3.85%    |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 5  |
| Conventional | 48 |
| FHA          | 33 |
| Other        | 5  |
| Owner        | 0  |
| VA           | 20 |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 3  |
| 1 to 10    | 34 |
| 11 to 20   | 15 |
| 21 to 30   | 20 |
| 31 to 60   | 25 |
| 61 to 90   | 8  |
| 91 to 120  | 1  |
| 121 to 180 | 4  |
| 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        | 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               | 2           | 0          |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$100K to \$149,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$150K to \$199,999        | 0            | 1           | 0         | 0           | 0            | 0           | 2          | 0               | 0           | 1          |
| \$200K to \$299,999        | 0            | 2           | 7         | 9           | 4            | 6           | 18         | 9               | 21          | 23         |
| \$300K to \$399,999        | 0            | 0           | 3         | 7           | 8            | 1           | 14         | 17              | 15          | 31         |
| \$400K to \$499,999        | 1            | 0           | 0         | 7           | 12           | 0           | 1          | 22              | 14          | 6          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 7            | 0           | 0          | 17              | 5           | 1          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 1            | 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          |
| <b>Total</b>               | <b>1</b>     | <b>3</b>    | <b>10</b> | <b>23</b>   | <b>32</b>    | <b>7</b>    | <b>35</b>  | <b>71</b>       | <b>57</b>   | <b>62</b>  |
| Avg Sold Price             | \$400,000    | \$216,333   | \$293,390 | \$341,879   | \$423,419    | \$270,129   | \$291,824  |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$229,300   | \$287,200 | \$323,071   | \$403,162    | \$364,286   | \$323,061  |                 |             |            |
| Avg Sold % Change          | 0.00%        | -5.66%      | 2.16%     | 5.82%       | 5.02%        | -25.85%     | -9.67%     |                 |             |            |
| Prev Year - # of Solds     | 0            | 4           | 10        | 28          | 25           | 7           | 25         |                 |             |            |

Active Detail