

May 2018

22193, Woodbridge, VA

Sold Summary

| | May 2018 | May 2017 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$38,314,662 | \$44,093,402 | -13.11% |
| Avg Sold Price | \$348,315 | \$344,480 | 1.11% |
| Median Sold Price | \$325,000 | \$309,500 | 5.01% |
| Units Sold | 110 | 128 | -14.06% |
| Avg Days on Market | 40 | 53 | -24.53% |
| Avg List Price for Solds | \$347,761 | \$345,031 | 0.79% |
| Avg SP to OLP Ratio | 99.7% | 99.6% | 0.07% |
| Ratio of Avg SP to Avg OLP | 100.7% | 99.3% | 1.40% |
| Attached Avg Sold Price | \$259,182 | \$265,360 | -2.33% |
| Detached Avg Sold Price | \$386,515 | \$385,924 | 0.15% |
| Attached Units Sold | 33 | 44 | -25.00% |
| Detached Units Sold | 77 | 84 | -8.33% |

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

| | May 2018 | May 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 142 | 122 | 16.39% |
| New Listings | 161 | 190 | -15.26% |
| New Under Contracts | 69 | 67 | 2.99% |
| New Contingents | 90 | 111 | -18.92% |
| New Pendings | 159 | 178 | -10.67% |
| All Pendings | 184 | 238 | -22.69% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 4 |
| Conventional | 38 |
| FHA | 36 |
| Other | 7 |
| Owner | 0 |
| VA | 26 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 1 |
| 1 to 10 | 11 |
| 11 to 20 | 14 |
| 21 to 30 | 15 |
| 31 to 60 | 52 |
| 61 to 90 | 15 |
| 91 to 120 | 3 |
| 121 to 180 | 1 |
| 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 | 1 | 0 | 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 | 1 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 6 | 22 | 5 | 1 | 1 | 10 | 11 | 2 |
| \$300K to \$399,999 | 0 | 0 | 14 | 5 | 23 | 0 | 1 | 43 | 5 | 4 |
| \$400K to \$499,999 | 0 | 0 | 1 | 0 | 17 | 0 | 0 | 22 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 31 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 12 | 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 | 0 | 21 | 28 | 56 | 1 | 4 | 120 | 16 | 6 |
| Avg Sold Price | \$0 | \$0 | \$307,705 | \$259,454 | \$416,069 | \$270,300 | \$254,500 | | | |
| Prev Year - Avg Sold Price | \$0 | \$224,999 | \$294,594 | \$250,010 | \$424,623 | \$382,492 | \$288,000 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 4.45% | 3.78% | -2.01% | -29.33% | -11.63% | | | |
| Prev Year - # of Solds | 0 | 1 | 25 | 37 | 59 | 5 | 1 | | | |

Active Detail