

July 2018

22193, Woodbridge, VA

Sold Summary

|                            | Jul 2018     | Jul 2017     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$40,987,894 | \$44,253,166 | -7.38%   |
| Avg Sold Price             | \$338,743    | \$337,810    | 0.28%    |
| Median Sold Price          | \$320,000    | \$305,000    | 4.92%    |
| Units Sold                 | 121          | 131          | -7.63%   |
| Avg Days on Market         | 25           | 21           | 19.05%   |
| Avg List Price for Solds   | \$339,053    | \$339,107    | -0.02%   |
| Avg SP to OLP Ratio        | 99.7%        | 99.1%        | 0.62%    |
| Ratio of Avg SP to Avg OLP | 99.1%        | 98.9%        | 0.13%    |
| Attached Avg Sold Price    | \$265,949    | \$259,646    | 2.43%    |
| Detached Avg Sold Price    | \$378,873    | \$373,419    | 1.46%    |
| Attached Units Sold        | 43           | 41           | 4.88%    |
| Detached Units Sold        | 78           | 90           | -13.33%  |

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

|                     | Jul 2018 | Jul 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 186      | 162      | 14.81%   |
| New Listings        | 167      | 139      | 20.14%   |
| New Under Contracts | 69       | 37       | 86.49%   |
| New Contingents     | 69       | 72       | -4.17%   |
| New Pendings        | 138      | 109      | 26.61%   |
| All Pendings        | 157      | 152      | 3.29%    |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 5  |
| Conventional | 59 |
| FHA          | 34 |
| Other        | 4  |
| Owner        | 0  |
| VA           | 19 |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 50 |
| 11 to 20   | 18 |
| 21 to 30   | 14 |
| 31 to 60   | 20 |
| 61 to 90   | 9  |
| 91 to 120  | 2  |
| 121 to 180 | 4  |
| 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          | 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          | 0               | 0           | 0          |
| \$150K to \$199,999        | 0            | 0           | 0         | 2           | 0            | 0           | 1          | 0               | 0           | 0          |
| \$200K to \$299,999        | 0            | 1           | 12        | 24          | 5            | 0           | 3          | 6               | 26          | 2          |
| \$300K to \$399,999        | 0            | 0           | 10        | 7           | 25           | 3           | 2          | 69              | 8           | 3          |
| \$400K to \$499,999        | 0            | 0           | 1         | 0           | 15           | 0           | 0          | 27              | 3           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 9            | 0           | 0          | 30              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 11              | 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>               | 0            | 1           | 23        | 33          | 55           | 3           | 6          | 144             | 37          | 5          |
| Avg Sold Price             | \$0          | \$250,000   | \$313,348 | \$256,664   | \$406,275    | \$330,000   | \$287,650  |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$252,833   | \$292,925 | \$251,127   | \$406,119    | \$319,960   | \$0        |                 |             |            |
| Avg Sold % Change          | 0.00%        | -1.12%      | 6.97%     | 2.20%       | 0.04%        | 3.14%       | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 0            | 3           | 26        | 33          | 64           | 5           | 0          |                 |             |            |

Active Detail