

October 2017

Prince William County, VA

Sold Summary

| | Oct 2017 | Oct 2016 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$201,893,020 | \$205,584,649 | -1.80% |
| Avg Sold Price | \$359,240 | \$365,159 | -1.62% |
| Median Sold Price | \$334,500 | \$330,000 | 1.36% |
| Units Sold | 562 | 563 | -0.18% |
| Avg Days on Market | 41 | 49 | -16.33% |
| Avg List Price for Solds | \$362,761 | \$369,883 | -1.93% |
| Avg SP to OLP Ratio | 97.8% | 97.4% | 0.37% |
| Ratio of Avg SP to Avg OLP | 98.1% | 97.1% | 1.03% |
| Attached Avg Sold Price | \$289,022 | \$281,184 | 2.79% |
| Detached Avg Sold Price | \$424,633 | \$434,684 | -2.31% |
| Attached Units Sold | 271 | 255 | 6.27% |
| Detached Units Sold | 291 | 308 | -5.52% |

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

| | Oct 2017 | Oct 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 1,178 | 1,348 | -12.61% |
| New Listings | 690 | 708 | -2.54% |
| New Under Contracts | 274 | 237 | 15.61% |
| New Contingents | 356 | 365 | -2.47% |
| New Pendings | 630 | 602 | 4.65% |
| All Pendings | 834 | 882 | -5.44% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 48 |
| Conventional | 239 |
| FHA | 152 |
| Other | 30 |
| Owner | 0 |
| VA | 93 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 20 |
| 1 to 10 | 155 |
| 11 to 20 | 88 |
| 21 to 30 | 61 |
| 31 to 60 | 115 |
| 61 to 90 | 55 |
| 91 to 120 | 24 |
| 121 to 180 | 31 |
| 181 to 360 | 10 |
| 361 to 720 | 3 |
| 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 | 6 | 4 | 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 | 6 | 0 | 0 | 7 |
| \$150K to \$199,999 | 3 | 0 | 0 | 6 | 0 | 1 | 10 | 4 | 10 | 12 |
| \$200K to \$299,999 | 2 | 8 | 19 | 71 | 16 | 22 | 28 | 48 | 106 | 35 |
| \$300K to \$399,999 | 6 | 0 | 36 | 71 | 45 | 16 | 16 | 140 | 92 | 53 |
| \$400K to \$499,999 | 1 | 0 | 12 | 11 | 86 | 2 | 2 | 183 | 46 | 8 |
| \$500K to \$599,999 | 0 | 0 | 2 | 1 | 43 | 0 | 0 | 186 | 14 | 1 |
| \$600K to \$799,999 | 0 | 0 | 2 | 0 | 14 | 0 | 0 | 147 | 1 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 44 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 12 | 8 | 71 | 160 | 208 | 41 | 62 | 787 | 273 | 117 |
| Avg Sold Price | \$301,723 | \$275,238 | \$352,919 | \$301,299 | \$456,203 | \$295,049 | \$255,131 | | | |
| Prev Year - Avg Sold Price | \$383,250 | \$267,667 | \$337,046 | \$286,796 | \$459,158 | \$297,069 | \$261,721 | | | |
| Avg Sold % Change | -21.27% | 2.83% | 4.71% | 5.06% | -0.64% | -0.68% | -2.52% | | | |
| Prev Year - # of Solds | 6 | 9 | 58 | 138 | 244 | 41 | 67 | | | |

Active Detail