

April 2017

22025, Dumfries, VA

Sold Summary

| | Apr 2017 | Apr 2016 | % Change | | |
|----------------------------|--------------|-------------|----------|--|--|
| Sold Dollar Volume | \$11,386,590 | \$9,893,750 | 15.09% | | |
| Avg Sold Price | \$345,048 | \$329,792 | 4.63% | | |
| Median Sold Price | \$337,990 | \$332,500 | 1.65% | | |
| Units Sold | 33 | 30 | 10.00% | | |
| Avg Days on Market | 17 | 53 | -67.92% | | |
| Avg List Price for Solds | \$343,528 | \$332,863 | 3.20% | | |
| Avg SP to OLP Ratio | 99.8% | 98.0% | 1.87% | | |
| Ratio of Avg SP to Avg OLP | 99.5% | 97.5% | 2.09% | | |
| Attached Avg Sold Price | \$272,066 | \$243,227 | 11.86% | | |
| Detached Avg Sold Price | \$405,867 | \$395,988 | 2.49% | | |
| Attached Units Sold | 15 | 13 | 15.38% | | |
| Detached Units Sold | 18 | 17 | 5.88% | | |

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

| | Apr 2017 | Apr 2016 | % Change | |
|---------------------|----------|----------|----------|--|
| Active Listings | 43 | 54 | -20.37% | |
| New Listings | 51 | 57 | -10.53% | |
| New Under Contracts | 21 | 15 | 40.00% | |
| New Contingents | 26 | 44 | -40.91% | |
| New Pendings | 47 | 59 | -20.34% | |
| All Pendings | 57 | 81 | -29.63% | |

Financing (Sold)

| Assumption | 0 |
|--------------|----|
| Cash | 5 |
| Conventional | 14 |
| FHA | 8 |
| Other | 0 |
| Owner | 0 |
| VA | 6 |

Days on Market (Sold)

| 0 | 0 |
|------------|----|
| 1 to 10 | 22 |
| 11 to 20 | 3 |
| 21 to 30 | 5 |
| 31 to 60 | 2 |
| 61 to 90 | 0 |
| 91 to 120 | 0 |
| 121 to 180 | 0 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| 721+ | 0 |

Sold Detail Active Detail

| | Residential | | | | | Condo/Coop | Active Listings | | | |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|-----------------|-------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| Price Ranges | 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 | 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 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 9 | 0 | 2 | 0 | 0 | 2 | 0 |
| \$300K to \$399,999 | 1 | 0 | 4 | 3 | 5 | 0 | 0 | 8 | 4 | 0 |
| \$400K to \$499,999 | 0 | 0 | 2 | 0 | 4 | 0 | 0 | 21 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 6 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 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 | 0 | 7 | 12 | 10 | 2 | 1 | 37 | 6 | 0 |
| Avg Sold Price | \$385,000 | \$0 | \$399,257 | \$279,916 | \$412,580 | \$281,000 | \$160,000 | | | |
| Prev Year - Avg Sold Price | \$344,950 | \$208,750 | \$369,333 | \$260,914 | \$411,158 | \$287,500 | \$171,525 | | | |
| Avg Sold % Change | 11.61% | 0.00% | 8.10% | 7.28% | 0.35% | -2.26% | -6.72% | | | |



Prev Year - # of Solds