

July 2017

22191, Woodbridge, VA

Sold Summary

| | Jul 2017 | Jul 2016 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$33,540,752 | \$42,374,070 | -20.85% |
| Avg Sold Price | \$338,795 | \$331,047 | 2.34% |
| Median Sold Price | \$319,900 | \$317,750 | 0.68% |
| Units Sold | 99 | 128 | -22.66% |
| Avg Days on Market | 23 | 36 | -36.11% |
| Avg List Price for Solds | \$342,251 | \$334,243 | 2.40% |
| Avg SP to OLP Ratio | 98.6% | 98.1% | 0.48% |
| Ratio of Avg SP to Avg OLP | 98.4% | 98.1% | 0.30% |
| Attached Avg Sold Price | \$321,714 | \$313,799 | 2.52% |
| Detached Avg Sold Price | \$370,030 | \$353,940 | 4.55% |
| Attached Units Sold | 64 | 73 | -12.33% |
| Detached Units Sold | 35 | 55 | -36.36% |

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 2017 | Jul 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 166 | 198 | -16.16% |
| New Listings | 113 | 143 | -20.98% |
| New Under Contracts | 34 | 37 | -8.11% |
| New Contingents | 57 | 66 | -13.64% |
| New Pendings | 91 | 103 | -11.65% |
| All Pendings | 130 | 160 | -18.75% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 12 |
| Conventional | 34 |
| FHA | 27 |
| Other | 4 |
| Owner | 0 |
| VA | 22 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 3 |
| 1 to 10 | 45 |
| 11 to 20 | 23 |
| 21 to 30 | 7 |
| 31 to 60 | 14 |
| 61 to 90 | 6 |
| 91 to 120 | 0 |
| 121 to 180 | 0 |
| 181 to 360 | 0 |
| 361 to 720 | 1 |
| 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 | 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 | 3 |
| \$150K to \$199,999 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 0 | 3 | 0 |
| \$200K to \$299,999 | 0 | 3 | 6 | 9 | 4 | 2 | 10 | 7 | 15 | 20 |
| \$300K to \$399,999 | 0 | 0 | 3 | 13 | 7 | 2 | 12 | 18 | 17 | 28 |
| \$400K to \$499,999 | 0 | 0 | 1 | 3 | 9 | 2 | 2 | 17 | 7 | 3 |
| \$500K to \$599,999 | 0 | 0 | 0 | 1 | 4 | 1 | 1 | 16 | 2 | 1 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 4 | 1 | 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 | 4 | 10 | 28 | 25 | 7 | 25 | 63 | 47 | 55 |
| Avg Sold Price | \$0 | \$229,300 | \$287,200 | \$323,071 | \$403,162 | \$364,286 | \$323,061 | | | |
| Prev Year - Avg Sold Price | \$0 | \$233,000 | \$274,170 | \$330,042 | \$383,854 | \$289,275 | \$308,632 | | | |
| Avg Sold % Change | 0.00% | -1.59% | 4.75% | -2.11% | 5.03% | 25.93% | 4.68% | | | |
| Prev Year - # of Solds | 0 | 1 | 15 | 32 | 40 | 12 | 28 | | | |

Active Detail