## March 2019

22191, Woodbridge, VA

## Sold Summary

|  | Mar 2019 | Mar 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 23,828,716$ | $\$ 22,600,485$ | $5.43 \%$ |
| Avg Sold Price | $\$ 345,344$ | $\$ 332,360$ | $3.91 \%$ |
| Median Sold Price | $\$ 325,000$ | $\$ 319,950$ | $1.58 \%$ |
| Units Sold | 72 | 68 | $5.88 \%$ |
| Avg Days on Market | 32 | 25 | $28.00 \%$ |
| Avg List Price for Solds | $\$ 348,584$ | $\$ 336,326$ | $3.64 \%$ |
| Avg SP to OLP Ratio | $98.4 \%$ | $98.3 \%$ | $0.05 \%$ |
| Ratio of Avg SP to Avg OLP | $94.2 \%$ | $98.2 \%$ | $-4.03 \%$ |
| Attached Avg Sold Price | $\$ 325,308$ | $\$ 307,871$ | $5.66 \%$ |
| Detached Avg Sold Price | $\$ 406,629$ | $\$ 369,548$ | $10.03 \%$ |
| Attached Units Sold | 54 | 41 | $31.71 \%$ |
| Detached Units Sold | 18 | 27 | $-33.33 \%$ |

## 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

|  | Mar 2019 | Mar 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 96 | 101 | $-4.95 \%$ |
| New Listings | 134 | 117 | $14.53 \%$ |
| New Under Contracts | 70 | 46 | $52.17 \%$ |
| New Contingents | 41 | 61 | $-32.79 \%$ |
| New Pendings | 111 | 107 | $3.74 \%$ |
| All Pendings | 139 | 129 | $7.75 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 5 |
| Conventional | 29 |
| FHA | 12 |
| Other | 4 |
| Owner | 0 |
| VA | 22 |

Days on Market (Sold)

| 0 | 0 |
| :--- | :---: |
| 1 to 10 | 34 |
| 11 to 20 | 12 |
| 21 to 30 | 3 |
| 31 to 60 | 6 |
| 61 to 90 | 6 |
| 91 to 120 | 8 |
| 121 to 180 | 3 |
| 181 to 360 | 2 |
| 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 <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 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 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 1 | 4 | 7 | 1 | 6 | 10 | 3 | 6 | 5 |
| \$300K to \$399,999 | 0 | 0 | 0 | 10 | 3 | 2 | 9 | 15 | 8 | 21 |
| \$400K to \$499,999 | 0 | 0 | 1 | 4 | 4 | 0 | 1 | 11 | 2 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 4 | 1 | 0 | 10 | 5 | 1 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 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 | 1 | 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 | 1 | 5 | 22 | 13 | 9 | 22 | 43 | 24 | 28 |
| Avg Sold Price | \$0 | \$255,300 | \$316,560 | \$340,819 | \$444, 158 | \$326,409 | \$312,659 |  |  |  |
| Prev Year - Avg Sold Price | \$176,786 | \$252,125 | \$304,438 | \$335,056 | \$409, 194 | \$307, 180 | \$289,093 |  |  |  |
| Avg Sold \% Change | 0.00\% | 1.26\% | 3.98\% | 1.72\% | 8.54\% | 6.26\% | 8.15\% |  |  |  |
| Prev Year - \# of Solds | 1 | 4 | 8 | 18 | 18 | 5 | 14 |  |  |  |

