June 2017
22192, Woodbridge, VA

## Sold Summary

|  | Jun 2017 | Jun 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 44,352,777$ | $\$ 34,557,111$ | $28.35 \%$ |
| Avg Sold Price | $\$ 349,234$ | $\$ 335,506$ | $4.09 \%$ |
| Median Sold Price | $\$ 339,900$ | $\$ 305,000$ | $11.44 \%$ |
| Units Sold | 127 | 103 | $23.30 \%$ |
| Avg Days on Market | 16 | 32 | $-50.00 \%$ |
| Avg List Price for Solds | $\$ 351,391$ | $\$ 336,457$ | $4.44 \%$ |
| Avg SP to OLP Ratio | $98.7 \%$ | $98.8 \%$ | $-0.07 \%$ |
| Ratio of Avg SP to Avg OLP | $98.7 \%$ | $98.8 \%$ | $-0.09 \%$ |
| Attached Avg Sold Price | $\$ 269,361$ | $\$ 254,617$ | $5.79 \%$ |
| Detached Avg Sold Price | $\$ 476,381$ | $\$ 448,374$ | $6.25 \%$ |
| Attached Units Sold | 78 | 60 | $30.00 \%$ |
| Detached Units Sold | 49 | 43 | $13.95 \%$ |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- $\mathrm{LP}=$ List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|  | Jun 2017 | Jun 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 169 | 178 | $-5.06 \%$ |
| New Listings | 154 | 115 | $33.91 \%$ |
| New Under Contracts | 46 | 40 | $15.00 \%$ |
| New Contingents | 84 | 65 | $29.23 \%$ |
| New Pendings | 130 | 105 | $23.81 \%$ |
| All Pendings | 181 | 164 | $10.37 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 4 |
| Conventional | 58 |
| FHA | 37 |
| Other | 7 |
| Owner | 0 |
| VA | 22 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :---: |
| 1 to 10 | 76 |
| 11 to 20 | 17 |
| 21 to 30 | 18 |
| 31 to 60 | 10 |
| 61 to 90 | 5 |
| 91 to 120 | 1 |
| 121 to 180 | 0 |
| 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 <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 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 6 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 3 |
| \$200K to \$299,999 | 0 | 2 | 0 | 22 | 0 | 2 | 6 | 0 | 21 | 8 |
| \$300K to \$399,999 | 0 | 0 | 4 | 23 | 4 | 4 | 0 | 19 | 26 | 7 |
| \$400K to \$499,999 | 0 | 0 | 1 | 0 | 27 | 2 | 1 | 31 | 4 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 15 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 20 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 3 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 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 | 2 | 5 | 45 | 44 | 8 | 23 | 93 | 51 | 25 |
| Avg Sold Price | \$0 | \$278,450 | \$368,360 | \$299,285 | \$488,656 | \$336,961 | \$186,509 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$259,250 | \$344,317 | \$293,469 | \$465,248 | \$273,650 | \$174,371 |  |  |  |
| Avg Sold \% Change | 0.00\% | 7.41\% | 6.98\% | 1.98\% | 5.03\% | 23.14\% | 6.96\% |  |  |  |
| Prev Year - \# of Solds | 0 | 2 | 6 | 34 | 37 | 6 | 18 |  |  |  |

