

April 2018

22192, Woodbridge, VA

Sold Summary

| | Apr 2018 | Apr 2017 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$32,716,464 | \$39,146,798 | -16.43% |
| Avg Sold Price | \$348,047 | \$352,674 | -1.31% |
| Median Sold Price | \$340,000 | \$330,000 | 3.03% |
| Units Sold | 94 | 111 | -15.32% |
| Avg Days on Market | 30 | 41 | -26.83% |
| Avg List Price for Solds | \$350,313 | \$354,549 | -1.19% |
| Avg SP to OLP Ratio | 99.2% | 98.4% | 0.73% |
| Ratio of Avg SP to Avg OLP | 99.9% | 98.2% | 1.67% |
| Attached Avg Sold Price | \$285,126 | \$264,649 | 7.74% |
| Detached Avg Sold Price | \$459,085 | \$468,206 | -1.95% |
| Attached Units Sold | 60 | 63 | -4.76% |
| Detached Units Sold | 34 | 48 | -29.17% |

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 2018 | Apr 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 117 | 151 | -22.52% |
| New Listings | 141 | 163 | -13.50% |
| New Under Contracts | 45 | 34 | 32.35% |
| New Contingents | 92 | 83 | 10.84% |
| New Pendings | 137 | 117 | 17.09% |
| All Pendings | 181 | 165 | 9.70% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 7 |
| Conventional | 49 |
| FHA | 14 |
| Other | 1 |
| Owner | 0 |
| VA | 23 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 6 |
| 1 to 10 | 51 |
| 11 to 20 | 15 |
| 21 to 30 | 5 |
| 31 to 60 | 5 |
| 61 to 90 | 3 |
| 91 to 120 | 1 |
| 121 to 180 | 1 |
| 181 to 360 | 7 |
| 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 | 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 | 0 | 1 | 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 | 4 | 0 | 0 | 3 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 3 |
| \$200K to \$299,999 | 0 | 1 | 0 | 13 | 1 | 2 | 4 | 1 | 16 | 2 |
| \$300K to \$399,999 | 0 | 1 | 0 | 17 | 8 | 7 | 2 | 8 | 14 | 4 |
| \$400K to \$499,999 | 0 | 0 | 3 | 1 | 13 | 1 | 0 | 26 | 2 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 13 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 11 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 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 | 3 | 31 | 31 | 10 | 17 | 71 | 33 | 13 |
| Avg Sold Price | \$0 | \$297,500 | \$437,333 | \$314,574 | \$461,190 | \$334,400 | \$200,988 | | | |
| Prev Year - Avg Sold Price | \$298,750 | \$218,000 | \$407,143 | \$293,460 | \$487,857 | \$290,500 | \$218,339 | | | |
| Avg Sold % Change | 0.00% | 36.47% | 7.42% | 7.19% | -5.47% | 15.11% | -7.95% | | | |
| Prev Year - # of Solds | 2 | 1 | 7 | 35 | 39 | 4 | 23 | | | |

Active Detail