## November 2018

22192, Woodbridge, VA

## Sold Summary

|  | Nov 2018 | Nov 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 20,253,803$ | $\$ 28,577,238$ | $-29.13 \%$ |
| Avg Sold Price | $\$ 355,330$ | $\$ 344,304$ | $3.20 \%$ |
| Median Sold Price | $\$ 332,410$ | $\$ 335,000$ | $-0.77 \%$ |
| Units Sold | 57 | 83 | $-31.33 \%$ |
| Avg Days on Market | 35 | 32 | $9.38 \%$ |
| Avg List Price for Solds | $\$ 359,769$ | $\$ 346,353$ | $3.87 \%$ |
| Avg SP to OLP Ratio | $96.8 \%$ | $97.5 \%$ | $-0.76 \%$ |
| Ratio of Avg SP to Avg OLP | $97.0 \%$ | $99.0 \%$ | $-2.06 \%$ |
| Attached Avg Sold Price | $\$ 287,994$ | $\$ 262,835$ | $9.57 \%$ |
| Detached Avg Sold Price | $\$ 454,870$ | $\$ 450,666$ | $0.93 \%$ |
| Attached Units Sold | 34 | 47 | $-27.66 \%$ |
| Detached Units Sold | 23 | 36 | $-36.11 \%$ |

## 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

|  | Nov 2018 | Nov 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 140 | 101 | $38.61 \%$ |
| New Listings | 74 | 59 | $25.42 \%$ |
| New Under Contracts | 49 | 31 | $58.06 \%$ |
| New Contingents | 28 | 34 | $-17.65 \%$ |
| New Pendings | 77 | 65 | $18.46 \%$ |
| All Pendings | 96 | 95 | $1.05 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 7 |
| Conventional | 27 |
| FHA | 8 |
| Other | 5 |
| Owner | 0 |
| VA | 10 |

Days on Market (Sold)

| 0 | 2 |
| :--- | :---: |
| 1 to 10 | 17 |
| 11 to 20 | 10 |
| 21 to 30 | 11 |
| 31 to 60 | 17 |
| 61 to 90 | 4 |
| 91 to 120 | 6 |
| 121 to 180 | 1 |
| 181 to 360 | 1 |
| 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 | 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 | 2 | 0 | 0 | 4 |
| \$150K to \$199,999 | 1 | 0 | 0 | 1 | 0 | 0 | 4 | 2 | 0 | 8 |
| \$200K to \$299,999 | 0 | 1 | 0 | 4 | 0 | 3 | 0 | 0 | 13 | 5 |
| \$300K to \$399,999 | 0 | 1 | 0 | 11 | 8 | 5 | 0 | 10 | 32 | 0 |
| \$400K to \$499,999 | 1 | 0 | 0 | 2 | 7 | 0 | 0 | 20 | 3 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 19 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 17 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 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 | 2 | 2 | 0 | 18 | 21 | 8 | 6 | 74 | 49 | 17 |
| Avg Sold Price | \$317,500 | \$291,000 | \$0 | \$321,350 | \$467,953 | \$305, 125 | \$164,083 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$395,210 | \$297,154 | \$469,152 | \$331,000 | \$192,318 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 0.00\% | 8.14\% | -0.26\% | -7.82\% | -14.68\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 9 | 25 | 27 | 5 | 17 |  |  |  |

