January 2019
22192, Woodbridge, VA

## Sold Summary

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 18,441,407$ | $\$ 10,990,600$ | $67.79 \%$ |
| Avg Sold Price | $\$ 354,642$ | $\$ 354,535$ | $0.03 \%$ |
| Median Sold Price | $\$ 340,000$ | $\$ 350,000$ | $-2.86 \%$ |
| Units Sold | 52 | 31 | $67.74 \%$ |
| Avg Days on Market | 33 | 51 | $-35.29 \%$ |
| Avg List Price for Solds | $\$ 358,767$ | $\$ 357,512$ | $0.35 \%$ |
| Avg SP to OLP Ratio | $97.8 \%$ | $97.4 \%$ | $0.41 \%$ |
| Ratio of Avg SP to Avg OLP | $98.0 \%$ | $97.3 \%$ | $0.69 \%$ |
| Attached Avg Sold Price | $\$ 300,596$ | $\$ 277,988$ | $8.13 \%$ |
| Detached Avg Sold Price | $\$ 422,788$ | $\$ 436,187$ | $-3.07 \%$ |
| Attached Units Sold | 29 | 16 | $81.25 \%$ |
| Detached Units Sold | 23 | 15 | $53.33 \%$ |

## 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

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 80 | 92 | $-13.04 \%$ |
| New Listings | 74 | 74 | $0.00 \%$ |
| New Under Contracts | 40 | 32 | $25.00 \%$ |
| New Contingents | 43 | 39 | $10.26 \%$ |
| New Pendings | 83 | 71 | $16.90 \%$ |
| All Pendings | 98 | 92 | $6.52 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 5 |
| Conventional | 22 |
| FHA | 13 |
| Other | 4 |
| Owner | 0 |
| VA | 7 |

Days on Market (Sold)

| 0 | 0 |
| :--- | :---: |
| 1 to 10 | 11 |
| 11 to 20 | 11 |
| 21 to 30 | 9 |
| 31 to 60 | 10 |
| 61 to 90 | 11 |
| 91 to 120 | 3 |
| 121 to 180 | 1 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## Sold Detail

|  | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
| Price Ranges | 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 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 5 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 0 | 3 |
| \$200K to \$299,999 | 0 | 0 | 1 | 5 | 0 | 0 | 2 | 0 | 6 | 2 |
| \$300K to \$399,999 | 0 | 1 | 1 | 15 | 4 | 2 | 0 | 8 | 16 | 0 |
| \$400K to \$499,999 | 0 | 0 | 1 | 0 | 9 | 0 | 0 | 8 | 2 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 10 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 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 | 1 | 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 | 1 | 4 | 20 | 19 | 2 | 6 | 45 | 25 | 10 |
| Avg Sold Price | \$0 | \$320,000 | \$306,300 | \$322,245 | \$447,311 | \$374,950 | \$200,415 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$270,000 | \$395,000 | \$295,111 | \$439,129 | \$339,950 | \$190,633 |  |  |  |
| Avg Sold \% Change | 0.00\% | 18.52\% | -22.46\% | 9.19\% | 1.86\% | 10.30\% | 5.13\% |  |  |  |
| Prev Year - \# of Solds | 0 | 2 | 1 | 9 | 14 | 2 | 3 |  |  |  |

