June 2017
22193, Woodbridge, VA

## Sold Summary

|  | Jun 2017 | Jun 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 54,055,899$ | $\$ 45,467,497$ | $18.89 \%$ |
| Avg Sold Price | $\$ 353,307$ | $\$ 334,320$ | $5.68 \%$ |
| Median Sold Price | $\$ 320,000$ | $\$ 300,000$ | $6.67 \%$ |
| Units Sold | 153 | 136 | $12.50 \%$ |
| Avg Days on Market | 21 | 22 | $-4.55 \%$ |
| Avg List Price for Solds | $\$ 354,741$ | $\$ 335,554$ | $5.72 \%$ |
| Avg SP to OLP Ratio | $99.1 \%$ | $99.0 \%$ | $0.10 \%$ |
| Ratio of Avg SP to Avg OLP | $98.9 \%$ | $98.8 \%$ | $0.03 \%$ |
| Attached Avg Sold Price | $\$ 266,135$ | $\$ 235,508$ | $13.00 \%$ |
| Detached Avg Sold Price | $\$ 386,290$ | $\$ 369,892$ | $4.43 \%$ |
| Attached Units Sold | 42 | 36 | $16.67 \%$ |
| Detached Units Sold | 111 | 100 | $11.00 \%$ |

## 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 | 143 | 173 | $-17.34 \%$ |
| New Listings | 167 | 177 | $-5.65 \%$ |
| New Under Contracts | 50 | 48 | $4.17 \%$ |
| New Contingents | 89 | 90 | $-1.11 \%$ |
| New Pendings | 139 | 138 | $0.72 \%$ |
| All Pendings | 200 | 216 | $-7.41 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 6 |
| Conventional | 58 |
| FHA | 58 |
| Other | 8 |
| Owner | 0 |
| VA | 26 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :---: |
| 1 to 10 | 76 |
| 11 to 20 | 40 |
| 21 to 30 | 12 |
| 31 to 60 | 17 |
| 61 to 90 | 6 |
| 91 to 120 | 2 |
| 121 to 180 | 1 |
| 181 to 360 | 2 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop <br> All <br> Attached | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  |  | 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 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| \$200K to \$299,999 | 0 | 1 | 16 | 28 | 7 | 2 | 0 | 9 | 24 | 3 |
| \$300K to \$399,999 | 0 | 0 | 9 | 5 | 35 | 3 | 1 | 33 | 6 | 7 |
| \$400K to \$499,999 | 0 | 0 | 0 | 1 | 25 | 0 | 0 | 28 | 1 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 15 | 0 | 0 | 20 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 11 | 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 | 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 | 26 | 34 | 85 | 5 | 2 | 101 | 32 | 10 |
| Avg Sold Price | \$0 | \$280,000 | \$297,608 | \$262,699 | \$413,417 | \$292,600 | \$251,450 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$268,333 | \$308,224 | \$229,515 | \$390,448 | \$256,817 | \$165,000 |  |  |  |
| Avg Sold \% Change | 0.00\% | 4.35\% | -3.44\% | 14.46\% | 5.88\% | 13.93\% | 52.39\% |  |  |  |
| Prev Year - \# of Solds | 0 | 3 | 25 | 26 | 75 | 6 | 1 |  |  |  |

