

May 2019  
22193, Woodbridge, VA

Sold Summary

|                            | May 2019     | May 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$46,922,741 | \$38,314,662 | 22.47%   |
| Avg Sold Price             | \$363,742    | \$348,315    | 4.43%    |
| Median Sold Price          | \$341,000    | \$325,000    | 4.92%    |
| Units Sold                 | 130          | 110          | 18.18%   |
| Avg Days on Market         | 17           | 15           | 13.33%   |
| Avg List Price for Solds   | \$367,775    | \$347,761    | 5.76%    |
| Avg SP to OLP Ratio        | 99.2%        | 99.7%        | -0.50%   |
| Ratio of Avg SP to Avg OLP | 98.1%        | 100.7%       | -2.55%   |
| Attached Avg Sold Price    | \$283,632    | \$259,182    | 9.43%    |
| Detached Avg Sold Price    | \$398,457    | \$386,515    | 3.09%    |
| Attached Units Sold        | 39           | 33           | 18.18%   |
| Detached Units Sold        | 91           | 77           | 18.18%   |

- 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

|                     | May 2019 | May 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 110      | 142      | -22.54%  |
| New Listings        | 174      | 161      | 8.07%    |
| New Under Contracts | 97       | 69       | 40.58%   |
| New Contingents     | 44       | 90       | -51.11%  |
| New Pendings        | 141      | 159      | -11.32%  |
| All Pendings        | 175      | 184      | -4.89%   |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 7  |
| Conventional | 63 |
| FHA          | 38 |
| Other        | 4  |
| Owner        | 0  |
| VA           | 18 |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 0  |
| 1 to 10    | 81 |
| 11 to 20   | 28 |
| 21 to 30   | 12 |
| 31 to 60   | 8  |
| 61 to 90   | 3  |
| 91 to 120  | 1  |
| 121 to 180 | 3  |
| 181 to 360 | 2  |
| 361 to 720 | 0  |
| 721+       | 0  |

Sold Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$100K to \$149,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$150K to \$199,999        | 0            | 0           | 0         | 0           | 0            | 0           | 1          |
| \$200K to \$299,999        | 1            | 2           | 5         | 22          | 3            | 0           | 0          |
| \$300K to \$399,999        | 0            | 0           | 13        | 11          | 32           | 2           | 0          |
| \$400K to \$499,999        | 0            | 0           | 1         | 1           | 21           | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 10           | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 4            | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| Total                      | 1            | 2           | 19        | 34          | 71           | 2           | 1          |
| Avg Sold Price             | \$202,000    | \$298,000   | \$331,577 | \$282,931   | \$419,416    | \$325,000   | \$196,000  |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$307,705 | \$259,454   | \$416,069    | \$270,300   | \$254,500  |
| Avg Sold % Change          | 0.00%        | 0.00%       | 7.76%     | 9.05%       | 0.80%        | 20.24%      | -22.99%    |
| Prev Year - # of Solds     | 0            | 0           | 21        | 28          | 56           | 1           | 4          |

Active Detail

| Active Listings |             |            |
|-----------------|-------------|------------|
| Residential     |             | Condo/Coop |
| Detached        | Attached/TH | Attached   |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 5               | 18          | 1          |
| 35              | 7           | 1          |
| 18              | 0           | 0          |
| 17              | 0           | 0          |
| 8               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 83              | 25          | 2          |