

December 2019  
22193, Woodbridge, VA

Sold Summary

|                            | Dec 2019     | Dec 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$30,861,908 | \$24,969,568 | 23.60%   |
| Avg Sold Price             | \$360,968    | \$332,928    | 8.42%    |
| Median Sold Price          | \$325,000    | \$310,000    | 4.84%    |
| Units Sold                 | 85           | 75           | 13.33%   |
| Avg Days on Market         | 25           | 43           | -41.86%  |
| Avg List Price for Solds   | \$363,081    | \$336,451    | 7.91%    |
| Avg SP to OLP Ratio        | 99.0%        | 97.7%        | 1.36%    |
| Ratio of Avg SP to Avg OLP | 98.9%        | 97.3%        | 1.64%    |
| Attached Avg Sold Price    | \$298,996    | \$257,345    | 16.18%   |
| Detached Avg Sold Price    | \$388,279    | \$364,301    | 6.58%    |
| Attached Units Sold        | 26           | 22           | 18.18%   |
| Detached Units Sold        | 59           | 53           | 11.32%   |

- 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

|                     | Dec 2019 | Dec 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 71       | 112      | -36.61%  |
| New Listings        | 52       | 43       | 20.93%   |
| New Under Contracts | 0        | 35       | 0%       |
| New Contingents     | 0        | 30       | 0%       |
| New Pendings        | 67       | 65       | 3.08%    |
| All Pendings        | 89       | 95       | -6.32%   |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 5  |
| Conventional | 45 |
| FHA          | 19 |
| Other        | 1  |
| Owner        | 0  |
| VA           | 7  |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 1  |
| 1 to 10    | 33 |
| 11 to 20   | 18 |
| 21 to 30   | 7  |
| 31 to 60   | 9  |
| 61 to 90   | 7  |
| 91 to 120  | 4  |
| 121 to 180 | 5  |
| 181 to 360 | 1  |
| 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           | 0          |
| \$200K to \$299,999        | 0            | 0           | 4         | 10          | 6            | 1           | 1          |
| \$300K to \$399,999        | 0            | 0           | 11        | 7           | 17           | 6           | 1          |
| \$400K to \$499,999        | 0            | 0           | 1         | 0           | 10           | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 7            | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 3            | 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                      | 0            | 0           | 16        | 17          | 43           | 7           | 2          |
| Avg Sold Price             | \$0          | \$0         | \$324,000 | \$291,994   | \$412,196    | \$322,857   | \$275,000  |
| Prev Year - Avg Sold Price | \$0          | \$290,000   | \$303,800 | \$258,955   | \$378,371    | \$0         | \$192,500  |
| Avg Sold % Change          | 0.00%        | 0.00%       | 6.65%     | 12.76%      | 8.94%        | 0.00%       | 42.86%     |
| Prev Year - # of Solds     | 0            | 1           | 10        | 20          | 43           | 0           | 1          |

Active Detail

| Active Listings |             |            |
|-----------------|-------------|------------|
| Residential     |             | Condo/Coop |
| Detached        | Attached/TH | Attached   |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 8           | 0          |
| 21              | 8           | 1          |
| 12              | 2           | 0          |
| 14              | 0           | 0          |
| 5               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 52              | 18          | 1          |