

May 2016

22101, Mc Lean, VA

Sold Summary

| | May 2016 | May 2015 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$53,671,200 | \$53,259,200 | 0.77% |
| Avg Sold Price | \$1,118,150 | \$1,157,809 | -3.43% |
| Median Sold Price | \$1,015,900 | \$1,022,500 | -0.65% |
| Units Sold | 48 | 46 | 4.35% |
| Avg Days on Market | 52 | 59 | -11.86% |
| Avg List Price for Solds | \$1,144,558 | \$1,187,764 | -3.64% |
| Avg SP to OLP Ratio | 97.1% | 97.3% | -0.20% |
| Ratio of Avg SP to Avg OLP | 96.8% | 96.4% | 0.33% |
| Attached Avg Sold Price | \$1,155,600 | \$751,063 | 53.86% |
| Detached Avg Sold Price | \$1,113,795 | \$1,243,439 | -10.43% |
| Attached Units Sold | 5 | 8 | -37.50% |
| Detached Units Sold | 43 | 38 | 13.16% |

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 2016 | May 2015 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 223 | 221 | 0.90% |
| New Listings | 106 | 100 | 6.00% |
| New Under Contracts | 18 | 24 | -25.00% |
| New Contingents | 45 | 40 | 12.50% |
| New Pendings | 63 | 64 | -1.56% |
| All Pendings | 96 | 92 | 4.35% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 10 |
| Conventional | 31 |
| FHA | 0 |
| Other | 5 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 2 |
| 1 to 10 | 6 |
| 11 to 20 | 2 |
| 21 to 30 | 7 |
| 31 to 60 | 16 |
| 61 to 90 | 11 |
| 91 to 120 | 3 |
| 121 to 180 | 1 |
| 181 to 360 | 1 |
| 361 to 720 | 1 |
| 721+ | 0 |

Sold Detail

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|-------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 8 | 10 | 0 |
| \$800K to \$999,999 | 0 | 0 | 2 | 3 | 14 | 0 | 0 | 25 | 8 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 1 | 0 | 23 | 0 | 2 | 109 | 4 | 3 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 |
| Total | 0 | 0 | 4 | 3 | 39 | 0 | 2 | 187 | 22 | 14 |
| Avg Sold Price | \$0 | \$0 | \$936,500 | \$878,000 | \$1,131,979 | \$0 | \$1,572,000 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$836,667 | \$842,250 | \$1,278,306 | \$795,833 | \$252,000 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 11.93% | 4.24% | -11.45% | 0.00% | 523.81% | | | |
| Prev Year - # of Solds | 0 | 0 | 3 | 4 | 35 | 3 | 1 | | | |

Active Detail