

January 2018

22207, North Arlington, VA

Sold Summary

| | Jan 2018 | Jan 2017 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$19,991,380 | \$24,194,399 | -17.37% |
| Avg Sold Price | \$1,052,178 | \$967,776 | 8.72% |
| Median Sold Price | \$905,000 | \$880,000 | 2.84% |
| Units Sold | 19 | 25 | -24.00% |
| Avg Days on Market | 141 | 90 | 56.67% |
| Avg List Price for Solds | \$1,040,970 | \$1,000,708 | 4.02% |
| Avg SP to OLP Ratio | 96.8% | 95.7% | 1.20% |
| Ratio of Avg SP to Avg OLP | 97.8% | 95.0% | 2.88% |
| Attached Avg Sold Price | \$637,475 | \$459,975 | 38.59% |
| Detached Avg Sold Price | \$1,162,765 | \$1,064,500 | 9.23% |
| Attached Units Sold | 4 | 4 | 0.00% |
| Detached Units Sold | 15 | 21 | -28.57% |

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 2018 | Jan 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 83 | 94 | -11.70% |
| New Listings | 52 | 55 | -5.45% |
| New Under Contracts | 11 | 12 | -8.33% |
| New Contingents | 20 | 19 | 5.26% |
| New Pendings | 31 | 31 | 0.00% |
| All Pendings | 42 | 38 | 10.53% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 8 |
| Conventional | 10 |
| FHA | 0 |
| Other | 1 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 0 |
| 1 to 10 | 2 |
| 11 to 20 | 1 |
| 21 to 30 | 1 |
| 31 to 60 | 3 |
| 61 to 90 | 2 |
| 91 to 120 | 2 |
| 121 to 180 | 5 |
| 181 to 360 | 5 |
| 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 | 1 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 3 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 |
| \$600K to \$799,999 | 1 | 0 | 3 | 0 | 0 | 0 | 0 | 6 | 1 | 0 |
| \$800K to \$999,999 | 0 | 0 | 2 | 1 | 1 | 0 | 0 | 8 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 7 | 1 | 0 | 57 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 1 | 0 | 5 | 1 | 9 | 1 | 2 | 75 | 4 | 4 |
| Avg Sold Price | \$635,000 | \$0 | \$766,100 | \$905,000 | \$1,441,776 | \$1,225,000 | \$209,950 | | | |
| Prev Year - Avg Sold Price | \$750,000 | \$510,000 | \$789,833 | \$0 | \$1,204,679 | \$800,000 | \$264,950 | | | |
| Avg Sold % Change | -15.33% | 0.00% | -3.00% | 0.00% | 19.68% | 53.13% | -20.76% | | | |
| Prev Year - # of Solds | 1 | 1 | 6 | 0 | 14 | 1 | 2 | | | |

Active Detail