

## January 2019

22207, North Arlington, VA

### Sold Summary

|                            | Jan 2019     | Jan 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$24,164,800 | \$19,991,380 | 20.88%   |
| Avg Sold Price             | \$1,050,643  | \$1,052,178  | -0.15%   |
| Median Sold Price          | \$1,007,000  | \$905,000    | 11.27%   |
| Units Sold                 | 23           | 19           | 21.05%   |
| Avg Days on Market         | 83           | 141          | -41.13%  |
| Avg List Price for Solds   | \$1,082,556  | \$1,040,970  | 3.99%    |
| Avg SP to OLP Ratio        | 96.6%        | 96.8%        | -0.27%   |
| Ratio of Avg SP to Avg OLP | 95.5%        | 97.8%        | -2.32%   |
| Attached Avg Sold Price    | \$327,875    | \$637,475    | -48.57%  |
| Detached Avg Sold Price    | \$1,202,805  | \$1,162,765  | 3.44%    |
| Attached Units Sold        | 4            | 4            | 0.00%    |
| Detached Units Sold        | 19           | 15           | 26.67%   |

#### 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 2019 | Jan 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 66       | 83       | -20.48%  |
| New Listings        | 38       | 52       | -26.92%  |
| New Under Contracts | 20       | 11       | 81.82%   |
| New Contingents     | 7        | 20       | -65.00%  |
| New Pendings        | 27       | 31       | -12.90%  |
| All Pendings        | 44       | 42       | 4.76%    |

### Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 3  |
| Conventional | 20 |
| FHA          | 0  |
| Other        | 0  |
| Owner        | 0  |
| VA           | 0  |

### Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 1 |
| 1 to 10    | 5 |
| 11 to 20   | 1 |
| 21 to 30   | 2 |
| 31 to 60   | 4 |
| 61 to 90   | 3 |
| 91 to 120  | 2 |
| 121 to 180 | 1 |
| 181 to 360 | 4 |
| 361 to 720 | 0 |
| 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           | 0          |
| \$200K to \$299,999        | 0            | 0           | 0         | 0           | 0            | 0           | 3          | 0               | 0           | 3          |
| \$300K to \$399,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$400K to \$499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 1            | 0           | 1          | 1               | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 4         | 0           | 1            | 0           | 0          | 4               | 1           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 13           | 0           | 0          | 48              | 2           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 5               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | 0            | 0           | 4         | 0           | 15           | 0           | 4          | 60              | 3           | 3          |
| Avg Sold Price             | \$0          | \$0         | \$867,875 | \$0         | \$1,292,120  | \$0         | \$327,875  |                 |             |            |
| Prev Year - Avg Sold Price | \$635,000    | \$0         | \$766,100 | \$905,000   | \$1,441,776  | \$1,225,000 | \$209,950  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 0.00%       | 13.28%    | 0.00%       | -10.38%      | 0.00%       | 56.17%     |                 |             |            |
| Prev Year - # of Solds     | 1            | 0           | 5         | 1           | 9            | 1           | 2          |                 |             |            |

### Active Detail