## January 2019

22046, Falls Church, VA

## Sold Summary

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 8,588,738$ | $\$ 6,153,500$ | $39.57 \%$ |
| Avg Sold Price | $\$ 572,583$ | $\$ 769,188$ | $-25.56 \%$ |
| Median Sold Price | $\$ 579,000$ | $\$ 707,000$ | $-18.10 \%$ |
| Units Sold | 15 | 8 | $87.50 \%$ |
| Avg Days on Market | 57 | 46 | $23.91 \%$ |
| Avg List Price for Solds | $\$ 578,119$ | $\$ 769,619$ | $-24.88 \%$ |
| Avg SP to OLP Ratio | $98.9 \%$ | $99.1 \%$ | $-0.19 \%$ |
| Ratio of Avg SP to Avg OLP | $98.1 \%$ | $98.7 \%$ | $-0.55 \%$ |
| Attached Avg Sold Price | $\$ 300,143$ | $\$ 219,667$ | $36.64 \%$ |
| Detached Avg Sold Price | $\$ 810,967$ | $\$ 1,098,900$ | $-26.20 \%$ |
| Attached Units Sold | 7 | 3 | $133.33 \%$ |
| Detached Units Sold | 8 | 5 | $60.00 \%$ |
|  |  |  |  |

## 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 | 25 | 22 | $13.64 \%$ |
| New Listings | 20 | 16 | $25.00 \%$ |
| New Under Contracts | 15 | 2 | $650.00 \%$ |
| New Contingents | 4 | 5 | $-20.00 \%$ |
| New Pendings | 19 | 7 | $171.43 \%$ |
| All Pendings | 13 | 8 | $62.50 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 3 |
| Conventional | 10 |
| FHA | 1 |
| Other | 1 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :--- |
| 1 to 10 | 3 |
| 11 to 20 | 3 |
| 21 to 30 | 1 |
| 31 to 60 | 3 |
| 61 to 90 | 4 |
| 91 to 120 | 0 |
| 121 to 180 | 2 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| $721+$ |  |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 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 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$500K to \$599,999 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$600K to \$799,999 | 2 | 0 | 0 | 0 | 4 | 0 | 0 | 6 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 15 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 2 | 0 | 1 | 1 | 5 | 0 | 6 | 23 | 0 | 2 |
| Avg Sold Price | \$780,869 | \$0 | \$526,000 | \$579,000 | \$880,000 | \$0 | \$253,667 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$707,000 | \$0 | \$1,360,167 | \$0 | \$219,667 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | -25.60\% | 0.00\% | -35.30\% | 0.00\% | 15.48\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 2 | 0 | 3 | 0 | 3 |  |  |  |

