

January 2018  
22066, Great Falls, VA

Sold Summary

|                            | Jan 2018     | Jan 2017    | % Change |
|----------------------------|--------------|-------------|----------|
| Sold Dollar Volume         | \$13,186,000 | \$9,249,000 | 42.57%   |
| Avg Sold Price             | \$941,857    | \$840,818   | 12.02%   |
| Median Sold Price          | \$890,000    | \$780,000   | 14.10%   |
| Units Sold                 | 14           | 11          | 27.27%   |
| Avg Days on Market         | 124          | 96          | 29.17%   |
| Avg List Price for Solds   | \$981,746    | \$870,091   | 12.83%   |
| Avg SP to OLP Ratio        | 91.2%        | 94.0%       | -3.02%   |
| Ratio of Avg SP to Avg OLP | 97.3%        | 93.1%       | 4.57%    |
| Attached Avg Sold Price    | \$0          | \$0         | %        |
| Detached Avg Sold Price    | \$941,857    | \$840,818   | 12.02%   |
| Attached Units Sold        | 0            | 0           | %        |
| Detached Units Sold        | 14           | 11          | 27.27%   |

- 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     | 87       | 120      | -27.50%  |
| New Listings        | 22       | 31       | -29.03%  |
| New Under Contracts | 4        | 5        | -20.00%  |
| New Contingents     | 13       | 16       | -18.75%  |
| New Pending         | 17       | 21       | -19.05%  |
| All Pending         | 22       | 26       | -15.38%  |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 2  |
| Conventional | 11 |
| FHA          | 0  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 2 |
| 1 to 10    | 2 |
| 11 to 20   | 0 |
| 21 to 30   | 0 |
| 31 to 60   | 0 |
| 61 to 90   | 1 |
| 91 to 120  | 2 |
| 121 to 180 | 2 |
| 181 to 360 | 5 |
| 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           | 0           | 0           | 0            | 0           | 0          |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 0          |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 1            | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 1            | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 7            | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 4            | 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           | 1           | 0           | 13           | 0           | 0          |
| Avg Sold Price             | \$0          | \$0         | \$1,050,000 | \$0         | \$933,538    | \$0         | \$0        |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$635,000   | \$0         | \$886,556    | \$0         | \$0        |
| Avg Sold % Change          | 0.00%        | 0.00%       | 65.35%      | 0.00%       | 5.30%        | 0.00%       | 0.00%      |
| Prev Year - # of Solds     | 0            | 0           | 2           | 0           | 9            | 0           | 0          |

Active Detail

| Active Listings |             |            |
|-----------------|-------------|------------|
| Residential     |             | Condo/Coop |
| Detached        | Attached/TH | Attached   |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 4               | 0           | 0          |
| 8               | 0           | 0          |
| 54              | 0           | 0          |
| 18              | 0           | 0          |
| 3               | 0           | 0          |
| 87              | 0           | 0          |