January 2019
22101, Mc Lean, VA

## Sold Summary

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 45,934,636$ | $\$ 59,275,647$ | $-22.51 \%$ |
| Avg Sold Price | $\$ 1,391,959$ | $\$ 1,852,364$ | $-24.85 \%$ |
| Median Sold Price | $\$ 935,000$ | $\$ 1,127,000$ | $-17.04 \%$ |
| Units Sold | 33 | 32 | $3.13 \%$ |
| Avg Days on Market | 62 | 75 | $-17.33 \%$ |
| Avg List Price for Solds | $\$ 1,408,897$ | $\$ 2,033,372$ | $-30.71 \%$ |
| Avg SP to OLP Ratio | $96.0 \%$ | $94.5 \%$ | $1.60 \%$ |
| Ratio of Avg SP to Avg OLP | $97.0 \%$ | $90.1 \%$ | $7.60 \%$ |
| Attached Avg Sold Price | $\$ 723,571$ | $\$ 652,600$ | $10.88 \%$ |
| Detached Avg Sold Price | $\$ 1,571,909$ | $\$ 2,074,542$ | $-24.23 \%$ |
| Attached Units Sold | 7 | 5 | $40.00 \%$ |
| Detached Units Sold | 26 | 27 | $-3.70 \%$ |

## 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 | 113 | 99 | $14.14 \%$ |
| New Listings | 47 | 40 | $17.50 \%$ |
| New Under Contracts | 14 | 17 | $-17.65 \%$ |
| New Contingents | 6 | 14 | $-57.14 \%$ |
| New Pendings | 20 | 31 | $-35.48 \%$ |
| All Pendings | 38 | 43 | $-11.63 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 7 |
| Conventional | 21 |
| FHA | 0 |
| Other | 3 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| 0 | 4 |
| :--- | :--- |
| 1 to 10 | 4 |
| 11 to 20 | 1 |
| 21 to 30 | 1 |
| 31 to 60 | 6 |
| 61 to 90 | 2 |
| 91 to 120 | 4 |
| 121 to 180 | 3 |
| 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 | 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 | 0 | 0 | 0 | 0 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 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 | 1 | 2 | 3 | 1 | 0 | 2 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 8 | 2 | 1 | 5 | 1 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 59 | 1 | 6 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 32 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 5 | 0 | 0 |
| Total | 0 | 0 | 1 | 2 | 25 | 3 | 2 | 104 | 2 | 7 |
| Avg Sold Price | \$0 | \$0 | \$670,000 | \$775,000 | \$1,607,985 | \$836,667 | \$502,500 |  |  |  |
| Prev Year - Avg Sold Price | \$5,250,000 | \$0 | \$720,000 | \$740,000 | \$2,001,706 | \$0 | \$630,750 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | -6.94\% | 4.73\% | -19.67\% | 0.00\% | -20.33\% |  |  |  |
| Prev Year - \# of Solds | 1 | 0 | 1 | 1 | 25 | 0 | 4 |  |  |  |

