

January 2019  
22102, Mc Lean, VA

Sold Summary

|                            | Jan 2019    | Jan 2018     | % Change |
|----------------------------|-------------|--------------|----------|
| Sold Dollar Volume         | \$5,497,900 | \$19,385,899 | -71.64%  |
| Avg Sold Price             | \$458,158   | \$775,436    | -40.92%  |
| Median Sold Price          | \$258,500   | \$357,000    | -27.59%  |
| Units Sold                 | 12          | 25           | -52.00%  |
| Avg Days on Market         | 56          | 95           | -41.05%  |
| Avg List Price for Solds   | \$470,308   | \$790,416    | -40.50%  |
| Avg SP to OLP Ratio        | 95.5%       | 95.3%        | 0.25%    |
| Ratio of Avg SP to Avg OLP | 96.1%       | 87.9%        | 9.41%    |
| Attached Avg Sold Price    | \$252,544   | \$323,994    | -22.05%  |
| Detached Avg Sold Price    | \$1,075,000 | \$1,936,286  | -44.48%  |
| Attached Units Sold        | 9           | 18           | -50.00%  |
| Detached Units Sold        | 3           | 7            | -57.14%  |

- 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     | 96       | 92       | 4.35%    |
| New Listings        | 49       | 37       | 32.43%   |
| New Under Contracts | 13       | 13       | 0.00%    |
| New Contingents     | 13       | 11       | 18.18%   |
| New Pendings        | 26       | 24       | 8.33%    |
| All Pendings        | 49       | 29       | 68.97%   |

Financing (Sold)

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

Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 0 |
| 1 to 10    | 1 |
| 11 to 20   | 1 |
| 21 to 30   | 2 |
| 31 to 60   | 7 |
| 61 to 90   | 2 |
| 91 to 120  | 2 |
| 121 to 180 | 1 |
| 181 to 360 | 0 |
| 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           | 7          |
| \$300K to \$399,999        | 0            | 0           | 0        | 0           | 0            | 0           | 2          |
| \$400K to \$499,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0        | 0           | 1            | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0        | 0           | 2            | 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           | 0        | 0           | 3            | 0           | 9          |
| Avg Sold Price             | \$0          | \$0         | \$0      | \$0         | \$1,075,000  | \$0         | \$252,544  |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$0      | \$699,000   | \$1,936,286  | \$0         | \$301,935  |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%    | 0.00%       | -44.48%      | 0.00%       | -16.36%    |
| Prev Year - # of Solds     | 0            | 0           | 0        | 1           | 7            | 0           | 17         |

Active Detail

| Active Listings |             |            |
|-----------------|-------------|------------|
| Residential     |             | Condo/Coop |
| Detached        | Attached/TH | Attached   |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 0               | 0           | 0          |
| 1               | 0           | 2          |
| 0               | 0           | 4          |
| 1               | 0           | 6          |
| 3               | 0           | 2          |
| 0               | 0           | 4          |
| 6               | 0           | 2          |
| 28              | 0           | 6          |
| 24              | 0           | 1          |
| 5               | 0           | 0          |
| 68              | 0           | 27         |