January 2019
22182, Vienna, VA

## Sold Summary

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 6,685,400$ | $\$ 10,565,000$ | $-36.72 \%$ |
| Avg Sold Price | $\$ 742,822$ | $\$ 880,417$ | $-15.63 \%$ |
| Median Sold Price | $\$ 799,900$ | $\$ 822,500$ | $-2.75 \%$ |
| Units Sold | 9 | 12 | $-25.00 \%$ |
| Avg Days on Market | 41 | 35 | $17.14 \%$ |
| Avg List Price for Solds | $\$ 742,078$ | $\$ 891,975$ | $-16.81 \%$ |
| Avg SP to OLP Ratio | $99.3 \%$ | $97.5 \%$ | $1.88 \%$ |
| Ratio of Avg SP to Avg OLP | $99.4 \%$ | $97.3 \%$ | $2.20 \%$ |
| Attached Avg Sold Price | $\$ 585,167$ | $\$ 740,000$ | $-20.92 \%$ |
| Detached Avg Sold Price | $\$ 821,650$ | $\$ 908,500$ | $-9.56 \%$ |
| Attached Units Sold | 3 | 2 | $50.00 \%$ |
| Detached Units Sold | 6 | 10 | $-40.00 \%$ |

## 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 | 45 | 32 | $40.63 \%$ |
| New Listings | 27 | 21 | $28.57 \%$ |
| New Under Contracts | 15 | 7 | $114.29 \%$ |
| New Contingents | 8 | 11 | $-27.27 \%$ |
| New Pendings | 23 | 18 | $27.78 \%$ |
| All Pendings | 24 | 25 | $-4.00 \%$ |

## Financing (Sold)

| Assumption | 1 |
| :--- | :--- |
| Cash | 1 |
| Conventional | 7 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :--- |
| 1 to 10 | 2 |
| 11 to 20 | 2 |
| 21 to 30 | 1 |
| 31 to 60 | 2 |
| 61 to 90 | 1 |
| 91 to 120 | 0 |
| 121 to 180 | 0 |
| 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 | 0 | 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 | 1 | 0 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 2 | 2 | 0 | 0 | 4 | 1 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 11 | 1 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 24 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 2 | 6 | 0 | 1 | 42 | 3 | 0 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$657,750 | \$821,650 | \$0 | \$440,000 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$710,000 | \$740,000 | \$930,556 | \$0 | \$0 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 0.00\% | -11.11\% | -11.70\% | 0.00\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 1 | 2 | 9 | 0 | 0 |  |  |  |

