

## 2019

# 22102, Mc Lean, VA

# **Sold Summary**

|                            | 2019          | 2018          | % Change |  |
|----------------------------|---------------|---------------|----------|--|
| Sold Dollar Volume         | \$371,774,937 | \$303,155,685 | 22.63%   |  |
| Avg Sold Price             | \$836,600     | \$773,356     | 8.18%    |  |
| Median Sold Price          | \$475,000     | \$411,000     | 15.57%   |  |
| Units Sold                 | 431           | 392           | 9.95%    |  |
| Avg Days on Market         | 37            | 75            | -50.67%  |  |
| Avg List Price for Solds   | \$862,586     | \$799,862     | 7.84%    |  |
| Avg SP to OLP Ratio        | 96.8%         | 96.3%         | 0.46%    |  |
| Ratio of Avg SP to Avg OLP | 95.2%         | 93.7%         | 1.68%    |  |
| Attached Avg Sold Price    | \$418,351     | \$383,999     | 8.95%    |  |
| Detached Avg Sold Price    | \$1,566,539   | \$1,549,098   | 1.13%    |  |
| Attached Units Sold        | 274           | 261           | 4.98%    |  |
| Detached Units Sold        | 157           | 131           | 19.85%   |  |

## Financing (Sold)

| Assumption   | 0   |  |
|--------------|-----|--|
| Cash         | 99  |  |
| Conventional | 295 |  |
| FHA          | 2   |  |
| Other        | 10  |  |
| Owner        | 0   |  |
| VA           | 13  |  |

## Days on Market (Sold)

| Bays on market (cola |     |  |  |  |
|----------------------|-----|--|--|--|
| 0                    | 8   |  |  |  |
| 1 to 10              | 155 |  |  |  |
| 11 to 20             | 55  |  |  |  |
| 21 to 30             | 39  |  |  |  |
| 31 to 60             | 63  |  |  |  |
| 61 to 90             | 42  |  |  |  |
| 91 to 120            | 18  |  |  |  |
| 121 to 180           | 31  |  |  |  |
| 181 to 360           | 17  |  |  |  |
| 361 to 720           | 3   |  |  |  |
| 721+                 | 0   |  |  |  |

#### 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.

#### **Sold Detail**

|                            | Residential  |             |             |             |              |             |           |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|-----------|
|                            | 2 or Less BR |             | 3 BR        |             | 4 or More BR |             | AII       |
| Price Ranges               | 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           | 2         |
| \$200K to \$299,999        | 0            | 1           | 0           | 0           | 0            | 0           | 87        |
| \$300K to \$399,999        | 1            | 0           | 0           | 0           | 0            | 0           | 70        |
| \$400K to \$499,999        | 0            | 1           | 0           | 0           | 0            | 0           | 63        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 9         |
| \$600K to \$799,999        | 1            | 0           | 0           | 8           | 0            | 2           | 14        |
| \$800K to \$999,999        | 0            | 0           | 3           | 5           | 26           | 0           | 7         |
| \$1M to \$2,499,999        | 0            | 0           | 2           | 0           | 105          | 0           | 5         |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 18           | 0           | 0         |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 1            | 0           | 0         |
| Total                      | 2            | 2           | 5           | 13          | 150          | 2           | 257       |
| Avg Sold Price             | \$533,000    | \$317,500   | \$1,028,000 | \$773,553   | \$1,598,270  | \$731,950   | \$398,728 |
| Prev Year - Avg Sold Price | \$491,667    | \$351,633   | \$686,333   | \$752,615   | \$1,595,183  | \$843,833   | \$358,898 |
| Avg Sold % Change          | 8.41%        | -9.71%      | 49.78%      | 2.78%       | 0.19%        | -13.26%     | 11.10%    |
| Prev Year - # of Solds     | 3            | 3           | 3           | 13          | 125          | 3           | 242       |

