

September 2016

Annandale, VA

## Sold Summary

|                            | Sep 2016     | Sep 2015     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$20,464,750 | \$23,991,250 | -14.70%  |
| Avg Sold Price             | \$435,420    | \$479,825    | -9.25%   |
| Median Sold Price          | \$430,000    | \$470,000    | -8.51%   |
| Units Sold                 | 47           | 50           | -6.00%   |
| Avg Days on Market         | 35           | 39           | -10.26%  |
| Avg List Price for Solds   | \$439,811    | \$488,618    | -9.99%   |
| Avg SP to OLP Ratio        | 97.9%        | 95.9%        | 2.15%    |
| Ratio of Avg SP to Avg OLP | 98.2%        | 95.4%        | 2.89%    |
| Attached Avg Sold Price    | \$272,633    | \$307,842    | -11.44%  |
| Detached Avg Sold Price    | \$591,425    | \$585,234    | 1.06%    |
| Attached Units Sold        | 23           | 19           | 21.05%   |
| Detached Units Sold        | 24           | 31           | -22.58%  |

## 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

|                     | Sep 2016 | Sep 2015 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 125      | 149      | -16.11%  |
| New Listings        | 86       | 73       | 17.81%   |
| New Under Contracts | 16       | 17       | -5.88%   |
| New Contingents     | 45       | 33       | 36.36%   |
| New Pendings        | 61       | 50       | 22.00%   |
| All Pendings        | 81       | 68       | 19.12%   |

## Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 8  |
| Conventional | 27 |
| FHA          | 8  |
| Other        | 2  |
| Owner        | 0  |
| VA           | 4  |

## Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 0  |
| 1 to 10    | 15 |
| 11 to 20   | 9  |
| 21 to 30   | 6  |
| 31 to 60   | 10 |
| 61 to 90   | 6  |
| 91 to 120  | 1  |
| 121 to 180 | 1  |
| 181 to 360 | 1  |
| 361 to 720 | 0  |
| 721+       | 0  |

## Sold Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 1           | 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           | 3          | 0               | 0           | 4          |
| \$150K to \$199,999        | 0            | 0           | 0         | 0           | 0            | 0           | 5          | 0               | 0           | 14         |
| \$200K to \$299,999        | 0            | 0           | 0         | 0           | 0            | 0           | 6          | 0               | 0           | 8          |
| \$300K to \$399,999        | 0            | 0           | 2         | 4           | 0            | 1           | 0          | 2               | 3           | 2          |
| \$400K to \$499,999        | 0            | 0           | 5         | 4           | 0            | 0           | 0          | 8               | 7           | 0          |
| \$500K to \$599,999        | 0            | 0           | 1         | 0           | 2            | 0           | 0          | 11              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 1         | 0           | 11           | 0           | 0          | 34              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 2            | 0           | 0          | 20              | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 11              | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| Total                      | 0            | 0           | 9         | 8           | 15           | 1           | 14         | 86              | 11          | 28         |
| Avg Sold Price             | \$0          | \$0         | \$471,333 | \$399,675   | \$663,480    | \$344,500   | \$194,904  |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$477,000 | \$393,357   | \$606,048    | \$408,667   | \$207,722  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 0.00%       | -1.19%    | 1.61%       | 9.48%        | -15.70%     | -6.17%     |                 |             |            |
| Prev Year - # of Solds     | 0            | 0           | 5         | 7           | 26           | 3           | 9          |                 |             |            |

## Active Detail