

September 2016

Lorton, VA

Sold Summary

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	Sep 2016	Sep 2015	% Change		
Sold Dollar Volume	\$16,892,054	\$20,355,299	-17.01%		
Avg Sold Price	\$456,542	\$496,471	-8.04%		
Median Sold Price	\$400,000	\$480,000	-16.67%		
Units Sold	37	41	-9.76%		
Avg Days on Market	40	49	-18.37%		
Avg List Price for Solds	\$464,526	\$512,043	-9.28%		
Avg SP to OLP Ratio	97.1%	95.3%	1.80%		
Ratio of Avg SP to Avg OLP	96.4%	94.5%	2.00%		
Attached Avg Sold Price	\$361,501	\$334,648	8.02%		
Detached Avg Sold Price	\$632,002	\$683,844	-7.58%		
Attached Units Sold	24	22	9.09%		
Detached Units Sold	13	19	-31.58%		

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	135	155	-12.90%	
New Listings	64	65	-1.54%	
New Under Contracts	11	23	-52.17%	
New Contingents	25	28	-10.71%	
New Pendings	36	51	-29.41%	
All Pendings	60	62	-3.23%	

Financing (Sold)

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Assumption	0
Cash	3
Conventional	19
FHA	9
Other	2
Owner	0
VA	5

Days on Market (Sold)

0	2			
1 to 10				
11 to 20	8			
21 to 30	4			
31 to 60				
61 to 90				
91 to 120				
121 to 180				
181 to 360				
361 to 720				
721+				

Sold Detail Active Detail

	Residential					Condo/Coop Active Listings			gs	
2 or 1		Less BR 3 BR		4 or More BR		All	Residential C		Condo/Coop	
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	1
\$200K to \$299,999	0	2	0	1	0	0	1	0	5	4
\$300K to \$399,999	1	2	1	4	2	2	0	1	9	0
\$400K to \$499,999	0	0	0	6	1	4	0	7	12	0
\$500K to \$599,999	0	0	0	1	1	0	0	19	7	0
\$600K to \$799,999	0	0	1	0	3	0	0	36	2	0
\$800K to \$999,999	0	0	0	0	2	0	0	13	0	0
\$1M to \$2,499,999	0	0	0	0	1	0	0	17	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	1	0	0
\$5,000,000+	0	0	0	0	0	0	0	1	0	0
Total	1	4	2	12	10	6	2	95	35	5
Avg Sold Price	\$320,000	\$273,125	\$565,250	\$396,552	\$676,553	\$411,667	\$177,450			
Prev Year - Avg Sold Price	\$0	\$292,950	\$557,400	\$335,357	\$729,003	\$463,914	\$235,054			
Avg Sold % Change	0.00%	-6.77%	1.41%	18.25%	-7.19%	-11.26%	-24.51%			

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Prev Year - # of Solds