## September 2016

Lorton, VA

## Sold Summary

|  | 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)

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

Days on Market (Sold)

| 0 | 2 |
| :--- | :--- |
| 1 to 10 | 8 |
| 11 to 20 | 8 |
| 21 to 30 | 4 |
| 31 to 60 | 6 |
| 61 to 90 | 5 |
| 91 to 120 | 1 |
| 121 to 180 | 1 |
| 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 | 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\% |  |  |  |
| Prev Year - \# of Solds | 0 | 2 | 5 | 7 | 14 | 6 | 7 |  |  |  |

