## September 2016

Springfield, VA

## Sold Summary

|  | Sep 2016 | Sep 2015 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 50,212,040$ | $\$ 56,453,050$ | $-11.06 \%$ |
| Avg Sold Price | $\$ 444,354$ | $\$ 455,267$ | $-2.40 \%$ |
| Median Sold Price | $\$ 441,000$ | $\$ 429,500$ | $2.68 \%$ |
| Units Sold | 113 | 124 | $-8.87 \%$ |
| Avg Days on Market | 30 | 32 | $-6.25 \%$ |
| Avg List Price for Solds | $\$ 448,681$ | $\$ 461,291$ | $-2.73 \%$ |
| Avg SP to OLP Ratio | $98.1 \%$ | $97.2 \%$ | $0.97 \%$ |
| Ratio of Avg SP to Avg OLP | $97.9 \%$ | $97.0 \%$ | $0.94 \%$ |
| Attached Avg Sold Price | $\$ 375,589$ | $\$ 358,658$ | $4.72 \%$ |
| Detached Avg Sold Price | $\$ 505,097$ | $\$ 534,826$ | $-5.56 \%$ |
| Attached Units Sold | 53 | 56 | $-5.36 \%$ |
| Detached Units Sold | 60 | 68 | $-11.76 \%$ |

## 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 | 205 | 282 | $-27.30 \%$ |
| New Listings | 150 | 154 | $-2.60 \%$ |
| New Under Contracts | 27 | 36 | $-25.00 \%$ |
| New Contingents | 83 | 72 | $15.28 \%$ |
| New Pendings | 110 | 108 | $1.85 \%$ |
| All Pendings | 140 | 137 | $2.19 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 10 |
| Conventional | 71 |
| FHA | 16 |
| Other | 3 |
| Owner | 0 |
| VA | 16 |

Days on Market (Sold)

| 0 | 3 |
| :--- | :---: |
| 1 to 10 | 38 |
| 11 to 20 | 22 |
| 21 to 30 | 19 |
| 31 to 60 | 21 |
| 61 to 90 | 7 |
| 91 to 120 | 2 |
| 121 to 180 | 2 |
| 181 to 360 | 2 |
| 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 <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 | 3 | 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 | 1 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| \$200K to \$299,999 | 0 | 0 | 0 | 1 | 0 | 0 | 4 | 0 | 1 | 8 |
| \$300K to \$399,999 | 1 | 0 | 4 | 19 | 3 | 2 | 4 | 3 | 22 | 3 |
| \$400K to \$499,999 | 0 | 1 | 10 | 14 | 16 | 3 | 0 | 46 | 17 | 0 |
| \$500K to \$599,999 | 0 | 0 | 2 | 2 | 13 | 2 | 0 | 44 | 2 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 27 | 2 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 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 | 1 | 1 | 16 | 36 | 43 | 7 | 9 | 142 | 45 | 18 |
| Avg Sold Price | \$332,000 | \$414,000 | \$446,294 | \$390,147 | \$531,003 | \$443,271 | \$260,444 |  |  |  |
| Prev Year - Avg Sold Price | \$180,000 | \$312,980 | \$425,759 | \$370,034 | \$579,006 | \$432,800 | \$224,360 |  |  |  |
| Avg Sold \% Change | 84.44\% | 32.28\% | 4.82\% | 5.44\% | -8.29\% | 2.42\% | 16.08\% |  |  |  |
| Prev Year - \# of Solds | 1 | 5 | 17 | 40 | 50 | 6 | 5 |  |  |  |

