July 2016

22201, Ashton Heights/Clarendon, VA

Sold Summary

| | Jul 2016 | Jul 2015 | % Change | | |
|----------------------------|--------------|--------------|----------|--|--|
| Sold Dollar Volume | \$32,758,196 | \$36,834,475 | -11.07% | | |
| Avg Sold Price | \$682,462 | \$613,908 | 11.17% | | |
| Median Sold Price | \$511,000 | \$495,000 | 3.23% | | |
| Units Sold | 48 | 60 | -20.00% | | |
| Avg Days on Market | 24 | 31 | -22.58% | | |
| Avg List Price for Solds | \$695,539 | \$620,071 | 12.17% | | |
| Avg SP to OLP Ratio | 97.7% | 97.9% | -0.23% | | |
| Ratio of Avg SP to Avg OLP | 97.4% | 98.1% | -0.71% | | |
| Attached Avg Sold Price | \$574,742 | \$521,882 | 10.13% | | |
| Detached Avg Sold Price | \$1,091,800 | \$1,074,038 | 1.65% | | |
| Attached Units Sold | 38 50 | | -24.00% | | |
| Detached Units Sold | 10 | 10 | 0.00% | | |

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

| | Jul 2016 | Jul 2015 | % Change | | |
|---------------------|----------|----------|----------|--|--|
| Active Listings | 106 | 100 | 6.00% | | |
| New Listings | 73 | 66 | 10.61% | | |
| New Under Contracts | 16 | 15 | 6.67% | | |
| New Contingents | 34 | 30 | 13.33% | | |
| New Pendings | 50 | 45 | 11.11% | | |
| All Pendings | 63 | 58 | 8.62% | | |

Financing (Sold)

| Assumption | 0 |
|--------------|----|
| Cash | 6 |
| Conventional | 40 |
| FHA | 1 |
| Other | 2 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| 0 | 4 |
|------------|----|
| 1 to 10 | 14 |
| 11 to 20 | 9 |
| 21 to 30 | 4 |
| 31 to 60 | 13 |
| 61 to 90 | 4 |
| 91 to 120 | 2 |
| 121 to 180 | 0 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| 721+ | 4 |

Active Detail

Sold Detail

| | Residential | | | | | Condo/Coop | Active Listings | | | |
|----------------------------|-------------|-------------|-----------|-------------|-------------|-------------|-----------------|-------------|-------------|------------|
| | 2 or | Less BR | 3 | BR | 4 or M | lore BR | All | Residential | | 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 | 0 | 0 | 0 | 1 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 10 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 24 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 12 | 0 | 0 | 17 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 4 |
| \$600K to \$799,999 | 0 | 1 | 2 | 0 | 0 | 0 | 5 | 0 | 3 | 19 |
| \$800K to \$999,999 | 0 | 0 | 3 | 2 | 0 | 0 | 2 | 1 | 1 | 4 |
| \$1M to \$2,499,999 | 0 | 0 | 2 | 1 | 3 | 0 | 2 | 18 | 1 | 2 |
| \$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 | 1 | 7 | 3 | 3 | 0 | 34 | 19 | 5 | 82 |
| Avg Sold Price | \$0 | \$675,000 | \$972,571 | \$970,667 | \$1,370,000 | \$0 | \$536,859 | | | |
| Prev Year - Avg Sold Price | \$675,000 | \$598,750 | \$920,500 | \$886,000 | \$1,174,911 | \$1,085,000 | \$461,467 | | | |
| Avg Sold % Change | 0.00% | 12.73% | 5.66% | 9.56% | 16.60% | 0.00% | 16.34% | | | |
| Prev Year - # of Solds | 1 | 2 | 2 | 5 | 7 | 1 | 42 | | | |