## August 2019

20171, Herndon, VA

## Sold Summary

|  | Aug 2019 | Aug 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 37,436,037$ | $\$ 27,038,986$ | $38.45 \%$ |
| Avg Sold Price | $\$ 567,213$ | $\$ 600,866$ | $-5.60 \%$ |
| Median Sold Price | $\$ 571,000$ | $\$ 566,000$ | $0.88 \%$ |
| Units Sold | 66 | 45 | $46.67 \%$ |
| Avg Days on Market | 23 | 29 | $-20.69 \%$ |
| Avg List Price for Solds | $\$ 573,582$ | $\$ 603,021$ | $-4.88 \%$ |
| Avg SP to OLP Ratio | $97.9 \%$ | $98.4 \%$ | $-0.47 \%$ |
| Ratio of Avg SP to Avg OLP | $97.9 \%$ | $98.3 \%$ | $-0.35 \%$ |
| Attached Avg Sold Price | $\$ 406,688$ | $\$ 466,833$ | $-12.88 \%$ |
| Detached Avg Sold Price | $\$ 718,295$ | $\$ 784,281$ | $-8.41 \%$ |
| Attached Units Sold | 32 | 26 | $23.08 \%$ |
| Detached Units Sold | 34 | 19 | $78.95 \%$ |

## 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

|  | Aug 2019 | Aug 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 74 | 87 | $-14.94 \%$ |
| New Listings | 56 | 50 | $12.00 \%$ |
| New Under Contracts | 41 | 17 | $141.18 \%$ |
| New Contingents | 14 | 15 | $-6.67 \%$ |
| New Pendings | 55 | 32 | $71.88 \%$ |
| All Pendings | 56 | 37 | $51.35 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 6 |
| Conventional | 54 |
| FHA | 1 |
| Other | 2 |
| Owner | 0 |
| VA | 3 |

Days on Market (Sold)

| 0 | 2 |
| :--- | :---: |
| 1 to 10 | 30 |
| 11 to 20 | 9 |
| 21 to 30 | 4 |
| 31 to 60 | 12 |
| 61 to 90 | 7 |
| 91 to 120 | 2 |
| 121 to 180 | 2 |
| 181 to 360 | 0 |
| 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 | 1 | 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 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 3 |
| \$300K to \$399,999 | 0 | 1 | 0 | 0 | 0 | 0 | 11 | 0 | 1 | 3 |
| \$400K to \$499,999 | 1 | 1 | 0 | 5 | 1 | 0 | 2 | 1 | 2 | 10 |
| \$500K to \$599,999 | 0 | 0 | 3 | 2 | 4 | 0 | 1 | 6 | 3 | 5 |
| \$600K to \$799,999 | 0 | 0 | 1 | 1 | 17 | 3 | 0 | 12 | 15 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 5 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 7 | 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 | 2 | 4 | 8 | 29 | 3 | 19 | 32 | 21 | 21 |
| Avg Sold Price | \$425,000 | \$398,750 | \$575,159 | \$509,250 | \$748,152 | \$648,333 | \$326, 184 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$444,133 | \$508,675 | \$476,400 | \$816,705 | \$608,621 | \$296,817 |  |  |  |
| Avg Sold \% Change | 0.00\% | -10.22\% | 13.07\% | 6.90\% | -8.39\% | 6.52\% | 9.89\% |  |  |  |
| Prev Year - \# of Solds | 0 | 3 | 2 | 10 | 17 | 7 | 6 |  |  |  |

