## August 2019

22182, Vienna, VA

## Sold Summary

|  | Aug 2019 | Aug 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 24,610,925$ | $\$ 35,576,158$ | $-30.82 \%$ |
| Avg Sold Price | $\$ 911,516$ | $\$ 936,215$ | $-2.64 \%$ |
| Median Sold Price | $\$ 828,000$ | $\$ 839,000$ | $-1.31 \%$ |
| Units Sold | 27 | 38 | $-28.95 \%$ |
| Avg Days on Market | 43 | 43 | $0.00 \%$ |
| Avg List Price for Solds | $\$ 931,678$ | $\$ 954,047$ | $-2.34 \%$ |
| Avg SP to OLP Ratio | $96.1 \%$ | $96.9 \%$ | $-0.81 \%$ |
| Ratio of Avg SP to Avg OLP | $95.5 \%$ | $96.3 \%$ | $-0.83 \%$ |
| Attached Avg Sold Price | $\$ 665,100$ | $\$ 670,100$ | $-0.75 \%$ |
| Detached Avg Sold Price | $\$ 967,519$ | $\$ 1,031,256$ | $-6.18 \%$ |
| Attached Units Sold | 5 | 10 | $-50.00 \%$ |
| Detached Units Sold | 22 | 28 | $-21.43 \%$ |

## 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 | 78 | 82 | $-4.88 \%$ |
| New Listings | 36 | 36 | $0.00 \%$ |
| New Under Contracts | 13 | 11 | $18.18 \%$ |
| New Contingents | 11 | 15 | $-26.67 \%$ |
| New Pendings | 24 | 26 | $-7.69 \%$ |
| All Pendings | 27 | 32 | $-15.63 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 2 |
| Conventional | 23 |
| FHA | 0 |
| Other | 1 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| 0 | 0 |
| :--- | :--- |
| 1 to 10 | 8 |
| 11 to 20 | 1 |
| 21 to 30 | 1 |
| 31 to 60 | 6 |
| 61 to 90 | 2 |
| 91 to 120 | 1 |
| 121 to 180 | 0 |
| 181 to 360 | 0 |
| 361 to 720 |  |
| $721+$ |  |

## Sold Detail

|  | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
| Price Ranges | 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 | 0 | 0 | 0 | 0 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 2 | 5 | 0 | 0 | 9 | 7 | 0 |
| \$800K to \$999,999 | 0 | 0 | 1 | 2 | 7 | 0 | 0 | 15 | 5 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 36 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1 | 4 | 21 | 0 | 1 | 64 | 14 | 0 |
| Avg Sold Price | \$0 | \$0 | \$825,000 | \$755,875 | \$974,306 | \$0 | \$302,000 |  |  |  |
| Prev Year - Avg Sold Price | \$1,170,000 | \$0 | \$650,000 | \$726,250 | \$1,040,583 | \$0 | \$445,500 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 26.92\% | 4.08\% | -6.37\% | 0.00\% | -32.21\% |  |  |  |
| Prev Year - \# of Solds | 1 | 0 | 1 | 8 | 26 | 0 | 2 |  |  |  |

