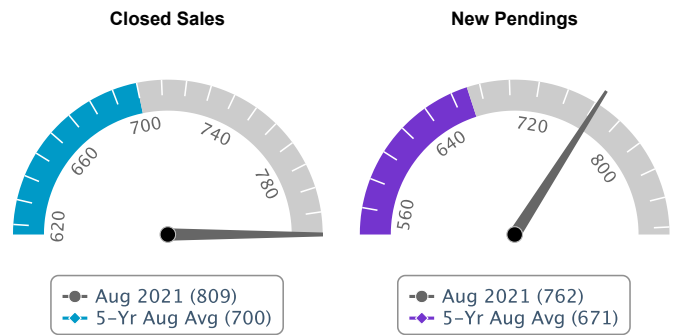


Association Executive Report

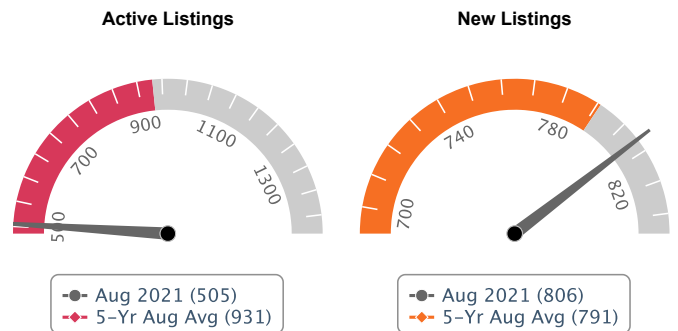
August 2021

Dulles Area Association of REALTORS

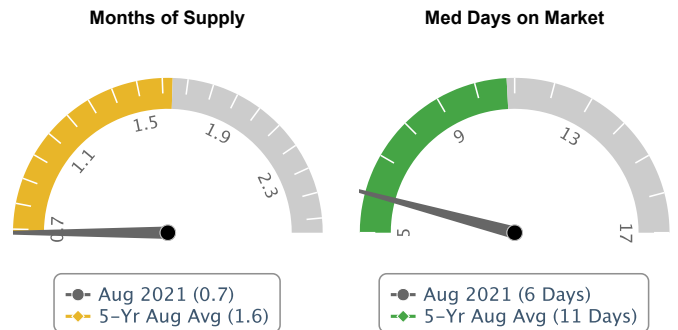
Statistic	Aug	YoY	MoM
Total Sold Dollar Volume	536,260,636	+ 14.5%	- 2.6%
Closed Sales	809	+ 5.2%	- 3.7%
Median Sold Price	\$615,000	+ 9.8%	- 1.6%
Average Sold Price	\$673,432	+ 10.1%	+ 0.3%
Median Days on Market	6 days	+ 20%	+ 20%
Average Days on Market	13 days	- 23.5%	+ 62.5%
Median Price per Sq Foot	\$238	+ 15%	0%
Average Price per Sq Foot	\$244	+ 16.8%	0%



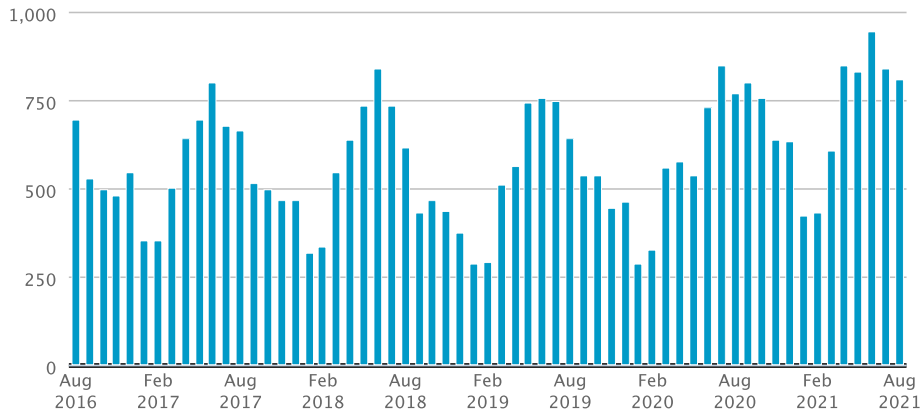
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for August was \$615,000, representing a decrease of 1.6% compared to last month and an increase of 9.8% from Aug 2020. The average days on market for units sold in August was 13 days, 41% below the 5-year August average of 22 days. There was a 2.2% month over month decrease in new contract activity with 762 New Pendings; a 6.1% MoM decrease in All Pendings (new contracts + contracts carried over from July) to 801; and a 0.8% increase in supply to 505 active units.



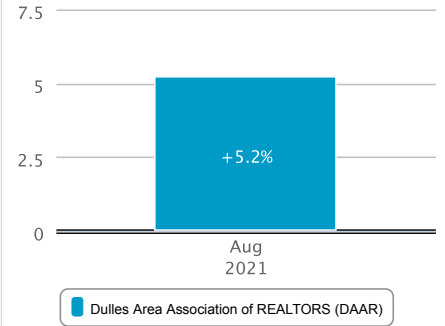
This activity resulted in a Contract Ratio of 1.59 pendings per active listing, down from 1.70 in July and a decrease from 2.08 in August 2020. The Contract Ratio is 48% higher than the 5-year August average of 1.08. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



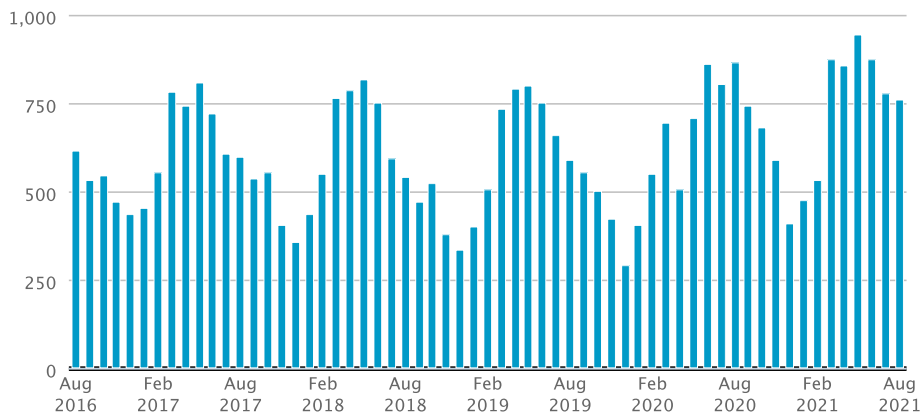
Closed Sales



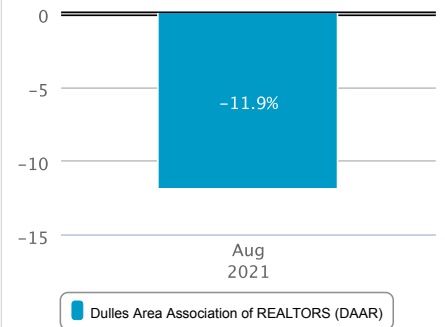
Aug 2021 vs. Aug 2020
YoY % Change



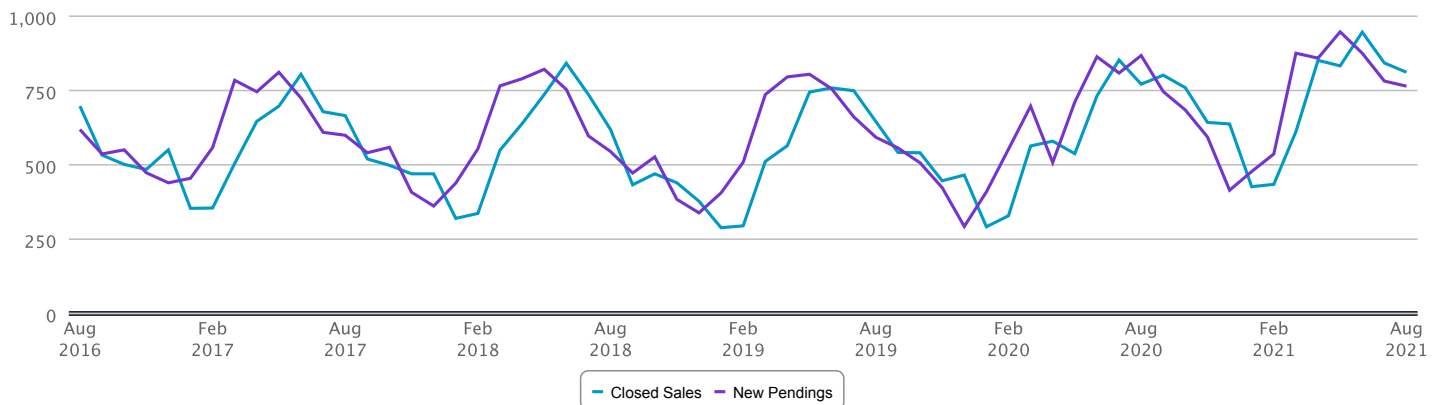
New Pendings



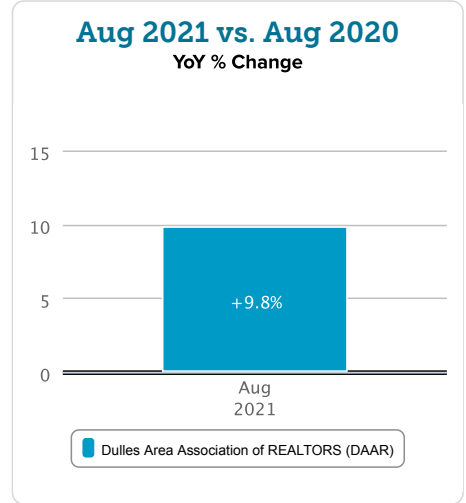
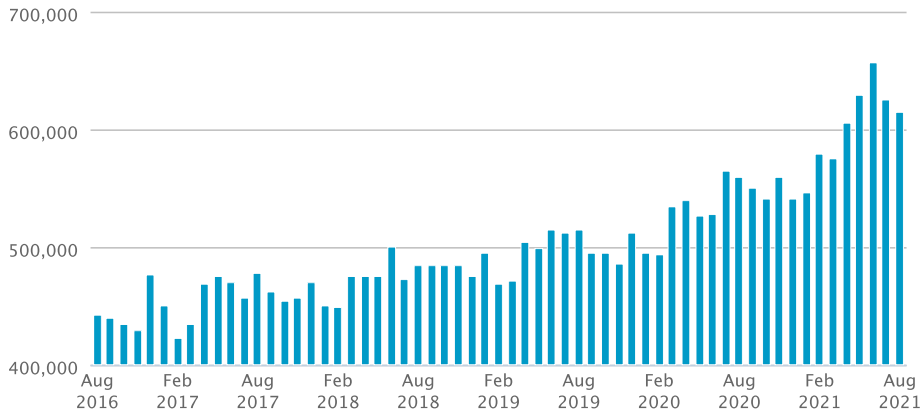
Aug 2021 vs. Aug 2020
YoY % Change



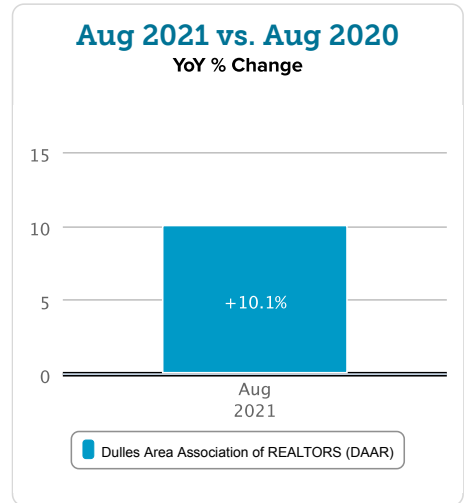
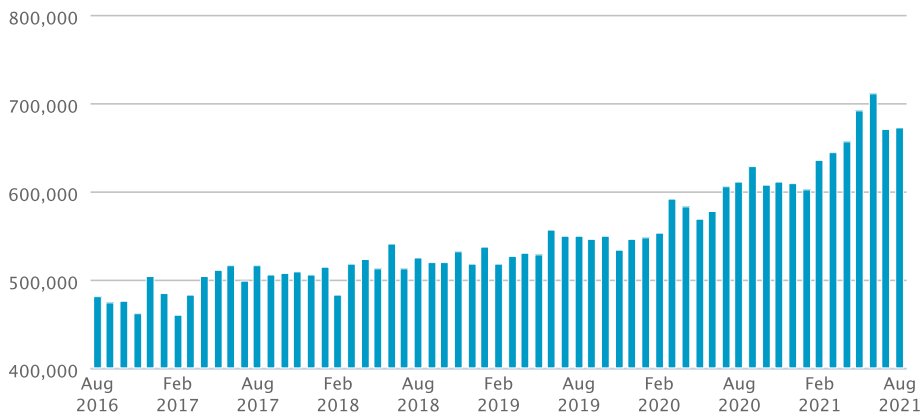
Closed Sales vs. New Pendings



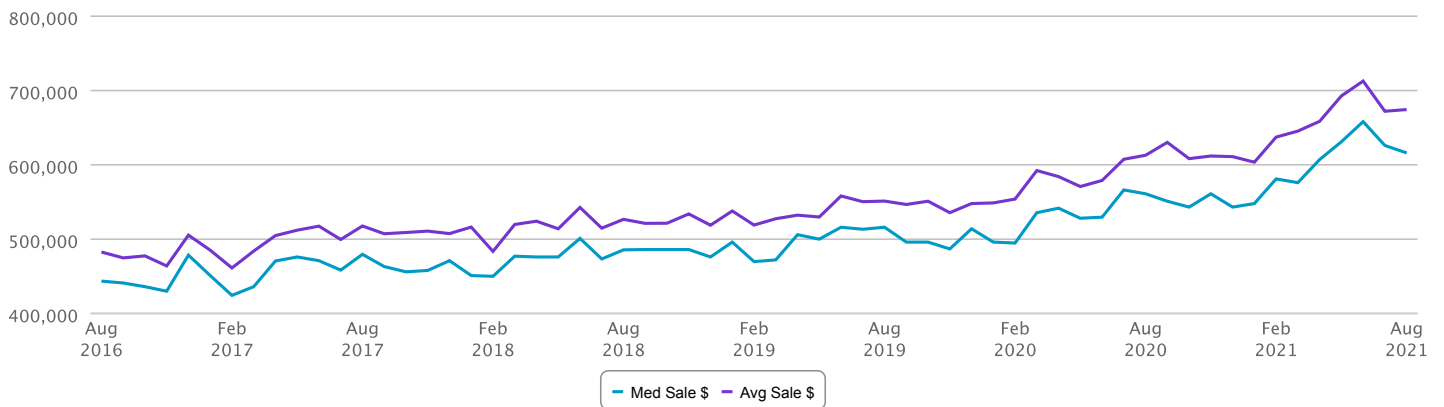
Median Sale Price



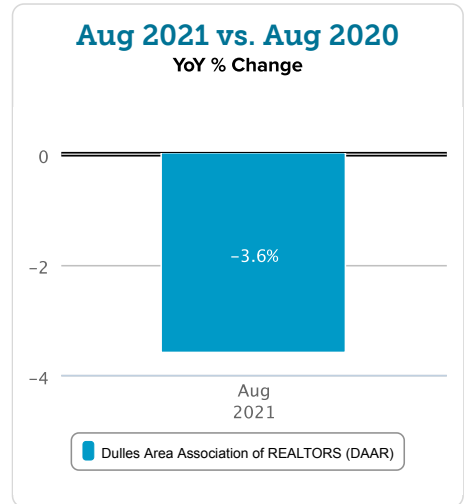
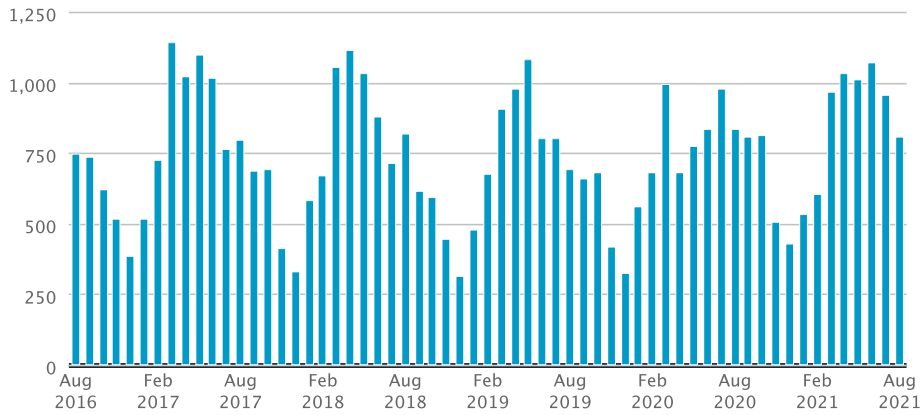
Average Sale Price



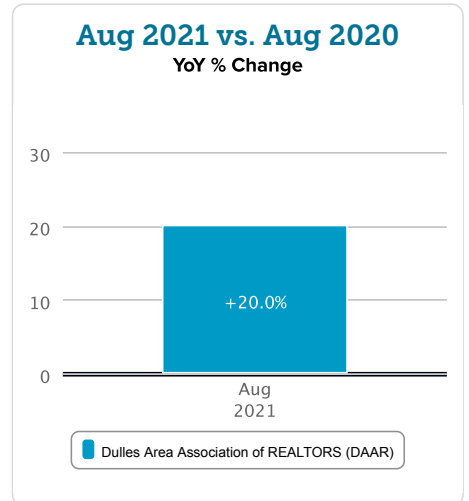
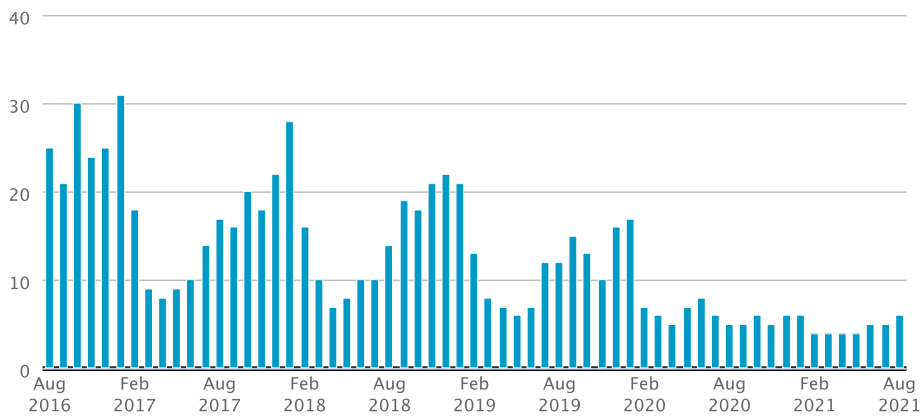
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

