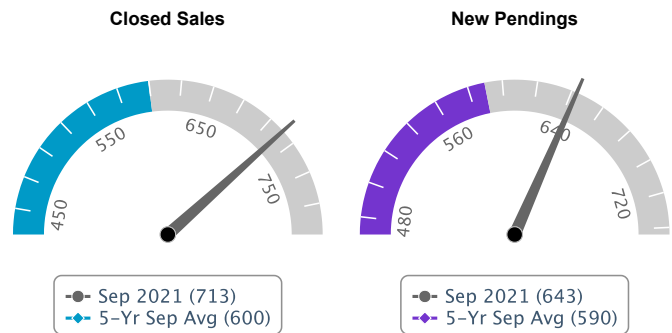


Association Executive Report

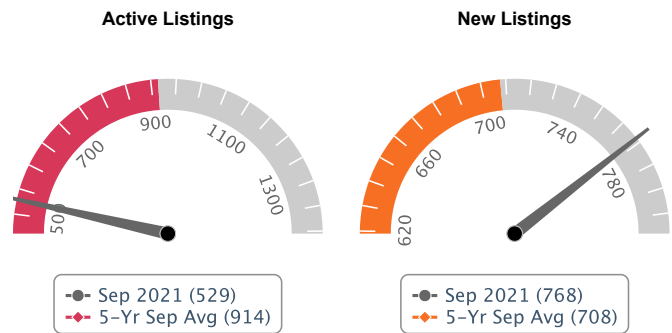
September 2021

Dulles Area Association of REALTORS

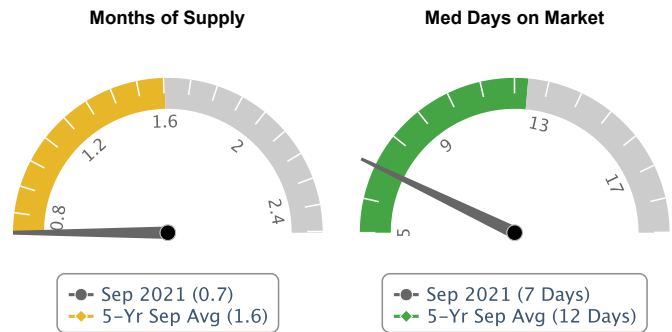
Statistic	Sep	YoY	MoM
Total Sold Dollar Volume	474,104,758	- 5%	- 11.6%
Closed Sales	713	-10.8%	- 11.9%
Median Sold Price	\$600,000	+ 9.1%	- 2.4%
Average Sold Price	\$666,432	+ 5.9%	- 1%
Median Days on Market	7 days	+ 40%	+ 16.7%
Average Days on Market	15 days	- 6.3%	+ 15.4%
Median Price per Sq Foot	\$240	+ 13.7%	+ 0.8%
Average Price per Sq Foot	\$247	+ 12.3%	+ 1.2%



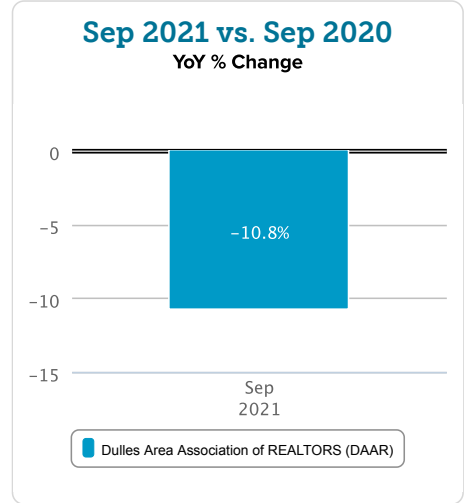
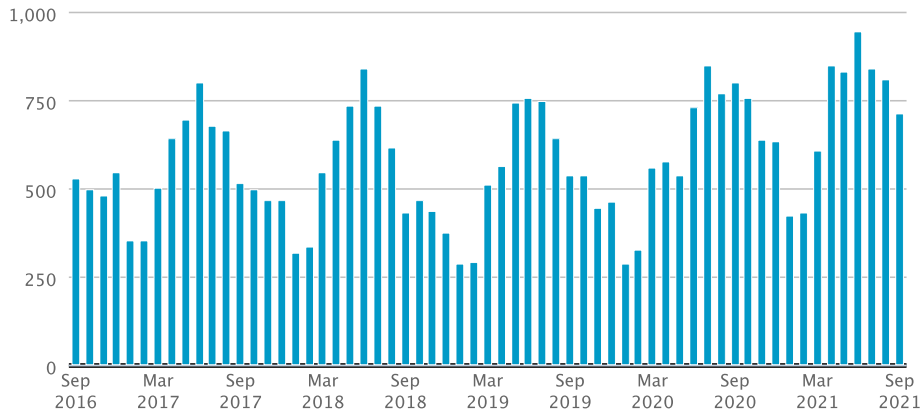
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for September was \$600,000, representing a decrease of 2.4% compared to last month and an increase of 9.1% from Sep 2020. The average days on market for units sold in September was 15 days, 43% below the 5-year September average of 26 days. There was a 15.6% month over month decrease in new contract activity with 643 New Pendings; a 10.9% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 714; and a 4.8% increase in supply to 529 active units.



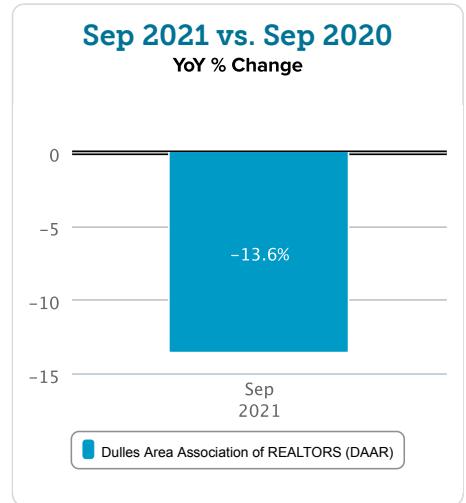
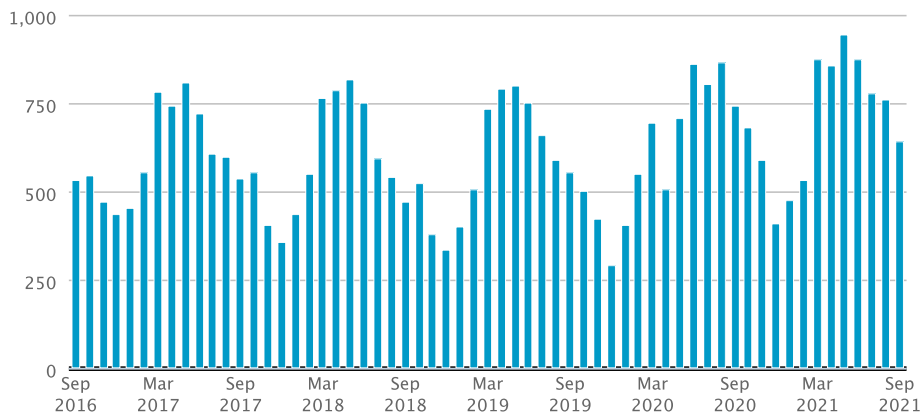
This activity resulted in a Contract Ratio of 1.35 pendings per active listing, down from 1.59 in August and a decrease from 2.01 in September 2020. The Contract Ratio is 32% higher than the 5-year September average of 1.02. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



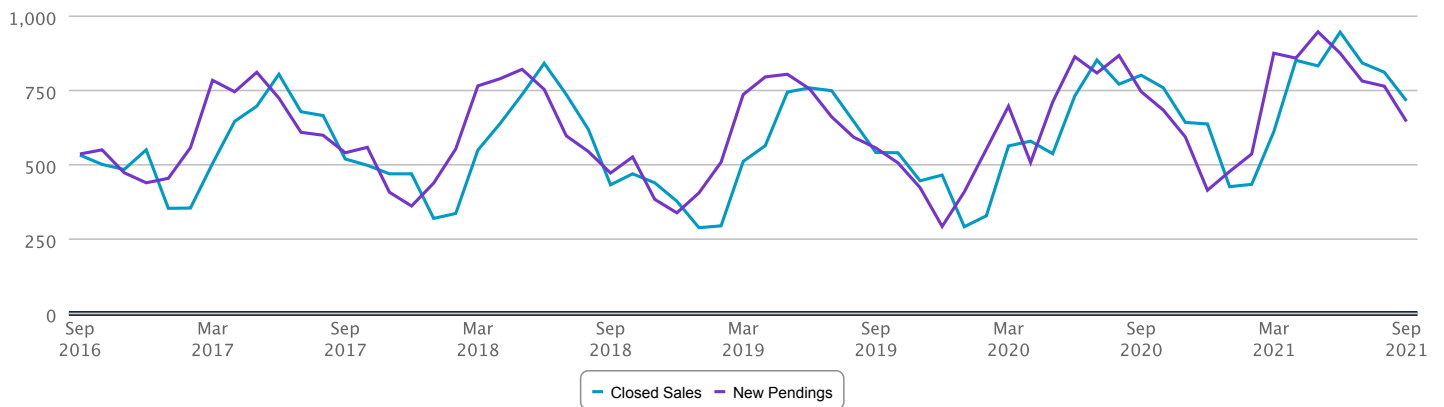
Closed Sales



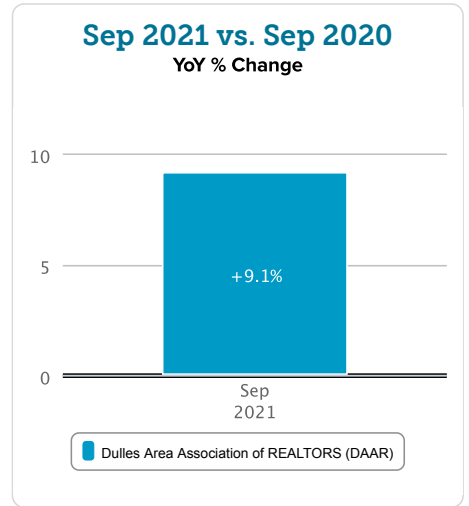
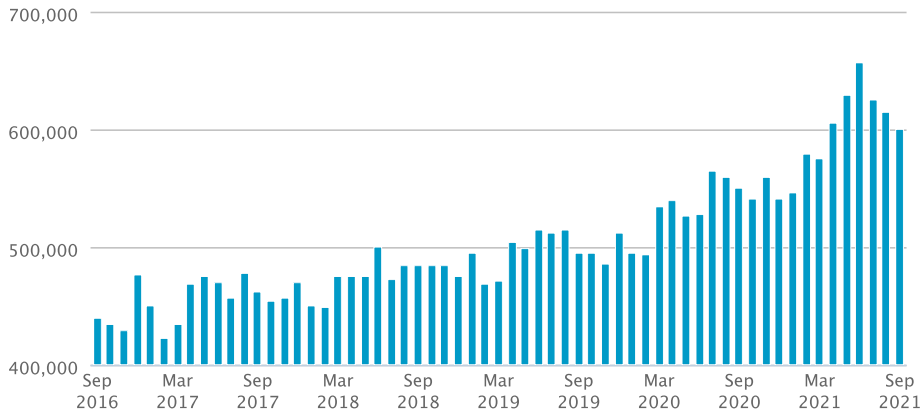
New Pendings



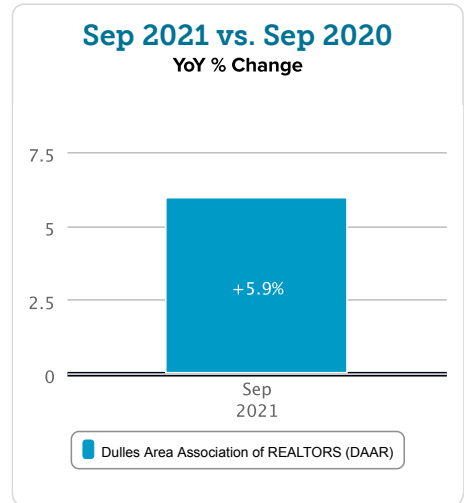
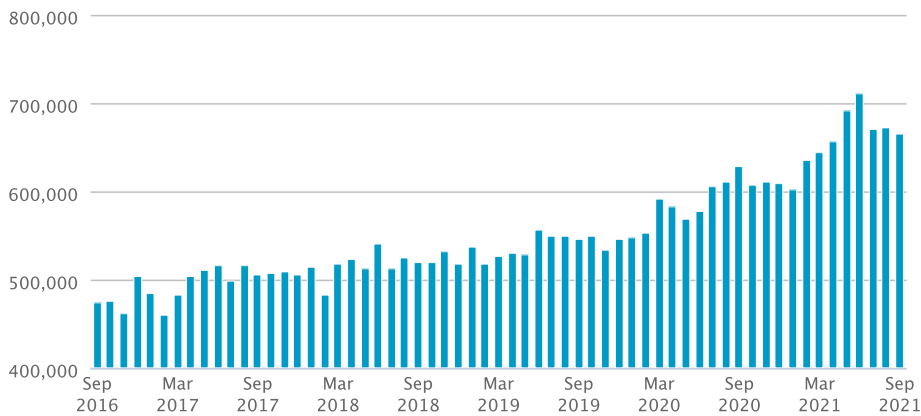
Closed Sales vs. New Pendencies



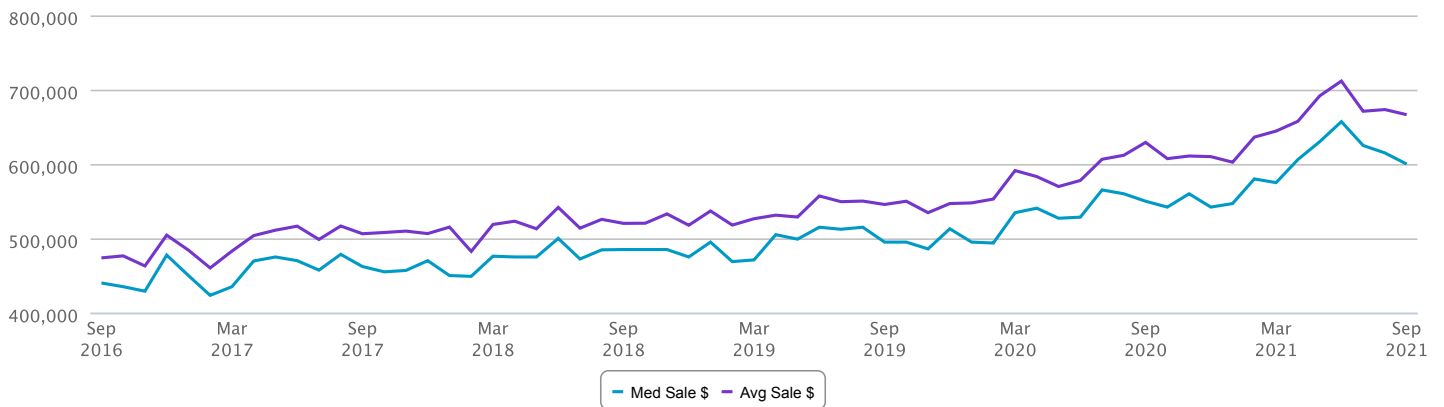
Median Sale Price



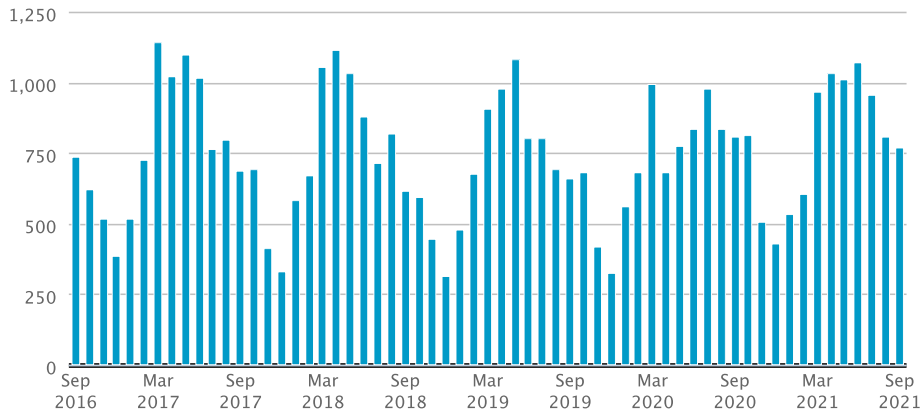
Average Sale Price



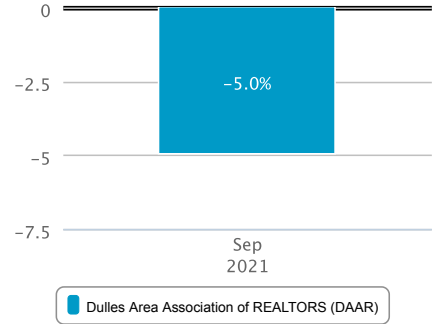
Median vs. Average Sale Price



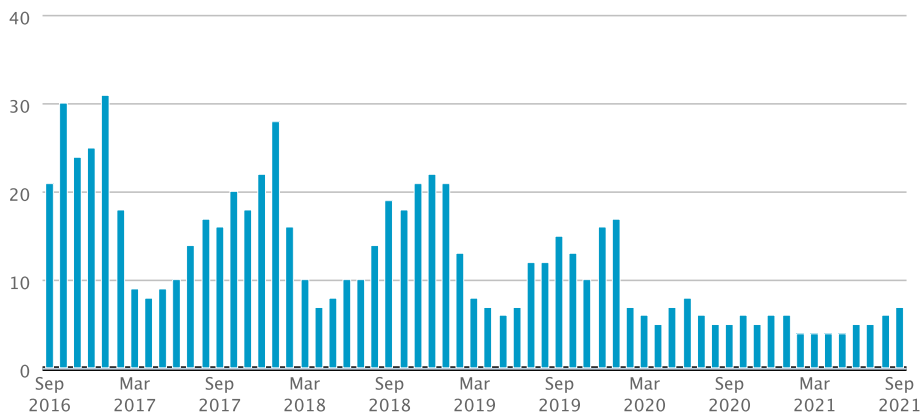
Active Listings



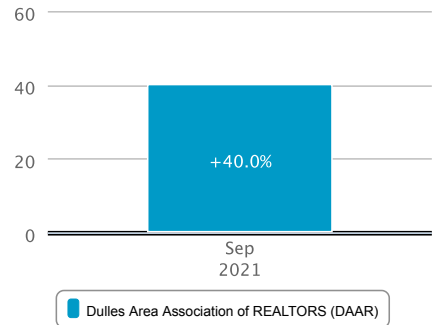
Sep 2021 vs. Sep 2020
YoY % Change



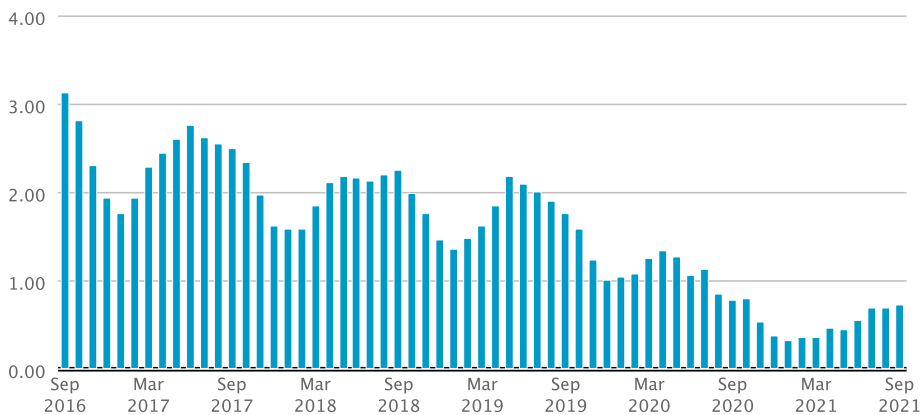
Median Days on Market



Sep 2021 vs. Sep 2020
YoY % Change



Months of Supply



Sep 2021 vs. Sep 2020
YoY % Change

