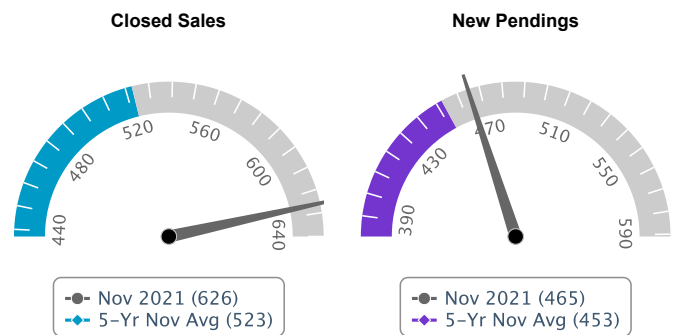


Association Executive Report

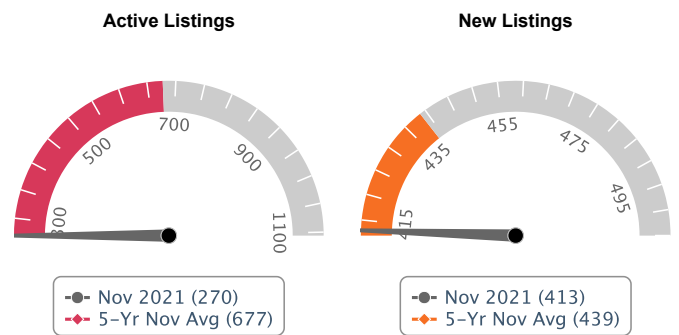
# November 2021

## Dulles Area Association of REALTORS

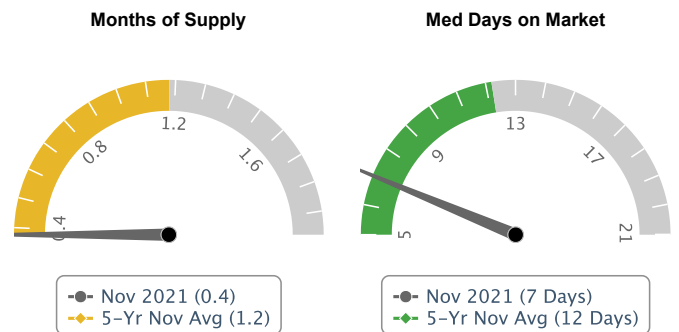
Statistic	Nov	YoY	MoM
<b>Total Sold Dollar Volume</b>	410,958,702	+ 6%	-3.2%
<b>Closed Sales</b>	626	- 2.2%	- 1.3%
<b>Median Sold Price</b>	\$599,990	+ 7.1%	- 1.3%
<b>Average Sold Price</b>	\$666,366	+ 9.1%	- 1.2%
<b>Median Days on Market</b>	7 days	+ 40%	0%
<b>Average Days on Market</b>	14 days	+ 7.7%	0%
<b>Median Price per Sq Foot</b>	\$245	+ 15%	+ 2.1%
<b>Average Price per Sq Foot</b>	\$249	+13.7%	+0.8%



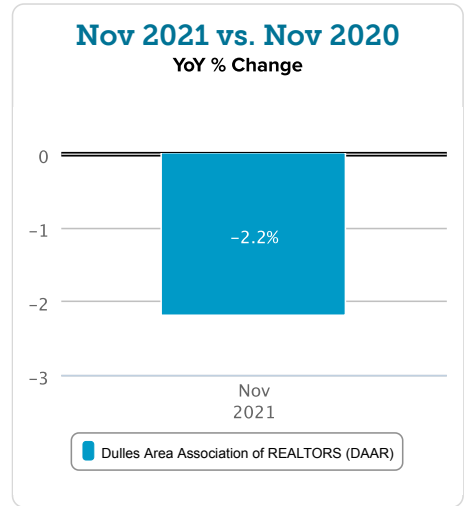
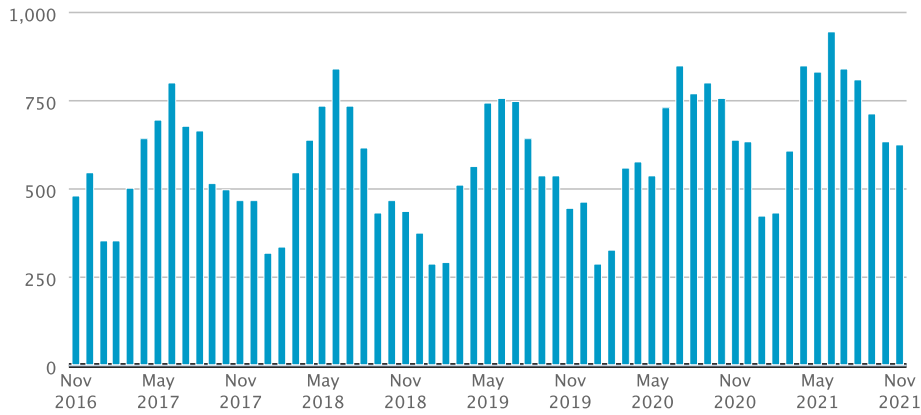
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for November was \$599,990, representing a decrease of 1.3% compared to last month and an increase of 7.1% from Nov 2020. The average days on market for units sold in November was 14 days, 44% below the 5-year November average of 25 days. There was a 28.8% month over month decrease in new contract activity with 465 New Pendings; a 22.9% MoM decrease in All Pendings (new contracts + contracts carried over from October) to 548; and a 34.6% decrease in supply to 270 active units.



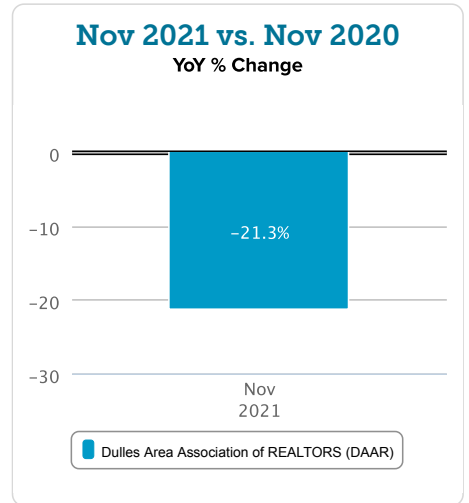
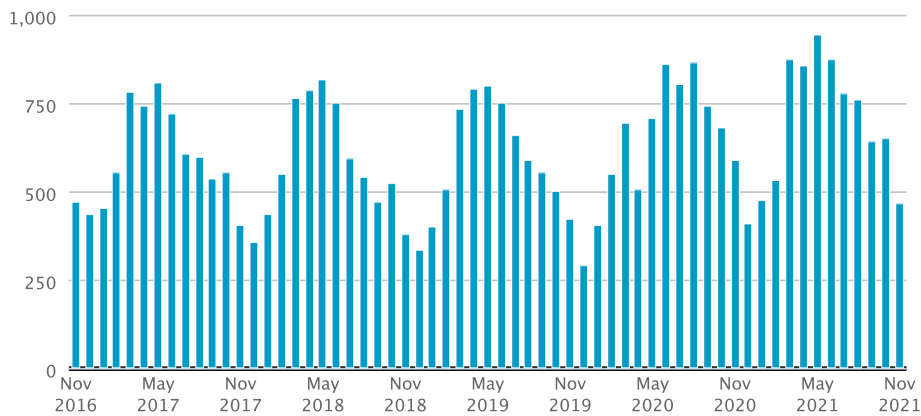
This activity resulted in a Contract Ratio of 2.03 pendencies per active listing, up from 1.72 in October and a decrease from 2.26 in November 2020. The Contract Ratio is 65% higher than the 5-year November average of 1.23. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



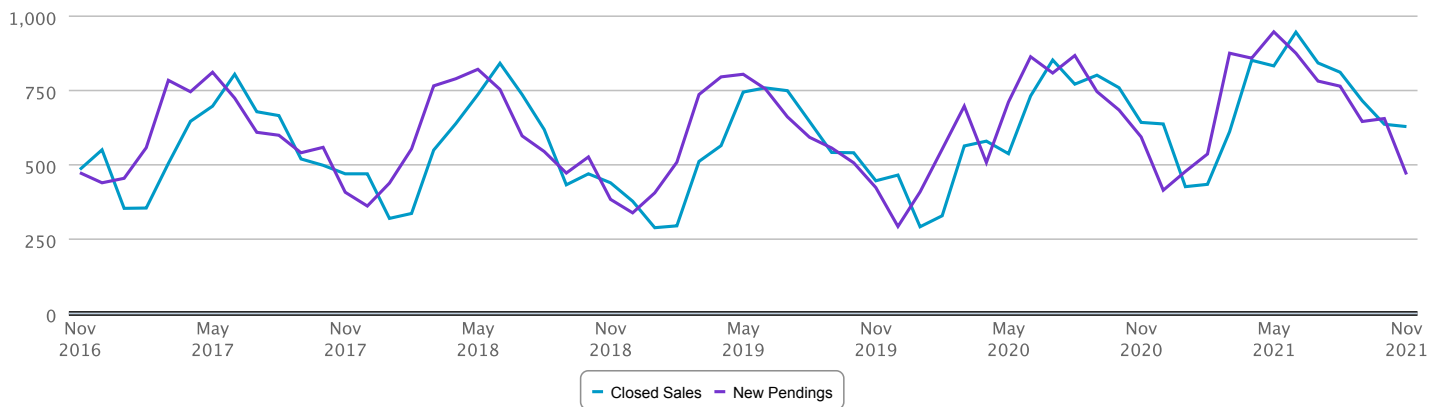
## Closed Sales



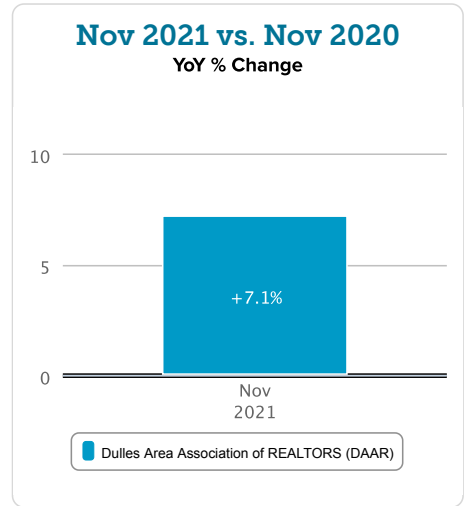
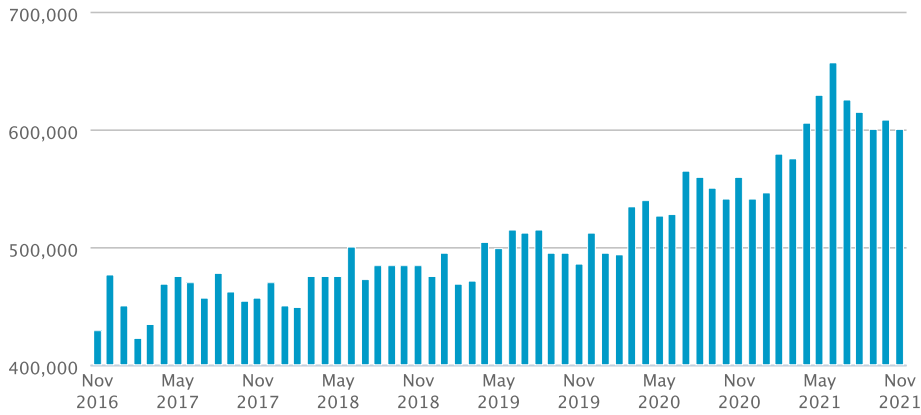
## New Pendings



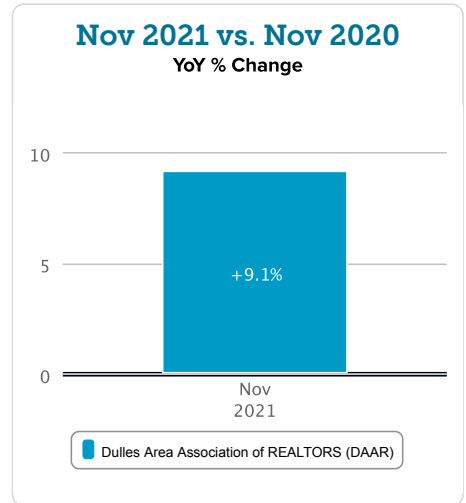
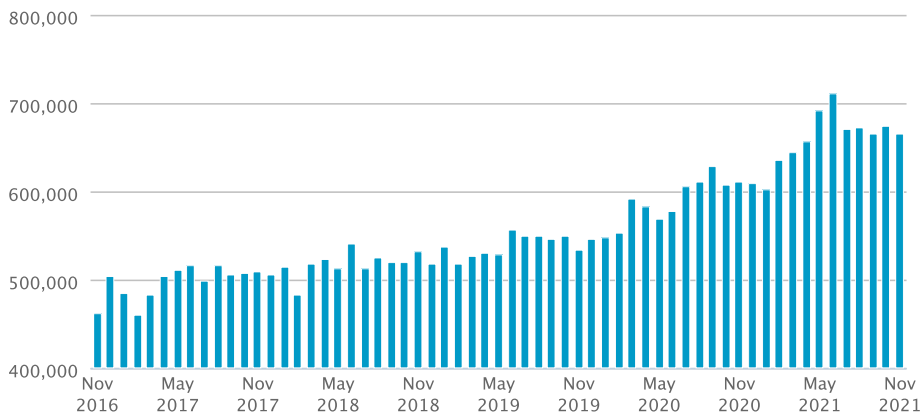
## Closed Sales vs. New Pendings



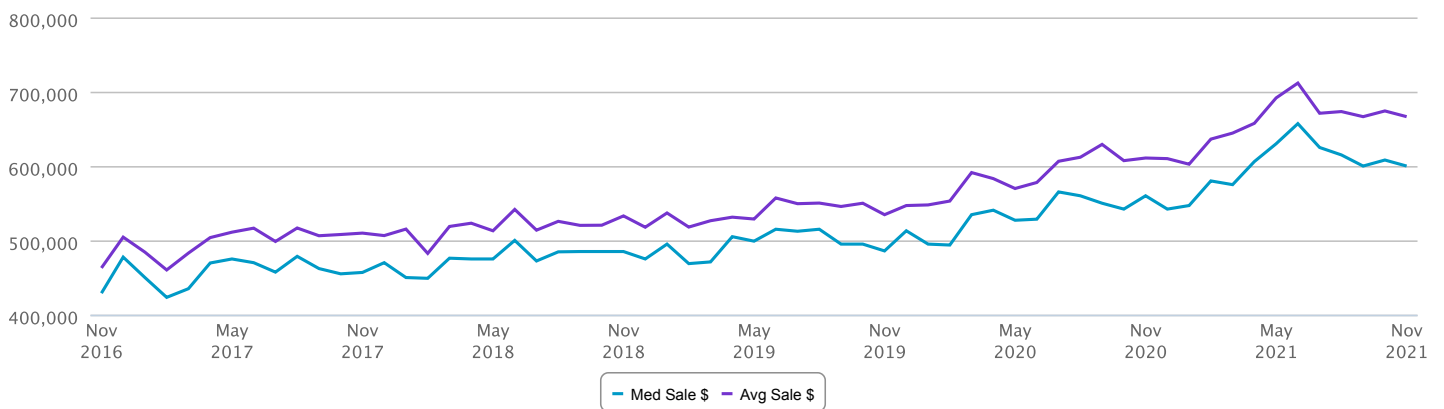
## Median Sale Price



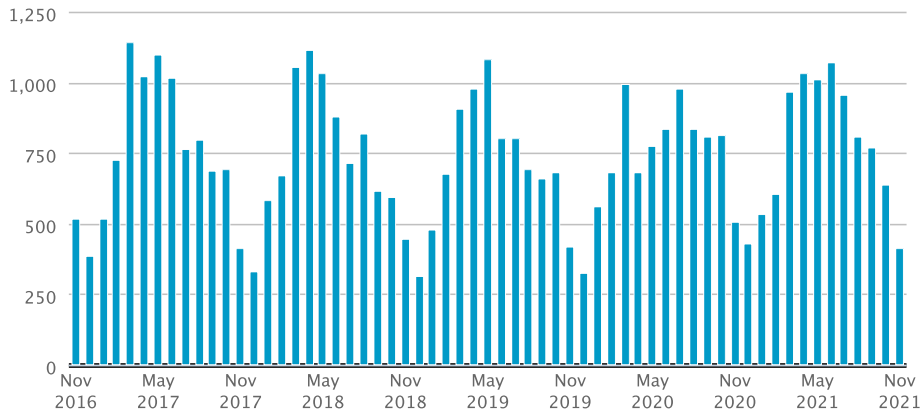
## Average Sale Price



## Median vs. Average Sale Price

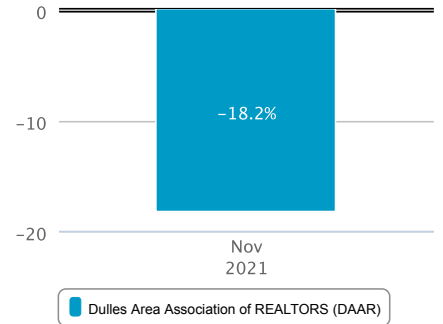


## Active Listings

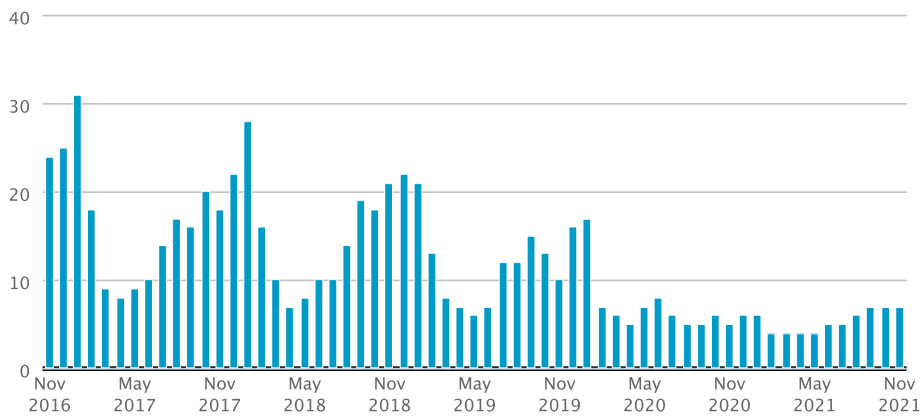


### Nov 2021 vs. Nov 2020

YoY % Change

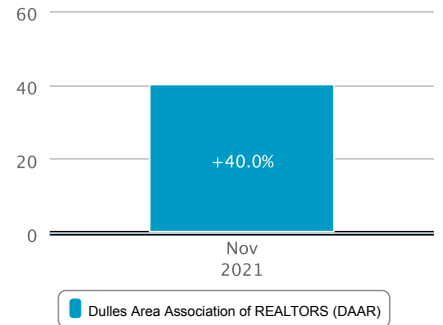


## Median Days on Market

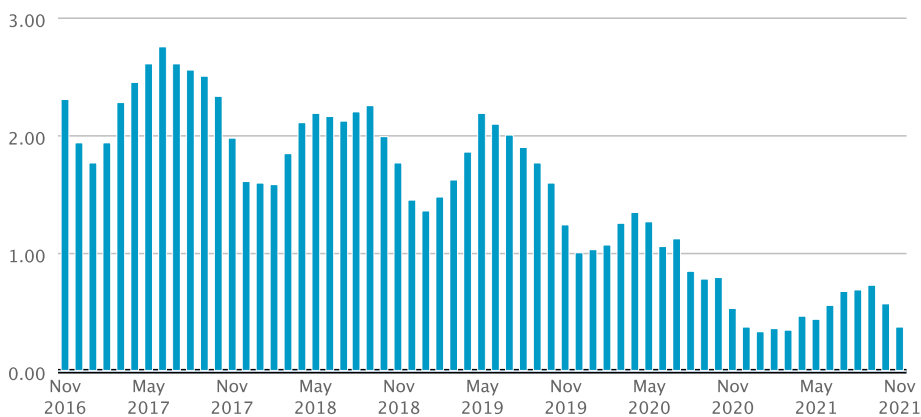


### Nov 2021 vs. Nov 2020

YoY % Change



## Months of Supply



### Nov 2021 vs. Nov 2020

YoY % Change

