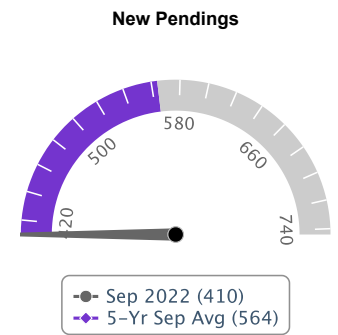
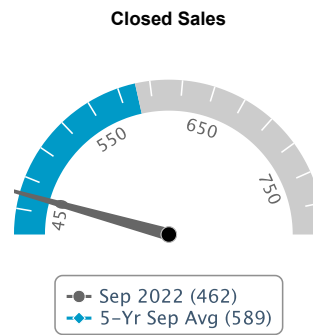


Association Executive Report

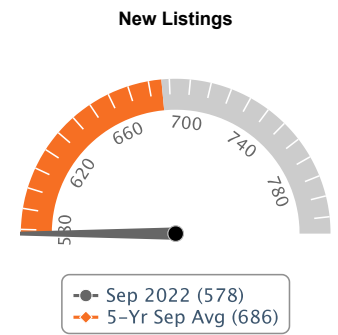
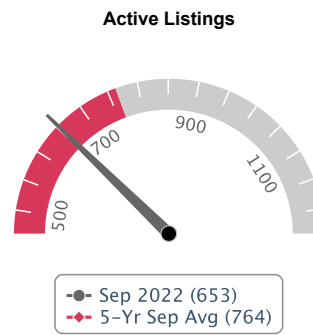
September 2022

Dulles Area Association of REALTORS

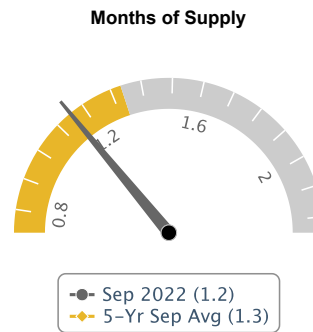
Statistic	Sep	YoY	MoM
Total Sold Dollar Volume	329,650,306	- 30.5%	- 15.5%
Closed Sales	462	- 35.2%	- 13.3%
Median Sold Price	\$639,900	+ 6.7%	- 3.1%
Average Sold Price	\$707,400	+ 6.2%	- 2.9%
Median Days on Market	16 days	+128.6%	+ 33.3%
Average Days on Market	25 days	+ 66.7%	+ 56.3%
Median Price per Sq Foot	\$255	+ 6.3%	+ 1.6%
Average Price per Sq Foot	\$261	+ 5.7%	+ 0.8%



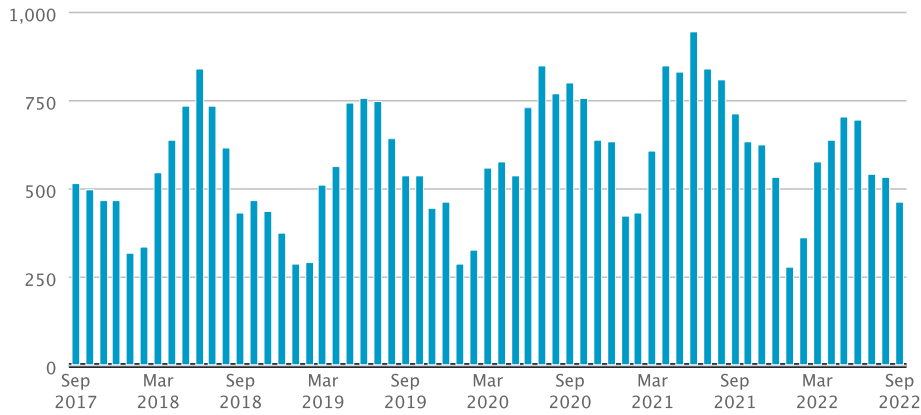
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for September was \$639,900, representing a decrease of 3% compared to last month and an increase of 6.7% from Sep 2021. The average days on market for units sold in September was 25 days, the same as the 5-year September average of 25 days. There was a 19.6% month over month decrease in new contract activity with 410 New Pendings; a 12% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 469; and a 1.2% increase in supply to 653 active units.



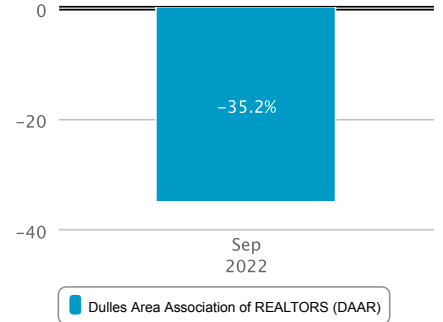
This activity resulted in a Contract Ratio of 0.72 pendings per active listing, down from 0.83 in August and a decrease from 1.35 in September 2021. The Contract Ratio is 32% lower than the 5-year September average of 1.06. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



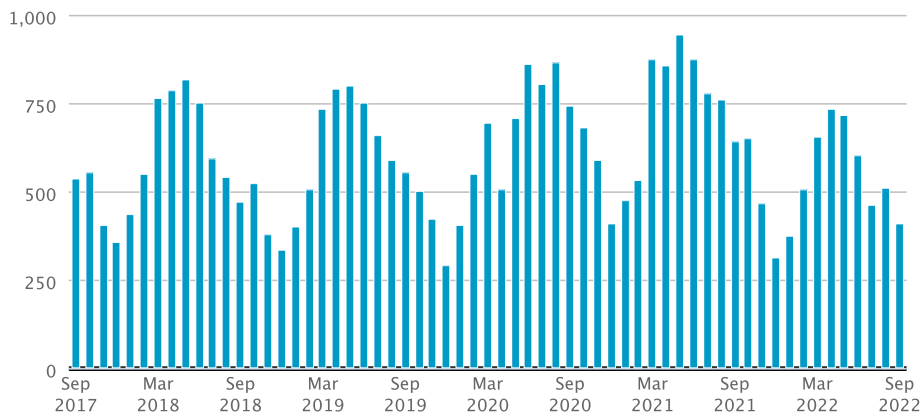
Closed Sales



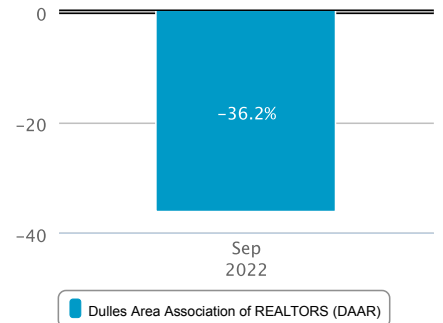
Sep 2022 vs. Sep 2021
YoY % Change



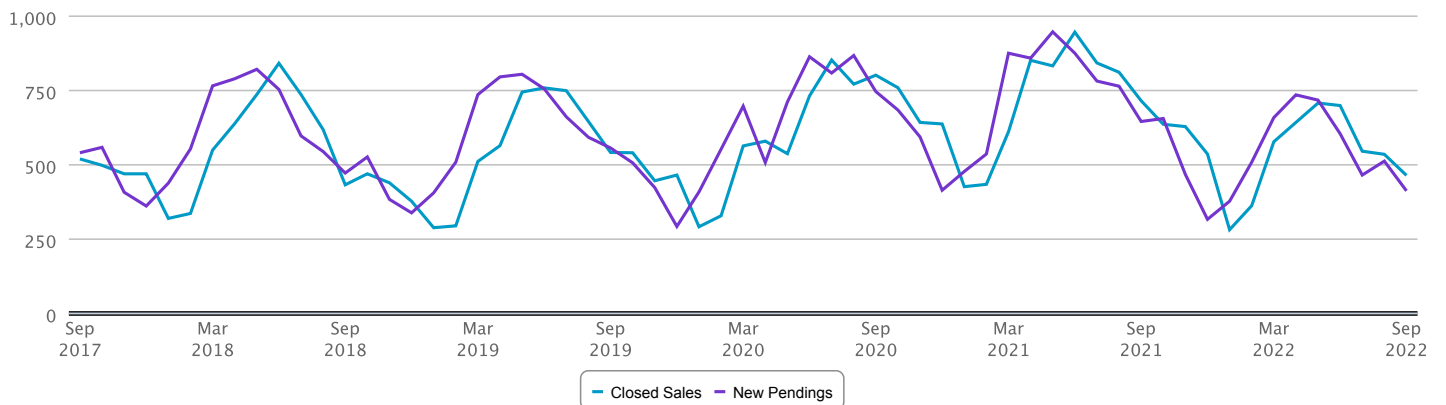
New Pendings



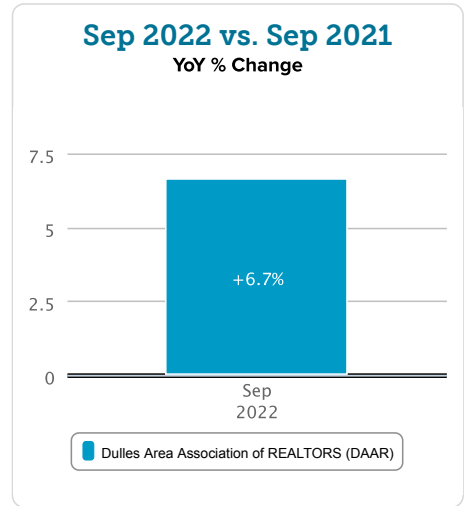
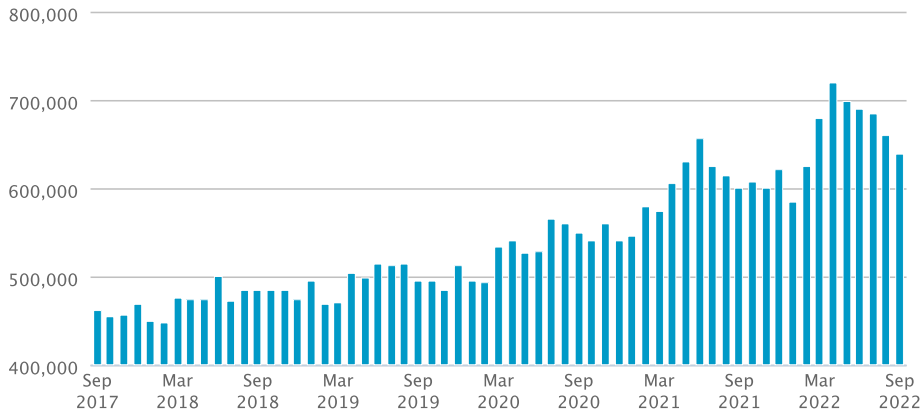
Sep 2022 vs. Sep 2021
YoY % Change



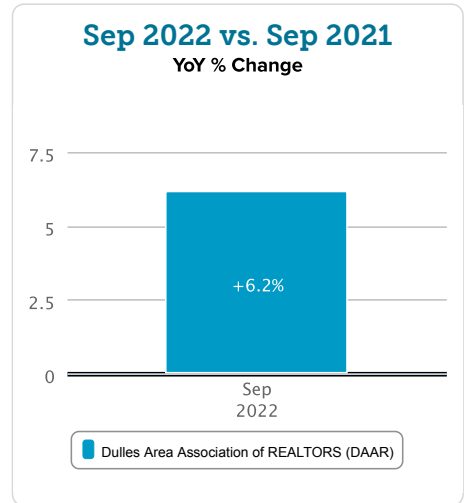
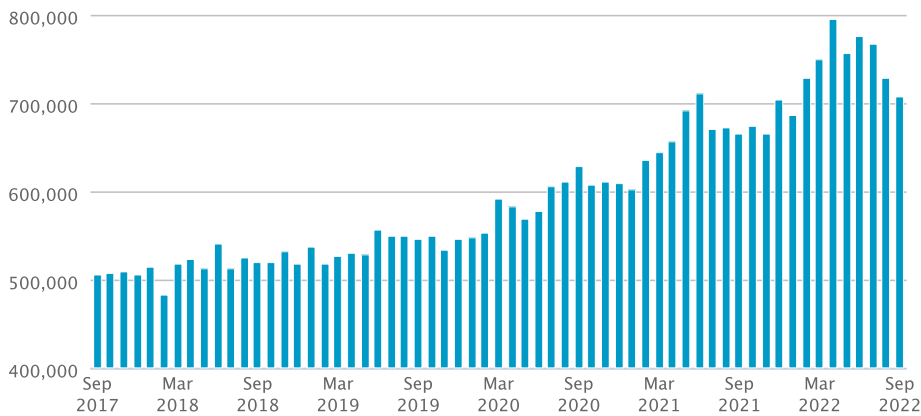
Closed Sales vs. New Pendings



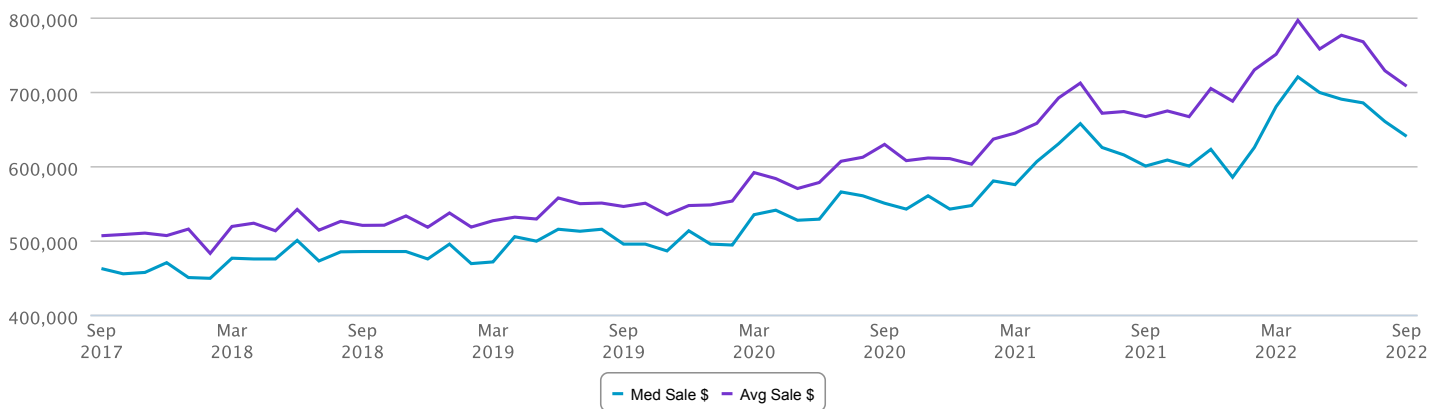
Median Sale Price



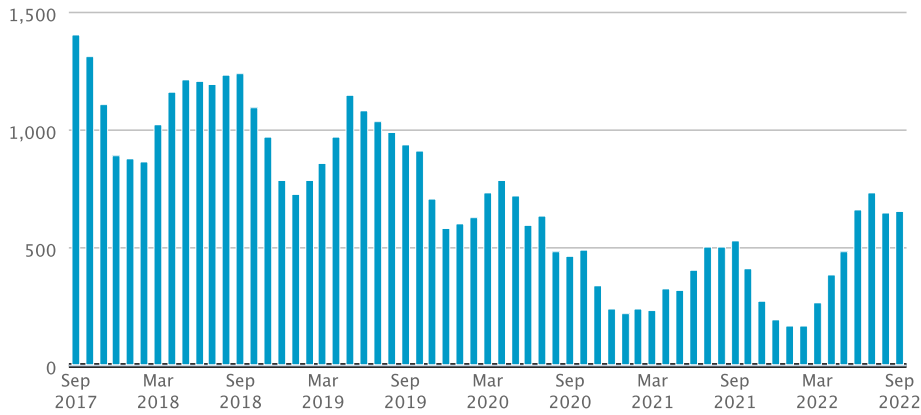
Average Sale Price



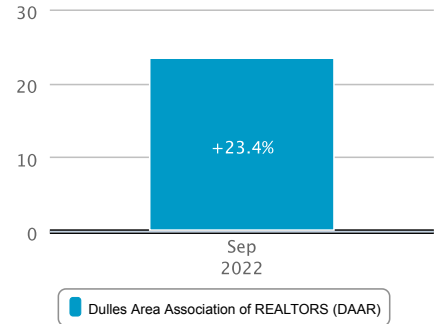
Median vs. Average Sale Price



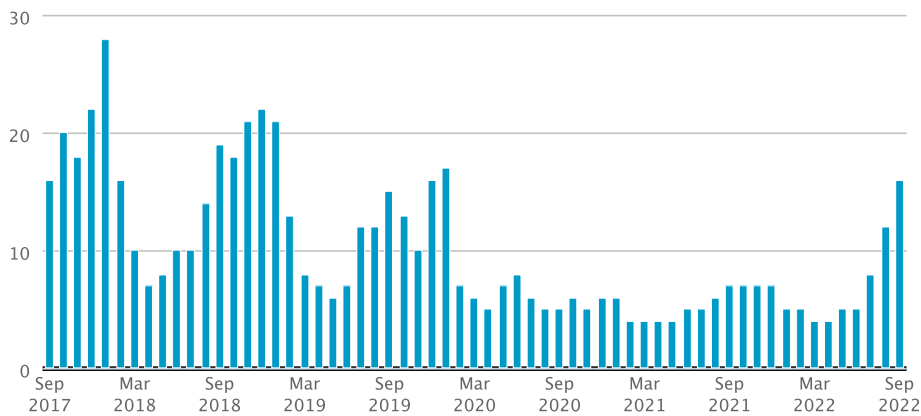
Active Listings



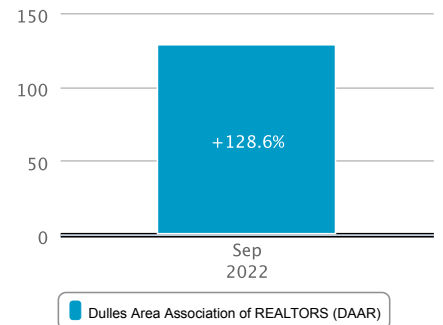
Sep 2022 vs. Sep 2021
YoY % Change



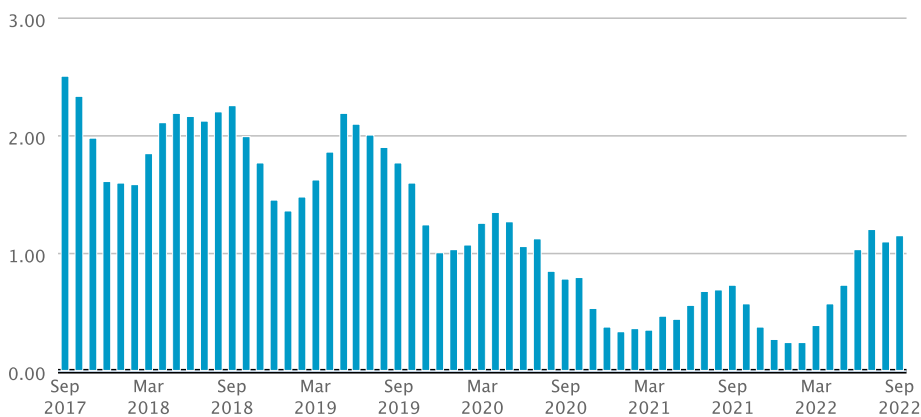
Median Days on Market



Sep 2022 vs. Sep 2021
YoY % Change



Months of Supply



Sep 2022 vs. Sep 2021
YoY % Change

