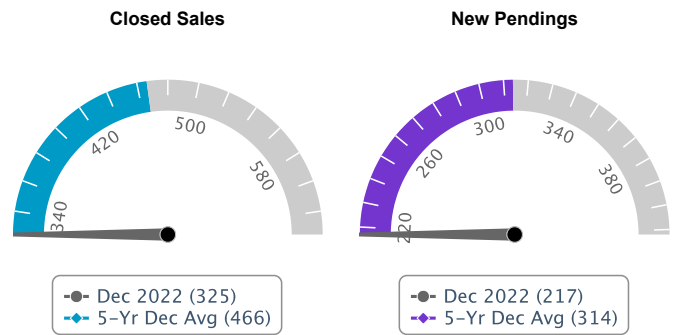


Association Executive Report

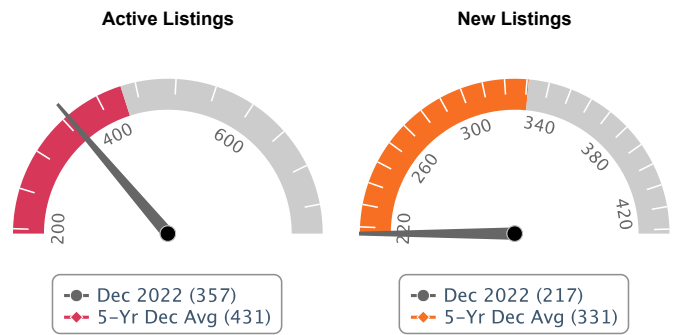
# December 2022

## Dulles Area Association of REALTORS

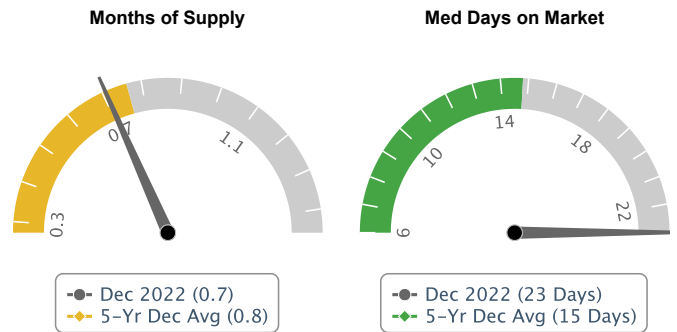
Statistic	Dec	YoY	MoM
<b>Total Sold Dollar Volume</b>	222,398,007	- 40.4%	- 8.3%
<b>Closed Sales</b>	325	- 39.1%	+ 0.9%
<b>Median Sold Price</b>	\$616,500	- 1%	- 1.8%
<b>Average Sold Price</b>	\$679,974	- 3.5%	- 8.6%
<b>Median Days on Market</b>	23 days	+ 228.6%	+ 27.8%
<b>Average Days on Market</b>	30 days	+ 50%	+ 11.1%
<b>Median Price per Sq Foot</b>	\$258	+ 5.3%	+ 3.2%
<b>Average Price per Sq Foot</b>	\$263	+ 4.4%	0%



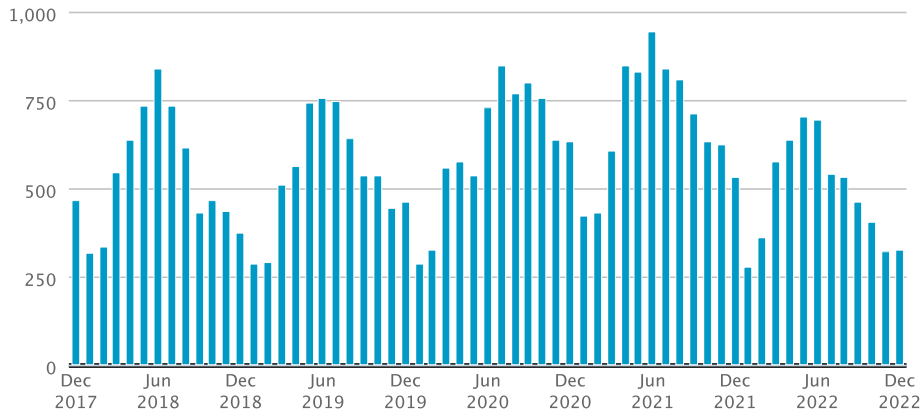
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for December was \$616,500, representing a decrease of 1.8% compared to last month and a decrease of 1% from Dec 2021. The average days on market for units sold in December was 30 days, 12% above the 5-year December average of 27 days. There was a 25.7% month over month decrease in new contract activity with 217 New Pendings; a 30.6% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 249; and a 28.9% decrease in supply to 357 active units.



This activity resulted in a Contract Ratio of 0.70 pendings per active listing, down from 0.72 in November and a decrease from 1.75 in December 2021. The Contract Ratio is 41% lower than the 5-year December average of 1.19. 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.

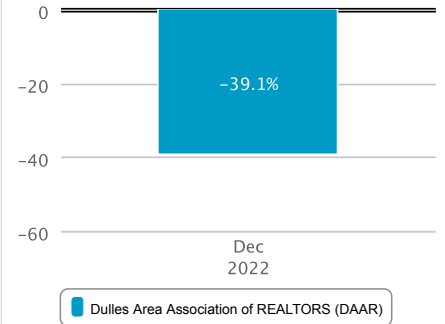


## Closed Sales

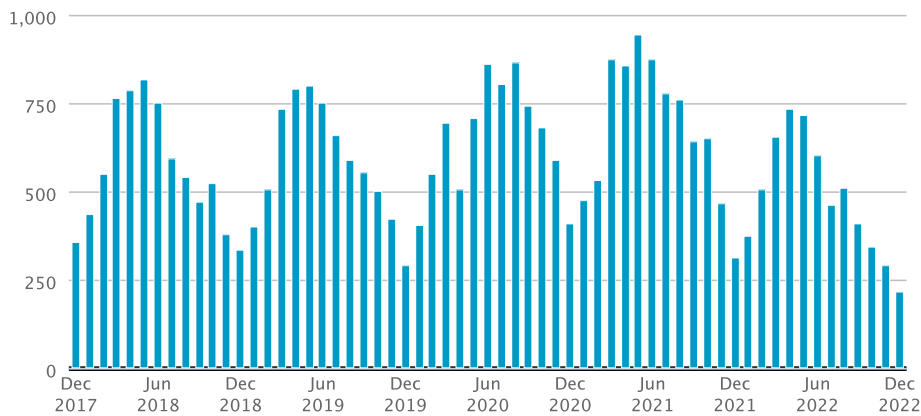


### Dec 2022 vs. Dec 2021

YoY % Change

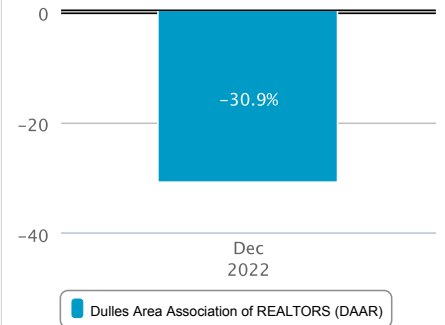


## New Pendings

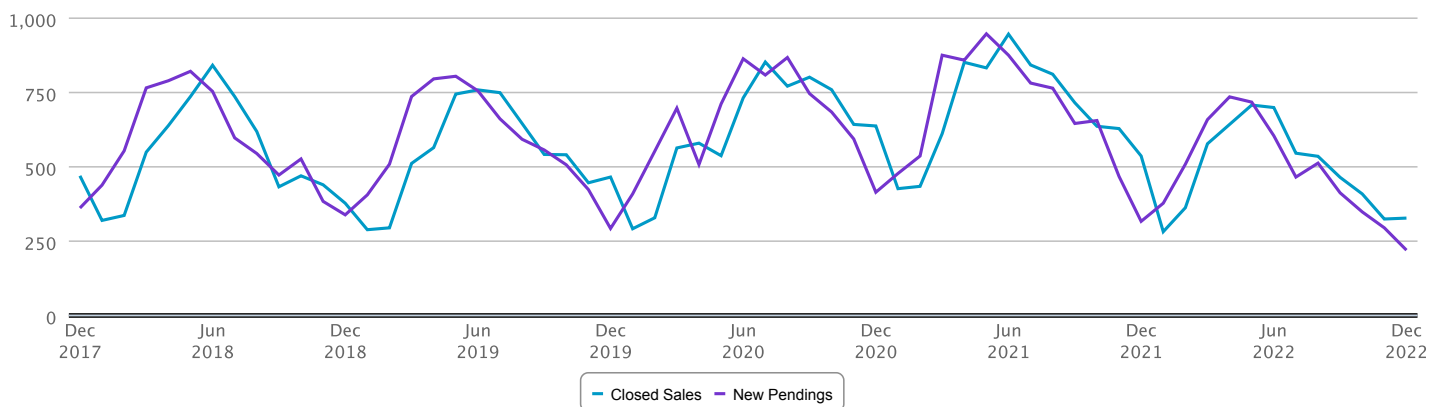


### Dec 2022 vs. Dec 2021

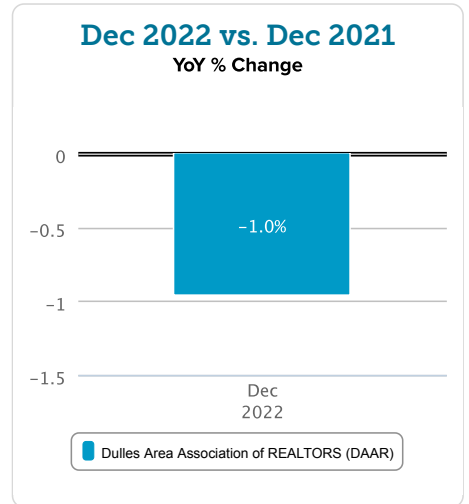
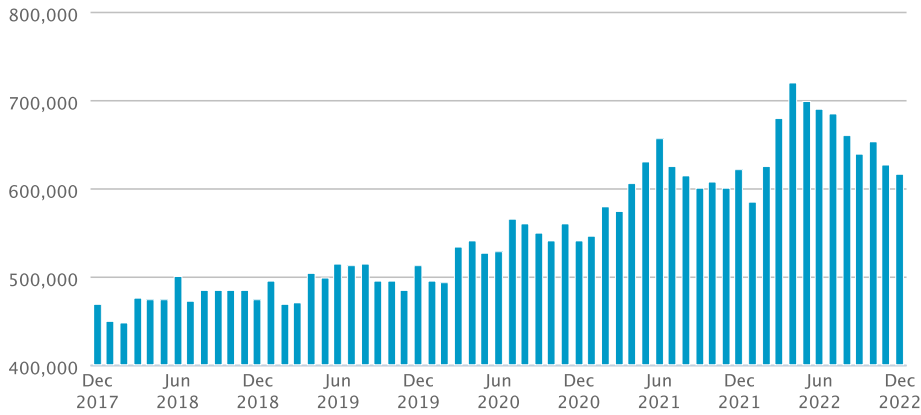
YoY % Change



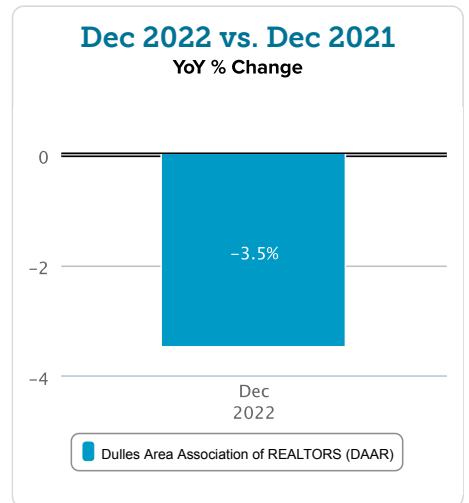
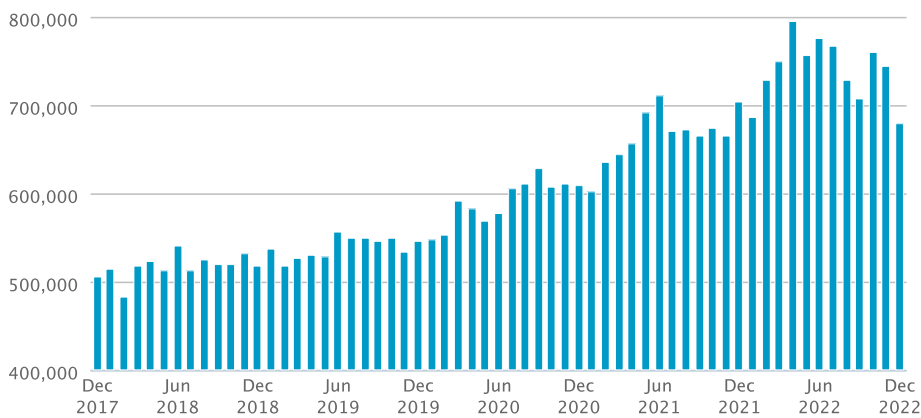
## Closed Sales vs. New Pendings



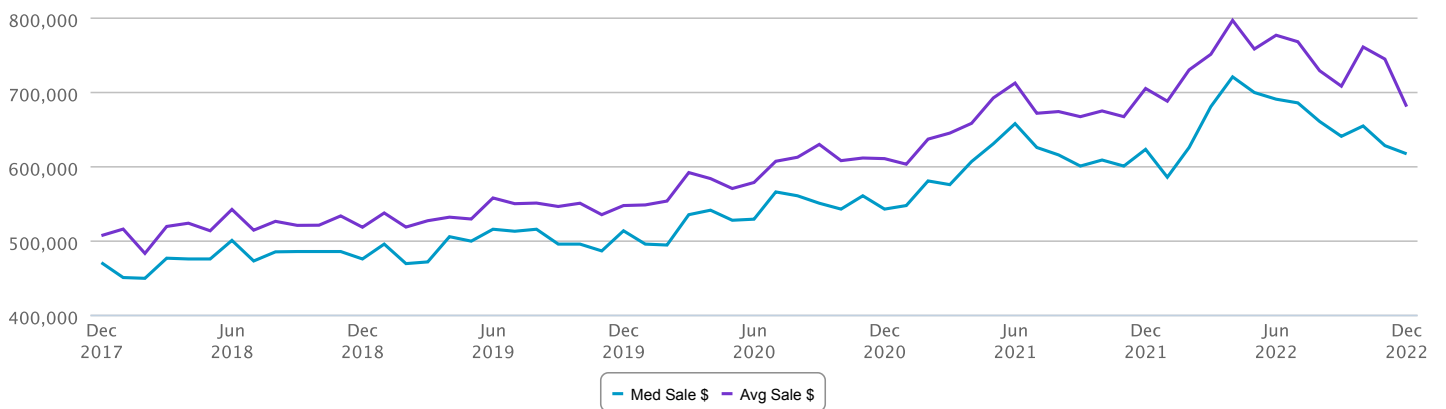
## Median Sale Price



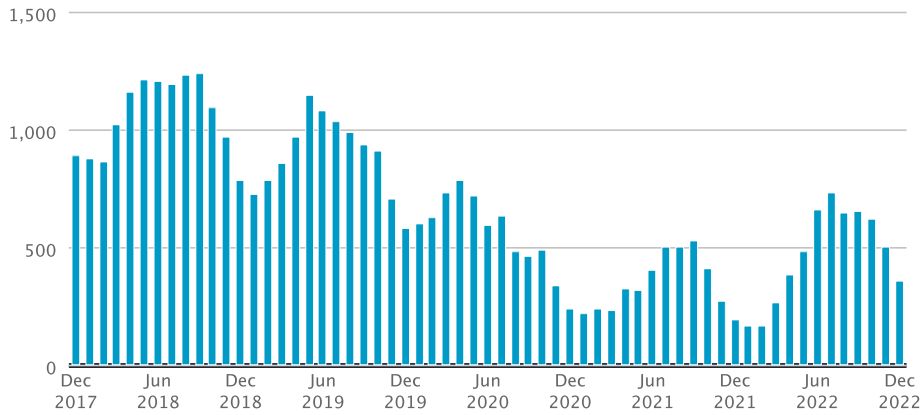
## Average Sale Price



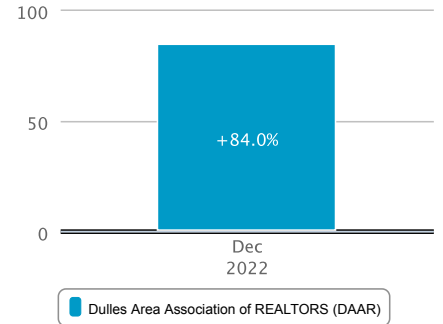
## Median vs. Average Sale Price



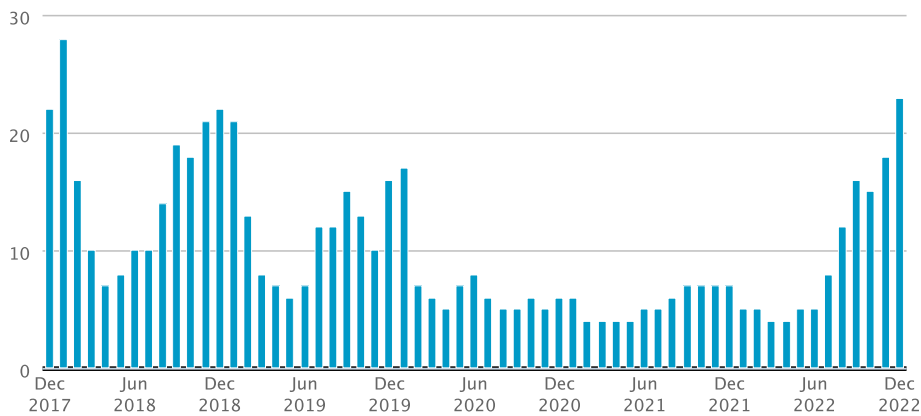
## Active Listings



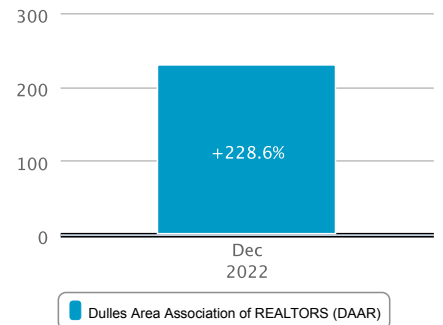
Dec 2022 vs. Dec 2021  
YoY % Change



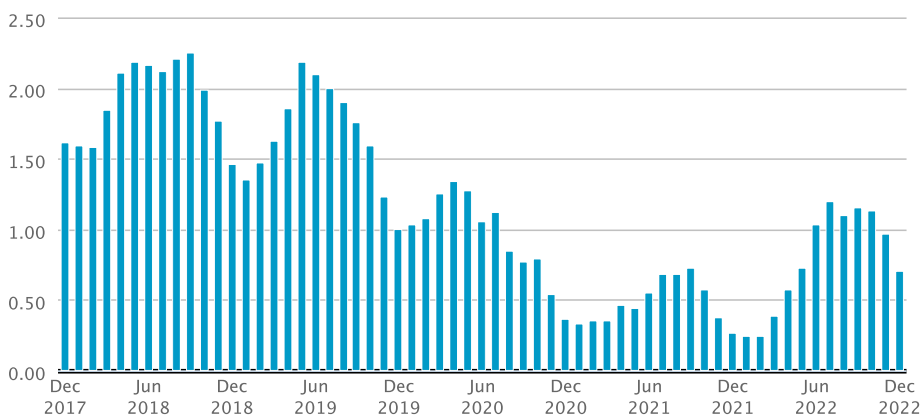
## Median Days on Market



Dec 2022 vs. Dec 2021  
YoY % Change



## Months of Supply



Dec 2022 vs. Dec 2021  
YoY % Change

