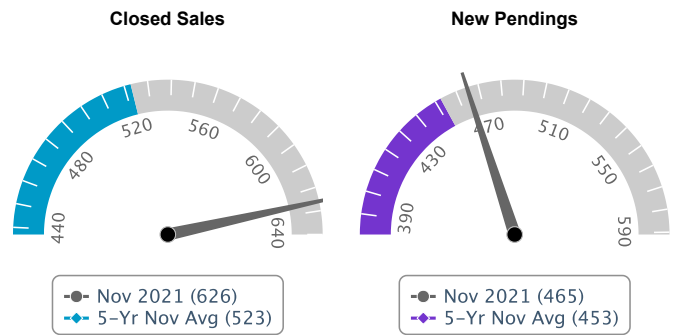


Association Executive Report

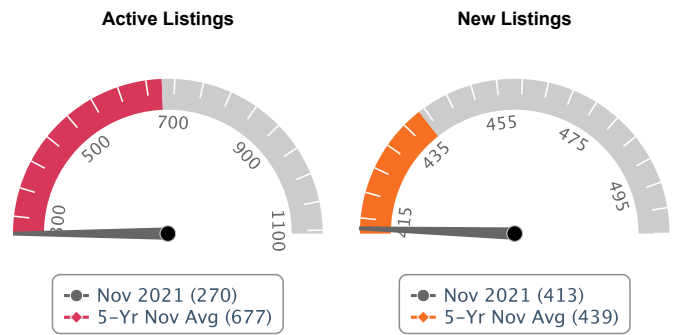
November 2021

Dulles Area Association of REALTORS

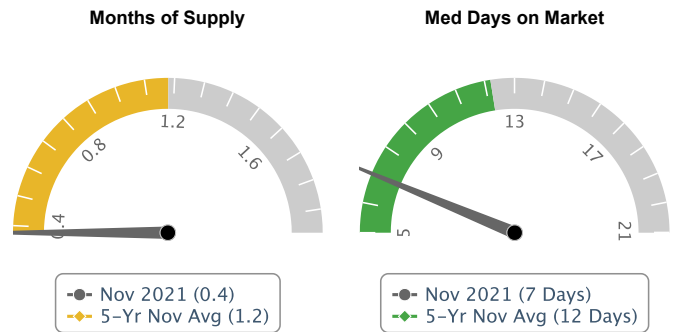
Statistic	Nov	YoY	MoM
Total Sold Dollar Volume	410,958,702	+ 6%	-3.2%
Closed Sales	626	- 2.2%	- 1.3%
Median Sold Price	\$599,990	+ 7.1%	- 1.3%
Average Sold Price	\$666,366	+ 9.1%	- 1.2%
Median Days on Market	7 days	+ 40%	0%
Average Days on Market	14 days	+ 7.7%	0%
Median Price per Sq Foot	\$245	+ 15%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



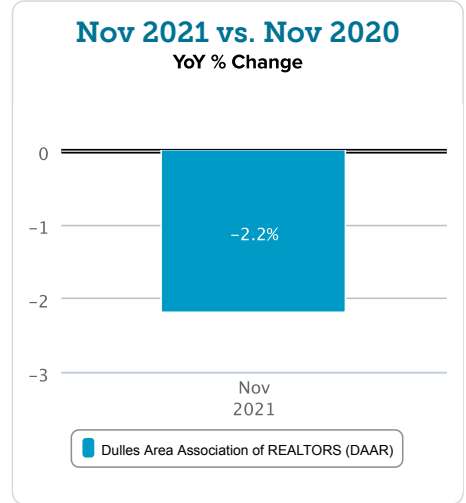
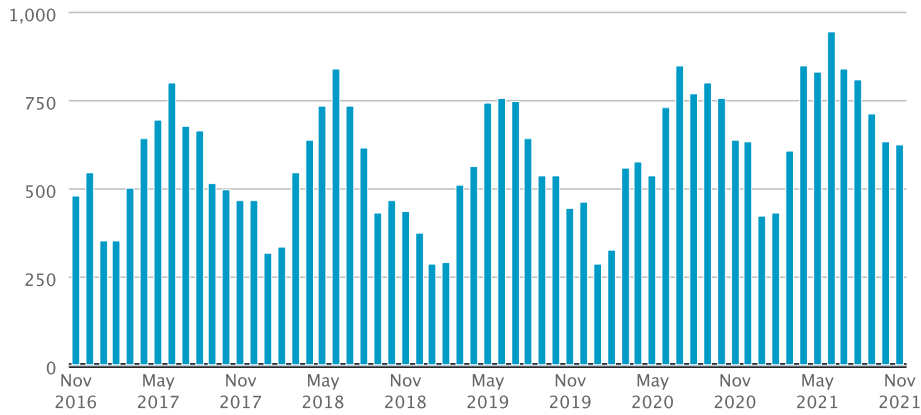
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for November was \$599,990, representing a decrease of 1.3% compared to last month and an increase of 7.1% from Nov 2020. The average days on market for units sold in November was 14 days, 44% below 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.



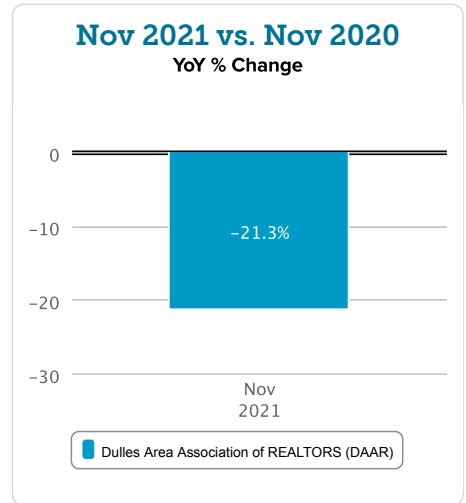
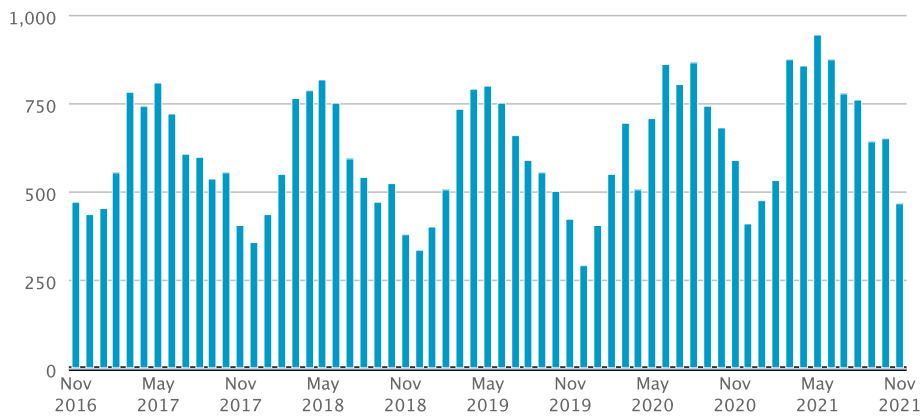
This activity resulted in a Contract Ratio of 2.03 pendings per active listing, up from 1.72 in October and a decrease from 2.26 in November 2020. The Contract Ratio is 65% higher than the 5-year November average of 1.23. A higher Contract Ratio signifies a relative increase in contract activity compared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



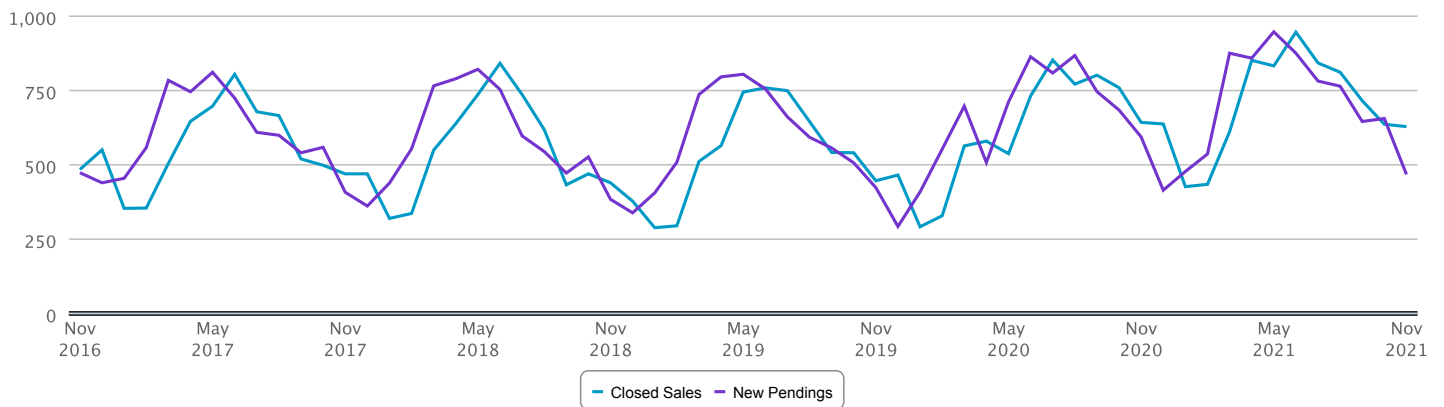
Closed Sales



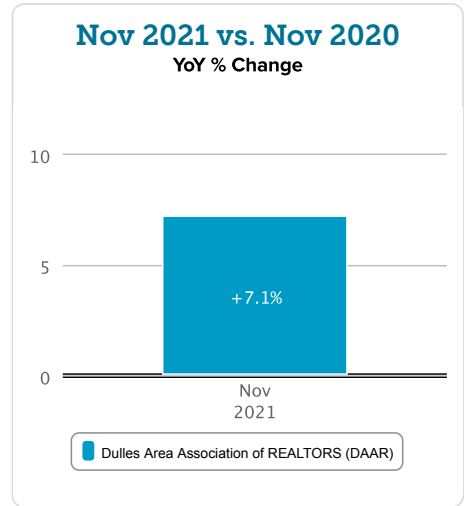
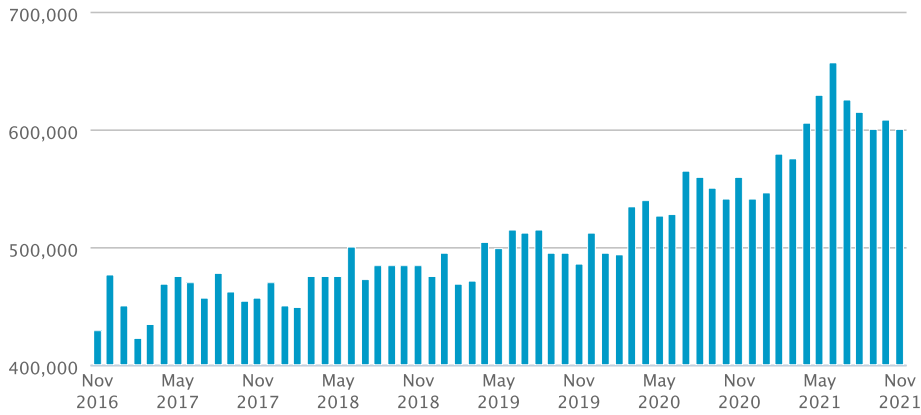
New Pendings



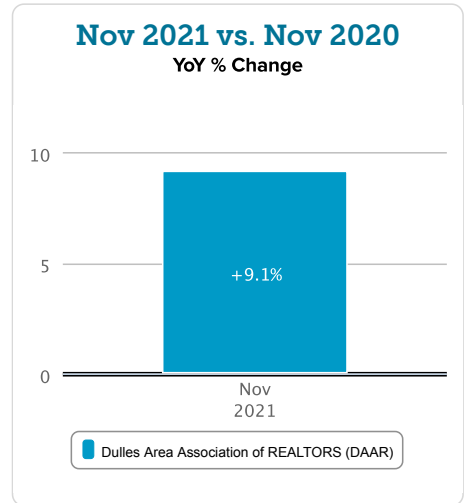
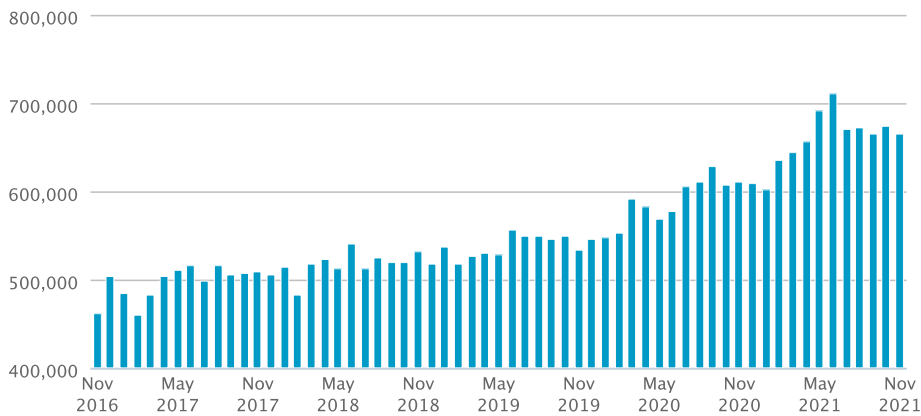
Closed Sales vs. New Pendings



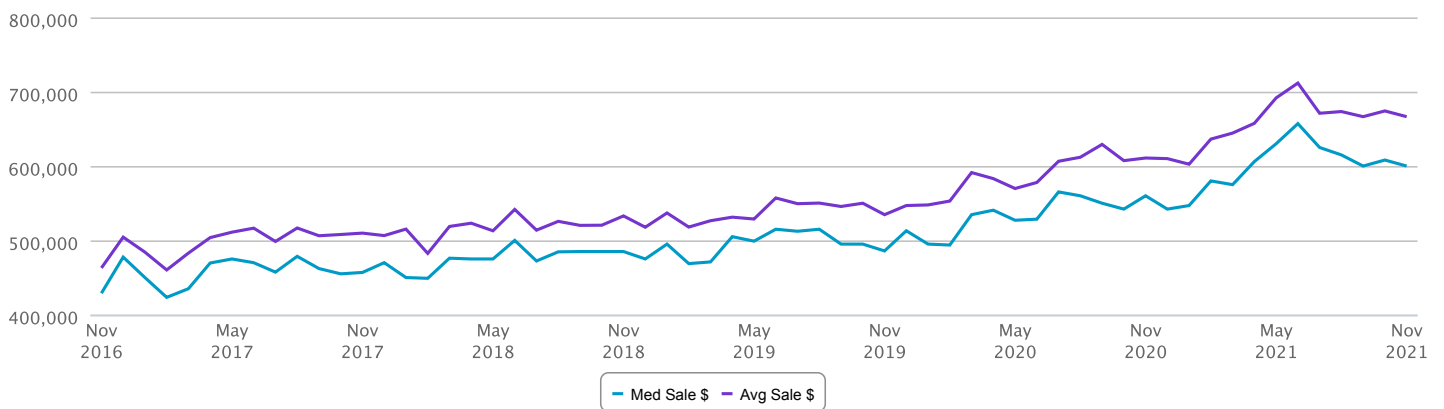
Median Sale Price



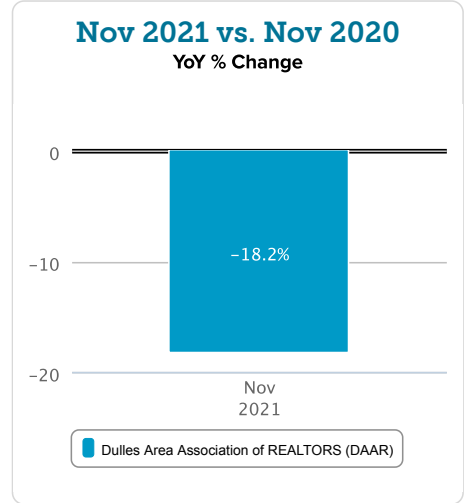
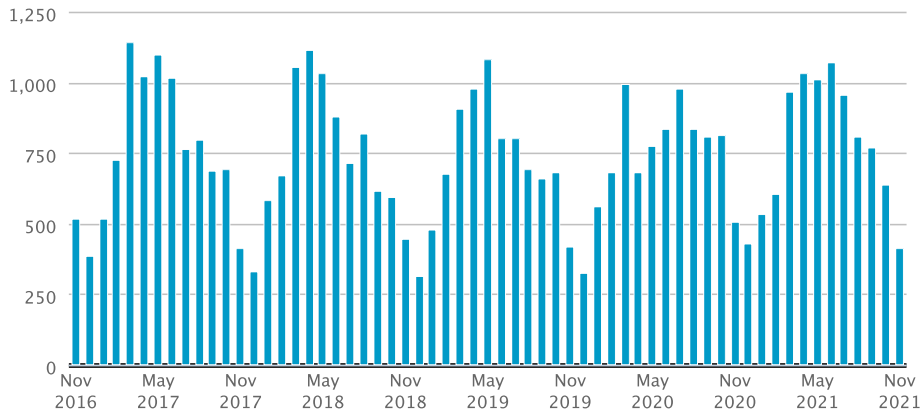
Average Sale Price



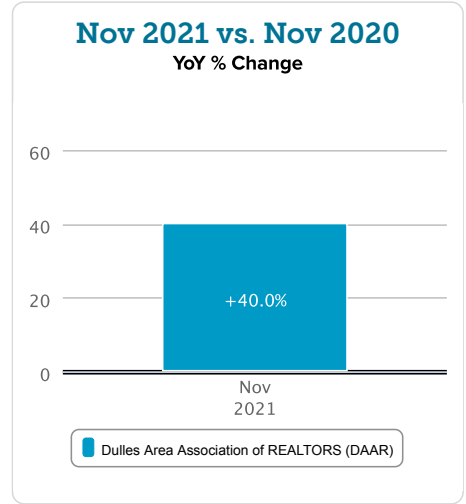
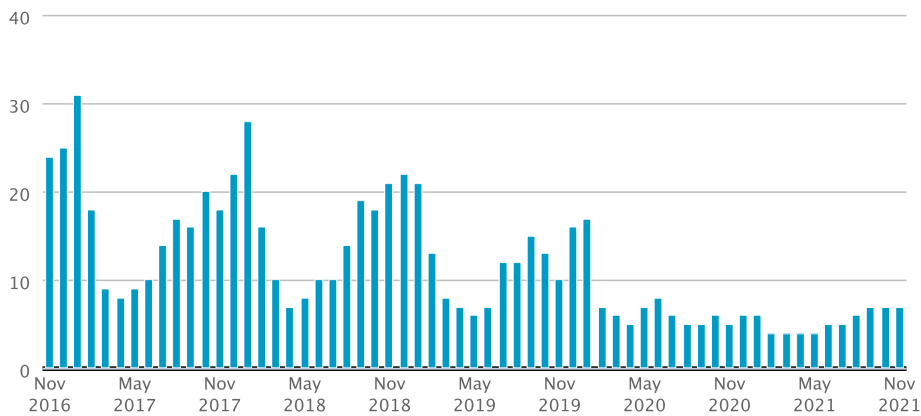
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

