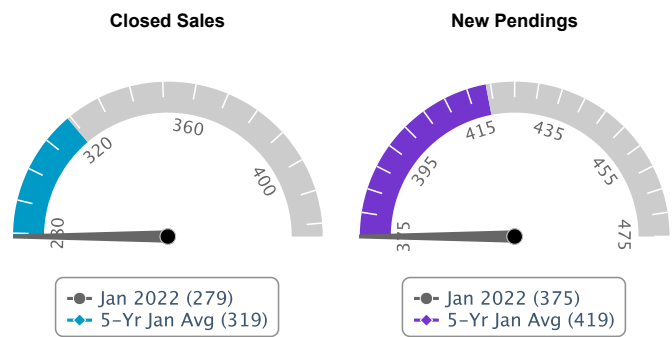


Association Executive Report

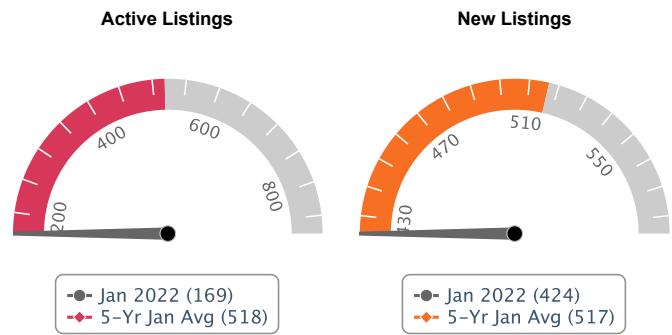
# January 2022

## Dulles Area Association of REALTORS

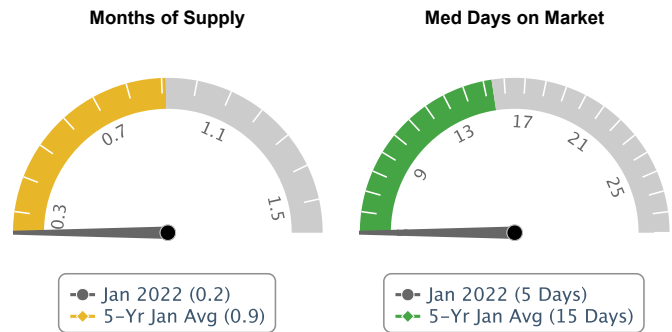
Statistic	Jan	YoY	MoM
<b>Total Sold Dollar Volume</b>	189,384,479	- 25.1%	- 49.2%
<b>Closed Sales</b>	279	- 34.2%	- 47.8%
<b>Median Sold Price</b>	\$585,000	+ 7%	- 6%
<b>Average Sold Price</b>	\$687,307	+ 14.1%	- 2.4%
<b>Median Days on Market</b>	5 days	- 16.7%	- 28.6%
<b>Average Days on Market</b>	14 days	- 12.5%	- 30%
<b>Median Price per Sq Foot</b>	\$257	+ 15.8%	+ 4.9%
<b>Average Price per Sq Foot</b>	\$265	+ 16.7%	+ 5.2%



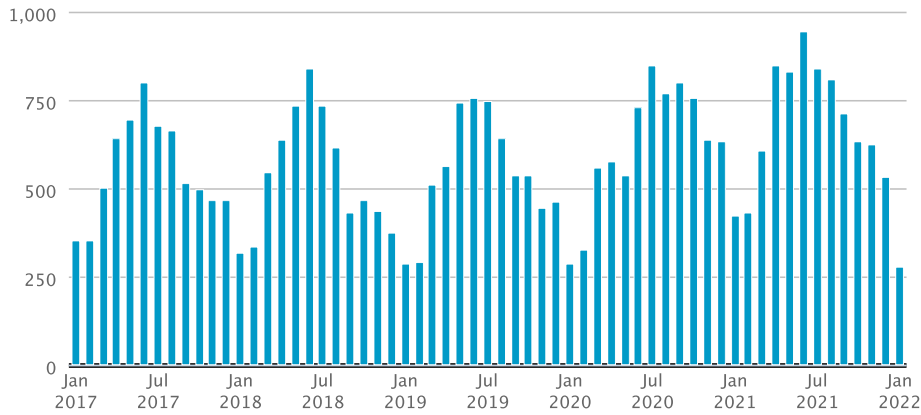
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for January was \$585,000, representing a decrease of 6% compared to last month and an increase of 7% from Jan 2021. The average days on market for units sold in January was 14 days, 52% below the 5-year January average of 29 days. There was a 19.4% month over month increase in new contract activity with 375 New Pending; a 25.6% MoM increase in All Pending (new contracts + contracts carried over from December) to 427; and a 12.9% decrease in supply to 169 active units.



This activity resulted in a Contract Ratio of 2.53 pendings per active listing, up from 1.75 in December and a decrease from 2.67 in January 2021. The Contract Ratio is 72% higher than the 5-year January average of 1.47. 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.

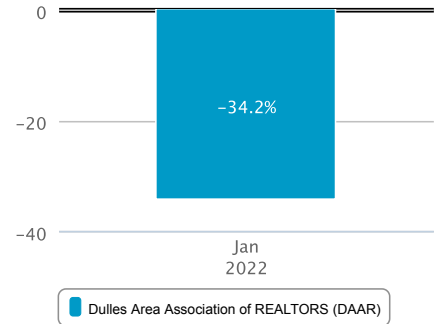


## Closed Sales

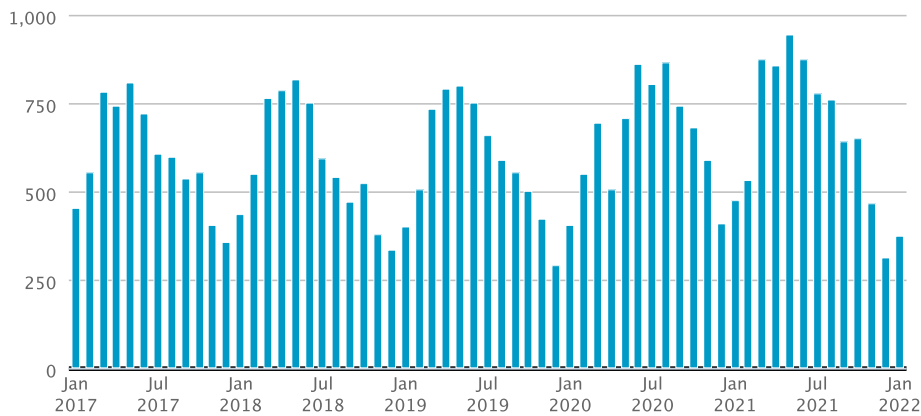


### Jan 2022 vs. Jan 2021

YoY % Change

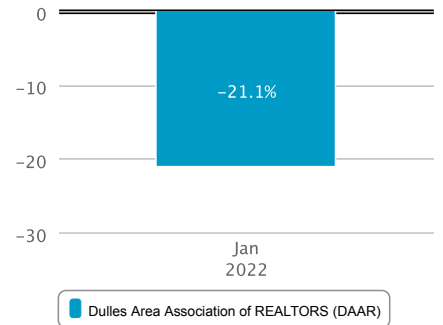


## New Pendings

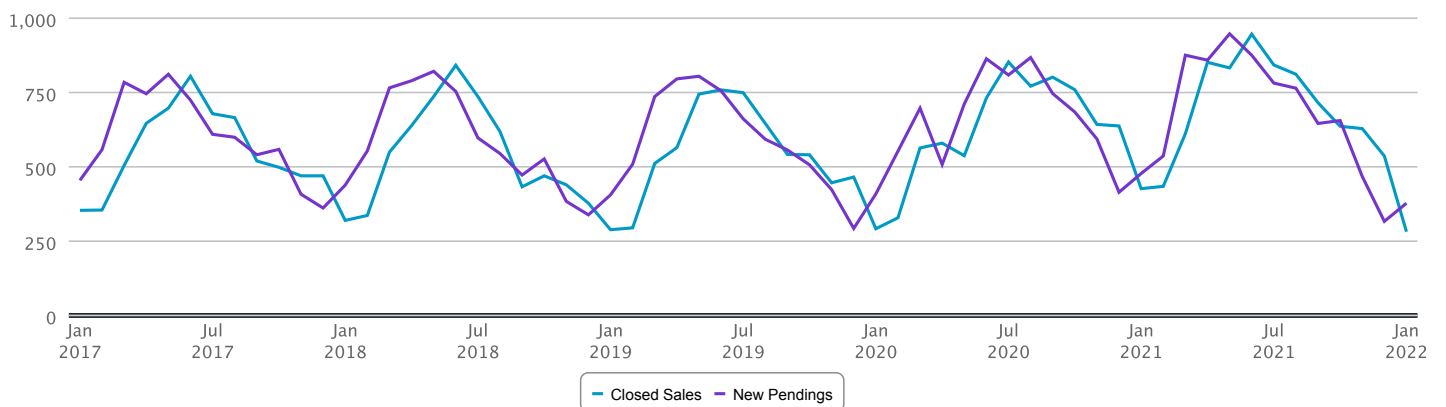


### Jan 2022 vs. Jan 2021

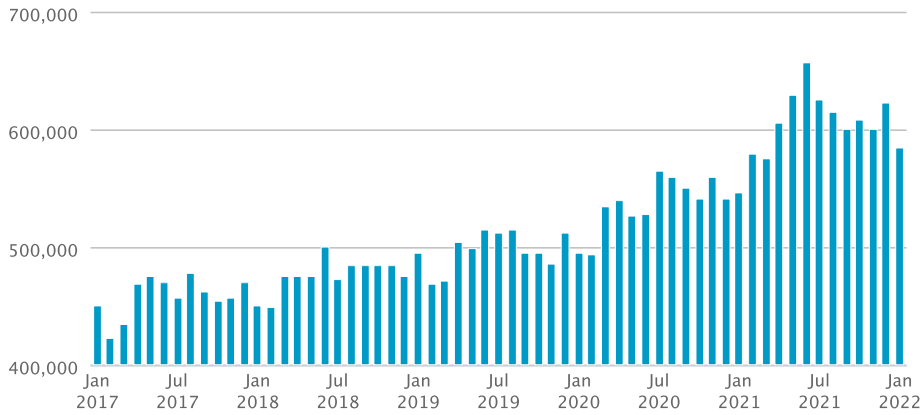
YoY % Change



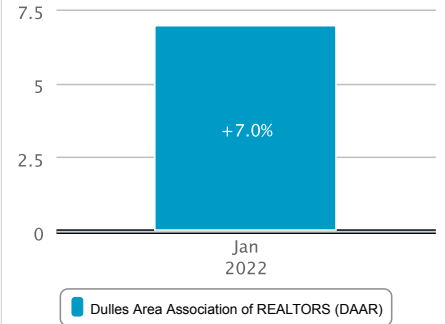
## Closed Sales vs. New Pendings



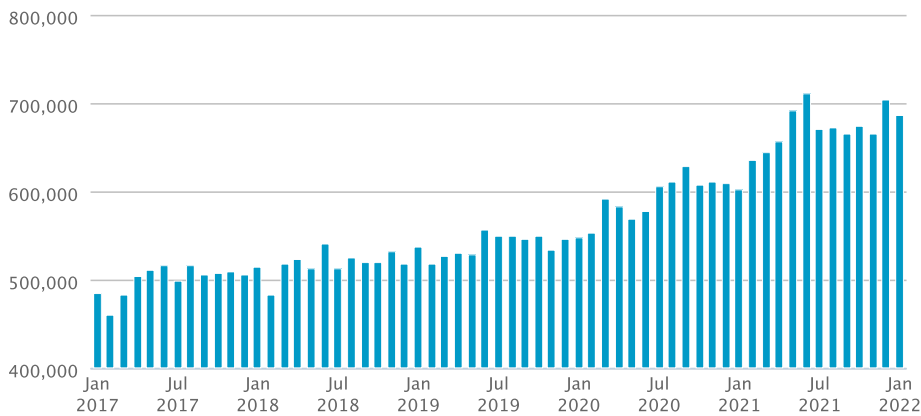
## Median Sale Price



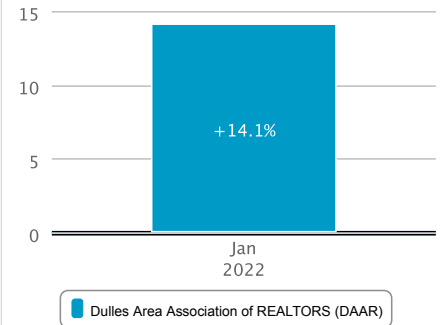
Jan 2022 vs. Jan 2021  
YoY % Change



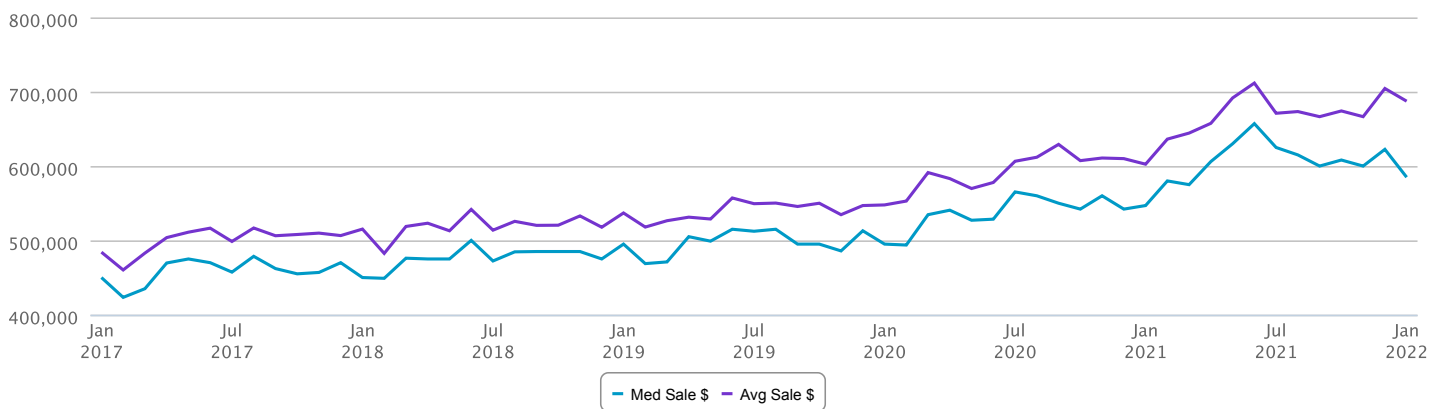
## Average Sale Price



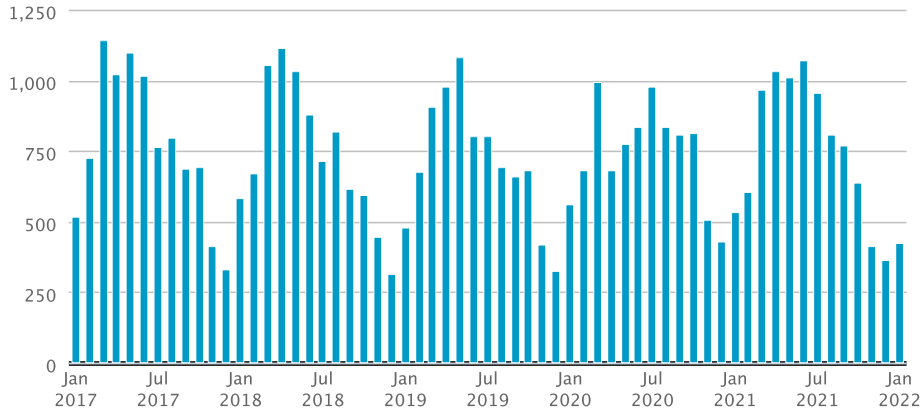
Jan 2022 vs. Jan 2021  
YoY % Change



## Median vs. Average Sale Price

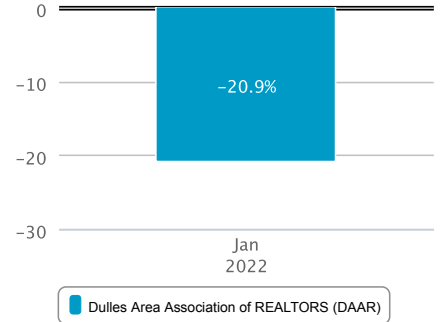


## Active Listings

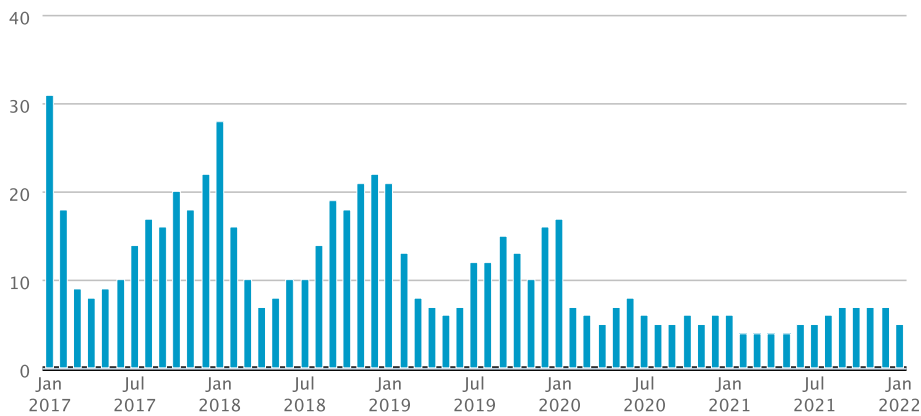


### Jan 2022 vs. Jan 2021

YoY % Change

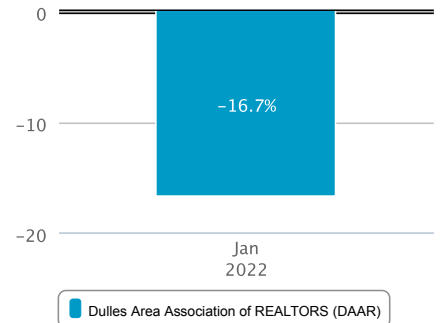


## Median Days on Market

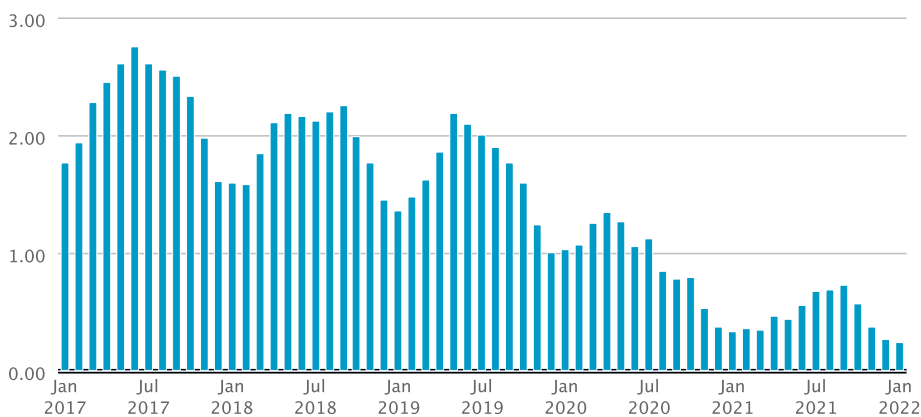


### Jan 2022 vs. Jan 2021

YoY % Change



## Months of Supply



### Jan 2022 vs. Jan 2021

YoY % Change

