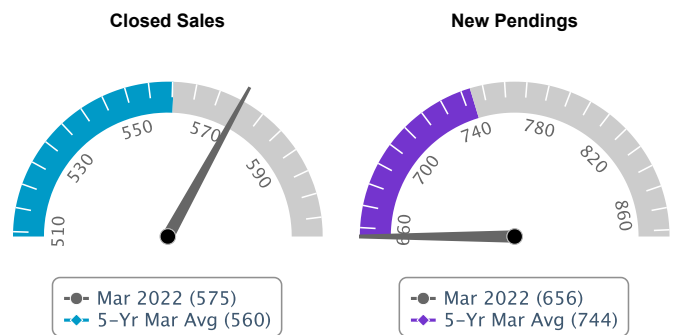


Association Executive Report

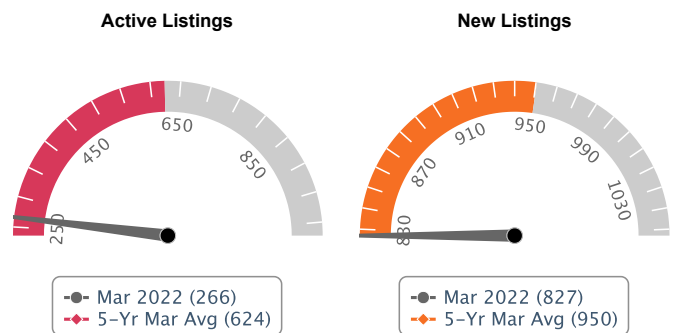
March 2022

Dulles Area Association of REALTORS

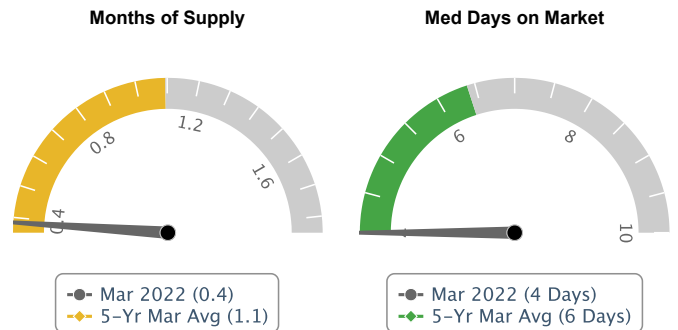
Statistic	Mar	YoY	MoM
Total Sold Dollar Volume	412,945,028	+ 8.2%	+60.8%
Closed Sales	575	- 5.6%	+ 59.7%
Median Sold Price	\$680,000	+18.2%	+ 8.8%
Average Sold Price	\$750,466	+16.5%	+ 2.9%
Median Days on Market	4 days	0%	- 20%
Average Days on Market	8 days	-27.3%	- 46.7%
Median Price per Sq Foot	\$260	+ 11.6%	- 0.8%
Average Price per Sq Foot	\$271	+15.3%	+ 0.4%



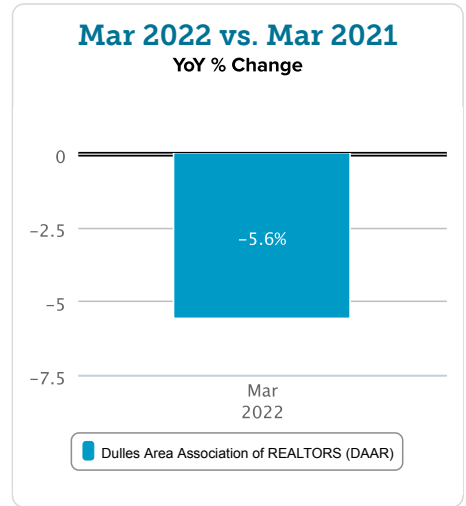
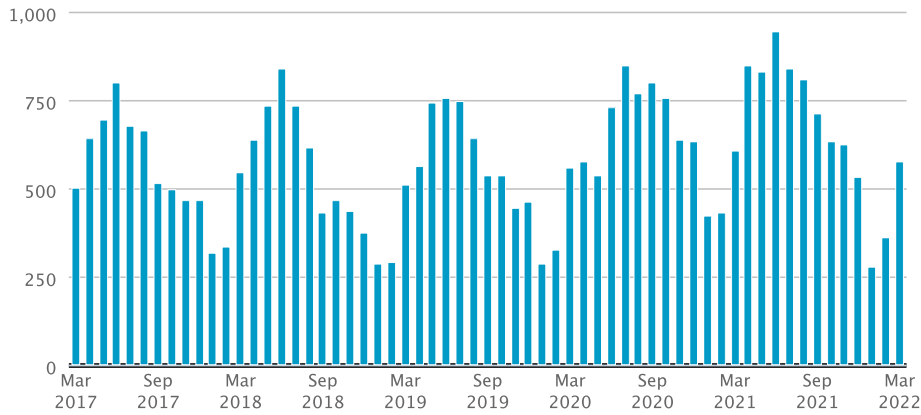
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for March was \$680,000, representing an increase of 8.8% compared to last month and an increase of 18.2% from Mar 2021. The average days on market for units sold in March was 8 days, 59% below the 5-year March average of 20 days. There was a 29.6% month over month increase in new contract activity with 656 New Pendings; a 15% MoM increase in All Pendings (new contracts + contracts carried over from February) to 660; and a 56.5% increase in supply to 266 active units.



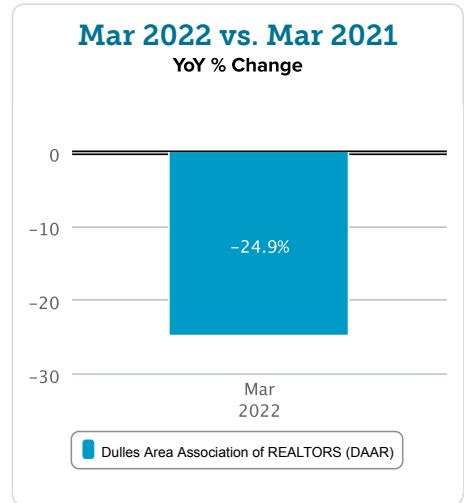
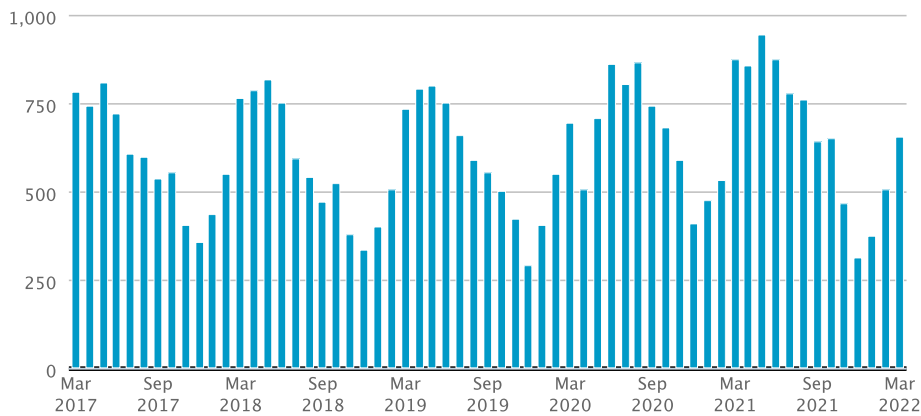
This activity resulted in a Contract Ratio of 2.48 pendencies per active listing, down from 3.38 in February and a decrease from 4.01 in March 2021. The Contract Ratio is 31% higher than the 5-year March average of 1.89. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



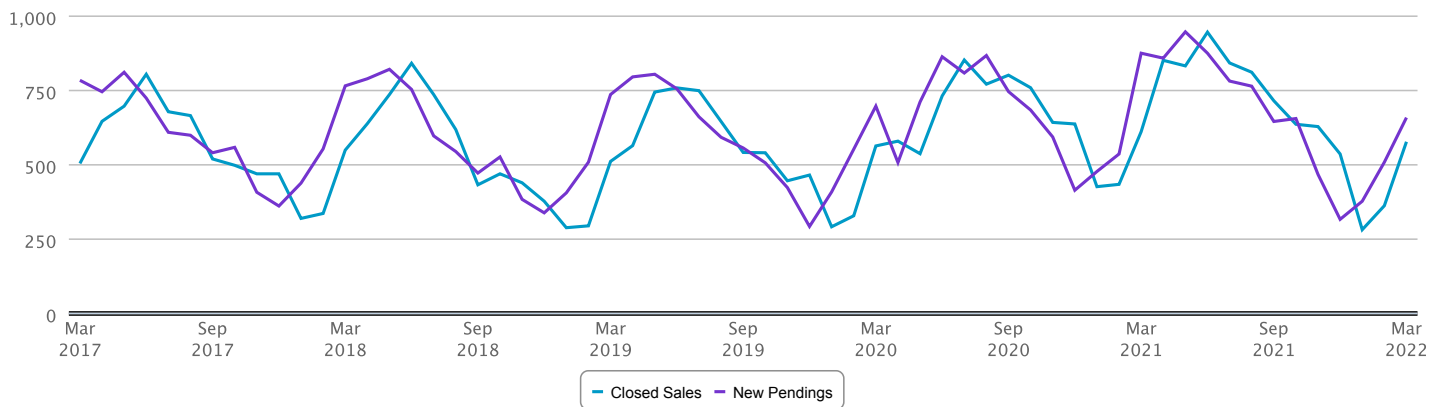
Closed Sales



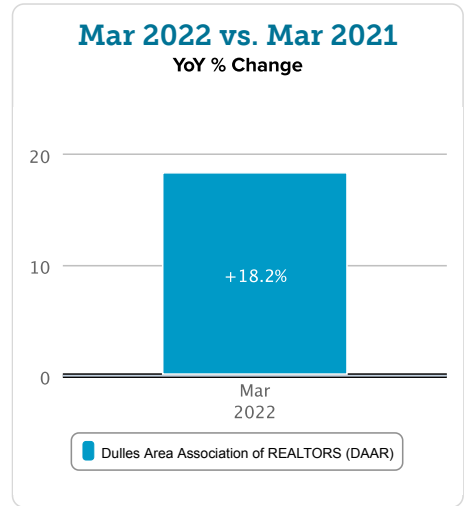
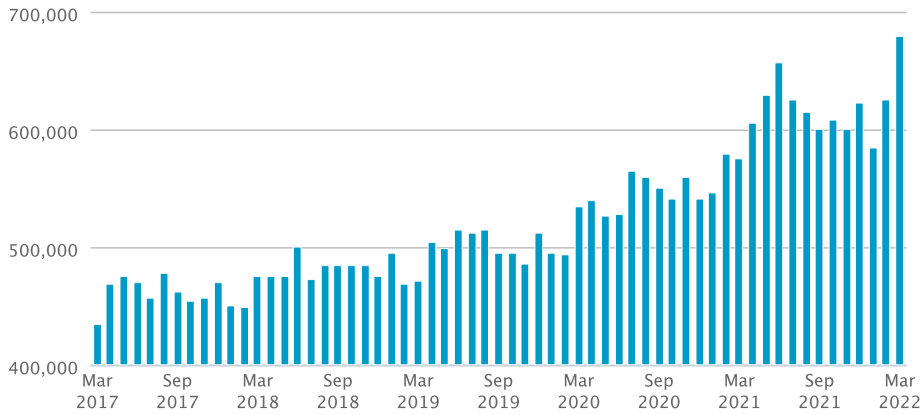
New Pendings



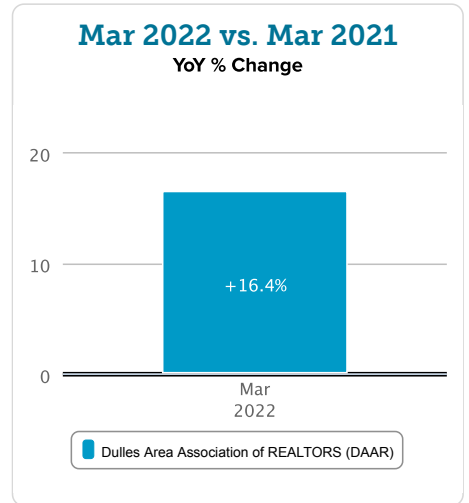
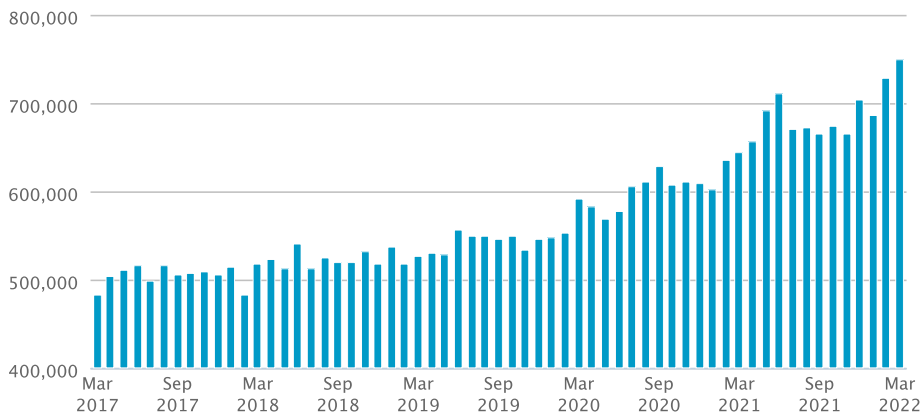
Closed Sales vs. New Pendings



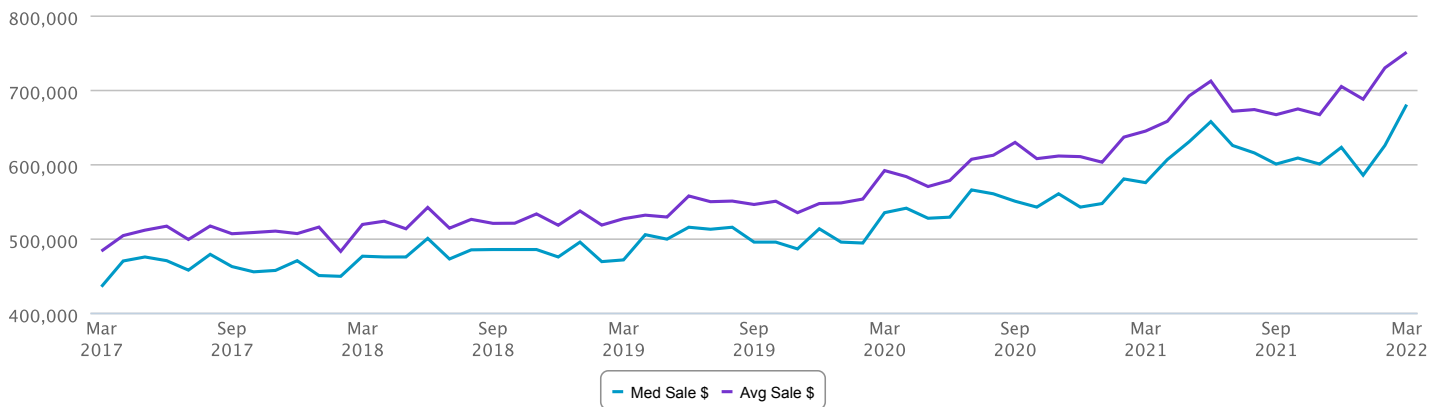
Median Sale Price



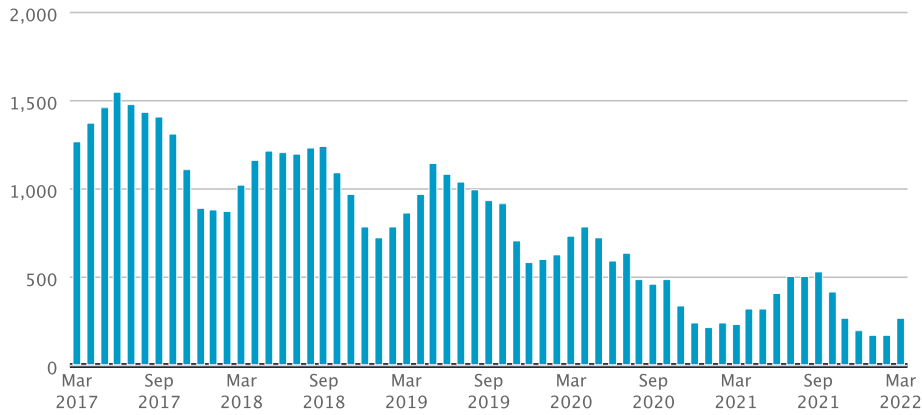
Average Sale Price



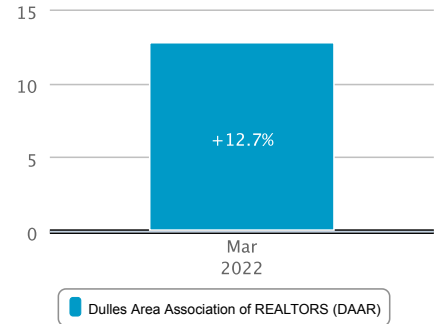
Median vs. Average Sale Price



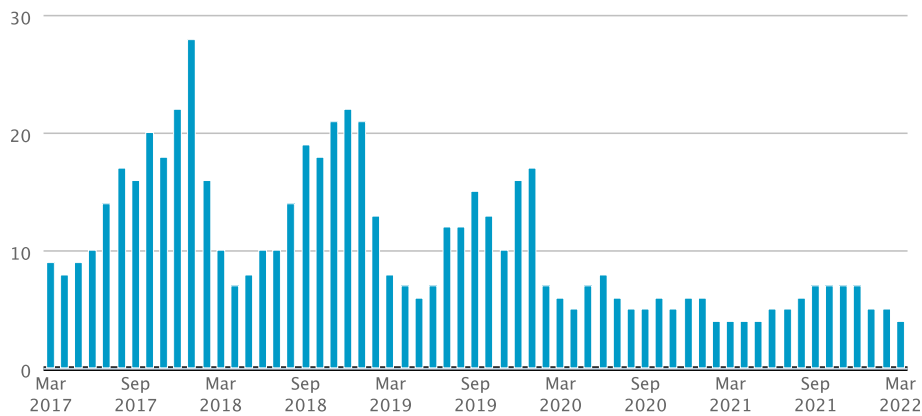
Active Listings



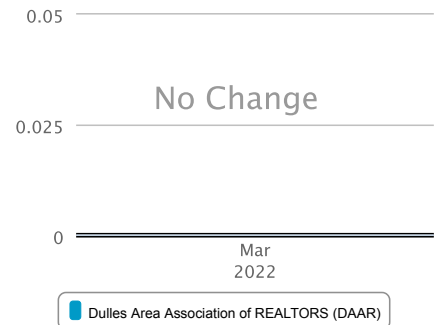
Mar 2022 vs. Mar 2021
YoY % Change



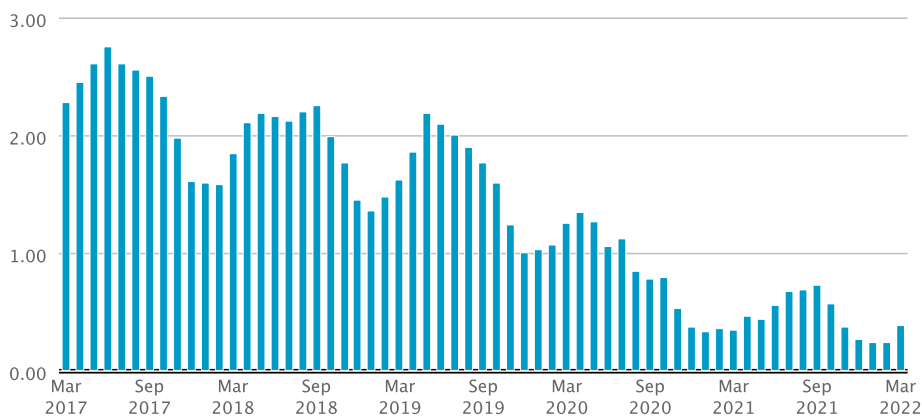
Median Days on Market



Mar 2022 vs. Mar 2021
YoY % Change



Months of Supply



Mar 2022 vs. Mar 2021
YoY % Change

