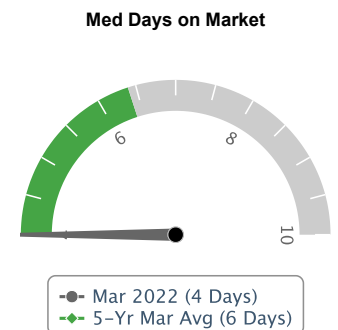
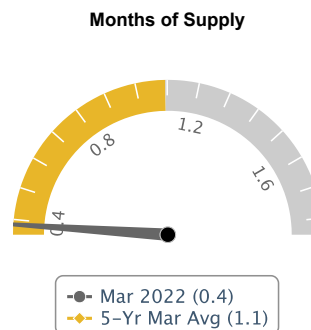
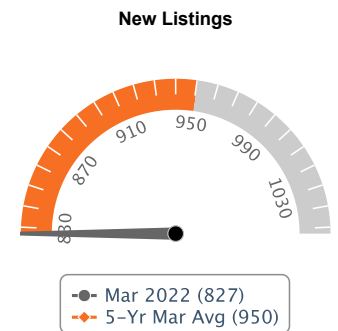
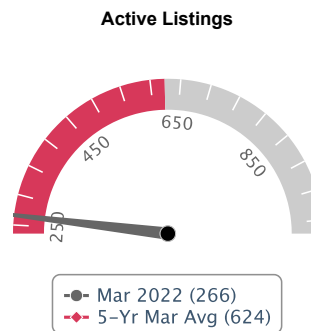
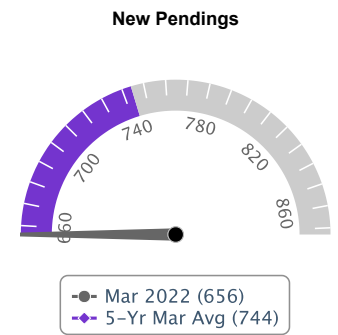
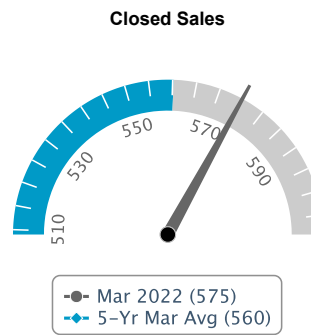


Association Executive Report

# March 2022

## Dulles Area Association of REALTORS

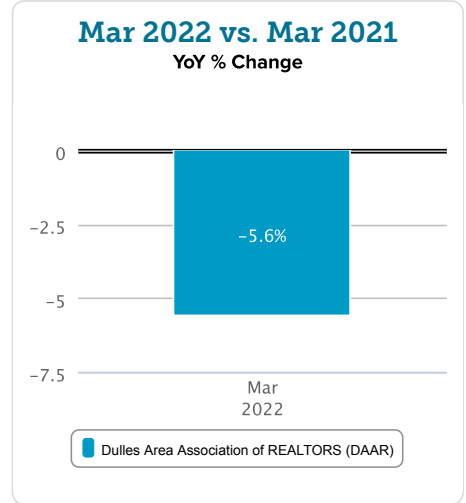
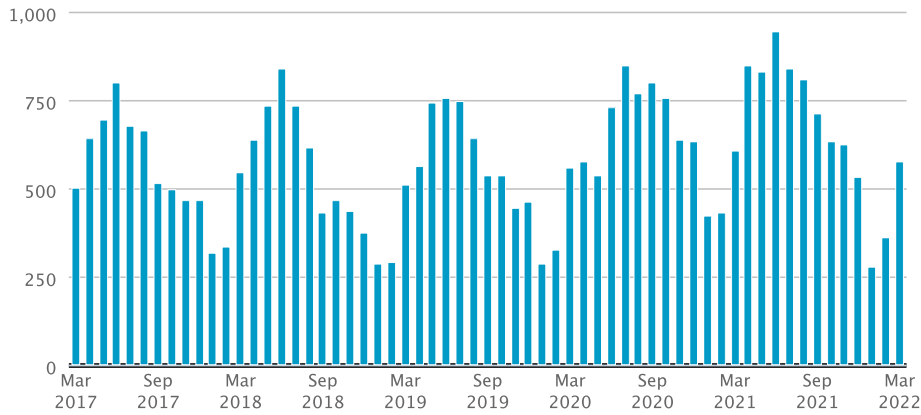
Statistic	Mar	YoY	MoM
<b>Total Sold Dollar Volume</b>	412,945,028	+ 8.2%	+60.8%
<b>Closed Sales</b>	575	- 5.6%	+ 59.7%
<b>Median Sold Price</b>	\$680,000	+18.2%	+ 8.8%
<b>Average Sold Price</b>	\$750,466	+16.5%	+ 2.9%
<b>Median Days on Market</b>	4 days	0%	- 20%
<b>Average Days on Market</b>	8 days	-27.3%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



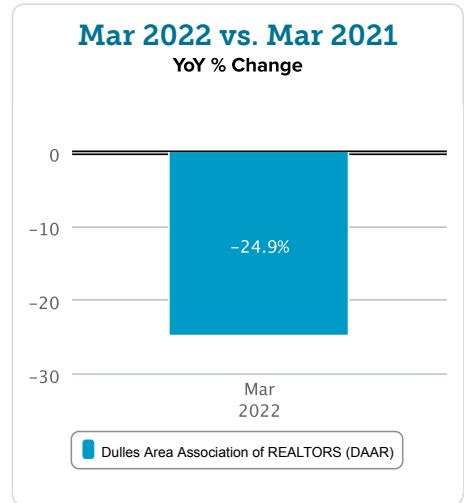
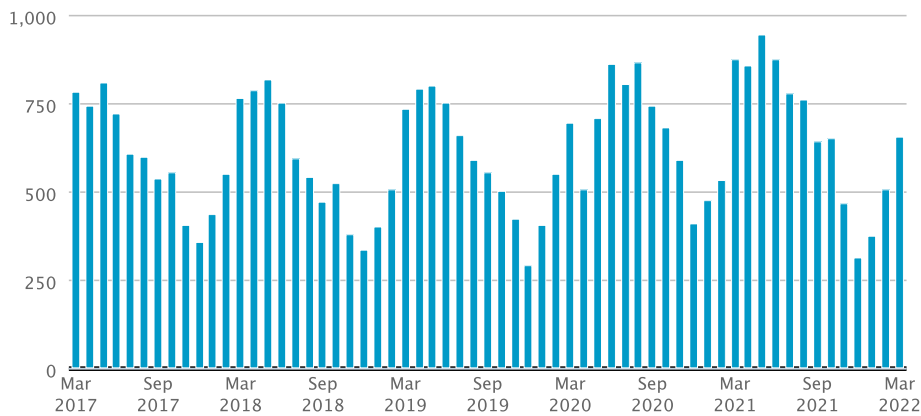
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for March was \$680,000, representing an increase of 8.8% compared to last month and an increase of 18.2% from Mar 2021. The average days on market for units sold in March was 8 days, 59% below the 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.

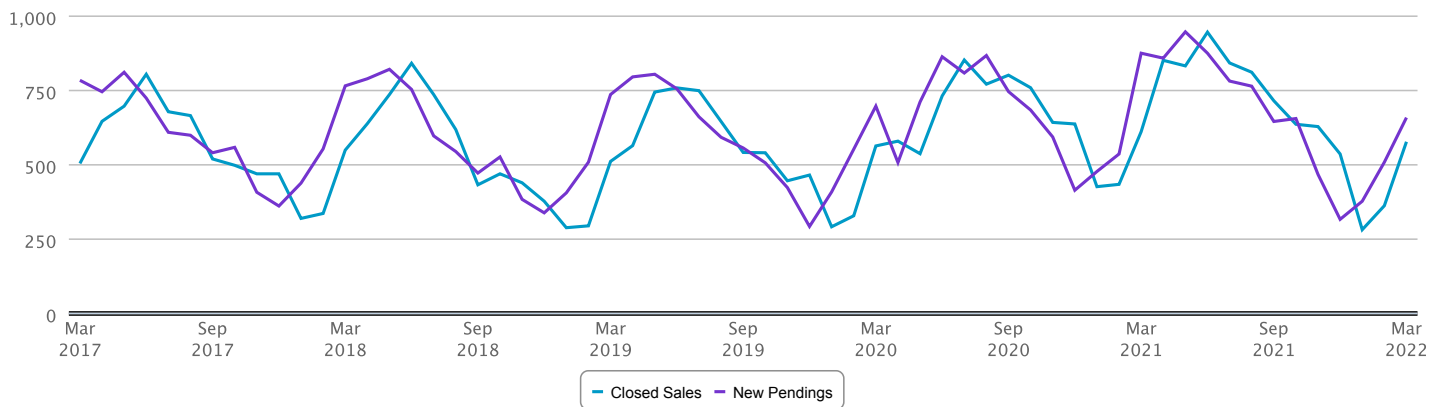
## Closed Sales



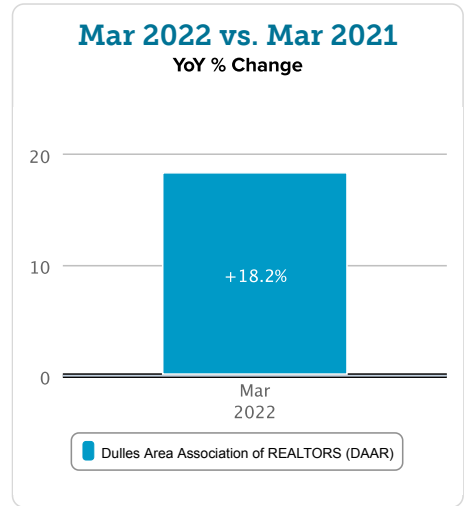
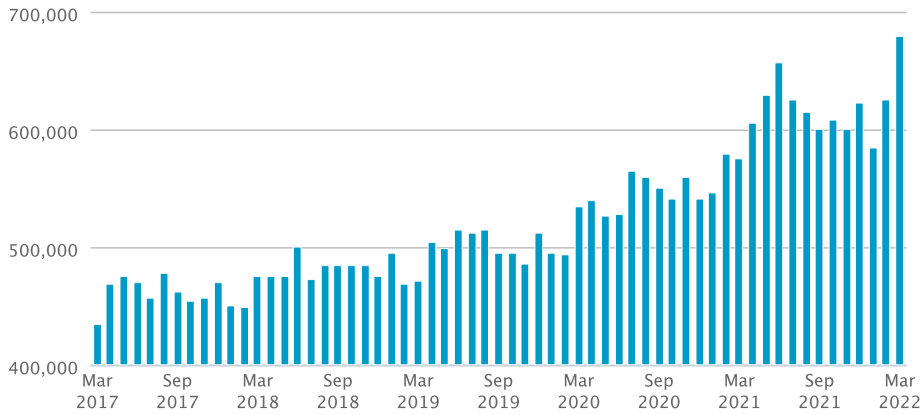
## New Pendings



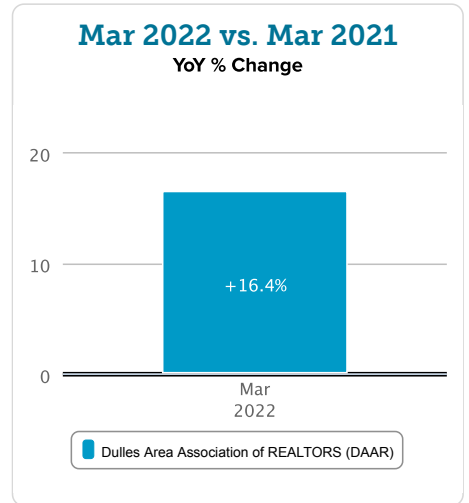
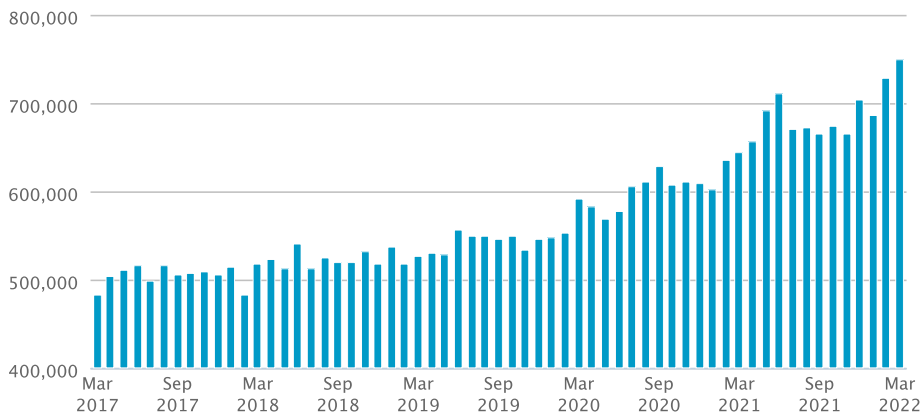
## Closed Sales vs. New Pendings



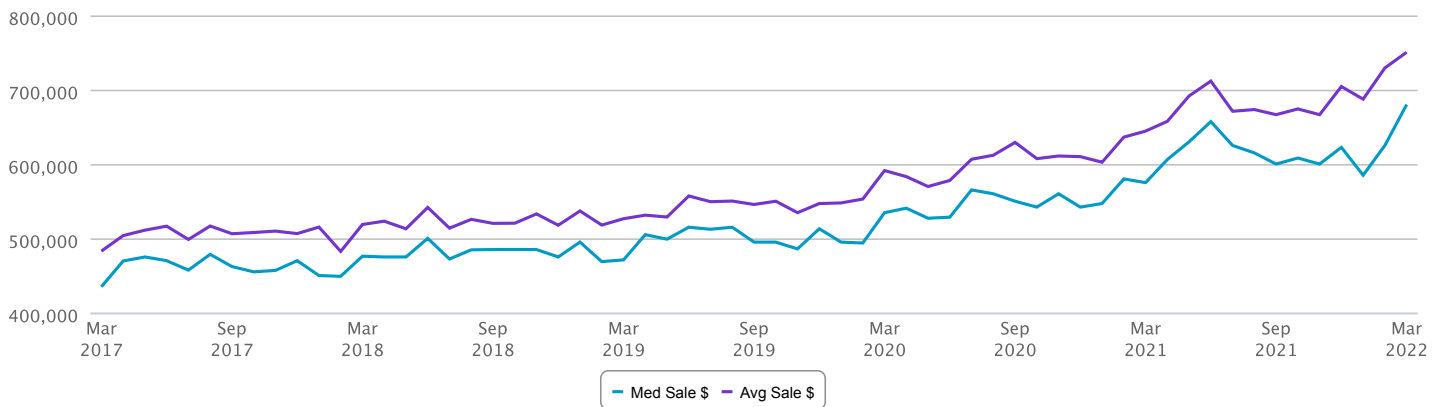
## Median Sale Price



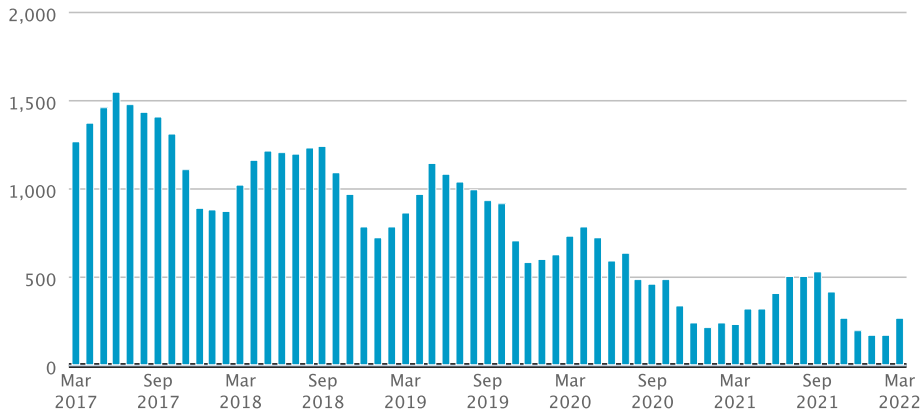
## Average Sale Price



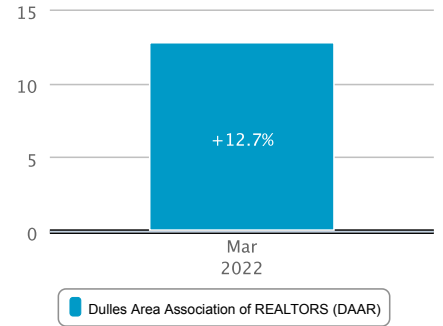
## Median vs. Average Sale Price



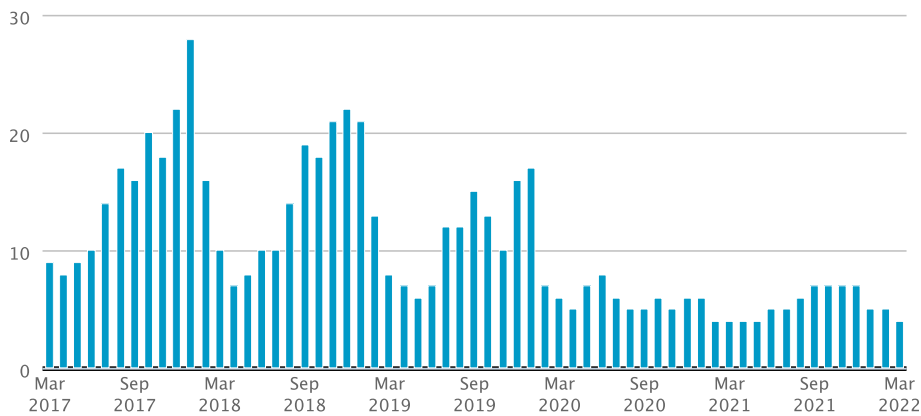
## Active Listings



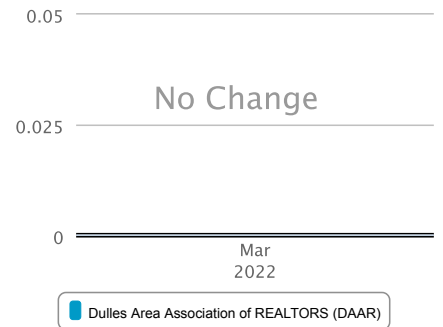
Mar 2022 vs. Mar 2021  
YoY % Change



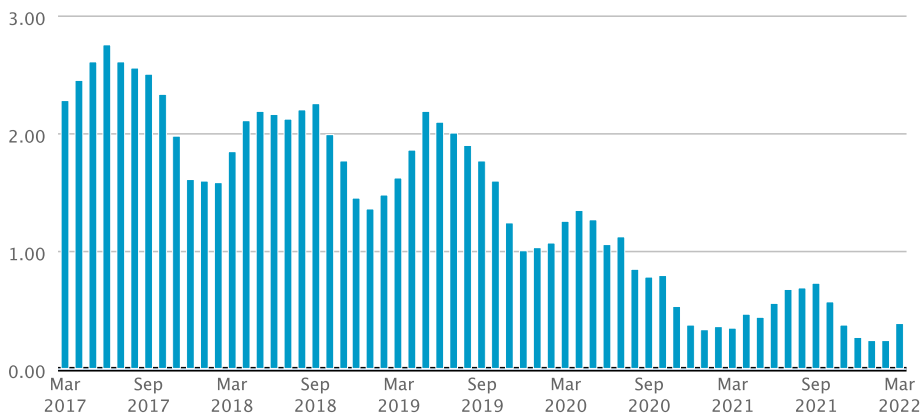
## Median Days on Market



Mar 2022 vs. Mar 2021  
YoY % Change



## Months of Supply



Mar 2022 vs. Mar 2021  
YoY % Change

