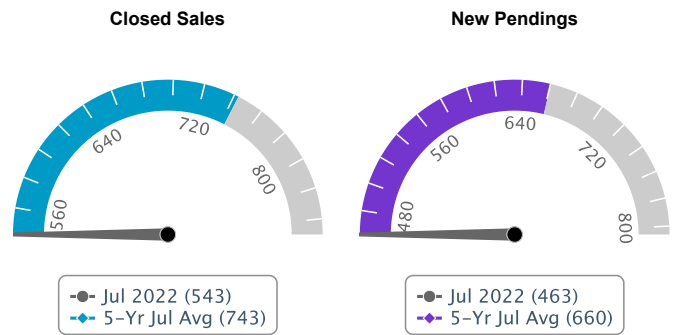


Association Executive Report

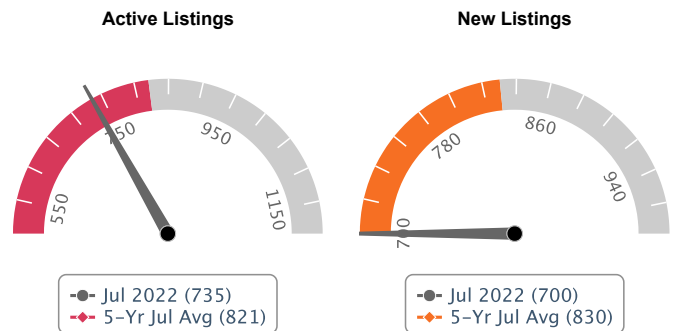
# July 2022

## Dulles Area Association of REALTORS

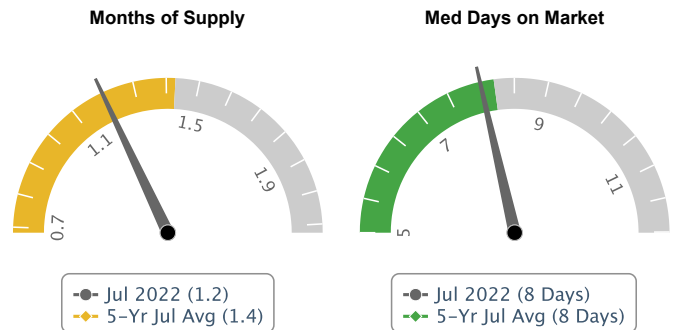
Statistic	Jul	YoY	MoM
<b>Total Sold Dollar Volume</b>	414,692,497	-24.6%	-22%
<b>Closed Sales</b>	543	-35.4%	-22.1%
<b>Median Sold Price</b>	\$685,000	+9.6%	-0.7%
<b>Average Sold Price</b>	\$767,272	+14.3%	-1.1%
<b>Median Days on Market</b>	8 days	+60%	+60%
<b>Average Days on Market</b>	12 days	+50%	+50%
<b>Median Price per Sq Foot</b>	\$254	+6.7%	-2.7%
<b>Average Price per Sq Foot</b>	\$260	+6.6%	-2.3%



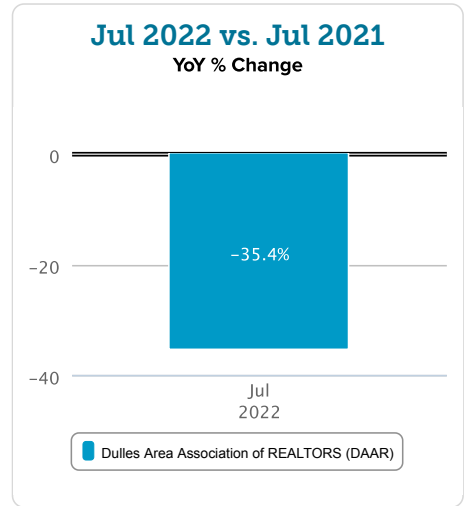
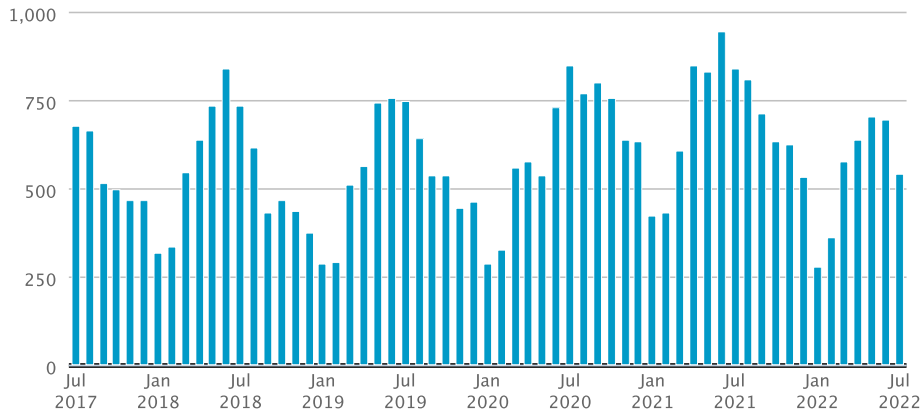
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for July was \$685,000, representing a decrease of 0.7% compared to last month and an increase of 9.6% from Jul 2021. The average days on market for units sold in July was 12 days, 34% below the 5-year July average of 18 days. There was a 23.1% month over month decrease in new contract activity with 463 New Pendings; a 15.2% MoM decrease in All Pendings (new contracts + contracts carried over from June) to 563; and an 11.7% increase in supply to 735 active units.



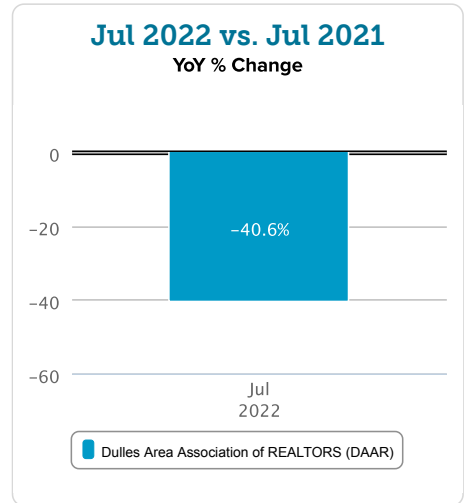
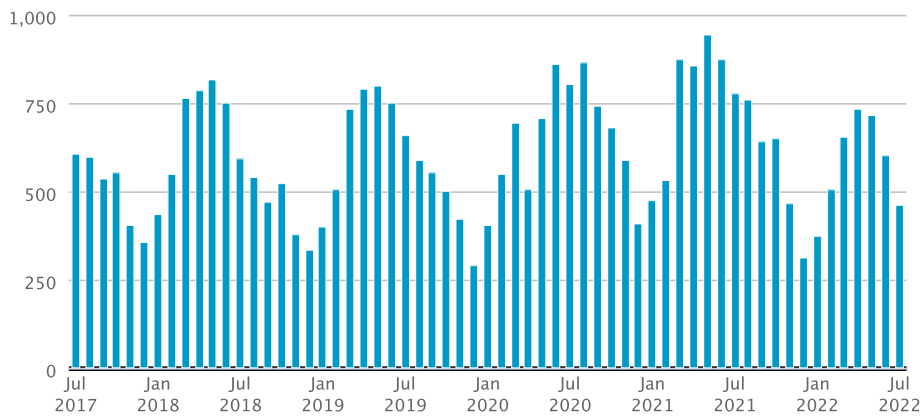
This activity resulted in a Contract Ratio of 0.77 pendings per active listing, down from 1.01 in June and a decrease from 1.70 in July 2021. The Contract Ratio is 28% lower than the 5-year July average of 1.06. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.



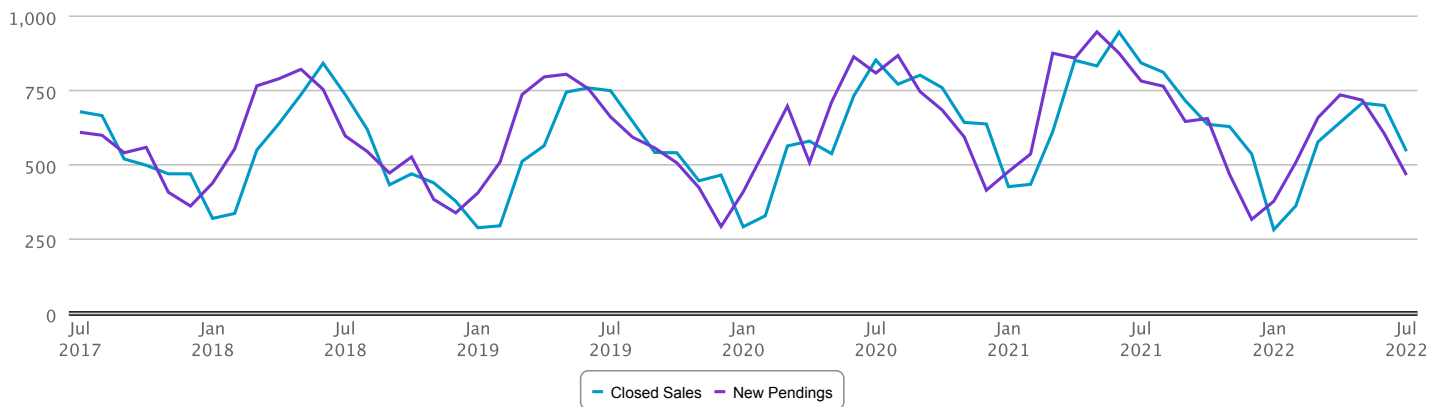
## Closed Sales



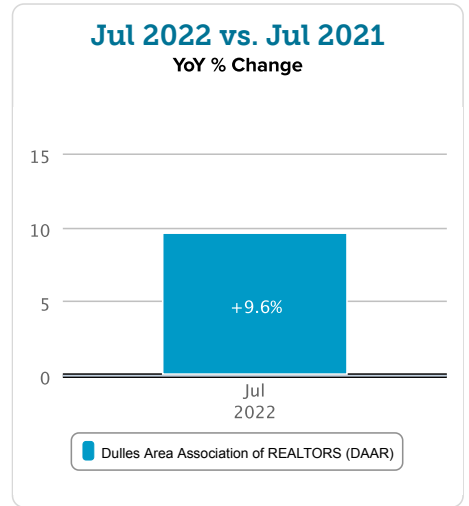
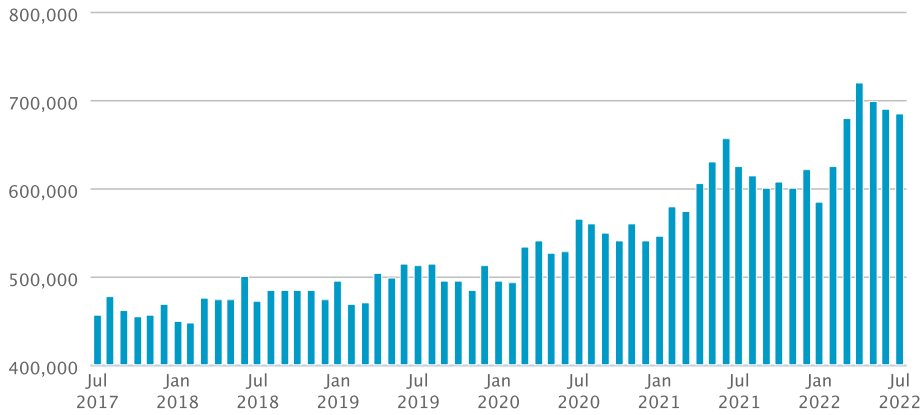
## New Pendings



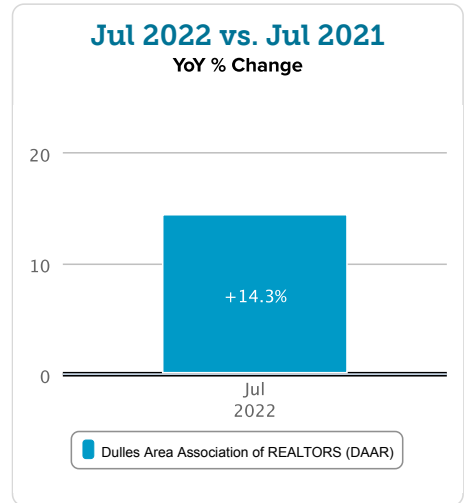
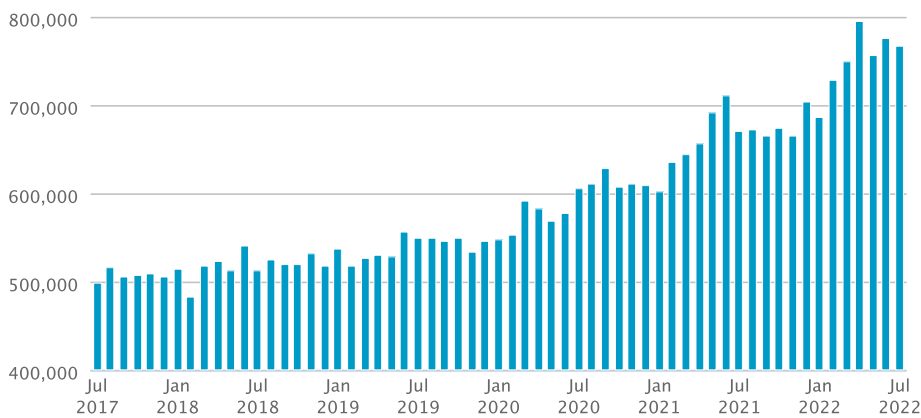
## Closed Sales vs. New Pendings



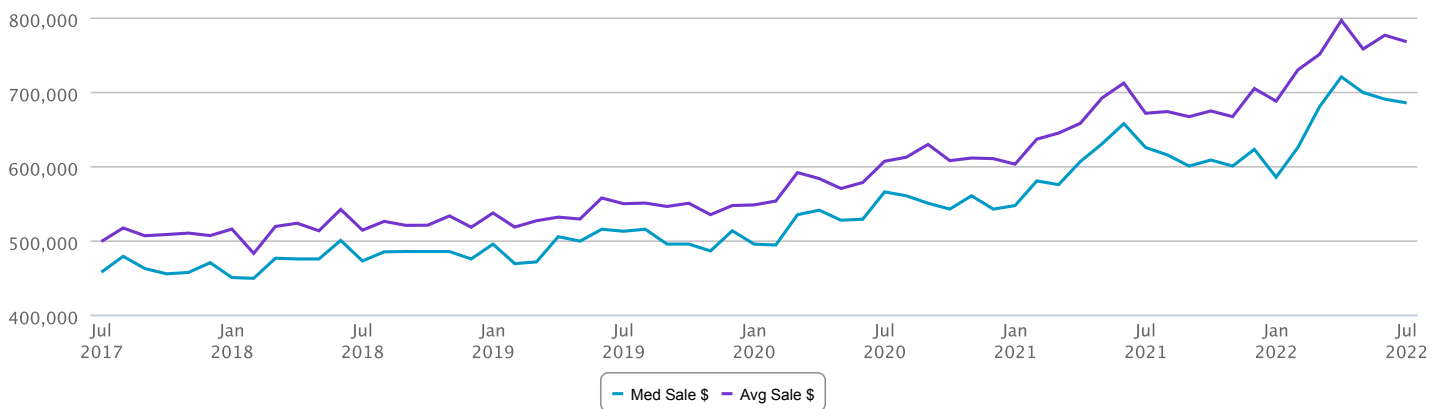
## Median Sale Price



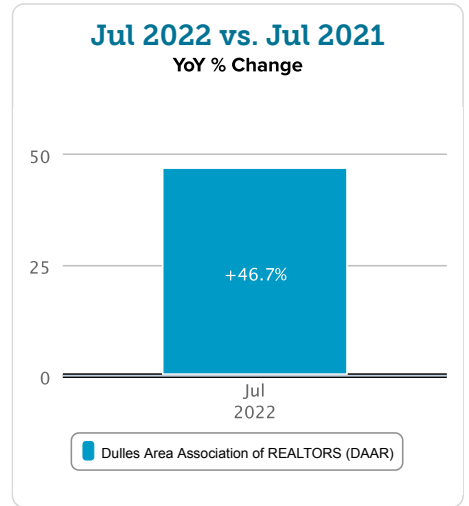
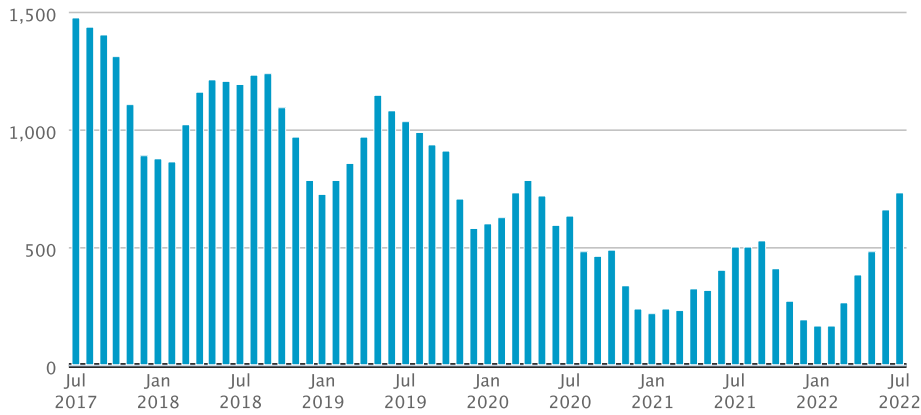
## Average Sale Price



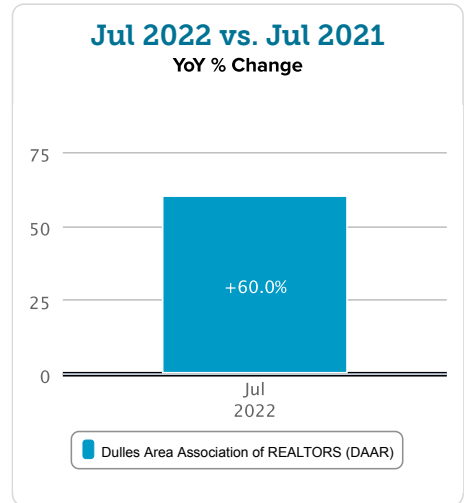
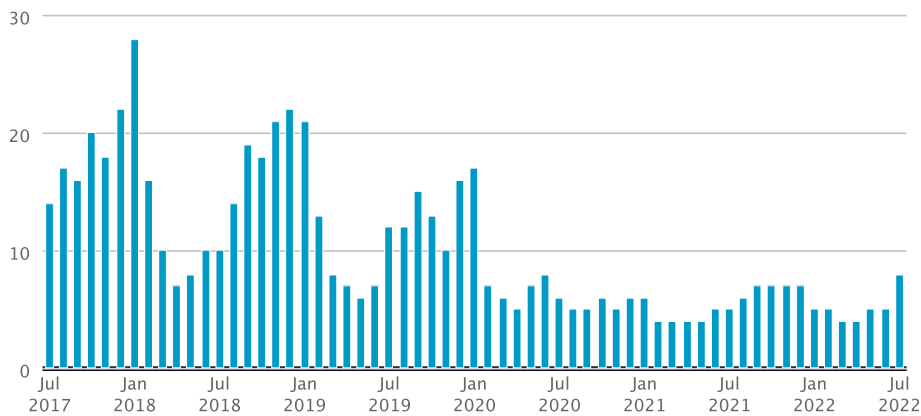
## Median vs. Average Sale Price



## Active Listings



## Median Days on Market



## Months of Supply

