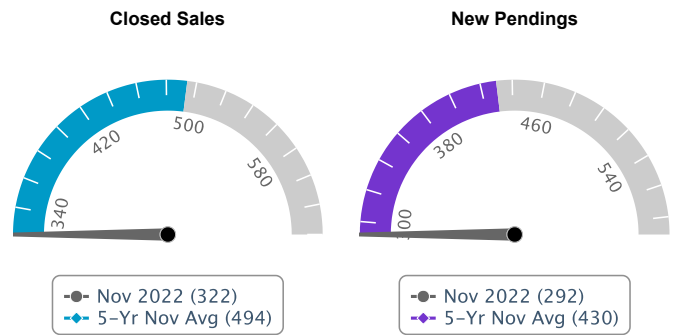


Association Executive Report

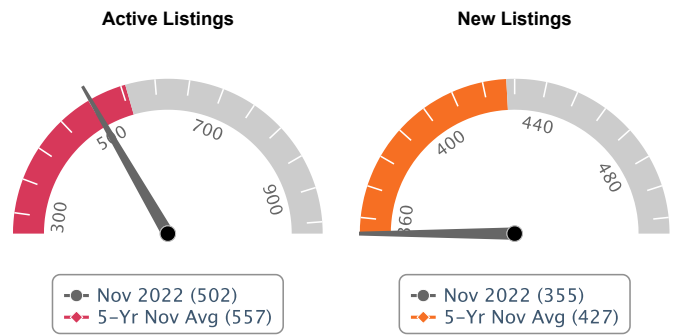
November 2022

Dulles Area Association of REALTORS

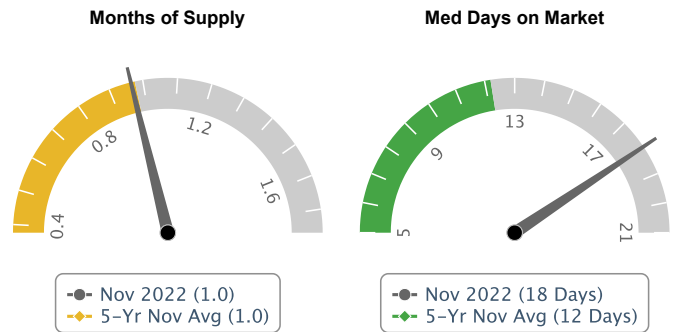
Statistic	Nov	YoY	MoM
Total Sold Dollar Volume	242,520,339	- 41%	- 21.8%
Closed Sales	322	- 48.6%	- 20.7%
Median Sold Price	\$627,500	+ 4.6%	- 4%
Average Sold Price	\$744,007	+ 11.7%	- 2.1%
Median Days on Market	18 days	+ 157.1%	+ 20%
Average Days on Market	27 days	+ 92.9%	+ 12.5%
Median Price per Sq Foot	\$250	+ 2%	- 0.8%
Average Price per Sq Foot	\$263	+ 5.6%	+ 1.2%



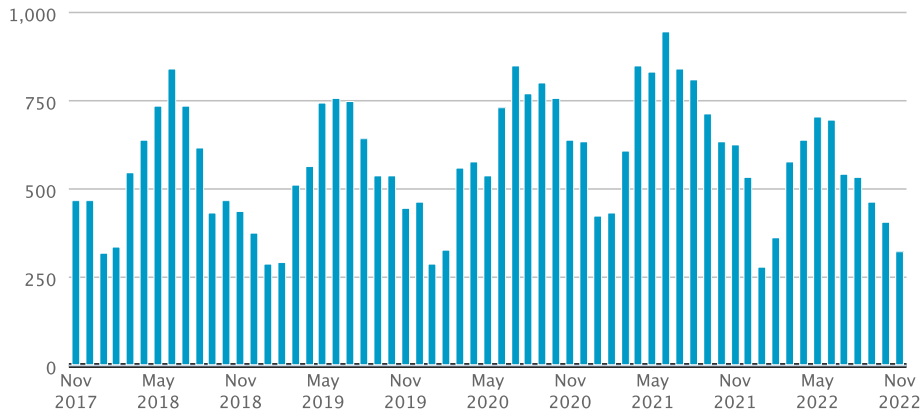
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for November was \$627,500, representing a decrease of 4% compared to last month and an increase of 4.6% from Nov 2021. The average days on market for units sold in November was 27 days, 17% above the 5-year November average of 23 days. There was a 15.6% month over month decrease in new contract activity with 292 New Pendings; a 10.3% MoM decrease in All Pendings (new contracts + contracts carried over from October) to 359; and a 19.3% decrease in supply to 502 active units.



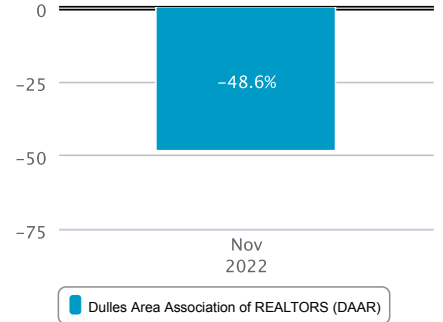
This activity resulted in a Contract Ratio of 0.72 pendings per active listing, up from 0.64 in October and a decrease from 2.03 in November 2021. The Contract Ratio is 43% lower than the 5-year November average of 1.27. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



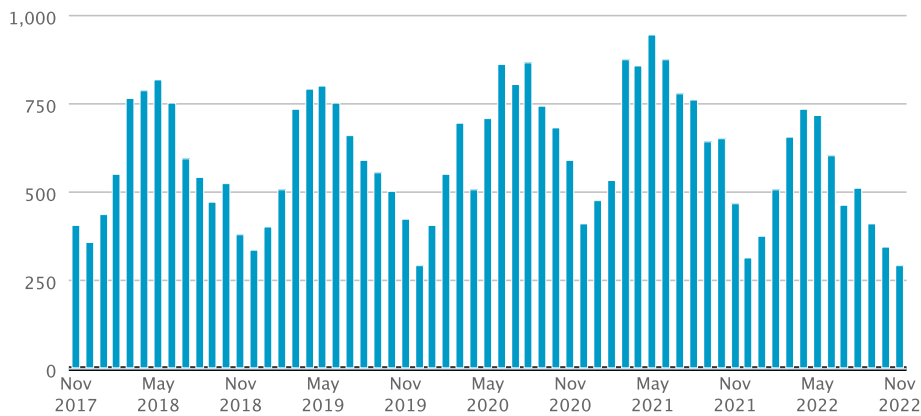
Closed Sales



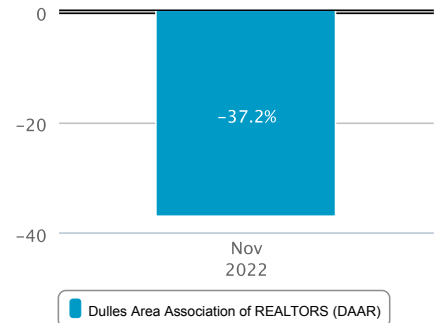
Nov 2022 vs. Nov 2021
YoY % Change



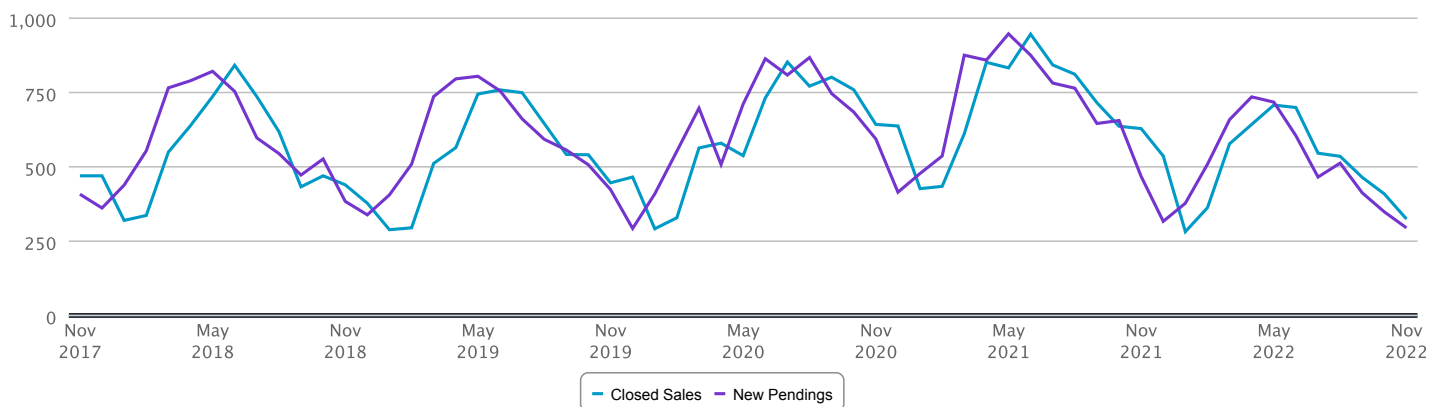
New Pendings



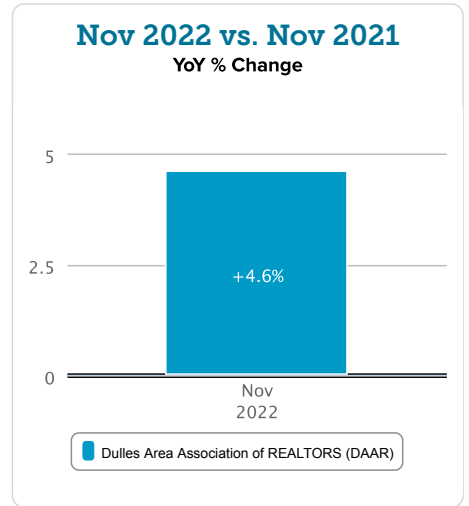
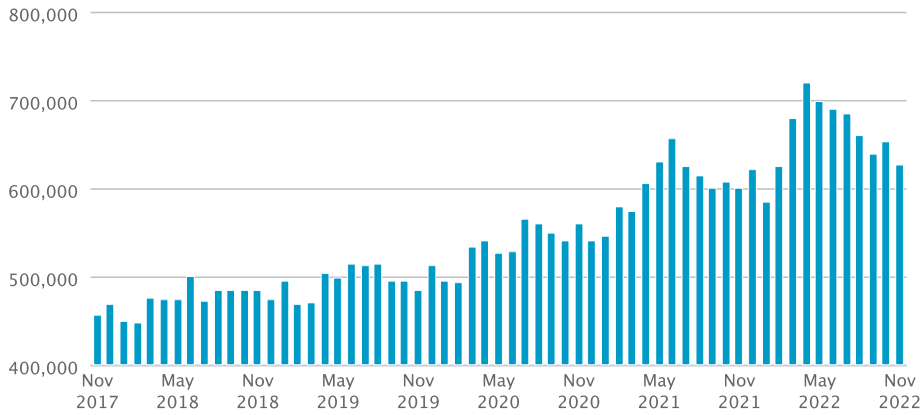
Nov 2022 vs. Nov 2021
YoY % Change



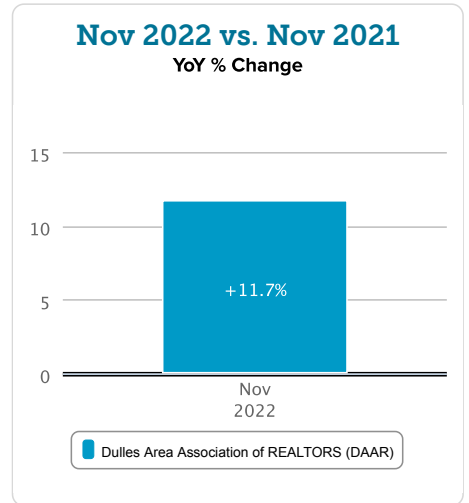
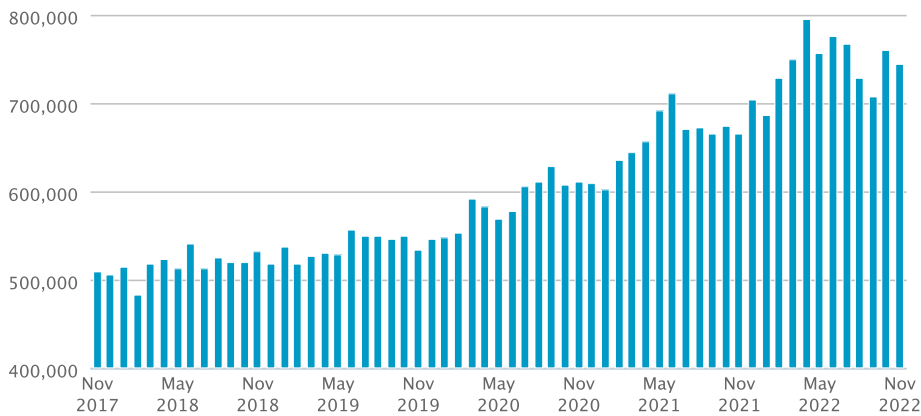
Closed Sales vs. New Pendings



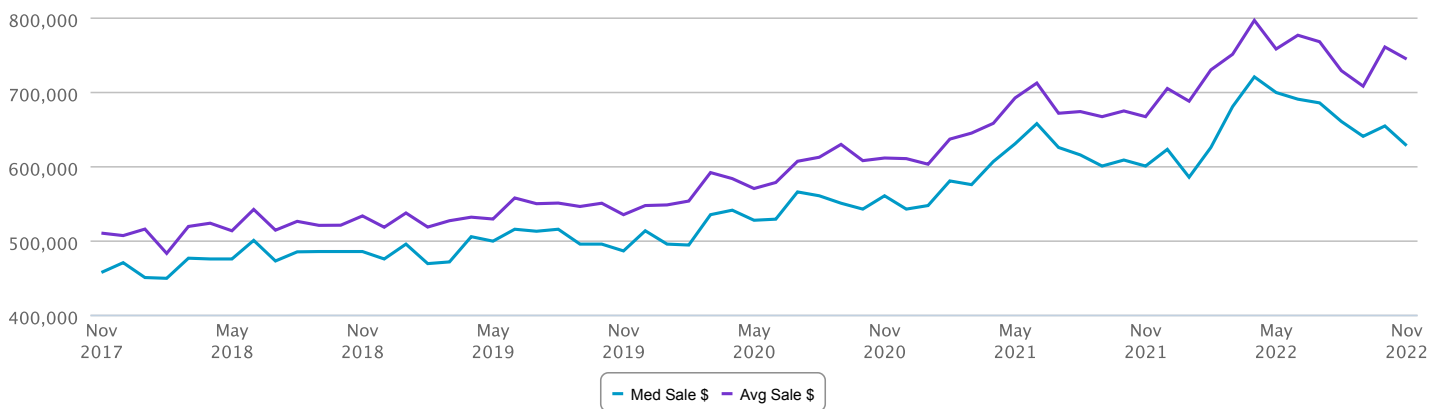
Median Sale Price



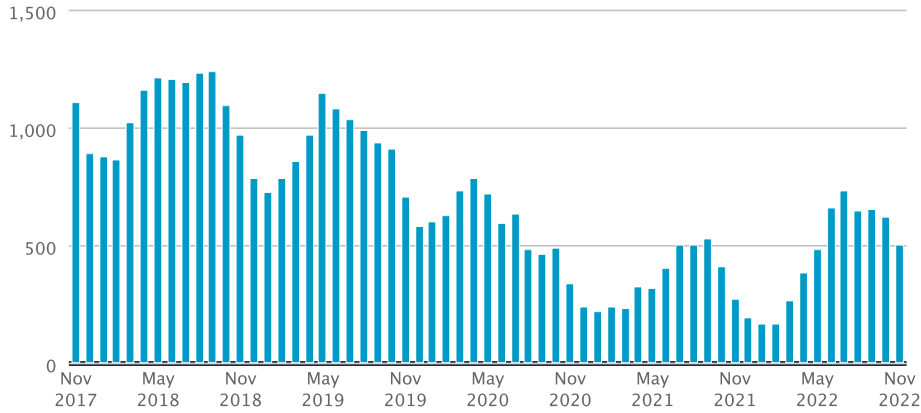
Average Sale Price



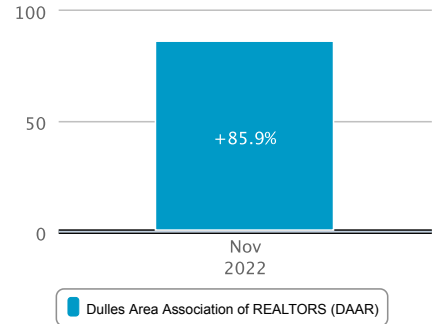
Median vs. Average Sale Price



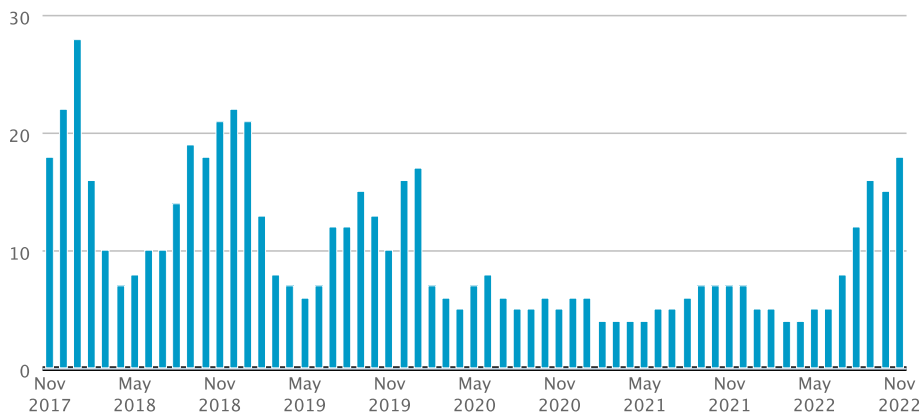
Active Listings



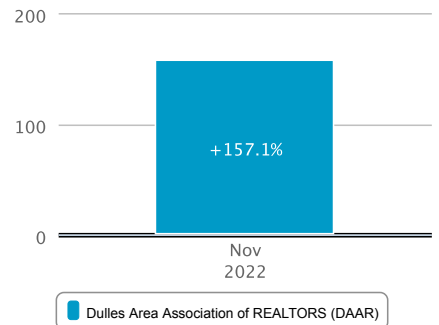
Nov 2022 vs. Nov 2021
YoY % Change



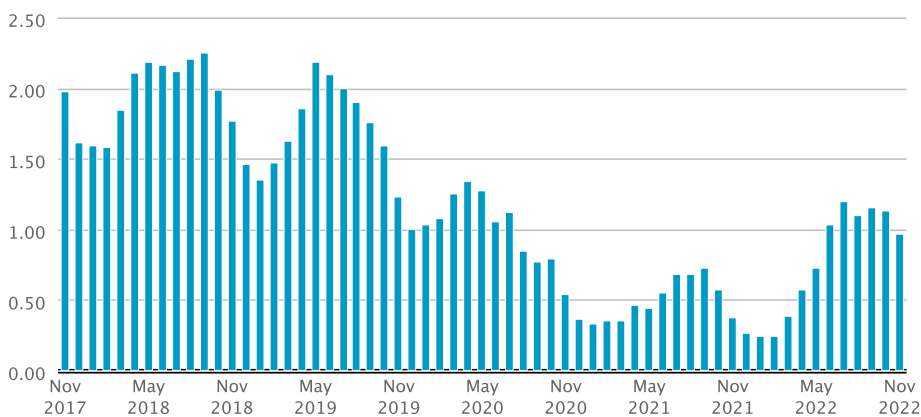
Median Days on Market



Nov 2022 vs. Nov 2021
YoY % Change



Months of Supply



Nov 2022 vs. Nov 2021
YoY % Change

