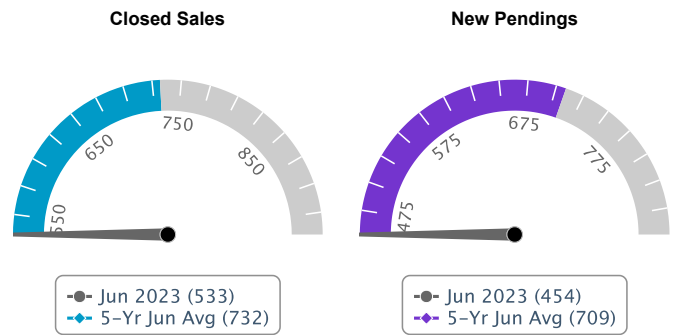


Association Executive Report

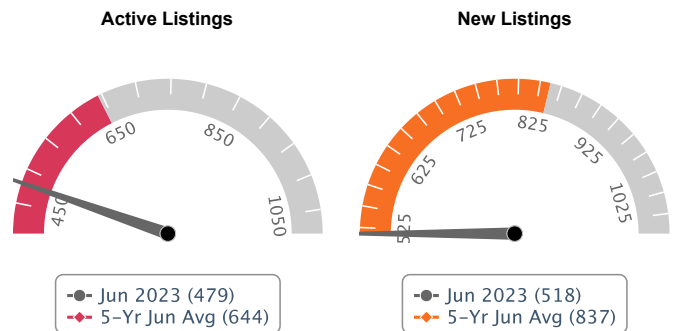
# June 2023

## Dulles Area Association of REALTORS

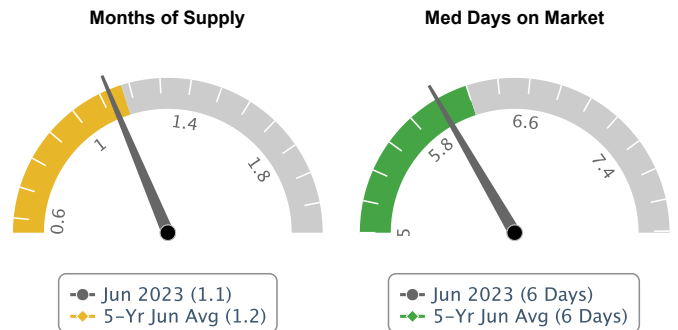
Statistic	Jun	YoY	MoM
<b>Total Sold Dollar Volume</b>	403,087,885	- 24.1%	+ 1.9%
<b>Closed Sales</b>	533	- 23.5%	+ 6.2%
<b>Median Sold Price</b>	\$689,000	- 0.1%	- 3.6%
<b>Average Sold Price</b>	\$764,853	- 1.5%	- 4.3%
<b>Median Days on Market</b>	6 days	+ 20%	+ 20%
<b>Average Days on Market</b>	14 days	+ 75%	+16.7%
<b>Median Price per Sq Foot</b>	\$268	+ 2.7%	0%
<b>Average Price per Sq Foot</b>	\$272	+ 2.3%	- 2.5%



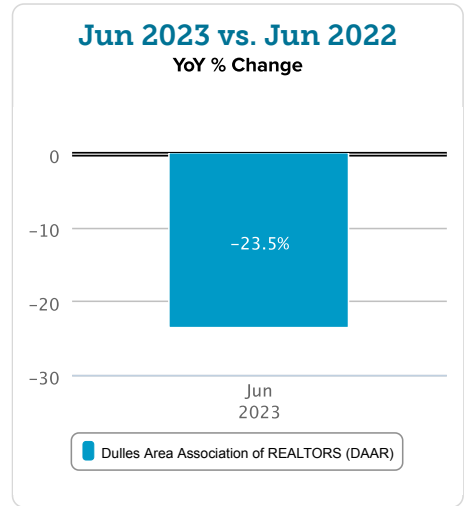
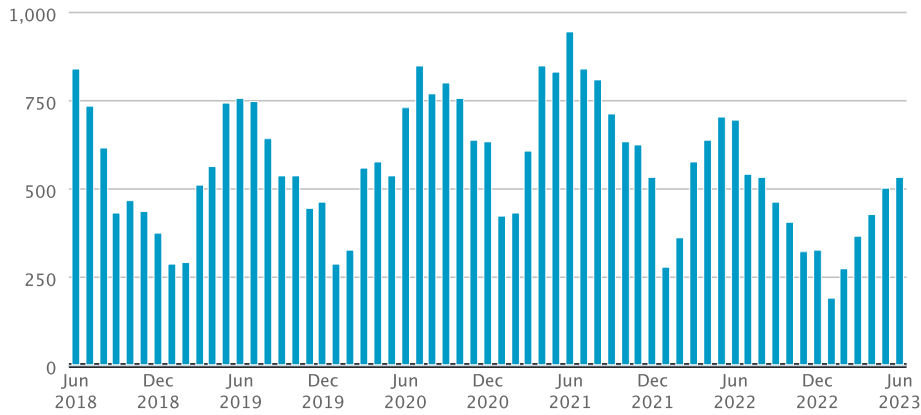
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for June was \$689,000, representing a decrease of 3.6% compared to last month and a decrease of 0.1% from Jun 2022. The average days on market for units sold in June was 14 days, 1% above the 5-year June average of 14 days. There was a 12.5% month over month decrease in new contract activity with 454 New Pendings; a 17% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 464; and a 10.9% increase in supply to 479 active units.



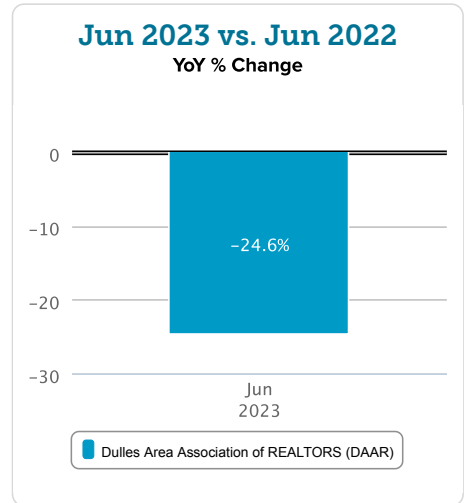
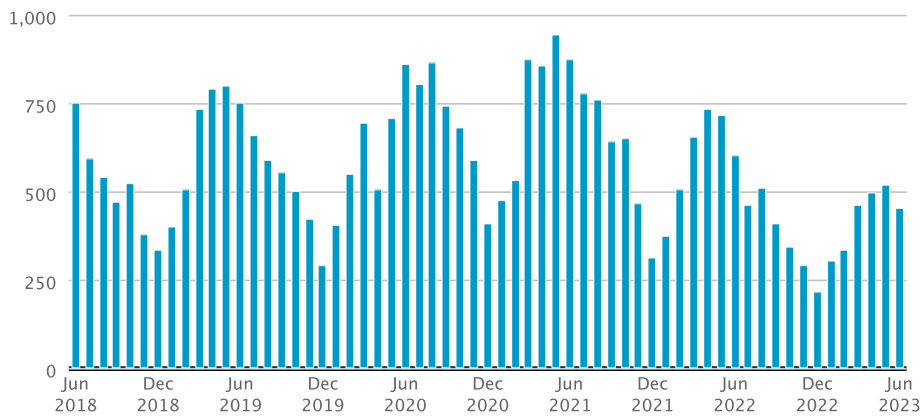
This activity resulted in a Contract Ratio of 0.97 pendings per active listing, down from 1.29 in May and a decrease from 1.01 in June 2022. The Contract Ratio is 29% lower than the 5-year June average of 1.36. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.



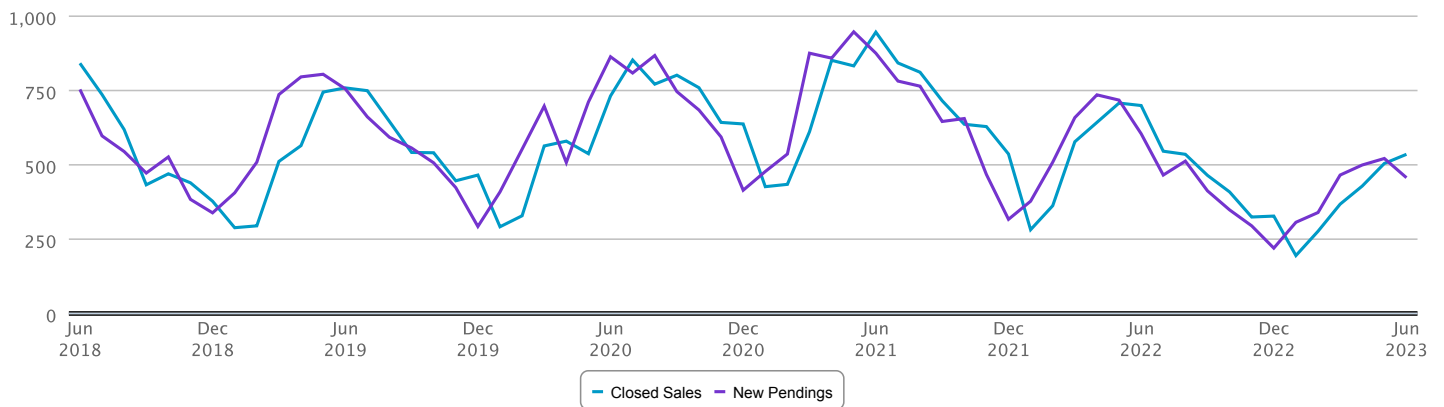
## Closed Sales



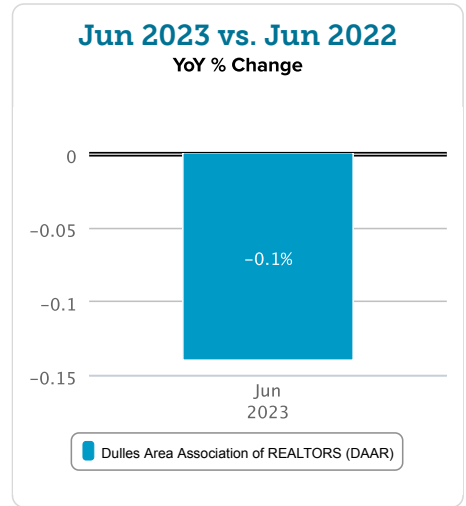
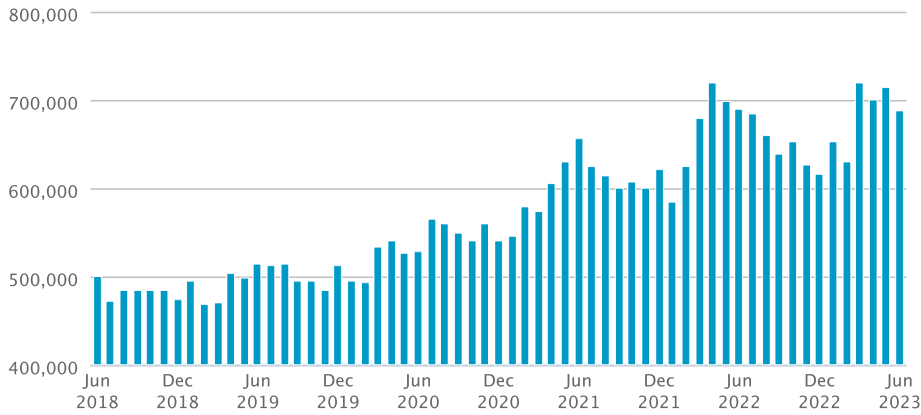
## New Pendings



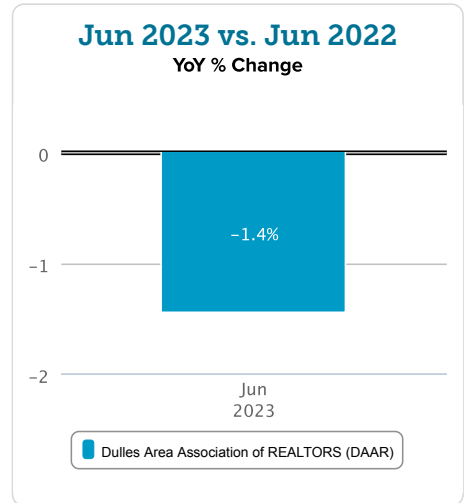
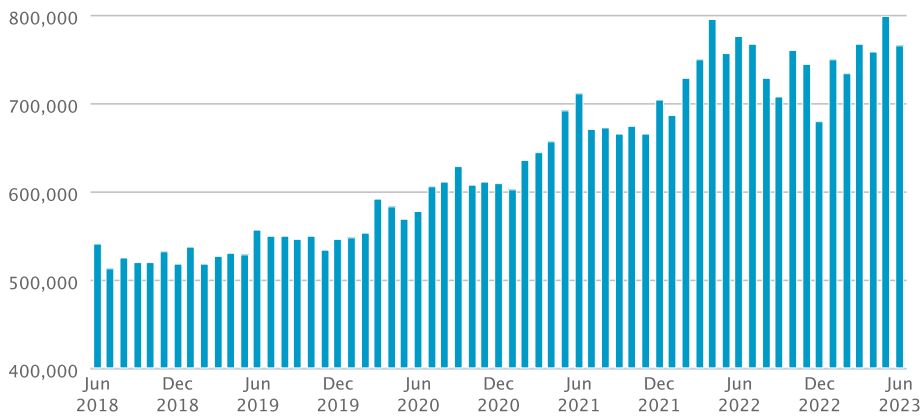
## Closed Sales vs. New Pendings



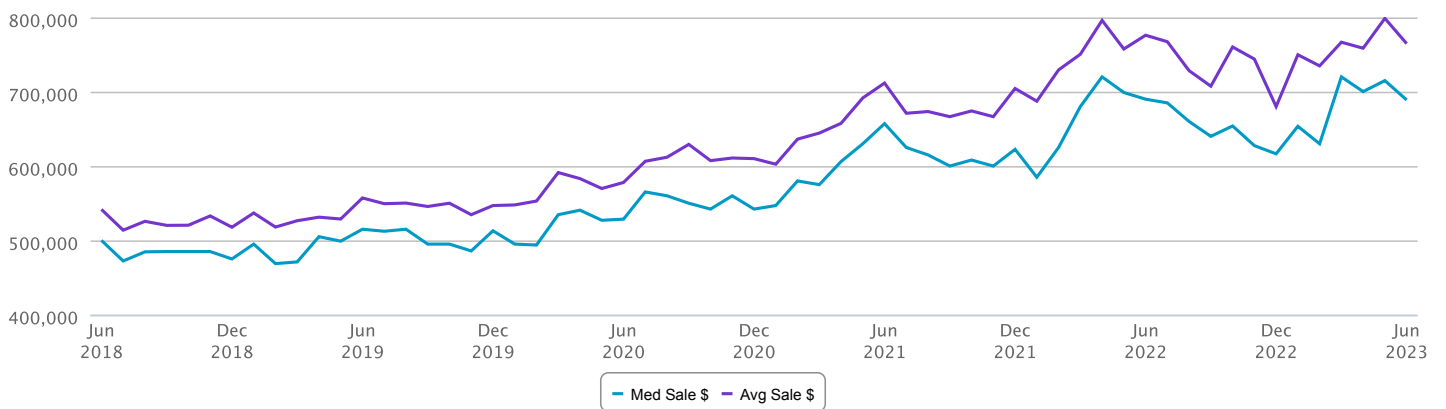
## Median Sale Price



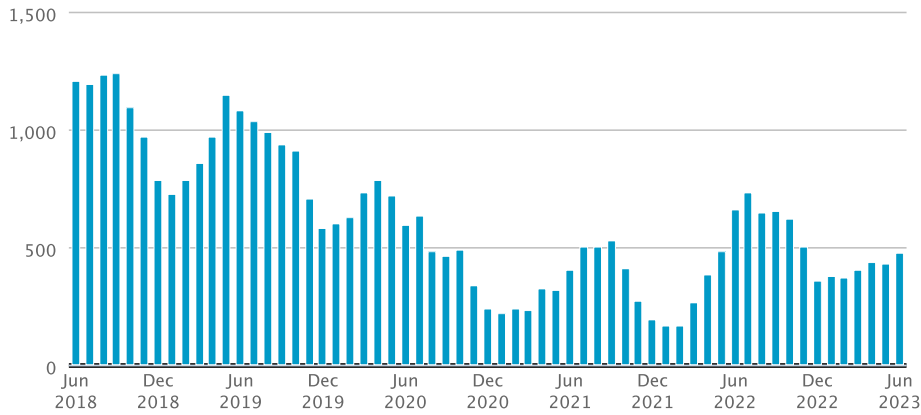
## Average Sale Price



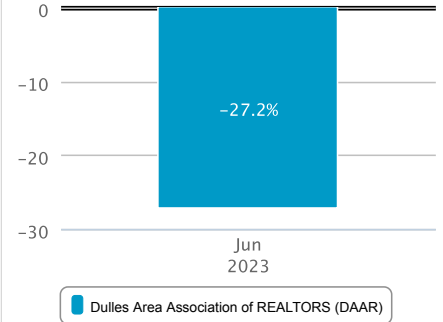
## Median vs. Average Sale Price



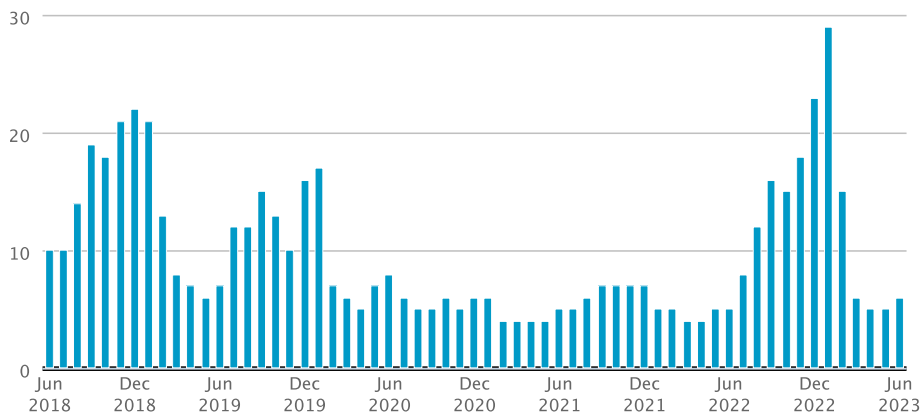
## Active Listings



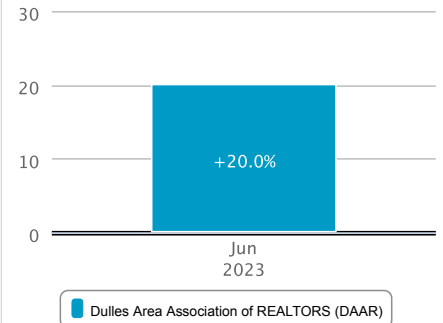
Jun 2023 vs. Jun 2022  
YoY % Change



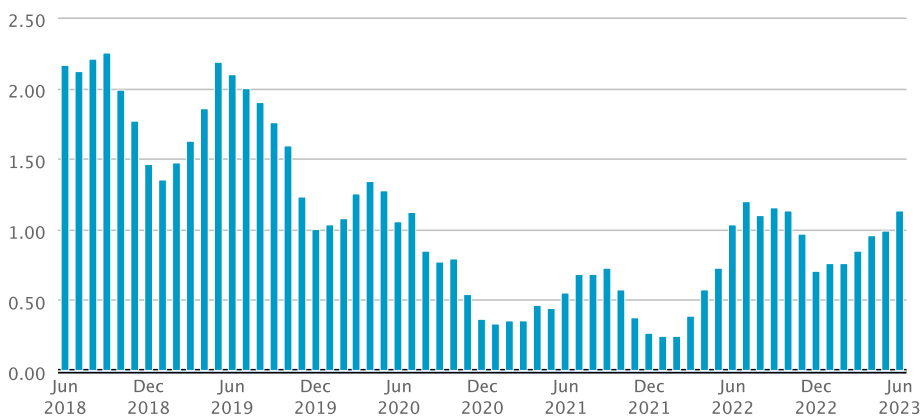
## Median Days on Market



Jun 2023 vs. Jun 2022  
YoY % Change



## Months of Supply



Jun 2023 vs. Jun 2022  
YoY % Change

