

Association Executive Report

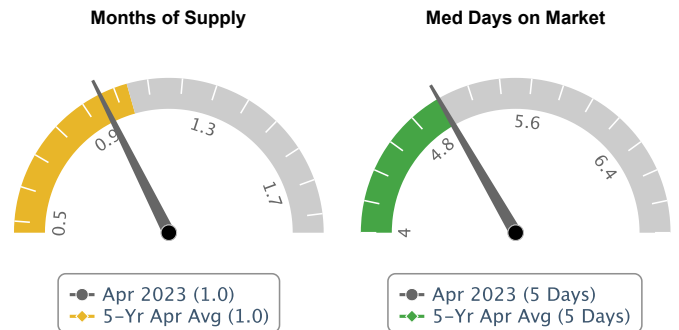
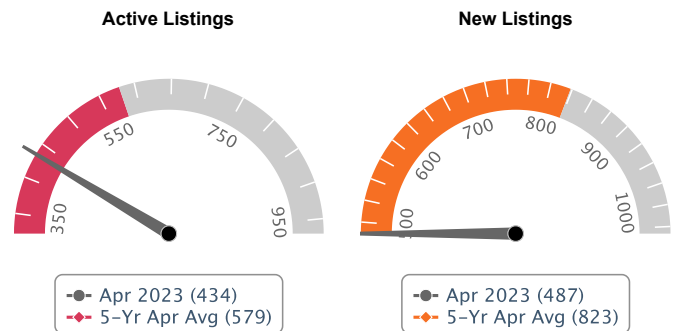
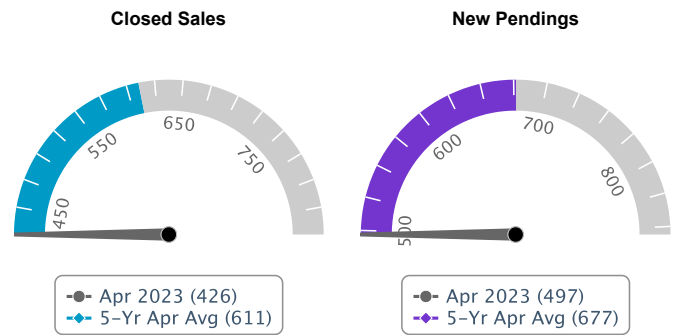
April 2023

Dulles Area Association of REALTORS

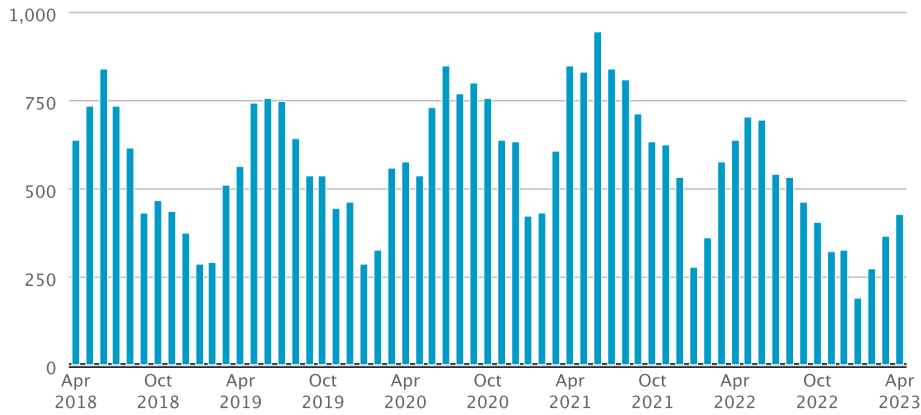
Statistic	Apr	YoY	MoM
Total Sold Dollar Volume	318,750,274	- 34.7%	+14.7%
Closed Sales	426	- 33.4%	+16.7%
Median Sold Price	\$700,250	- 2.7%	- 2.7%
Average Sold Price	\$758,560	- 4.7%	- 1.1%
Median Days on Market	5 days	+ 25%	-16.7%
Average Days on Market	16 days	+128.6%	- 20%
Median Price per Sq Foot	\$258	- 3.7%	0%
Average Price per Sq Foot	\$266	- 6.7%	+ 0.4%

In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for April was \$700,250, representing a decrease of 2.7% compared to last month and a decrease of 2.7% from Apr 2022. The average days on market for units sold in April was 16 days, 21% above the 5-year April average of 13 days. There was a 7.3% month over month increase in new contract activity with 497 New Pending; a 10.4% MoM increase in All Pending (new contracts + contracts carried over from March) to 562; and an 8.2% increase in supply to 434 active units.

This activity resulted in a Contract Ratio of 1.29 pendings per active listing, up from 1.27 in March and a decrease from 1.95 in April 2022. The Contract Ratio is 20% lower than the 5-year April average of 1.62. 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.

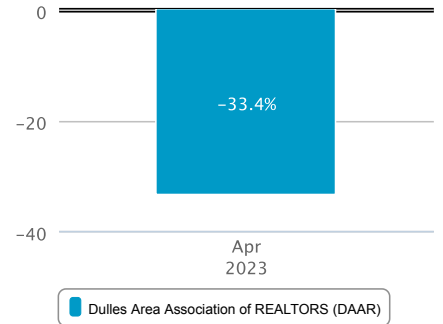


Closed Sales

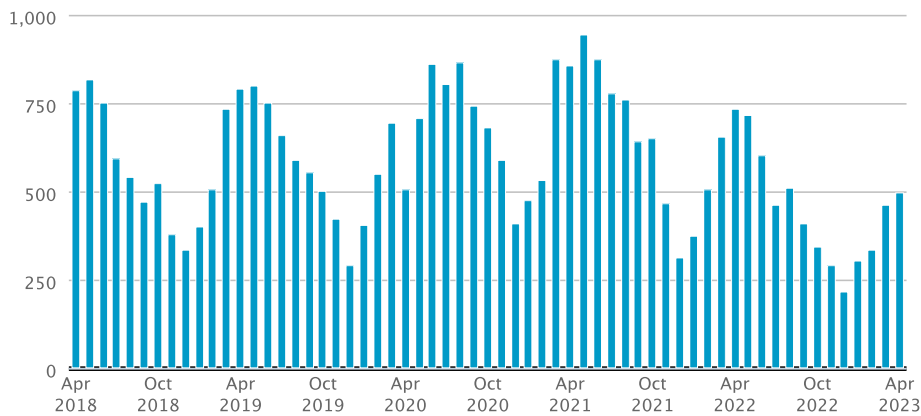


Apr 2023 vs. Apr 2022

YoY % Change

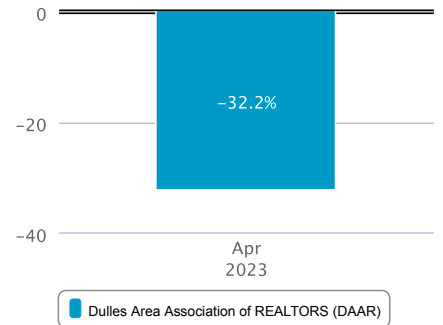


New Pendings

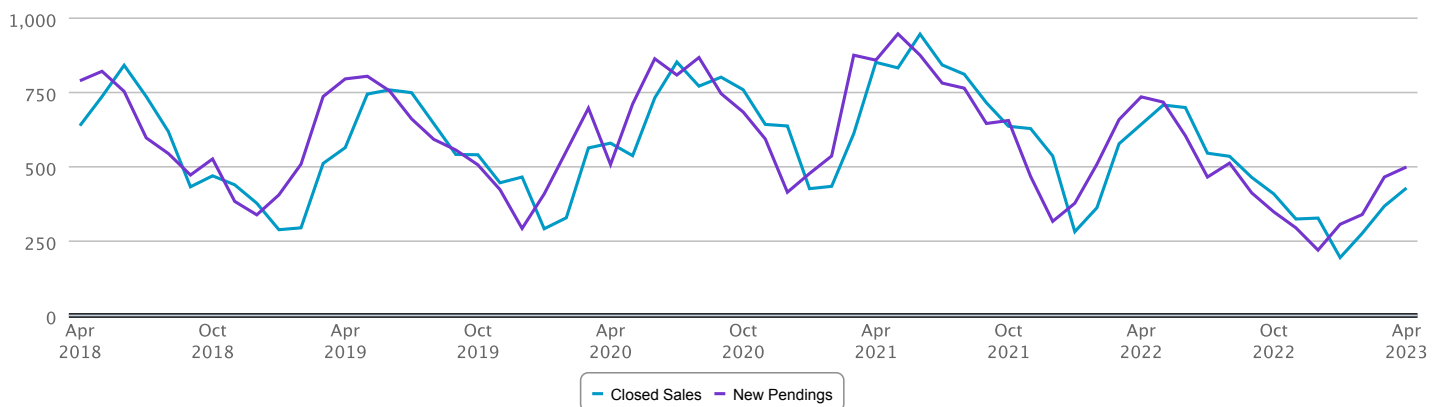


Apr 2023 vs. Apr 2022

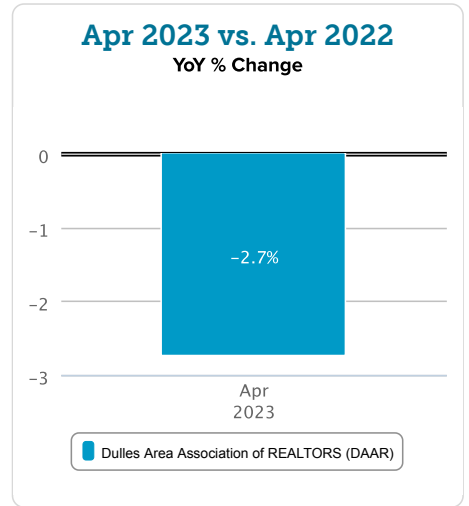
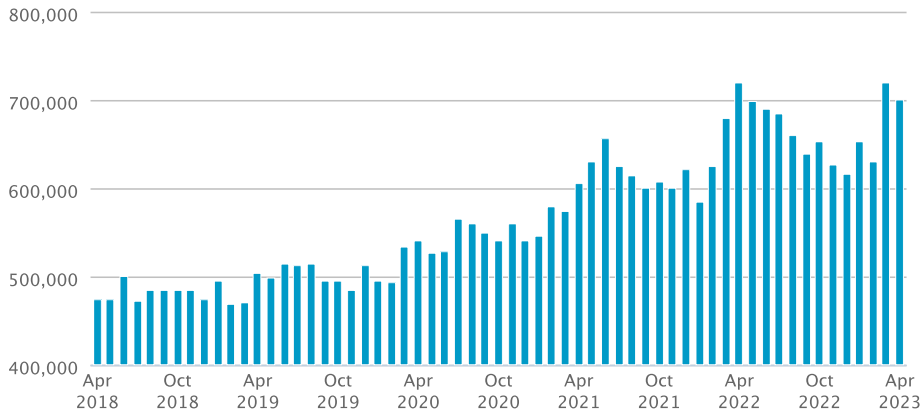
YoY % Change



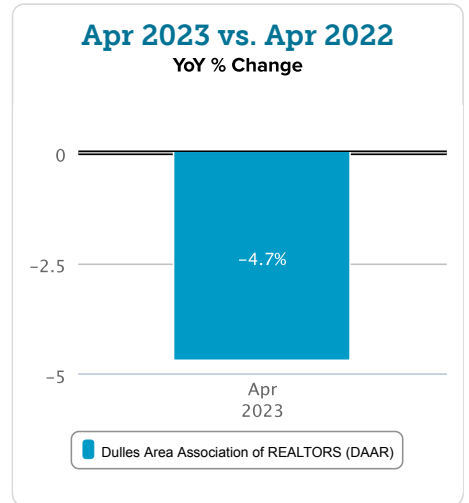
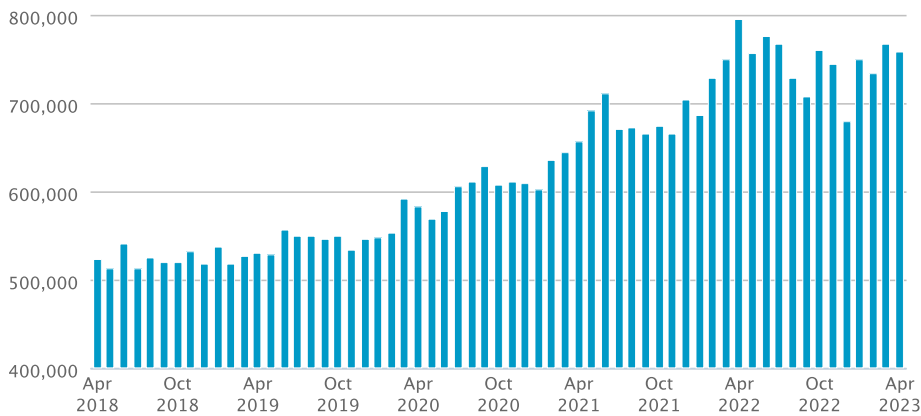
Closed Sales vs. New Pendings



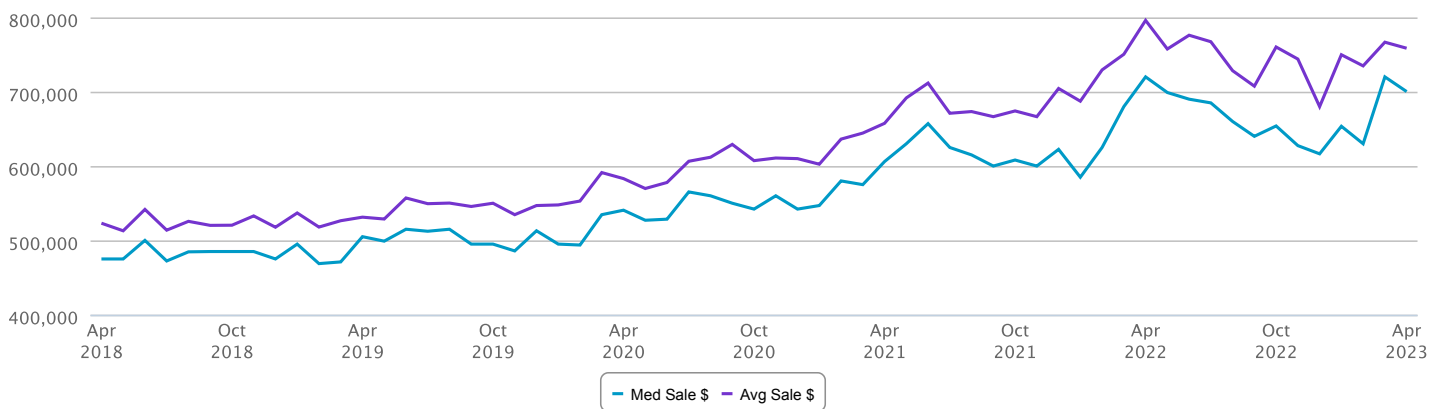
Median Sale Price



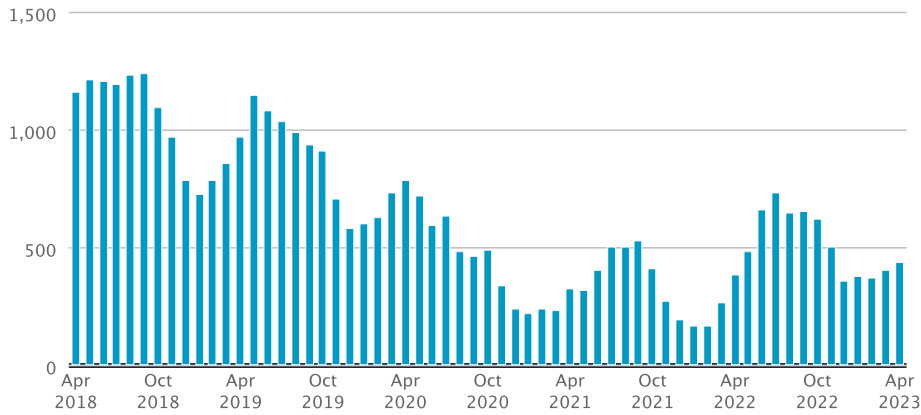
Average Sale Price



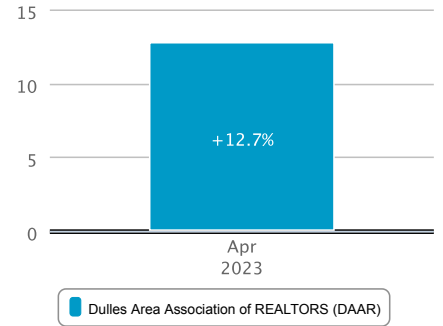
Median vs. Average Sale Price



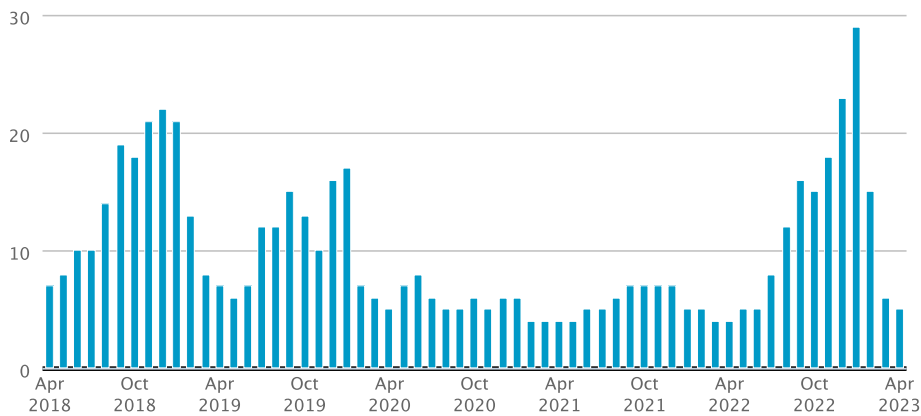
Active Listings



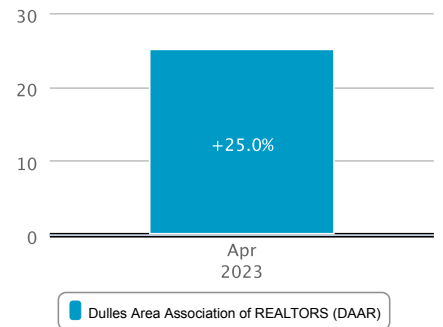
Apr 2023 vs. Apr 2022
YoY % Change



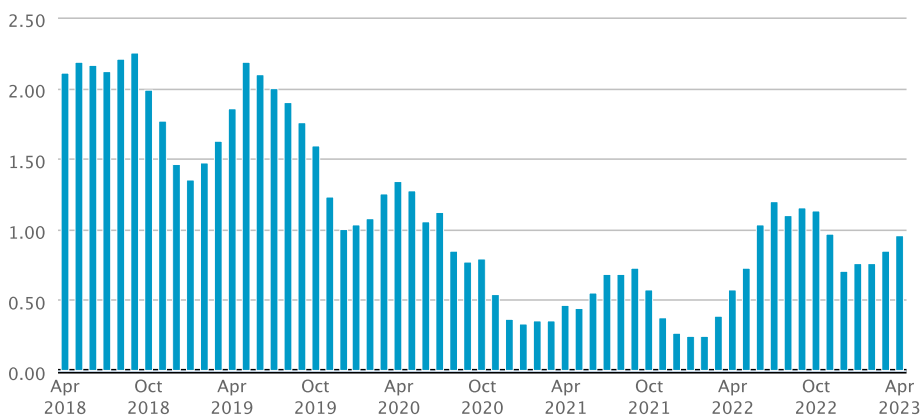
Median Days on Market



Apr 2023 vs. Apr 2022
YoY % Change



Months of Supply



Apr 2023 vs. Apr 2022
YoY % Change

