

# June 2019

All Home Types  
Detached  
Attached  
Attached/Townhouse  
Condo & Coop

## Local Market Insight

### Vienna, VA



Presented by  
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## June 2019

### Vienna, VA

**New Listings** **124**

↓ **-29.1%** from May 2019: **175**  
↓ **-6.8%** from Jun 2018: **133**

YTD	2019	2018	+/-
	<b>797</b>	<b>753</b>	5.8%

5-year Jun average: **138**

**New Pendings** **95**

↓ **-19.5%** from May 2019: **118**  
↑ **2.2%** from Jun 2018: **93**

YTD	2019	2018	+/-
	<b>592</b>	<b>549</b>	7.8%

5-year Jun average: **99**

**Closed Sales** **104**

↑ **2.0%** from May 2019: **102**  
↓ **-15.4%** from Jun 2018: **123**

YTD	2019	2018	+/-
	<b>497</b>	<b>445</b>	11.7%

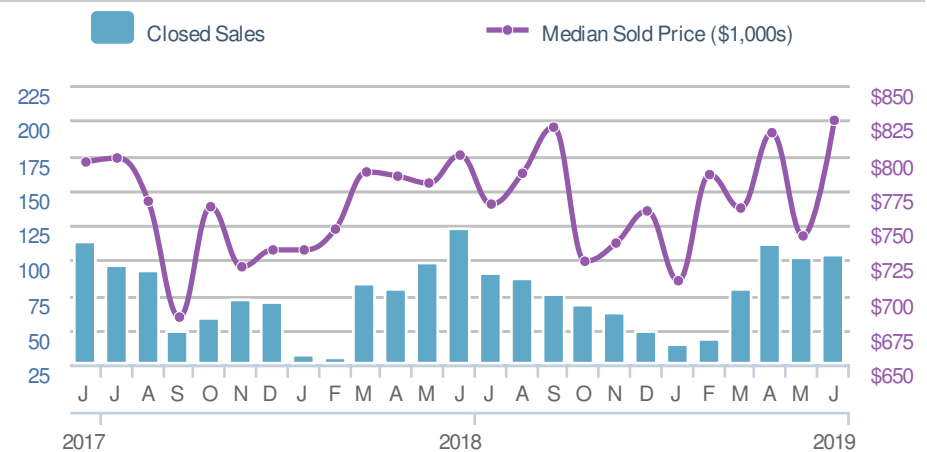
5-year Jun average: **117**

**Median Sold Price** **\$825,000**

↑ **11.1%** from May 2019: **\$742,500**  
↑ **3.1%** from Jun 2018: **\$800,000**

YTD	2019	2018	+/-
	<b>\$785,000</b>	<b>\$784,900</b>	0.0%

5-year Jun average: **\$780,540**



**Active Listings** **195**

195  
Min 195 Max 309  
5-year Jun average: **248**

May 2019	Jun 2018
<b>214</b>	<b>209</b>

**Avg DOM** **36**

36  
Min 36 Max 70  
5-year Jun average: **54**

May 2019	Jun 2018	YTD
<b>33</b>	<b>51</b>	<b>46</b>

**Avg Sold to OLP Ratio** **98.5%**

98.5%  
Min 97.4% Max 99.5%  
5-year Jun average: **98.4%**

May 2019	Jun 2018	YTD
<b>99.1%</b>	<b>98.3%</b>	<b>98.4%</b>

**June 2019****Vienna, VA - Detached****New Listings****91** **-29.5%**from May 2019:  
**129** **0.0%**from Jun 2018:  
**91**

YTD	2019	2018	+/-
	<b>611</b>	<b>532</b>	14.8%

5-year Jun average: **98****New Pendings****65** **-19.8%**from May 2019:  
**81** **10.2%**from Jun 2018:  
**59**

YTD	2019	2018	+/-
	<b>421</b>	<b>376</b>	12.0%

5-year Jun average: **67****Closed Sales****68** **-2.9%**from May 2019:  
**70** **-20.9%**from Jun 2018:  
**86**

YTD	2019	2018	+/-
	<b>351</b>	<b>310</b>	13.2%

5-year Jun average: **81****Median  
Sold Price****\$889,500** **4.0%**from May 2019:  
**\$855,000** **0.6%**from Jun 2018:  
**\$884,500**

YTD	2019	2018	+/-
	<b>\$867,000</b>	<b>\$860,000</b>	0.8%

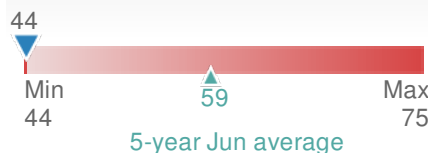
5-year Jun average: **\$872,000****Summary**

In Vienna, VA, the median sold price for Detached properties for June was \$889,500, representing an increase of 4% compared to last month and an increase of 0.6% from Jun 2018. The average days on market for units sold in June was 44 days, 25% below the 5-year June average of 59 days. There was a 19.8% month over month decrease in new contract activity with 65 New Pendings; a 9.7% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 93; and a 10.4% decrease in supply to 172 active units.

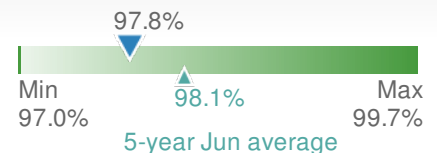
This activity resulted in a Contract Ratio of 0.54 pendings per active listing, no change from May and no change from June 2018. The Contract Ratio is 7% higher than the 5-year June average of 0.51. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates 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.

**Active Listings****172**

May 2019	Jun 2018
<b>192</b>	<b>166</b>

**Avg DOM****44**

May 2019	Jun 2018	YTD
<b>34</b>	<b>57</b>	<b>50</b>

**Avg Sold to  
OLP Ratio****97.8%**

May 2019	Jun 2018	YTD
<b>98.5%</b>	<b>98.1%</b>	<b>97.8%</b>

**June 2019**

Vienna, VA - Attached

**New Listings****33** **-28.3%**from May 2019:  
**46** **-21.4%**from Jun 2018:  
**42**

YTD	2019	2018	+/-
	<b>186</b>	<b>221</b>	-15.8%

5-year Jun average: **40****New Pendings****30** **-18.9%**from May 2019:  
**37** **-11.8%**from Jun 2018:  
**34**

YTD	2019	2018	+/-
	<b>171</b>	<b>173</b>	-1.2%

5-year Jun average: **31****Closed Sales****36** **12.5%**from May 2019:  
**32** **-2.7%**from Jun 2018:  
**37**

YTD	2019	2018	+/-
	<b>146</b>	<b>135</b>	8.1%

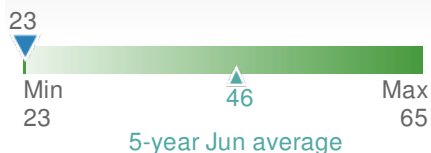
5-year Jun average: **36****Median  
Sold Price****\$575,500** **4.7%**from May 2019:  
**\$549,500** **-10.8%**from Jun 2018:  
**\$645,000**

YTD	2019	2018	+/-
	<b>\$540,000</b>	<b>\$542,000</b>	-0.4%

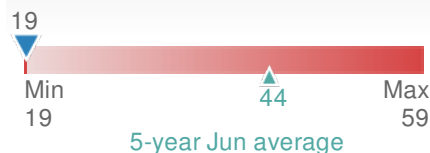
5-year Jun average: **\$540,298****Summary**

In Vienna, VA, the median sold price for Attached properties for June was \$575,500, representing an increase of 4.7% compared to last month and a decrease of 10.8% from Jun 2018. The average days on market for units sold in June was 19 days, 57% below the 5-year June average of 44 days. There was an 18.9% month over month decrease in new contract activity with 30 New Pendings; an 18.6% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 35; and a 4.5% increase in supply to 23 active units.

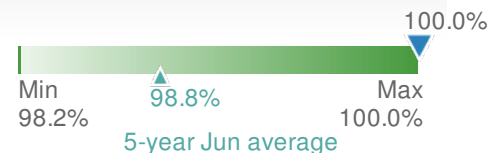
This activity resulted in a Contract Ratio of 1.52 pendings per active listing, down from 1.95 in May and an increase from 0.88 in June 2018. The Contract Ratio is 60% higher than the 5-year June average of 0.95. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.

**Active Listings****23**

May 2019	Jun 2018
<b>22</b>	<b>43</b>

**Avg DOM****19**

May 2019	Jun 2018	YTD
<b>33</b>	<b>37</b>	<b>36</b>



**Avg Sold to  
OLP Ratio****100.0%**

May 2019	Jun 2018	YTD
<b>100.3%</b>	<b>98.7%</b>	<b>100.1%</b>

**June 2019**



## Vienna, VA - Attached/Townhouse

**New Listings****17**

 **-45.2%**      **-34.6%**  
 from May 2019: **31**     from Jun 2018: **26**



YTD	2019	2018	+/-
	<b>108</b>	<b>134</b>	-19.4%

5-year Jun average: **25****New Pendings****16**

 **-15.8%**      **-5.9%**  
 from May 2019: **19**     from Jun 2018: **17**



YTD	2019	2018	+/-
	<b>95</b>	<b>106</b>	-10.4%

5-year Jun average: **17****Closed Sales****21**

 **0.0%**      **-25.0%**  
 from May 2019: **21**     from Jun 2018: **28**

YTD	2019	2018	+/-
	<b>78</b>	<b>88</b>	-11.4%

5-year Jun average: **23****Median Sold Price****\$674,000**

 **2.1%**      **2.1%**  
 from May 2019: **\$660,000**     from Jun 2018: **\$659,950**

YTD	2019	2018	+/-
	<b>\$674,500</b>	<b>\$657,450</b>	2.6%

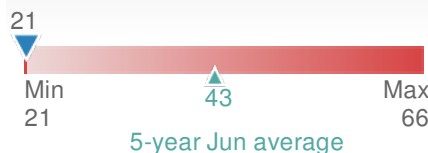
5-year Jun average: **\$613,990****Summary**

In Vienna, VA, the median sold price for Attached/Townhouse properties for June was \$674,000, representing an increase of 2.1% compared to last month and an increase of 2.1% from Jun 2018. The average days on market for units sold in June was 21 days, 51% below the 5-year June average of 43 days. There was a 15.8% month over month decrease in new contract activity with 16 New Pendings; a 23.1% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 20; and a 6.3% decrease in supply to 15 active units.

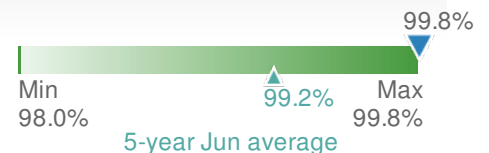
This activity resulted in a Contract Ratio of 1.33 pendings per active listing, down from 1.63 in May and an increase from 0.76 in June 2018. The Contract Ratio is 35% higher than the 5-year June average of 0.98. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.

**Active Listings****15**

May 2019	Jun 2018
<b>16</b>	<b>25</b>

**Avg DOM****21**

May 2019	Jun 2018	YTD
<b>40</b>	<b>37</b>	<b>38</b>

**Avg Sold to OLP Ratio****99.8%**

May 2019	Jun 2018	YTD
<b>100.6%</b>	<b>98.8%</b>	<b>100.2%</b>

**June 2019****Vienna, VA - Condo & Coop****New Listings****16** **6.7%**

from May 2019:

**15** **0.0%**

from Jun 2018:

**16**

YTD	2019	2018	+/-
	<b>78</b>	<b>87</b>	-10.3%

5-year Jun average: **15****New Pendings****14** **-22.2%**

from May 2019:

**18** **-17.6%**

from Jun 2018:

**17**

YTD	2019	2018	+/-
	<b>76</b>	<b>67</b>	13.4%

5-year Jun average: **14****Closed Sales****15** **36.4%**

from May 2019:

**11** **66.7%**

from Jun 2018:

**9**

YTD	2019	2018	+/-
	<b>68</b>	<b>47</b>	44.7%

5-year Jun average: **13****Median  
Sold Price****\$295,000** **-11.1%**

from May 2019:

**\$332,000** **-6.3%**

from Jun 2018:

**\$315,000**

YTD	2019	2018	+/-
	<b>\$389,500</b>	<b>\$328,000</b>	18.8%

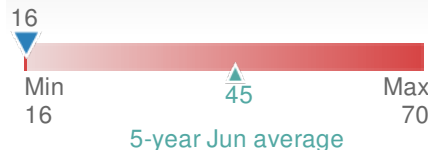
5-year Jun average: **\$342,500****Summary**

In Vienna, VA, the median sold price for Condo & Coop properties for June was \$295,000, representing a decrease of 11.1% compared to last month and a decrease of 6.3% from Jun 2018. The average days on market for units sold in June was 16 days, 64% below the 5-year June average of 45 days. There was a 22.2% month over month decrease in new contract activity with 14 New Pendings; an 11.8% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 15; and a 33.3% increase in supply to 8 active units.

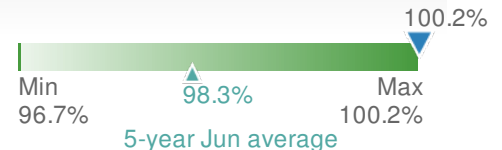
This activity resulted in a Contract Ratio of 1.88 pendings per active listing, down from 2.83 in May and an increase from 1.06 in June 2018. The Contract Ratio is 96% higher than the 5-year June average of 0.96. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.

**Active Listings****8**

May 2019	Jun 2018
<b>6</b>	<b>18</b>

**Avg DOM****16**

May 2019	Jun 2018	YTD
<b>19</b>	<b>38</b>	<b>34</b>

**Avg Sold to  
OLP Ratio****100.2%**

May 2019	Jun 2018	YTD
<b>99.7%</b>	<b>98.5%</b>	<b>100.0%</b>