

January 2013

Northern Virginia

Sold Summary

	Jan 2013	Jan 2012	% Change
Sold Dollar Volume	\$758,876,175	\$647,564,109	17.19%
Avg Sold Price	\$432,901	\$401,217	7.90%
Median Sold Price	\$370,000	\$344,750	7.32%
Units Sold	1,753	1,614	8.61%
Avg Days on Market	60	77	-22.08%
Avg List Price for Solds	\$442,633	\$413,438	7.06%
Avg SP to OLP Ratio	96.4%	95.0%	1.53%
Ratio of Avg SP to Avg OLP	95.4%	93.9%	1.52%
Attached Avg Sold Price	\$328,072	\$294,899	11.25%
Detached Avg Sold Price	\$539,540	\$513,495	5.07%
Attached Units Sold	884	829	6.63%
Detached Units Sold	869	785	10.70%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Jan 2013	Jan 2012	% Change
Active Listings	4,075	5,795	-29.68%
New Listings	2,795	3,005	-6.99%
New Under Contracts	800	812	-1.48%
New Contingents	1,797	1,807	-0.55%
New Pendings	2,597	2,619	-0.84%
All Pendings	4,284	4,537	-5.58%

Financing (Sold)

Assumption	0
Cash	272
Conventional	926
FHA	322
Other	33
Owner	1
VA	199

Days on Market (Sold)

0	57
1 to 10	455
11 to 20	218
21 to 30	134
31 to 60	347
61 to 90	190
91 to 120	113
121 to 180	113
181 to 360	100
361 to 720	22
721+	4

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	1	0	0	0	0	18	28	12
\$50K to \$99,999	1	0	2	1	0	0	14	7	0	11
\$100K to \$149,999	2	1	4	10	3	2	41	11	5	42
\$150K to \$199,999	3	2	13	39	10	1	63	18	26	81
\$200K to \$299,999	12	22	49	88	61	19	114	158	94	228
\$300K to \$399,999	4	8	64	149	84	29	64	305	200	126
\$400K to \$499,999	9	6	31	60	134	20	24	402	112	45
\$500K to \$599,999	2	4	24	39	95	9	13	409	44	38
\$600K to \$799,999	1	0	15	12	136	6	11	528	50	30
\$800K to \$999,999	0	1	8	2	42	2	2	279	25	8
\$1M to \$2,499,999	0	0	2	2	53	2	2	504	16	21
\$2.5M to \$4,999,999	0	0	0	0	2	0	0	143	4	4
\$5,000,000+	0	0	0	0	2	0	0	42	0	1
Total	34	44	213	402	622	90	348	2,824	604	647
Avg Sold Price	\$322,479	\$332,392	\$389,885	\$350,835	\$602,654	\$420,289	\$277,382			
Prev Year - Avg Sold Price	\$246,225	\$306,587	\$377,613	\$323,283	\$562,281	\$335,676	\$252,551			
Avg Sold % Change	30.97%	8.42%	3.25%	8.52%	7.18%	25.21%	9.83%			
Prev Year - # of Solds	16	51	180	361	589	82	335			

Active Detail