REALESTATE BUSINESS INTELLIGENCE

December 2012

Northern Virginia Association of REALTORS®

Sold Summary

	Dec 2012	Dec 2011	% Change
Sold Dollar Volume	$701,037,683	$586,590,836	19.51%
Avg Sold Price	$518,903	$468,898	10.66%
Median Sold Price	$430,000	$400,000	7.50%
Units Sold	1,351	1,251	7.99%
Avg Days on Market	57	69	-17.39%
Avg List Price for Solds	$530,999	$481,046	10.38%
Avg SP to OLP Ratio	96.6%	95.2%	1.46%
Ratio of Avg SP to Avg OLP	95.8%	94.3%	1.60%
Attached Avg Sold Price	$371,115	$349,674	6.13%
Detached Avg Sold Price	$696,827	$623,341	11.79%
Attached Units Sold	738	706	4.53%
Detached Units Sold	613	545	12.48%

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

	Dec 2012	Dec 2011	% Change
Active Listings	2,133	3,185	-33.03%
New Listings	896	1,012	-11.46%
New Under Contracts	395	404	-2.23%
New Contingents	715	736	-2.85%
New Pendings	1,110	1,140	-2.63%
All Pendings	1,952	2,086	-6.42%

Financing (Sold)

Assumption	0
Cash	199
Conventional	800
FHA	186
Other	32
Owner	3
VA	131

Days on Market (Sold)

0	53
1 to 10	360
11 to 20	166
21 to 30	114
31 to 60	258
61 to 90	141
91 to 120	82
121 to 180	96
181 to 360	61
361 to 720	19
721+	1

Sold Detail

	Residential						Condo/Coop
	2 or Less BR		3 BR		4 or More BR		All
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached
< $50,000	0	0	1	0	0	0	0
$50K to $99,999	0	0	0	0	0	0	4
$100K to $149,999	0	0	0	0	0	0	34
$150K to $199,999	0	1	0	1	0	0	59
$200K to $299,999	5	23	11	43	3	4	133
$300K to $399,999	6	19	39	76	43	23	71
$400K to $499,999	4	5	31	64	76	8	38
$500K to $599,999	4	5	16	34	87	10	14
$600K to $799,999	4	3	27	27	115	8	10
$800K to $999,999	0	1	4	2	59	4	3
$1M to $2,499,999	0	0	2	2	68	4	5
$2.5M to $4,999,999	0	0	0	0	8	0	0
$5,000,000+	0	0	0	0	0	0	0
Total	23	57	131	249	459	61	371
Avg Sold Price	$434,634	$359,717	$492,500	$430,547	$768,280	$541,697	$304,931
Prev Year - Avg Sold Price	$288,950	$335,428	$472,475	$418,529	$688,948	$495,151	$278,819
Avg Sold % Change	50.42%	7.24%	4.24%	2.87%	11.51%	9.40%	9.37%
Prev Year - # of Solds	12	67	143	238	390	60	341

Active Detail

	Active Listings		
	Residential		Condo/Coop
Price Ranges	Detached	Attached/TH	Attached
< $50,000	14	13	10
$50K to $99,999	6	0	4
$100K to $149,999	1	0	26
$150K to $199,999	0	0	69
$200K to $299,999	9	36	150
$300K to $399,999	76	87	70
$400K to $499,999	150	70	43
$500K to $599,999	162	23	24
$600K to $799,999	253	47	23
$800K to $999,999	175	22	7
$1M to $2,499,999	390	21	15
$2.5M to $4,999,999	100	5	5
$5,000,000+	26	0	1
Total	1,362	324	447

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Data Source: MRIS. Statistics calculated January 04, 2013.