REALESTATE BUSINESS INTELLIGENCE

October 2012

20002, Capitol Hill/North, DC

Sold Summary

	Oct 2012	Oct 2011	% Change	
Sold Dollar Volume	\$33,089,087	\$20,361,340	62.51%	
Avg Sold Price	\$486,604	\$407,227	19.49%	
Median Sold Price	\$454,000	\$436,000	4.13%	
Units Sold	68	50	36.00%	
Avg Days on Market	32	53	-39.62%	
Avg List Price for Solds	\$486,393	\$415,114	17.17%	
Avg SP to OLP Ratio	98.9%	97.4%	1.54%	
Ratio of Avg SP to Avg OLP	98.6%	96.3%	2.39%	
Attached Avg Sold Price	\$486,033	\$411,860	18.01%	
Detached Avg Sold Price	\$524,900	\$334,633	56.86%	
Attached Units Sold	67	47	42.55%	
Detached Units Sold	1	3	-66.67%	

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

	Oct 2012	Oct 2011	% Change	
Active Listings	93	178	-47.75%	
New Listings	66	68	-2.94%	
New Under Contracts	39	34	14.71%	
New Contingents	30	29	3.45%	
New Pendings	69	63	9.52%	
All Pendings	112	99	13.13%	

Financing (Sold)

Assumption	0
Cash	13
Conventional	43
FHA	5
Other	5
Owner	0
VA	2

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Days on Market (Sold)

0	2
1 to 10	32
11 to 20	9
21 to 30	2
31 to 60	12
61 to 90	3
91 to 120	4
121 to 180	3
181 to 360	1
361 to 720	0
721+	0

Sold Detail Active Detail

	Residential					Condo/Coop	Active Listings			
	2 or l	ess BR	3	BR	4 or I	More BR	All	Res	idential	Condo/Coop
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	1	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	2
\$100K to \$149,999	0	0	0	0	0	0	0	3	0	3
\$150K to \$199,999	0	1	0	1	0	0	1	0	1	2
\$200K to \$299,999	0	0	0	5	0	1	4	0	7	5
\$300K to \$399,999	0	3	0	7	0	1	5	0	8	5
\$400K to \$499,999	0	2	0	3	0	3	1	0	8	1
\$500K to \$599,999	0	2	0	2	1	4	0	0	12	4
\$600K to \$799,999	0	6	0	6	0	3	2	0	16	4
\$800K to \$999,999	0	0	0	2	0	1	0	0	4	1
\$1M to \$2,499,999	0	0	0	0	0	1	0	0	4	1
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0	1	0	0
Total	0	14	0	26	1	14	13	4	61	28
Avg Sold Price	\$0	\$513,407	\$0	\$454,700	\$524,900	\$625,521	\$369,000		,	,
Prev Year - Avg Sold Price	\$540,000	\$451,000	\$231,950	\$422,091	\$0	\$547,080	\$235,078			
Avg Sold % Change	0.00%	13.84%	0.00%	7.73%	0.00%	14.34%	56.97%			



Prev Year - # of Solds