

February 2013

22101, Mc Lean, VA

Sold Summary

	Feb 2013	Feb 2012	% Change
Sold Dollar Volume	\$20,575,450	\$17,077,000	20.49%
Avg Sold Price	\$1,285,966	\$1,067,313	20.49%
Median Sold Price	\$1,025,000	\$845,000	21.30%
Units Sold	16	16	0.00%
Avg Days on Market	108	163	-33.74%
Avg List Price for Solds	\$1,334,522	\$1,109,241	20.31%
Avg SP to OLP Ratio	93.6%	91.8%	1.92%
Ratio of Avg SP to Avg OLP	91.1%	89.4%	1.92%
Attached Avg Sold Price	\$550,225	\$775,000	-29.00%
Detached Avg Sold Price	\$1,391,071	\$1,109,071	25.43%
Attached Units Sold	2	2	0.00%
Detached Units Sold	14	14	0.00%

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

	Feb 2013	Feb 2012	% Change
Active Listings	96	113	-15.04%
New Listings	44	45	-2.22%
New Under Contracts	11	8	37.50%
New Contingents	25	22	13.64%
New Pendings	36	30	20.00%
All Pendings	65	52	25.00%

Financing (Sold)

Assumption	0
Cash	4
Conventional	10
FHA	1
Other	0
Owner	0
VA	1

Days on Market (Sold)

0	0
1 to 10	6
11 to 20	1
21 to 30	0
31 to 60	3
61 to 90	1
91 to 120	1
121 to 180	0
181 to 360	3
361 to 720	1
721+	0

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	0	0	0	0	0	1	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	0	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	1	0	0	0
\$400K to \$499,999	0	0	0	0	0	0	0	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	0	0	0	0
\$600K to \$799,999	0	0	1	0	1	1	0	5	1	1
\$800K to \$999,999	0	0	2	0	2	0	0	9	3	0
\$1M to \$2,499,999	0	0	0	0	8	0	0	44	5	4
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	11	0	0
\$5,000,000+	0	0	0	0	0	0	0	11	0	0
Total	0	0	3	0	11	1	1	81	9	6
Avg Sold Price	\$0	\$0	\$798,333	\$0	\$1,552,727	\$765,000	\$335,450			
Prev Year - Avg Sold Price	\$550,000	\$0	\$675,000	\$775,000	\$1,295,200	\$0	\$0			
Avg Sold % Change	0.00%	0.00%	18.27%	0.00%	19.88%	0.00%	0.00%			
Prev Year - # of Solds	1	0	3	2	10	0	0			

Active Detail