January thru June 2013 YTD Northern Virginia

Sold Summary

	2013	2012	% Change		
Sold Dollar Volume	\$8,383,629,245	\$6,902,865,962	21.45%		
Avg Sold Price	\$475,910	\$438,138	8.62%		
Median Sold Price	\$415,000	\$380,000	9.21%		
Units Sold	17,616	15,755	11.81%		
Avg Days on Market	40	57	-29.82%		
Avg List Price for Solds	\$481,765	\$446,793	7.83%		
Avg SP to OLP Ratio	98.2%	96.7%	1.56%		
Ratio of Avg SP to Avg OLP	97.5%	96.0%	1.55%		
Attached Avg Sold Price	\$356,438	\$323,899	10.05%		
Detached Avg Sold Price	\$588,454	\$542,297	8.51%		
Attached Units Sold	8,545	7,514	13.72%		
Detached Units Sold	9,071	8,240	10.08%		

Financing (Sold)

Assumption	1		
Cash	2,154		
Conventional	10,098		
FHA	2,740		
Other	277		
Owner	15		
VA	2,331		

Days on Market (Sold)

0	753
1 to 10	7,798
11 to 20	2,308
21 to 30	1,300
31 to 60	2,172
61 to 90	1,093
91 to 120	626
121 to 180	713
181 to 360	682
361 to 720	139
721+	29

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.

Sold Detail

Residential						Condo/Coop	condo/Coop Active Listings			
2 or L	.ess BR	3	BR	4 or I	lore BR	All	Residential		Condo/Coop	
Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached	
0	0	1	0	0	0	1	21	37	15	
7	2	9	2	2	0	54	7	0	16	
18	12	13	59	7	6	311	10	2	26	
16	19	76	205	35	24	539	31	23	114	
60	189	346	782	370	128	1,222	165	156	326	
53	174	507	1,271	805	239	698	351	323	246	
53	83	399	770	1,326	213	324	558	231	83	
26	58	263	324	1,283	68	148	585	92	45	
26	19	296	199	1,694	73	127	944	90	48	
4	2	77	64	637	30	31	483	46	22	
1	1	19	31	607	16	22	858	30	27	
0	0	1	0	28	3	2	188	5	3	
0	0	0	0	6	0	0	43	0	0	
264	559	2,007	3,707	6,800	800	3,479	4,244	1,035	971	
\$373,221	\$352,846	\$444,681	\$385,985	\$639,244	\$451,819	\$303,600				
\$345,757	\$315,355	\$405,413	\$352,259	\$592,248	\$395,523	\$277,559				
7.94%	11.89%	9.69%	9.57%	7.94%	14.23%	9.38%				
238	516	1,889	3,238	6,113	736	3,024				
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Active Detail