## January thru November 2013 YTD <br> Northern Virginia

## Sold Summary

|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 15,576,732,973$ | $\$ 13,242,456,783$ | $17.63 \%$ |
| Avg Sold Price | $\$ 476,207$ | $\$ 443,114$ | $7.47 \%$ |
| Median Sold Price | $\$ 415,000$ | $\$ 385,000$ | $7.79 \%$ |
| Units Sold | 32,710 | 29,885 | $9.45 \%$ |
| Avg Days on Market | 39 | 53 | $-26.42 \%$ |
| Avg List Price for Solds | $\$ 482,291$ | $\$ 451,940$ | $6.72 \%$ |
| Avg SP to OLP Ratio | $98.1 \%$ | $96.9 \%$ | $1.25 \%$ |
| Ratio of Avg SP to Avg OLP | $97.4 \%$ | $96.1 \%$ | $1.35 \%$ |
| Attached Avg Sold Price | $\$ 357,985$ | $\$ 331,726$ | $7.92 \%$ |
| Detached Avg Sold Price | $\$ 590,995$ | $\$ 547,903$ | $7.86 \%$ |
| Attached Units Sold | 16,114 | 14,484 | $11.25 \%$ |
| Detached Units Sold | 16,596 | 15,399 | $7.77 \%$ |

## 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.
Financing (Sold)

| Assumption | 9 |
| :--- | :---: |
| Cash | 3,905 |
| Conventional | 19,154 |
| FHA | 4,713 |
| Other | 567 |
| Owner | 20 |
| VA | 4,342 |

Days on Market (Sold)

| 0 | 1,328 |
| :--- | :---: |
| 1 to 10 | 13,428 |
| 11 to 20 | 4,677 |
| 21 to 30 | 2,770 |
| 31 to 60 | 4,569 |
| 61 to 90 | 2,226 |
| 91 to $\mathbf{1 2 0}$ | 1,193 |
| 121 to $\mathbf{1 8 0}$ | 1,209 |
| 181 to 360 | 1,055 |
| 361 to 720 | 211 |
| $721+$ | 37 |

## Sold Detail


realestate - business INTELLIGENC

