

January thru November 2013 YTD

Northern Virginia

Sold Summary

	2013	2012	% 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%		

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 120	1,193				
121 to 180	1,209				
181 to 360	1,055				
361 to 720	211				
721+	37				

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 Active Detail

	Residential					Condo/Coop Active List			ngs	
	2 or L	ess BR	3	3 BR 4 or More BR		All	Residential		Condo/Coop	
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	2	0	0	0	1	9	6	1
\$50K to \$99,999	9	3	17	2	2	0	87	11	0	11
\$100K to \$149,999	30	15	25	90	8	6	548	20	5	49
\$150K to \$199,999	27	42	122	353	60	39	1,041	27	31	138
\$200K to \$299,999	93	338	650	1,464	669	253	2,317	232	249	456
\$300K to \$399,999	117	364	926	2,391	1,384	437	1,396	398	380	247
\$400K to \$499,999	90	136	775	1,474	2,408	385	639	521	275	81
\$500K to \$599,999	44	114	459	581	2,358	170	278	511	88	48
\$600K to \$799,999	46	37	548	378	3,133	132	229	803	67	29
\$800K to \$999,999	5	7	139	111	1,238	52	55	410	32	16
\$1M to \$2,499,999	1	2	43	58	1,115	35	45	624	40	27
\$2.5M to \$4,999,999	0	0	1	0	41	4	5	177	2	6
\$5,000,000+	0	0	0	0	11	0	0	36	0	0
Total	462	1,058	3,707	6,902	12,427	1,513	6,641	3,779	1,175	1,109
Avg Sold Price	\$374,741	\$357,024	\$447,795	\$387,353	\$641,752	\$455,248	\$305,458			
Prev Year - Avg Sold Price	\$359,115	\$323,975	\$408,950	\$359,066	\$597,447	\$407,070	\$284,630			
Avg Sold % Change	4.35%	10.20%	9.50%	7.88%	7.42%	11.84%	7.32%			
Prev Year - # of Solds	448	955	3,481	6,317	11,470	1,424	5,788			

