

January thru December 2012 YTD

20147, Ashburn, VA

Sold Summary

	2012	2011	% Change
Sold Dollar Volume	\$349,496,308	\$305,961,375	14.23%
Avg Sold Price	\$421,588	\$397,352	6.10%
Median Sold Price	\$384,900	\$353,250	8.96%
Units Sold	829	770	7.66%
Avg Days on Market	42	51	-17.65%
Avg List Price for Solds	\$427,627	\$404,344	5.76%
Avg SP to OLP Ratio	97.5%	96.5%	1.00%
Ratio of Avg SP to Avg OLP	97.3%	96.2%	1.07%
Attached Avg Sold Price	\$318,634	\$299,777	6.29%
Detached Avg Sold Price	\$563,187	\$543,715	3.58%
Attached Units Sold	480	462	3.90%
Detached Units Sold	349	308	13.31%

Financing (Sold)

Assumption	0
Cash	89
Conventional	491
FHA	158
Other	19
Owner	0
VA	72

Days on Market (Sold)

0	43
1 to 10	246
11 to 20	142
21 to 30	82
31 to 60	134
61 to 90	59
91 to 120	48
121 to 180	45
181 to 360	27
361 to 720	2
721+	1

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

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	0	1	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	2	0	0	0	0	0	11	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	22	0	0	1
\$200K to \$299,999	1	19	3	68	0	8	59	0	1	2
\$300K to \$399,999	4	11	14	161	3	43	7	4	16	2
\$400K to \$499,999	3	0	16	42	67	27	0	5	11	0
\$500K to \$599,999	1	0	11	1	109	1	0	13	2	0
\$600K to \$799,999	0	0	2	0	93	0	0	20	0	0
\$800K to \$999,999	0	0	0	0	17	0	0	1	0	0
\$1M to \$2,499,999	0	0	0	0	3	0	0	1	0	0
\$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	0	0	0
Total	11	30	46	272	292	79	99	44	31	5
Avg Sold Price	\$337,746	\$296,447	\$441,053	\$340,566	\$590,919	\$375,953	\$219,360			
Prev Year - Avg Sold Price	\$329,176	\$275,303	\$416,847	\$331,128	\$585,506	\$359,620	\$213,763			
Avg Sold % Change	2.60%	7.68%	5.81%	2.85%	0.92%	4.54%	2.62%			
Prev Year - # of Solds	16	42	52	242	240	60	118			

Active Detail