

January thru December 2012 YTD

20148, Ashburn, VA

Sold Summary

	2012	2011	% Change
Sold Dollar Volume	\$356,751,584	\$301,123,110	18.47%
Avg Sold Price	\$498,256	\$506,089	-1.55%
Median Sold Price	\$475,000	\$510,000	-6.86%
Units Sold	716	595	20.34%
Avg Days on Market	59	73	-19.18%
Avg List Price for Solds	\$502,491	\$511,663	-1.79%
Avg SP to OLP Ratio	98.3%	97.8%	0.50%
Ratio of Avg SP to Avg OLP	98.2%	97.8%	0.36%
Attached Avg Sold Price	\$381,674	\$359,893	6.05%
Detached Avg Sold Price	\$628,636	\$618,014	1.72%
Attached Units Sold	378	258	46.51%
Detached Units Sold	338	337	0.30%

Financing (Sold)

Assumption	1
Cash	35
Conventional	470
FHA	115
Other	32
Owner	0
VA	63

Days on Market (Sold)

0	88
1 to 10	127
11 to 20	88
21 to 30	51
31 to 60	121
61 to 90	75
91 to 120	54
121 to 180	59
181 to 360	50
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	2	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	1	0	0	0	0	0	2	0	0	0
\$150K to \$199,999	2	0	0	0	0	0	11	0	0	0
\$200K to \$299,999	0	0	1	5	0	0	29	1	0	6
\$300K to \$399,999	0	2	1	129	0	19	14	0	9	4
\$400K to \$499,999	2	1	2	92	18	49	0	1	18	0
\$500K to \$599,999	1	1	4	20	130	3	0	29	4	0
\$600K to \$799,999	2	0	0	1	149	0	0	29	0	0
\$800K to \$999,999	1	0	0	0	17	0	0	3	0	0
\$1M to \$2,499,999	0	0	0	0	7	0	0	7	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	9	4	8	247	321	71	56	70	33	10
Avg Sold Price	\$452,615	\$404,473	\$476,823	\$398,915	\$637,355	\$421,688	\$253,266			
Prev Year - Avg Sold Price	\$514,658	\$353,616	\$441,827	\$375,893	\$625,661	\$416,657	\$234,721			
Avg Sold % Change	-12.06%	14.38%	7.92%	6.12%	1.87%	1.21%	7.90%			
Prev Year - # of Solds	5	6	11	167	321	44	41			

Active Detail