October 2013

Condo & Coop Attached/Townhouse Detached

Local Market Insight

Northern Virginia



Presented by

Deliea Roebuck

Sweethome VA Real Estate @ Prudential PenFed Realty

Email: deliea.roebuck@penfedrealty.com

Work Phone: 703-331-0277 Mobile Phone: 703-505-5252 Web: www.sweethomeva.com

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| New L | istings | | 760 |
|--------|----------------------|----------------------|------------------|
| from S | -13.2% Sep 2013: | | 2.2% ct 2012: |
| YTD | 2013 8,349 | 2012 7,047 | +/- 18.5% |
| 5-vear | Oct average | 722 | |

| New Pendings | | | 602 |
|-------------------------|----------------------------|----------------------|-------------|
| from S | 7-6.8% Sep 2013: | from Oc | |
| YTD | 2013 7,126 | 2012 6,542 | +/- 8.9% |
| 5-vear Oct average: 589 | | | |

| Close | d Sales | | 576 |
|--------------------------------|----------------------|----------------------|--------------|
| from S | 7-0.7% Sep 2013: | from Oc | ct 2012: |
| YTD | 2013 6,119 | 2012 5,229 | +/- 17.0% |
| 5-year Oct average: 524 | | | |

| Media Sold | | \$275, | 000 |
|--------------------------------------|--------------------------------------|--------------------------|----------------------|
| from | -1.8% from Sep 2013: \$280,000 | |).0% 2012: 000 |
| YTD | 2013 \$270,000 | 2012 \$248,000 | +/- 8.9% |
| 5-year Oct average: \$240,237 | | | |

Summary

In Northern Virginia, the median sold price for Condo & Coop properties for October was \$275,000, representing a decrease of 1.8% compared to last month and an increase of 10% from Oct 2012. The average days on market for units sold in October was 31 days, 33% below the 5-year October average of 46 days. There was a 6.8% month over month decrease in new contract activity with 602 New Pendings; a 5.8% MoM decrease in All Pendings (new contracts + contracts carried over from September) to 829; and a 1.7% increase in supply to 1,185 active units.

This activity resulted in a Contract Ratio of 0.70 pendings per active listing, no change from September and a decrease from 1.27 in October 2012. The Contract Ratio is 24% lower than the 5-year October average of 0.92. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.







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| New I | _istings | | 981 |
|-------------------------|-----------------------|-----------------------|--------------|
| from | -15.5% Sep 2013: | from Oc | et 2012: |
| YTD | 2013 11,357 | 2012 10,196 | +/- 11.4% |
| 5-year Oct average: 937 | | | |

| New Pendings | | | 814 | |
|-------------------------|-------------------------------|----------------------|----------------------|--|
| | -4.8% rom Sep 2013: 855 | | -8.1% from Oct 2012: | |
| YTD | 2013 10,113 | 2012 9,789 | +/- 3.3% | |
| 5-year Oct average: 837 | | | | |

| Closed Sales | | | 806 |
|--------------------------------|---------------------------------|----------------------|------------------|
| from S | 1.8% Sep 2013: 792 | | 3.3% ct 2012: |
| YTD | 2013 8,837 | 2012 7,902 | +/- 11.8% |
| 5-year Oct average: 767 | | | |

| Media Sold | | \$369, | 000 |
|--------------------------------------|--------------------------------------|--------------------------|-------------|
| from | 2.5 % Sep 2013: 60,000 | from Oct \$339, | 2012: |
| YTD | 2013 \$365,000 | 2012 \$335,000 | +/- 9.0% |
| 5-year Oct average: \$319,785 | | | |

Summary

In Northern Virginia, the median sold price for Attached/Townhouse properties for October was \$369,000, representing an increase of 2.5% compared to last month and an increase of 8.6% from Oct 2012. The average days on market for units sold in October was 26 days, 33% below the 5-year October average of 39 days. There was a 4.8% month over month decrease in new contract activity with 814 New Pendings; a 10.1% MoM decrease in All Pendings (new contracts + contracts carried over from September) to 1,115; and a 2.5% decrease in supply to 1,320 active units.

This activity resulted in a Contract Ratio of 0.84 pendings per active listing, no change from September and a decrease from 1.41 in October 2012. The Contract Ratio is 34% lower than the 5-year October average of 1.28. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.







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| New I | _istings | 1 | ,906 |
|---------------------------|-------------------------------------|-----------------------|-------------|
| from | -8.2% Sep 2013: 2,077 | from Oc 1,7 | t 2012: |
| YTD | 2013 22,877 | 2012 21,440 | +/- 6.7% |
| 5-year Oct average: 1,803 | | | |

| New F | Pendings | 1, | ,364 |
|---------------------------|-----------------------|-----------------------|-------------|
| from | ►0.1% Sep 2013: | from Oc 1,4 | t 2012: |
| YTD | 2013 17,720 | 2012 17,314 | +/- 2.3% |
| 5-year Oct average: 1,354 | | | |



| Media Sold | an Price | \$512, | 875 |
|--------------------------------------|---------------------------------------|--------------------------|-------------|
| from | -3.2% Sep 2013: 630,000 | from Oct \$481, | 2012: |
| YTD | 2013 \$530,000 | 2012 \$489,000 | +/- 8.4% |
| 5-year Oct average: \$457,244 | | | |

Summary

In Northern Virginia, the median sold price for Detached properties for October was \$512,875, representing a decrease of 3.2% compared to last month and an increase of 6.5% from Oct 2012. The average days on market for units sold in October was 48 days, 26% below the 5-year October average of 65 days. There was a 0.1% month over month increase in new contract activity with 1,364 New Pendings; a 3.9% MoM decrease in All Pendings (new contracts + contracts carried over from September) to 2,011; and a 3.5% decrease in supply to 4,398 active units.

This activity resulted in a Contract Ratio of 0.46 pendings per active listing, no change from September and no change from October 2012. The Contract Ratio is 19% lower than the 5-year October average of 0.57. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





