Condo & Coop Attached/Townhouse Detached

Local Market Insight

Northern Virginia



Presented by

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New L	.istings		400
from N	-30.7% Nov 2013:	from De	7.0% ec 2012:
YTD	2013 9,372	2012 7,871	+/- 19.1%
5-vear	Dec averag	e: 419	

New Pendings			381
-25.3% from Nov 2013: 510		-6.8% from Dec 2012:	
YTD	2013 8,077	2012 7,486	+/- 7.9%
5-vear Dec average: 432			

Closed Sales		516	
from I	4.2% Nov 2013: 495		9.3% ec 2012: 72
YTD 2013 2012 +/- 7,208 6,312 14.29		+/- 14.2%	
5-year Dec average: 483			



Summary

In Northern Virginia, the median sold price for Condo & Coop properties for December was \$260,000, representing a decrease of 3.7% compared to last month and an increase of 4% from Dec 2012. The average days on market for units sold in December was 39 days, 22% below the 5-year December average of 50 days. There was a 25.3% month over month decrease in new contract activity with 381 New Pendings; a 25.7% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 575; and an 11.5% decrease in supply to 982 active units.

This activity resulted in a Contract Ratio of 0.59 pendings per active listing, no change from November and a decrease from 1.25 in December 2012. The Contract Ratio is 34% lower than the 5-year December average of 0.90. 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 Listings			497
	-31.8% Nov 2013: 729	from De	c 2012:
YTD	2013 12,654	2012 11,403	+/- 11.0%
5-year Dec average: 547			

New F	Pendings		549
	-23.1% Nov 2013: 714	from De	c 2012:
YTD	2013 11,456	2012 11,227	+/- 2.0%
5-year Dec average: 609			

Closed Sales		750		
			11.8% from Dec 2012: 671	
YTD	2013 10,295	2012 9,464	+/- 8.8%	
5-year Dec average: 737				



Summary

In Northern Virginia, the median sold price for Attached/Townhouse properties for December was \$364,979, representing a decrease of 0.9% compared to last month and an increase of 6.4% from Dec 2012. The average days on market for units sold in December was 38 days, 15% below the 5-year December average of 45 days. There was a 23.1% month over month decrease in new contract activity with 549 New Pendings; a 26.3% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 818; and a 17.4% decrease in supply to 970 active units.

This activity resulted in a Contract Ratio of 0.84 pendings per active listing, no change from November and a decrease from 1.62 in December 2012. The Contract Ratio is 37% lower than the 5-year December average of 1.34. 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 L	istings		857
from I	-28.3% Nov 2013:	from De	c 2012:
YTD	2013 25,067	2012 23,777	+/- 5.4%
5-year Dec average: 970			

New Pendings		889	
from I	-24.8% Nov 2013: 1,182	-14.8% from Dec 2012: 1,044	
YTD	2013 19,962	2012 19,747	+/- 1.1%
5-year Dec average: 970			

Closed Sales		1,272		
from l	23.3% from Nov 2013: 1,032		11.0% from Dec 2012: 1,146	
YTD	2013 17,985	2012 16,696	+/- 7.7%	
5-year Dec average: 1,190				

Media Sold	an Price	\$525,	000
from	►5.0% Nov 2013: 500,000	from Dec \$500,	2012:
YTD	2013 \$529,900	2012 \$490,000	+/- 8.1%
5-year Dec average: \$474,600			

Summary

In Northern Virginia, the median sold price for Detached properties for December was \$525,000, representing an increase of 5% compared to last month and an increase of 5% from Dec 2012. The average days on market for units sold in December was 66 days, 4% below the 5-year December average of 69 days. There was a 24.8% month over month decrease in new contract activity with 889 New Pendings; a 27.7% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 1,439; and a 16% decrease in supply to 3,176 active units.

This activity resulted in a Contract Ratio of 0.45 pendings per active listing, no change from November and no change from December 2012. The Contract Ratio is 21% lower than the 5-year December 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.





