

May 2013

Condo & Coop
Attached/Townhouse
Detached

Local Market Insight

Northern Virginia

May 2013

Northern Virginia - Condo & Coop

Prudential PenFed Realty

Email: deliea.roebuck@penfedrealty.com

New Listings 1,021 **1.8%**from Apr 2013:
1,003 **31.9%**from May 2012:
774

YTD	2013	2012	+/-
	4,099	3,660	12.0%

5-year May average: **845****New Pendings 810** **-7.1%**from Apr 2013:
872 **7.6%**from May 2012:
753

YTD	2013	2012	+/-
	3,605	3,396	6.2%

5-year May average: **699****Closed Sales 716** **13.8%**from Apr 2013:
629 **17.2%**from May 2012:
611

YTD	2013	2012	+/-
	2,704	2,358	14.7%

5-year May average: **634****Median Sold Price \$271,500** **-0.2%**from Apr 2013:
\$272,000 **6.6%**from May 2012:
\$254,600

YTD	2013	2012	+/-
	\$265,000	\$235,000	12.8%

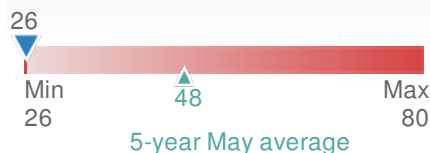
5-year May average: **\$242,615****Summary**

In Northern Virginia, the median sold price for Condo & Coop properties for May was \$271,500, representing a decrease of 0.2% compared to last month and an increase of 6.6% from May 2012. The average days on market for units sold in May was 26 days, 46% below the 5-year May average of 48 days. There was a 7.1% month over month decrease in new contract activity with 810 New Pendings; a 0.4% MoM decrease in All Pendings (new contracts + contracts carried over from April) to 1,212; and a 21.4% increase in supply to 948 active units.

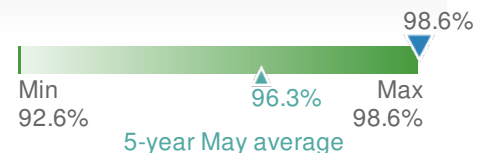
This activity resulted in a Contract Ratio of 1.28 pendings per active listing, no change from April and no change from May 2012. The Contract Ratio is 21% higher than the 5-year May average of 1.06. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates 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.

Active Listings 948

Apr 2013	May 2012
781	992

Avg DOM 26

Apr 2013	May 2012	YTD
29	42	34

Avg Sold to OLP Ratio 98.6%

Apr 2013	May 2012	YTD
98.4%	97.3%	98.0%

May 2013

Northern Virginia - Attached/Townhouse

Prudential PenFed Realty

Email: deliea.roebuck@penfedrealty.com

New Listings 1,464 **5.4%**from Apr 2013:
1,389 **28.4%**from May 2012:
1,140

YTD	2013	2012	+/-
	5,545	5,200	6.6%

5-year May average: **1,203****New Pendings 1,237** **-1.0%**from Apr 2013:
1,249 **15.9%**from May 2012:
1,067

YTD	2013	2012	+/-
	5,180	4,987	3.9%

5-year May average: **1,057****Closed Sales 1,145** **36.6%**from Apr 2013:
838 **25.8%**from May 2012:
910

YTD	2013	2012	+/-
	3,918	3,517	11.4%

5-year May average: **992****Median Sold Price \$370,500** **1.5%**from Apr 2013:
\$365,000 **8.3%**from May 2012:
\$342,000

YTD	2013	2012	+/-
	\$359,925	\$325,000	10.7%

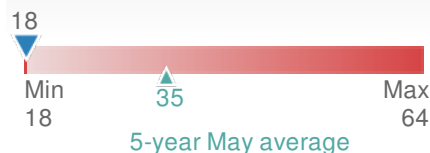
5-year May average: **\$318,990****Summary**

In Northern Virginia, the median sold price for Attached/Townhouse properties for May was \$370,500, representing an increase of 1.5% compared to last month and an increase of 8.3% from May 2012. The average days on market for units sold in May was 18 days, 49% below the 5-year May average of 35 days. There was a 1% month over month decrease in new contract activity with 1,237 New Pendings; a 1.8% MoM decrease in All Pendings (new contracts + contracts carried over from April) to 1,770; and a 22.9% increase in supply to 930 active units.

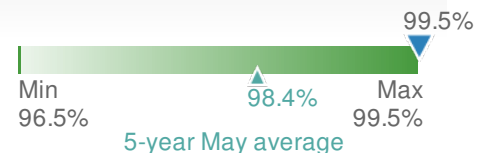
This activity resulted in a Contract Ratio of 1.90 pendings per active listing, down from 2.38 in April and no change from May 2012. The Contract Ratio is 15% higher than the 5-year May average of 1.65. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and 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.

Active Listings 930

Apr 2013	May 2012
757	1,122

Avg DOM 18

Apr 2013	May 2012	YTD
20	28	28

Avg Sold to OLP Ratio 99.5%

Apr 2013	May 2012	YTD
99.3%	98.7%	98.9%

May 2013

Northern Virginia - Detached

Prudential PenFed Realty

Email: deliea.roebuck@penfedrealty.com

New Listings**3,053** **0.4%**from Apr 2013:
3,042 **22.9%**from May 2012:
2,484

YTD	2013	2012	+/-
	11,889	11,797	0.8%

5-year May average: **2,565****New Pendings****2,216** **-5.9%**from Apr 2013:
2,356 **5.3%**from May 2012:
2,104

YTD	2013	2012	+/-
	9,466	9,318	1.6%

5-year May average: **1,963****Closed Sales****2,026** **29.0%**from Apr 2013:
1,570 **13.0%**from May 2012:
1,793

YTD	2013	2012	+/-
	6,847	6,254	9.5%

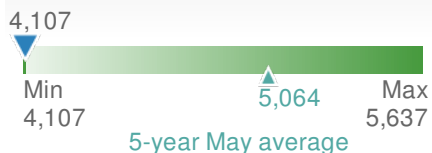
5-year May average: **1,719****Median Sold Price****\$550,000** **4.9%**from Apr 2013:
\$524,400 **10.0%**from May 2012:
\$500,000

YTD	2013	2012	+/-
	\$512,777	\$473,228	8.4%

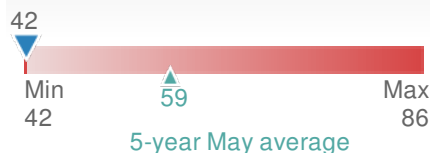
5-year May average: **\$485,300****Summary**

In Northern Virginia, the median sold price for Detached properties for May was \$550,000, representing an increase of 4.9% compared to last month and an increase of 10% from May 2012. The average days on market for units sold in May was 42 days, 28% below the 5-year May average of 59 days. There was a 5.9% month over month decrease in new contract activity with 2,216 New Pendings; a 2% MoM decrease in All Pendings (new contracts + contracts carried over from April) to 3,514; and a 14.3% increase in supply to 4,107 active units.

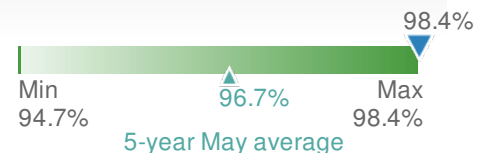
This activity resulted in a Contract Ratio of 0.86 pendings per active listing, down from 1.00 in April and no change from May 2012. The Contract Ratio is 13% higher than the 5-year May average of 0.76. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and 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.

Active Listings**4,107**

Apr 2013	May 2012
3,592	4,720

Avg DOM**42**

Apr 2013	May 2012	YTD
47	51	58

Avg Sold to OLP Ratio**98.4%**

Apr 2013	May 2012	YTD
98.2%	97.1%	97.5%