Market Statistics - Detailed Report
Deliea Roebuck

2012
Northern Virginia
Sweethome VA Real Estate @ Prudential PenFed Realty Email: deliea.roebuck@penfedrealty.com
Work Phone: 703-331-0277
Mobile Phone: 703-505-5252
Sold Summary

|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 14,436,327,853$ | $\$ 12,561,623,273$ | $14.92 \%$ |
| Avg Sold Price | $\$ 444,550$ | $\$ 422,908$ | $5.12 \%$ |
| Median Sold Price | $\$ 385,000$ | $\$ 360,000$ | $6.94 \%$ |
| Units Sold | 32,474 | 29,704 | $9.33 \%$ |
| Avg Days on Market | 53 | 62 | $-14.52 \%$ |
| Avg List Price for Solds | $\$ 453,383$ | $\$ 432,627$ | $4.80 \%$ |
| Avg SP to OLP Ratio | $96.9 \%$ | $96.1 \%$ | $0.87 \%$ |
| Ratio of Avg SP to Avg OLP | $96.1 \%$ | $95.2 \%$ | $0.96 \%$ |
| Attached Avg Sold Price | $\$ 332,424$ | $\$ 311,275$ | $6.79 \%$ |
| Detached Avg Sold Price | $\$ 550,516$ | $\$ 532,615$ | $3.36 \%$ |
| Attached Units Sold | 15,776 | 14,721 | $7.17 \%$ |
| Detached Units Sold | 16,696 | 14,982 | $11.44 \%$ |

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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 3 | 1 | 0 | 0 | 3 |
| \$50K to \$99,999 | 30 | 8 | 20 | 22 | 1 | 0 | 200 |
| \$100K to \$149,999 | 37 | 35 | 85 | 230 | 34 | 17 | 826 |
| \$150K to \$199,999 | 37 | 98 | 282 | 495 | 150 | 70 | 1,062 |
| \$200K to \$299,999 | 96 | 413 | 739 | 1,788 | 956 | 395 | 2,084 |
| \$300K to \$399,999 | 96 | 241 | 972 | 2,247 | 1,782 | 460 | 1,157 |
| \$400K to \$499,999 | 90 | 125 | 645 | 1,082 | 2,553 | 319 | 481 |
| \$500K to \$599,999 | 59 | 86 | 388 | 524 | 2,359 | 120 | 237 |
| \$600K to \$799,999 | 48 | 31 | 468 | 321 | 2,657 | 117 | 166 |
| \$800K to \$999,999 | 5 | 5 | 87 | 100 | 986 | 37 | 49 |
| \$1M to \$2,499,999 | 1 | 1 | 32 | 40 | 945 | 35 | 42 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 0 | 46 | 1 | 5 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 6 | 0 | 0 |
| Total | 499 | 1,043 | 3,722 | 6,850 | 12,475 | 1,571 | 6,312 |
| Avg Sold Price | \$362,314 | \$323,589 | \$409,118 | \$359,877 | \$600,231 | \$409,922 | \$284,804 |
| Prev Year - Avg Sold Price | \$340,476 | \$310,011 | \$395,086 | \$337,303 | \$583,420 | \$388,110 | \$265,447 |
| Avg Sold \% Change | 6.41\% | 4.38\% | 3.55\% | 6.69\% | 2.88\% | 5.62\% | 7.29\% |
| Prev Year - \# of Solds | 488 | 965 | 3,412 | 6,369 | 11,082 | 1,418 | 5,969 |

