Deliea Roebuck

2012

Northern Virginia

Sold Summary

	2012 2011		% 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%	

Financing (Sold)

Assumption	5
Cash	4,379
Conventional	16,983
FHA	6,244
Other	710
Owner	36
VA	4,117

Days on Market (Sold)

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0	1,258
1 to 10	9,681
11 to 20	4,586
21 to 30	2,978
31 to 60	5,241
61 to 90	2,892
91 to 120	1,859
121 to 180	1,955
181 to 360	1,626
361 to 720	343
721+	50

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

	Residential						
Price Ranges	2 or Less BR		3 BR		4 or More BR		All
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached
< \$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