

January 2014
Northern Virginia

Sweethome VA Real Estate @ Prudential PenFed Realty
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Sold Summary

	Jan 2014	Jan 2013	% Change
Sold Dollar Volume	\$716,885,179	\$758,876,175	-5.53%
Avg Sold Price	\$447,494	\$432,901	3.37%
Median Sold Price	\$400,000	\$370,000	8.11%
Units Sold	1,602	1,753	-8.61%
Avg Days on Market	57	60	-5.00%
Avg List Price for Solds	\$455,818	\$442,633	2.98%
Avg SP to OLP Ratio	96.4%	96.4%	0.03%
Ratio of Avg SP to Avg OLP	96.0%	95.4%	0.67%
Attached Avg Sold Price	\$347,099	\$328,072	5.80%
Detached Avg Sold Price	\$557,888	\$539,540	3.40%
Attached Units Sold	839	884	-5.09%
Detached Units Sold	763	869	-12.20%

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.

Inventory

	Jan 2014	Jan 2013	% Change
Active Listings	4,974	4,075	22.06%
New Listings	2,920	2,795	4.47%
New Under Contracts	751	800	-6.13%
New Contingents	1,592	1,797	-11.41%
New Pending	2,343	2,597	-9.78%
All Pending	3,290	4,284	-23.20%

Financing (Sold)

Assumption	0
Cash	257
Conventional	894
FHA	212
Other	38
Owner	1
VA	200

Days on Market (Sold)

0	58
1 to 10	309
11 to 20	180
21 to 30	160
31 to 60	360
61 to 90	205
91 to 120	136
121 to 180	118
181 to 360	66
361 to 720	7
721+	3

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	10	7	2
\$50K to \$99,999	0	0	2	0	0	0	3	5	0	15
\$100K to \$149,999	1	0	2	4	0	0	39	16	1	45
\$150K to \$199,999	1	2	5	12	3	3	52	31	30	121
\$200K to \$299,999	4	16	41	84	39	16	129	209	191	389
\$300K to \$399,999	3	20	39	126	50	22	75	285	275	232
\$400K to \$499,999	7	3	46	81	114	27	33	402	209	66
\$500K to \$599,999	1	2	35	17	110	6	12	403	78	41
\$600K to \$799,999	6	3	26	21	128	5	12	694	58	30
\$800K to \$999,999	1	0	5	2	53	2	4	321	35	18
\$1M to \$2,499,999	0	0	1	3	40	2	0	524	26	21
\$2.5M to \$4,999,999	0	0	0	0	0	1	0	138	3	7
\$5,000,000+	0	0	0	0	0	0	0	34	0	1
Total	24	46	202	350	537	84	359	3,072	913	988
Avg Sold Price	\$471,079	\$345,136	\$435,089	\$374,816	\$607,961	\$462,022	\$293,439			
Prev Year - Avg Sold Price	\$322,479	\$332,392	\$389,885	\$350,835	\$602,654	\$420,289	\$277,382			
Avg Sold % Change	46.08%	3.83%	11.59%	6.84%	0.88%	9.93%	5.79%			
Prev Year - # of Solds	34	44	213	402	622	90	348			

Active Detail