March 2014
20105, Aldie, VA

## Sold Summary

|  | Mar 2014 | Mar 2013 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 12,288,717$ | $\$ 13,367,117$ | $-8.07 \%$ |
| Avg Sold Price | $\$ 455,138$ | $\$ 445,571$ | $2.15 \%$ |
| Median Sold Price | $\$ 425,000$ | $\$ 411,000$ | $3.41 \%$ |
| Units Sold | 27 | 30 | $-10.00 \%$ |
| Avg Days on Market | 58 | 66 | $-12.12 \%$ |
| Avg List Price for Solds | $\$ 456,161$ | $\$ 446,106$ | $2.25 \%$ |
| Avg SP to OLP Ratio | $98.7 \%$ | $98.4 \%$ | $0.28 \%$ |
| Ratio of Avg SP to Avg OLP | $99.2 \%$ | $98.1 \%$ | $1.07 \%$ |
| Attached Avg Sold Price | $\$ 354,715$ | $\$ 342,393$ | $3.60 \%$ |
| Detached Avg Sold Price | $\$ 580,666$ | $\$ 548,748$ | $5.82 \%$ |
| Attached Units Sold | 15 | 15 | $0.00 \%$ |
| Detached Units Sold | 12 | 15 | $-20.00 \%$ |

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

|  | Mar 2014 | Mar 2013 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 165 | 114 | $44.74 \%$ |
| New Listings | 78 | 42 | $85.71 \%$ |
| New Under Contracts | 21 | 11 | $90.91 \%$ |
| New Contingents | 21 | 23 | $-8.70 \%$ |
| New Pendings | 42 | 34 | $23.53 \%$ |
| All Pendings | 51 | 56 | $-8.93 \%$ |

Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 3 |
| Conventional | 20 |
| FHA | 3 |
| Other | 1 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| 0 | 1 |
| :--- | :---: |
| 1 to 10 | 10 |
| 11 to 20 | 3 |
| 21 to 30 | 3 |
| 31 to 60 | 3 |
| 61 to 90 | 1 |
| 91 to 120 | 1 |
| 121 to 180 | 2 |
| 181 to 360 | 3 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop <br> All <br> Attached | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  |  | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 1 | 0 | 0 | 0 | 4 | 1 | 0 | 10 |
| \$300K to \$399,999 | 0 | 0 | 0 | 3 | 0 | 0 | 2 | 2 | 6 | 19 |
| \$400K to \$499,999 | 0 | 0 | 0 | 6 | 1 | 0 | 0 | 9 | 27 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 33 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 48 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 1 | 9 | 11 | 0 | 6 | 103 | 33 | 29 |
| Avg Sold Price | \$0 | \$0 | \$240,000 | \$412,898 | \$611,635 | \$0 | \$267,442 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$514,626 | \$390,850 | \$553,997 | \$0 | \$245,480 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | -53.36\% | 5.64\% | 10.40\% | 0.00\% | 8.95\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 2 | 10 | 13 | 0 | 5 |  |  |  |

