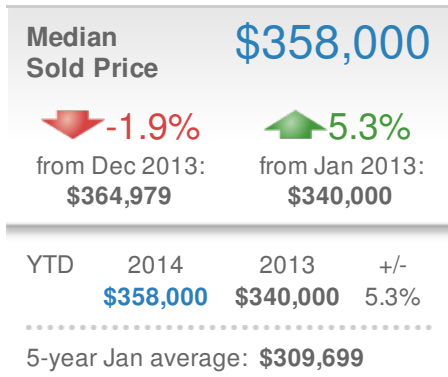
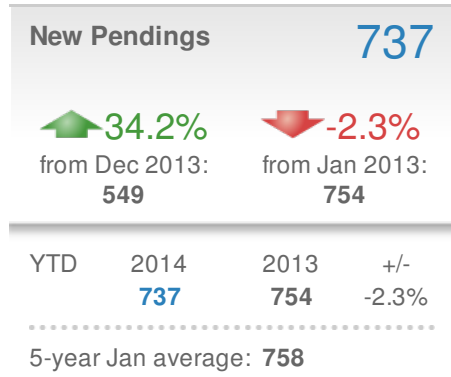
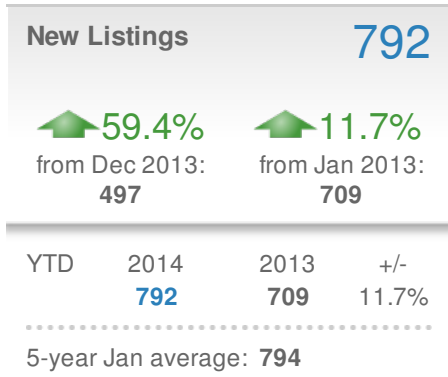


## January 2014

### Northern Virginia - Attached/Townhouse



### Summary

In Northern Virginia, the median sold price for Attached/Townhouse properties for January was \$358,000, representing a decrease of 1.9% compared to last month and an increase of 5.3% from Jan 2013. The average days on market for units sold in January was 47 days, 3% below the 5-year January average of 49 days. There was a 34.2% month over month increase in new contract activity with 737 New Pendings; a 20% MoM increase in All Pendings (new contracts + contracts carried over from December) to 982; and a 5.9% decrease in supply to 913 active units.

This activity resulted in a Contract Ratio of 1.08 pendings per active listing, up from 0.84 in December and a decrease from 1.99 in January 2013. The Contract Ratio is 30% lower than the 5-year January average of 1.54. 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.

