March 2015
20105, Aldie, VA

## Sold Summary

|  | Mar 2015 | Mar 2014 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 17,214,355$ | $\$ 12,288,717$ | $40.08 \%$ |
| Avg Sold Price | $\$ 478,177$ | $\$ 455,138$ | $5.06 \%$ |
| Median Sold Price | $\$ 456,956$ | $\$ 425,000$ | $7.52 \%$ |
| Units Sold | 36 | 27 | $33.33 \%$ |
| Avg Days on Market | 29 | 18 | $61.11 \%$ |
| Avg List Price for Solds | $\$ 479,149$ | $\$ 456,161$ | $5.04 \%$ |
| Avg SP to OLP Ratio | $99.2 \%$ | $98.7 \%$ | $0.58 \%$ |
| Ratio of Avg SP to Avg OLP | $99.5 \%$ | $99.2 \%$ | $0.29 \%$ |
| Attached Avg Sold Price | $\$ 337,834$ | $\$ 354,715$ | $-4.76 \%$ |
| Detached Avg Sold Price | $\$ 618,519$ | $\$ 580,666$ | $6.52 \%$ |
| Attached Units Sold | 18 | 15 | $20.00 \%$ |
| Detached Units Sold | 18 | 12 | $50.00 \%$ |

## 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 2015 | Mar 2014 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 221 | 165 | $33.94 \%$ |
| New Listings | 102 | 78 | $30.77 \%$ |
| New Under Contracts | 15 | 21 | $-28.57 \%$ |
| New Contingents | 44 | 21 | $109.52 \%$ |
| New Pendings | 59 | 42 | $40.48 \%$ |
| All Pendings | 83 | 51 | $62.75 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 3 |
| Conventional | 28 |
| FHA | 7 |
| Other | 2 |
| Owner | 0 |
| VA | 7 |

Days on Market (Sold)

| 0 | 13 |
| :--- | :--- |
| 1 to 10 | 12 |
| 11 to 20 | 2 |
| 21 to 30 | 6 |
| 31 to 60 | 4 |
| 61 to 90 | 1 |
| 91 to 120 | 1 |
| 121 to 180 | 5 |
| 181 to 360 | 3 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | 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 | 7 | 1 | 0 | 10 |
| \$300K to \$399,999 | 0 | 0 | 0 | 2 | 0 | 0 | 4 | 4 | 10 | 16 |
| \$400K to \$499,999 | 0 | 0 | 0 | 4 | 1 | 1 | 0 | 7 | 24 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 3 | 0 | 0 | 49 | 2 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 12 | 0 | 0 | 75 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 2 | 6 | 16 | 1 | 11 | 159 | 36 | 26 |
| Avg Sold Price | \$0 | \$0 | \$413,417 | \$422,819 | \$644,156 | \$420,000 | \$284,010 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$240,000 | \$412,898 | \$611,635 | \$0 | \$267,442 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 72.26\% | 2.40\% | 5.32\% | 0.00\% | 6.19\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 1 | 9 | 11 | 0 | 6 |  |  |  |

