

2014  
Arlington, VA

Sold Summary

|                            | 2014            | 2013            | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume         | \$1,734,861,571 | \$1,811,798,171 | -4.25%   |
| Avg Sold Price             | \$621,369       | \$602,527       | 3.13%    |
| Median Sold Price          | \$535,000       | \$524,900       | 1.92%    |
| Units Sold                 | 2,792           | 3,007           | -7.15%   |
| Avg Days on Market         | 69              | 63              | 9.52%    |
| Avg List Price for Solds   | \$627,169       | \$608,470       | 3.07%    |
| Avg SP to OLP Ratio        | 97.7%           | 109.5%          | -10.79%  |
| Ratio of Avg SP to Avg OLP | 97.7%           | 97.8%           | -0.11%   |
| Attached Avg Sold Price    | \$459,420       | \$461,280       | -0.40%   |
| Detached Avg Sold Price    | \$886,793       | \$841,181       | 5.42%    |
| Attached Units Sold        | 1,734           | 1,889           | -8.21%   |
| Detached Units Sold        | 1,058           | 1,118           | -5.37%   |

Financing (Sold)

|              |       |
|--------------|-------|
| Assumption   | 2     |
| Cash         | 458   |
| Conventional | 1,994 |
| FHA          | 88    |
| Other        | 64    |
| Owner        | 2     |
| VA           | 190   |

Days on Market (Sold)

|            |     |
|------------|-----|
| 0          | 4   |
| 1 to 10    | 208 |
| 11 to 20   | 214 |
| 21 to 30   | 342 |
| 31 to 60   | 889 |
| 61 to 90   | 412 |
| 91 to 120  | 213 |
| 121 to 180 | 225 |
| 181 to 360 | 129 |
| 361 to 720 | 14  |
| 721+       | 6   |

- 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

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|
|                            | 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           | 0         | 0           | 0            | 0           | 2          |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 8          |
| \$100K to \$149,999        | 2            | 0           | 0         | 0           | 0            | 0           | 54         |
| \$150K to \$199,999        | 0            | 0           | 0         | 0           | 0            | 0           | 83         |
| \$200K to \$299,999        | 3            | 3           | 0         | 1           | 0            | 0           | 254        |
| \$300K to \$399,999        | 3            | 20          | 4         | 13          | 3            | 0           | 394        |
| \$400K to \$499,999        | 15           | 33          | 31        | 19          | 15           | 2           | 328        |
| \$500K to \$599,999        | 19           | 14          | 58        | 10          | 35           | 1           | 145        |
| \$600K to \$799,999        | 30           | 11          | 215       | 44          | 144          | 17          | 125        |
| \$800K to \$999,999        | 3            | 0           | 68        | 45          | 122          | 19          | 29         |
| \$1M to \$2,499,999        | 1            | 1           | 26        | 21          | 258          | 9           | 27         |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 3            | 0           | 2          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| Total                      | 76           | 82          | 402       | 153         | 580          | 48          | 1,451      |
| Avg Sold Price             | \$572,981    | \$476,281   | \$712,514 | \$757,067   | \$1,048,706  | \$856,669   | \$413,941  |
| Prev Year - Avg Sold Price | \$541,953    | \$439,922   | \$690,360 | \$728,067   | \$987,219    | \$944,323   | \$419,752  |
| Avg Sold % Change          | 5.73%        | 8.26%       | 3.21%     | 3.98%       | 6.23%        | -9.28%      | -1.38%     |
| Prev Year - # of Solds     | 88           | 85          | 418       | 157         | 612          | 54          | 1,593      |