



NORTHERN VIRGINIA ASSOCIATION OF REALTORS®
The Voice for Real Estate in Northern Virginia
 8403 Arlington Boulevard, Fairfax, Virginia 22031
 Contact: Allyson M. Teevan
 Communications & Media Relations Manager
 Tel: 703.207.3233 | E-mail: webmaster@nvar.com



GREATER NORTHERN VIRGINIA AREA*
HOME SALES REPORT
JANUARY 2004

HOME SALES	2004	2003
Single Family Homes	1,783	2,499
Condos & Co-ops	509	689
Total	(-28.1%) 2,292	3,188
ACTIVE LISTINGS		
Single Family Homes	10,817	2,717
Condos & Co-ops	2,546	389
Total	(+330.2%) 13,363	3,106
SALES PRICE		
Average	(+13.4%) \$499,456	\$440,426
YEAR TO DATE		
YTD Homes Sold	(-10.29%) 2,292	2,555
YTD Sales Volume	\$1,144,753,710	\$1,404,077,350
YTD Average Sales Price	(+13.4%) \$499,456	\$440,426

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HOME SALES REPORT
JANUARY 2004

HOME SALES	2004	2003
Single Family Homes	1,152	1,229
Condos & Coops	465	530
Total	(-7.79%) 1,622	1,759
ACTIVE LISTINGS		
Single Family Homes	1,632	2,728
Condos & Coops	372	698
Total	(-41.51%) 2,004	3,426
SALES PRICE		
Average	(+16.14%) \$388,049	\$334,121
YEAR TO DATE		
YTD Number Homes Sold	(-7.79%) 1,622	1,759
YTD Sales Volume	\$629,415,831	\$587,718,108
YTD Avg. Sales Price	(+16.14%) \$388,049	\$334,121

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HOME SALES REPORT

FEBRUARY 2004

HOME SALES	2004	2003
Single Family Homes	1,085	1,175
Condos & Coops	496	542
Total	(-7.92%) 1,581	1,717
ACTIVE LISTINGS		
Single Family Homes	1,530	2,473
Condos & Coops	410	600
Total	(-36.87%) 1,940	3,073
SALES PRICE		
Average	(+19.71%) \$377,390	\$315,243
YEAR TO DATE		
YTD Number Homes Sold	(-7.85%) 3,203	3,476
YTD Sales Volume	\$1,226,068,797	\$1,128,990,269
YTD Avg. Sales Price	(+17.85%) \$382,788	\$324,796

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HOME SALES REPORT
FEBRUARY 2004

HOME SALES	2004	2003
Single Family Homes	2,209	2,133
Condos & Co-ops	626	646
Total	(+2.02%) 2,835	2,779
ACTIVE LISTINGS		
Single Family Homes	4,151	5,747
Condos & Co-ops	515	720
Total	(-27.85%) 4,666	6,467
SALES PRICE		
Average	(+18.00%) \$345,327	\$292,653
YEAR TO DATE		
YTD Homes Sold	(+0.60%) 5,632	5,666
YTD Sales Volume	\$1,985,661,015	\$1,703,174,391
YTD Average Sales Price	(+17.29%) \$352,568	\$300,596

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HOME SALES REPORT
MARCH 2004

HOME SALES	2004	2003
Single Family Homes	1,659	1,461
Condos & Coops	664	632
Total	(+10.99%) 2,323	2,093
ACTIVE LISTINGS		
Single Family Homes	1,535	2,869
Condos & Coops	440	669
Total	(-44.18%) 1,975	3,538
SALES PRICE		
Average	(+23.00%) \$415,269	\$337,612
YEAR TO DATE		
YTD Number Homes Sold	(-0.77%) 5,526	5,569
YTD Sales Volume	\$2,190,739,738	\$1,835,611,863
YTD Avg. Sales Price	(+20.28%) \$396,442	\$329,612

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HOME SALES REPORT
MARCH 2004

HOME SALES	2004	2003
Single Family Homes	3,222	2,726
Condos & Co-ops	816	778
Total	(+15.24%) 4,038	3,504
ACTIVE LISTINGS		
Single Family Homes	4,120	6,452
Condos & Co-ops	548	828
Total	(-35.88%) 4,668	7,280
SALES PRICE		
Average	(+21.43%) \$374,797	\$308,648
YEAR TO DATE		
YTD Homes Sold	(+5.45%) 9,670	9,170
YTD Sales Volume	\$3,499,090,016	\$2,784,676,702
YTD Average Sales Price	(+19.16%) \$361,850	\$303,672

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HOME SALES REPORT

APRIL 2004

HOME SALES	2004	2003
Single Family Homes	1,888	1,655
Condos & Coops	747	702
Total	(+11.79%) 2,635	2,357
ACTIVE LISTINGS		
Single Family Homes	2,211	2,921
Condos & Coops	556	562
Total	(-20.56%) 2,767	3,483
SALES PRICE		
Average	(+22.6%) \$423,123	\$345,114
YEAR TO DATE		
YTD Number Homes Sold	(+2.96%) 8,161	7,926
YTD Sales Volume	\$3,305,667,913	\$2,619,044,881
YTD Avg. Sales Price	(+21.19%) \$405,057	\$334,222

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HOME SALES REPORT
APRIL 2004

HOME SALES	2004	2003
Single Family Homes	3,533	2,975
Condos & Co-ops	930	855
Total	(+16.53%) 4,463	3,830
ACTIVE LISTINGS		
Single Family Homes	4,917	6,528
Condos & Co-ops	617	692
Total	(-22.6%) 5,588	7,220
SALES PRICE		
Average	(+22.57%) \$385,390	\$314,436
YEAR TO DATE		
YTD Homes Sold	(+8.72%) 14,133	13,000
YTD Sales Volume	\$5,219,083,709	\$3,988,968,105
YTD Average Sales Price	(+20.35%) \$369,284	\$306,844

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HOME SALES REPORT
MAY 2004

HOME SALES	2004	2003
Single Family Homes	2,134	2,040
Condos & Coops	760	768
Total	(+3.06%) 2,894	2,808
ACTIVE LISTINGS		
Single Family Homes	2,262	3,405
Condos & Coops	615	650
Total	(-29.05%) 2,877	4,055
SALES PRICE		
Average	(+22.02%) \$442,815	\$362,895
YEAR TO DATE		
YTD Number Homes Sold	(+2.99%) 11,055	10,734
YTD Sales Volume	\$4,587,174,725	\$3,638,053,439
YTD Avg. Sales Price	(+22.43%) \$414,941	\$338,928

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HOME SALES REPORT
MAY 2004

HOME SALES	2004	2003
Single Family Homes	4,072	3,634
Condos & Co-ops	921	954
Total	(+8.83%) 4,993	4,588
ACTIVE LISTINGS		
Single Family Homes	5,126	7,322
Condos & Co-ops	745	791
Total	(-27.63%) 5,871	8,113
SALES PRICE		
Average	(+22.96%) \$405,639	\$329,890
YEAR TO DATE		
YTD Homes Sold	(+8.74%) 19,126	17,588
YTD Sales Volume	\$7,244,439,058	\$5,492,607,839
YTD Average Sales Price	(+21.29%) \$378,774	\$312,293

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HOME SALES REPORT

JUNE 2004

HOME SALES	2004	2003
Single Family Homes	2,936	2,849
Condos & Coops	1,004	781
Total	(+21.98%) 3,940	3,230
ACTIVE LISTINGS		
Single Family Homes	2,849	3,368
Condos & Coops	781	667
Total	(-10.04%) 3,630	4,035
SALES PRICE		
Average	(+23.41%) \$462,697	\$374,927
YEAR TO DATE		
YTD Number Homes Sold	(+7.38%) 14,995	13,964
YTD Sales Volume	\$6,410,202,720	\$4,849,067,201
YTD Avg. Sales Price	(+23.11%) \$427,489	\$347,255

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JUNE 2004

HOME SALES	2004	2003
Single Family Homes	5,347	4,328
Condos & Co-ops	1,244	978
Total	(+24.22%) 6,591	5,306
ACTIVE LISTINGS		
Single Family Homes	6,133	7,283
Condos & Co-ops	938	807
Total	(-12.6%) 7,071	8,090
SALES PRICE		
Average	(+24.3%) \$425,684	\$342,467
YEAR TO DATE		
YTD Homes Sold	(+12.33%) 25,717	22,894
YTD Sales Volume	\$10,050,123,181	\$7,309,736,795
YTD Average Sales Price	(+22.4%) \$390,797	\$319,286

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JULY 2004

HOME SALES	2004	2003
Single Family Homes	2,540	2,508
Condos & Coops	926	833
Total	(+3.74%) 3,466	3,341
ACTIVE LISTINGS		
Single Family Homes	3,018	3,167
Condos & Coops	818	709
Total	(-1.03%) 3,836	3,876
SALES PRICE		
Average	(+21.66%) \$454,341	\$373,454
YEAR TO DATE		
YTD Number Homes Sold	(+6.68%) 18,461	17,305
YTD Sales Volume	\$7,984,947,884	\$6,096,778,453
YTD Avg. Sales Price	(+22.77%) \$432,531	\$352,313

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JULY 2004

HOME SALES	2004	2003
Single Family Homes	4,767	4,498
Condos & Co-ops	1,158	1,028
Total	(+7.22%) 5,925	5,526
ACTIVE LISTINGS		
Single Family Homes	6,588	6,893
Condos & Co-ops	1,010	850
Total	(-1.87%) 7,598	7,743
SALES PRICE		
Average	(+23.39%) \$419,908	\$340,303
YEAR TO DATE		
YTD Homes Sold	(+11.34%) 31,642	28,420
YTD Sales Volume	\$12,538,077,410	\$9,190,250,807
YTD Average Sales Price	(+22.54%) \$396,248	\$323,373

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HOME SALES REPORT

AUGUST 2004

HOME SALES	2004	2003
Single Family Homes	2,385	2,484
Condos & Coops	991	820
Total	(+2.18%) 3,376	3,304
ACTIVE LISTINGS		
Single Family Homes	2,712	2,964
Condos & Coops	703	617
Total	(-4.64%) 3,415	3,581
SALES PRICE		
Average	(+18.41%) \$449,678	\$379,764
YEAR TO DATE		
YTD Number Homes Sold	(+5.96%) 21,837	20,609
YTD Sales Volume	\$9,503,062,051	\$7,351,517,984
YTD Avg. Sales Price	(+22%) \$435,182	\$356,714

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HOME SALES REPORT
AUGUST 2004

HOME SALES	2004	2003
Single Family Homes	4,568	4,346
Condos & Co-ops	1,259	977
Total	(+9.47%) 5,827	5,323
ACTIVE LISTINGS		
Single Family Homes	6,237	6,510
Condos & Co-ops	879	771
Total	(-2.27%) 7,116	7,281
SALES PRICE		
Average	(+18.48%) \$415,521	\$350,703
YEAR TO DATE		
YTD Homes Sold	(+11.04%) 37,469	33,743
YTD Sales Volume	\$14,959,319,529	\$11,057,042,709
YTD Average Sales Price	(+21.84%) \$399,245	\$327,684

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HOME SALES REPORT
SEPTEMBER 2004

HOME SALES	2004	2003
Single Family Homes	1,972	1,938
Condos & Coops	788	799
Total	(+0.84%) 2,760	2,737
ACTIVE LISTINGS		
Single Family Homes	2,817	3,102
Condos & Coops	723	705
Total	(-7.01%) 3,540	3,807
SALES PRICE		
Average	(+21.13%) \$440,150	\$363,376
YEAR TO DATE		
YTD Number Homes Sold	(+5.36%) 24,597	23,346
YTD Sales Volume	\$10,717,875,693	\$8,346,078,106
YTD Avg. Sales Price	(+21.89%) \$435,739	\$357,495

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 Contact: Allyson M. Teevan
 Communications & Media Relations Manager
 Tel: 703.207.3233 | E-mail: webmaster@nvar.com



GREATER NORTHERN VIRGINIA AREA*
HOME SALES REPORT
SEPTEMBER 2004

HOME SALES	2004	2003
Single Family Homes	3,880	3,671
Condos & Co-ops	967	953
Total	(+4.82%) 4,847	4,624
ACTIVE LISTINGS		
Single Family Homes	6,427	6,763
Condos & Co-ops	892	853
Total	(-3.9%) 7,319	7,616
SALES PRICE		
Average	(+21.58%) \$409,324	\$336,668
YEAR TO DATE		
YTD Homes Sold	(+10.29%) 42,316	38,367
YTD Sales Volume	\$16,943,314,075	\$12,613,794,794
YTD Average Sales Price	(+21.79%) \$400,400	\$328,767

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NORTHERN VIRGINIA AREA*
HOME SALES REPORT
OCTOBER 2004

HOME SALES	2004	2003
Single Family Homes	1,858	1,789
Condos & Coops	788	742
Total	(+4.54%) 2,646	2,531
ACTIVE LISTINGS		
Single Family Homes	2,552	2,906
Condos & Coops	702	592
Total	(-6.98%) 3,254	3,498
SALES PRICE		
Average	(+23.38%) \$443,328	\$359,306
YEAR TO DATE		
YTD Number Homes Sold	(+5.28%) 27,243	25,877
YTD Sales Volume	\$11,890,921,006	\$9,255,481,508
YTD Avg. Sales Price	(+22.03%) \$436,476	\$357,672

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GREATER NORTHERN VIRGINIA AREA*
HOME SALES REPORT
OCTOBER 2004

HOME SALES	2004	2003
Single Family Homes	3,662	3,325
Condos & Co-ops	993	915
Total	(+9.79%) 4,655	4,240
ACTIVE LISTINGS		
Single Family Homes	5,947	6,452
Condos & Co-ops	842	727
Total	(-5.43%) 6,789	7,179
SALES PRICE		
Average	(+23.48%) \$409,428	\$331,582
YEAR TO DATE		
YTD Homes Sold	(+10.24%) 46,971	42,607
YTD Sales Volume	\$18,849,202,920	\$14,019,701,016
YTD Average Sales Price	(+21.96%) \$401,294	\$329,047

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NORTHERN VIRGINIA AREA*
HOME SALES REPORT
NOVEMBER 2004

HOME SALES	2004	2003
Single Family Homes	1,924	1,534
Condos & Coops	764	598
Total	(+26.22%) 2,691	2,132
ACTIVE LISTINGS		
Single Family Homes	1,452	2,317
Condos & Coops	431	492
Total	(-32.97%) 1,883	2,809
SALES PRICE		
Average	(+21.62%) \$452,461	\$372,019
YEAR TO DATE		
YTD Number Homes Sold	(+6.87%) 29,934	28,009
YTD Sales Volume	\$13,108,493,887	\$10,048,626,189
YTD Avg. Sales Price	(+22.06%) \$437,913	\$358,764

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GREATER NORTHERN VIRGINIA AREA*
HOME SALES REPORT
NOVEMBER 2004

HOME SALES	2004	2003
Single Family Homes	3,788	2,846
Condos & Co-ops	932	716
Total	(+32.51%) 4,720	3,562
ACTIVE LISTINGS		
Single Family Homes	3,729	5,416
Condos & Co-ops	525	603
Total	(-29.32%) 4,254	6,019
SALES PRICE		
Average	(+22.91%) \$419,176	\$341,047
YEAR TO DATE		
YTD Homes Sold	(+11.96%) 51,691	46,169
YTD Sales Volume	\$20,827,714,193	\$15,234,510,110
YTD Average Sales Price	(+22.11%) \$402,927	\$329,973

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NORTHERN VIRGINIA AREA*
HOME SALES REPORT
DECEMBER 2004

HOME SALES	2004	2003
Single Family Homes	1,973	1,940
Condos & Coops	828	747
Total	(+4.24%) 2,801	2,687
ACTIVE LISTINGS		
Single Family Homes	1,286	1,606
Condos & Coops	359	331
Total	(-15.07%) 1,645	1,937
SALES PRICE		
Average	(+19.39%) \$476,941	\$399,494
YEAR TO DATE		
YTD Number Homes Sold	(+6.64%) 32,735	30,696
YTD Sales Volume	\$14,444,404,330	\$11,122,067,070
YTD Avg. Sales Price	(+21.78%) \$441,253	\$362,330

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GREATER NORTHERN VIRGINIA AREA*
HOME SALES REPORT
DECEMBER 2004

HOME SALES	2004	2003
Single Family Homes	4,010	3,807
Condos & Co-ops	979	902
Total	(+5.95%) 4,989	4,709
ACTIVE LISTINGS		
Single Family Homes	3,751	4,206
Condos & Co-ops	449	419
Total	(-9.19%) 4,200	4,625
SALES PRICE		
Average	(+19.4%) \$444,396	\$372,192
YEAR TO DATE		
YTD Homes Sold	(+11.4%) 56,680	50,878
YTD Sales Volume	\$23,044,806,417	\$16,987,163,653
YTD Average Sales Price	(+21.77%) \$406,577	\$333,880

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