



NORTHERN VIRGINIA ASSOCIATION OF REALTORS®

The Voice for Real Estate in Northern Virginia

8403 Arlington Boulevard, Fairfax, Virginia 22031

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Communications & Media Relations Manager

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NORTHERN VIRGINIA AREA*

HOME SALES REPORT

Jan-05

HOME SALES	2005	2004
Single Family Homes	1,189	1,152
Condos & Coops	551	465
Total	(+7.27%) 1,740	1,622
ACTIVE LISTINGS		
Single Family Homes	891	1,632
Condos & Coops	302	372
Total	(-40.47%) 1,193	2,004
SALES PRICE		
Average	(+22.49%) \$475,321	\$388,049
YEAR TO DATE		
YTD Number Homes Sold	(+7.27%) 1,740	1,622
YTD Sales Volume	\$827,059,145	\$629,415,831
YTD Avg. Sales Price	(+22.49%) \$475,321	\$388,049

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GREATER NORTHERN VIRGINIA AREA*

HOME SALES REPORT

JANUARY 2005

JANUARY HOME SALES	2005	2004
Single Family Homes	2,499	2,236
Condos & Co-ops	689	561
Total	(+13.98%) 3,188	2,797
JANUARY ACTIVE LISTINGS		
Single Family Homes	2,717	4,310
Condos & Co-ops	389	483
Total	(-35.2%) 3,106	4,793
JANUARY SALES PRICE		
Average	(+22.37%) \$440,426	\$359,907
YEAR TO DATE		
YTD Homes Sold	(+13.98%) 3,188	2,797
YTD Sales Volume	\$1,404,077,348	\$1,006,659,821
YTD Average Sales Price	(+22.37%) \$440,426	\$359,907

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HOME SALES REPORT
 Feb-05

HOME SALES	2005	2004
Single Family Homes	1,144	1,085
Condos & Coops	574	496
Total	(+8.67%) 1,718	1,581
ACTIVE LISTINGS		
Single Family Homes	1,168	1,530
Condos & Coops	416	410
Total	(-18.35%) 1,584	1,940
SALES PRICE		
Average	(+28.41%) \$484,608	\$377,390
YEAR TO DATE		
YTD Number Homes Sold	(+7.96%) 3,458	3,203
YTD Sales Volume	\$1,659,616,463	\$1,226,068,797
YTD Avg. Sales Price	(+25.38%) \$479,935	\$382,788

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 HOME SALES REPORT
 FEBRUARY 2005

FEBRUARY HOME SALES	2005	2004
Single Family Homes	2,462	2,317
Condos & Co-ops	713	680
Total	(+5.94%) 3,175	2,997
FEBRUARY ACTIVE LISTINGS		
Single Family Homes	3,637	4,151
Condos & Co-ops	536	515
Total	(-10.57%) 4,173	4,666
FEBRUARY SALES PRICE		
Average	(+27.52%) \$444,176	\$348,332
YEAR TO DATE		
YTD Homes Sold	(+9.82%) 6,363	5,794
YTD Sales Volume	\$2,814,335,027	\$2,050,609,672
YTD Average Sales Price	(+24.97%) \$442,297	\$353,920

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HOME SALES REPORT

Mar-05

HOME SALES	2005	2004
Single Family Homes	1,544	1,659
Condos & Coops	716	664
Total	(-2.71%) 2,260	2,323
ACTIVE LISTINGS		
Single Family Homes	1,504	1,535
Condos & Coops	530	440
Total	(+2.99%) 2,034	1,975
SALES PRICE		
Average	(+21.39%) \$504,081	\$415,269
YEAR TO DATE		
YTD Number Homes Sold	(+3.47%) 5,718	5,526
YTD Sales Volume	\$2,798,840,111	\$2,190,739,738
YTD Avg. Sales Price	(+23.47%) \$489,479	\$396,442

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HOME SALES REPORT
MARCH 2005

MARCH HOME SALES	2005	2004
Single Family Homes	3,414	3,222
Condos & Co-ops	917	816
Total	(+7.26%) 4,331	4,038
MARCH ACTIVE LISTINGS		
Single Family Homes	4,067	4,120
Condos & Co-ops	661	548
Total	(+1.29%) 4,728	4,668
MARCH SALES PRICE		
Average	(+23.14%) \$461,518	\$374,797
YEAR TO DATE		
YTD Homes Sold	(+8.77%) 10,694	9,832
YTD Sales Volume	\$4,813,170,080	\$3,564,038,673
YTD Average Sales Price	(+24.16%) \$450,081	\$362,494

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HOME SALES REPORT

Apr-05

HOME SALES	2005	2004
Single Family Homes	1,670	1,888
Condos & Coops	729	747
Total	(-8.96%) 2,399	2,635
ACTIVE LISTINGS		
Single Family Homes	2,259	2,211
Condos & Coops	724	556
Total	(+7.81%) 2,983	2,767
SALES PRICE		
Average	(+22.97%) \$520,318	\$423,123
YEAR TO DATE		
YTD Number Homes Sold	(-0.54%) 8,117	8,161
YTD Sales Volume	\$4,047,083,057	\$3,305,667,913
YTD Avg. Sales Price	(+23.09%) \$498,593	\$405,057

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 HOME SALES REPORT
 APRIL 2005

APRIL HOME SALES	2005	2004
Single Family Homes	3,601	3,533
Condos & Co-ops	925	930
Total	(+1.41%) 4,526	4,463
APRIL ACTIVE LISTINGS		
Single Family Homes	5,525	4,917
Condos & Co-ops	892	671
Total	(+14.84%) 6,417	5,588
APRIL SALES PRICE		
Average	(+24.55%) \$480,017	\$385,390
YEAR TO DATE		
YTD Homes Sold	(+6.47%) 15,220	14,295
YTD Sales Volume	\$6,985,726,325	\$5,284,032,366
YTD Average Sales Price	(+24.17%) \$458,983	\$369,642

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HOME SALES REPORT
 May-05

HOME SALES	2005	2004
Single Family Homes	2,194	2,134
Condos & Coops	851	760
Total	(+5.22%) 3,045	2,894
ACTIVE LISTINGS		
Single Family Homes	2,615	2,262
Condos & Coops	780	615
Total	(+18.00%) 3,395	2,877
SALES PRICE		
Average	(+22.65%) \$543,129	\$442,815
YEAR TO DATE		
YTD Number Homes Sold	(+0.97%) 11,162	11,055
YTD Sales Volume	\$5,700,909,706	\$4,587,174,725
YTD Avg. Sales Price	(+23.09%) \$510,743	\$414,941

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 HOME SALES REPORT
 MAY 2005

MAY HOME SALES	2005	2004
Single Family Homes	4,390	4,072
Condos & Co-ops	1,061	921
Total	(+9.17%) 5,451	4,993
MAY ACTIVE LISTINGS		
Single Family Homes	6,380	5,126
Condos & Co-ops	986	745
Total	(+25.46%) 7,366	5,871
MAY SALES PRICE		
Average	(+23.38%) \$500,476	\$405,639
YEAR TO DATE		
YTD Homes Sold	(+7.17%) 20,671	19,288
YTD Sales Volume	\$9,713,823,689	\$7,309,387,715
YTD Average Sales Price	(+24.00%) \$469,925	\$378,960

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NORTHERN VIRGINIA AREA*
HOME SALES REPORT
 Jun-05

HOME SALES	2005	2004
Single Family Homes	2,654	2,936
Condos & Coops	907	1,004
Total	(-9.62%) 3,561	3,940
ACTIVE LISTINGS		
Single Family Homes	3,094	2,849
Condos & Coops	967	781
Total	(+11.87%) 4,061	3,630
SALES PRICE		
Average	(+20.3%) \$556,606	\$462,697
YEAR TO DATE		
YTD Number Homes Sold	(-1.81%) 14,723	14,995
YTD Sales Volume	\$7,682,984,762	\$6,410,202,720
YTD Avg. Sales Price	(+22.07%) \$521,836	\$427,489

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 JUNE 2005

JUNE HOME SALES	2005	2004
Single Family Homes	5,244	5,347
Condos & Co-ops	1,156	1,244
Total	(-2.9%) 6,400	6,591
JUNE ACTIVE LISTINGS		
Single Family Homes	7,530	6,133
Condos & Co-ops	1,197	938
Total	(+23.42%) 8,727	7,071
JUNE SALES PRICE		
Average	(+20.82%) \$514,306	\$425,684
YEAR TO DATE		
YTD Homes Sold	(+4.61%) 27,071	25,879
YTD Sales Volume	\$13,005,381,424	\$10,115,071,838
YTD Average Sales Price	(+22.91%) \$480,417	\$390,860

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NORTHERN VIRGINIA AREA*

HOME SALES REPORT

Jul-05

HOME SALES	2005	2004
Single Family Homes	2,285	2,540
Condos & Coops	773	926
Total	(-11.77%) 3,058	3,466
ACTIVE LISTINGS		
Single Family Homes	3,631	3,018
Condos & Coops	1,212	818
Total	(+26.25%) 4,843	3,836
SALES PRICE		
Average	(+23.21%) \$559,790	\$454,341
YEAR TO DATE		
YTD Number Homes Sold	(-3.68%) 17,781	18,461
YTD Sales Volume	\$9,394,822,542	\$7,984,947,884
YTD Avg. Sales Price	(+22.16%) \$528,363	\$432,531

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 JULY 2005

JULY HOME SALES	2005	2004
Single Family Homes	4,511	4,767
Condos & Co-ops	988	1,158
Total	(-7.19%) 5,499	5,925
JULY ACTIVE LISTINGS		
Single Family Homes	8,800	6,588
Condos & Co-ops	1,544	1,010
Total	(+36.14%) 10,344	7,598
JULY SALES PRICE		
Average	(+23.02%) \$516,588	\$419,908
YEAR TO DATE		
YTD Homes Sold	(+2.41%) 32,570	31,804
YTD Sales Volume	\$15,845,099,497	\$12,603,026,067
YTD Average Sales Price	(+22.78%) \$486,524	\$396,272

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 Aug-05

HOME SALES	2005	2004
Single Family Homes	2,274	2,385
Condos & Coops	838	991
Total	(-7.82%) 3,112	3,376
ACTIVE LISTINGS		
Single Family Homes	3,642	2,712
Condos & Coops	1,363	703
Total	(+46.56%) 5,005	3,415
SALES PRICE		
Average	(+24.28%) \$558,880	\$449,678
YEAR TO DATE		
YTD Number Homes Sold	(-4.32%) 20,893	21,837
YTD Sales Volume	\$11,134,058,589	\$9,503,062,051
YTD Avg. Sales Price	(+22.5%) \$532,909	\$435,182

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 HOME SALES REPORT
 AUGUST 2005

AUGUST HOME SALES	2005	2004
Single Family Homes	4,553	4,568
Condos & Co-ops	1,072	1,259
Total	(-3.47%) 5,625	5,827
AUGUST ACTIVE LISTINGS		
Single Family Homes	9,393	6,247
Condos & Co-ops	1,780	879
Total	(+56.79%) 11,173	7,126
AUGUST SALES PRICE		
Average	(+23.02%) \$516,588	\$415,521
YEAR TO DATE		
YTD Homes Sold	(+1.50%) 38,195	37,631
YTD Sales Volume	\$18,820,514,612	\$15,024,268,186
YTD Average Sales Price	(+23.42%) \$492,748	\$399,252

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HOME SALES REPORT
 Sep-05

HOME SALES	2005	2004
Single Family Homes	1,692	1,972
Condos & Coops	685	788
Total	(-13.88%) 2,377	2,760
ACTIVE LISTINGS		
Single Family Homes	4,779	2,817
Condos & Coops	1,914	723
Total	(+89.07%) 6,693	3,540
SALES PRICE		
Average	(+23.41%) \$543,170	\$440,150
YEAR TO DATE		
YTD Number Homes Sold	(-5.39%) 23,270	24,597
YTD Sales Volume	\$12,425,173,831	\$10,717,875,693
YTD Avg. Sales Price	(+22.54%) \$533,957	\$435,739

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GREATER NORTHERN VIRGINIA AREA*
 HOME SALES REPORT
 SEPTEMBER 2005

SEPTEMBER HOME SALES	2005	2004
Single Family Homes	3,461	3,880
Condos & Co-ops	875	967
Total	(-10.54%) 4,336	4,847
SEPTEMBER ACTIVE LISTINGS		
Single Family Homes	11,700	6,427
Condos & Co-ops	2,394	892
Total	(+92.57%) 14,094	7,319
SEPTEMBER SALES PRICE		
Average	(+23.60%) \$505,940	\$409,324
YEAR TO DATE		
YTD Homes Sold	(+0.12%) 42,531	42,478
YTD Sales Volume	\$21,014,270,179	\$17,008,262,732
YTD Average Sales Price	(+23.39%) \$494,093	\$400,401

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NORTHERN VIRGINIA AREA*
HOME SALES REPORT
 Oct-05

HOME SALES	2005	2004
Single Family Homes	1,366	1,858
Condos & Coops	535	788
Total	(-28.15%) 1,901	2,646
ACTIVE LISTINGS		
Single Family Homes	4,949	2,552
Condos & Coops	2,173	702
Total	(+118.87%) 7,122	3,254
SALES PRICE		
Average	(+24.08%) \$550,069	\$443,328
YEAR TO DATE		
YTD Number Homes Sold	(-7.6%) 25,171	27,243
YTD Sales Volume	\$13,470,855,055	\$11,890,921,007
YTD Avg. Sales Price	(+22.61%) \$535,174	\$436,476

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GREATER NORTHERN VIRGINIA AREA*
 HOME SALES REPORT
 OCTOBER 2005

OCTOBER HOME SALES	2005	2004
Single Family Homes	2,926	3,662
Condos & Co-ops	696	993
Total	(-22.19%) 3,622	4,655
OCTOBER ACTIVE LISTINGS		
Single Family Homes	12,156	5,947
Condos & Co-ops	2,767	842
Total	(+119.81%) 14,923	6,789
OCTOBER SALES PRICE		
Average	(+23.42%) \$505,326	\$409,428
YEAR TO DATE		
YTD Homes Sold	(-2.08%) 46,153	47,133
YTD Sales Volume	\$22,844,561,920	\$18,914,151,579
YTD Average Sales Price	(+23.35%) \$494,975	\$401,293

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NORTHERN VIRGINIA AREA*
HOME SALES REPORT
 Nov-05

HOME SALES	2005	2004
Single Family Homes	1,419	1,927
Condos & Coops	514	764
Total	(-28.16%) 1,933	2,691
ACTIVE LISTINGS		
Single Family Homes	4,575	1,452
Condos & Coops	2,169	431
Total	(+258.15%) 6,744	1,883
SALES PRICE		
Average	(+20.52%) \$545,311	\$452,461
YEAR TO DATE		
YTD Number Homes Sold	(-9.45%) 27,104	29,934
YTD Sales Volume	\$14,524,941,492	\$13,108,493,888
YTD Avg. Sales Price	(+22.38%) \$535,897	\$437,913

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GREATER NORTHERN VIRGINIA AREA*
 HOME SALES REPORT

Nov-05

NOVEMBER HOME SALES	2005	2004
Single Family Homes	2,786	3,791
Condos & Co-ops	653	932
Total	(-27.18%) 3,439	4,723
NOVEMBER ACTIVE LISTINGS		
Single Family Homes	11,605	5,947
Condos & Co-ops	2,773	842
Total	(+237.98%) 14,378	4,254
NOVEMBER SALES PRICE		
Average	(+21.43%) \$508,710	\$418,909
YEAR TO DATE		
YTD Homes Sold	(-4.36%) 49,592	51,856
YTD Sales Volume	\$24,594,017,105	\$20,892,662,853
YTD Average Sales Price	(+23.09%) \$495,927	\$402,897

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NORTHERN VIRGINIA AREA*

HOME SALES REPORT

Nov-05

HOME SALES	2005	2004
Single Family Homes	1,455	1,973
Condos & Coops	676	828
Total	(-23.92%) 2,131	2,801
ACTIVE LISTINGS		
Single Family Homes	3,817	1,286
Condos & Coops	1,842	359
Total	(+244.01%) 5,659	1,645
SALES PRICE		
Average	(+15.86%) \$552,621	\$476,941
YEAR TO DATE		
YTD Number Homes Sold	(-10.69%) 29,235	32,735
YTD Sales Volume	\$15,702,576,305	\$14,444,404,331
YTD Avg. Sales Price	(+21.73%) \$537,116	\$441,252

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GREATER NORTHERN VIRGINIA AREA*
 HOME SALES REPORT

Dec-05

DECEMBER HOME SALES	2005	2004
Single Family Homes	3,126	4,010
Condos & Co-ops	858	979
Total	(-20.14%) 3,984	4,989
DECEMBER ACTIVE LISTINGS		
Single Family Homes	10,186	3,751
Condos & Co-ops	2,373	449
Total	(+199.02%) 12,559	4,200
DECEMBER SALES PRICE		
Average	(+18.20%) \$525,274	\$444,369
YEAR TO DATE		
YTD Homes Sold	(-5.75%) 53,576	56,845
YTD Sales Volume	\$26,686,709,173	\$23,109,755,077
YTD Average Sales Price	(+22.52%) \$498,109	\$406,539

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