




# ATOKA PROPERTIES

A Division of Middleburg Real Estate

## Metropolitan Washington, DC Housing Market Analysis

As of May 31, 2011

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Certified Short Sales and Foreclosure Resource

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## Loudoun County Housing Market Analysis

### Notes concerning the data in this analysis

1. The data used in this report is collected from MRIS, a dynamic database of real estate activity. This report reflects MRIS data at one time, it is a "snapshot" of activity for the previous month that can and regularly does change as REALTORS enter listings, sales and contract information on an ongoing basis. Preliminary sales results are collected on or before the tenth of the month for the previous month and revised with final results thirty days later.
2. Loudoun County reflects sales activity for the Dulles Area Association of Realtors; NVAR refers to activity in Arlington and Fairfax counties as well as Alexandria, Falls Church and Fairfax cities; PWAR refers to Prince William County as well as Manassas and Manassas Park cities.
3. Unless otherwise noted, "list price" refers to "original list price".
4. House types excluded from this analysis include "bed & breakfast", "mobile", "other", "garage/park space", "house of worship", "dwelling w/rental", "double wide", "rooming house", "vacation home", or "vacation rental".
5. Active listings refers to those with "active" status on or before the tenth of the current month and are considered a "snapshot" of activity in the previous month. Listings exclude "expired", "withdrawn" and "temporarily withdrawn" statuses. Preliminary results are not revised.
6. **SFD** refers to detached units  
**SFA** refers to townhouse, attached/row house, patio, duplex, back to back, triplex, quad, over storefront, and semi-detached units  
**CON** refers to garden style, mid-rise, hi-rise, penthouse, and multi-family units
7. Pending sales refers to listings marked "Contingency/KO", "Contingency/No KO" or "Contract" on or before the tenth of the current month ("new pendings") and are considered a "snapshot" of activity in the previous month. Pending sales may or may not close in the future. Preliminary results are not revised.
8. In April 2009, MRIS added forced fields for short sales and foreclosures thereby significantly increasing the results of these indicators thereafter.
9. All sales, pending sales and active listings include new construction. All sales, pending sales and active listings are classified as "for sale".
10. The data in this document was prepared and analyzed by Rosemary deButts (MIRM), REALTOR® and Housing Analyst.  
For questions about this report, please call or email Rosemary 540/338.2212 [rosemary@atokaproperties.com](mailto:rosemary@atokaproperties.com)  
For more information on the Loudoun County housing market, please visit [www.housinganalyst.net](http://www.housinganalyst.net)

## Metro DC and Local Associations: Sales and YTD Median Sales Prices

### Metro DC

Year	Total Sales		Median SP	
	Units	% Change	\$	% Change
2007	55,215	-22%	\$410,000	0%
2008	53,619	-3%	\$338,000	-18%
2009	59,320	11%	\$310,000	-8%
2010	56,012	-6%	\$325,000	5%
2011	48,929	-13%	\$315,000	-3%

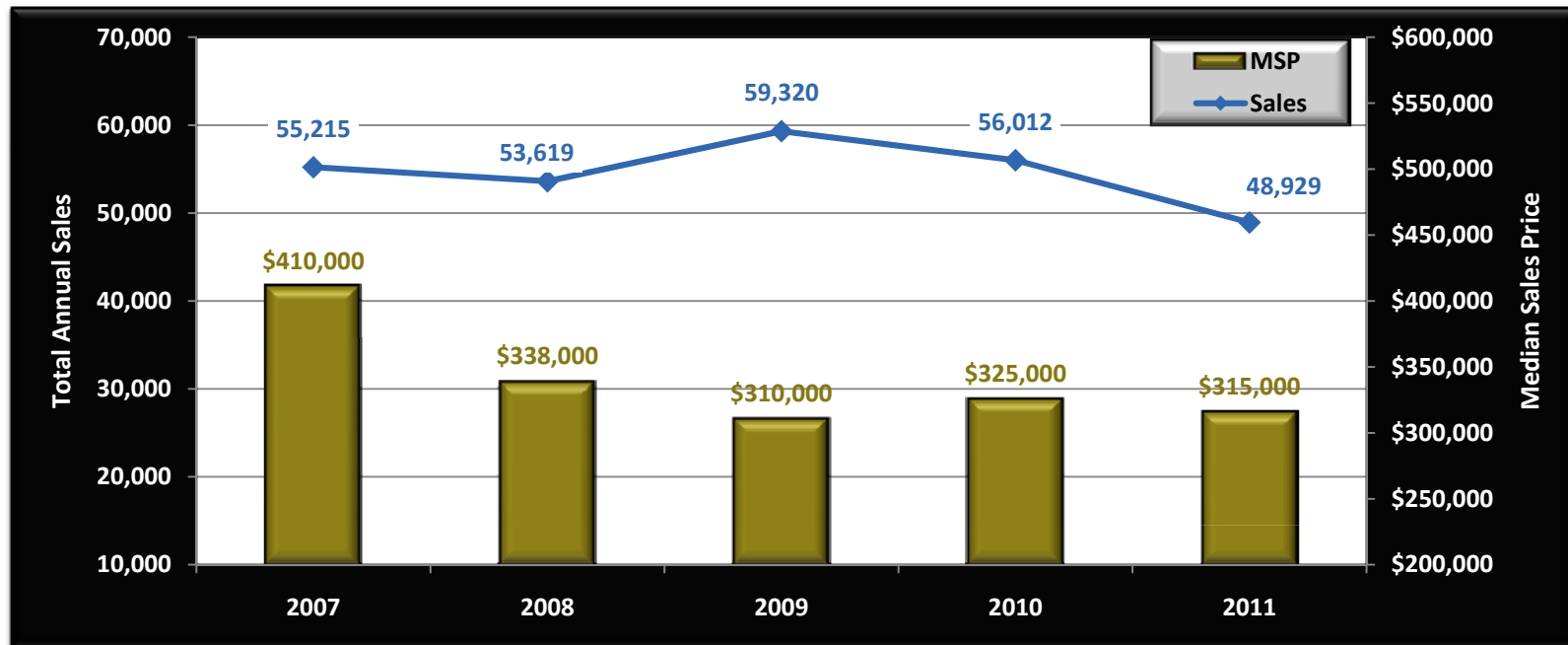
Source: MRIS, NSA

2011 Sales Annualized

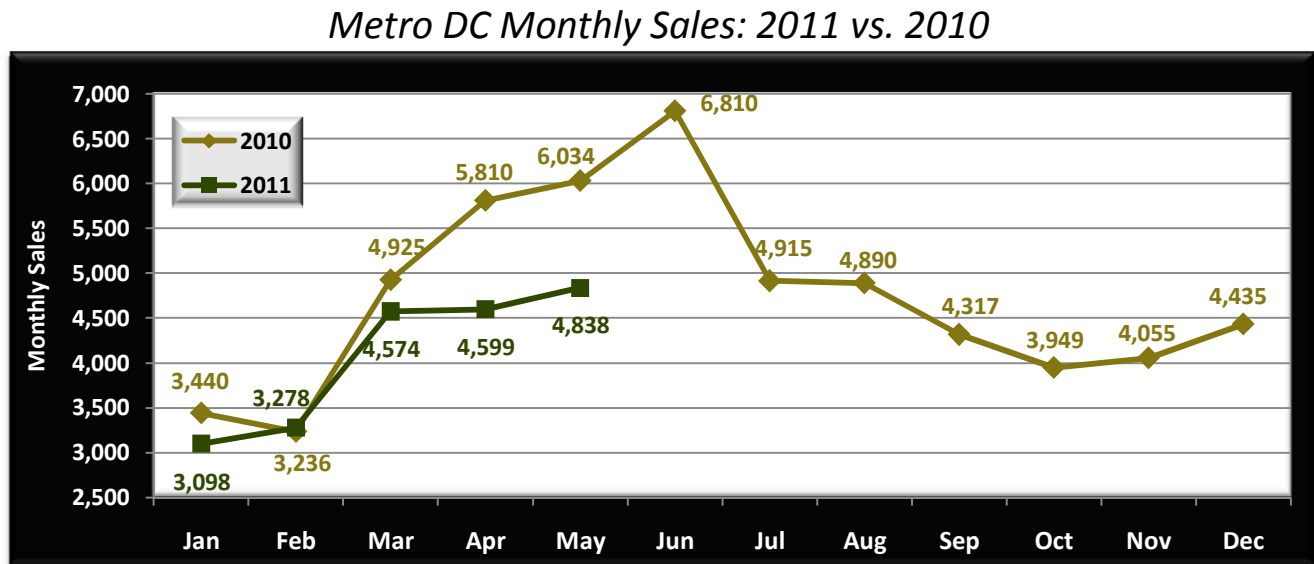
### Local Associations

Local Association	Total Sales			Median SP		
	2010	2011	% Change	2010	2011	% Change
Loudoun	4,793	4,111	-14%	\$359,900	\$362,170	1%
Montgomery	10,334	8,762	-15%	\$350,000	\$335,833	-4%
NVAR	18,605	15,929	-14%	\$400,000	\$399,000	0%
Prince Georges	7,049	8,117	15%	\$176,000	\$158,000	-10%
PWAR	8,715	5,976	-31%	\$235,000	\$229,000	-3%
Washington, DC	6,516	6,034	-7%	\$388,000	\$385,000	-1%

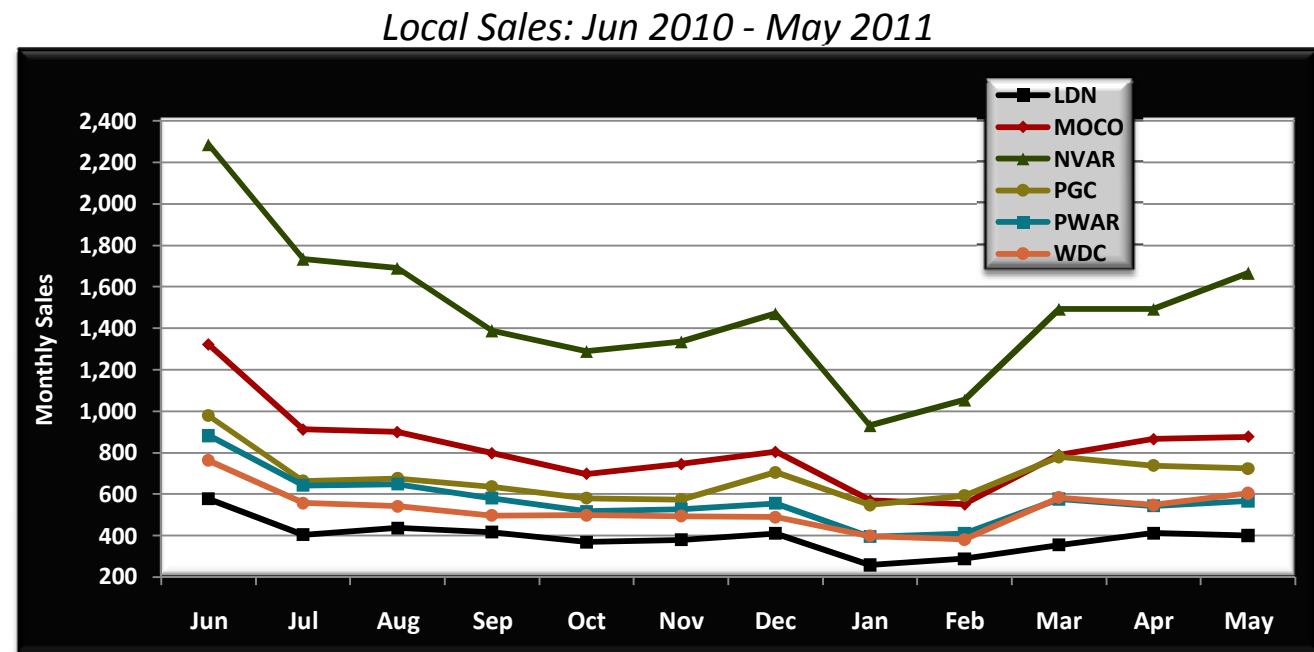
## Metro DC Existing Home Sales and YTD Median Sales Prices: 2007 - 2010



May '11 vs. Apr '11	5.2%
May '11 vs. May '10	-19.8%
2011 Average	4,077
2010 Average	4,735
2009 Average	4,946
2008 Average	4,468
2007 Average	4,601



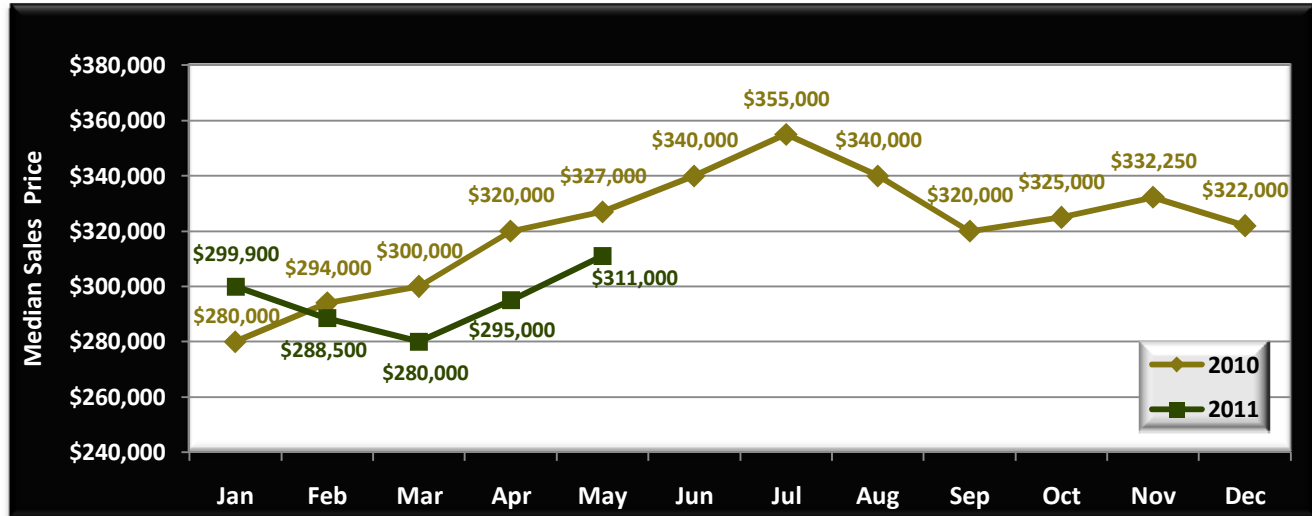
Area	MOM	MOY
Loudoun	-2.9%	-22.3%
Montgomery	1.3%	-22.8%
NVAR	11.7%	-18.5%
Prince Georges	-1.9%	-15.6%
PWAR	4.2%	-27.1%
Washington, DC	10.2%	-14.1%
<b>Metro DC</b>	<b>5.2%</b>	<b>-19.8%</b>



Source: MRIS

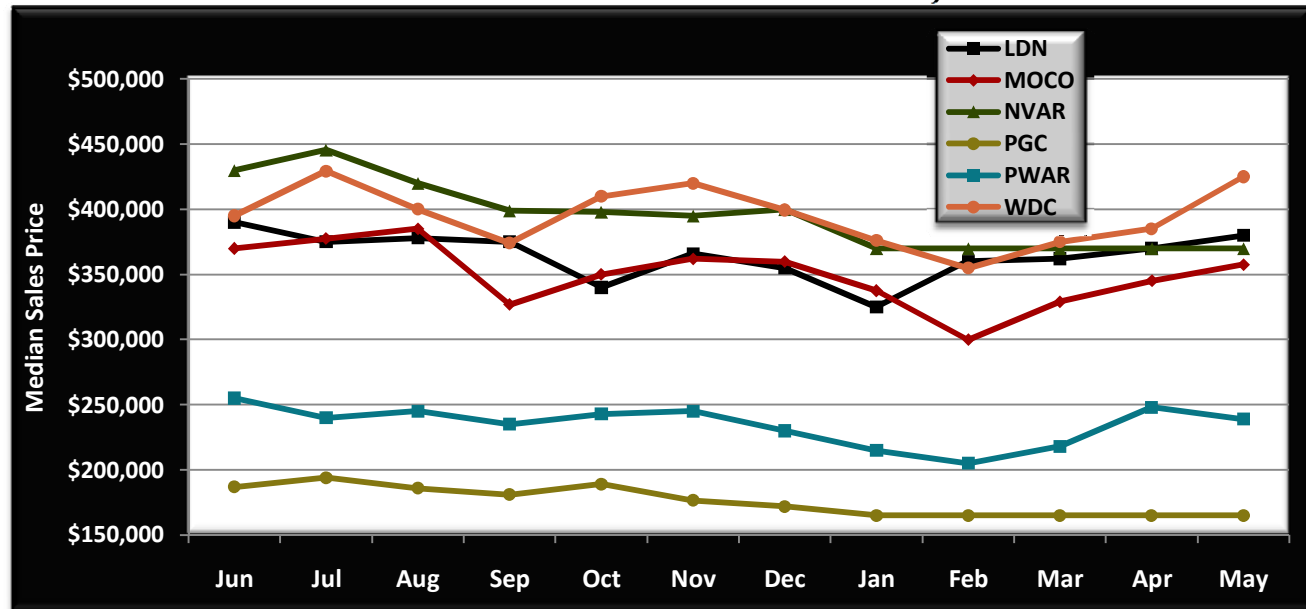
May '11 vs. Apr '11	5.4%
May '11 vs. May '10	-4.9%
2011 YTD Median	\$315,000
2010 Annual Median	\$325,000
2009 Annual Median	\$310,000
2008 Annual Median	\$338,000
2007 Annual Median	\$410,000

Metro DC Median Sales Price: 2011 vs. 2010



Area	MOM	MOY
Loudoun	2.7%	4.1%
Montgomery	3.6%	3.0%
NVAR	0.0%	-7.5%
Prince Georges	0.0%	-15.8%
PWAR	-3.6%	-0.4%
Washington, DC	10.4%	11.1%
<b>Metro DC</b>	<b>5.4%</b>	<b>-4.9%</b>

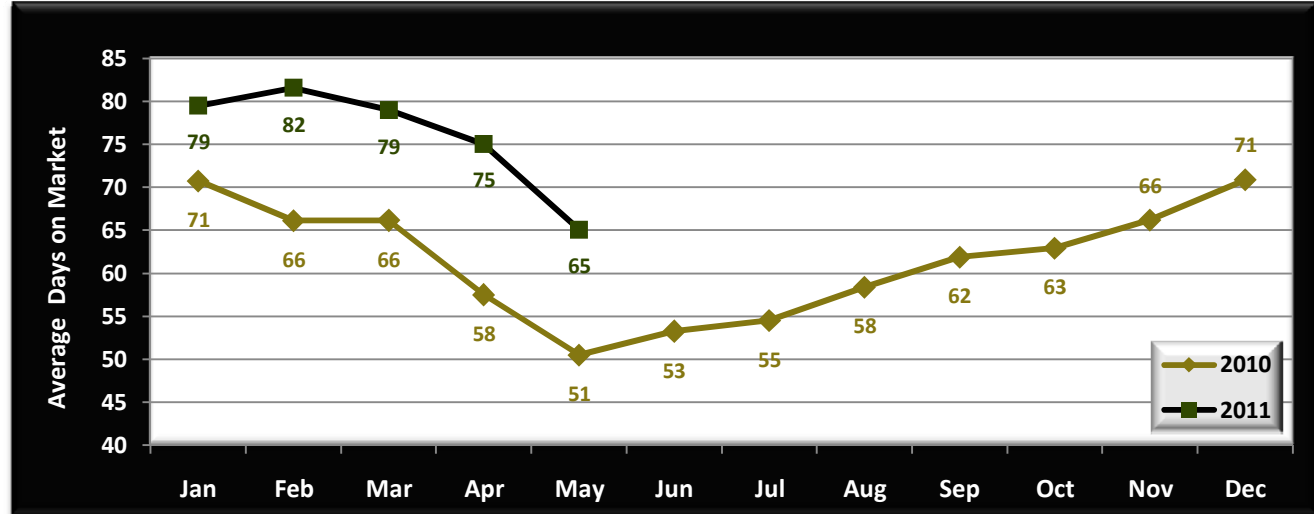
Local Median Sales Price: Jun 2010 - May 2011



Source: MRIS

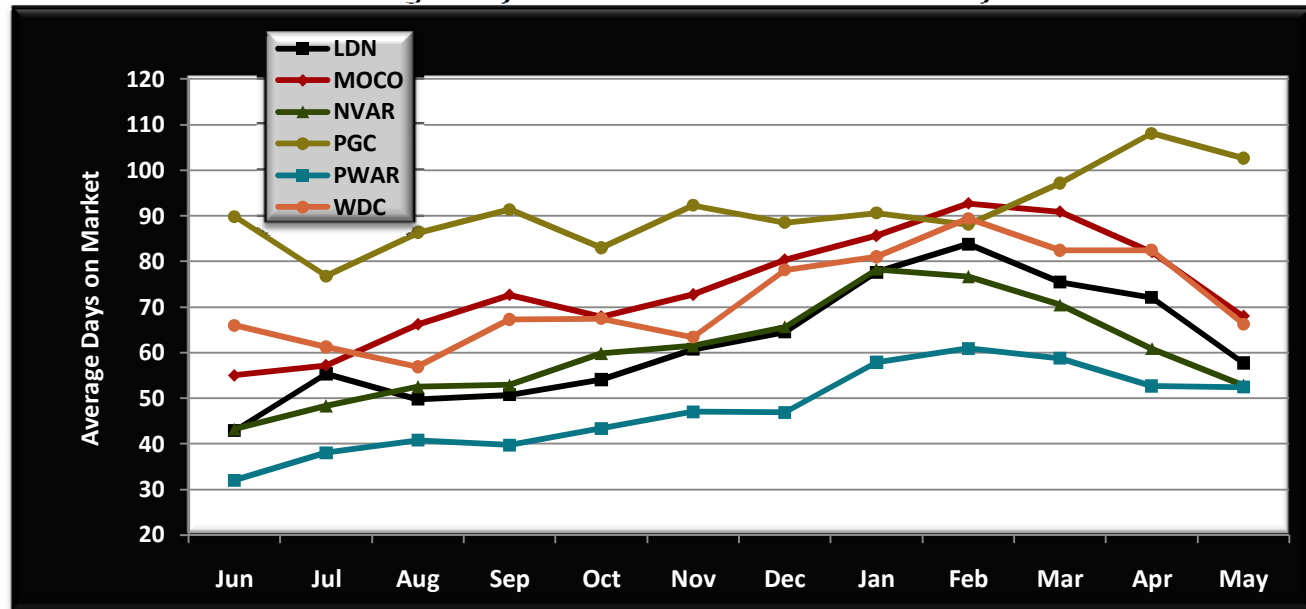
May '11 vs. Apr '11	-13.3%
May '11 vs. May '10	28.8%
2011 Average	76
2010 Average	62
2009 Average	85
2008 Average	103
2007 Average	86

Metro DC Average Days on Market: 2011 vs. 2010



May 2011	MOM	MOY
Loudoun	-19.9%	35.0%
Montgomery	-17.1%	32.5%
NVAR	-13.1%	33.0%
Prince Georges	-5.0%	13.2%
PWAR	-0.4%	67.3%
Washington, DC	-19.6%	13.6%

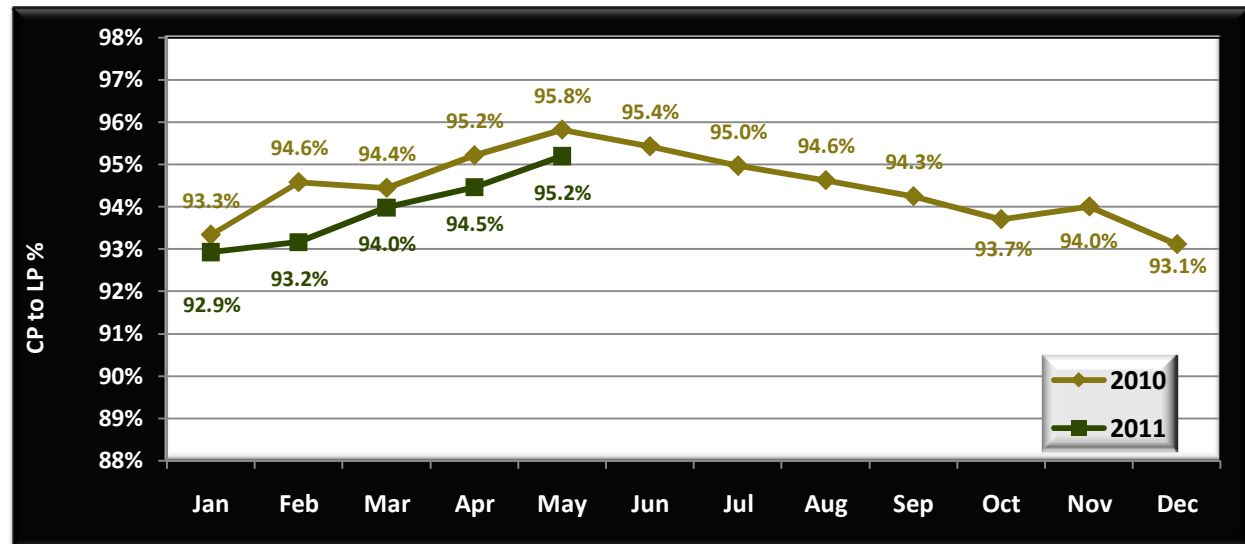
Local Average Days on Market: Jun 2010 - May 2011



Source: MRIS

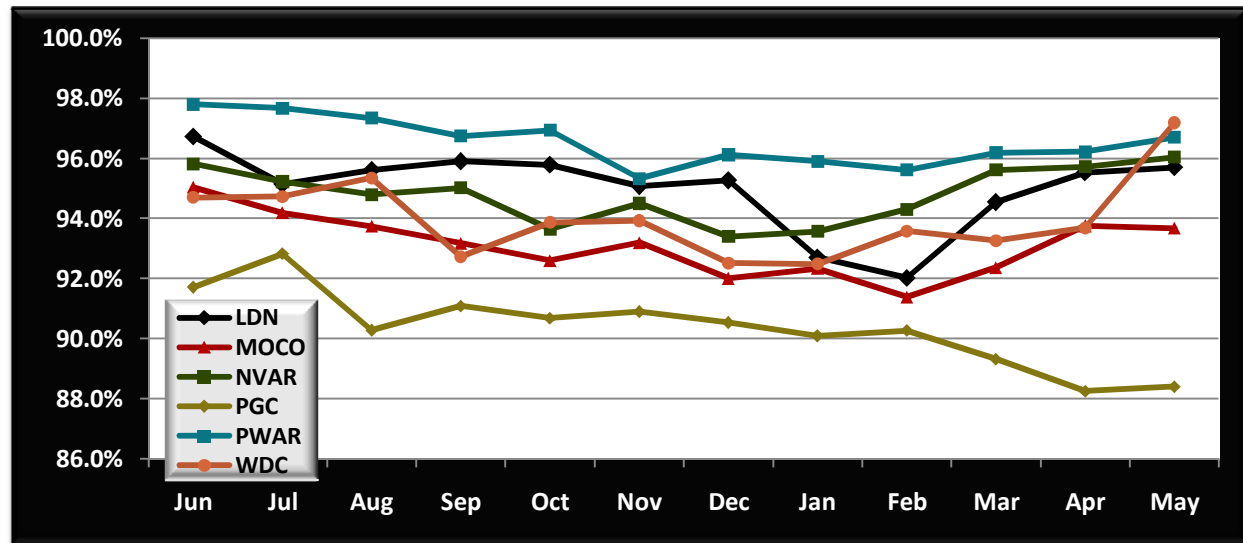
May '11 vs. Apr '11	0.8%
May '11 vs. May '10	-0.6%
2011 Average	93.9%
2010 Average	94.5%
2009 Average	92.5%
2008 Average	91.8%
2007 Average	94.4%

Metro DC Avg Close Price to Avg Original List Price Ratio: 2011 vs. 2010



May 2011	MOM	MOY
Loudoun	0.2%	-0.1%
Montgomery	-0.1%	-2.6%
NVAR	0.3%	-0.2%
Prince Georges	0.2%	-4.6%
PWAR	0.5%	-1.1%
Washington, DC	3.7%	2.5%

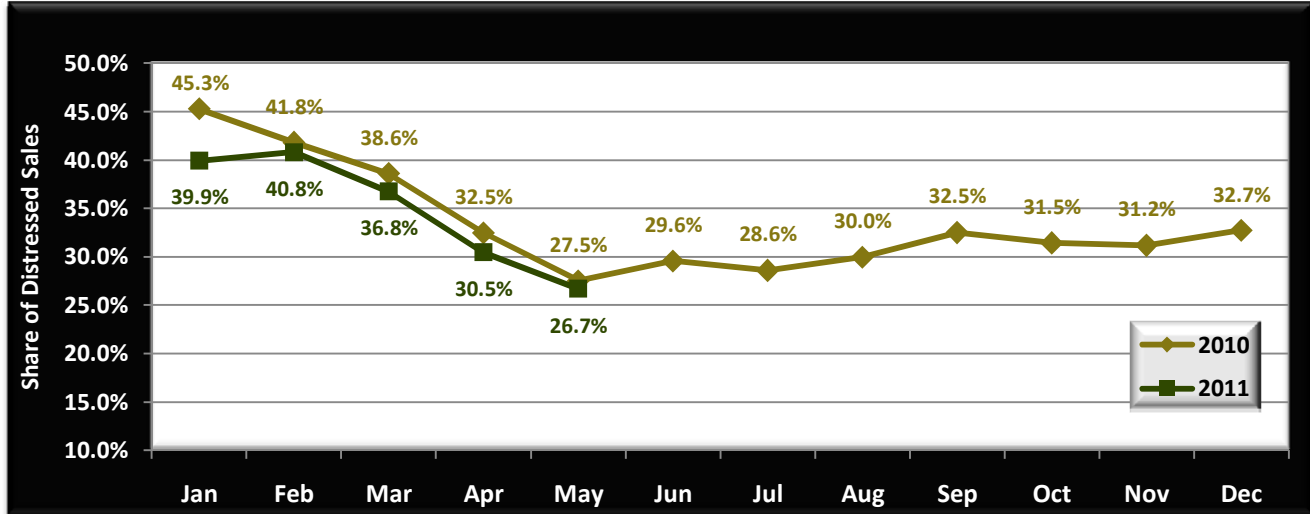
Avg Close Price to Avg Original List Price Ratio: Jun 2010 - May 2011



Source: MRIS

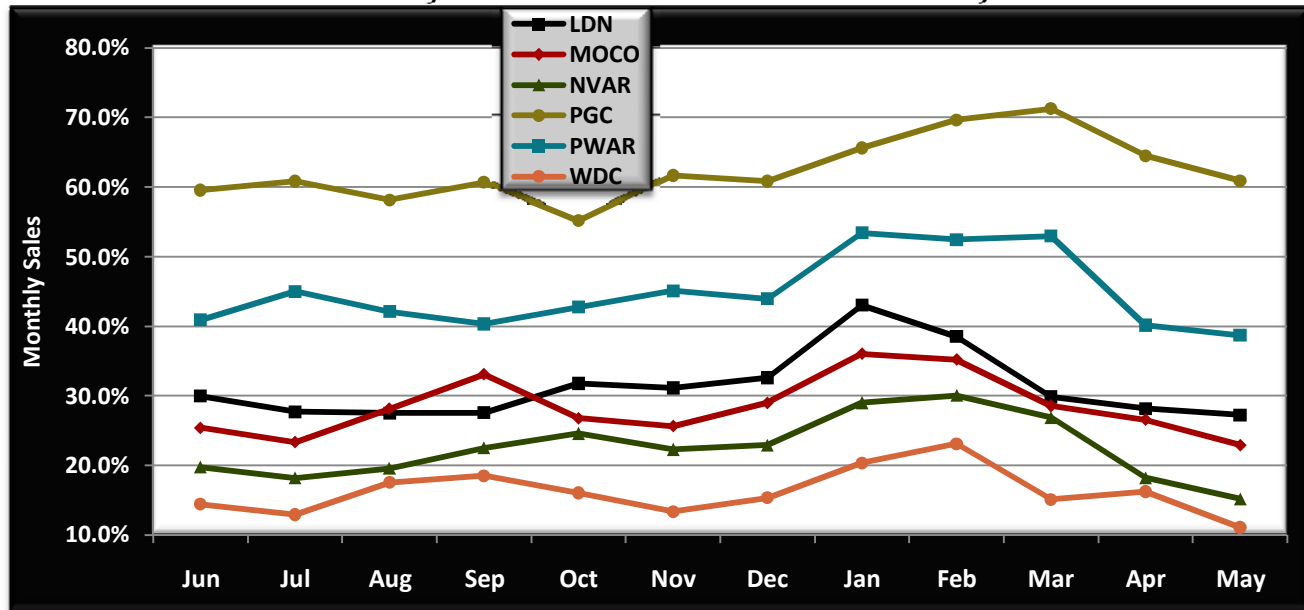
May '11 vs. Apr '11	-12.4%
May '11 vs. May '10	-3.1%
2011 Average	34.9%
2010 Average	33.5%
2009 Average	32.2%

Metro DC Monthly Share of Distressed Sales: 2011 vs. 2010



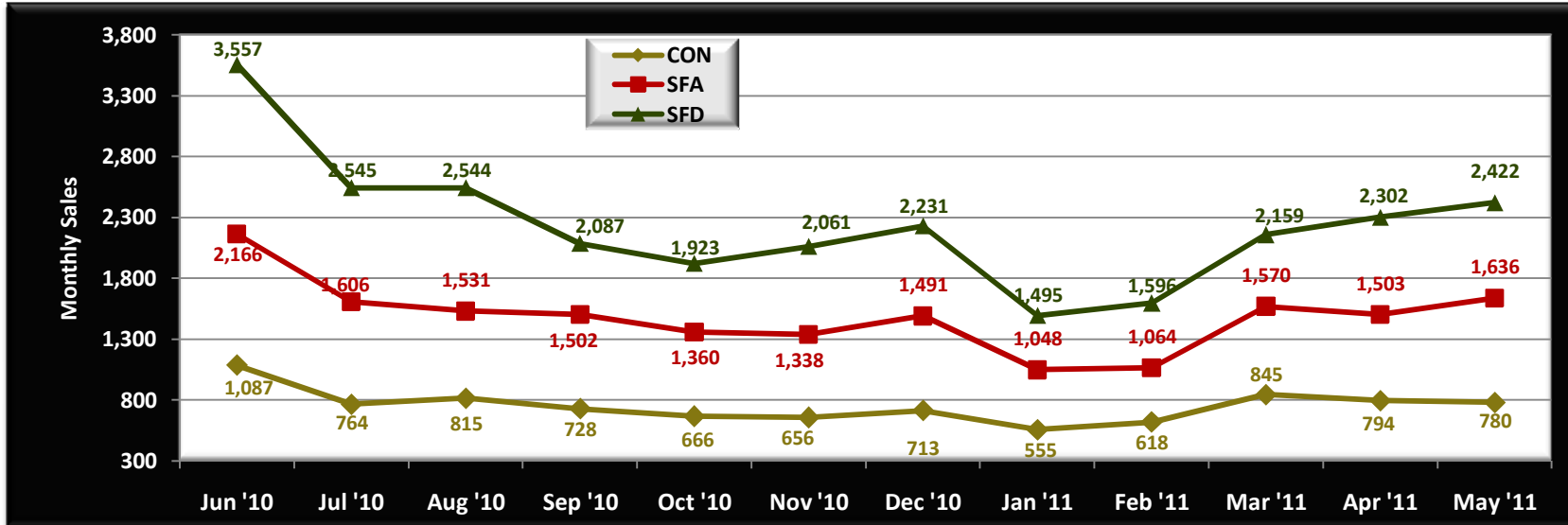
May 2011	MOM	MOY
Loudoun	-3.2%	-1.2%
Montgomery	-13.7%	-3.6%
NVAR	-16.4%	-16.9%
Prince Georges	-5.6%	16.7%
PWAR	-3.6%	-6.5%
Washington, DC	-31.7%	-26.4%

Local Share of Distressed Sales: Jun 2010 - May 2011

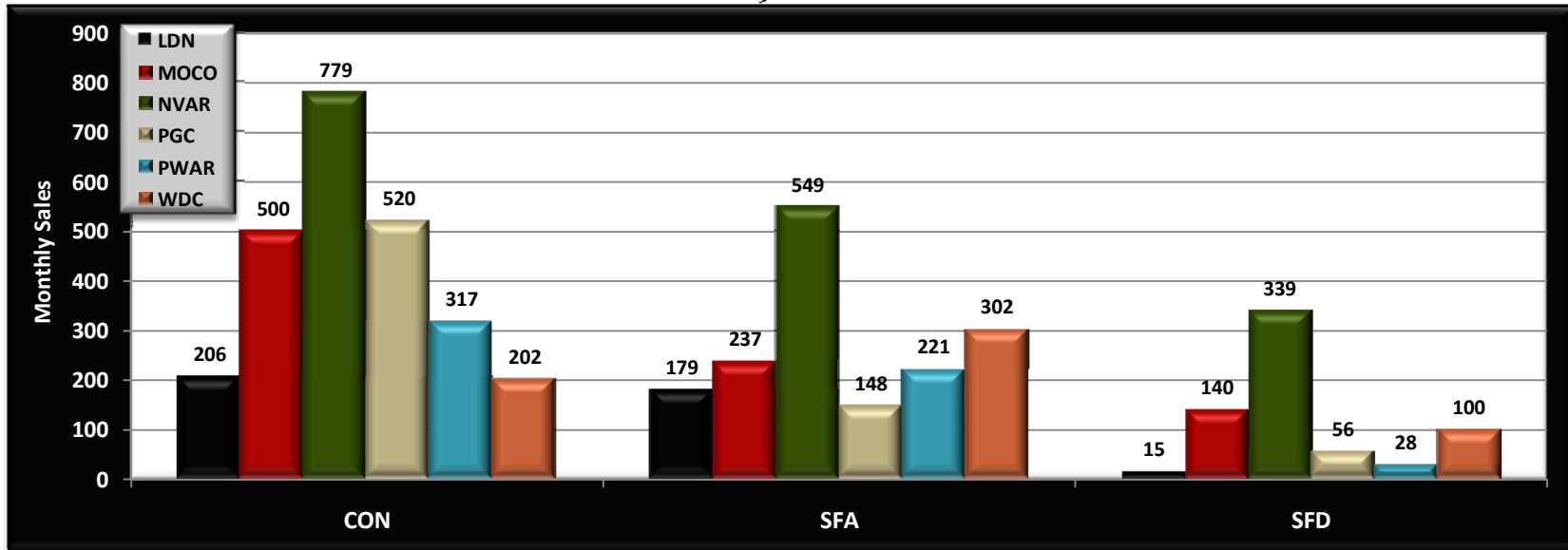


Source: MRIS

Metro DC Monthly Sales by Type: Jun 2010 - May 2011

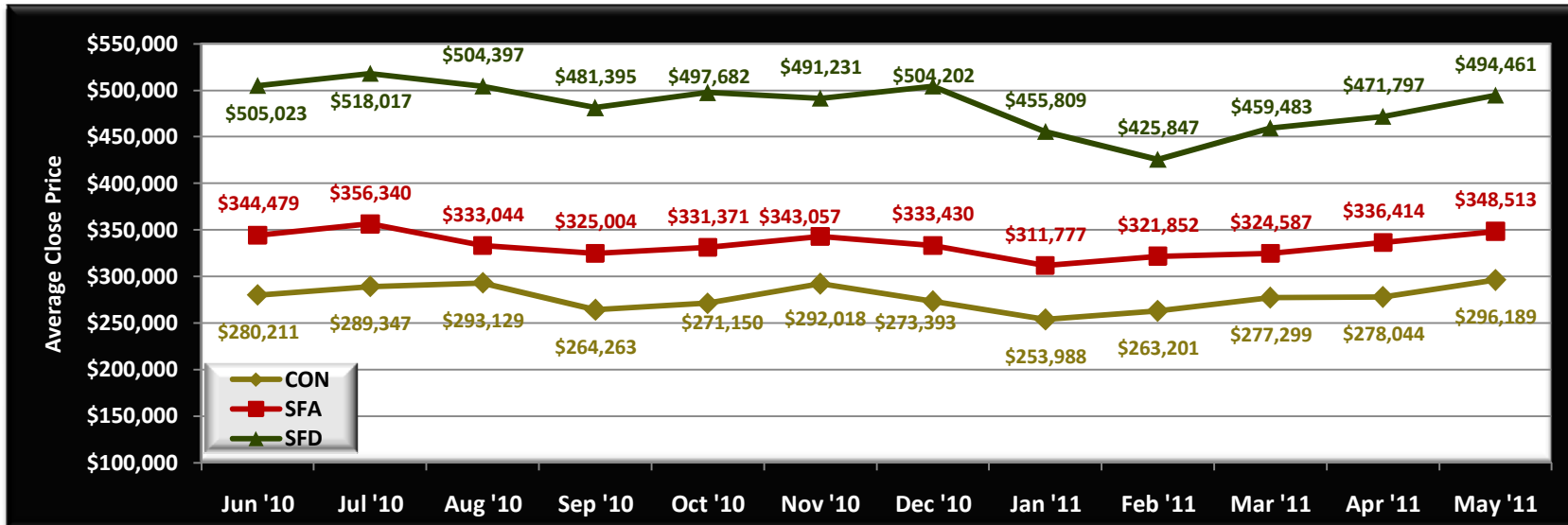


May 2011

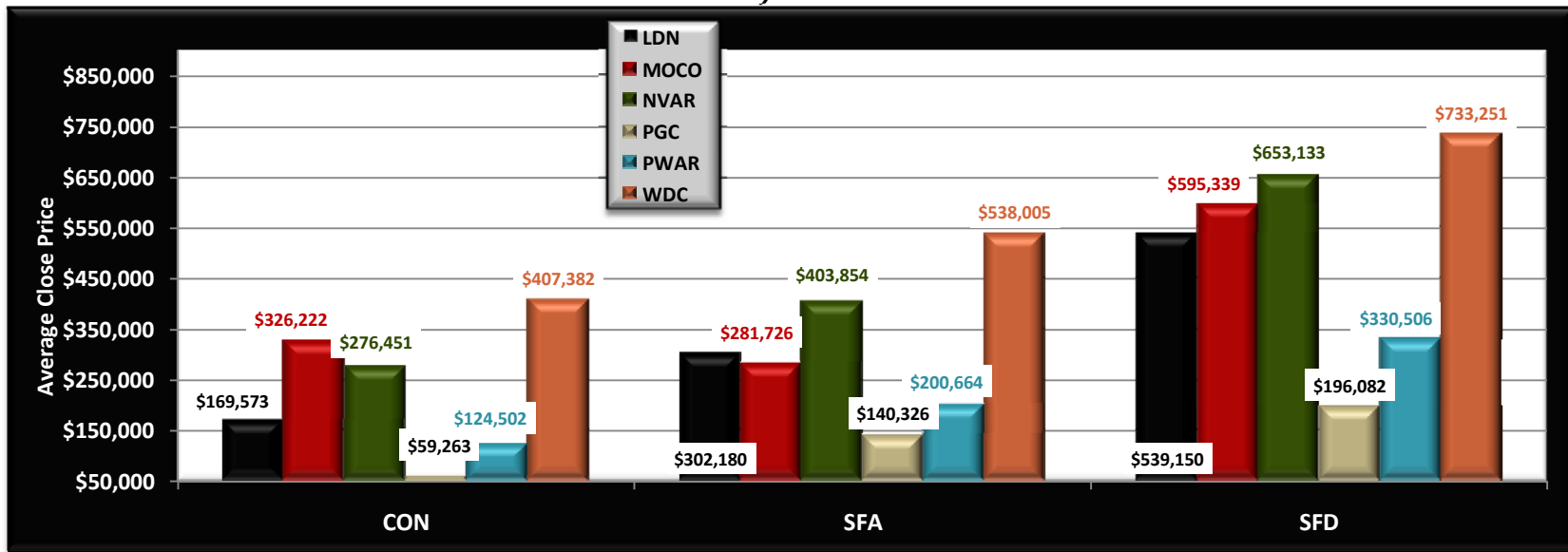


Source: MRIS

Metro DC Average Close Price by Type: Jun 2010 - May 2011



May 2011



Source: MRIS