


Housing Analyst

Metropolitan Washington, DC Housing Market Analysis

As of August 31, 2011

Prepared by Rosemary deButts 
Real Estate Consultant

Atoka Properties
609 East Main Street, Suite F
Purcellville, VA 20132
www.atokaproperties.com

Office: 540/338-7770



Rosemary deButts, MIRM
760 South Twentieth Street
Purcellville, Virginia 20132
www.housinganalyst.net

Direct: 540/338-2212
Mobile: 540/454-6792
rosemarydebutts@verizon.net



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 Listings exclude "expired", "withdrawn" and "temporarily withdrawn" statuses.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
For more information on the Loudoun County housing market, please visit 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	54,764	-2%	\$330,000	2%

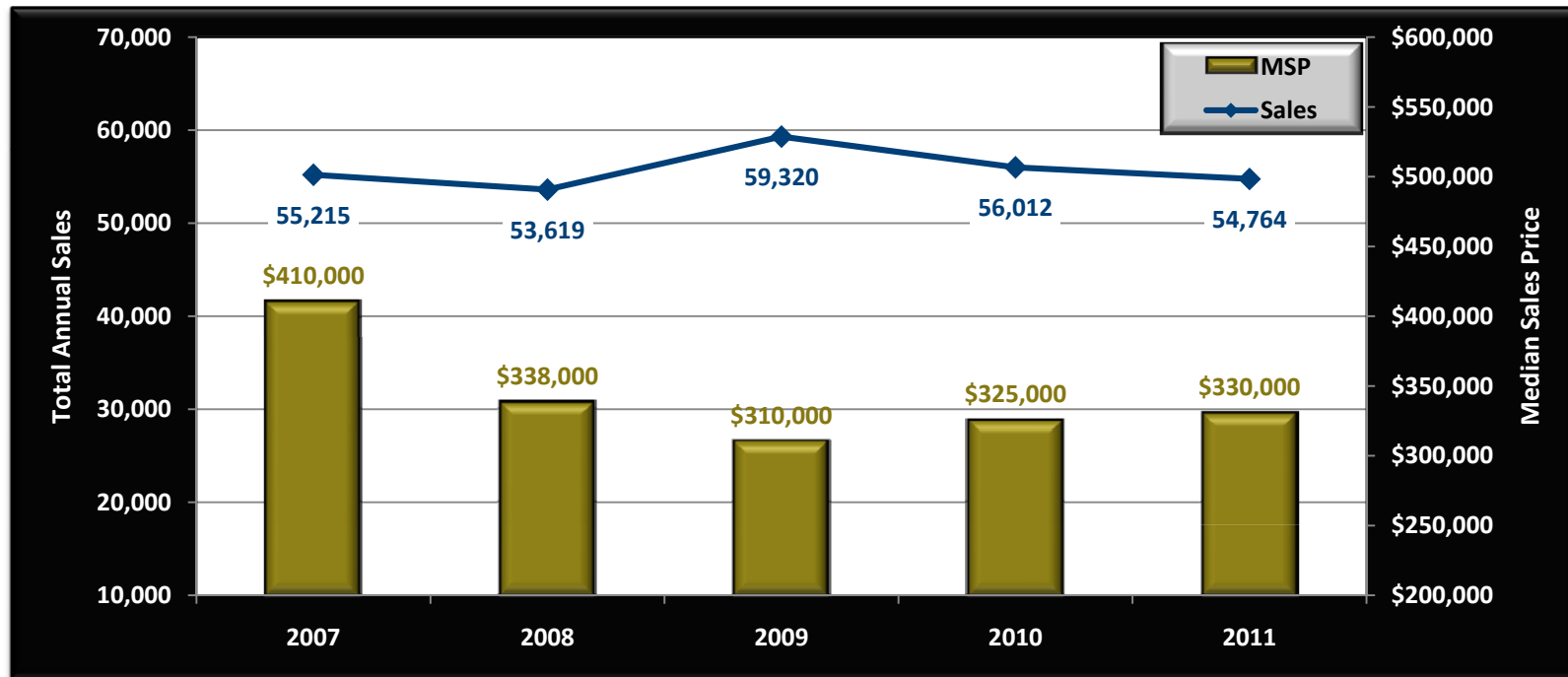
Source: MRIS, NSA

2011 Sales Annualized

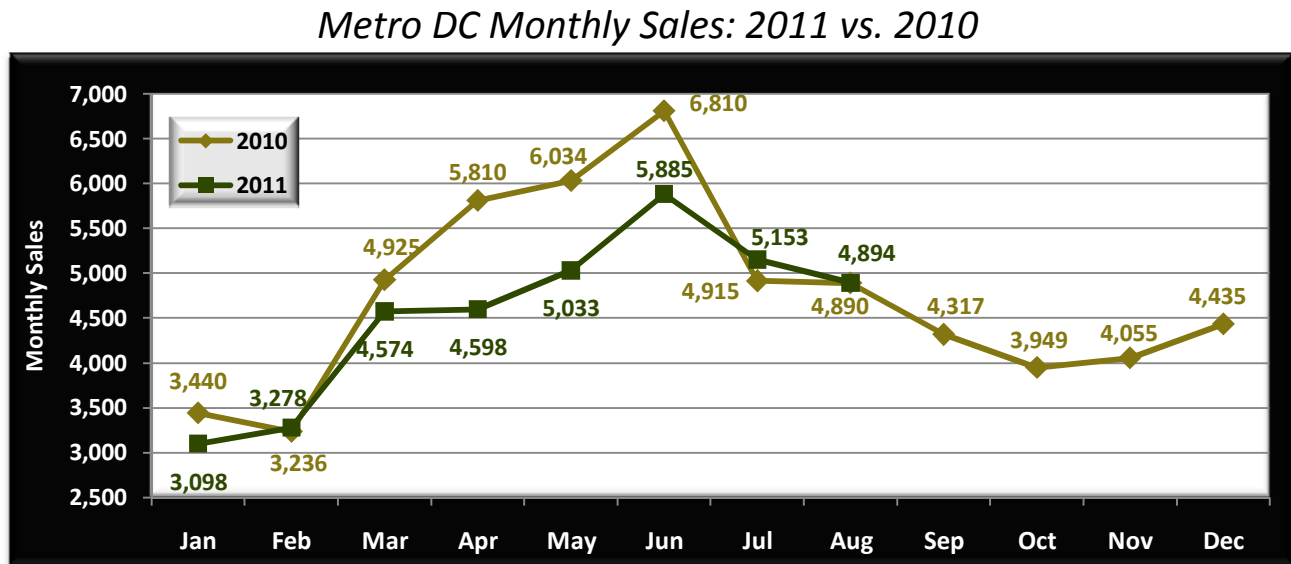
Local Associations

Local Association	Total Sales			Median SP		
	2010	2011	% Change	2010	2011	% Change
Loudoun	4,793	4,941	3%	\$359,900	\$380,000	6%
Montgomery	10,334	9,867	-5%	\$350,000	\$355,000	1%
NVAR	18,605	18,221	-2%	\$400,000	\$418,000	5%
Prince Georges	7,049	8,654	23%	\$176,000	\$160,000	-9%
PWAR	8,715	6,578	-25%	\$235,000	\$240,000	2%
Washington, DC	6,516	6,594	1%	\$388,000	\$399,900	3%

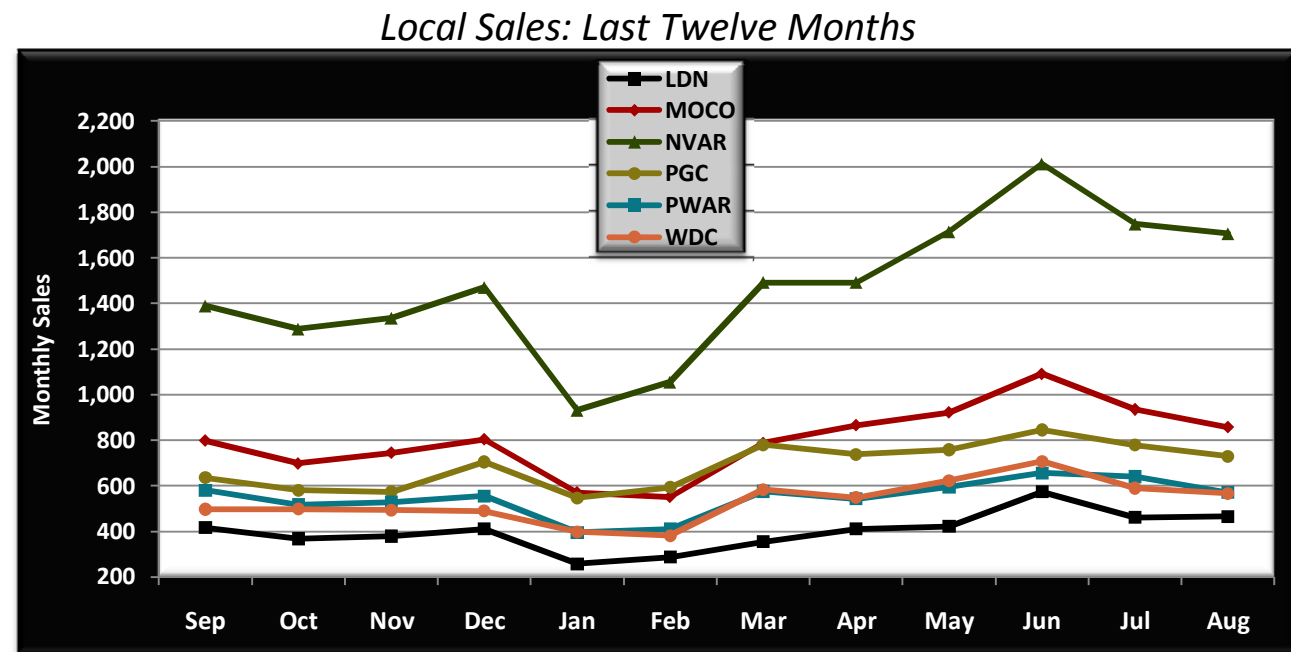
Metro DC Existing Home Sales and YTD Median Sales Prices: 2007 - 2011



Aug '11 vs. Jul '11	-5.0%
Aug '11 vs. Aug '10	0.1%
2011 Average	4,564
2010 Average	4,735
2009 Average	4,946
2008 Average	4,468
2007 Average	4,601



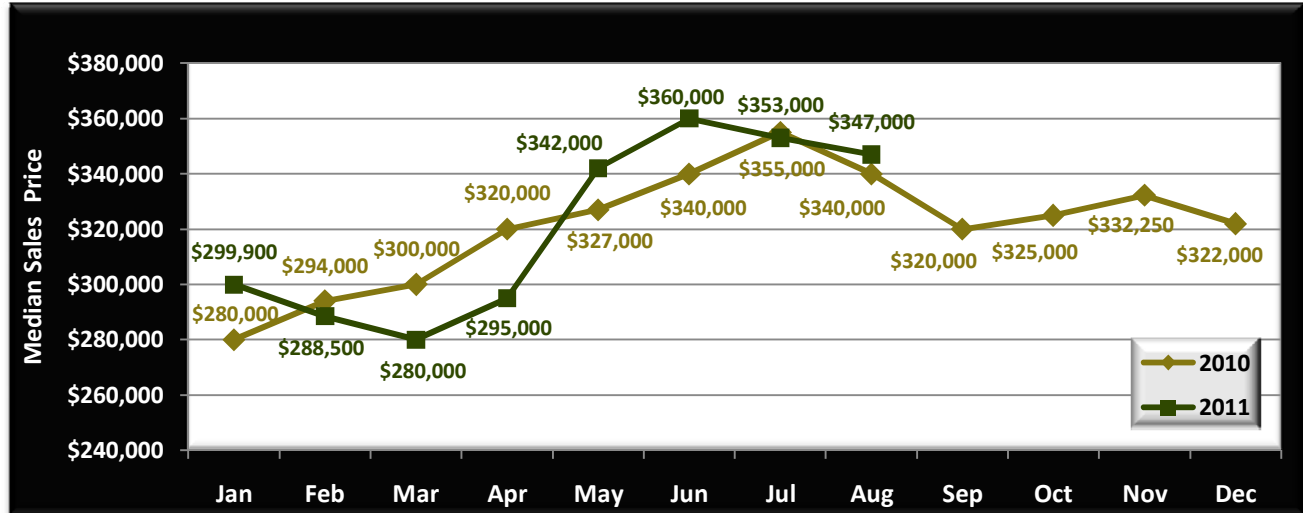
Aug 11	MOM	MOY
Loudoun	0.9%	6.7%
Montgomery	-8.3%	-4.7%
NVAR	-2.4%	0.9%
Prince Georges	-6.4%	7.8%
PWAR	-10.8%	-11.9%
Washington, DC	-4.1%	4.6%
Metro DC	-5.0%	0.1%



Source: MRIS

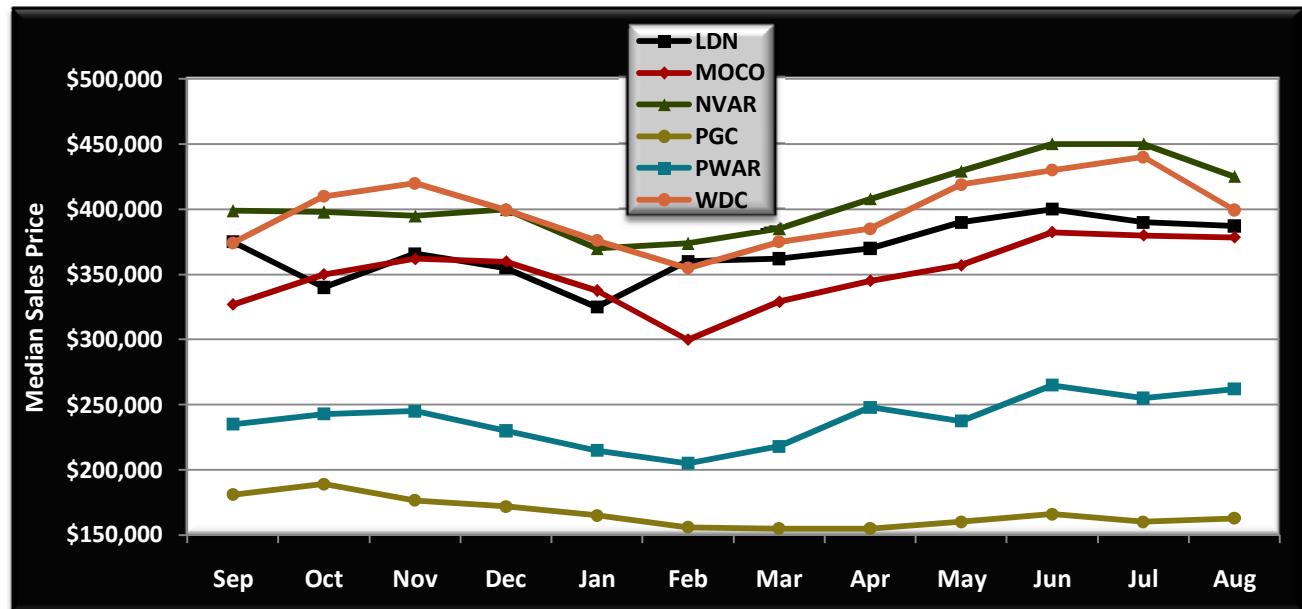
Aug '11 vs. Jul '11	-1.7%
Aug '11 vs. Aug '10	2.1%
2011 YTD Median	\$330,000
2010 Annual Median	\$325,000
2009 Annual Median	\$310,000
2008 Annual Median	\$338,000
2007 Annual Median	\$410,000

Metro DC Median Sales Price: 2011 vs. 2010



Area	MOM	MOY
Loudoun	-0.7%	2.4%
Montgomery	-0.4%	-1.7%
NVAR	-5.6%	1.2%
Prince Georges	1.8%	-12.4%
PWAR	2.7%	6.9%
Washington, DC	-9.2%	-0.1%
Metro DC	-1.7%	2.1%

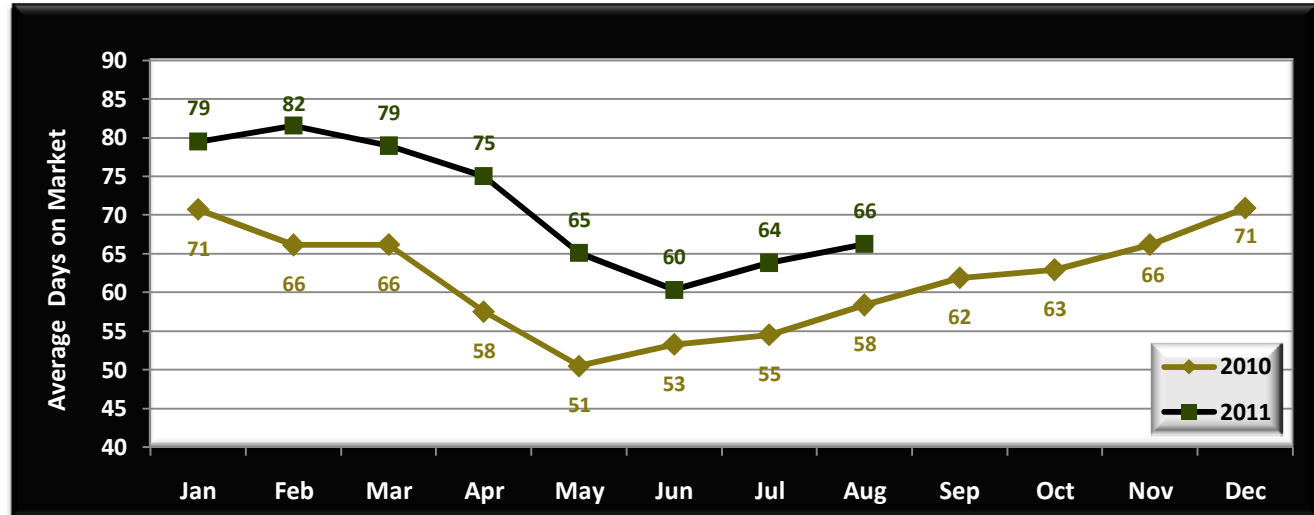
Local Median Sales Price: Last Twelve Months



Source: MRIS

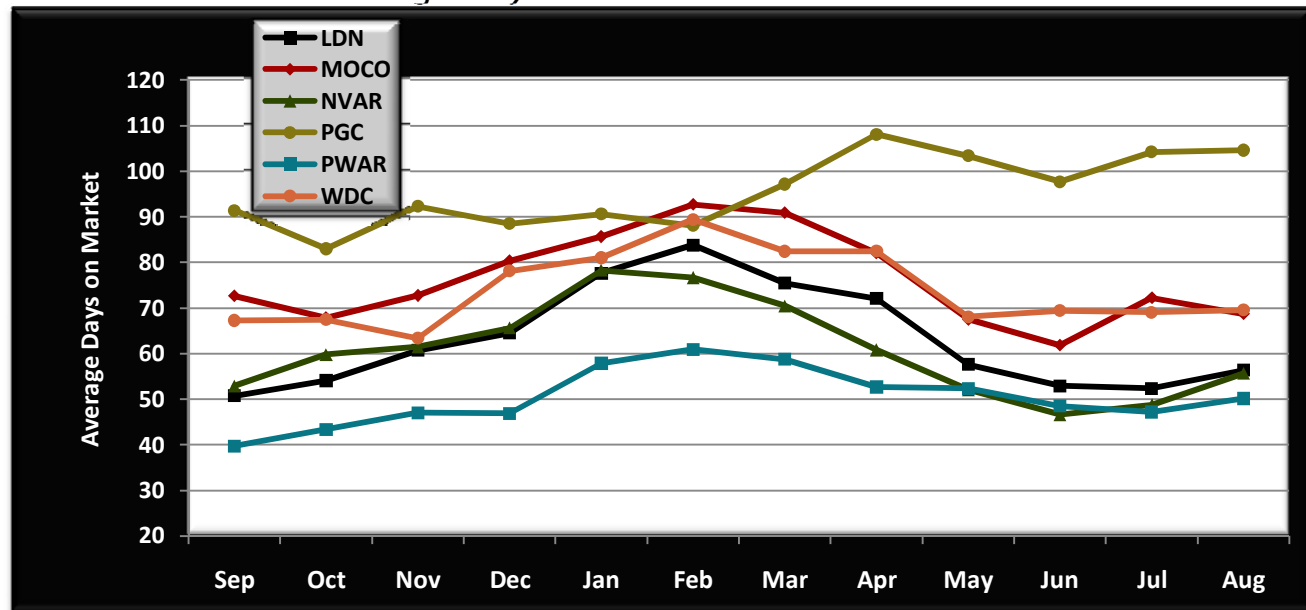
Aug '11 vs. Jul '11	3.8%
Aug '11 vs. Aug '10	13.5%
2011 Average	71
2010 Average	62
2009 Average	85
2008 Average	103
2007 Average	86

Metro DC Average Days on Market: 2011 vs. 2010



Area	Aug 11	MOM	MOY
Loudoun		7.7%	13.2%
Montgomery		-4.9%	3.8%
NVAR		14.2%	6.0%
Prince Georges		0.4%	21.3%
PWAR		6.2%	22.9%
Washington, DC		0.7%	22.3%

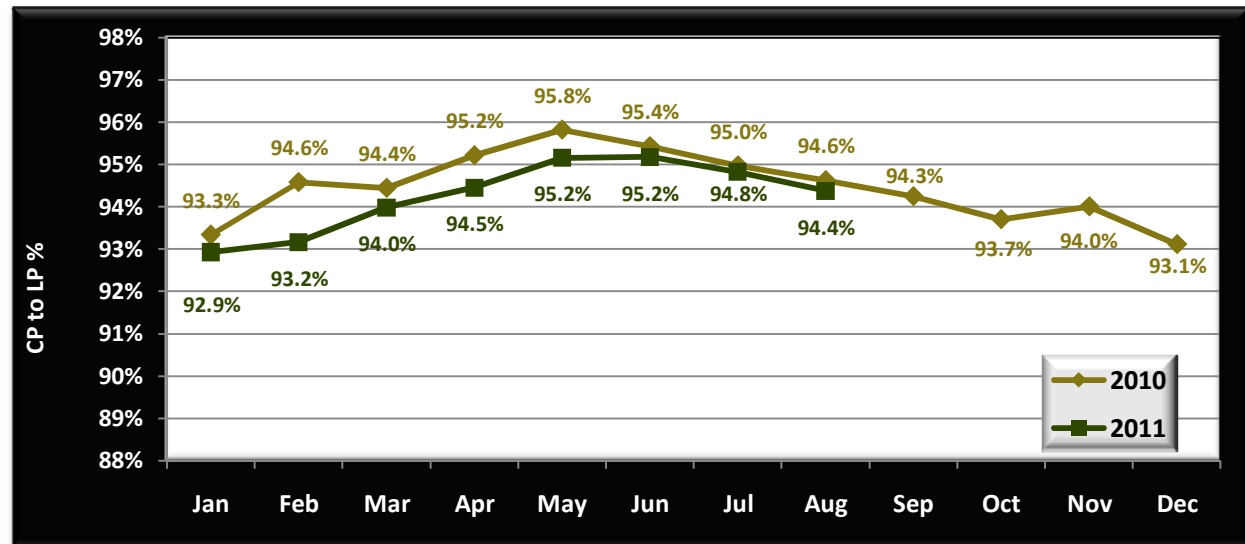
Local Average Days on Market: Last Twelve Months



Source: MRIS

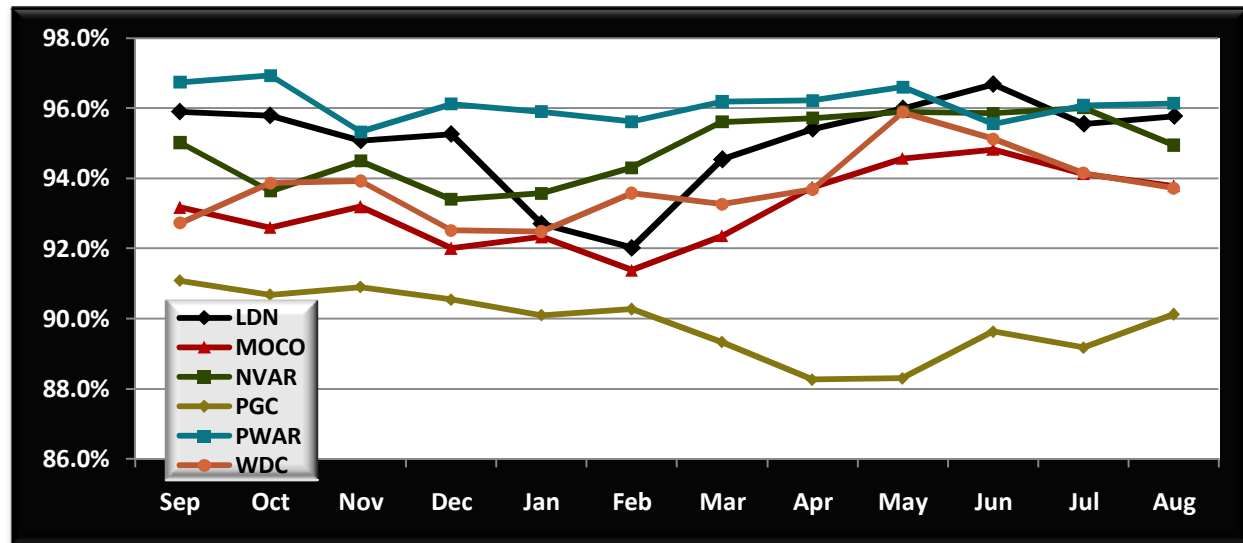
Metro DC Avg Close Price to Avg Original List Price Ratio: 2011 vs. 2010

Aug '11 vs. Jul '11	-0.5%
Aug '11 vs. Aug '10	-0.3%
2011 Average	94.3%
2010 Average	94.5%
2009 Average	92.5%
2008 Average	91.8%
2007 Average	94.4%



Aug 11	MOM	MOY
Loudoun	0.2%	0.2%
Montgomery	-0.4%	0.0%
NVAR	-1.1%	0.2%
Prince Georges	1.1%	-0.2%
PWAR	0.1%	-1.2%
Washington, DC	-0.5%	-1.7%

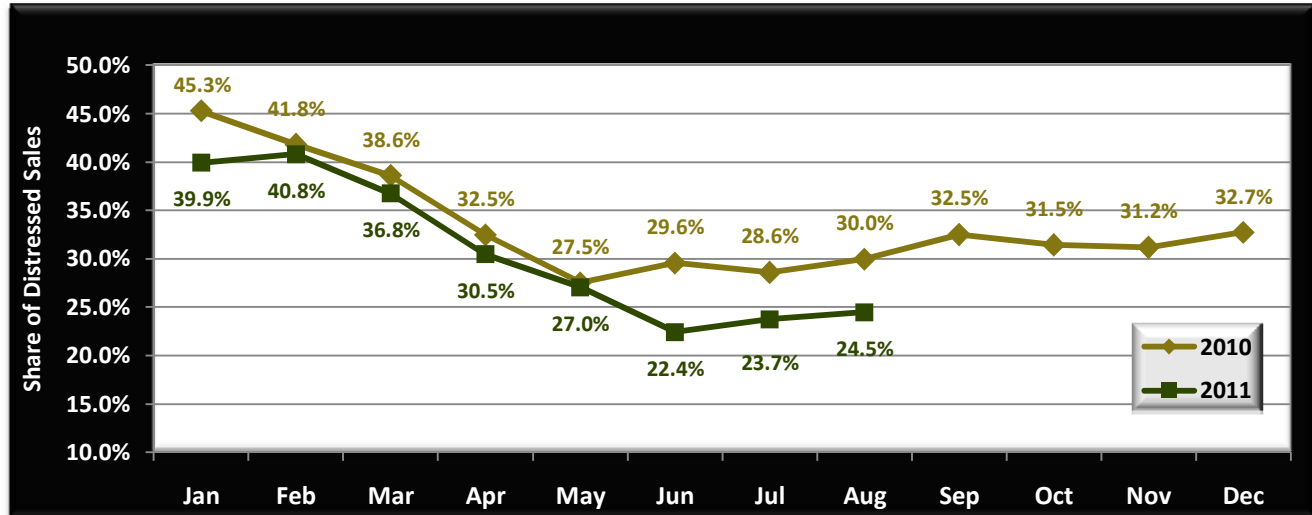
Avg Close Price to Avg Original List Price Ratio: Last Twelve Months



Source: MRIS

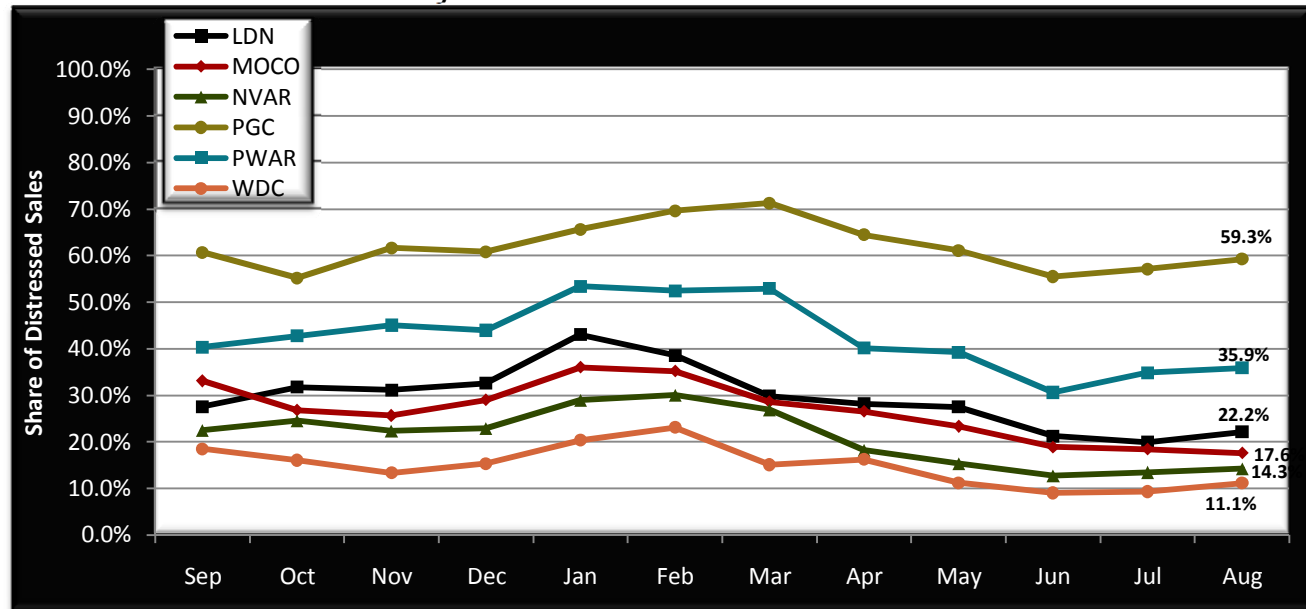
Aug '11 vs. Jul '11	3.1%
Aug '11 vs. Aug '10	-18.3%
2011 Average	30.7%
2010 Average	33.5%
2009 Average	32.2%

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



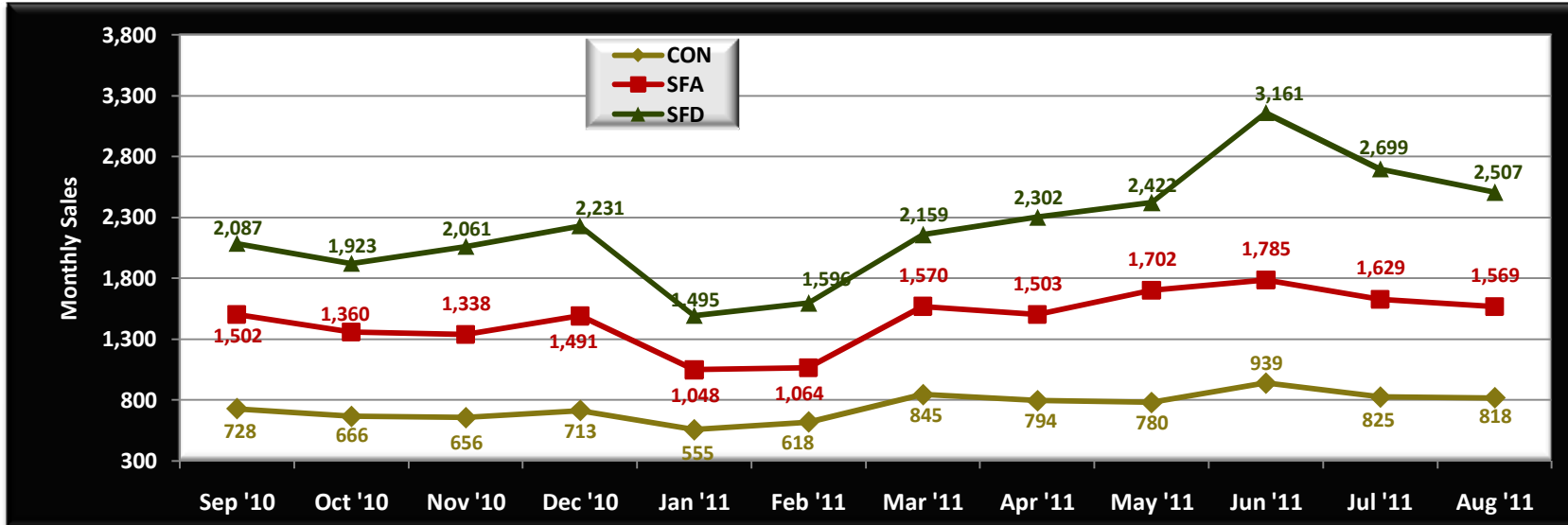
Area	Aug 11	MOM	MOY
Loudoun		11.0%	-19.5%
Montgomery		-4.2%	-37.4%
NVAR		5.9%	-27.0%
Prince Georges		3.7%	1.9%
PWAR		3.0%	-14.8%
Washington, DC		19.4%	-36.6%

Local Share of Distressed Sales: Last Twelve Months

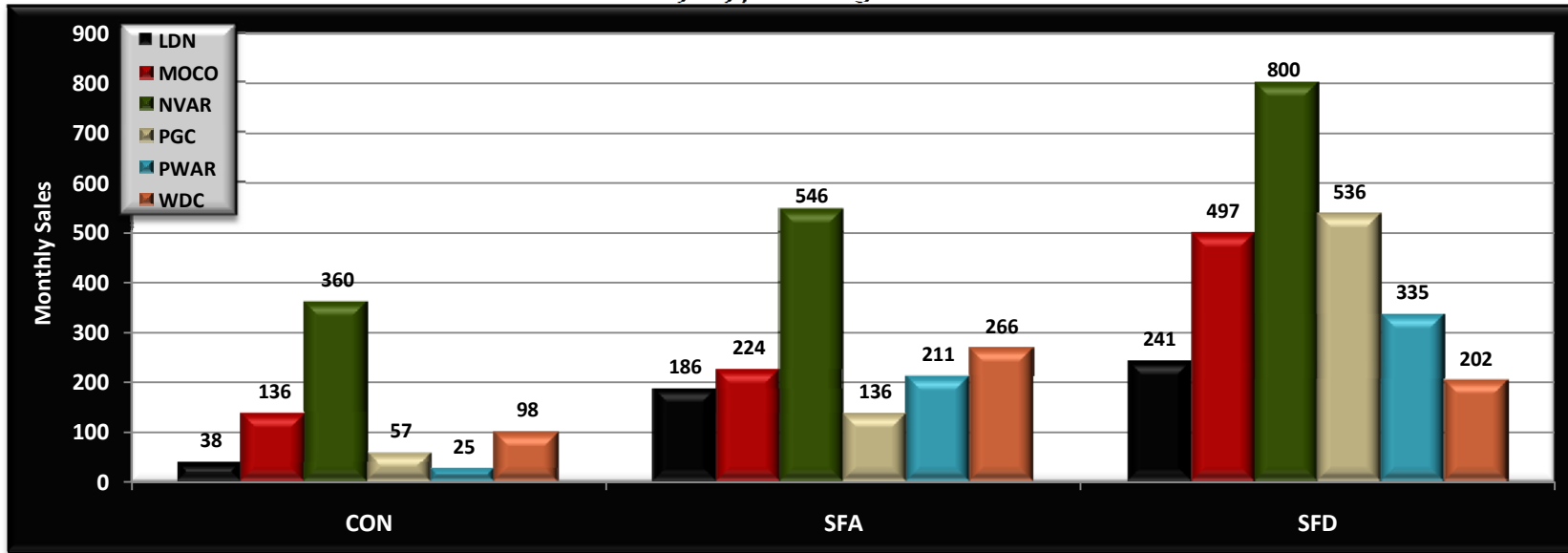


Source: MRIS

Metro DC Monthly Sales by Type: Last Twelve Months

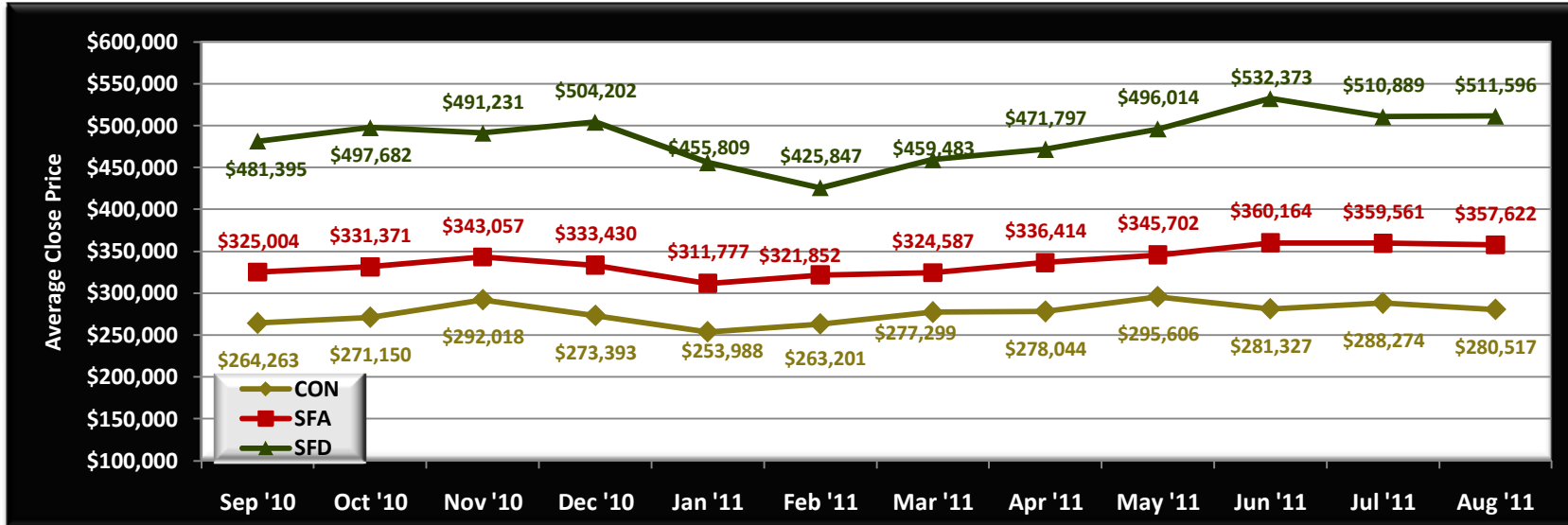


Sales by Type: August 2011

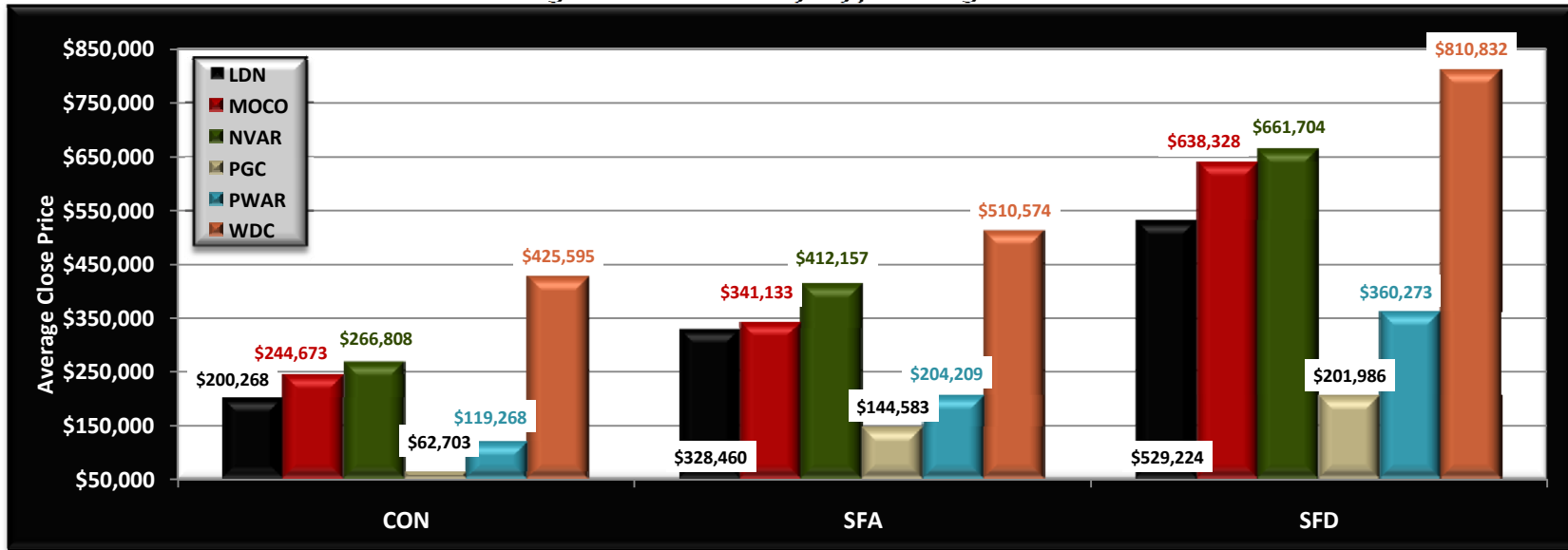


Source: MRIS

Metro DC Average Close Price by Type: Last Twelve Months



Average Close Price by Type: August 2011



Source: MRIS