



NORTHERN VIRGINIA ASSOCIATION OF REALTORS®  
*The Voice for Real Estate in Northern Virginia*  
 8403 Arlington Boulevard, Fairfax, Virginia 22031  
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**NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**JULY 2000**

JULY HOME SALES		2000	1999
Single Family Homes		2,021	2,325
Condos & Coops		606	444
<b>TOTAL</b>	<b>(-5.1%)</b>	<b>2,627</b>	<b>2,769</b>
JULY ACTIVE LISTINGS			
Single Family Homes		2,892	4,109
Condos & Coops		934	1,650
<b>TOTAL</b>	<b>(-33.5%)</b>	<b>3,826</b>	<b>5,759</b>
JULY SALES PRICE			
Average	<b>(+6.6%)</b>	<b>\$260,851</b>	<b>\$244,701</b>
YEAR TO DATE			
YTD Number Homes Sold:	<b>(+6.4%)</b>	<b>14,772</b>	<b>14,212</b>
YTD Sales Volume:		<b>\$3,543,668,139</b>	<b>\$3,335,801,714</b>
YTD Avg. Sales Price:	<b>(+2.2%)</b>	<b>\$239,890</b>	<b>\$234,717</b>

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**GREATER NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**JULY 2000**

<b>JULY HOME SALES</b>		<b>2000</b>	<b>1999</b>
Single Family Homes		3,193	3,394
Condos & Coops		710	506
<b>Total</b>	<b>(&lt; 1.00%)</b>	<b>3,903</b>	<b>3,900</b>
<b>JULY ACTIVE LISTINGS</b>			
Single Family Homes		5,768	7,870
Condos & Coops		1,145	1,975
<b>Total</b>	<b>(-29.8%)</b>	<b>6,913</b>	<b>9,845</b>
<b>JULY SALES PRICE</b>			
<b>Average</b>	<b>(+5.4%)</b>	<b>\$238,033</b>	<b>\$225,720</b>
<b>YEAR TO DATE</b>			
<b>YTD NUMBER HOMES SOLD:</b>	<b>(+1.2%)</b>	<b>21,486</b>	<b>20,617</b>
<b>YTD SALES VOLUME:</b>		<b>\$4,946,060,150</b>	<b>\$4,483,790,527</b>
<b>YTD AVG. SALES PRICE:</b>	<b>(+5.1%)</b>	<b>\$230,199</b>	<b>\$217,480</b>

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

AUGUST 2000

AUGUST HOME SALES	2000	1999
Single Family Homes	2,185	2,161
Condos & Coops	647	460
<b>TOTAL</b>	<b>(+8.00%) 2,832</b>	<b>2,621</b>
AUGUST ACTIVE LISTINGS		
Single Family Homes	2,246	3,678
Condos & Coops	672	1,535
<b>TOTAL</b>	<b>(-44.00%) 2,918</b>	<b>5,213</b>
AUGUST SALES PRICE		
Average	<b>(+3.9%) \$254,739</b>	\$245,142
YEAR TO DATE		
YTD Number Homes Sold:	<b>(+6.4%) 17,604</b>	16,833
YTD Sales Volume:	\$4,265,089,585	\$3,978,318,823
YTD Avg. Sales Price:	<b>(+2.5%) \$242,279</b>	\$236,340

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**AUGUST 2000**

AUGUST HOME SALES		2000	1999
Single Family Homes		3,303	3,266
Condos & Coops		767	522
Total		(+7.4%) 4,070	3,788
AUGST ACTIVE LISTINGS			
Single Family Homes		4,019	7,300
Condos & Coops		836	1,851
Total		(-47.00%) 4,855	9,151
AUGUST SALES PRICE			
Average		(+9.4%) \$246,144	\$224,910
YEAR TO DATE			
YTD NUMBER HOMES SOLD:		(+1.2%) 25,556	24,405
YTD SALES VOLUME:		\$5,947,867,838	\$5,335,751,856
YTD AVG. SALES PRICE:		(+6.5%) \$232,738	\$218,633

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**NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**SEPTEMBER 2000**

SEPTEMBER HOME SALES	2000	1999
Single Family Homes	1,658	1,541
Condos & Coops	577	453
<b>TOTAL</b>	<b>(+12.00%) 2,235</b>	<b>1,994</b>
SEPTEMBER ACTIVE LISTINGS		
Single Family Homes	2,490	3,449
Condos & Coops	710	1,479
<b>TOTAL</b>	<b>(-35.00%) 3,200</b>	<b>4,928</b>
SEPTEMBER SALES PRICE		
Average	<b>(+3.00%) \$245,660</b>	\$238,977
YEAR TO DATE		
YTD Number Homes Sold:	<b>(+5.00%) 19,839</b>	18,827
YTD Sales Volume:	\$4,814,140,203	\$4,454,838,522
YTD Avg. Sales Price:	<b>(+3.00%) \$242,660</b>	\$236,619

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**SEPTEMBER 2000**

SEPTEMBER HOME SALES		2000	1999
Single Family Homes		2,675	2,399
Condos & Coops		694	517
Total	(+16.00%)	3,369	2,916
SEPTEMBER ACTIVE LISTINGS			
Single Family Homes		5,052	7,017
Condos & Coops		904	1,792
Total	(-32.00%)	5,956	8,809
SEPTEMBER SALES PRICE			
Average	(+3.00%)	\$228,434	\$220,955
YEAR TO DATE			
YTD NUMBER HOMES SOLD:	(+6.00%)	28,925	27,321
YTD SALES VOLUME:		\$6,717,462,206	\$5,980,056,713
YTD AVG. SALES PRICE:	(+6.00%)	\$232,237	\$218,881

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

OCTOBER 2000

OCTOBER HOME SALES	2000	1999
Single Family Homes	1,464	1,309
Condos & Coops	562	371
<b>TOTAL</b>	<b>(+20.00%) 2,026</b>	<b>1,680</b>
OCTOBER ACTIVE LISTINGS		
Single Family Homes	2,225	3,396
Condos & Coops	632	1,390
<b>TOTAL</b>	<b>(-40.00%) 2,857</b>	<b>4,786</b>
OCTOBER SALES PRICE		
Average	<b>(+6.00%) \$245,569</b>	\$231,507
YEAR TO DATE		
YTD Number Homes Sold:	<b>(+6.6%) 21,865</b>	20,507
YTD Sales Volume:	\$5,311,662,460	\$4,843,770,274
YTD Avg. Sales Price:	<b>(+2.85%) \$242,929</b>	\$236,200

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**OCTOBER 2000**

OCTOBER HOME SALES	2000	1999
Single Family Homes	2,448	2,096
Condos & Coops	680	420
Total	(+24.00%) 3,128	2,516
OCTOBER ACTIVE LISTINGS		
Single Family Homes	4,584	6,897
Condos & Coops	789	1,695
Total	(-37.5%) 5,373	8,591
OCTOBER SALES PRICE		
Average	(+5.75%) \$228,302	\$215,895
YEAR TO DATE		
YTD NUMBER HOMES SOLD:	(+7.4%) 32,053	29,837
YTD SALES VOLUME:	\$7,431,592,914	\$6,523,249,996
YTD AVG. SALES PRICE:	(+6.00%) \$231,853	\$218,629

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**NOVEMBER 2000**

NOVEMBER HOME SALES	2000	1999
Single Family Homes	1,357	1,358
Condos & Coops	506	387
<b>Total</b>	<b>(+6.8) 1,863</b>	<b>1,745</b>
<b>NOVEMBER ACTIVE LISTINGS</b>		
Single Family Homes	2,099	2,732
Condos & Coops	555	1,171
<b>Total</b>	<b>(-32.00%) 2,654</b>	<b>3,903</b>
<b>NOVEMBER SALES PRICE</b>		
Average	<b>(+6.00%) \$251,547</b>	\$247,099
<b>YEAR TO DATE</b>		
YTD Number Homes Sold:	<b>(+6.6%) 23,728</b>	22,252
YTD Sales Volume:	\$5,780,294,879	\$5,274,957,892
YTD Avg. Sales Price:	<b>(+2.85%) \$243,606</b>	\$237,055

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NOVEMBER HOME SALES		2000	1999
Single Family Homes		2,271	2,103
Condos & Coops		611	440
Total		(+13.00%) 2,882	2,543
NOVEMBER ACTIVE LISTINGS			
Single Family Homes		4,584	5,904
Condos & Coops		789	1,465
Total		(-30.6%) 5,110	7,369
NOVEMBER SALES PRICE			
Average		(+5.75%) \$235,432	\$228,092
YEAR TO DATE			
YTD NUMBER HOMES SOLD		(+7.9%) 34,935	32,380
YTD SALES VOLUME		\$8,110,109,223	\$7,103,288,991
YTD AVG. SALES PRICE		(+6.00%) \$232,148	\$219,372

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

DECEMBER 2000

DECEMBER HOME SALES	2000	1999
Single Family Homes	1,387	1,382
Condos & Coops	460	403
<b>TOTAL</b>	<b>(+3.5) 1,847</b>	<b>1,785</b>
DECEMBER ACTIVE LISTINGS		
Single Family Homes	1,581	2,116
Condos & Coops	415	915
<b>TOTAL</b>	<b>(-34.00%) 1,996</b>	<b>3,031</b>
DECEMBER SALES PRICE		
Average	<b>(+10.76%) \$276,801</b>	\$249,908
YEAR TO DATE		
YTD Number Homes Sold:	<b>(+6.4%) 25,575</b>	24,037
YTD Sales Volume:	\$6,291,547,023	\$5,721,044,024
YTD Avg. Sales Price:	<b>(+3.36%) \$246,003</b>	\$238,009

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**DECEMBER 2000**

DECEMBER HOME SALES		2000	1999
Single Family Homes		2,410	2,271
Condos & Coops		566	458
Total	(+9.00%)	2,976	2,729
DECEMBER ACTIVE LISTINGS			
Single Family Homes		3,442	4,816
Condos & Coops		520	1,171
Total	(-33.8%)	3,962	5,987
DECEMBER SALES PRICE			
Average	(+8.86%)	\$252,379	\$231,838
YEAR TO DATE			
YTD NUMBER HOMES SOLD:	(+7.9%)	37,911	35,109
YTD SALES VOLUME:		\$8,861,191,999	\$7,735,975,794
YTD AVG. SALES PRICE:	(+6.00%)	\$233,736	\$220,341

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