



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  
 Tel: 703.207.3233 | E-mail: webmaster@nvar.com



**NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**JANUARY 2003**

HOME SALES	2003	2002
Single Family Homes	1,229	1,219
Condos & Coops	530	454
Total	(+5.14%) 1,759	1,673
ACTIVE LISTINGS		
Single Family Homes	2,728	1,891
Condos & Coops	698	394
Total	(+49.5%) 3,416	2,285
SALES PRICE		
Average	(+13.72%) \$334,121	\$293,809
YEAR TO DATE		
YTD Number Homes Sold	(+5.14%) 1,759	1,673
YTD Sales Volume	\$587,718,108	\$491,542,697
YTD Avg. Sales Price	(+13.72%) \$334,121	\$293,809

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**GREATER NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**JANUARY 2003**

HOME SALES	2003	2002
Single Family Homes	2,230	2,154
Condos & Coops	637	544
TOTAL	(+6.26%) 2,867	2,698
<b>ACTIVE LISTINGS</b>		
Single Family Homes	6,082	4,808
Condos & Coops	854	539
TOTAL	(+29.72%) 6,936	5,347
<b>SALES PRICE</b>		
Average	(+15.21%) \$310,391	\$269,404
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	(+6.26%) 2,867	2,698
YTD SALES VOLUME:	\$889,890,496	\$726,852,139
YTD AVG. SALES PRICE:	(+15.21%) \$310,391	\$269,404

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

FEBRUARY 2003

HOME SALES	2003	2002
Single Family Homes	1,175	1,158
Condos & Coops	542	501
Total	(+3.50%) 1,717	1,659
ACTIVE LISTINGS		
Single Family Homes	2,473	2,088
Condos & Coops	600	464
Total	(+20.42%) 3,073	2,552
SALES PRICE		
Average	(+9.51%) \$315,243	\$287,864
YEAR TO DATE		
YTD Number Homes Sold	(+4.32%) 3,476	3,332
YTD Sales Volume	\$1,128,990,269	\$969,108,666
YTD Avg. Sales Price	(+11.67%) \$324,796	\$290,849

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**HOME SALES REPORT**  
**FEBRUARY 2003**

HOME SALES	2003	2002
Single Family Homes	2,133	2,120
Condos & Coops	646	610
<b>TOTAL</b>	<b>(+1.79%) 2,779</b>	<b>2,730</b>
<b>ACTIVE LISTINGS</b>		
Single Family Homes	5,747	4,964
Condos & Coops	720	594
<b>TOTAL</b>	<b>(+16.35%) 6,467</b>	<b>5,558</b>
<b>SALES PRICE</b>		
Average	<b>(+10.66%) \$292,653</b>	\$264,452
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	<b>(+6.26%) 5,646</b>	5,428
YTD SALES VOLUME:	\$1,703,174,391	\$1,448,804,931
YTD AVG. SALES PRICE:	<b>(+13.02%) \$301,660</b>	\$266,913

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

MARCH 2003

HOME SALES	2003	2002
Single Family Homes	1,461	1,531
Condos & Coops	632	574
Total	<b>(-0.57%)</b> 2,093	2,105
ACTIVE LISTINGS		
Single Family Homes	2,869	1,989
Condos & Coops	669	447
Total	<b>(+45.24%)</b> 3,538	2,436
SALES PRICE		
Average	<b>(+9.86%)</b> \$337,612	\$307,317
YEAR TO DATE		
YTD Number Homes Sold	<b>(+2.43%)</b> 5,569	5,437
YTD Sales Volume	\$1,835,611,863	\$1,616,010,494
YTD Avg. Sales Price	<b>(+10.9%)</b> \$329,612	\$297,225

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**HOME SALES REPORT**  
**MARCH 2003**

HOME SALES	2003	2002
Single Family Homes	2,726	2,656
Condos & Coops	778	710
<b>TOTAL</b>	<b>(+4.1%) 3,504</b>	<b>3,366</b>
ACTIVE LISTINGS		
Single Family Homes	6,452	4,797
Condos & Coops	828	546
<b>TOTAL</b>	<b>(+36.25%) 7,280</b>	<b>5,343</b>
SALES PRICE		
Average	<b>(+7.82%) \$308,648</b>	\$286,263
YEAR TO DATE		
YTD NUMBER HOMES SOLD:	<b>(+4.05%) 9,150</b>	8,794
YTD SALES VOLUME:	\$2,784,676,702	\$2,412,365,250
YTD AVG. SALES PRICE:	<b>(+10.94%) \$304,336</b>	\$274,319

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**HOME SALES REPORT**  
**APRIL 2003**

HOME SALES	2003	2002
Single Family Homes	1,655	1,570
Condos & Coops	702	644
Total	(+6.46%) 2,357	2,214
ACTIVE LISTINGS		
Single Family Homes	2,921	2,529
Condos & Coops	562	601
Total	(+11.28%) 3,483	3,130
SALES PRICE		
Average	(+12.46%) \$345,114	\$306,873
YEAR TO DATE		
YTD Number Homes Sold	(+3.59%) 7,926	7,651
YTD Sales Volume	\$2,649,004,881	\$2,295,427,063
YTD Avg. Sales Price	(+11.4%) \$334,222	\$300,017

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**HOME SALES REPORT**  
**APRIL 2003**

HOME SALES	2003	2002
Single Family Homes	2,975	2,916
Condos & Coops	855	793
TOTAL	(+3.26%) 3,830	3,709
<b>ACTIVE LISTINGS</b>		
Single Family Homes	6,528	4,926
Condos & Coops	692	730
TOTAL	(+27.65%) 7,220	5,656
<b>SALES PRICE</b>		
Average	(+11.88%) \$314,436	\$281,048
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	(+3.82%) 12,980	12,503
YTD SALES VOLUME:	\$3,988,968,105	\$3,454,771,887
YTD AVG. SALES PRICE:	(+11.94%) \$307,316	\$276,315

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**MAY 2005**

HOME SALES	2003	2002
Single Family Homes	2,040	1,850
Condos & Coops	768	711
Total	(+9.64%) 2,808	2,561
ACTIVE LISTINGS		
Single Family Homes	3,405	3,007
Condos & Coops	650	725
Total	(+8.65%) 4,055	3,732
SALES PRICE		
Average	(+15.15%) \$362,895	\$315,148
YEAR TO DATE		
YTD Number Homes Sold	(+5.11%) 10,734	10,212
YTD Sales Volume	\$3,668,013,439	\$3,102,520,482
YTD Avg. Sales Price	(+2.48%) \$341,719	\$303,811

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**JUNE 2003**

HOME SALES	2003	2002
Single Family Homes	2,420	2,136
Condos & Coops	810	806
Total	(+9.79%) 3,230	2,942
ACTIVE LISTINGS		
Single Family Homes	3,368	3,029
Condos & Coops	667	713
Total	(+7.83%) 4,035	3,742
SALES PRICE		
Average	(+11.27%) \$374,927	\$336,956
YEAR TO DATE		
YTD Number Homes Sold	(+6.16%) 13,964	13,154
YTD Sales Volume	\$4,879,027,201	\$4,093,845,547
YTD Avg. Sales Price	(+12.27%) \$349,400	\$311,224

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**MAY 2003**

HOME SALES	2003	2002
Single Family Homes	3,634	3,222
Condos & Coops	954	848
<b>TOTAL</b>	<b>(+12.73%) 4,588</b>	<b>4,070</b>
ACTIVE LISTINGS		
Single Family Homes	7,322	6,417
Condos & Coops	791	862
<b>TOTAL</b>	<b>(+11.46%) 8,113</b>	<b>7,279</b>
SALES PRICE		
Average	<b>(+13.79%) \$327,733</b>	\$288,025
YEAR TO DATE		
YTD NUMBER HOMES SOLD:	<b>(+6.00%) 17,568</b>	16,573
YTD SALES VOLUME:	\$5,492,607,839	\$4,627,034,876
YTD AVG. SALES PRICE:	<b>(+11.98%) \$312,648</b>	\$279,191

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HOME SALES REPORT

JUNE 2003

HOME SALES	2003	2002
Single Family Homes	4,328	3,803
Condos & Coops	978	970
TOTAL	(+11.17%) 5,306	4,773
<b>ACTIVE LISTINGS</b>		
Single Family Homes	7,283	6,409
Condos & Coops	807	855
TOTAL	(+11.37%) 8,090	7,264
<b>SALES PRICE</b>		
Average	(+13.21%) \$342,467	\$302,500
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	(+7.16%) 22,874	21,346
YTD SALES VOLUME:	\$7,309,736,795	\$6,070,866,268
YTD AVG. SALES PRICE:	(+12.36%) \$319,565	\$284,403

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**JULY 2003**

HOME SALES	2003	2002
Single Family Homes	2,508	2,131
Condos & Coops	833	777
Total	(+14.89%) 3,341	2,908
ACTIVE LISTINGS		
Single Family Homes	3,167	3,010
Condos & Coops	709	644
Total	(+6.08%) 3,876	3,654
SALES PRICE		
Average	(+12.75%) \$373,454	\$331,232
YEAR TO DATE		
YTD Number Homes Sold	(+7.05%) 17,194	16,062
YTD Sales Volume	\$6,126,738,453	\$5,057,067,369
YTD Avg. Sales Price	(+13.18%) \$356,330	\$314,847

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HOME SALES	2003	2002
Single Family Homes	4,498	3,723
Condos & Coops	1,028	955
TOTAL	(+18.13%) 5,526	4,678
<b>ACTIVE LISTINGS</b>		
Single Family Homes	6,893	6,447
Condos & Coops	850	816
TOTAL	(+6.61%) 7,743	7,263
<b>SALES PRICE</b>		
Average	(+12.97%) \$340,303	\$301,230
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	(+8.28%) 28,180	26,024
YTD SALES VOLUME:	\$9,190,250,807	\$7,480,020,641
YTD AVG. SALES PRICE:	(+13.46%) \$326,127	\$287,428

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

AUGUST 2003

HOME SALES	2003	2002
Single Family Homes	2,484	2,029
Condos & Coops	820	788
Total	(+17.29%) 3,304	2,817
ACTIVE LISTINGS		
Single Family Homes	2,964	3,315
Condos & Coops	617	722
Total	(-11.3%) 3,581	4,037
SALES PRICE		
Average	(+15.88%) \$379,764	\$327,713
YEAR TO DATE		
YTD Number Homes Sold	(+8.58%) 20,498	18,879
YTD Sales Volume	\$7,381,477,984	\$5,980,233,488
YTD Avg. Sales Price	(+13.18%) \$360,107	\$316,766

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**AUGUST 2003**

HOME SALES	2003	2002
Single Family Homes	4,346	3,598
Condos & Coops	977	929
TOTAL	<b>(+17.58%)</b> 5,323	4,527
<b>ACTIVE LISTINGS</b>		
Single Family Homes	6,510	7,039
Condos & Coops	771	913
TOTAL	<b>(-8.44%)</b> 7,281	7,952
<b>SALES PRICE</b>		
Average	<b>(+16.2%)</b> \$350,703	\$301,812
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	<b>(+9.66%)</b> 33,503	30,551
YTD SALES VOLUME:	\$11,057,042,709	\$8,846,321,849
YTD AVG. SALES PRICE:	<b>(+13.98%)</b> \$330,031	\$289,559

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**NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**SEPTEMBER 2003**

HOME SALES	2003	2002
Single Family Homes	1,938	1,623
Condos & Coops	799	705
Total	(+17.57%) 2,732	2,328
ACTIVE LISTINGS		
Single Family Homes	3,102	3,642
Condos & Coops	705	797
Total	(-14.24%) 3,807	4,439
SALES PRICE		
Average	(+14.95%) \$363,376	\$316,115
YEAR TO DATE		
YTD Number Homes Sold	(+9.54%) 23,230	21,207
YTD Sales Volume	\$8,376,038,106	\$6,716,148,187
YTD Avg. Sales Price	(+13.85%) \$360,570	\$316,695

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**GREATER NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**SEPTEMBER 2003**

HOME SALES	2003	2002
Single Family Homes	3,671	2,957
Condos & Coops	953	848
TOTAL	<b>(+21.52%)</b> 4,624	3,805
<b>ACTIVE LISTINGS</b>		
Single Family Homes	6,763	7,417
Condos & Coops	853	976
TOTAL	<b>(-9.26%)</b> 7,616	8,393
<b>SALES PRICE</b>		
Average	<b>(+12.46%)</b> \$325,855	\$289,764
<b>YEAR TO DATE</b>		
YTD NUMBER HOMES SOLD:	<b>(+10.98%)</b> 38,127	34,356
YTD SALES VOLUME:	\$12,563,794,794	\$9,948,872,389
YTD AVG. SALES PRICE:	<b>(+13.79%)</b> \$329,525	\$289,582

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NORTHERN VIRGINIA AREA\*

HOME SALES REPORT

OCTOBER 2003

HOME SALES	2003	2002
Single Family Homes	1,789	1,592
Condos & Coops	742	730
Total	(+9.00%) 2,531	2,322
ACTIVE LISTINGS		
Single Family Homes	2,906	3,827
Condos & Coops	592	889
Total	(-25.83%) 3,498	4,716
SALES PRICE		
Average	(+12.71%) \$359,306	\$318,787
YEAR TO DATE		
YTD Number Homes Sold	(+9.49%) 25,761	23,529
YTD Sales Volume	\$9,285,441,508	\$7,456,371,591
YTD Avg. Sales Price	(+13.74%) \$360,446	\$316,901

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**GREATER NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**OCTOBER 2003**

HOME SALES	2003	2002
Single Family Homes	3,325	2,875
Condos & Coops	915	883
<b>TOTAL</b>	<b>(+12.83%) 4,240</b>	<b>3,758</b>
ACTIVE LISTINGS		
Single Family Homes	6,452	7,725
Condos & Coops	727	1,047
<b>TOTAL</b>	<b>(-18.16%) 7,179</b>	<b>8,772</b>
SALES PRICE		
Average	<b>(+13.72%) \$331,582</b>	\$291,569
YEAR TO DATE		
YTD NUMBER HOMES SOLD:	<b>(+11.16%) 42,367</b>	38,114
YTD SALES VOLUME:	\$13,969,701,017	\$11,044,586,922
YTD AVG. SALES PRICE:	<b>(+13.77%) \$329,731</b>	\$289,778

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**NORTHERN VIRGINIA AREA\*  
HOME SALES REPORT  
NOVEMBER 2003**

HOME SALES	2003	2002
Single Family Homes	1,534	1,327
Condos & Coops	598	662
Total	(+7.19%) 2,132	1,989
ACTIVE LISTINGS		
Single Family Homes	2,317	3,242
Condos & Coops	492	713
Total	(-28.98%) 2,809	3,955
SALES PRICE		
Average	(+16.51%) \$372,019	\$319,290
YEAR TO DATE		
YTD Number Homes Sold	(+9.31%) 27,893	25,518
YTD Sales Volume	\$10,078,586,189	\$8,091,440,014
YTD Avg. Sales Price	(+13.95%) \$361,330	\$317,088

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**GREATER NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**NOVEMBER 2003**

HOME SALES	2003	2002
Single Family Homes	2,846	2,485
Condos & Coops	716	792
<b>TOTAL</b>	<b>(+8.7%) 3,562</b>	<b>3,277</b>
ACTIVE LISTINGS		
Single Family Homes	5,416	6,808
Condos & Coops	603	853
<b>TOTAL</b>	<b>(-21.43%) 6,019</b>	<b>7,661</b>
SALES PRICE		
Average	<b>(+17.12%) \$341,047</b>	\$291,199
YEAR TO DATE		
YTD NUMBER HOMES SOLD:	<b>(+10.96%) 45,929</b>	41,391
YTD SALES VOLUME:	\$15,184,510,113	\$11,998,844,484
YTD AVG. SALES PRICE:	<b>(+14.05%) \$330,608</b>	\$289,890

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**NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**DECEMBER 2003**

HOME SALES	2003	2002
Single Family Homes	1,940	1,728
Condos & Coops	747	690
Total	(+11.12%) 2,687	2,418
ACTIVE LISTINGS		
Single Family Homes	1,606	2,519
Condos & Coops	331	594
Total	(-37.78%) 1,937	3,113
SALES PRICE		
Average	(+16.62%) \$399,494	\$342,563
YEAR TO DATE		
YTD Number Homes Sold	(+9.46%) 30,580	27,936
YTD Sales Volume	\$11,152,027,070	\$8,919,757,670
YTD Avg. Sales Price	(+14.22%) \$364,684	\$319,293

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**GREATER NORTHERN VIRGINIA AREA\***  
**HOME SALES REPORT**  
**DECEMBER 2003**

HOME SALES	2003	2002
Single Family Homes	3,807	3,145
Condos & Coops	902	854
TOTAL	(+17.75%) 4,709	3,999
ACTIVE LISTINGS		
Single Family Homes	4,206	5,566
Condos & Coops	419	723
TOTAL	(-26.46%) 4,625	6,289
SALES PRICE		
Average	(+16.39%) \$372,192	\$219,780
YEAR TO DATE		
YTD NUMBER HOMES SOLD:	(+11.56%) 50,638	45,390
YTD SALES VOLUME:	\$16,937,163,656	\$13,277,643,453
YTD AVG. SALES PRICE:	(+14.34%) \$334,475	\$292,524

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