

2014

Heritage Hunt, Gainesville, VA (Advertised)

Sold Summary

| | 2014 | 2013 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$37,579,925 | \$38,534,787 | -2.48% |
| Avg Sold Price | \$436,976 | \$414,353 | 5.46% |
| Median Sold Price | \$431,688 | \$415,000 | 4.02% |
| Units Sold | 86 | 93 | -7.53% |
| Avg Days on Market | 43 | 37 | 16.22% |
| Avg List Price for Solds | \$444,782 | \$419,144 | 6.12% |
| Avg SP to OLP Ratio | 96.3% | 98.0% | -1.70% |
| Ratio of Avg SP to Avg OLP | 96.1% | 97.9% | -1.87% |
| Attached Avg Sold Price | \$363,133 | \$348,445 | 4.22% |
| Detached Avg Sold Price | \$448,950 | \$422,293 | 6.31% |
| Attached Units Sold | 12 | 10 | 20.00% |
| Detached Units Sold | 74 | 83 | -10.84% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 33 |
| Conventional | 40 |
| FHA | 7 |
| Other | 1 |
| Owner | 0 |
| VA | 5 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 5 |
| 1 to 10 | 24 |
| 11 to 20 | 8 |
| 21 to 30 | 5 |
| 31 to 60 | 16 |
| 61 to 90 | 15 |
| 91 to 120 | 7 |
| 121 to 180 | 5 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| 721+ | 0 |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Sold Detail

| Price Ranges | Residential | | | | | | Condo/Coop |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 4 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$300K to \$399,999 | 5 | 2 | 6 | 4 | 3 | 1 | 0 |
| \$400K to \$499,999 | 9 | 0 | 20 | 3 | 8 | 1 | 0 |
| \$500K to \$599,999 | 0 | 0 | 14 | 0 | 4 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 18 | 2 | 41 | 7 | 15 | 2 | 1 |
| Avg Sold Price | \$377,333 | \$307,950 | \$477,917 | \$378,843 | \$455,715 | \$399,950 | \$289,900 |
| Prev Year - Avg Sold Price | \$364,421 | \$313,000 | \$426,718 | \$393,725 | \$448,670 | \$400,000 | \$241,777 |
| Avg Sold % Change | 3.54% | -1.61% | 12.00% | -3.78% | 1.57% | -0.01% | 19.90% |
| Prev Year - # of Solds | 14 | 2 | 46 | 4 | 23 | 2 | 2 |