



An MRIS Company

**Real Estate Statistics
For The
Professional Appraiser
Presented by:**

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Email - tim@rbintel.com
Website – www.rbintel.com**



Who is ?

- A wholly owned subsidiary of MRIS, the nation's largest MLS, servicing Northern VA, Maryland, DC, and parts of WV and PA.
- Creators of www.rbintel.com.
- Creators of the interactive statistics product **rbiPRO & rbiEXPERT**

Think About...

- Minimizing follow up requests from UW's and AMC's
- Increasing Productivity / Incremental Time Efficiencies
- Ancillary Income Sources
- Marketing Yourself / Firm

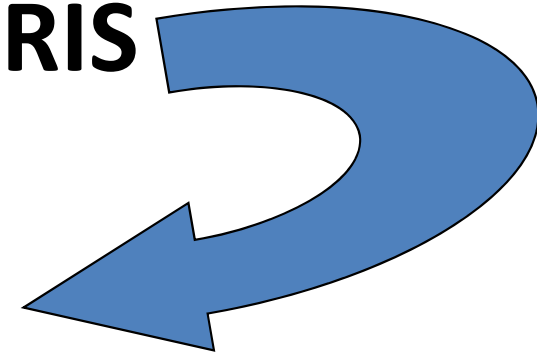


REALESTATE
BUSINESS
INTELLIGENCE

RELIABILITY

STATS directly from the MRIS

**= Most accurate
data**



Why Use rbi STATS?

To Be the Market Expert for the entire MRIS footprint

Include Data in Blog, Website, and Social Media

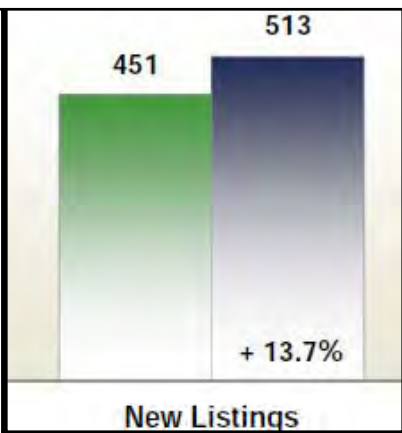


Customize trending & analysis

Data Accuracy and Integrity



Ease of Data Portability



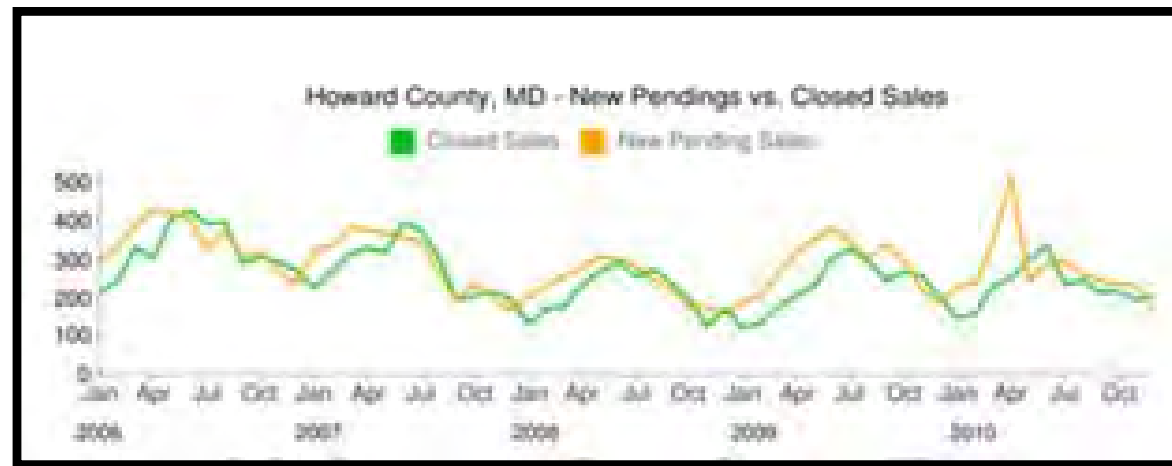
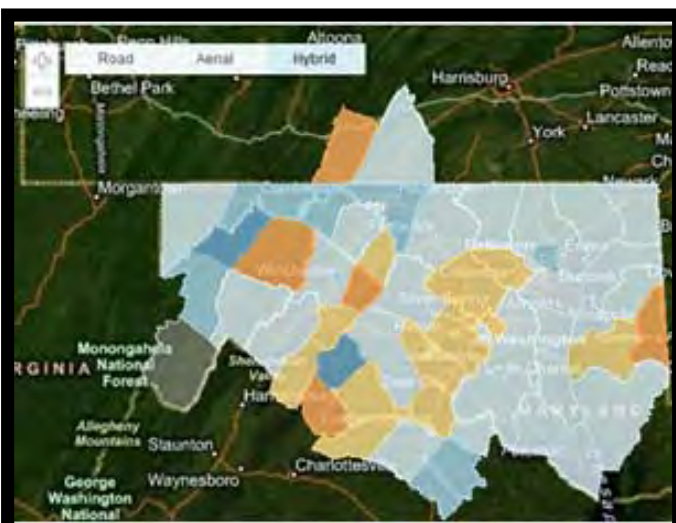
2 or Less BR	
Detached	Attached
3	3
4	3
1	3
5	4

What we provide for you...

Maps, Static Charts

Summary, Detailed & Zip Reports

Interactive Charts



MarketWatch Videos

View and share monthly videos covering market trends in your region

[Learn more](#)



May Stats Now Available



RBI updates our [Statistics](#) with the prior month's data on the 10th at 10 AM.

We also publish our monthly press releases:

[Baltimore Metro Area](#) | [DC Metro Area](#)

New this month, RBI subscribers can now dive into Interactive Charts for the DC Metro Area.

[DC Metro Statistics](#)

Get reports

Regional Reports

Market Activity:

Market Indicators:

NAR Economic & Market Watch:

Housing Supply:

County Reports

Summary:

Detailed:

Zip Code Reports

Detailed:

[Browse Statistics](#)

Local Market Update – May 2011

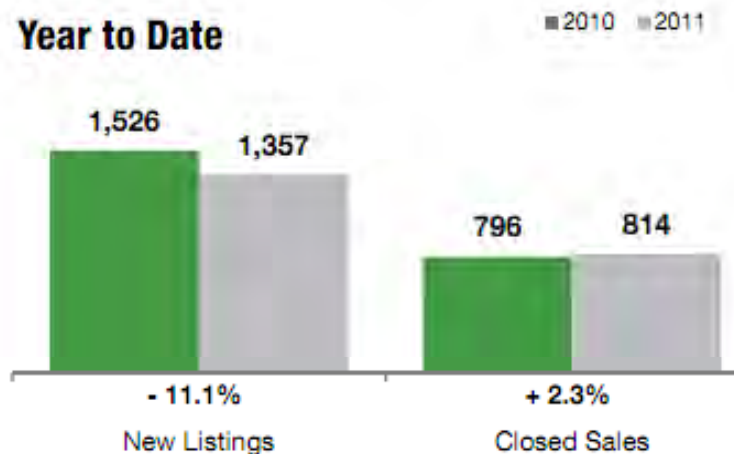
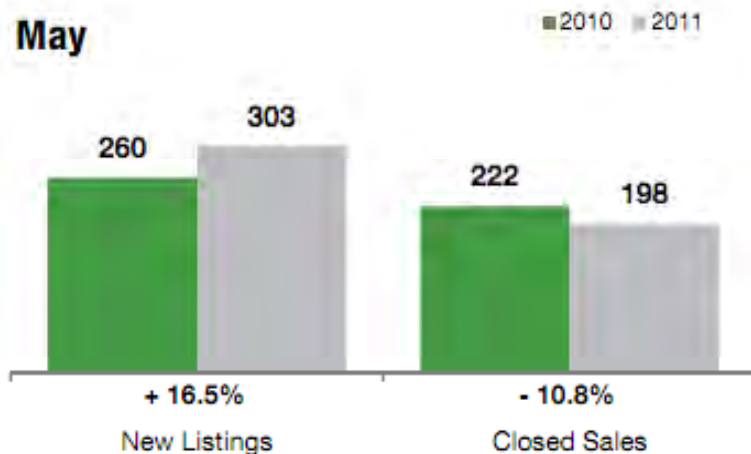
A RESEARCH TOOL PROVIDED BY REALESTATE BUSINESS INTELLIGENCE – AN MRIS COMPANY



Alexandria City

+ 16.5% **- 10.8%** **+ 14.0%**
 Change in Change in Change in
 New Listings Closed Sales Median Sales Price

	May			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	260	303	+ 16.5%	1,526	1,357	- 11.1%
Closed Sales	222	198	- 10.8%	796	814	+ 2.3%
Pending Sales	181	232	+ 28.2%	952	962	+ 1.1%
Median Sales Price*	\$432,500	\$493,000	+ 14.0%	\$405,000	\$420,000	+ 3.7%
Percent of Original List Price Received*	96.5%	95.9%	- 0.6%	95.7%	94.6%	- 1.2%
Days on Market Until Sale	53	65	+ 24.4%	57	76	+ 33.0%
Inventory – Single-Family Detached	115	124	+ 7.8%	--	--	--
Inventory – Townhouse-Condo	633	527	- 16.7%	--	--	--



MarketWatch

View and share more reports covering market trends in your region

[Learn more](#)

May Stats Now Available



RBI up
We also
[Baltimore](#)
New th
Metro A

Browse Statistics

Maryland [\[+\] expand](#)

Virginia [\[-\] collapse](#)

- Alexandria City
- Arlington County
- Caroline County
- Clarke County
- Culpeper County
- Fairfax City
- Fairfax County
- Falls Church City
- Fauquier County
- Frederick County
- Fredericksburg City
- King George County
- Loudoun County
- Madison County
- Manassas City
- Manassas Park City
- Orange County
- Page County
- Prince William County
- Rappahannock County
- Shenandoah County
- Spotsylvania County
- Stafford County
- Warren County
- Winchester City

- [NVAR Region](#)
- [BRAR Region](#)
- [Massanutten Region](#)
- [GPAAR Region](#)
- [FAAR Region](#)
- [PWAR Region](#)

Washington, DC [\[+\] expand](#)

Pennsylvania [\[+\] expand](#)

West Virginia [\[+\] expand](#)

Get reports

Regional Reports

Market Activity: [GO](#)

Market Indicators: [GO](#)

NAR Economic & Market Watch: [GO](#)

Housing Supply: [GO](#)

County Reports

Summary: [GO](#)
 [GO](#)

Detailed: [GO](#)
 [GO](#)

Zip Code Reports

Detailed: [GO](#)
 [GO](#)

Browse Statistics

Sold Summary

	May-2011	May-2010	% Change
Sold Dollar Volume	\$100,818,012	\$105,155,170	-4.12%
Avg Sold Price	\$509,182	\$473,672	7.50%
Median Sold Price	\$493,000	\$431,250	14.32%
Units Sold	198	222	-10.81%
Avg Days on Market	66	52	26.92%
Avg List Price for Solds	\$519,049	\$484,559	7.12%
Avg SP to OLP Ratio	95.9%	96.3%	-0.34%
Ratio of Avg SP to Avg OLP	96.0%	95.7%	0.29%
Attached Avg Sold Price	\$429,456	\$418,335	2.66%
Detached Avg Sold Price	\$796,565	\$710,832	12.06%
Attached Units Sold	155	180	-13.89%
Detached Units Sold	43	42	2.38%

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	3
\$100K to \$149,999	0	0	0	0	0	0	11
\$150K to \$199,999	0	0	0	0	0	0	11
\$200K to \$299,999	0	1	0	4	0	1	21
\$300K to \$399,999	0	7	0	1	0	0	19
\$400K to \$499,999	0	6	1	9	2	1	5
\$500K to \$599,999	3	4	2	9	1	2	6
\$600K to \$799,999	1	2	14	15	2	5	6
\$800K to \$999,999	0	0	1	2	11	1	0
\$1M to \$2,499,999	0	0	0	1	5	2	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	4	20	18	41	21	12	82
Avg Sold Price	\$569,375	\$443,770	\$683,050	\$578,781	\$937,138	\$769,583	\$301,528
Prev Year - Avg Sold Price	\$473,455	\$468,823	\$648,212	\$618,024	\$833,759	\$813,143	\$270,805
Avg Sold % Change	20.26%	-5.34%	5.37%	-6.35%	12.40%	-5.36%	11.35%
Prev Year - # of Solds	3	22	22	53	17	7	98

Inventory

	May-2011	May-2010	% Change
Active Listings	613	626	-2.08%
New Listings	300	248	20.97%
New Under Contracts	70	98	-28.57%
New Contingents	165	85	94.12%
New Pending	235	183	28.42%
Total Pending	335	410	-18.29%

Financing (Sold)

Assumption	0
Cash	30
Conventional	101
FHA	45
Other	2
Owner	0
VA	20

Days on Market (Sold)

0	10
1 to 10	46
11 to 20	26
21 to 30	21
31 to 60	30
61 to 90	18
91 to 120	8
121 to 180	14

Active Detail

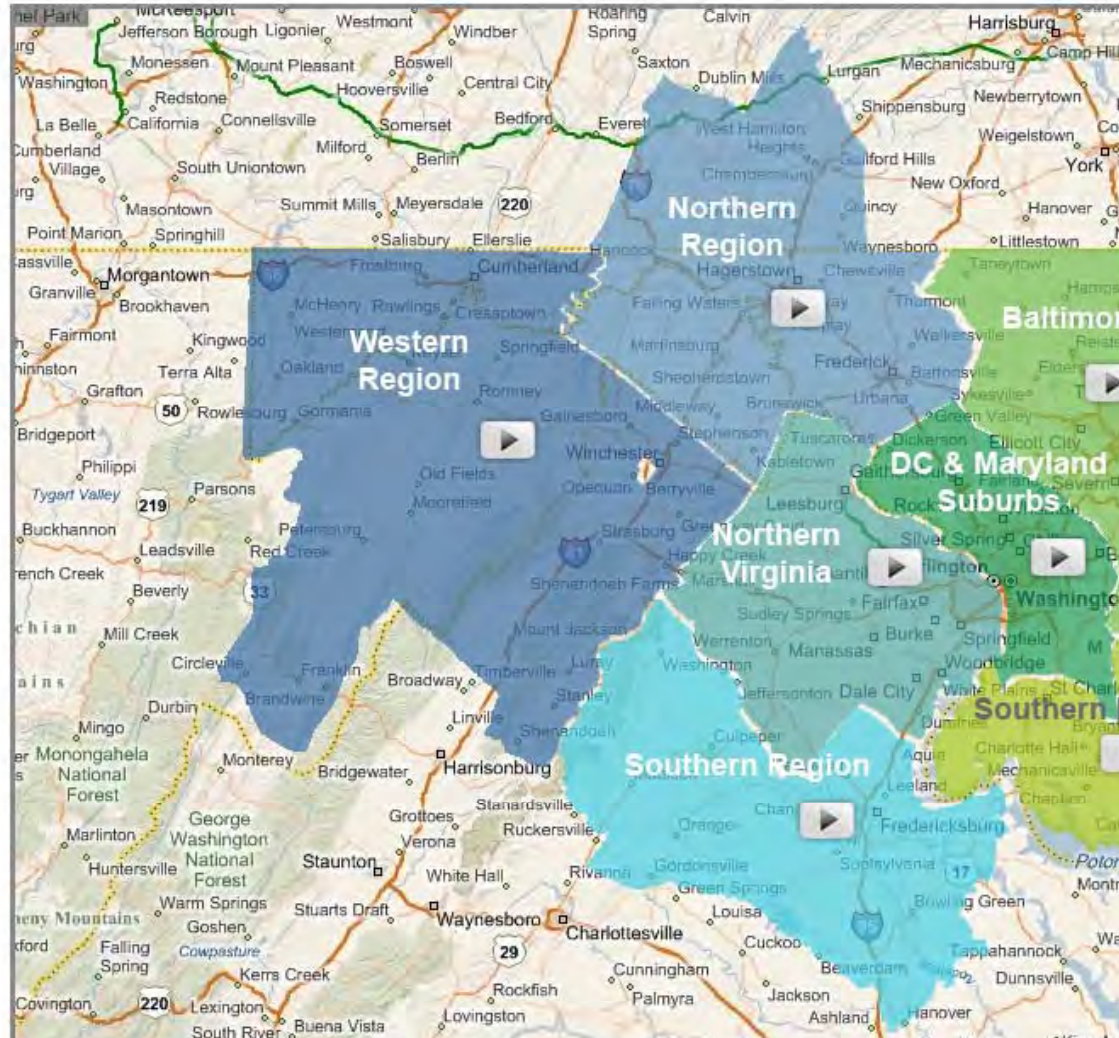
Active Listings		
Residential		Condo/Coop
Detached	Attached/TH	Attached
0	0	0
0	0	5
0	0	17
0	2	29
2	4	95
7	17	70
12	28	31
24	51	21
29	46	8
18	27	2
28	30	2
3	2	2
0	1	0
123	208	282

Market Watch Videos

Share | Facebook | Twitter | YouTube | LinkedIn

MarketWatch Videos

Welcome to the MarketWatch Videos section. Below are videos for eight regions in the Maryland, DC, Virginia, West Virginia about 2 minutes long and reviews basic statistics about the region. Click on any of the shaded market areas below to view



Embed Video

If you would like to include any of our MarketWatch videos on your own Web site choose from the options below to generate the embed code you'll need.

Select the region you'd like:

Western Region ▾

Choose which video:

Always show latest video ▾

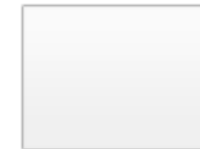
Choose a size for your video player:

1280x745

853x505

640x385

560x340



GENERATE CODE

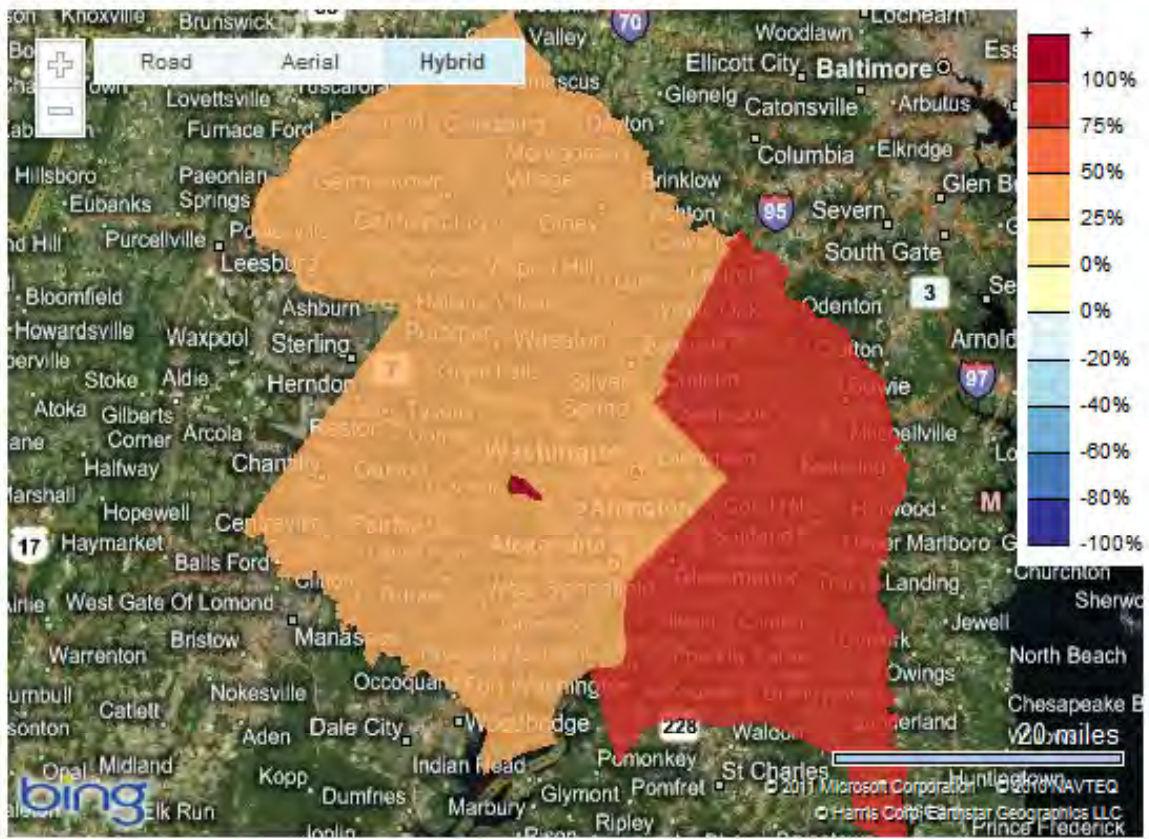
Copy and paste code above.

Stat HEAT Maps

*New Pendings, YOY in DC Metro

[Median Sold Price](#)
[Average DOM](#)
[Sold to OLP Ratio](#)
[Closed Sales](#)
[New Pendings](#)
[New Listings](#)

Number of Pending Sales in May 2011
 Year over Year Change
 Month over Month Change



County	# of Pending Sales	YoY Change ▼	MoM Change
Falls Church City	20	100%	-39.39%
Prince George's	1,243	82.26%	-2.05%
Washington	749	37.43%	-0.4%
Montgomery	1,270	35.39%	9.2%
Fairfax	1,659	34.77%	14.41%
Fairfax City	43	34.38%	43.33%
Alexandria City	235	28.42%	9.81%
Arlington	287	25.88%	10.81%

Easily portable Static Charts

Static Charts

Interactive Charts

NEW

Reports

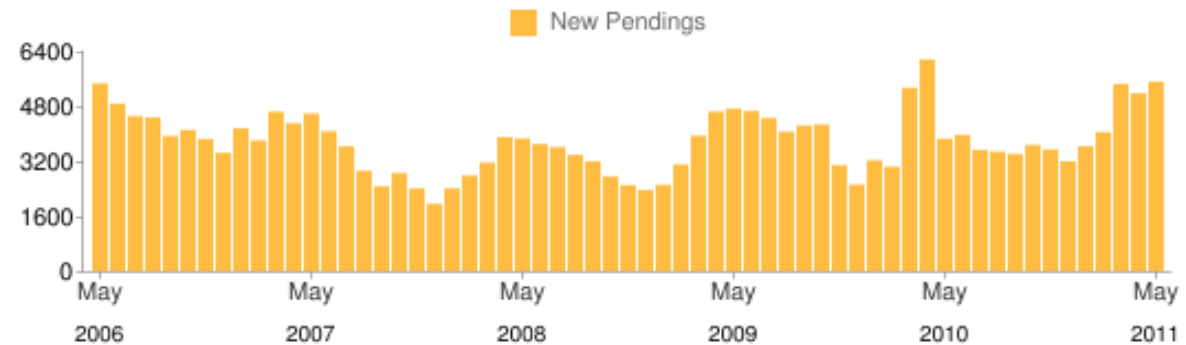
May 2011 Summary:

DC Metro - Closed Sales



© 2011 RealEstate Business Intelligence, an MRIS company. Data provided by MRIS as of Jun 8, 2011.

DC Metro - New Pending Sales



© 2011 RealEstate Business Intelligence, an MRIS company. Data provided by MRIS as of Jun 8, 2011.

Interactive Charts

Static Charts

Interactive Charts

NEW

Reports

Market Activity | DC Metro



Embed



Print/Export



Share



Line View

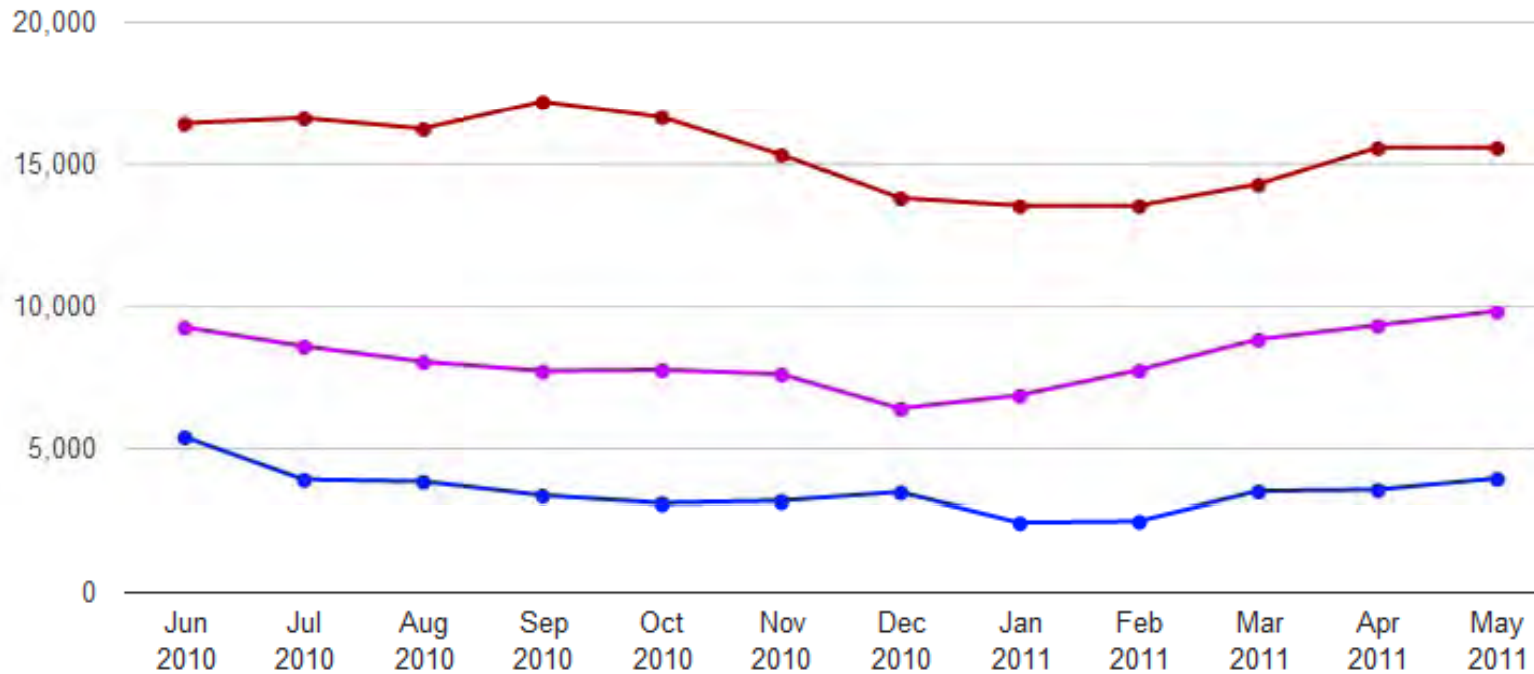


Bar View



List View

[Reset All Functions](#)



Listing Statuses:

- Sold Listings
- New Pending
- All Pending
- New Listing
- Active Listing

- Home Type
- List Price
- Living Area Sq Ft
- Bedrooms
- Bathrooms
- Bank-Mediated

- Compare to Past
- [Select date range](#)

rbiEXPERT

- Compare to Other Geo

3 MONTHS

6 MONTHS

YTD

1 YEAR

2 YEARS

3 YEARS

5 YEARS

Display options – Line, Bar & List

[Reset All Functions](#)

Line View
 Bar View
 List View

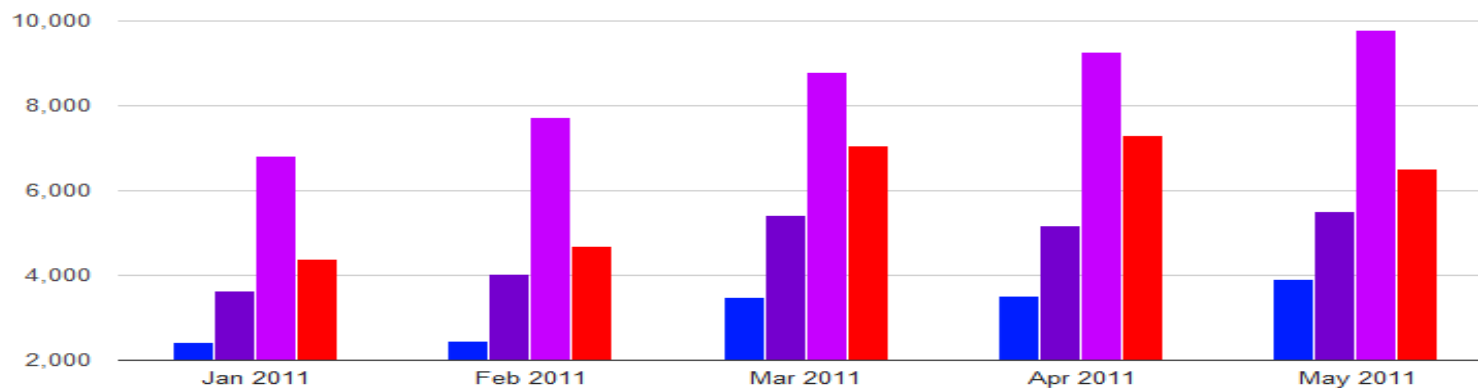


Listing Statuses:

- Sold Listings
- New Pendings
- All Pendings
- New Listings
- Active Listings

[Reset All Functions](#)

Line View
 Bar View
 List View



Listing Statuses:

- Sold Listings
- New Pendings
- All Pendings
- New Listings
- Active Listings

- Home Type
- List Price
- Living Area Sq Ft
- Bedrooms
- Bathrooms
- Bank-Mediated

- Compare to Past
-

[Reset All Functions](#)

Line View
 Bar View
 List View

Month	Sold Listings	New Pendings	All Pendings	New Listings	Listing Statuses:
1 May 2011	3,917	5,506	9,786	6,524	<input checked="" type="checkbox"/> Sold Listings
2 Apr 2011	3,525	5,170	9,287	7,300	<input type="checkbox"/> New Pendings
3 Mar 2011	3,478	5,432	8,794	7,066	<input type="checkbox"/> All Pendings
4 Feb 2011	2,461	4,044	7,714	4,686	<input checked="" type="checkbox"/> New Listings
5 Jan 2011	2,412	3,635	6,832	4,382	<input type="checkbox"/> Active Listings

Categories

A screenshot of a real estate search filter menu. The menu is a vertical list of blue buttons with white text. The categories listed are: Home Type, List Price Range, Home Size (SqFt), # Bedrooms, # Bathrooms, Bank Mediated, and Compare to Other Geo. To the right of the menu, there are some partially visible elements: a red downward arrow, a green upward arrow, and the letters 'Ur' and 'MF'. At the bottom left of the screenshot, there is a small line graph with a red line and a blue line.

Category	Indicator
Home Type	
List Price Range	
Home Size (SqFt)	
# Bedrooms	
# Bathrooms	
Bank Mediated	
Compare to Other Geo	▼

Select Your Own Facets

Listing Statuses:

- Sold Listings
- New Pendings
- All Pendings
- New Listings
- Active Listings

Home Type

List Price

Living Area Sq Ft

Bedrooms

Bathrooms

Bank-Mediated

Sold Listings

Reset to default

Home Type

- All
- Detached/All
- Attached/All
- Attached/TH
- Attached/Condo-Coop

List Price

Living Area Sq Ft

Bedrooms

Bathrooms

Bank-Mediated

Sold Listings

Reset to default

Home Type

List Price

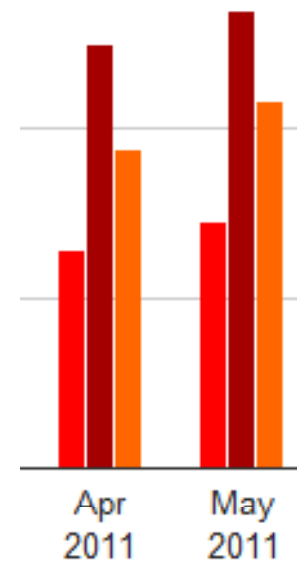
Living Area Sq Ft

Bedrooms

- All
- 0
- 1
- 2
- 3
- 4
- 5
- 6+

Bathrooms

Bank-Mediated






Historical Market Trends

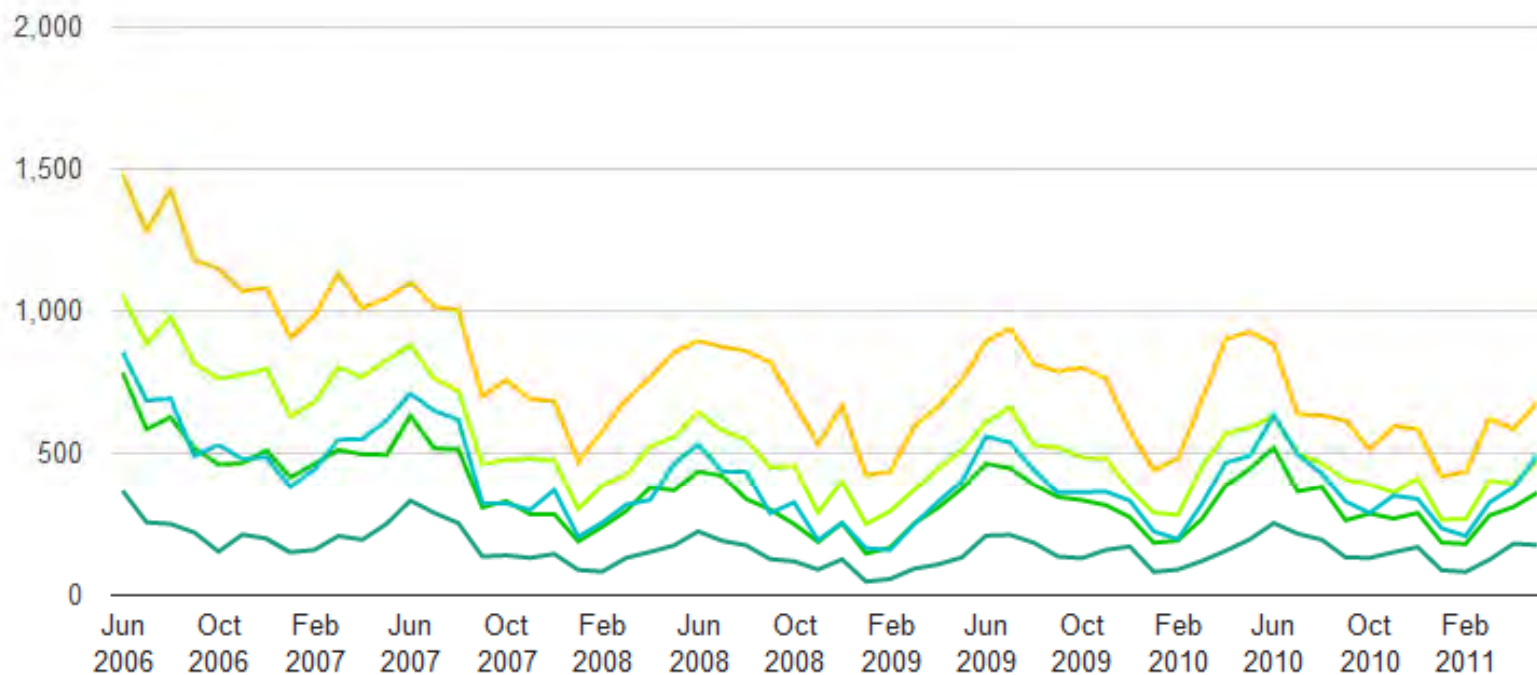
A 5 Year Look Back

Market Activity | DC Metro

 [Embed](#)  [Print/Export](#)  [Share](#)

 Line View  Bar View  List View

[Reset All Functions](#)



Sold Listings 

[Reset to default](#)

Home Type

List Price

- All
- < \$50,000
- \$50,000 - \$99,999
- \$100,000 - \$149,999
- \$150,000 - \$199,999
- \$200,000 - \$299,999
- \$300,000 - \$399,999
- \$400,000 - \$499,999
- \$500,000 - \$599,999
- \$600,000 - \$799,999
- \$800,000 - \$999,999
- \$1,000,000 - \$2,499,999
- \$2,500,000 - \$4,999,999

[3 MONTHS](#) [6 MONTHS](#) [YTD](#) [1 YEAR](#) [2 YEARS](#) [3 YEARS](#) [4 YEARS](#) [5 YEARS](#)



Easy Export to Excel

Static Charts

Interactive Charts

NEW

Reports

Market Activity | DC Metro



Embed



Print/Export



Share



Line View



Bar View



List View

Month	\$300K to \$399,999	\$400K to \$499,999	\$500K to \$599,999	\$600K to \$	
1 May 2011	679	474	356		
2 Apr 2011	580	387	306		
3 Mar 2011	617	399	276		
4 Feb 2011	430	263	176		
5 Jan 2011	416	262	181	231	84
6 Dec 2010	582	408	285	334	165
7 Nov 2010	591	357	265	346	147
8 Oct 2010	511	386	283	285	127
9 Sep 2010	611	403	259	325	129
10 Aug 2010	629	462	377	425	191
11 Jul 2010	633	494	361	492	212
12 Jun 2010	878	627	516	629	249
13 May 2010	923	587	441	487	192
14 Apr 2010	896	566	382	463	152

Print/Export Module

Close

[Download Graph as PDF](#)

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[Download Data as XLS](#)



Functions

default

3 MONTHS

6 MONTHS

YTD

1 YEAR

2 YEARS

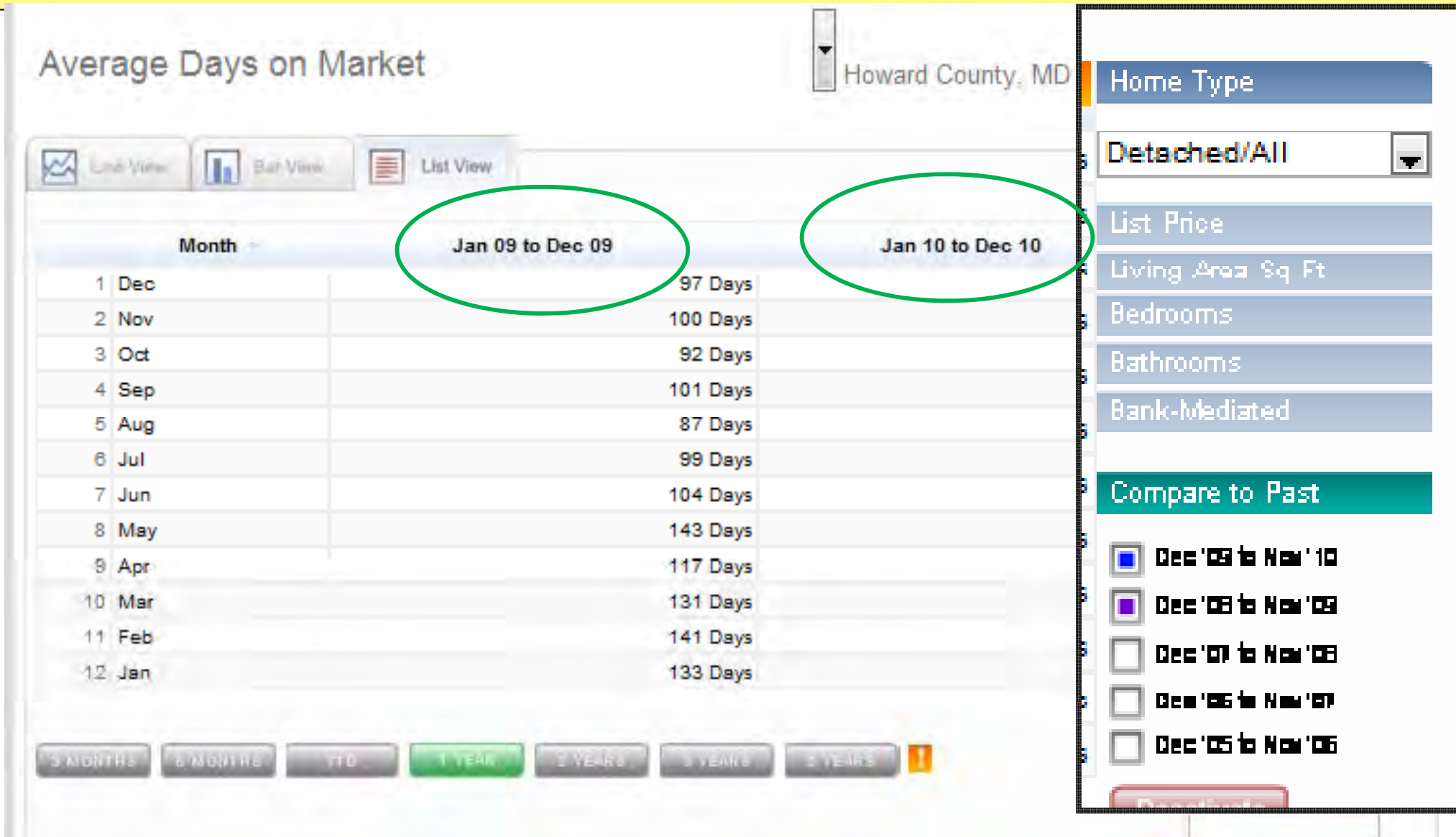
3 YEARS

5 YEARS

- All
- < \$50,000
- \$50,000 - \$99,999
- \$100,000 - \$149,999
- \$150,000 - \$199,999
- \$200,000 - \$299,999
- \$300,000 - \$399,999
- \$400,000 - \$499,999
- \$500,000 - \$599,999
- \$600,000 - \$799,999
- \$800,000 - \$999,999
- \$1,000,000 - \$2,499,999
- \$2,500,000 - \$4,999,999
- \$5,000,000 +

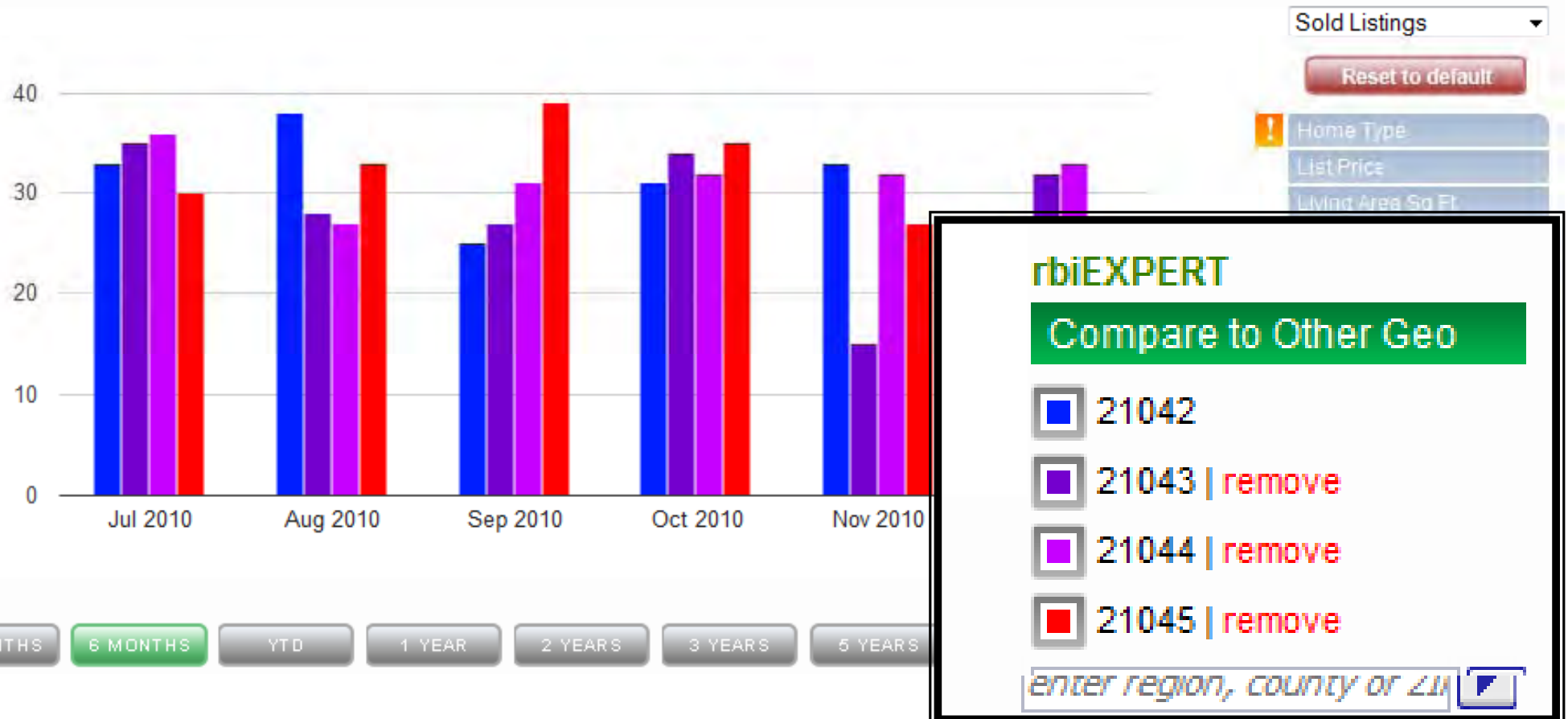
rbiPRO

Includes all of the above
+ Comparison to Past



rbiEXPERT

Includes all of the above + **GEO Comparison Technology**





rbintel
FREE

Already
Have It



rbipro
\$19.99 / month

Sign Up



rbiexpert
\$29.99 / month

Sign Up

Upgrade ANYTIME

No Set Up Fees

No Contract

Month to Month

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