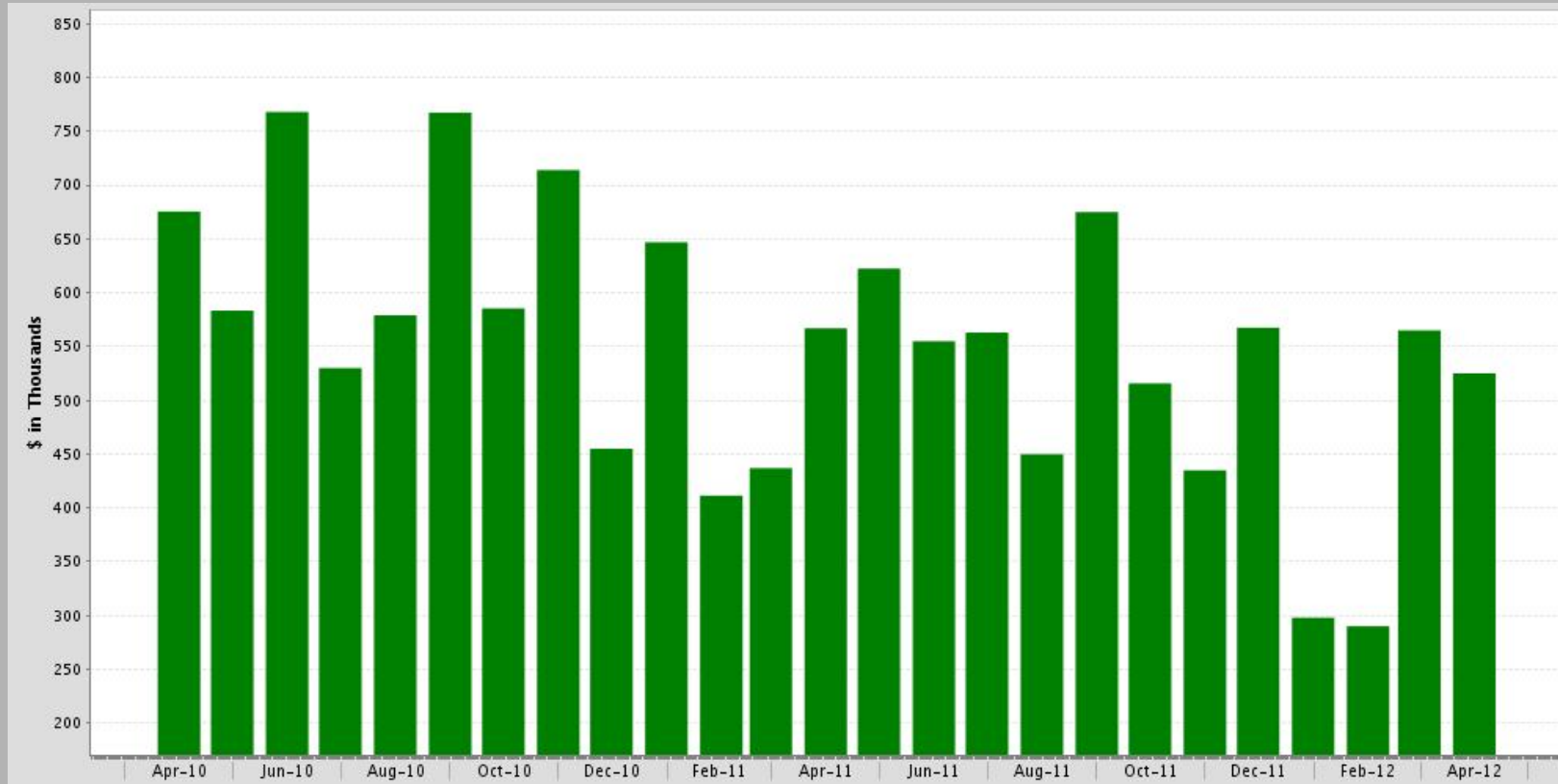


## Median Sold Price by Month

Apr-10 vs. Apr-12: The median sold price is down 22%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
675,500	525,000	-150,500	-22%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

## Median Sold Price by Month

Apr-10 vs. Apr-12: The median sold price is down 22%

Time Period	Median Price	# Units	Average DOM
Apr-12	525,000	3	92
Mar-12	565,000	9	73
Feb-12	290,000	3	265
Jan-12	298,000	3	85
Dec-11	567,500	4	120
Nov-11	435,000	5	118
Oct-11	515,750	6	76
Sep-11	675,000	5	42
Aug-11	450,000	3	51
Jul-11	563,000	10	60
Jun-11	555,000	12	82
May-11	622,500	6	62
Apr-11	567,000	7	49
Mar-11	437,000	10	122
Feb-11	411,500	5	108
Jan-11	647,000	2	144
Dec-10	455,000	3	124
Nov-10	714,000	7	102
Oct-10	585,500	6	109
Sep-10	767,500	4	68
Aug-10	579,000	9	53
Jul-10	530,000	7	58
Jun-10	768,000	9	72
May-10	583,500	10	64
Apr-10	675,500	8	35

## Median For Sale vs. Median Sold

Apr-10 vs. Apr-12: The median price of for sale properties is down 7% and the median price of sold properties is down 22%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
681,500	634,000	-47,500	-7%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
675,500	525,000	-150,500	-22%

MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

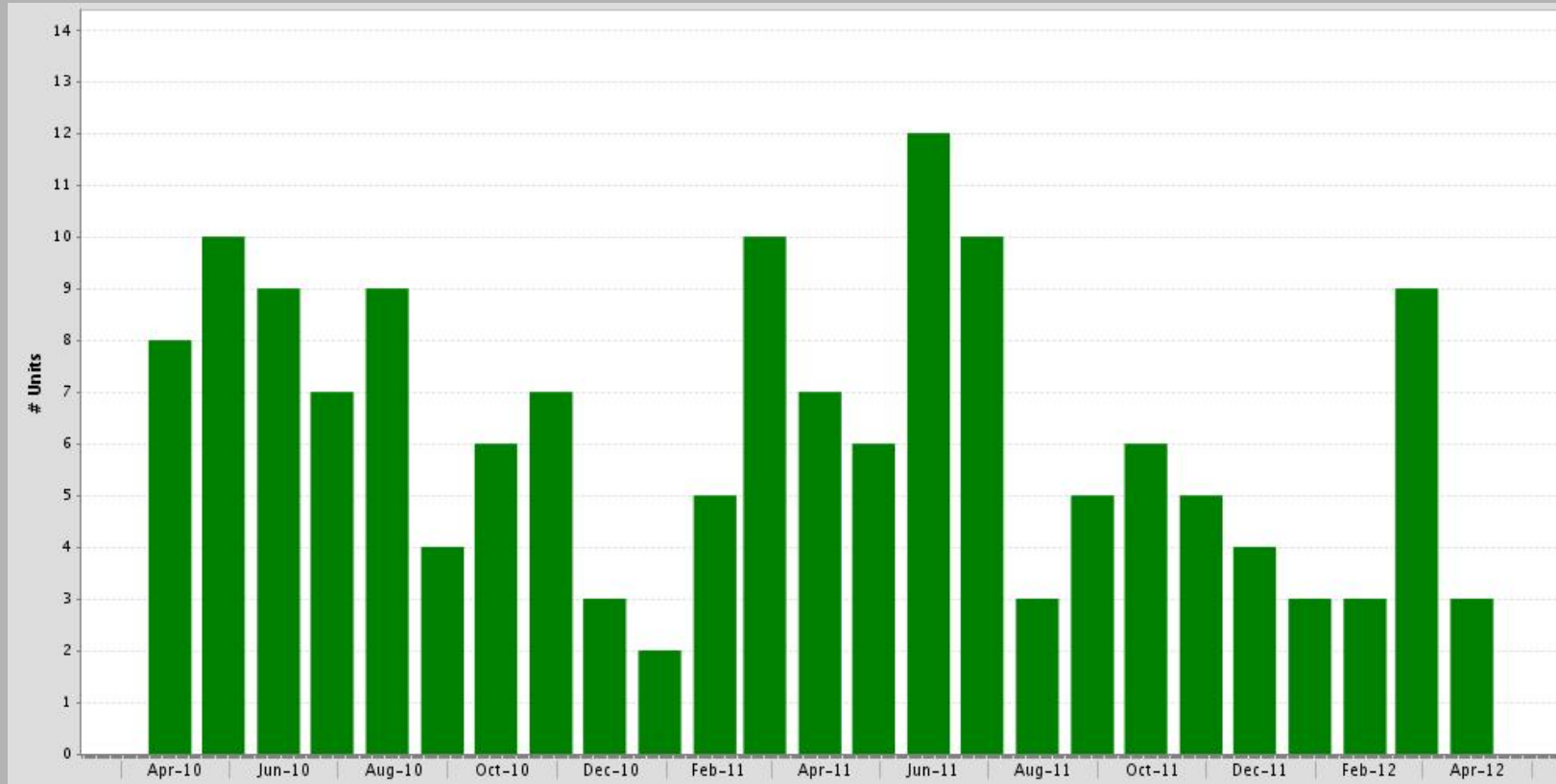
**Median For Sale vs. Median Sold**

**Apr-10 vs. Apr-12: The median price of for sale properties is down 7% and the median price of sold properties is down 22%**

Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Apr-12	634,000	22	525,000	3	-109,000
Mar-12	627,000	20	565,000	9	-62,000
Feb-12	607,500	18	290,000	3	-317,500
Jan-12	599,000	19	298,000	3	-301,000
Dec-11	599,000	19	567,500	4	-31,500
Nov-11	634,000	26	435,000	5	-199,000
Oct-11	634,000	34	515,750	6	-118,250
Sep-11	644,000	34	675,000	5	31,000
Aug-11	615,000	35	450,000	3	-165,000
Jul-11	599,000	29	563,000	10	-36,000
Jun-11	587,000	34	555,000	12	-32,000
May-11	599,000	37	622,500	6	23,500
Apr-11	599,000	30	567,000	7	-32,000
Mar-11	572,500	30	437,000	10	-135,500
Feb-11	587,000	34	411,500	5	-175,500
Jan-11	594,500	36	647,000	2	52,500
Dec-10	599,000	32	455,000	3	-144,000
Nov-10	599,000	32	714,000	7	115,000
Oct-10	687,500	40	585,500	6	-102,000
Sep-10	674,000	45	767,500	4	93,500
Aug-10	667,000	40	579,000	9	-88,000
Jul-10	655,000	46	530,000	7	-125,000
Jun-10	655,000	46	768,000	9	113,000
May-10	662,000	36	583,500	10	-78,500
Apr-10	681,500	34	675,500	8	-6,000

## Sold Properties by Month

Apr-10 vs. Apr-12: The number of Sold properties is down 62%



### Apr-10 vs. Apr-12

**Apr-10**  
8

**Apr-12**  
3

**Change**  
-5

**%**  
-62%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

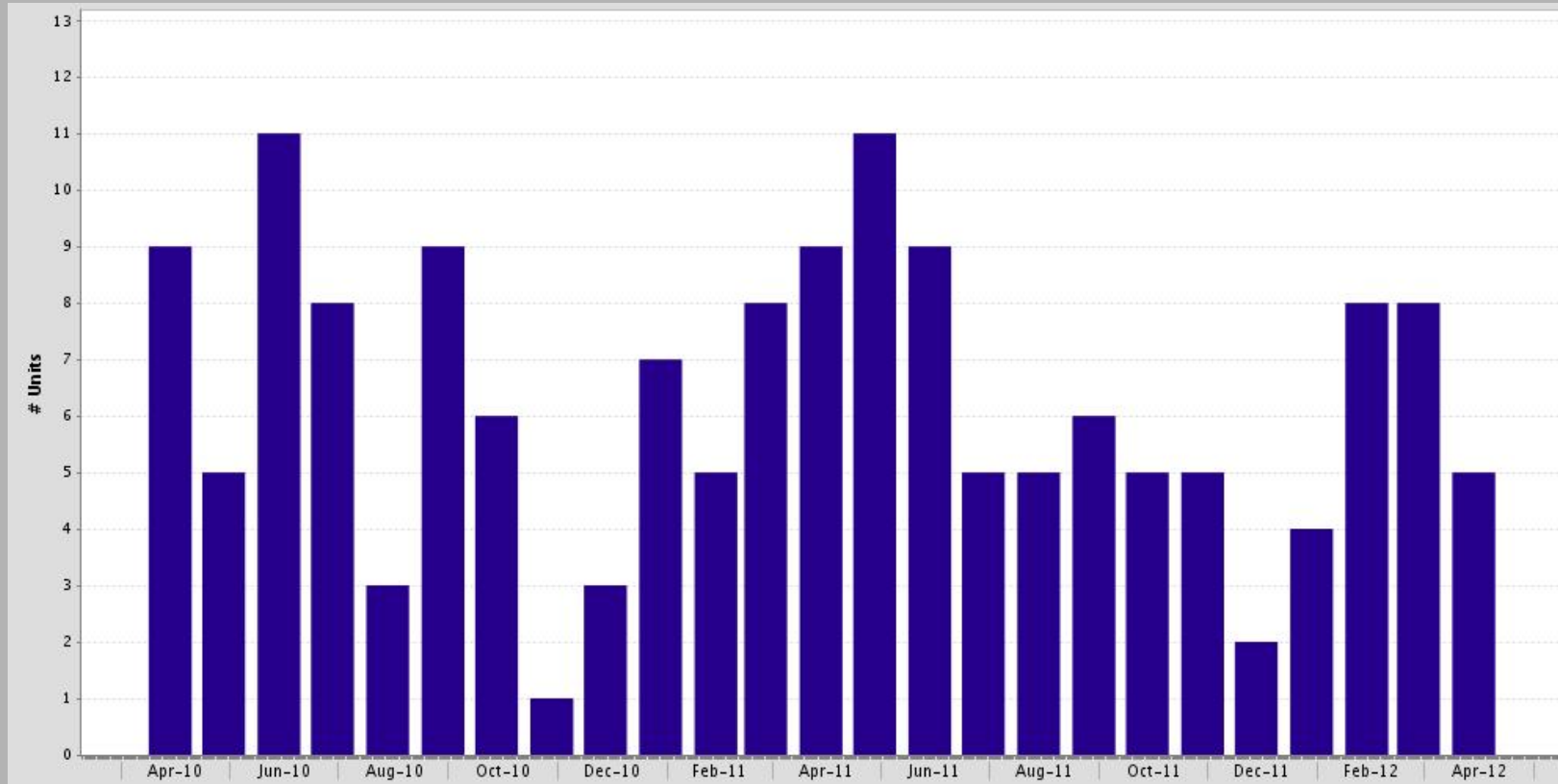
## Sold Properties by Month

Apr-10 vs. Apr-12: The number of Sold properties is down 62%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	3	525,000	92	2	66.7	1,082,450	1	33.3	465,000
Mar-12	9	565,000	73	4	44.4	471,500	5	55.6	565,000
Feb-12	3	290,000	265	2	66.7	245,000	1	33.3	1,300,000
Jan-12	3	298,000	85	2	66.7	389,000	1	33.3	238,000
Dec-11	4	567,500	120	0			4	100.0	567,500
Nov-11	5	435,000	118	1	20.0	435,000	4	80.0	542,250
Oct-11	6	515,750	76	1	16.7	421,000	5	83.3	550,000
Sep-11	5	675,000	42	0			5	100.0	675,000
Aug-11	3	450,000	51	1	33.3	299,000	2	66.7	630,000
Jul-11	10	563,000	60	0			10	100.0	563,000
Jun-11	12	555,000	82	2	16.7	514,868	10	83.3	555,000
May-11	6	622,500	62	3	50.0	274,500	3	50.0	630,000
Apr-11	7	567,000	49	1	14.3	376,000	6	85.7	608,000
Mar-11	10	437,000	122	3	30.0	335,000	7	70.0	485,000
Feb-11	5	411,500	108	1	20.0	235,500	4	80.0	478,840
Jan-11	2	647,000	144	0			2	100.0	647,000
Dec-10	3	455,000	124	2	66.7	436,000	1	33.3	718,000
Nov-10	7	714,000	102	2	28.6	665,000	5	71.4	714,000
Oct-10	6	585,500	109	1	16.7	319,900	5	83.3	601,000
Sep-10	4	767,500	68	0			4	100.0	767,500
Aug-10	9	579,000	53	2	22.2	385,750	7	77.8	617,000
Jul-10	7	530,000	58	0			7	100.0	530,000
Jun-10	9	768,000	72	0			9	100.0	768,000
May-10	10	583,500	64	1	10.0	454,000	9	90.0	592,000
Apr-10	8	675,500	35	1	12.5	509,000	7	87.5	689,000

## Under Contract Properties by Month

Apr-10 vs. Apr-12: The number of Under Contract properties is down 44%



### Apr-10 vs. Apr-12

**Apr-10**  
9

**Apr-12**  
5

**Change**  
-4

**%**  
-44%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

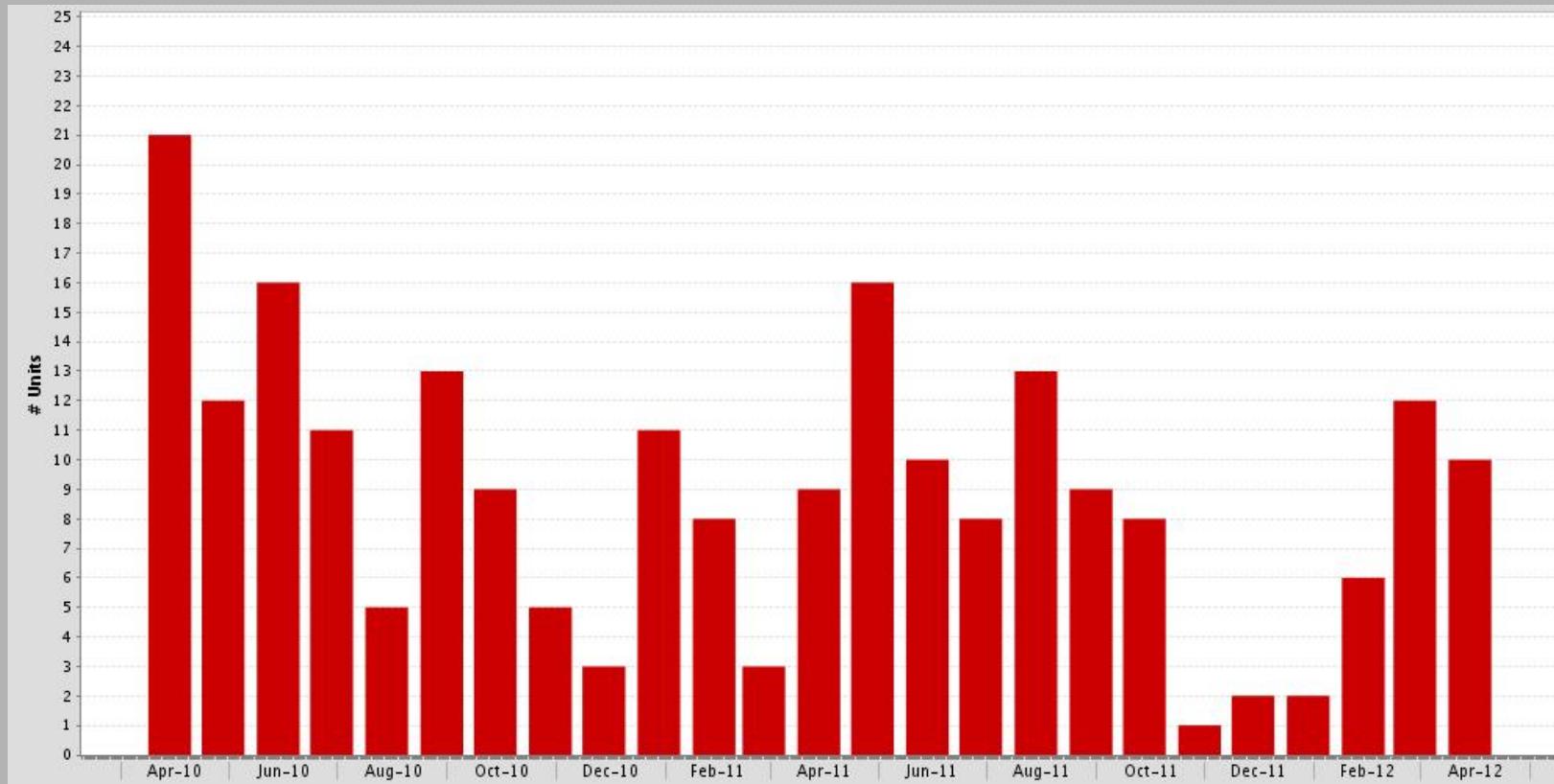
## Under Contract Properties by Month

Apr-10 vs. Apr-12: The number of Under Contract properties is down 44%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	5	625,000	59	1	20.0	409,900	4	80.0	687,000
Mar-12	8	552,000	38	3	37.5	339,900	5	62.5	720,000
Feb-12	8	579,500	87	4	50.0	670,000	4	50.0	484,000
Jan-12	4	324,450	228	2	50.0	324,450	2	50.0	825,000
Dec-11	2	564,450	102	2	100.0	564,450	0		
Nov-11	5	549,000	138	1	20.0	439,900	4	80.0	599,000
Oct-11	5	749,000	121	1	20.0	428,000	4	80.0	767,000
Sep-11	6	512,000	79	1	16.7	280,000	5	83.3	525,000
Aug-11	5	599,000	76	1	20.0	449,000	4	80.0	599,000
Jul-11	5	750,000	36	0			5	100.0	750,000
Jun-11	9	564,500	74	0			9	100.0	564,500
May-11	11	577,000	57	2	18.2	774,500	9	81.8	577,000
Apr-11	9	570,000	74	3	33.3	286,400	6	66.7	639,000
Mar-11	8	458,500	47	2	25.0	351,950	6	75.0	548,500
Feb-11	5	659,000	132	0			5	100.0	659,000
Jan-11	7	459,000	143	3	42.9	337,000	4	57.1	529,000
Dec-10	3	749,000	139	1	33.3	749,000	2	66.7	699,000
Nov-10	1	419,000	208	1	100.0	419,000	0		
Oct-10	6	689,500	105	2	33.3	574,950	4	66.7	749,000
Sep-10	9	639,000	97	2	22.2	496,950	7	77.8	639,000
Aug-10	3	609,000	70	0			3	100.0	609,000
Jul-10	8	559,000	49	2	25.0	407,400	6	75.0	638,000
Jun-10	11	639,000	67	0			11	100.0	639,000
May-10	5	600,000	51	0			5	100.0	600,000
Apr-10	9	689,000	35	0			9	100.0	689,000

## New Properties by Month

Apr-10 vs. Apr-12: The number of New properties is down 52%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
21	10	-11	-52%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

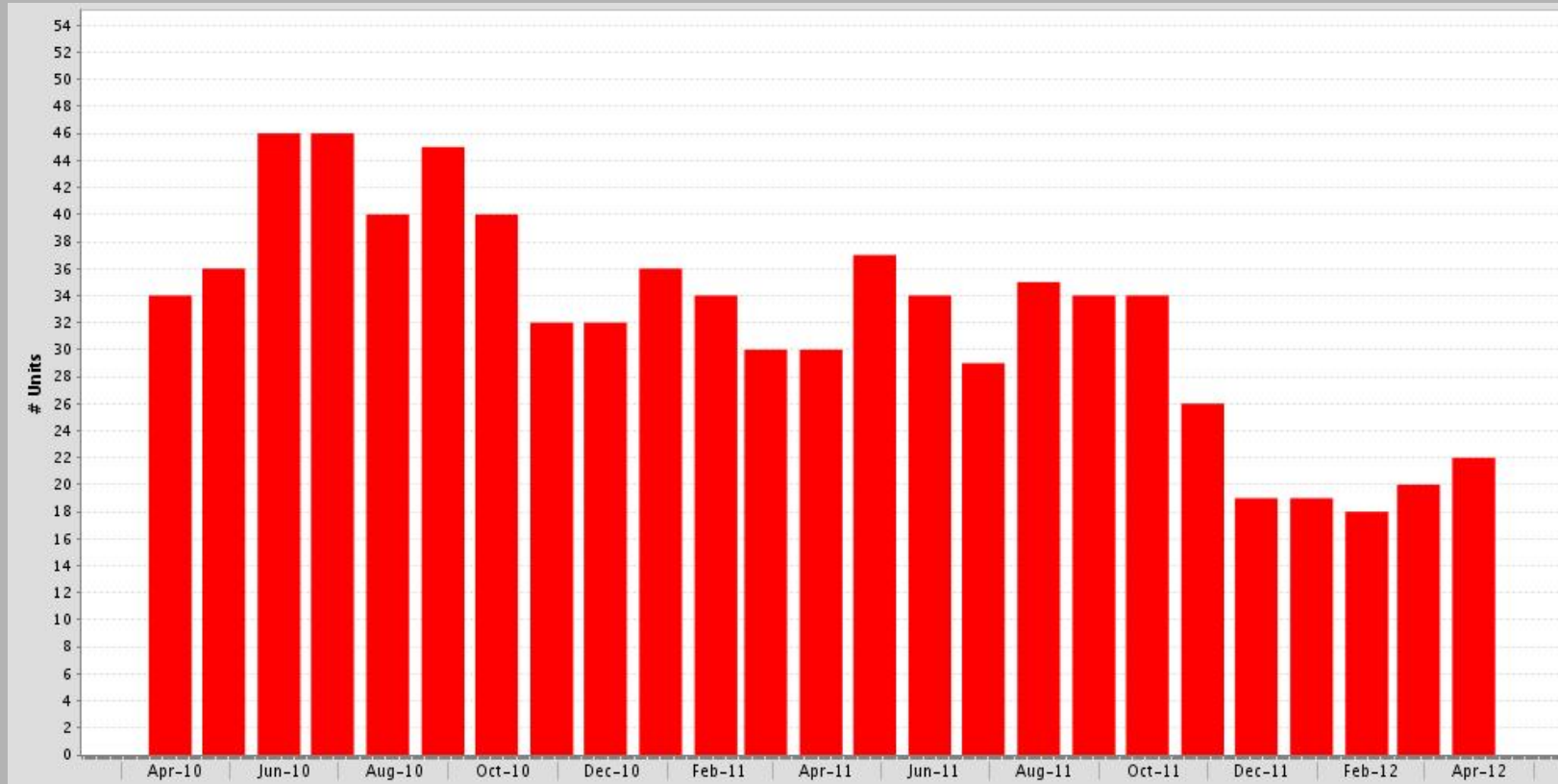
## New Properties by Month

Apr-10 vs. Apr-12: The number of New properties is down 52%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	# Properties	Median Price	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	10	646,500	2	20.0	568,500	8	80.0	717,250
Mar-12	12	577,000	3	25.0	525,000	9	75.0	720,000
Feb-12	6	484,000	2	33.3	569,500	4	66.7	484,000
Jan-12	2	529,450	1	50.0	409,900	1	50.0	649,000
Dec-11	2	427,700	1	50.0	230,400	1	50.0	625,000
Nov-11	1	799,000	1	100.0	799,000	0		
Oct-11	8	433,950	5	62.5	428,000	3	37.5	440,000
Sep-11	9	749,000	1	11.1	1,575,000	8	88.9	699,000
Aug-11	13	629,000	2	15.4	314,500	11	84.6	639,000
Jul-11	8	687,000	0			8	100.0	687,000
Jun-11	10	549,450	0			10	100.0	549,450
May-11	16	624,000	3	18.8	680,000	13	81.2	599,000
Apr-11	9	649,000	0			9	100.0	649,000
Mar-11	3	629,000	1	33.3	257,500	2	66.7	724,000
Feb-11	8	547,500	3	37.5	369,000	5	62.5	599,000
Jan-11	11	575,000	4	36.4	391,950	7	63.6	599,000
Dec-10	3	590,000	1	33.3	590,000	2	66.7	640,000
Nov-10	5	599,000	2	40.0	449,450	3	60.0	1,395,000
Oct-10	9	599,000	1	11.1	749,000	8	88.9	564,000
Sep-10	13	659,000	1	7.7	275,000	12	92.3	679,000
Aug-10	5	609,900	2	40.0	579,950	3	60.0	609,900
Jul-10	11	599,000	1	9.1	499,900	10	90.9	674,450
Jun-10	16	654,500	2	12.5	407,400	14	87.5	679,500
May-10	12	629,500	3	25.0	419,900	9	75.0	679,000
Apr-10	21	649,999	3	14.3	649,999	18	85.7	682,500

## For Sale Properties by Month

Apr-10 vs. Apr-12: The number of For Sale properties is down 35%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
34	22	-12	-35%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

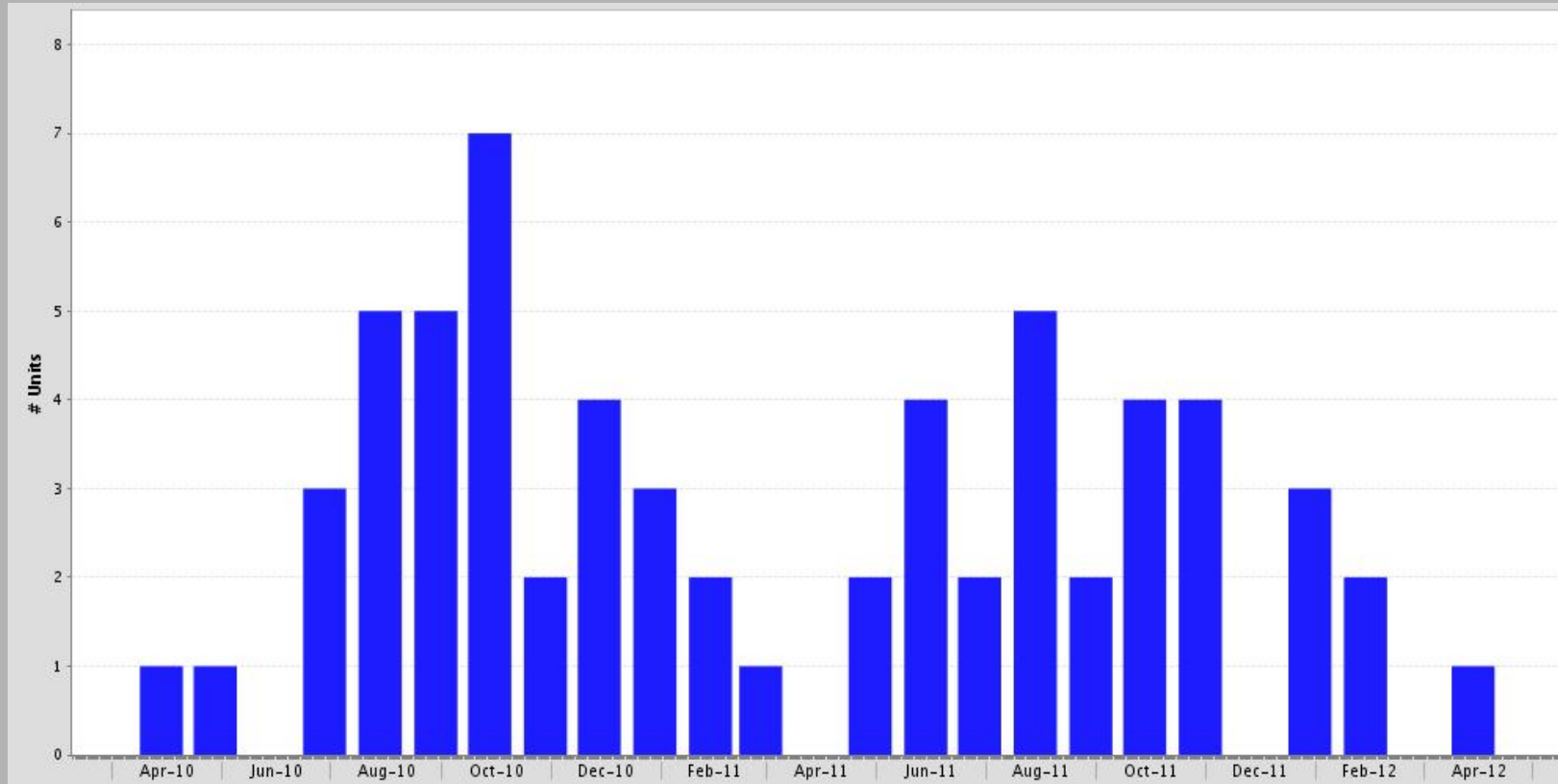
## For Sale Properties by Month

Apr-10 vs. Apr-12: The number of For Sale properties is down 35%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	22	634,000	74	4	18.2	542,000	18	81.8	717,250
Mar-12	20	627,000	69	5	25.0	409,900	15	75.0	720,000
Feb-12	18	607,500	94	7	38.9	409,900	11	61.1	629,000
Jan-12	19	599,000	140	7	36.8	395,000	12	63.2	634,000
Dec-11	19	599,000	121	8	42.1	372,000	11	57.9	629,000
Nov-11	26	634,000	107	8	30.8	417,450	18	69.2	764,000
Oct-11	34	634,000	94	8	23.5	411,500	26	76.5	699,000
Sep-11	34	644,000	89	4	11.8	324,450	30	88.2	649,000
Aug-11	35	615,000	84	6	17.1	324,450	29	82.9	639,000
Jul-11	29	599,000	88	5	17.2	449,000	24	82.8	687,000
Jun-11	34	587,000	79	5	14.7	449,000	29	85.3	599,000
May-11	37	599,000	75	7	18.9	449,000	30	81.1	612,000
Apr-11	30	599,000	93	7	23.3	299,900	23	76.7	629,000
Mar-11	30	572,500	81	10	33.3	351,950	20	66.7	599,000
Feb-11	34	587,000	79	9	26.5	369,000	25	73.5	599,000
Jan-11	36	594,500	101	10	27.8	354,700	26	72.2	624,000
Dec-10	32	599,000	114	7	21.9	372,400	25	78.1	659,000
Nov-10	32	599,000	98	7	21.9	372,400	25	78.1	649,000
Oct-10	40	687,500	92	7	17.5	419,000	33	82.5	749,000
Sep-10	45	674,000	95	10	22.2	419,450	35	77.8	749,000
Aug-10	40	667,000	101	9	22.5	419,900	31	77.5	749,900
Jul-10	46	655,000	73	9	19.6	419,900	37	80.4	699,000
Jun-10	46	655,000	60	8	17.4	419,450	38	82.6	698,000
May-10	36	662,000	54	6	16.7	419,450	30	83.3	696,000
Apr-10	34	681,500	38	4	11.8	511,200	30	88.2	697,000

## Expired Properties by Month

**Apr-10 vs. Apr-12: The number of Expired properties has not changed**



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
1	1	0	0%

MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

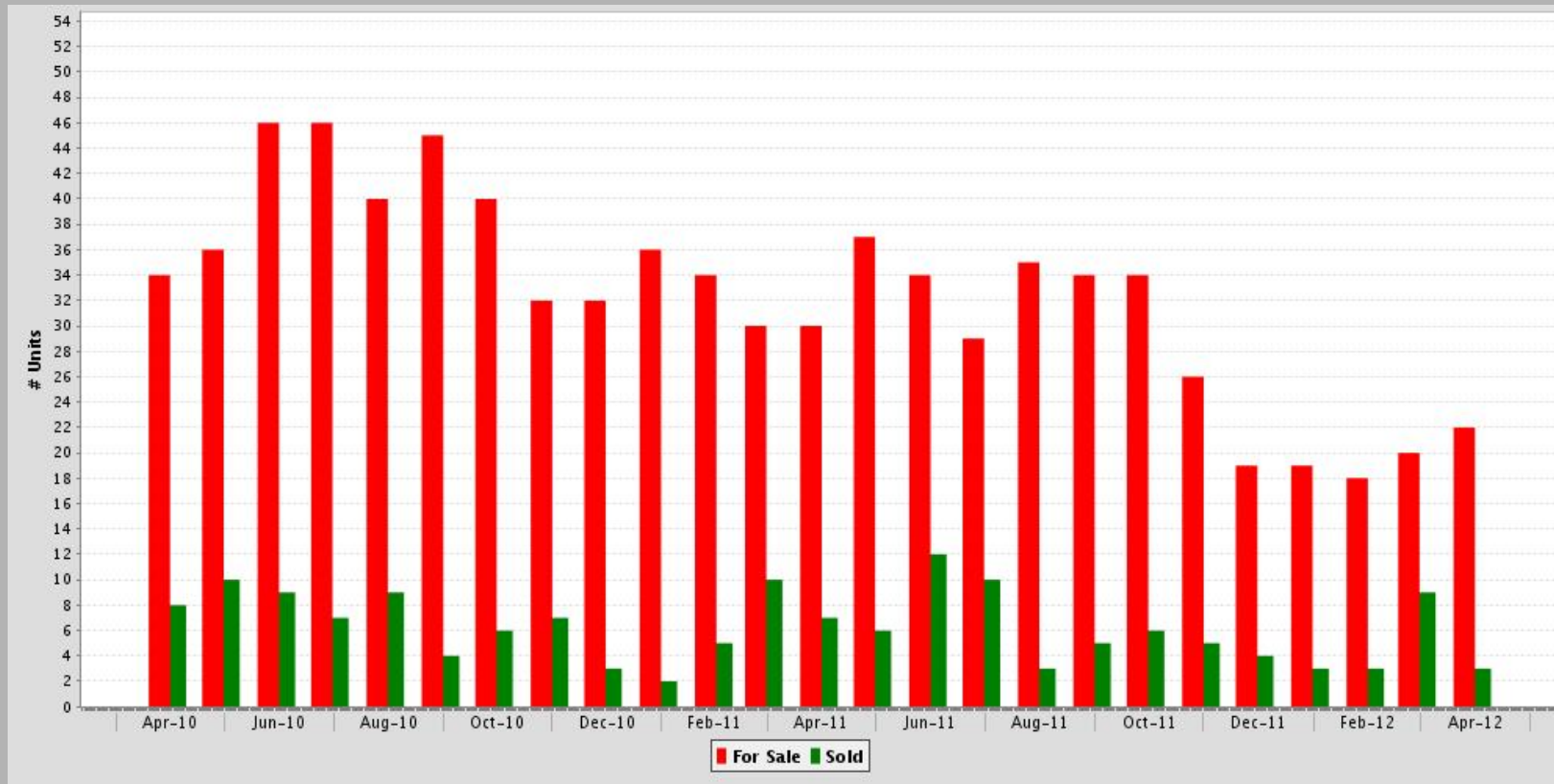
## Expired Properties by Month

Apr-10 vs. Apr-12: The number of Expired properties has not changed

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	1	1,495,000	224	0			1	100.0	1,495,000
Mar-12	0								
Feb-12	2	479,000	85	1	50.0	389,000	1	50.0	569,000
Jan-12	3	599,000	135	0			3	100.0	599,000
Dec-11	0								
Nov-11	4	1,094,500	81	0			4	100.0	1,094,500
Oct-11	4	607,000	123	0			4	100.0	607,000
Sep-11	2	922,500	160	0			2	100.0	922,500
Aug-11	5	680,000	65	2	40.0	480,000	3	60.0	695,000
Jul-11	2	724,000	138	1	50.0	599,000	1	50.0	849,000
Jun-11	4	724,000	78	0			4	100.0	724,000
May-11	2	637,000	178	0			2	100.0	637,000
Apr-11	0								
Mar-11	1	699,000	58	1	100.0	699,000	0		
Feb-11	2	1,162,000	100	0			2	100.0	1,162,000
Jan-11	3	749,900	249	1	33.3	372,400	2	66.7	852,450
Dec-10	4	702,000	118	0			4	100.0	702,000
Nov-10	2	530,500	76	0			2	100.0	530,500
Oct-10	7	895,000	122	0			7	100.0	895,000
Sep-10	5	840,000	154	2	40.0	629,950	3	60.0	1,250,000
Aug-10	5	660,000	116	0			5	100.0	660,000
Jul-10	3	599,000	48	0			3	100.0	599,000
Jun-10	0								
May-10	1	695,000	37	0			1	100.0	695,000
Apr-10	1	649,999	5	1	100.0	649,999	0		

## Supply & Demand by Month

Apr-10 vs. Apr-12: The number of for sale properties is down 35% and the number of sold properties is down 62%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
34	22	-12	-35%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
8	3	-5	-62%

MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

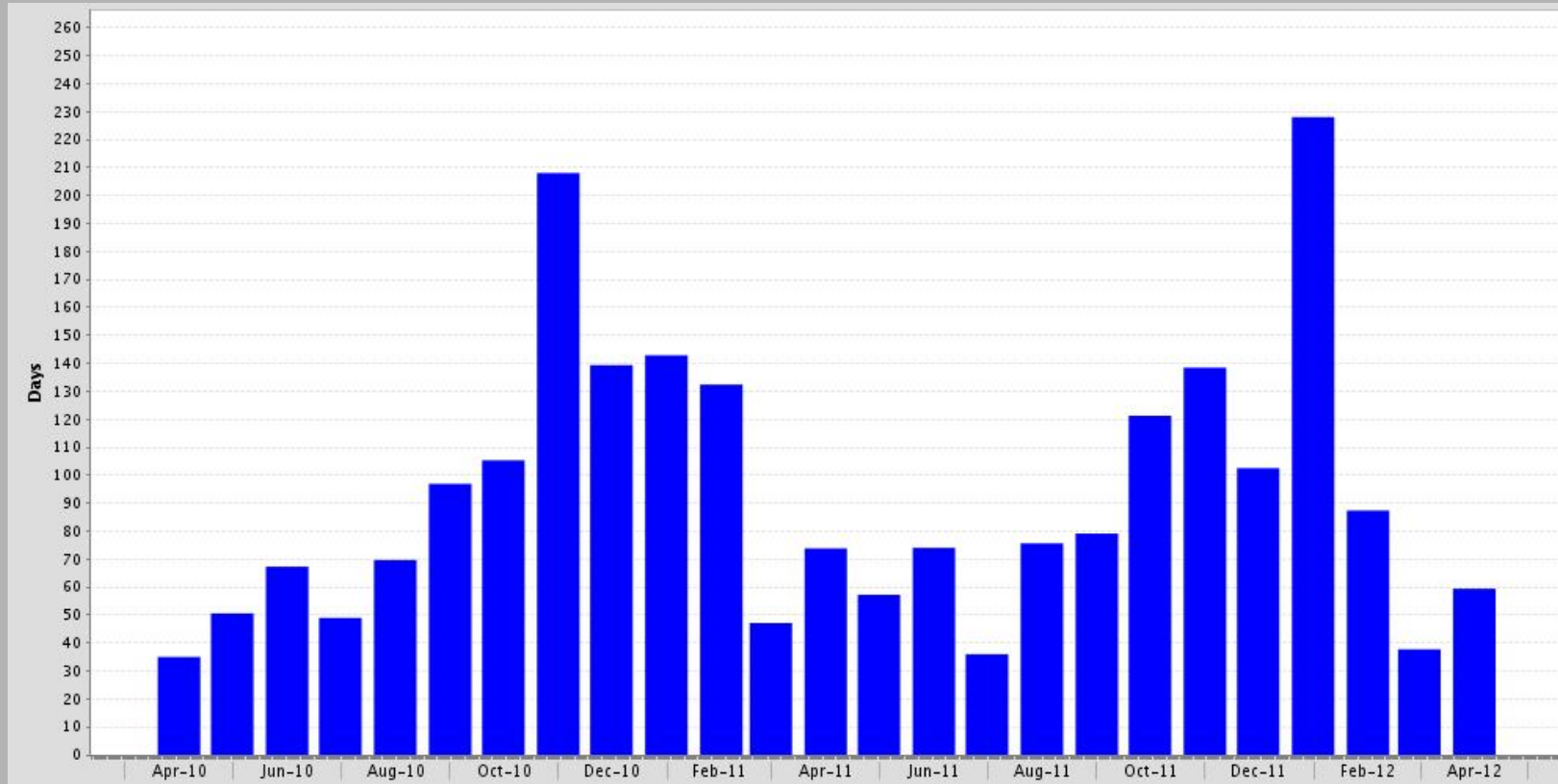
## Supply & Demand by Month

Apr-10 vs. Apr-12: The number of for sale properties is down 35% and the number of sold properties is down 62%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Apr-12	22	74	3	92
Mar-12	20	69	9	73
Feb-12	18	94	3	265
Jan-12	19	140	3	85
Dec-11	19	121	4	120
Nov-11	26	107	5	118
Oct-11	34	94	6	76
Sep-11	34	89	5	42
Aug-11	35	84	3	51
Jul-11	29	88	10	60
Jun-11	34	79	12	82
May-11	37	75	6	62
Apr-11	30	93	7	49
Mar-11	30	81	10	122
Feb-11	34	79	5	108
Jan-11	36	101	2	144
Dec-10	32	114	3	124
Nov-10	32	98	7	102
Oct-10	40	92	6	109
Sep-10	45	95	4	68
Aug-10	40	101	9	53
Jul-10	46	73	7	58
Jun-10	46	60	9	72
May-10	36	54	10	64
Apr-10	34	38	8	35

## The Average Days on Market by Month

Apr-10 vs. Apr-12: The average days on market is up 70%



### Apr-10 vs. Apr-12

**Apr-10**  
35

**Apr-12**  
59

**Change**  
24

**%**  
+70%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

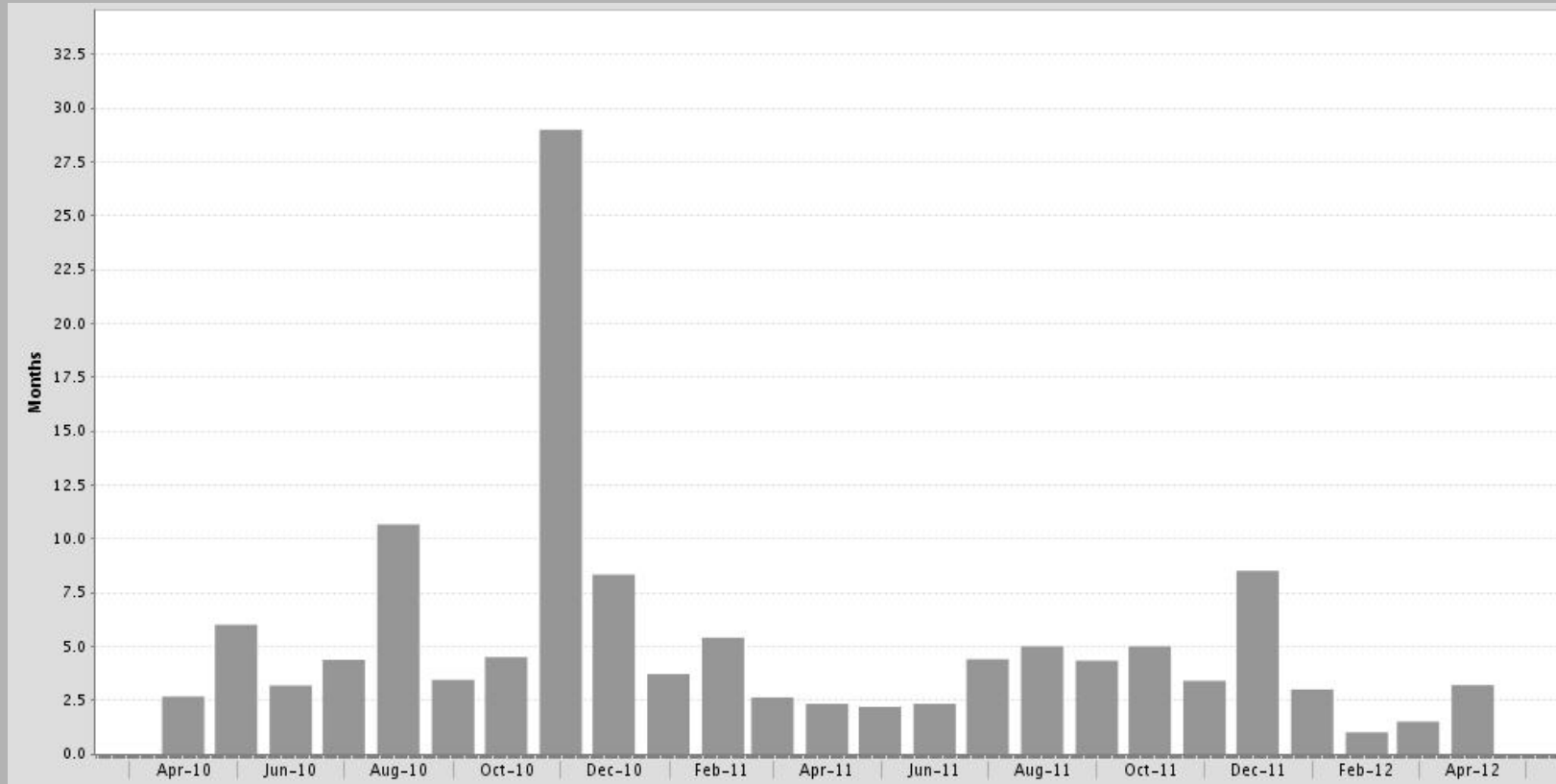
## The Average Days on Market by Month

Apr-10 vs. Apr-12: The average days on market is up 70%

Time Period	Average DOM	# UC Units
Apr-12	59	5
Mar-12	38	8
Feb-12	87	8
Jan-12	228	4
Dec-11	102	2
Nov-11	138	5
Oct-11	121	5
Sep-11	79	6
Aug-11	76	5
Jul-11	36	5
Jun-11	74	9
May-11	57	11
Apr-11	74	9
Mar-11	47	8
Feb-11	132	5
Jan-11	143	7
Dec-10	139	3
Nov-10	208	1
Oct-10	105	6
Sep-10	97	9
Aug-10	70	3
Jul-10	49	8
Jun-10	67	11
May-10	51	5
Apr-10	35	9

# Months Supply of Inventory

**Apr-10 vs. Apr-12: The average months supply of inventory is up 20%**



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
2.7	3.2	0.5	+20%



MLS: BAREIS    Period: 2 years (monthly)    Price: All    Construction Type: All    Bedrooms: All    Bathrooms: All    Lot Size: All  
 Property Types: Residential: (Single Family)    Sq Ft: All  
 MLS Areas: Fairfax

## Months Supply of Inventory

Apr-10 vs. Apr-12: The average months supply of inventory is up 20%

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Apr-12	16	5	3.2	59
Mar-12	12	8	1.5	38
Feb-12	8	8	1.0	87
Jan-12	12	4	3.0	228
Dec-11	17	2	8.5	102
Nov-11	17	5	3.4	138
Oct-11	25	5	5.0	121
Sep-11	26	6	4.3	79
Aug-11	25	5	5.0	76
Jul-11	22	5	4.4	36
Jun-11	21	9	2.3	74
May-11	24	11	2.2	57
Apr-11	21	9	2.3	74
Mar-11	21	8	2.6	47
Feb-11	27	5	5.4	132
Jan-11	26	7	3.7	143
Dec-10	25	3	8.3	139
Nov-10	29	1	29.0	208
Oct-10	27	6	4.5	105
Sep-10	31	9	3.4	97
Aug-10	32	3	10.7	70
Jul-10	35	8	4.4	49
Jun-10	35	11	3.2	67
May-10	30	5	6.0	51
Apr-10	24	9	2.7	35