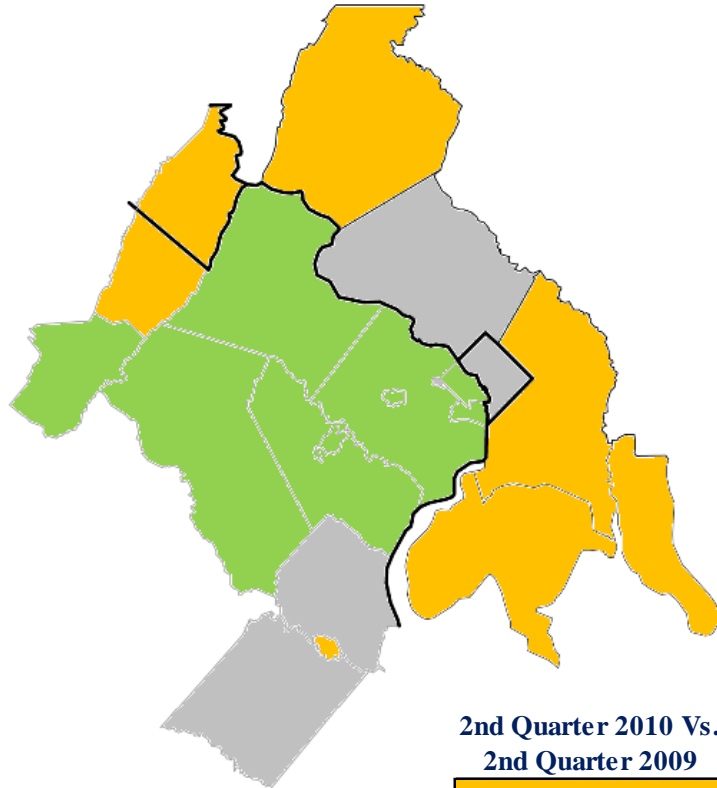


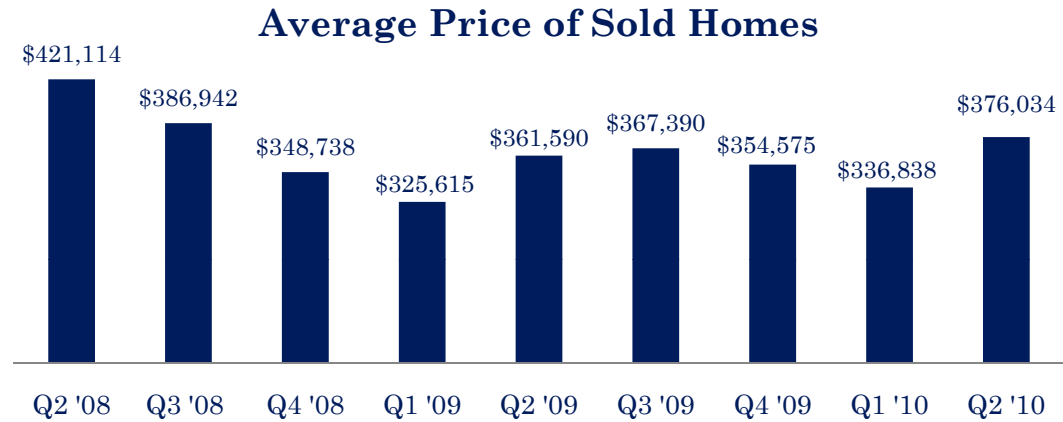
# The Long & Foster® Market Conditions Report

## Washington D.C. Metropolitan Statistical Area – 2<sup>nd</sup> Quarter 2010



**2nd Quarter 2010 Vs.  
2nd Quarter 2009**

Declining
Neutral
Increasing



### Highlights



Overall, average sold price increased since this time last year. Up 4% versus 2nd Quarter 2009.



Recently, average sold price increased significantly, up almost 11.6% versus the 1st quarter of 2010.

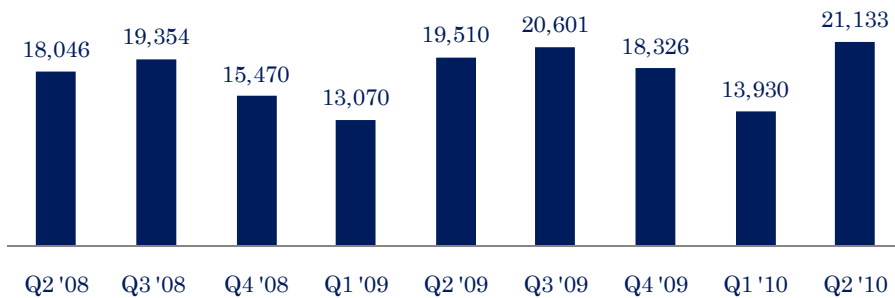


The average sold price for 2nd Quarter 2010, \$376,034, was the highest since 3rd Quarter 2008.

# The Long & Foster® Market Conditions Report

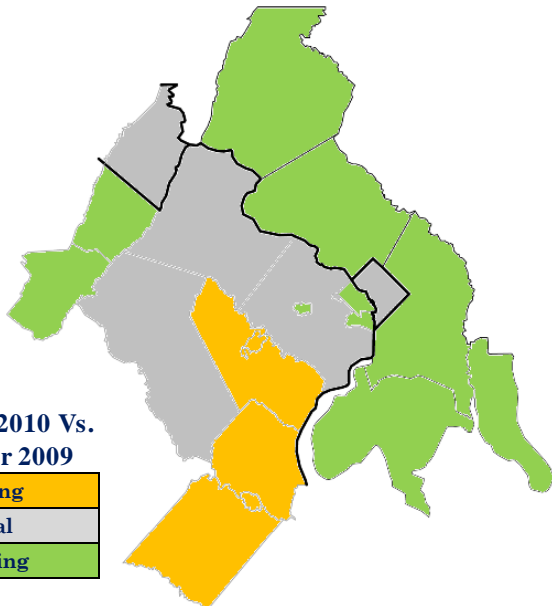
## Washington D.C. Metropolitan Statistical Area – 2<sup>nd</sup> Quarter 2010

**Total Units Sold**

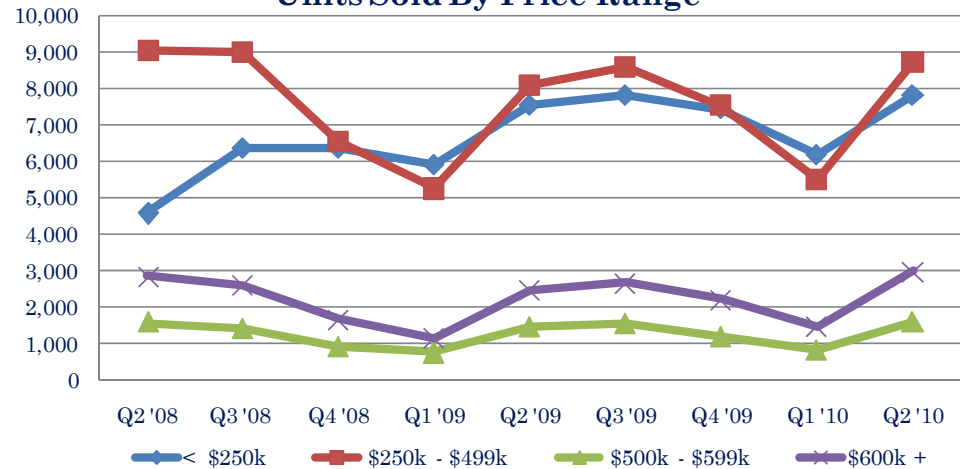


**Highlights**

- ↑ Overall, units sold were up 8% versus this time a year ago. Total units sold, 21,133, was the highest in two years.
- ↑ In the most recent 12 months, total units sold increased 10.4% over the previous 12 month period (ending in 2nd Quarter 2009.)
- ↑ Total units sold increased in all price brackets in 2nd Quarter 2010. Increases ranged from +4.1% to +21.4%.



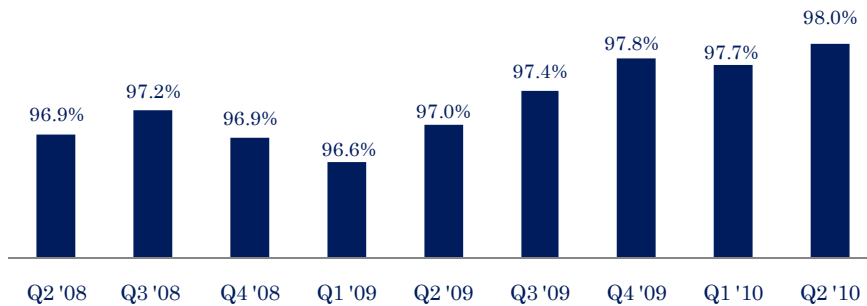
**Units Sold By Price Range**



# The Long & Foster® Market Conditions Report

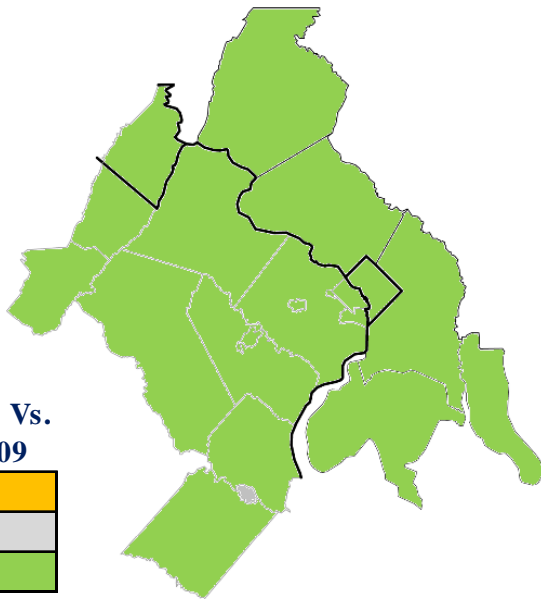
## Washington D.C. Metropolitan Statistical Area – 2<sup>nd</sup> Quarter 2010

Sale Price as a % of List Price

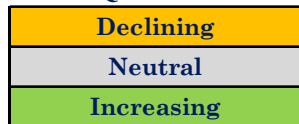


### Highlights

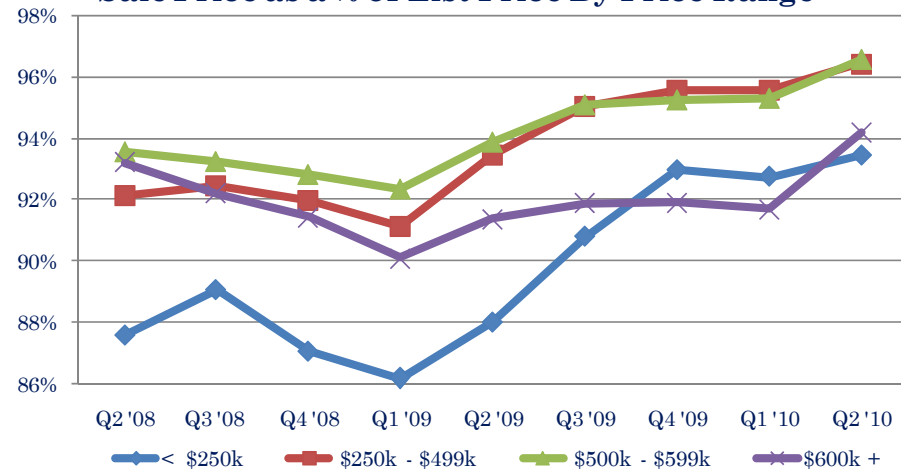
- ↑ Sale price as a percent of list price increased versus a year ago. Up 1% versus 2nd Quarter 2009.
- ↑ The most substantial increase occurred in the entry level <\$250k price bracket. Up 6.2% versus 2nd Quarter 2009.
- ↑ Increases in sale price as a percent of list price occurred in all four price brackets, ranging from +2.9% to +6.2% versus 2nd Quarter 2009.



2nd Quarter 2010 Vs.  
2nd Quarter 2009



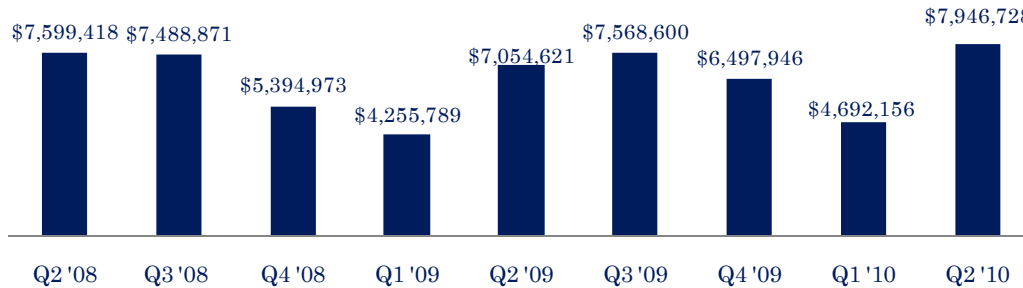
Sale Price as a % of List Price By Price Range



# The Long & Foster® Market Conditions Report

## Washington D.C. Metropolitan Statistical Area – 2<sup>nd</sup> Quarter 2010

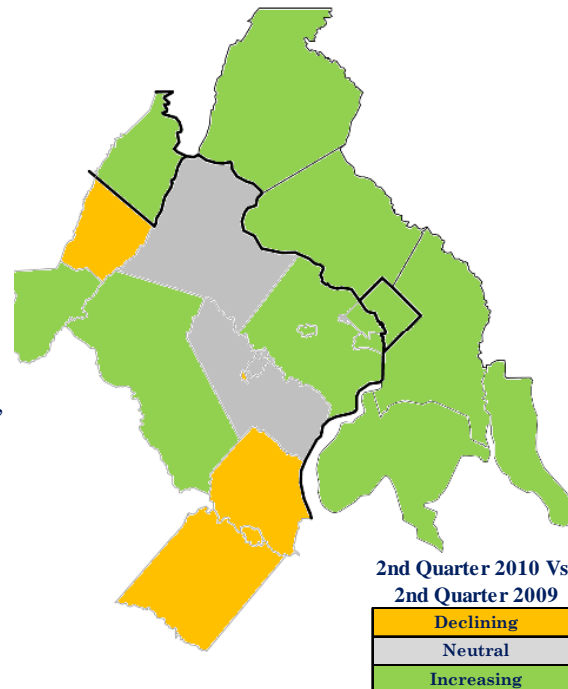
**Total Dollar Volume Sold**  
(In Thousands)



### Highlights

↑ Dollar volume sold increased significantly since this time last year. Up almost 12.7% versus 2nd Quarter 2009.

↑ Increases in dollar volume sold occurred in all four price brackets, ranging from +6% to +22.7% compared to 2nd Quarter 2009. (See Appendix A for details).



**TOP TEN MARKET LEADERS**  
(LISTINGS SOLD UNITS - 12 MOS. ENDING 2Q'10)

COMPANY NAME	RANK	UNITS SOLD	MARKET SHARE
LONG & FOSTER	1	13,155	17.82%
WEICHERT REALTORS	2	3,914	5.30%
COLDWELL BANKER RES/NRT	3	3,524	4.77%
RE/MAX ALLEGIANCE	4	2,745	3.72%
FAIRFAX REALTY	5	1,646	2.23%
JOBIN REALTY	6	1,187	1.61%
C-21 NEW MILLENNIUM	7	1,076	1.46%
MCENEARNEY ASSOCIATES	8	1,043	1.41%
RE/MAX 100	9	862	1.17%
PRUDENTIAL CARRUTHERS REALTORS	10	829	1.12%

**TOP TEN MARKET LEADERS**  
(LISTINGS SOLD VOLUME - 12 MOS. ENDING 2Q'10)

COMPANY NAME	RANK	VOLUME SOLD	MARKET SHARE
LONG & FOSTER	1	\$5,807,220,099	21.81%
WEICHERT REALTORS	2	\$1,547,547,201	5.81%
COLDWELL BANKER RES/NRT	3	\$1,476,608,658	5.55%
RE/MAX ALLEGIANCE	4	\$998,565,472	3.75%
WASHINGTON PINE PROPERTIES	5	\$631,778,097	2.37%
MCENEARNEY ASSOCIATES	6	\$616,852,435	2.32%
FAIRFAX REALTY	7	\$437,918,991	1.65%
C-21 NEW MILLENNIUM	8	\$386,785,951	1.45%
JOBIN REALTY	9	\$361,004,078	1.36%
PRUDENTIAL CARRUTHERS REALTORS	10	\$312,471,419	1.17%

For more information- See Appendix A, Box 4

# The Long & Foster<sup>®</sup> Market Conditions Report

## Appendix A

### WASHINGTON D.C. MSA: REPORTING AREA & MSA DEFINITION

District of Columbia; Arlington, Clarke, Fairfax, Fauquier, Loudoun, Prince William, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George's, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia

### LISTING SERVICE

Metropolitan Regional Information Systems (MRIS)

- BOX 1 - AVERAGE PRICE OF SOLD HOMES - BY PRICE RANGE	PRICE RANGE	Q2 '08	Q3 '08	Q4 '08	Q1 '09	Q2 '09	Q3 '09	Q4 '09	Q1 '10	Q2 '10	*YEAR Vs. YEAR TRENDS*		*QTR Vs. QTR TRENDS*
											Q2'10 Vs. Q2'09	Q2'10 Vs. Q2'08	Q2'10 Vs. Q1'10
LESS THAN \$250,000		\$ 188,790	\$ 179,776	\$ 167,199	\$ 160,078	\$ 164,520	\$ 165,854	\$ 166,456	\$ 162,321	\$ 167,548	1.84%	-11.25%	3.22%
FROM \$250,000 TO \$499,999		\$ 354,779	\$ 349,060	\$ 346,798	\$ 344,211	\$ 352,338	\$ 353,414	\$ 348,539	\$ 350,154	\$ 353,267	0.26%	-0.43%	0.89%
FROM \$500,000 TO \$599,999		\$ 543,755	\$ 543,456	\$ 544,871	\$ 542,830	\$ 543,841	\$ 543,891	\$ 544,025	\$ 544,229	\$ 546,875	0.56%	0.57%	0.49%
\$600,000 OR MORE		\$ 936,000	\$ 934,827	\$ 933,726	\$ 947,172	\$ 884,096	\$ 901,139	\$ 905,072	\$ 905,890	\$ 894,235	1.15%	-4.46%	-1.29%
ALL PRICE RANGES		\$ 421,114	\$ 386,942	\$ 348,738	\$ 325,615	\$ 361,590	\$ 367,390	\$ 354,575	\$ 336,838	\$ 376,034	3.99%	-10.70%	11.64%

- BOX 2 - UNITS SOLD - BY PRICE RANGE	PRICE RANGE	Q2 '08	Q3 '08	Q4 '08	Q1 '09	Q2 '09	Q3 '09	Q4 '09	Q1 '10	Q2 '10	*YEAR Vs. YEAR TRENDS*		*QTR Vs. QTR TRENDS*
											Q2'10 Vs. Q2'09	Q2'10 Vs. Q2'08	Q2'10 Vs. Q1'10
LESS THAN \$250,000		4,576	6,338	6,340	5,900	7,517	7,821	7,423	6,171	7,826	4.11%	71.02%	26.82%
FROM \$250,000 TO \$499,999		9,042	8,996	6,528	5,259	8,072	8,573	7,514	5,476	8,699	7.77%	-3.79%	58.86%
FROM \$500,000 TO \$599,999		1,573	1,402	922	764	1,448	1,538	1,174	816	1,607	10.98%	2.16%	96.94%
\$600,000 OR MORE		2,855	2,618	1,680	1,147	2,473	2,669	2,215	1,467	3,001	21.35%	5.11%	104.57%
ALL PRICE RANGES		18,046	19,354	15,470	13,070	19,510	20,601	18,326	13,930	21,133	8.32%	17.11%	51.71%

- BOX 3 - FINAL SALE PRICE % OF ORIGINAL LIST PRICE - BY PRICE RANGE	PRICE RANGE	Q2 '08	Q3 '08	Q4 '08	Q1 '09	Q2 '09	Q3 '09	Q4 '09	Q1 '10	Q2 '10	*YEAR Vs. YEAR TRENDS*		*QTR Vs. QTR TRENDS*
											Q2'10 Vs. Q2'09	Q2'10 Vs. Q2'08	Q2'10 Vs. Q1'10
LESS THAN \$250,000		87.60%	89.06%	87.05%	86.20%	87.99%	90.78%	92.97%	92.73%	93.47%	6.22%	6.69%	0.79%
FROM \$250,000 TO \$499,999		92.15%	92.43%	91.97%	91.13%	93.46%	95.04%	95.57%	95.58%	96.44%	3.19%	4.66%	0.90%
FROM \$500,000 TO \$599,999		93.55%	93.25%	92.79%	92.36%	93.85%	95.09%	95.25%	95.30%	96.58%	2.90%	3.23%	1.34%
\$600,000 OR MORE		93.20%	92.19%	91.44%	90.12%	91.39%	91.88%	91.91%	91.70%	94.19%	3.06%	1.06%	2.71%
ALL PRICE RANGES		96.92%	97.18%	96.88%	96.60%	97.03%	97.41%	97.79%	97.71%	97.95%	0.95%	1.07%	0.25%

- BOX 4 - DOLLAR VOLUME SOLD - BY PRICE RANGE (In Thousands)	PRICE RANGE	Q2 '08	Q3 '08	Q4 '08	Q1 '09	Q2 '09	Q3 '09	Q4 '09	Q1 '10	Q2 '10	*YEAR Vs. YEAR TRENDS*		*QTR Vs. QTR TRENDS*
											Q2'10 Vs. Q2'09	Q2'10 Vs. Q2'08	Q2'10 Vs. Q1'10
LESS THAN \$250,000		\$ 863,902	\$ 1,139,421	\$ 1,060,044	\$ 944,457	\$ 1,236,698	\$ 1,297,141	\$ 1,235,602	\$ 1,001,681	\$ 1,311,230	6.03%	51.78%	30.90%
FROM \$250,000 TO \$499,999		\$ 3,207,909	\$ 3,140,147	\$ 2,263,899	\$ 1,810,204	\$ 2,844,072	\$ 3,029,815	\$ 2,618,924	\$ 1,917,443	\$ 3,073,069	8.05%	-4.20%	60.27%
FROM \$500,000 TO \$599,999		\$ 855,327	\$ 761,925	\$ 502,371	\$ 414,722	\$ 787,482	\$ 836,505	\$ 638,686	\$ 444,091	\$ 878,828	11.60%	2.75%	97.89%
\$600,000 OR MORE		\$ 2,672,280	\$ 2,447,378	\$ 1,568,659	\$ 1,086,406	\$ 2,186,369	\$ 2,405,140	\$ 2,004,734	\$ 1,328,941	\$ 2,683,601	22.74%	0.42%	101.94%
ALL PRICE RANGES		\$ 7,599,418	\$ 7,488,871	\$ 5,394,973	\$ 4,255,789	\$ 7,054,621	\$ 7,568,600	\$ 6,497,946	\$ 4,692,156	\$ 7,946,728	12.65%	4.57%	69.36%

Based on data supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Analysis dates are April 1, 2008 through June 30, 2010. Does not reflect all activity in the marketplace.