



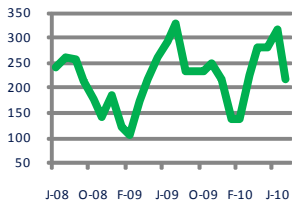
The Long & Foster® Market Minute™



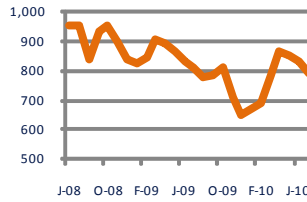
Focus On: Arlington County, Virginia

July, 2010

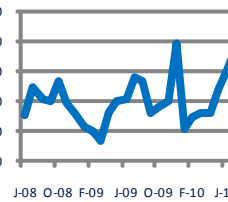
Units Sold
218



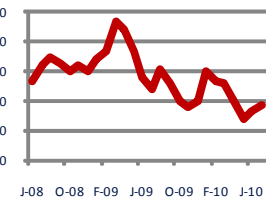
Active Inventory
795



Median Sale Price
\$534,500



Days On Market
39



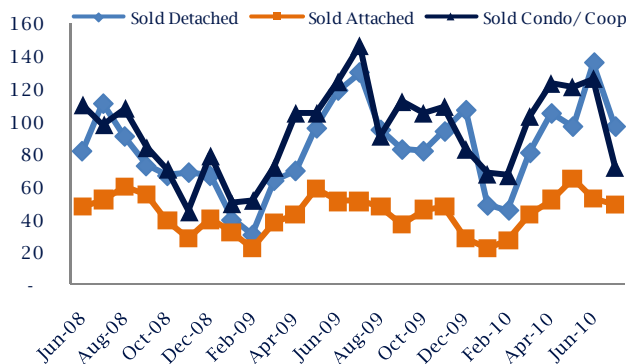
Down - 33%
Vs. Year Ago

Down - 2%
Vs. Year Ago

Up 9%
Vs. Year Ago

Down - 11%
Vs. Year Ago

Units Sold*



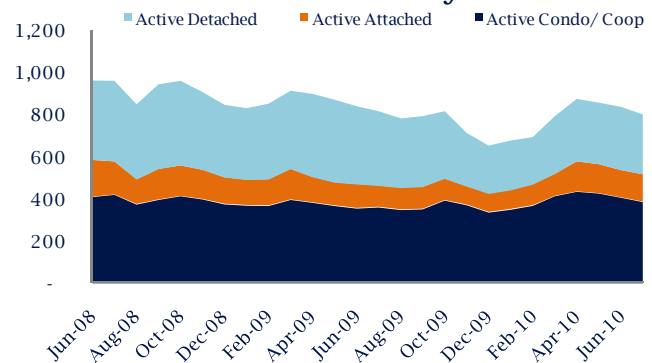
Units Sold

There was a decrease in total units sold in July, with 218 sold this month in Arlington County versus 315 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 33% versus July, 2009. The current month's total is lower than the twelve month average of 231.

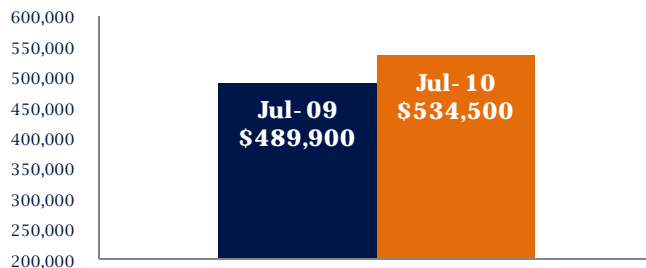
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 2%. The total number of active inventory this July was 795 compared to 810 in July, 2009. This month's total of 795 is lower than the previous month's total supply of available inventory of 831, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price in Arlington County was \$489,900. This July, the median sale price was \$534,500, an increase of 9% or \$44,600 compared to last year. The current median sold price is 7% higher than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. "Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc."





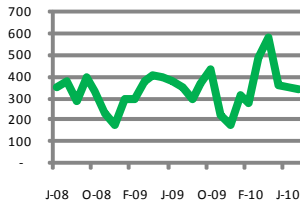
The Long & Foster[®] Market Minute[™]



Focus On: Arlington County, Virginia

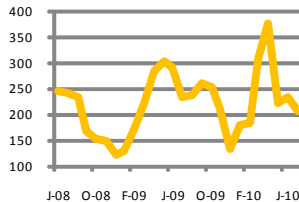
July, 2010

New Listings 341



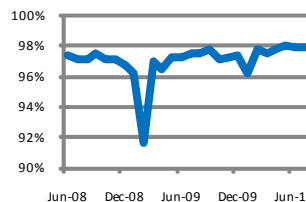
Down -4%
Vs. Year Ago

Current Contracts 206



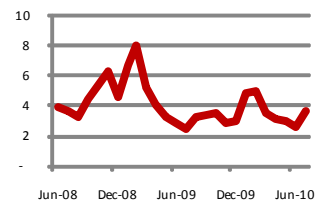
Down -13%
Vs. Year Ago

Sold Vs. List Price 98.0%



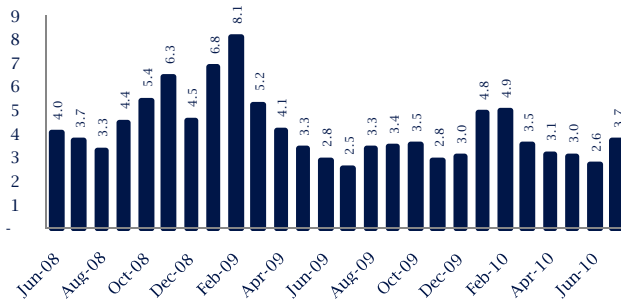
Up 0.4%
Vs. Year Ago

Months of Supply 3.7



Up 47%
Vs. Year Ago

Months Of Supply



Months Of Supply

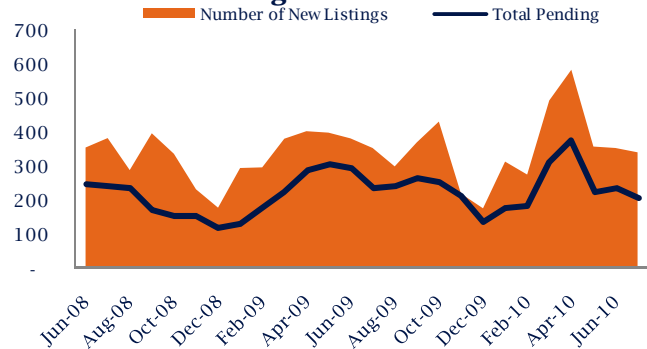
In July, there was 3.7 months of supply available in Arlington County, compared to 2.5 in July, 2009. That is an increase of 47% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

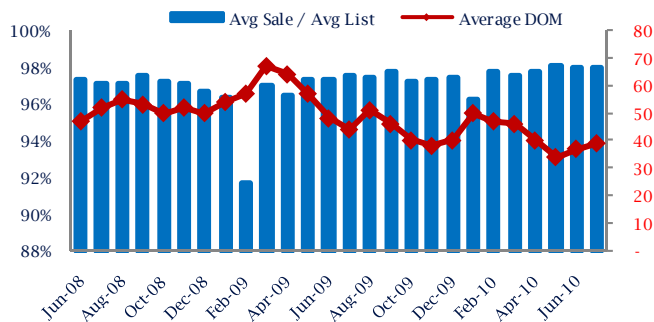
New Listings & Current Contracts

This month there were 341 homes newly listed for sale in Arlington County compared to 354 in July, 2009, a decrease of 4%. There were 206 current contracts pending sale this July compared to 236 a year ago. The number of current contracts is 12% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Arlington County was 98.0% percent of the average list price, which is 0.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 44, a decrease of 11%.

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