



The Long & Foster[®] Market Minute[™]

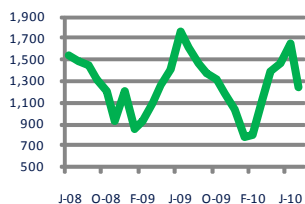


Focus On: Fairfax County, Virginia

July, 2010

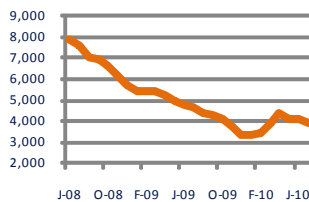
Units Sold

1,237



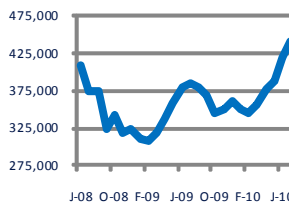
Active Inventory

3,929



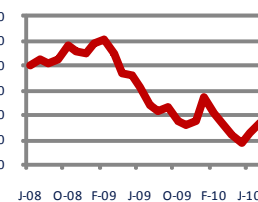
Median Sale Price

\$440,000



Days On Market

37



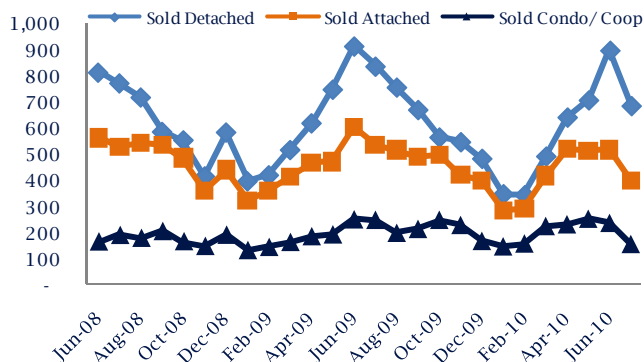
Down - 24%
Vs. Year Ago

Down - 15%
Vs. Year Ago

Up 14%
Vs. Year Ago

Down - 16%
Vs. Year Ago

Units Sold*



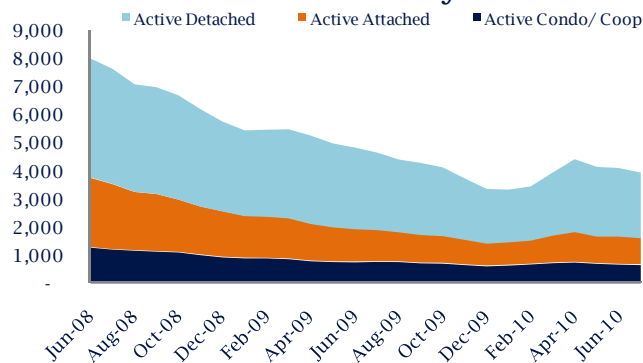
Units Sold

There was a decrease in total units sold in July, with 1,237 sold this month in Fairfax County versus 1,649 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 24% versus July, 2009. The current month's total is lower than the twelve month average of 1,238.

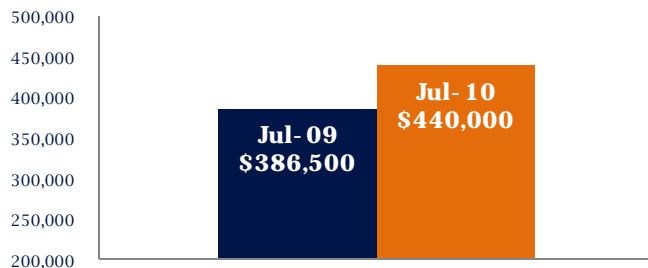
Active Inventory

Versus last year, the total number of homes available this month is lower by 703 units or 15%. The total number of active inventory this July was 3,929 compared to 4,632 in July, 2009. This month's total of 3,929 is lower than the previous month's total supply of available inventory of 4,088, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price in Fairfax County was \$386,500. This July, the median sale price was \$440,000, an increase of 14% or \$53,500 compared to last year. The current median sold price is 5% 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."





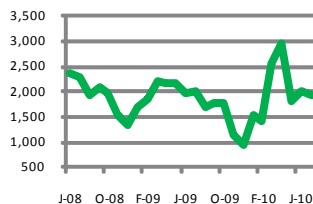
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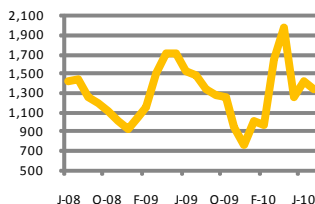
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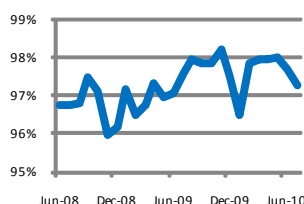
New Listings
1,914



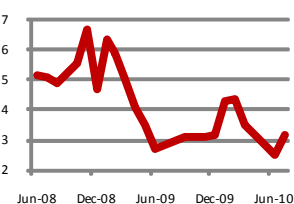
Current Contracts
1,338



Sold Vs. List Price
97.3%



Months of Supply
3.2



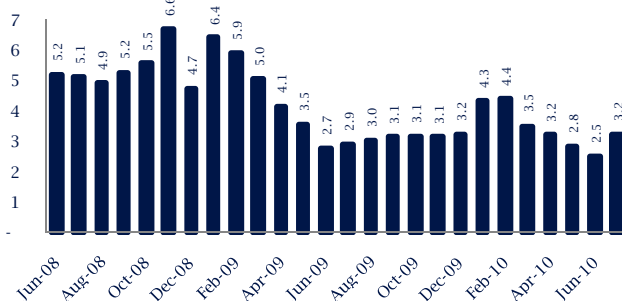
Down -5%
Vs. Year Ago

Down -10%
Vs. Year Ago

Down -0.3%
Vs. Year Ago

Up 11%
Vs. Year Ago

Months Of Supply



Months Of Supply

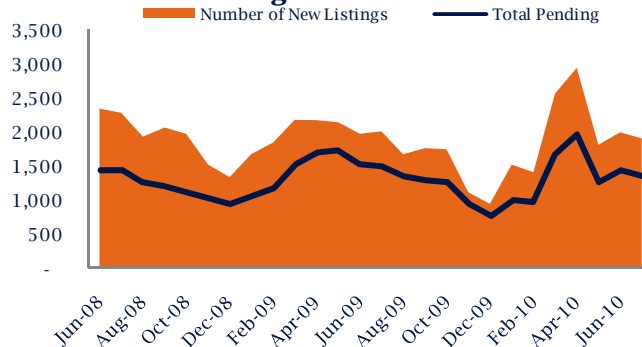
In July, there was 3.2 months of supply available in Fairfax County, compared to 2.9 in July, 2009. That is an increase of 11% versus a year ago.

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 1,914 homes newly listed for sale in Fairfax County compared to 2,018 in July, 2009, a decrease of 5%. There were 1,338 current contracts pending sale this July compared to 1,484 a year ago. The number of current contracts is 6% 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 Fairfax County was 97.3% percent of the average list price, which is 0.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 44, a decrease of 16%.

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