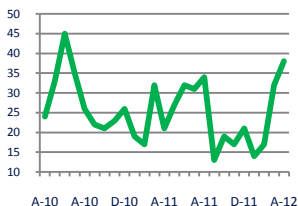




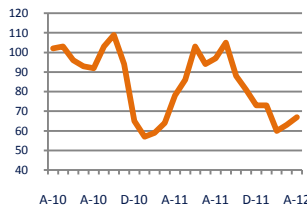
Focus On: Fairfax City Housing Market

April 2012

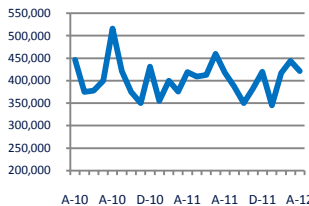
Units Sold
38



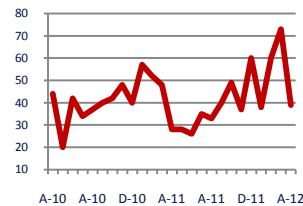
Active Inventory
67



Median Sale Price
\$421,500



Days On Market
39



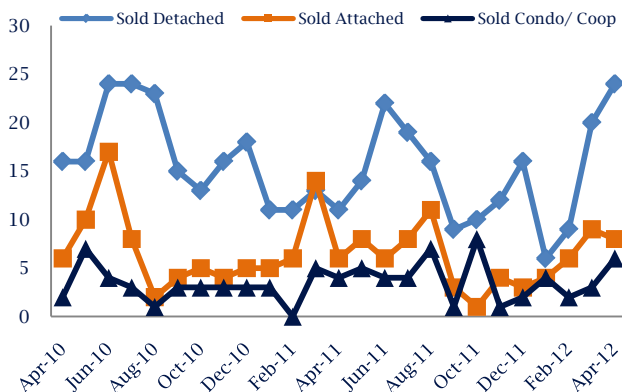
Up
Vs. Year Ago

Down - 14%
Vs. Year Ago

Up 1%
Vs. Year Ago

Up 39%
Vs. Year Ago

Units Sold*



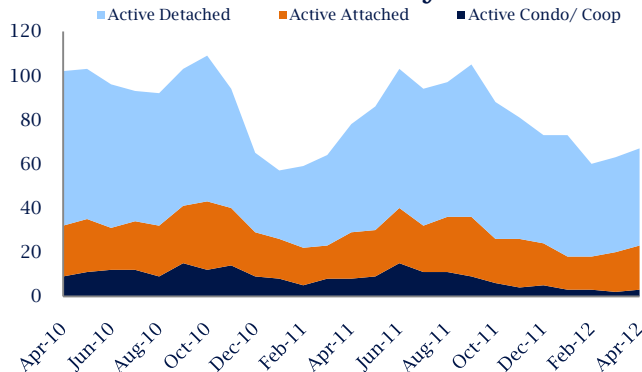
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 38 sold this month in Fairfax City. This month's total units sold was higher than at this time last year, an increase from April 2011.

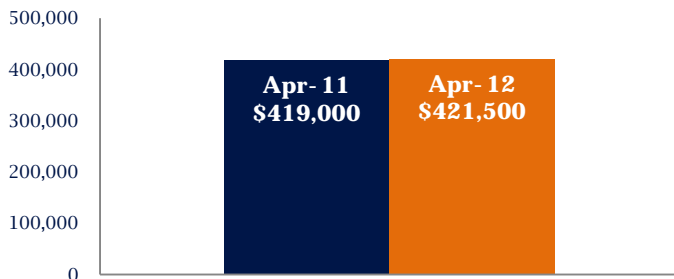
Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 14%. The total number of active inventory this April was 67 compared to 78 in April 2011. This month's total of 67 is higher than the previous month's total supply of available inventory of 63, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Fairfax City Homes was \$419,000. This April, the median sale price was \$421,500, an increase of 1% or \$2,500 compared to last year. The current median sold price is 5% lower than in March.

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.



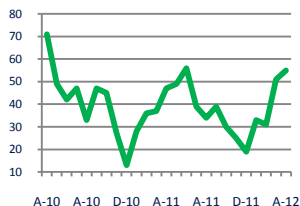


Focus On: Fairfax City Housing Market

April 2012

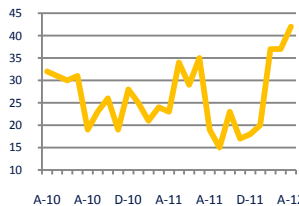
New Listings

55



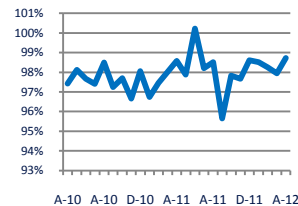
Current Contracts

42



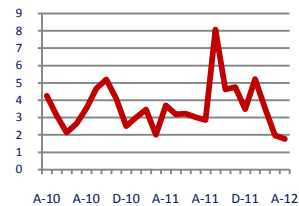
Sold Vs. List Price

98.7%



Months of Supply

1.8



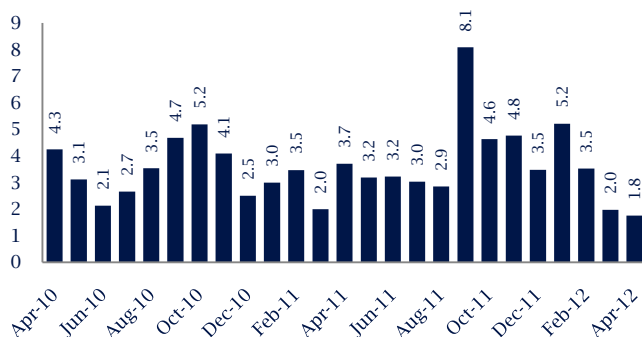
Up 17%
Vs. Year Ago

Up 83%
Vs. Year Ago

No Change
Vs. Year Ago

Down -53%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 1.8 months of supply available in Fairfax City, compared to 3.7 in April 2011. That is a decrease of 53% versus a year ago.

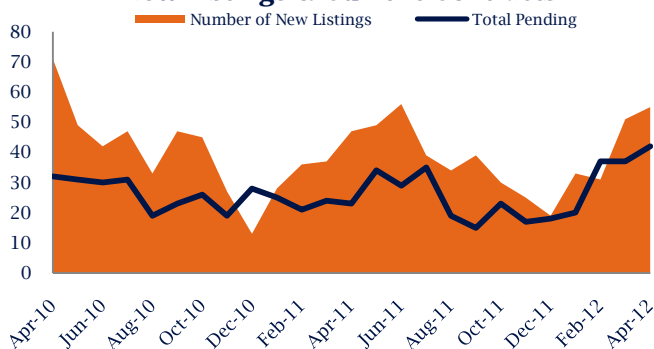
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

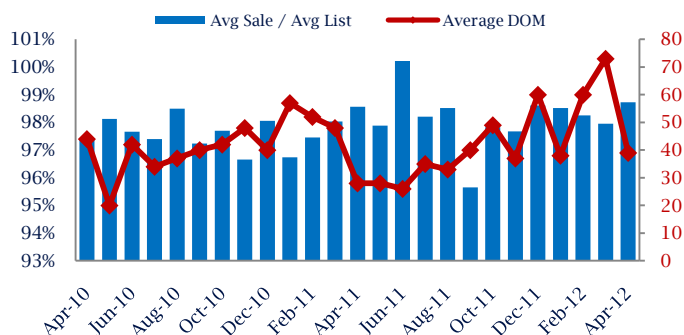
This month there were 55 homes newly listed for sale in Fairfax City compared to 47 in April 2011, an increase of 17%.

There were 42 current contracts pending sale this April compared to 23 a year ago. The number of current contracts is 83% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Fairfax City was 98.7% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 39, higher than the average last year, which was 28, an increase of 39%.

*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.

