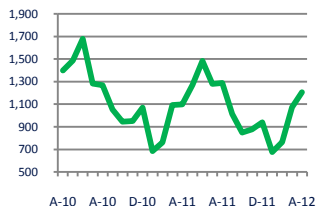




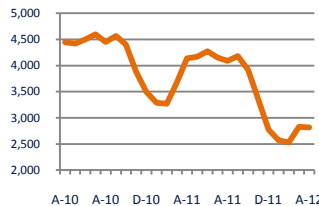
Focus On: Fairfax County Housing Market

April 2012

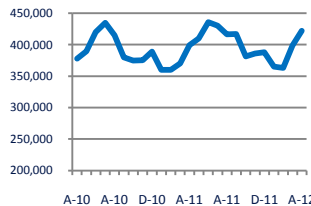
Units Sold
1,206



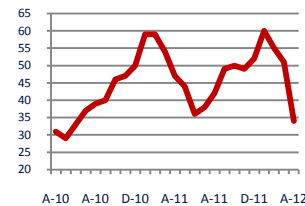
Active Inventory
2,817



Median Sale Price
\$422,250



Days On Market
34



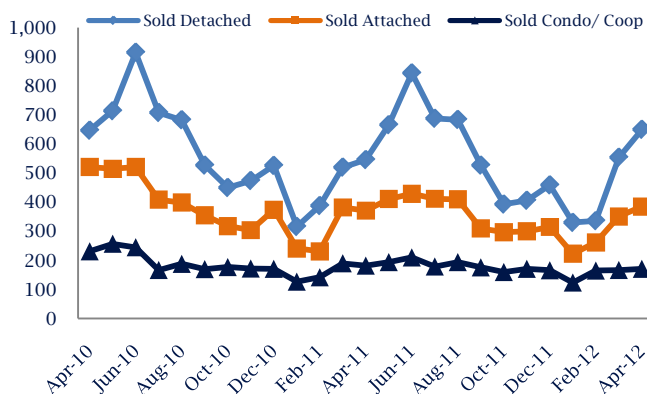
Up 10%
Vs. Year Ago

Down -32%
Vs. Year Ago

Up 6%
Vs. Year Ago

Down -28%
Vs. Year Ago

Units Sold*



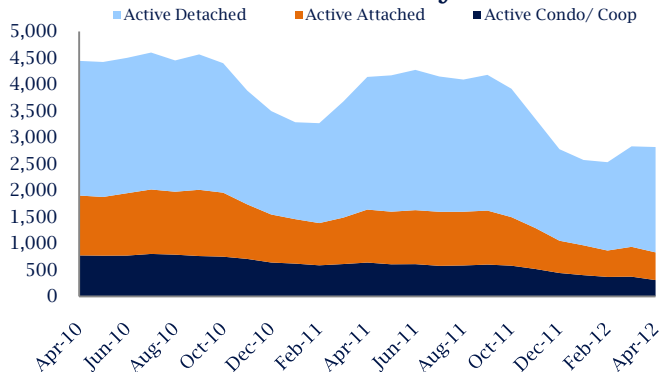
Units Sold

There was an increase in total units sold in April, with 1,206 sold this month in Fairfax County versus 1,072 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 10% versus April 2011.

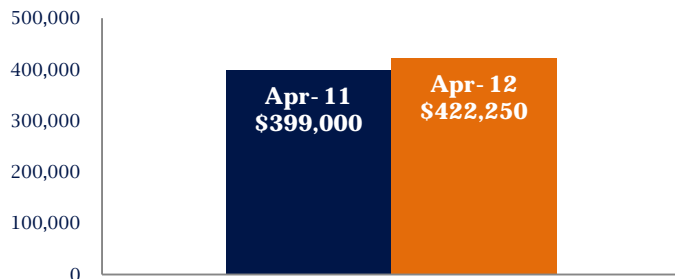
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,323 units or 32%. The total number of active inventory this April was 2817 compared to 4140 in April 2011. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Fairfax County Homes was \$399,000. This April, the median sale price was \$422,250, an increase of 6% or \$23,250 compared to last year. The current median sold price is 6% higher 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.

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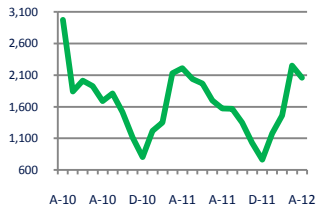


Focus On: Fairfax County Housing Market

April 2012

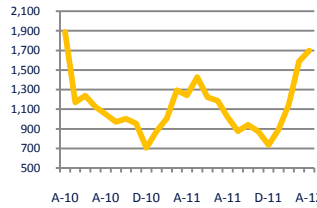
New Listings

2,059



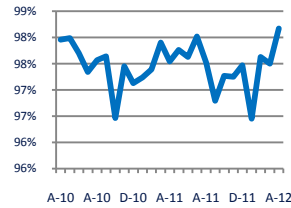
Current Contracts

1,698



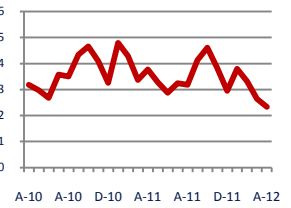
Sold Vs. List Price

98.2%



Months of Supply

2.3



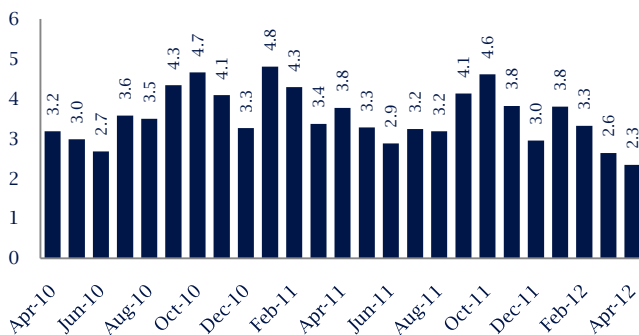
Down - 7%
Vs. Year Ago

Up 37%
Vs. Year Ago

Up 0.6%
Vs. Year Ago

Down - 38%
Vs. Year Ago

Months Of Supply



Months of Supply

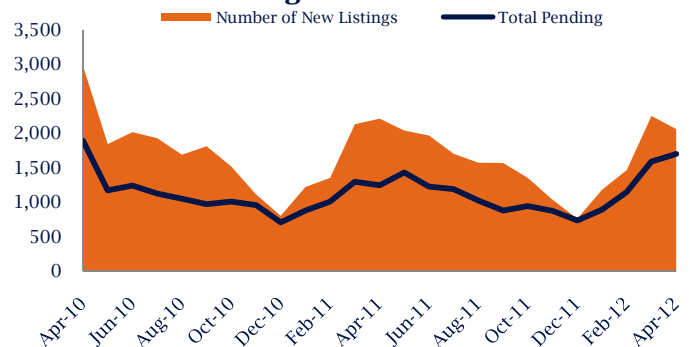
In April, there was 2.3 months of supply available in Fairfax County, compared to 3.8 in April 2011. That is a decrease of 38% versus a year ago.

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.

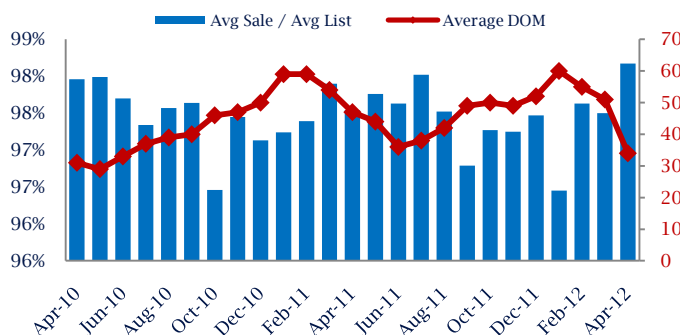
New Listings & Current Contracts

This month there were 2,059 homes newly listed for sale in Fairfax County compared to 2,210 in April 2011, a decrease of 7%. There were 1,698 current contracts pending sale this April compared to 1,243 a year ago. The number of current contracts is 37% 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 County was 98.2% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 34, lower than the average last year, which was 47, a decrease of 28%.

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