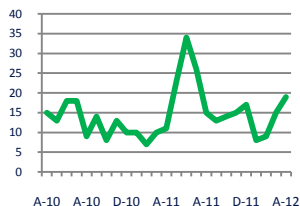




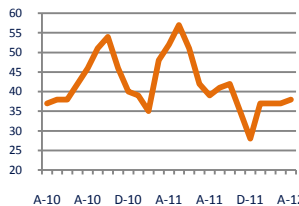
Focus On: Falls Church City Housing Market

April 2012

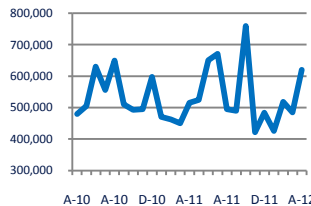
Units Sold
19



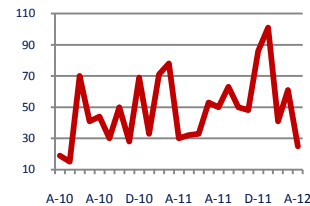
Active Inventory
38



Median Sale Price
\$620,000



Days On Market
25



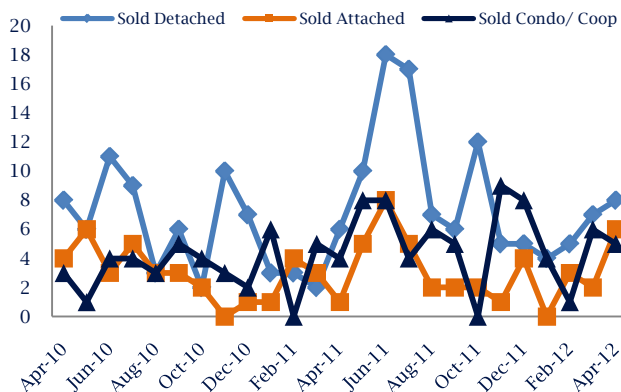
Up
Vs. Year Ago

Down - 27%
Vs. Year Ago

Up
Vs. Year Ago

Down - 17%
Vs. Year Ago

Units Sold*



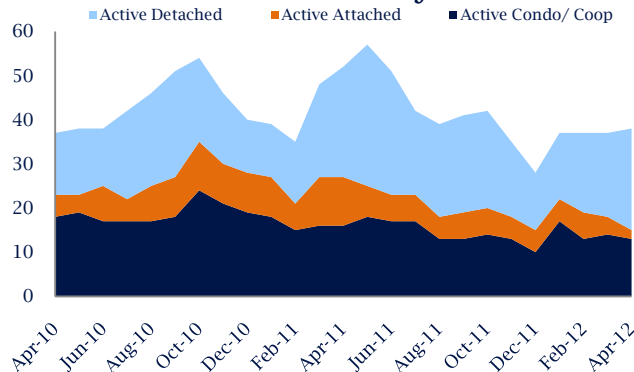
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 19 sold this month in Falls Church City. This month's total units sold was higher than at this time last year, an increase from April 2011.

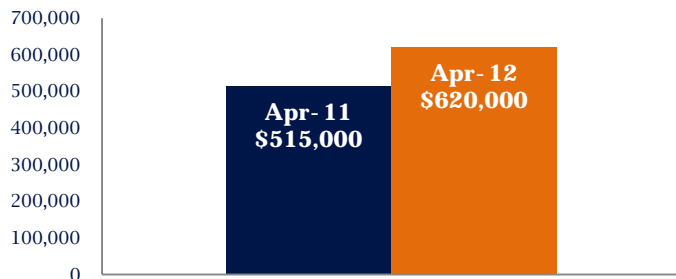
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 27%. The total number of active inventory this April was 38 compared to 52 in April 2011. This month's total of 38 is higher than the previous month's total supply of available inventory of 37, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Falls Church City Homes was \$515,000. This April, the median sale price was \$620,000, an increase of \$105,000 compared to last year. The current median sold price is 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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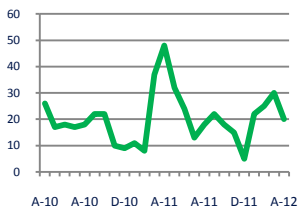


Focus On: Falls Church City Housing Market

April 2012

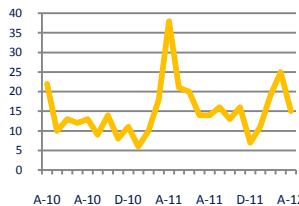
New Listings

20



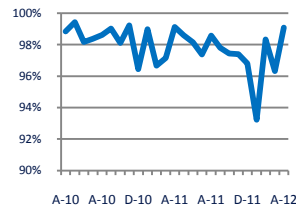
Current Contracts

15



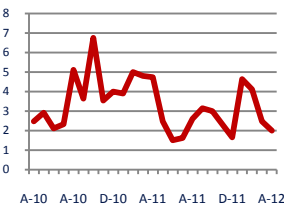
Sold Vs. List Price

99.1%



Months of Supply

2.0



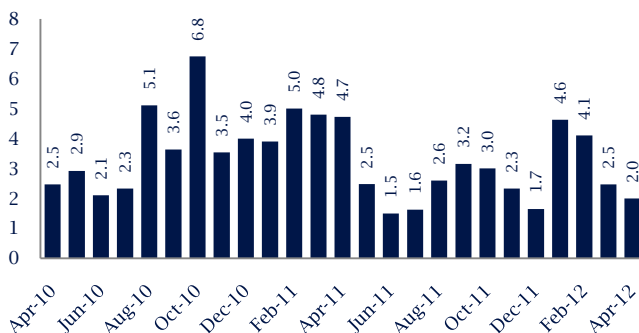
Down -58%
Vs. Year Ago

Down -61%
Vs. Year Ago

No Change
Vs. Year Ago

Down -58%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 2.0 months of supply available in Falls Church City, compared to 4.7 in April 2011. That is a decrease of 58% versus a year ago.

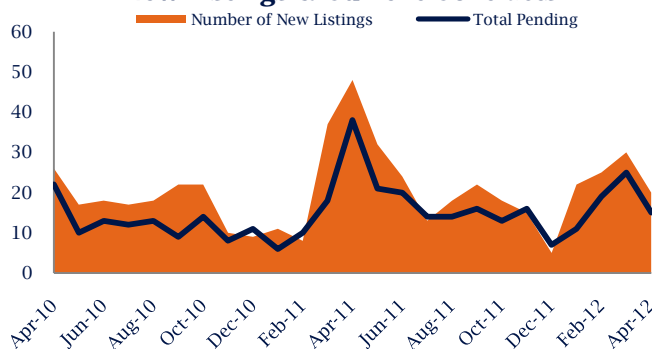
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

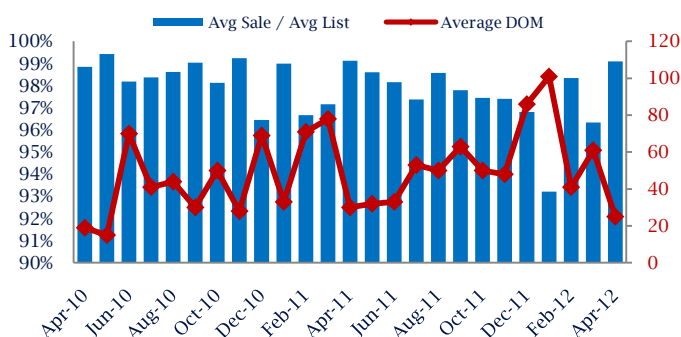
This month there were 20 homes newly listed for sale in Falls Church City compared to 48 in April 2011, a decrease of 58%.

There were 15 current contracts pending sale this April compared to 38 a year ago. The number of current contracts is 61% lower 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 Falls Church City was 99.1% 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 25, lower than the average last year, which was 30, a decrease of 17%.

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