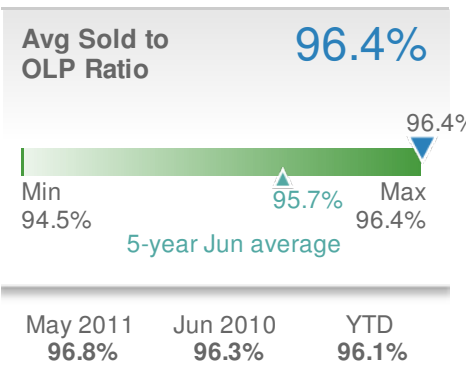
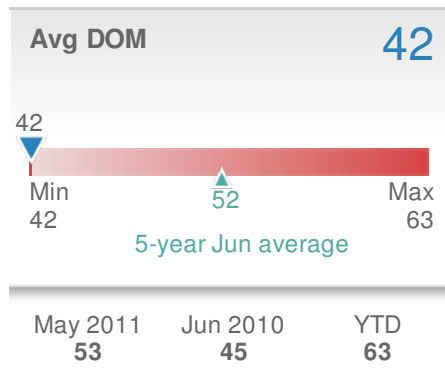
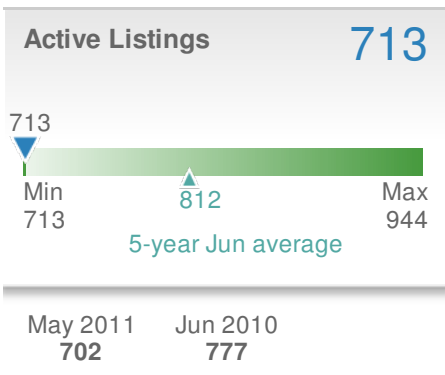
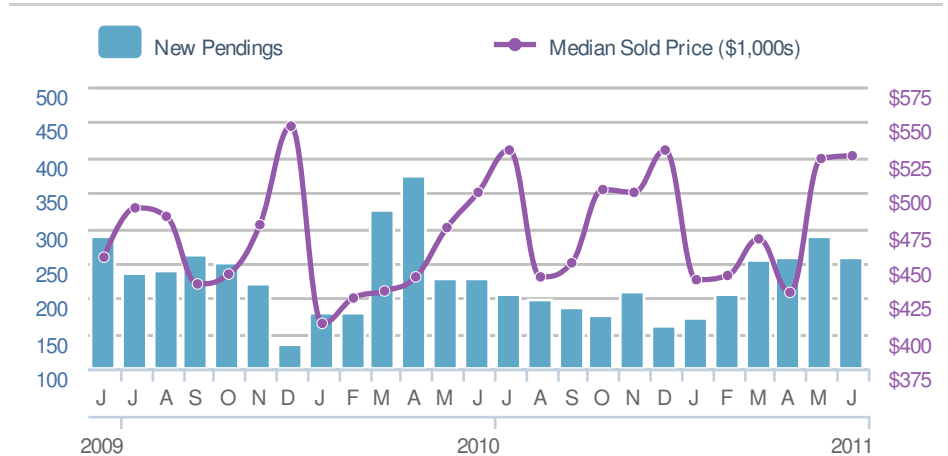
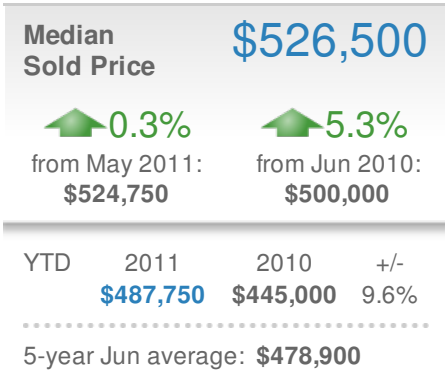
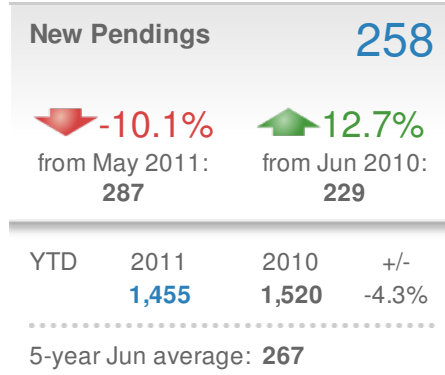
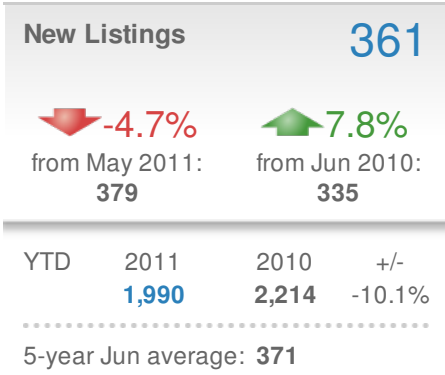


June 2011

Arlington County, VA



Sold Summary

	Jun-2011	Jun-2010	% Change
Sold Dollar Volume	\$146,479,965	\$179,242,183	-18.28%
Avg Sold Price	\$590,645	\$563,655	4.79%
Median Sold Price	\$526,500	\$500,000	5.30%
Units Sold	248	318	-22.01%
Avg Days on Market	42	45	-6.67%
Avg List Price for Solds	\$601,749	\$575,084	4.64%
Avg SP to OLP Ratio	96.6%	96.6%	0.03%
Ratio of Avg SP to Avg OLP	96.4%	96.3%	0.09%
Attached Avg Sold Price	\$418,627	\$410,179	2.06%
Detached Avg Sold Price	\$789,588	\$774,679	1.92%
Attached Units Sold	133	182	-26.92%
Detached Units Sold	115	135	-14.81%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Jun-2011	Jun-2010	% Change
Active Listings	713	777	-8.24%
New Listings	361	335	7.76%
New Under Contracts	74	128	-42.19%
New Contingents	184	101	82.18%
New Pending	258	229	12.66%
Total Pending	391	360	8.61%

Financing (Sold)

Assumption	0
Cash	30
Conventional	153
FHA	33
Other	6
Owner	0
VA	26

Days on Market (Sold)

0	9
1 to 10	83
11 to 20	41
21 to 30	21
31 to 60	45
61 to 90	22
91 to 120	8
121 to 180	10
181 to 360	6
361 to 720	3
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	2
\$50K to \$99,999	0	0	0	0	0	0	2	1	0	10
\$100K to \$149,999	0	0	0	0	0	0	2	0	0	18
\$150K to \$199,999	0	1	0	0	0	0	2	0	1	26
\$200K to \$299,999	1	2	0	2	0	0	24	1	3	94
\$300K to \$399,999	4	1	2	0	1	0	37	6	4	95
\$400K to \$499,999	1	2	5	0	1	0	24	17	13	53
\$500K to \$599,999	5	0	3	3	6	0	15	35	3	27
\$600K to \$799,999	2	1	28	5	17	3	3	70	19	32
\$800K to \$999,999	0	0	2	1	9	1	1	44	8	8
\$1M to \$2,499,999	0	0	2	0	26	0	1	91	9	14
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	4	1	1
\$5,000,000+	0	0	0	0	0	0	0	2	0	1
Total	13	7	42	11	60	4	111	271	61	381
Avg Sold Price	\$467,538	\$362,714	\$652,683	\$599,164	\$955,199	\$774,700	\$391,430			
Prev Year - Avg Sold Price	\$490,062	\$373,840	\$671,854	\$602,228	\$954,719	\$799,583	\$372,156			
Avg Sold % Change	-4.60%	-2.98%	-2.85%	-0.51%	0.05%	-3.11%	5.18%			
Prev Year - # of Solds	17	10	58	17	60	7	148			

Active Detail

Monthly Indicators

A RESEARCH TOOL PROVIDED BY REALESTATE BUSINESS INTELLIGENCE – AN MRIS COMPANY



June 2011

You may have noticed some "noise" lately about where the market is heading. Some accounts are optimistic while others, well, aren't. The good news is that local data provides a more reliable tone than national sound bites can offer. When it comes to hearing the market's true message, it may not necessarily be from the expected indicators, it may not be heard evenly across all segments and it may arrive in disjointed bursts. Let's listen.

Buyers in the Washington D.C. region absorbed homes more quickly as Months Supply of Inventory was down 2.4 percent to 6.9 months. New Listings decreased 11.1 percent to 16,319. Pending Sales were up 29.2 percent to 11,671. Inventory levels shrank 11.2 percent to 59,759 units, but even choosy buyers can still find top-notch homes.

Prices were more or less stable. The Median Sales Price increased 1.8 percent to \$285,000. Days on Market increased 15.5 percent to 84 days. Affordability also improved.

On the national front, the interest rate dropped to 4.79 percent on a 30-year fixed conventional and 4.44 percent for FHA. The unemployment rate has been stable around 9.0 percent and initial unemployment claims have continued to fall. Wages and payroll jobs are also improving slowly. Debt ceiling negotiations and other background noises persist, while prolonged job growth is still the missing verse in the recovery song.

Quick Facts

- 15.6% **+ 1.8%** **- 11.2%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

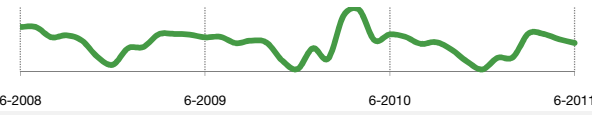
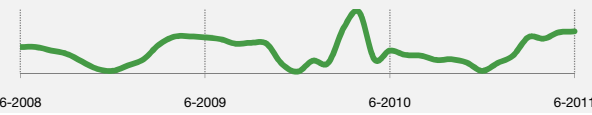
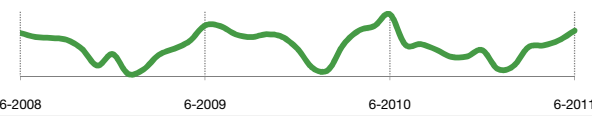
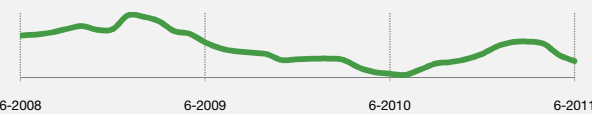
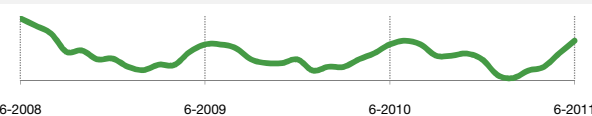
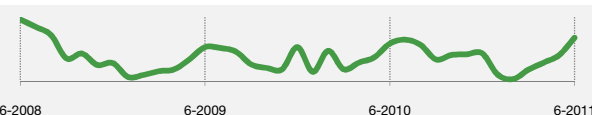
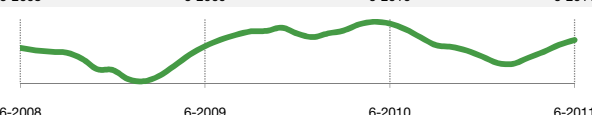
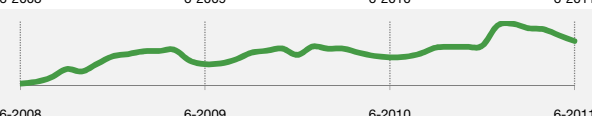
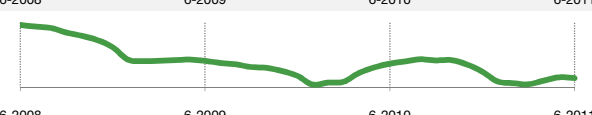
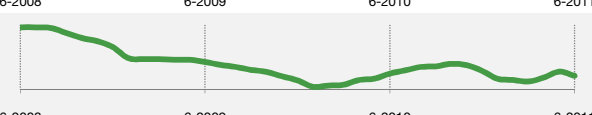
Market Overview	2
New Listings	3
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Days On Market Until Sale	6
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Average Sales Price	8
Percent of List Price Received	9
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Months Supply of Inventory	12
Annual Review	13

Click on desired metric to jump to that page.



Market Overview

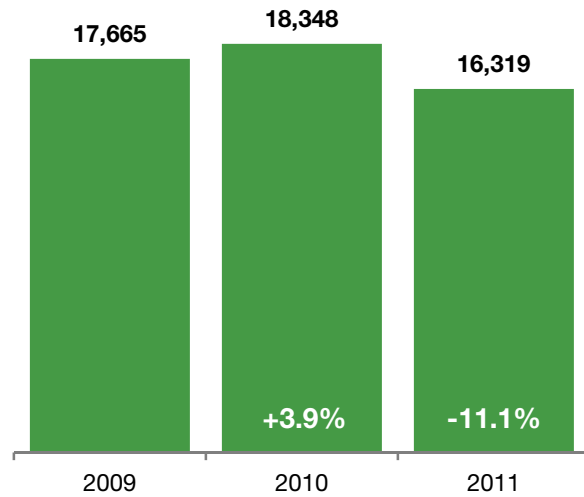
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	6-2010	6-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		18,348	16,319	- 11.1%	110,127	96,254	- 12.6%
Pending Sales		9,036	11,671	+ 29.2%	58,311	60,414	+ 3.6%
Closed Sales		12,512	10,555	- 15.6%	55,165	49,748	- 9.8%
Days on Market Until Sale		72	84	+ 15.5%	78	94	+ 19.0%
Median Sales Price		\$280,000	\$285,000	+ 1.8%	\$261,000	\$255,000	- 2.3%
Average Sales Price		\$351,448	\$360,104	+ 2.5%	\$330,056	\$326,121	- 1.2%
Percent of Original List Price Received		94.8%	93.4%	- 1.4%	94.5%	92.4%	- 2.2%
Housing Affordability Index		147	169	+ 14.6%	157	186	+ 18.8%
Inventory of Homes for Sale		67,322	59,759	- 11.2%	--	--	--
Months Supply of Homes for Sale		7.1	6.9	- 2.4%	--	--	--

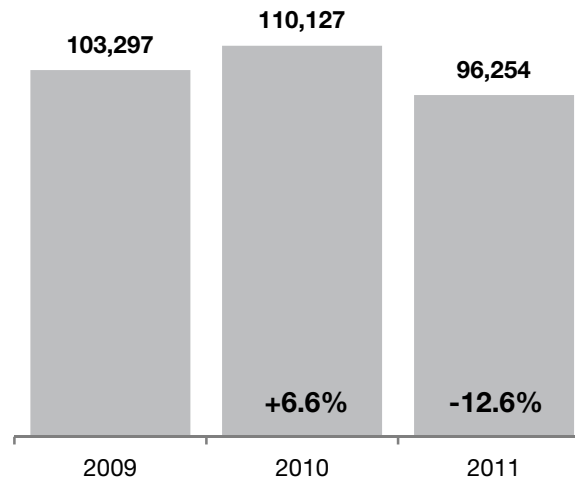
New Listings

A count of the properties that have been newly listed on the market in a given month.

June

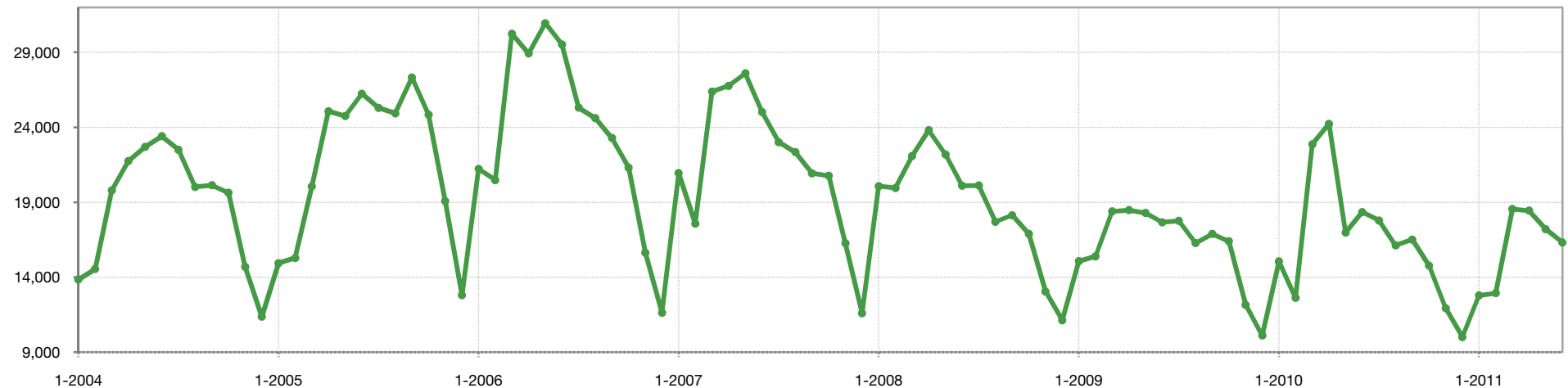


Year To Date



Month	Prior Year	Current Year	+ / -
July	17,763	17,788	+0.1%
August	16,275	16,125	-0.9%
September	16,891	16,514	-2.2%
October	16,401	14,775	-9.9%
November	12,163	11,939	-1.8%
December	10,111	10,018	-0.9%
January	15,060	12,782	-15.1%
February	12,626	12,944	+2.5%
March	22,869	18,550	-18.9%
April	24,237	18,446	-23.9%
May	16,987	17,213	+1.3%
June	18,348	16,319	-11.1%
12-Month Avg	16,644	15,284	-8.2%

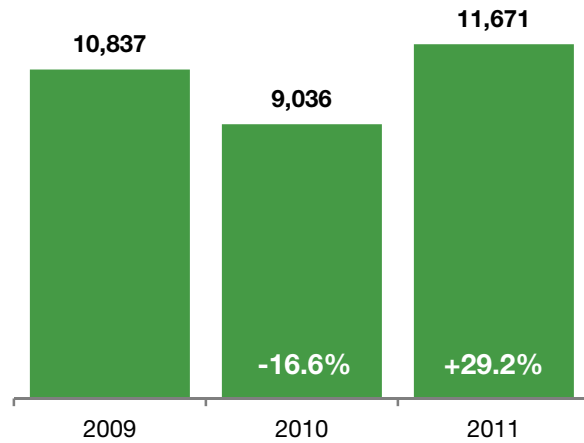
Historical New Listing Activity



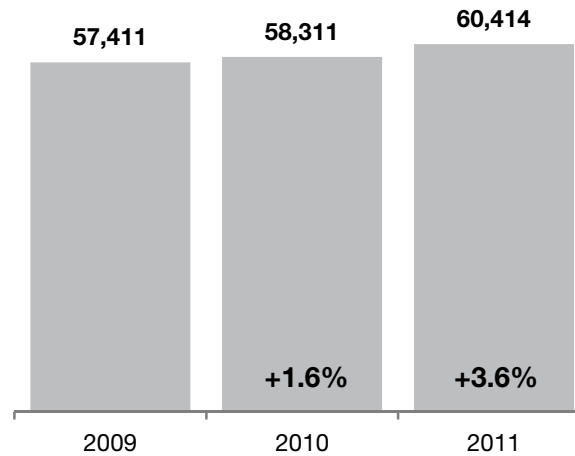
Pending Sales

A count of the properties on which contracts have been accepted in a given month.

June

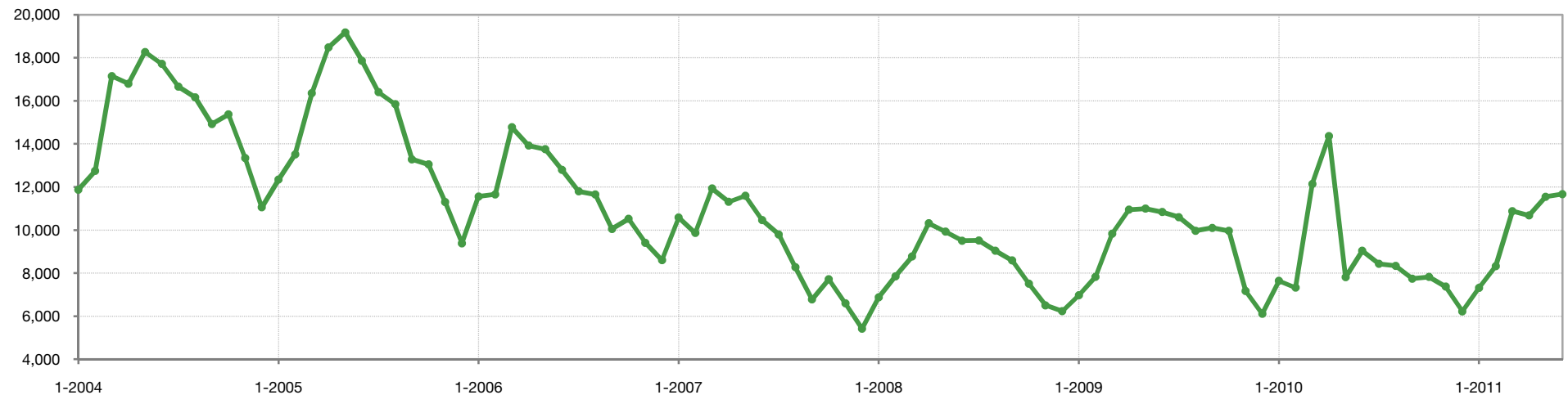


Year To Date



Month	Prior Year	Current Year	+ / -
July	10,598	8,430	-20.5%
August	9,971	8,339	-16.4%
September	10,105	7,744	-23.4%
October	9,963	7,824	-21.5%
November	7,167	7,373	+2.9%
December	6,111	6,225	+1.9%
January	7,640	7,316	-4.2%
February	7,325	8,320	+13.6%
March	12,137	10,880	-10.4%
April	14,359	10,678	-25.6%
May	7,814	11,549	+47.8%
June	9,036	11,671	+29.2%
12-Month Avg	9,352	8,862	-5.2%

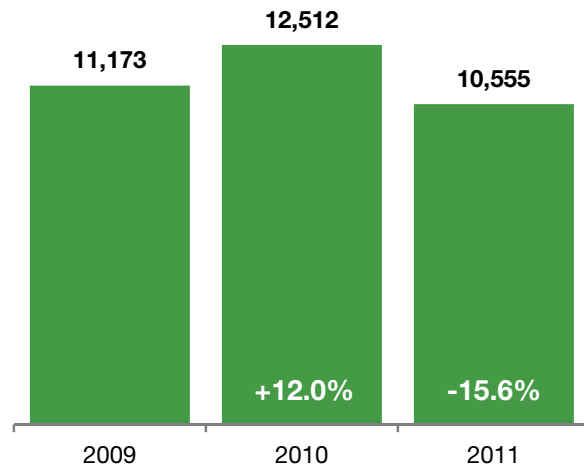
Historical Pending Sales Activity



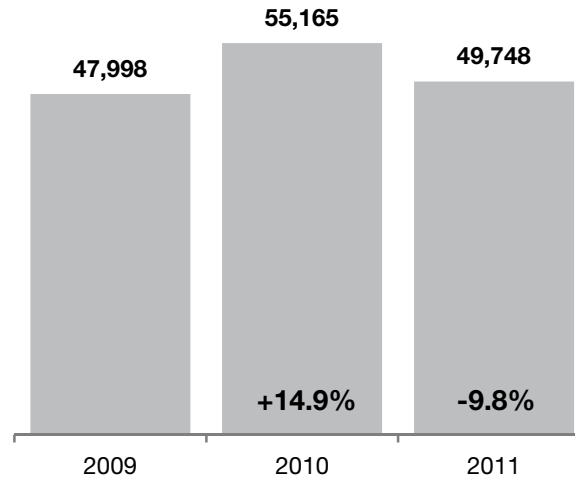
Closed Sales

A count of the actual sales that have closed in a given month.

June



Year To Date



Month	Prior Year	Current Year	+ / -
July	11,093	8,907	-19.7%
August	10,114	8,957	-11.4%
September	9,801	8,317	-15.1%
October	10,130	7,450	-26.5%
November	9,832	7,488	-23.8%
December	8,404	8,247	-1.9%
January	6,109	6,032	-1.3%
February	5,910	6,314	+6.8%
March	8,935	8,595	-3.8%
April	10,580	8,824	-16.6%
May	11,119	9,428	-15.2%
June	12,512	10,555	-15.6%
12-Month Avg	9,545	8,260	-12.0%

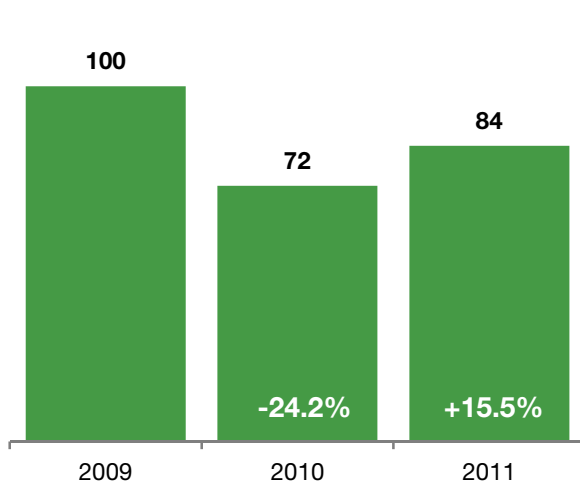
Historical Closed Sales Activity



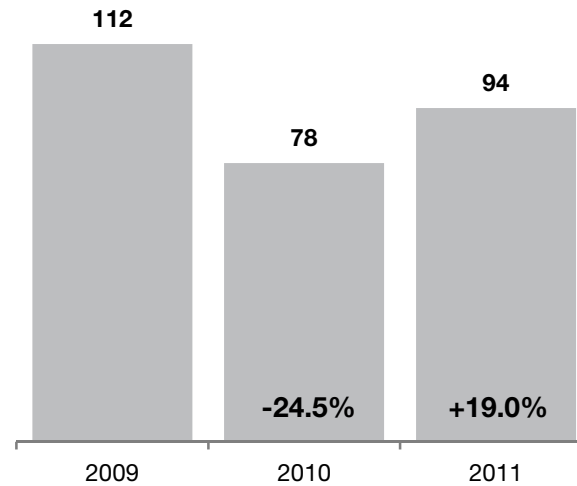
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

June

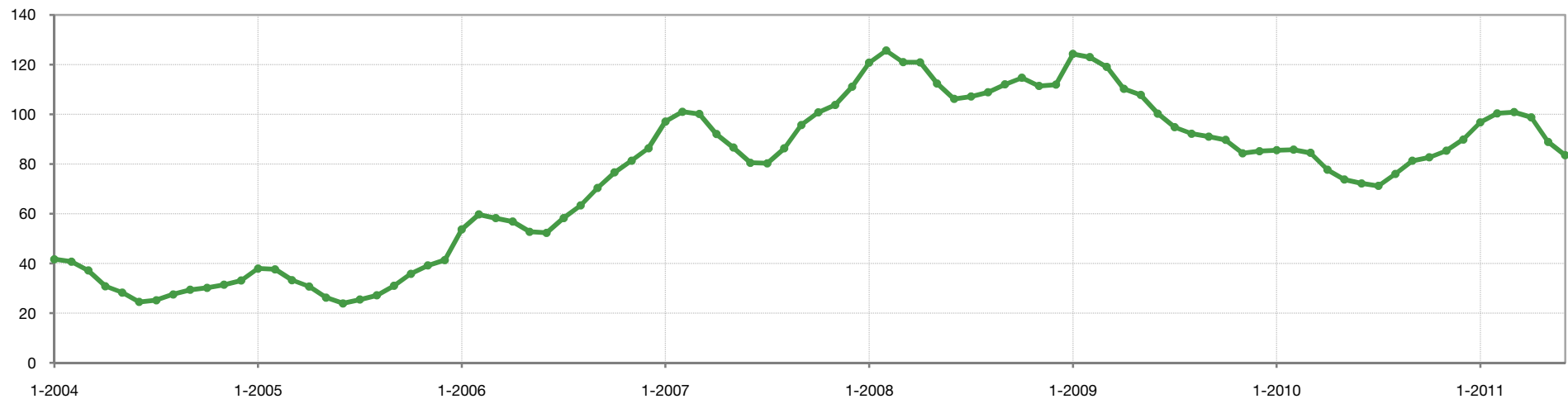


Year To Date



Month	Prior Year	Current Year	+ / -
July	95	71	-24.9%
August	92	76	-17.6%
September	91	81	-10.7%
October	90	83	-7.8%
November	84	85	+1.2%
December	85	90	+5.5%
January	86	97	+13.1%
February	86	100	+17.0%
March	85	101	+19.3%
April	78	99	+27.2%
May	74	89	+20.5%
June	72	84	+15.7%
12-Month Avg	84	87	+3.6%

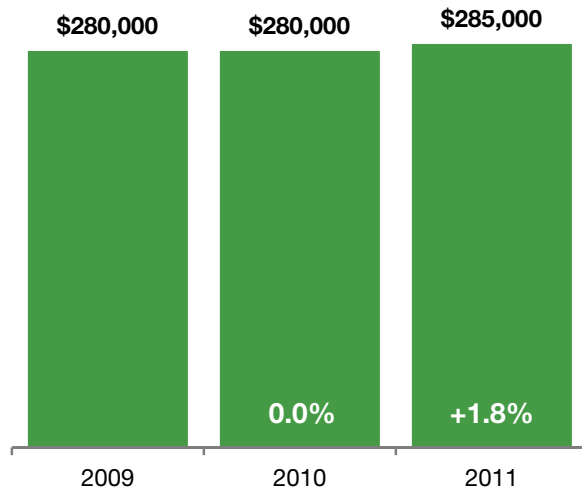
Historical Days on Market Until Sale



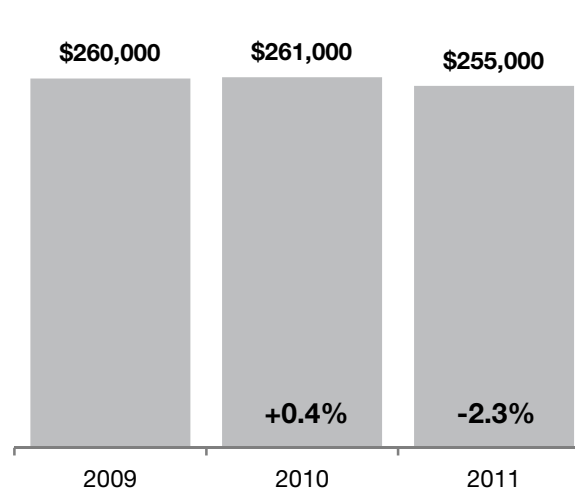
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month.

June

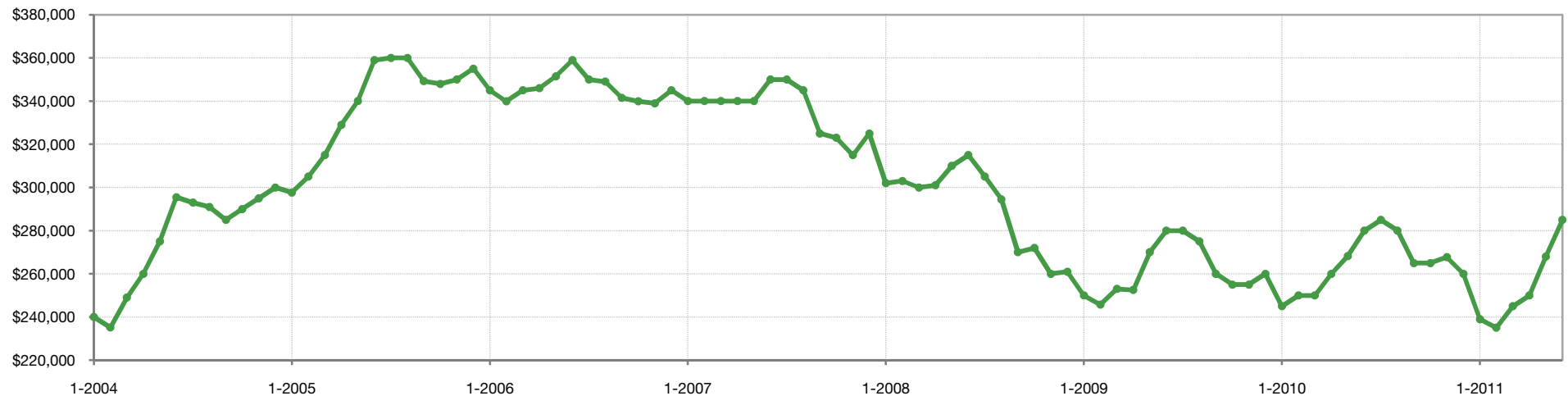


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$280,000	\$285,000	+1.8%
August	\$275,000	\$280,080	+1.8%
September	\$260,000	\$265,000	+1.9%
October	\$255,000	\$265,000	+3.9%
November	\$255,000	\$267,700	+5.0%
December	\$260,000	\$260,000	0.0%
January	\$245,000	\$239,000	-2.4%
February	\$250,000	\$235,000	-6.0%
March	\$250,000	\$245,000	-2.0%
April	\$260,000	\$250,000	-3.8%
May	\$268,278	\$268,000	-0.1%
June	\$280,000	\$285,000	+1.8%
12-Month Avg	\$264,000	\$264,900	+0.3%

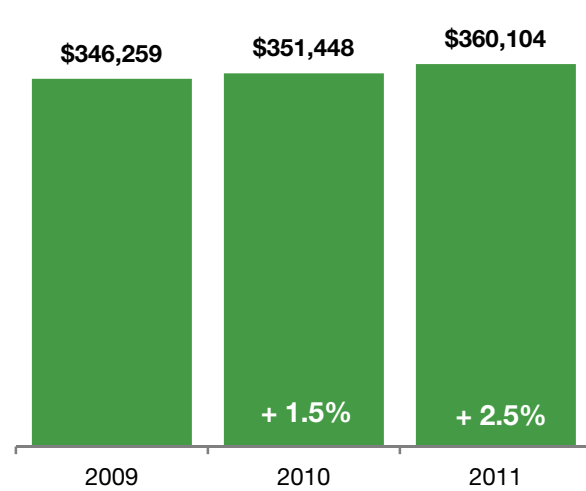
Historical Median Sales Price



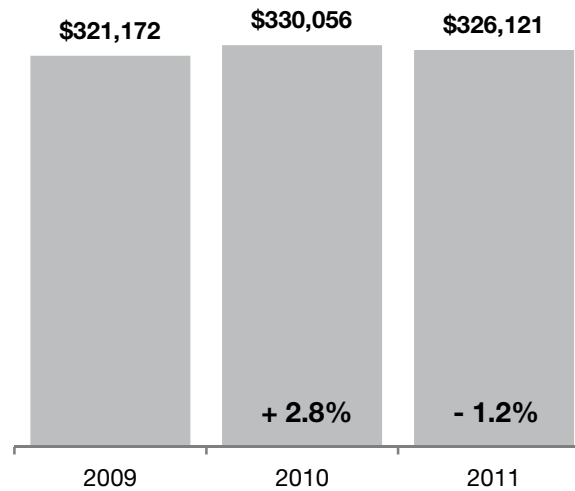
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

June

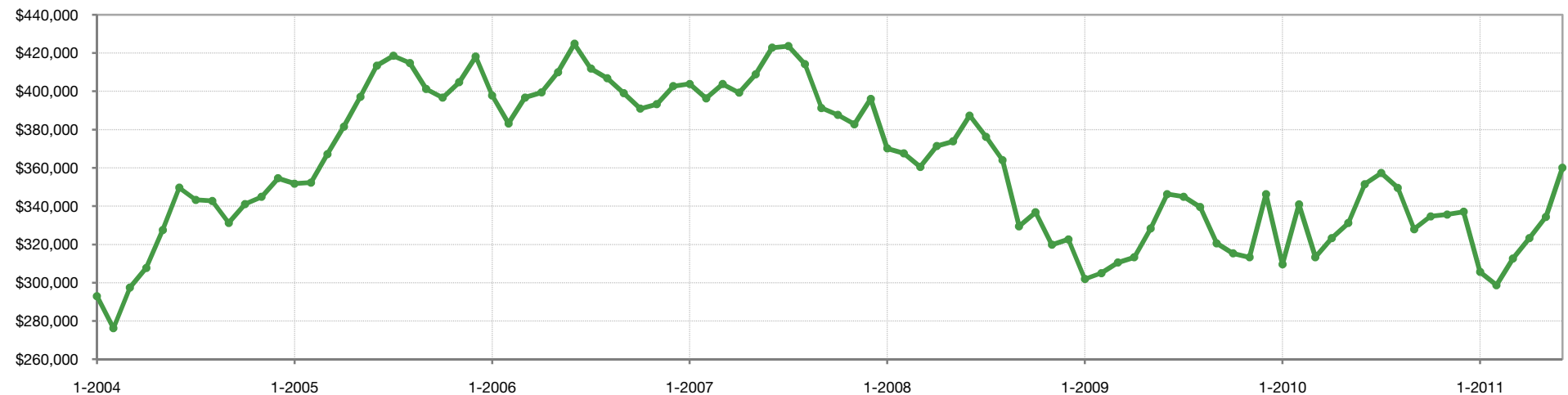


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$344,930	\$357,274	+3.6%
August	\$339,520	\$349,540	+3.0%
September	\$320,558	\$327,962	+2.3%
October	\$315,343	\$334,669	+6.1%
November	\$313,265	\$335,593	+7.1%
December	\$346,290	\$337,030	-2.7%
January	\$309,610	\$305,624	-1.3%
February	\$340,856	\$298,736	-12.4%
March	\$313,317	\$312,673	-0.2%
April	\$323,326	\$323,293	-0.0%
May	\$331,195	\$334,409	+1.0%
June	\$351,448	\$360,104	+2.5%
12-Month Avg	\$329,962	\$333,491	+1.1%

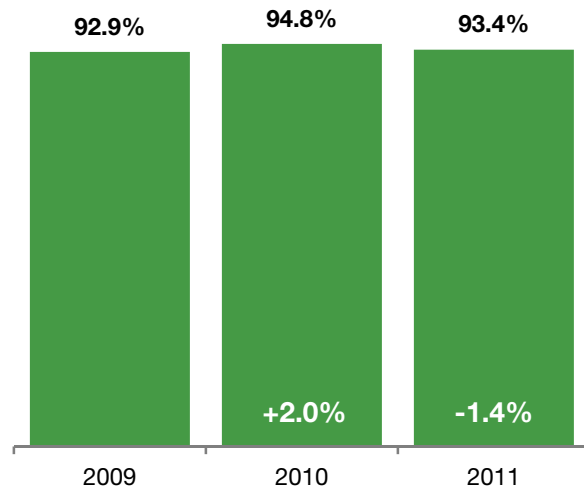
Historical Average Sales Price



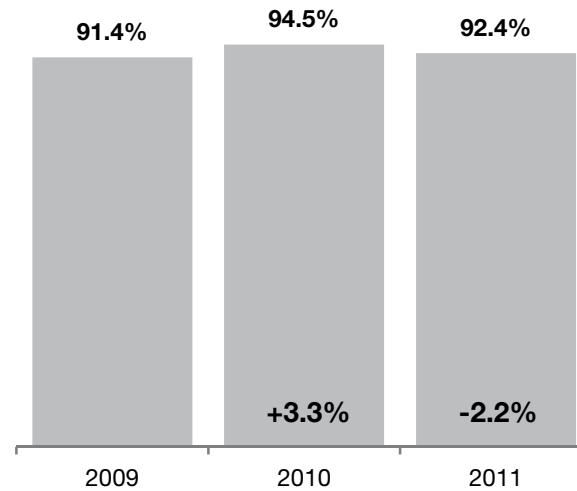
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

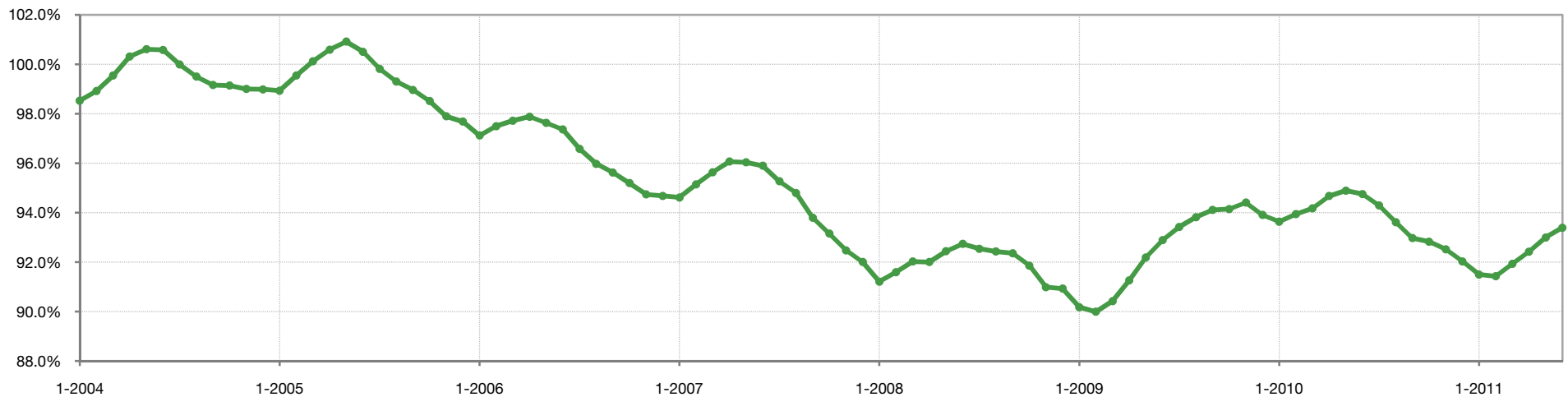


Year To Date



Month	Prior Year	Current Year	+ / -
July	93.4%	94.3%	+0.9%
August	93.8%	93.6%	-0.2%
September	94.1%	93.0%	-1.2%
October	94.1%	92.8%	-1.4%
November	94.4%	92.5%	-2.0%
December	93.9%	92.0%	-2.0%
January	93.6%	91.5%	-2.3%
February	93.9%	91.4%	-2.7%
March	94.2%	91.9%	-2.4%
April	94.7%	92.4%	-2.4%
May	94.9%	93.0%	-2.0%
June	94.8%	93.4%	-1.4%
12-Month Avg	94.2%	92.7%	-1.5%

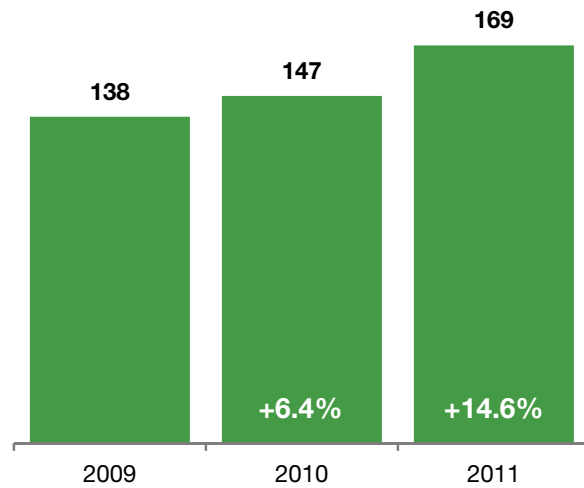
Historical Percent of Original List Price Received



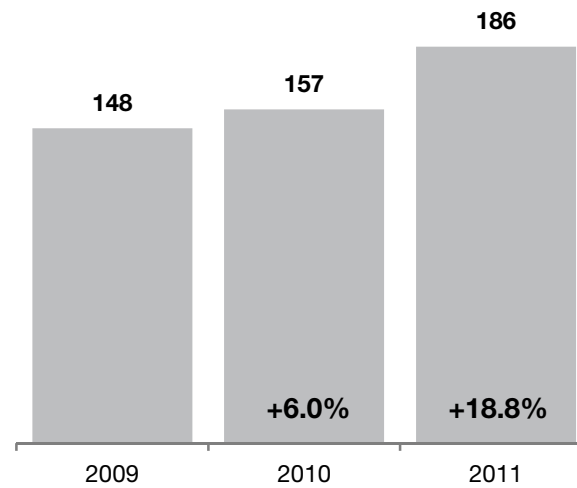
Housing Affordability Index

This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June

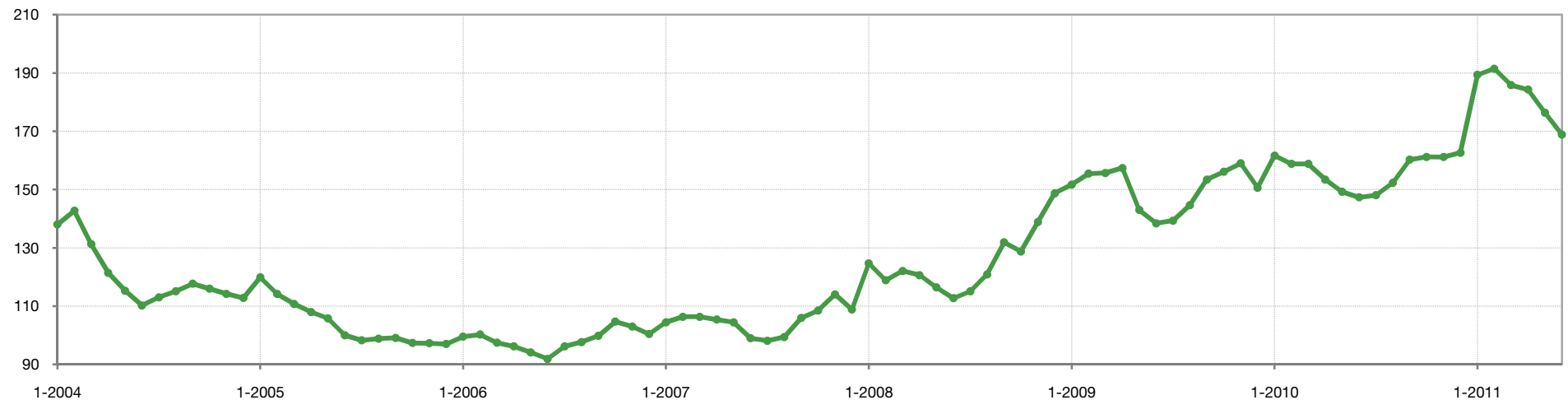


Year To Date



Month	Prior Year	Current Year	+ / -
July	139	148	+6.2%
August	145	152	+5.3%
September	153	160	+4.5%
October	156	161	+3.3%
November	159	161	+1.3%
December	151	163	+8.0%
January	162	189	+17.1%
February	159	191	+20.5%
March	159	186	+17.0%
April	153	184	+20.1%
May	149	176	+18.2%
June	147	169	+14.6%
12-Month Avg	153	170	+11.4%

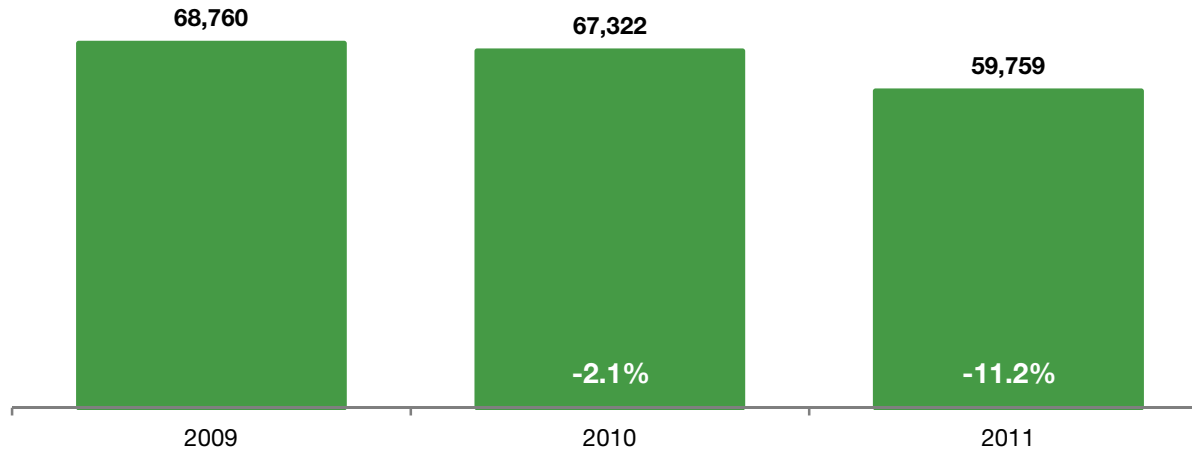
Historical Housing Affordability Index



Inventory of Homes for Sale

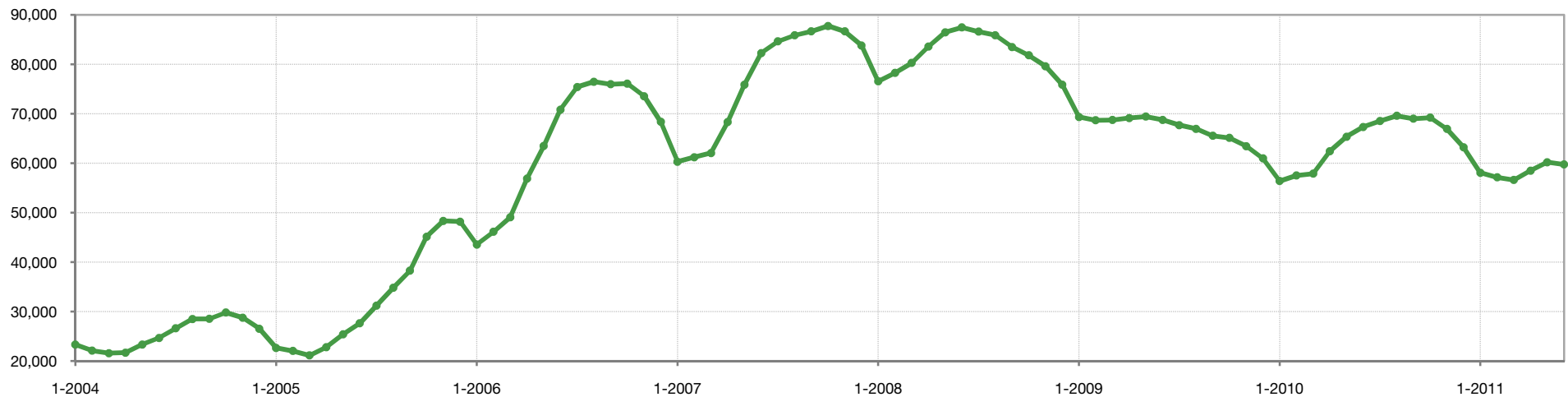
The number of properties available for sale in active status at the end of a given month.

June



Month	Prior Year	Current Year	+ / -
July	67,686	68,529	+1.2%
August	66,946	69,589	+3.9%
September	65,545	69,009	+5.3%
October	65,112	69,204	+6.3%
November	63,450	66,915	+5.5%
December	60,964	63,204	+3.7%
January	56,391	58,080	+3.0%
February	57,506	57,140	-0.6%
March	57,882	56,606	-2.2%
April	62,445	58,508	-6.3%
May	65,350	60,201	-7.9%
June	67,322	59,759	-11.2%
12-Month Avg	63,050	63,062	+0.1%

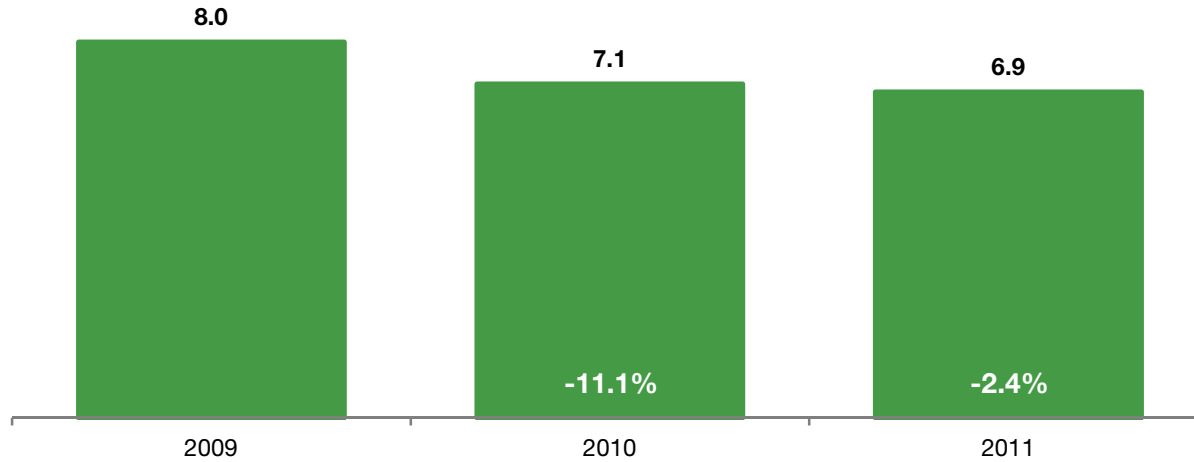
Historical Inventory of Homes for Sale



Months Supply of Inventory

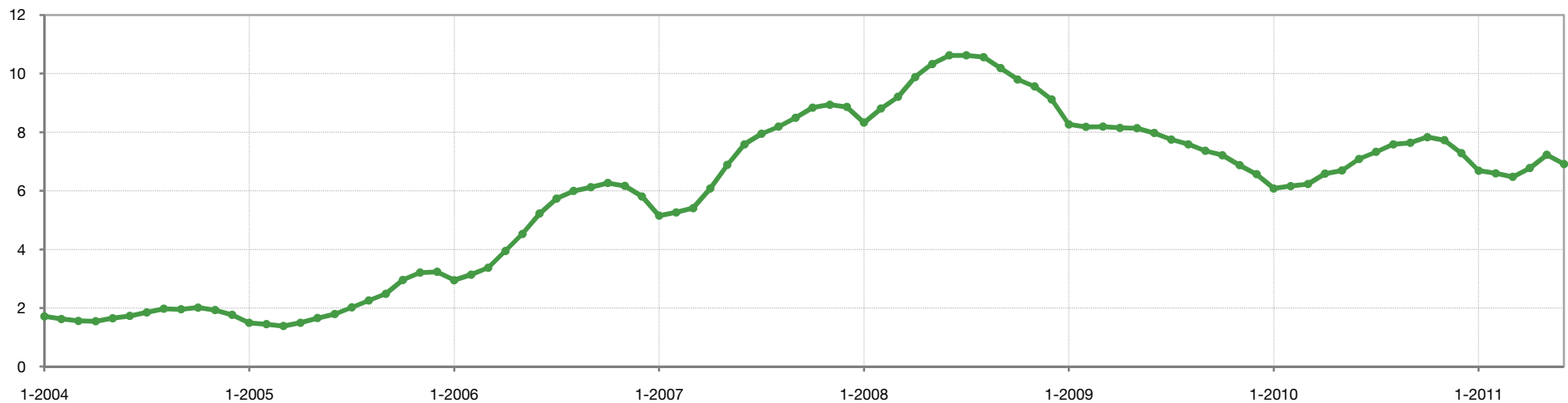
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



Month	Prior Year	Current Year	+ / -
July	7.7	7.3	-5.4%
August	7.6	7.6	+0.0%
September	7.4	7.6	+3.7%
October	7.2	7.8	+8.6%
November	6.9	7.7	+12.4%
December	6.6	7.3	+11.0%
January	6.1	6.7	+10.0%
February	6.2	6.6	+7.1%
March	6.2	6.5	+3.9%
April	6.6	6.8	+2.9%
May	6.7	7.2	+8.0%
June	7.1	6.9	-2.4%
12-Month Avg	6.8	7.2	+4.7%

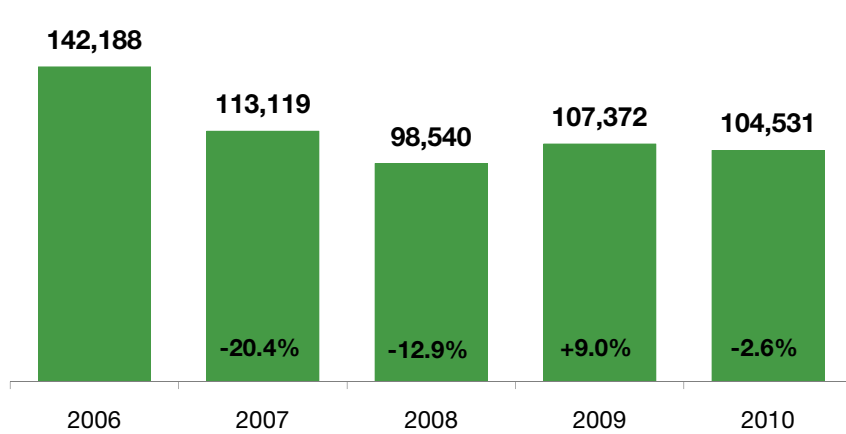
Historical Months Supply of Inventory



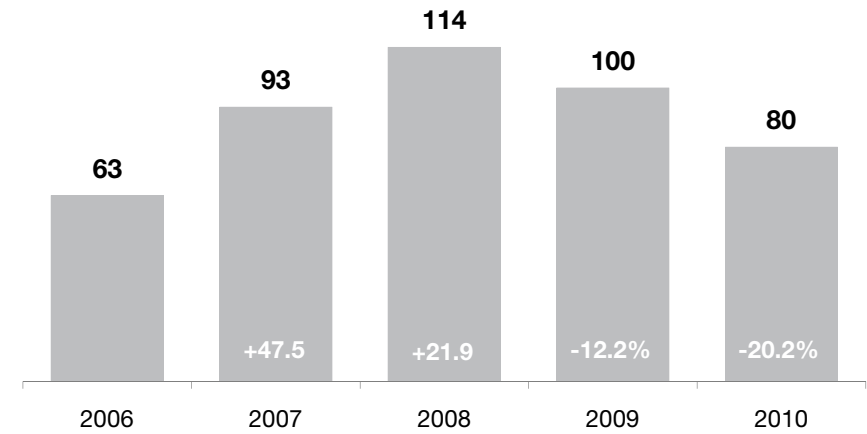
Annual Review

Historical look at key market metrics for the overall region.

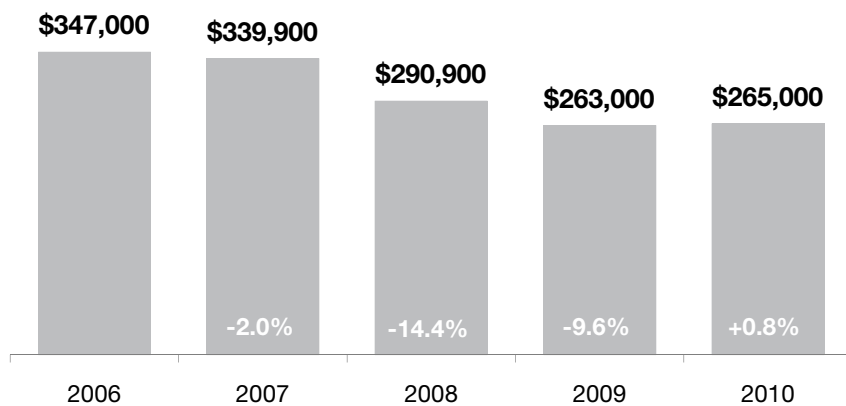
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received

