



The Long & Foster[®] Market Minute[™]

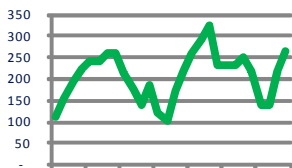


Focus On: Arlington County, Virginia

April, 2010

Units Sold

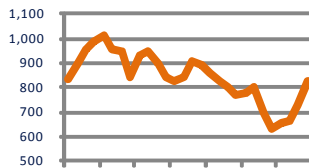
265



J-08 M-08 S-08 J-09 M-09 S-09 J-10

Active Inventory

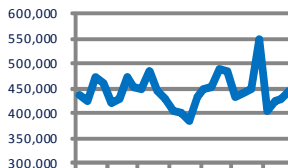
828



J-08 M-08 S-08 J-09 M-09 S-09 J-10

Median Sale Price

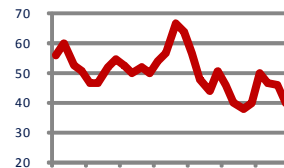
\$445,000



J-08 M-08 S-08 J-09 M-09 S-09 J-10

Days On Market

40



J-08 M-08 S-08 J-09 M-09 S-09 J-10

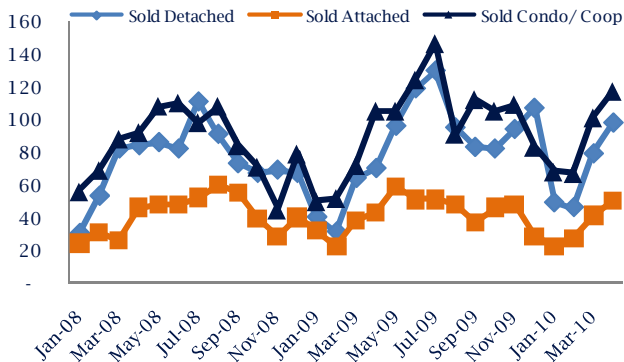
Up 22%
Vs. Year Ago

Down -7%
Vs. Year Ago

Up 3%
Vs. Year Ago

Down -38%
Vs. Year Ago

Units Sold*



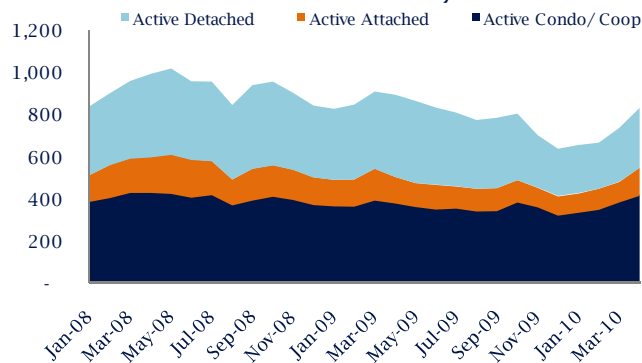
Units Sold

There was an increase in total units sold in April, with 265 sold this month in Arlington County versus 221 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 22% versus April, 2009. The current month's total is higher than the twelve month average of 235.

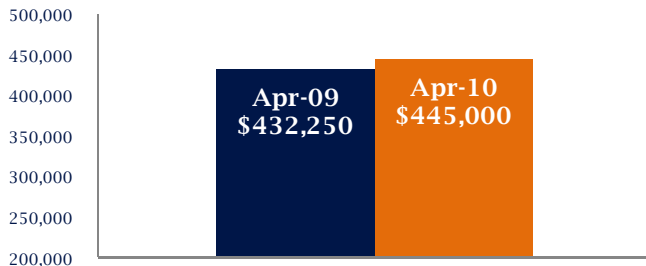
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 7%. The total number of active inventory this April was 828 compared to 890 in April, 2009. This month's total of 828 is higher than the previous month's total supply of available inventory of 733, an increase of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price in Arlington County was \$432,250. This April, the median sale price was \$445,000, an increase of 3% or \$12,750 compared to last year. The current median sold price is 3% 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. Information included in this report is based on data supplied by Terradatum, 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."





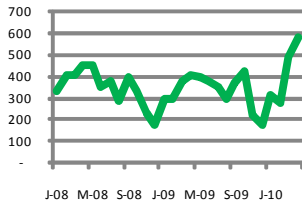
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Focus On: Arlington County, Virginia

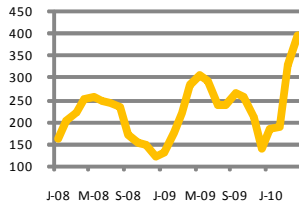
April, 2010

New Listings
582



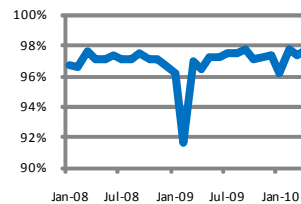
Jan-08 M-08 S-08 J-09 M-09 S-09 J-10

Current Contracts
395



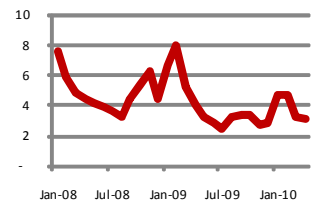
J-08 M-08 S-08 J-09 M-09 S-09 J-10

Sold Vs. List Price
97.7%



Jan-08 Jul-08 Jan-09 Jul-09 Jan-10

Months of Supply
3.1



Jan-08 Jul-08 Jan-09 Jul-09 Jan-10

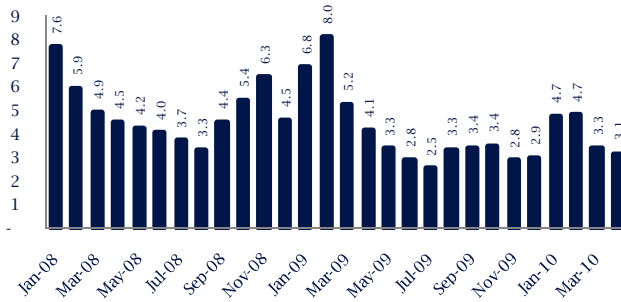
Up 44%
Vs. Year Ago

Up 39%
Vs. Year Ago

Up 1.3%
Vs. Year Ago

Down -24%
Vs. Year Ago

Months Of Supply



Months Of Supply

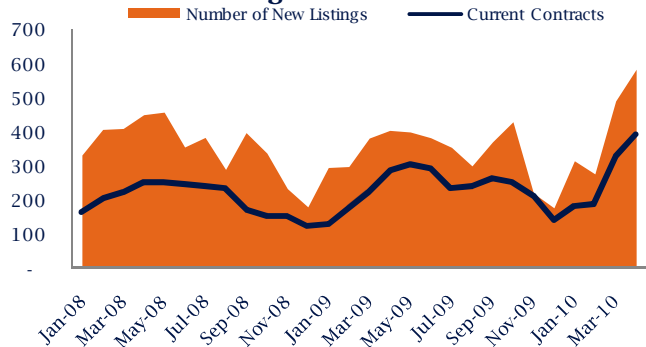
In April, there was 3.1 months of supply available in Arlington County, compared to 4.1 in April, 2009. That is a decrease of 24% versus a year ago.

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.

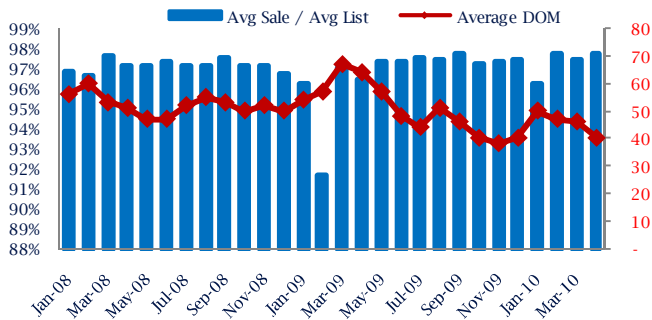
New Listings & Current Contracts

This month there were 582 homes newly listed for sale in Arlington County compared to 403 in April, 2009, an increase of 44%. There were 395 current contracts pending sale this April compared to 285 a year ago. The number of current contracts is 20.8% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Arlington County was 97.7% percent of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 64, a decrease of 38%.

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