

MARKET REPORT
REAL ESTATE TREND INDICATOR FOR FAIRFAX
FROM 12/01/10 TO 12/31/10

PRICE CLASS	RESIDENTIAL UNIT SALES						CCGR	ACTIVE LISTINGS		
	NUMBER OF BEDROOMS							Residential	CCGR	
	2 or less		3		4 or more					All
PRICE CLASS	Detached	Attached	Detached	Attached	Detached	Attached	All	Detached	Attached	All
Under \$100,000	0	1	0	0	0	0	17	1	3	51
100000-\$149,999	0	0	0	3	0	0	48	0	20	164
\$150,000-199,999	1	2	1	17	1	0	34	6	78	184
\$200,000-249,999	1	10	7	28	1	1	37	39	121	200
\$250,000-299,999	0	9	15	38	11	6	22	90	203	133
\$300,000-349,999	1	5	20	38	18	11	13	128	216	91
\$350,000-399,999	2	3	13	44	32	14	15	164	131	28
\$400,000-449,999	0	1	17	27	37	11	9	179	81	11
\$450,000-499,999	0	0	13	14	44	0	5	194	75	10
\$500,000-599,999	0	0	9	16	61	5	3	292	52	10
\$600,000-699,999	0	0	3	5	50	4	0	210	24	5
\$700,000-799,999	1	0	2	4	39	1	0	150	5	3
\$800,000-\$899,999	0	0	2	1	23	1	1	134	10	1
\$900,000-999,999	1	0	1	0	22	0	0	93	2	6
\$1-2.499 Mil	0	0	0	0	44	0	0	378	2	6
\$2.5-4.999 Mil	0	0	0	0	3	0	0	74	0	1
Over \$5 Mil	0	0	0	0	1	0	0	10	0	0
Totals	7	31	103	235	387	54	204	2142	1023	904
Avg Sold Price	\$459,382	\$265,841	\$401,247	\$349,890	\$705,952	\$414,087	\$223,973			
Prev Year-Avg Sold Price	\$397,688	\$262,333	\$390,992	\$347,150	\$687,125	\$382,364	\$248,276			
Average Sold % Change	15.51%	1.34%	2.62%	79.00%	2.74%	8.30%	-9.79%			
Prev Year-# of Solds	10	36	84	245	335	71	169			

	Dec-10	Dec-09	% Change
Total Sold Dollar Volume:	\$476,263,819	\$451,799,925	5.41
Average Sold Price:	\$466,468	\$451,800	3.25
Median Sold Price	\$390,000	\$365,000	6.85
Total Units Sold	1,021	1,000	2.10
Average Days on Market	63	55	15.59
Average List Price for Solds	\$501,165	\$479,159	4.59
Avg Sold to Avg List Ratio	93.10%	94.30%	-1.29
Attached Avg Sold Price	\$352,581	\$345,578	2.03
Detached Avg Sold Price	\$639,331	\$625,277	2.25
Attached Units Sold	320	352	-9.09
Detached Units Sold	497	449	10.69

Inventory	Days on Market (Sold)		
Active Listings	4069	1-30 Days	446
New Listings	785	31-60 Days	205
New Under Contracts	276	61-90 Days	133
New Contingents	579	91-120 Days	84
New Pendings	855	Over 120 Days	153

Financing (Sold)	New Construction		
Assumption	11	Active Listings	313
Cash	42	Sold Listings	36
Conventional	515		
FHA	240		
Other	11		
Owner	1		
VA	98		