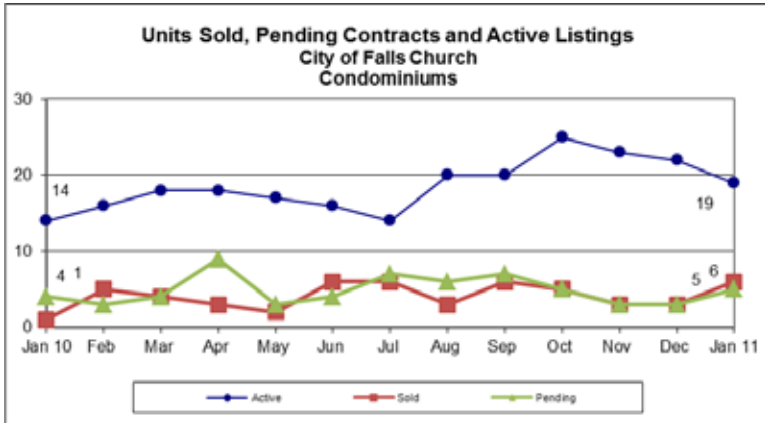


**Price Data  
City of Falls Church  
Condominiums**

|                   | Jan 10    | Jan 11    | % Chg. |
|-------------------|-----------|-----------|--------|
| Avg. Sold Price   | \$250,000 | \$295,817 | 18%    |
| Avg. Net Price    | \$250,000 | \$288,522 | 15%    |
| Median Sold Price | \$250,000 | \$284,250 | 14%    |



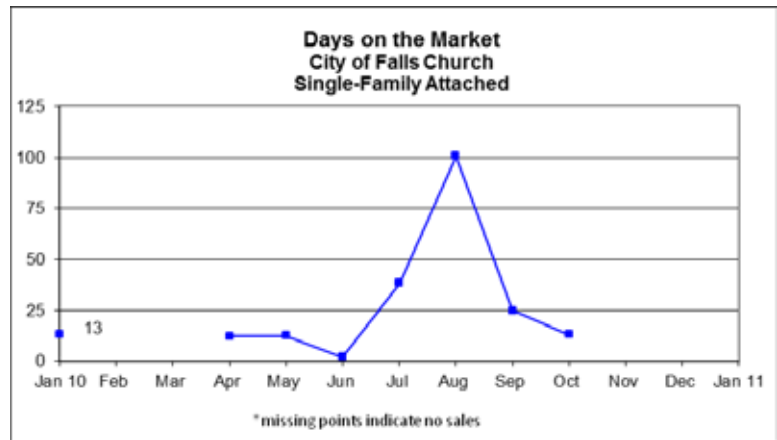
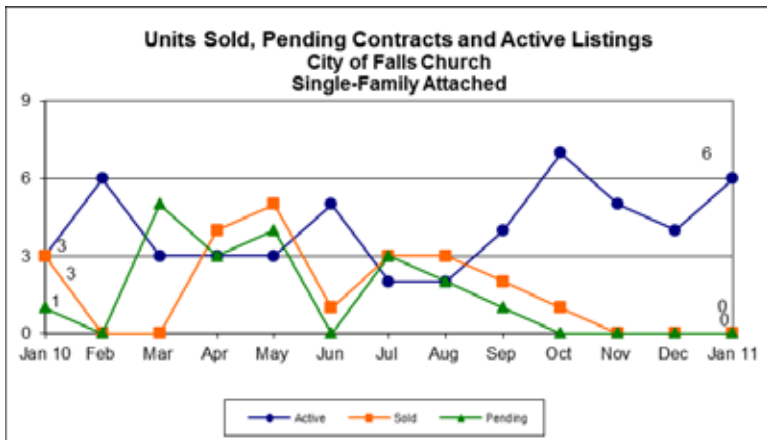
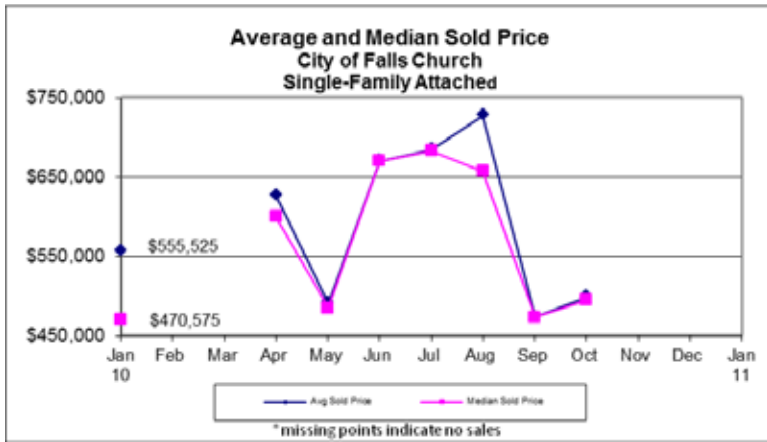
**Units Sold by Price Range  
City of Falls Church  
Condominiums**

| Price Range         | Jan 10   | Jan 11   | % Chg.      |
|---------------------|----------|----------|-------------|
| Less than \$200,000 | 0        | 2        | -           |
| \$200,000-299,999   | 1        | 1        | 0%          |
| \$300,000-399,999   | 0        | 1        | -           |
| \$400,000-499,999   | 0        | 1        | -           |
| \$500,000-599,999   | 0        | 1        | -           |
| \$600,000-699,999   | 0        | 0        | -           |
| \$700,000-799,999   | 0        | 0        | -           |
| \$800,000-899,999   | 0        | 0        | -           |
| \$900,000-999,999   | 0        | 0        | -           |
| \$1,000,000+        | 0        | 0        | -           |
| <b>Totals</b>       | <b>1</b> | <b>6</b> | <b>500%</b> |

**Listings by Price Range  
City of Falls Church  
Condominiums**

| Price Range         | Active Listings |           |            | New Listings |          |             |
|---------------------|-----------------|-----------|------------|--------------|----------|-------------|
|                     | Jan 10          | Jan 11    | % Chg.     | Jan 10       | Jan 11   | % Chg.      |
| Less than \$200,000 | 0               | 4         | -          | 0            | 0        | -           |
| \$200,000-299,999   | 2               | 4         | 100%       | 0            | 0        | -           |
| \$300,000-399,999   | 4               | 5         | 25%        | 0            | 3        | -           |
| \$400,000-499,999   | 5               | 3         | -40%       | 1            | 1        | 0%          |
| \$500,000-599,999   | 2               | 1         | -50%       | 0            | 0        | -           |
| \$600,000-799,999   | 0               | 1         | -          | 0            | 1        | -           |
| \$800,000-999,999   | 0               | 0         | -          | 0            | 0        | -           |
| \$1,000,000+        | 1               | 1         | 0%         | 0            | 0        | -           |
| <b>Totals</b>       | <b>14</b>       | <b>19</b> | <b>36%</b> | <b>1</b>     | <b>5</b> | <b>400%</b> |

**DEFINITIONS**  
 Active listings: listings with one of the following listings statuses at the end of the month: ACTIVE, CNTG/NO KO or CNTG/KO.  
 Pending contracts: homes that went under contract during the month.  
 Avg. sold price: mathematical average of price of all homes sold.  
 Median sold price: price at which half of the homes sold for more and half sold for less.  
 Net price: sold price minus the amount of any seller subsidy.  
 Days on the market: calculated from the MRIS days on the market field (DOMP).  
  
 Data Source: Metropolitan Regional Information Systems, Inc. (MRIS)  
 Data presented in this report may differ from MRIS and other reports because of the different timing of data retrieval.



**Units Sold by Price Range**  
City of Falls Church  
Single-Family Attached

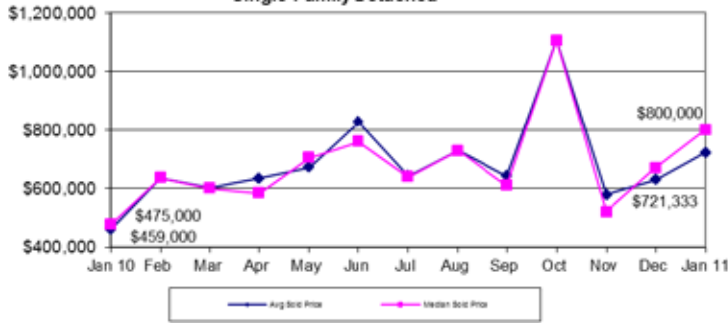
| Price Range         | Jan 10   | Jan 11   | % Chg.       |
|---------------------|----------|----------|--------------|
| Less than \$200,000 | 0        | 0        | -            |
| \$200,000-299,999   | 0        | 0        | -            |
| \$300,000-399,999   | 0        | 0        | -            |
| \$400,000-499,999   | 2        | 0        | -100%        |
| \$500,000-599,999   | 0        | 0        | -            |
| \$600,000-799,999   | 1        | 0        | -100%        |
| \$800,000-999,999   | 0        | 0        | -            |
| \$1,000,000+        | 0        | 0        | -            |
| <b>Totals</b>       | <b>3</b> | <b>0</b> | <b>-100%</b> |

**Listings by Price Range**  
City of Falls Church  
Single-Family Attached

| Price Range         | Active Listings |          |             | New Listings |          |           |
|---------------------|-----------------|----------|-------------|--------------|----------|-----------|
|                     | Jan 10          | Jan 11   | % Chg.      | Jan 10       | Jan 11   | % Chg.    |
| Less than \$200,000 | 0               | 0        | -           | 0            | 0        | -         |
| \$200,000-299,999   | 1               | 0        | -100%       | 0            | 0        | -         |
| \$300,000-399,999   | 0               | 1        | -           | 0            | 0        | -         |
| \$400,000-499,999   | 0               | 0        | -           | 0            | 0        | -         |
| \$500,000-599,999   | 0               | 2        | -           | 0            | 0        | -         |
| \$600,000-799,999   | 2               | 2        | 0%          | 1            | 1        | 0%        |
| \$800,000-999,999   | 0               | 1        | -           | 0            | 0        | -         |
| \$1,000,000+        | 0               | 0        | -           | 0            | 0        | -         |
| <b>Totals</b>       | <b>3</b>        | <b>6</b> | <b>100%</b> | <b>1</b>     | <b>1</b> | <b>0%</b> |

**DEFINITIONS**  
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 Data Source: Metropolitan Regional Information Systems, Inc. (MRIS)  
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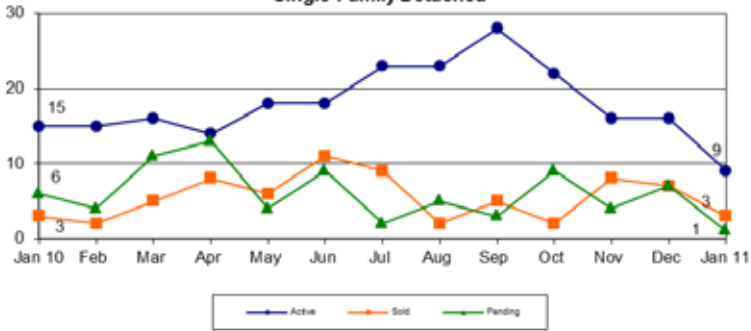
**Average and Median Sold Price**  
City of Falls Church  
Single-Family Detached



**Price Data**  
City of Falls Church  
Single-Family Detached

|                   | Jan 10    | Jan 11    | % Chg. |
|-------------------|-----------|-----------|--------|
| Avg. Sold Price   | \$459,000 | \$721,333 | 57%    |
| Avg. Net Price    | \$453,167 | \$721,333 | 59%    |
| Median Sold Price | \$475,000 | \$800,000 | 68%    |

**Units Sold, Pending Contracts and Active Listings**  
City of Falls Church  
Single-Family Detached



**Days on the Market**  
City of Falls Church  
Single-Family Detached



**Units Sold by Price Range**  
City of Falls Church  
Single-Family Detached

| Price Range         | Jan 10   | Jan 11   | % Chg.       |
|---------------------|----------|----------|--------------|
| Less than \$200,000 | 0        | 0        | -            |
| \$200,000-299,999   | 0        | 0        | -            |
| \$300,000-399,999   | 0        | 0        | -            |
| \$400,000-499,999   | 3        | 0        | -100%        |
| \$500,000-599,999   | 0        | 0        | -            |
| \$600,000-699,999   | 0        | 0        | -            |
| \$700,000-799,999   | 0        | 0        | -            |
| \$800,000-899,999   | 0        | 0        | -            |
| \$900,000-999,999   | 0        | 0        | -            |
| \$1,000,000+        | 0        | 0        | -            |
| <b>Totals</b>       | <b>3</b> | <b>0</b> | <b>-100%</b> |

**Listings by Price Range**  
City of Falls Church  
Single-Family Detached

| Price Range         | Active Listings |          |             | New Listings |          |             |
|---------------------|-----------------|----------|-------------|--------------|----------|-------------|
|                     | Jan 10          | Jan 11   | % Chg.      | Jan 10       | Jan 11   | % Chg.      |
| Less than \$200,000 | 0               | 0        | -           | 0            | 0        | -           |
| \$200,000-299,999   | 0               | 0        | -           | 0            | 0        | -           |
| \$300,000-399,999   | 0               | 0        | -           | 0            | 0        | -           |
| \$400,000-499,999   | 0               | 1        | -           | 0            | 0        | -           |
| \$500,000-599,999   | 6               | 1        | -83%        | 3            | 2        | -33%        |
| \$600,000-799,999   | 5               | 2        | -60%        | 2            | 0        | -100%       |
| \$800,000-999,999   | 2               | 1        | -50%        | 0            | 1        | -           |
| \$1,000,000+        | 2               | 4        | 100%        | 0            | 1        | -           |
| <b>Totals</b>       | <b>15</b>       | <b>9</b> | <b>-40%</b> | <b>5</b>     | <b>4</b> | <b>-20%</b> |

**DEFINITIONS**

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 Pending contracts: homes that went under contract during the month.  
 Avg. sold price: mathematical average of price of all homes sold.  
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