

FALLS CHURCH CITY HOUSING REPORT

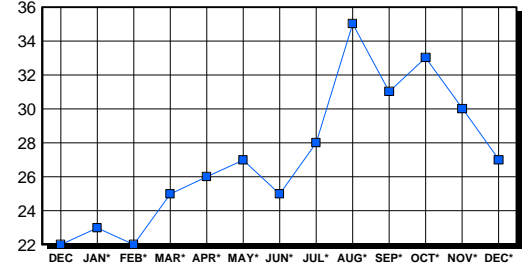
Residential Market Report Single Family Homes December 2003

LISTINGS

Price Range	New This Month			Total Active		
	2003	2002	% Change	2003	2002	% Change
0-149999	0	0	0.0	0	0	100.0
150000-299999	0	1	-100.0	4	4	0.0
300000-449999	1	5	-80.0	3	6	-50.0
450000-599999	3	2	50.0	2	1	100.0
600000-749999	3	0	0.0	2	2	100.0
750000-999999	0	1	-100.0	16	9	0.0
1000000 & Over	0	0	0.0	0	0	0.0
Grand Total:	7	9	-22.2	27	22	22.7

INVENTORY TREND

Listings Active At End Of Month

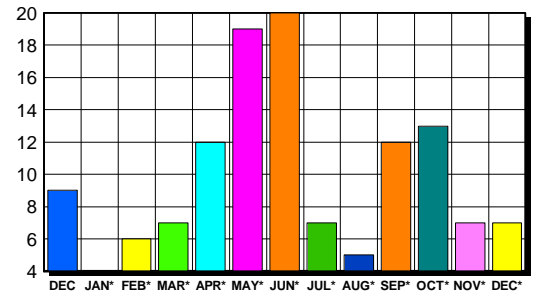


CONTRACTS

Price Range	New This Month			Year-To-Date		
	2003	2002	% Change	2003	2002	% Change
0-149999	0	0	0.0	0	0	0.0
150000-299999	0	1	-100.0	6	26	-76.9
300000-449999	2	5	-60.0	40	60	-33.3
450000-599999	2	0	200.0	39	38	2.6
600000-749999	2	2	0.0	13	17	-23.5
750000-999999	0	1	-100.0	20	7	185.7
1000000 & Over	1	0	100.0	1	2	-50.0
Grand Total:	7	9	-22.2	119	150	-20.7

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

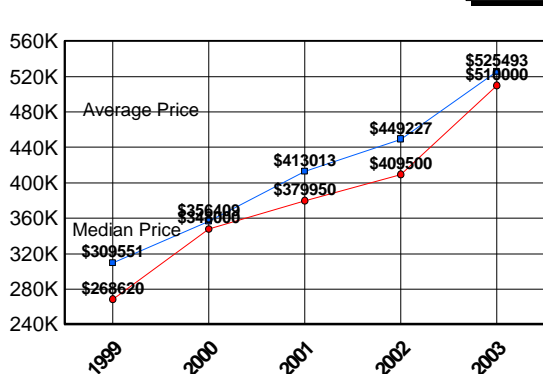
Price Range	New This Month			Year-To-Date		
	2003	2002	% Change	2003	2002	% Change
0-149999	0	0	0.0	0	0	0.0
150000-299999	1	0	100.0	7	28	-75.0
300000-449999	0	4	-400.0	43	58	-25.9
450000-599999	4	2	100.0	41	41	0.0
600000-749999	2	1	100.0	15	15	0.0
750000-999999	0	0	0.0	17	6	183.3
1000000 & Over	0	0	0.0	1	1	0.0
Grand Total:	7	7	0.0	124	149	-16.8

DATA SOURCE

Metropolitan Regional Information System (MRIS)

NOTES: Properties not listed through this Multiple Listing Service are not reflected. The term "sales" represents ratified purchase contracts. Current year information is preliminary and subject to revision. Current year-to-date contract information may not equal the sum of the monthly contract totals reported in previous issues. Prices are not adjusted for inflation.

AVERAGE & MEDIAN PRICE



MARKET BY PRICE RANGE

