

FALLS CHURCH CITY HOUSING REPORT

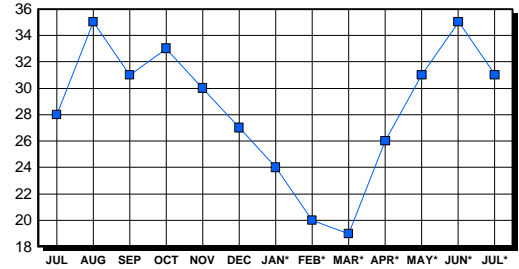
Residential Market Report Single Family Homes July 2004

LISTINGS

Price Range	New This Month			Total Active		
	2004	2003	% Change	2004	2003	% Change
0-149999	0	0	0.0	0	0	0.0
150000-299999	0	0	0.0	4	4	100.0
300000-449999	7	6	16.7	5	3	66.7
450000-599999	9	5	80.0	4	6	-33.3
600000-749999	7	2	250.0	9	2	350.0
750000-999999	4	2	100.0	9	11	-18.2
1000000 & Over	0	1	-100.0	0	2	0.0
Grand Total:	27	16	68.8	31	28	10.7

INVENTORY TREND

Listings Active At End Of Month

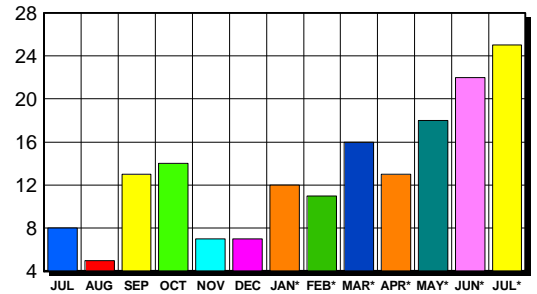


CONTRACTS

Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	0	0	0.0	0	0	0.0
150000-299999	0	0	0.0	2	2	0.0
300000-449999	4	3	33.3	23	29	-20.7
450000-599999	11	2	450.0	40	21	90.5
600000-749999	4	0	400.0	23	10	130.0
750000-999999	6	3	100.0	28	13	115.4
1000000 & Over	0	0	0.0	1	0	100.0
Grand Total:	25	8	212.5	117	75	56.0

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

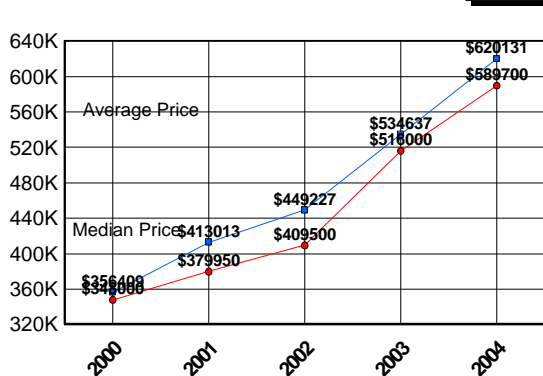
Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	0	0	0.0	0	0	0.0
150000-299999	0	0	0.0	2	4	-50.0
300000-449999	3	6	-50.0	19	28	-32.1
450000-599999	9	5	80.0	31	20	55.0
600000-749999	5	2	150.0	19	10	90.0
750000-999999	5	1	400.0	21	10	110.0
1000000 & Over	0	0	0.0	2	1	100.0
Grand Total:	22	14	57.1	94	73	28.8

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

