

# FALLS CHURCH CITY HOUSING REPORT

## Residential Market Report

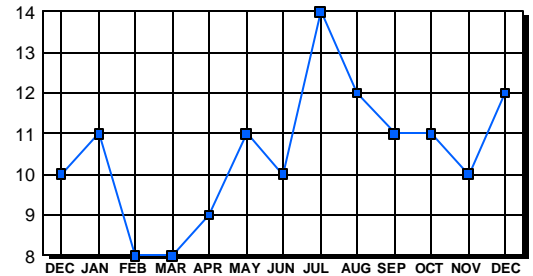
Condo/Co-ops  
December 2002

### LISTINGS

| Price Range         | New This Month |          |             | Total Active |           |             |
|---------------------|----------------|----------|-------------|--------------|-----------|-------------|
|                     | 2002           | 2001     | % Change    | 2002         | 2001      | % Change    |
| 0-49999             | 0              | 0        | 0.0         | 0            | 0         | 0.0         |
| 50000-99999         | 1              | 1        | 0.0         | 5            | 5         | 0.0         |
| 100000-149999       | 0              | 1        | -100.0      | 4            | 5         | -20.0       |
| 150000-199999       | 1              | 1        | 0.0         | 1            | 0         | 100.0       |
| 200000-299999       | 2              | 0        | 200.0       | 1            | 0         | 100.0       |
| 300000-399999       | 0              | 0        | 0.0         | 1            | 0         | 100.0       |
| 400000-499999       | 0              | 0        | 0.0         | 0            | 0         | 0.0         |
| 500000 & Over       | 0              | 0        | 0.0         | 0            | 0         | 0.0         |
| <b>Grand Total:</b> | <b>4</b>       | <b>3</b> | <b>33.3</b> | <b>12</b>    | <b>10</b> | <b>20.0</b> |

### INVENTORY TREND

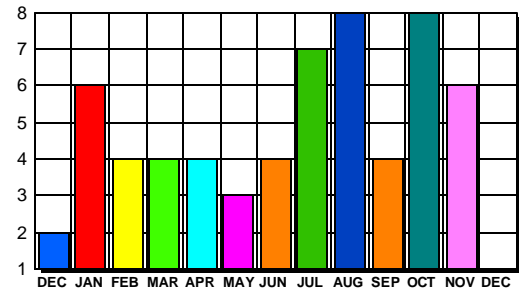
Listings Active At End Of Month



### CONTRACTS

| Price Range         | New This Month |          |              | Year-To-Date |           |            |
|---------------------|----------------|----------|--------------|--------------|-----------|------------|
|                     | 2002           | 2001     | % Change     | 2002         | 2001      | % Change   |
| 0-49999             | 0              | 0        | 0.0          | 0            | 0         | 0.0        |
| 50000-99999         | 0              | 0        | 0.0          | 3            | 14        | -78.6      |
| 100000-149999       | 0              | 1        | -100.0       | 31           | 23        | 34.8       |
| 150000-199999       | 0              | 1        | -100.0       | 12           | 14        | -14.3      |
| 200000-299999       | 1              | 0        | 100.0        | 12           | 3         | 300.0      |
| 300000-399999       | 0              | 0        | 0.0          | 1            | 2         | -50.0      |
| 400000-499999       | 0              | 0        | 0.0          | 0            | 0         | 0.0        |
| 500000 & Over       | 0              | 0        | 0.0          | 0            | 0         | 0.0        |
| <b>Grand Total:</b> | <b>1</b>       | <b>2</b> | <b>-50.0</b> | <b>59</b>    | <b>56</b> | <b>5.4</b> |

### SALES TREND



### DATA SOURCE

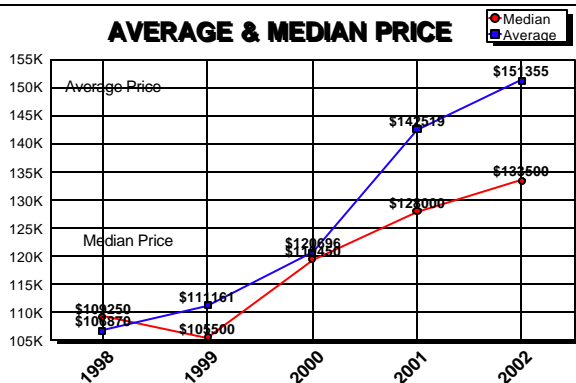
Metropolitan Regional Information System  
(MRIS)

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.

### SETTLEMENTS

| Price Range         | New This Month |          |              | Year-To-Date |           |             |
|---------------------|----------------|----------|--------------|--------------|-----------|-------------|
|                     | 2002           | 2001     | % Change     | 2002         | 2001      | % Change    |
| 0-49999             | 0              | 0        | 0.0          | 0            | 0         | 0.0         |
| 50000-99999         | 0              | 1        | -100.0       | 3            | 13        | -76.9       |
| 100000-149999       | 4              | 1        | 300.0        | 32           | 19        | 68.4        |
| 150000-199999       | 1              | 0        | 100.0        | 9            | 10        | -10.0       |
| 200000-299999       | 2              | 0        | 200.0        | 14           | 6         | 133.3       |
| 300000-399999       | 0              | 0        | 0.0          | 1            | 2         | -50.0       |
| 400000-499999       | 0              | 0        | 0.0          | 0            | 0         | 0.0         |
| 500000 & Over       | 0              | 0        | 0.0          | 0            | 0         | 0.0         |
| <b>Grand Total:</b> | <b>7</b>       | <b>2</b> | <b>250.0</b> | <b>59</b>    | <b>50</b> | <b>18.0</b> |

### AVERAGE & MEDIAN PRICE



### MARKET BY PRICE RANGE

