

FALLS CHURCH CITY HOUSING REPORT

Residential Market Report

Single Family Homes

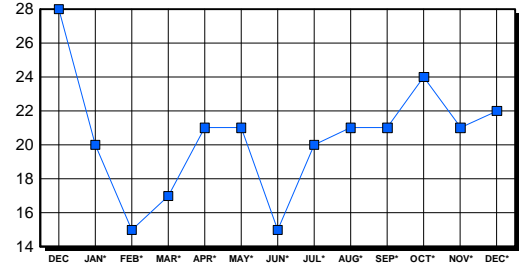
December 2002

LISTINGS

| Price Range | New This Month | | | Total Active | | |
|---------------------|----------------|-----------|--------------|--------------|-----------|--------------|
| | 2002 | 2001 | % Change | 2002 | 2001 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 0 | 0 | 100.0 |
| 150000-299999 | 0 | 2 | -200.0 | 4 | 4 | 0.0 |
| 300000-449999 | 5 | 5 | 0.0 | 6 | 10 | -40.0 |
| 450000-599999 | 1 | 3 | -66.7 | 1 | 7 | -85.7 |
| 600000-749999 | 1 | 0 | 0.0 | 2 | 6 | 100.0 |
| 750000-999999 | 1 | 0 | 0.0 | 9 | 0 | 100.0 |
| 1000000 & Over | 0 | 0 | 0.0 | 0 | 1 | 0.0 |
| Grand Total: | 8 | 10 | -20.0 | 22 | 28 | -21.4 |

INVENTORY TREND

Listings Active At End Of Month

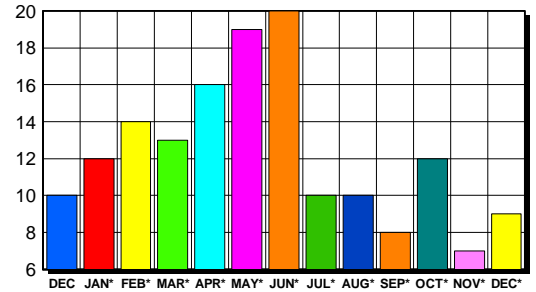


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|----------|------------|--------------|------------|-------------|
| | 2002 | 2001 | % Change | 2002 | 2001 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 150000-299999 | 1 | 3 | -66.7 | 26 | 33 | -21.2 |
| 300000-449999 | 5 | 3 | 66.7 | 60 | 47 | 27.7 |
| 450000-599999 | 0 | 3 | -300.0 | 38 | 35 | 8.6 |
| 600000-749999 | 2 | 0 | 200.0 | 17 | 2 | 750.0 |
| 750000-999999 | 1 | 0 | 100.0 | 7 | 3 | 133.3 |
| 1000000 & Over | 0 | 0 | 0.0 | 2 | 1 | 100.0 |
| Grand Total: | 9 | 9 | 0.0 | 150 | 121 | 24.0 |

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

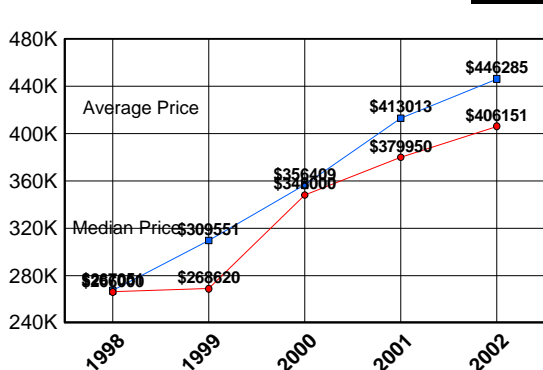
| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|----------|--------------|--------------|------------|-------------|
| | 2002 | 2001 | % Change | 2002 | 2001 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 150000-299999 | 0 | 3 | -300.0 | 20 | 28 | -28.6 |
| 300000-449999 | 4 | 2 | 100.0 | 66 | 49 | 34.7 |
| 450000-599999 | 2 | 3 | -33.3 | 38 | 34 | 11.8 |
| 600000-749999 | 1 | 0 | 100.0 | 18 | 4 | 350.0 |
| 750000-999999 | 0 | 0 | 0.0 | 6 | 2 | 200.0 |
| 1000000 & Over | 0 | 1 | -100.0 | 1 | 1 | 0.0 |
| Grand Total: | 7 | 9 | -22.2 | 149 | 118 | 26.3 |

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

