

FALLS CHURCH CITY HOUSING REPORT

Residential Market Report

Single Family Homes

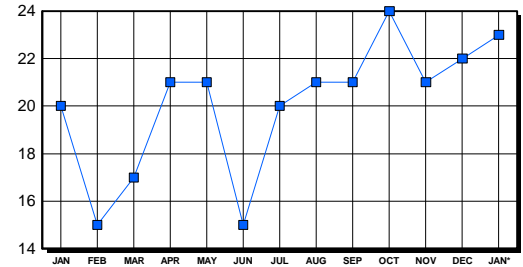
January 2003

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 | 2 | -50.0 | 4 | 4 | 0.0 |
| 450000-599999 | 1 | 1 | 0.0 | 2 | 5 | -60.0 |
| 600000-749999 | 2 | 4 | -50.0 | 2 | 6 | -66.7 |
| 750000-999999 | 4 | 0 | 0.0 | 11 | 0 | 100.0 |
| 1000000 & Over | 0 | 0 | 0.0 | 0 | 1 | 0.0 |
| Grand Total: | 8 | 8 | 0.0 | 23 | 20 | 15.0 |

INVENTORY TREND

Listings Active At End Of Month

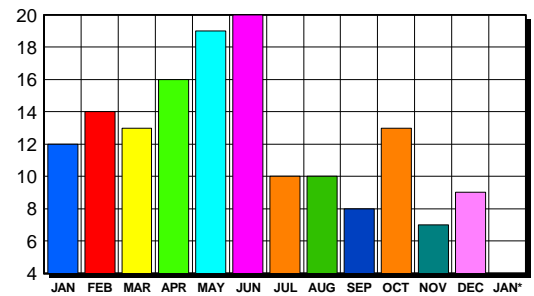


CONTRACTS

| 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 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 300000-449999 | 0 | 6 | -600.0 | 0 | 6 | 0.0 |
| 450000-599999 | 1 | 2 | -50.0 | 1 | 2 | -50.0 |
| 600000-749999 | 1 | 3 | -66.7 | 1 | 3 | -66.7 |
| 750000-999999 | 1 | 0 | 100.0 | 1 | 0 | 100.0 |
| 1000000 & Over | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Grand Total: | 4 | 12 | -66.7 | 4 | 12 | -66.7 |

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

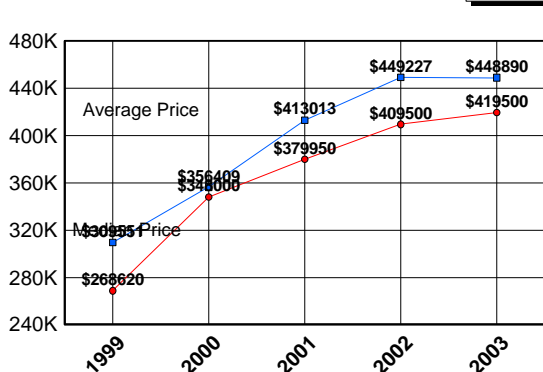
| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|-----------|--------------|--------------|-----------|--------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 150000-299999 | 2 | 4 | -50.0 | 2 | 4 | -50.0 |
| 300000-449999 | 5 | 4 | 25.0 | 5 | 4 | 25.0 |
| 450000-599999 | 2 | 3 | -33.3 | 2 | 3 | -33.3 |
| 600000-749999 | 0 | 1 | -100.0 | 0 | 1 | 0.0 |
| 750000-999999 | 1 | 0 | 100.0 | 1 | 0 | 100.0 |
| 1000000 & Over | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Grand Total: | 10 | 12 | -16.7 | 10 | 12 | -16.7 |

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

