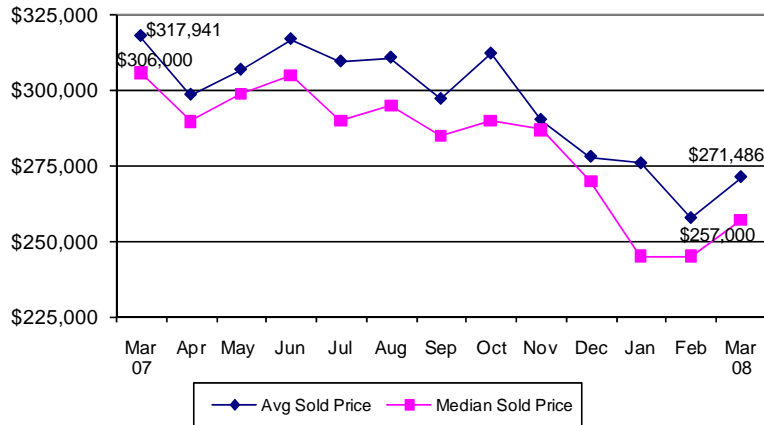


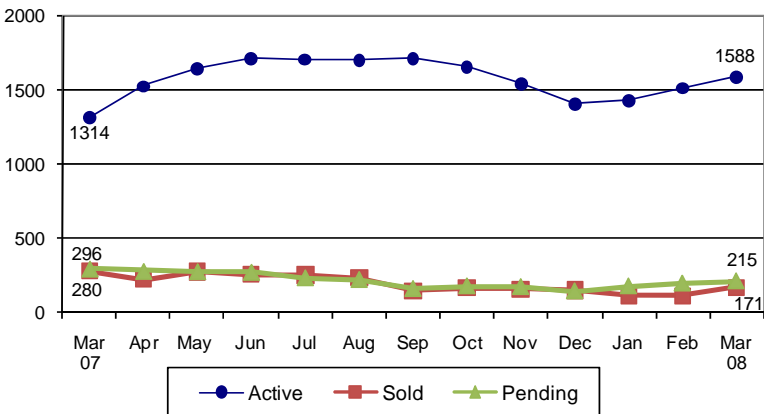
**Average and Median Sold Price  
Fairfax County  
Condominiums**



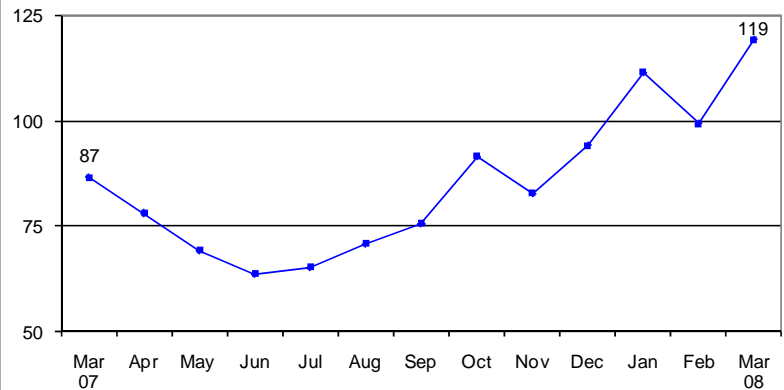
**Price Data  
Fairfax County  
Condominiums**

|                   | Mar 07    | Mar 08    | % Chg. |
|-------------------|-----------|-----------|--------|
| Avg. Sold Price   | \$317,941 | \$271,486 | -15%   |
| Avg. Net Price    | \$312,557 | \$267,101 | -15%   |
| Median Sold Price | \$306,000 | \$257,000 | -16%   |

**Units Sold, Pending Contracts and Active Listings  
Fairfax County  
Condominiums**



**Days on the Market  
Fairfax County  
Condominiums**



**Units Sold by Price Range  
Fairfax County  
Condominiums**

| Price Range         | Mar 07     | Mar 08     | % Chg.      |
|---------------------|------------|------------|-------------|
| Less than \$200,000 | 10         | 38         | 280%        |
| \$200,000-299,999   | 119        | 77         | -35%        |
| \$300,000-399,999   | 117        | 44         | -62%        |
| \$400,000-499,999   | 23         | 6          | -74%        |
| \$500,000-599,999   | 4          | 3          | -25%        |
| \$600,000-699,999   | 4          | 2          | -50%        |
| \$700,000-799,999   | 0          | 0          | -           |
| \$800,000-899,999   | 2          | 0          | -100%       |
| \$900,000-999,999   | 1          | 1          | 0%          |
| \$1,000,000+        | 0          | 0          | -           |
| <b>Totals</b>       | <b>280</b> | <b>171</b> | <b>-39%</b> |

**Listings by Price Range  
Fairfax County  
Condominiums**

| Price Range         | Active Listings |             |            | New Listings |            |             |
|---------------------|-----------------|-------------|------------|--------------|------------|-------------|
|                     | Mar 07          | Mar 08      | % Chg.     | Mar 07       | Mar 08     | % Chg.      |
| Less than \$200,000 | 64              | 417         | 552%       | 23           | 111        | 383%        |
| \$200,000-299,999   | 544             | 666         | 22%        | 273          | 199        | -27%        |
| \$300,000-399,999   | 440             | 347         | -21%       | 219          | 134        | -39%        |
| \$400,000-499,999   | 169             | 87          | -49%       | 63           | 35         | -44%        |
| \$500,000-599,999   | 32              | 35          | 9%         | 12           | 11         | -8%         |
| \$600,000-699,999   | 26              | 13          | -50%       | 12           | 5          | -58%        |
| \$700,000-799,999   | 14              | 9           | -36%       | 4            | 1          | -75%        |
| \$800,000-899,999   | 6               | 4           | -33%       | 5            | 0          | -100%       |
| \$900,000-999,999   | 4               | 3           | -25%       | 2            | 1          | -50%        |
| \$1,000,000+        | 15              | 7           | -53%       | 5            | 2          | -60%        |
| <b>Totals</b>       | <b>1314</b>     | <b>1588</b> | <b>21%</b> | <b>618</b>   | <b>499</b> | <b>-19%</b> |

**DEFINITIONS**

Active listings: listings with one of the following listings statuses at the end of the month: ACTIVE, CNTG/NO KO or CNTG/KO.  
 Pending contracts: homes that went under contract during the month.  
 Avg. sold price: mathematical average of price of all homes sold.  
 Median sold price: price at which half of the homes sold for more and half sold for less.  
 Net price: sold price minus the amount of any seller subsidy.  
 Days on the market: calculated from the MRIS days on the market field (DOMP).

Data Source: Metropolitan Regional Information Systems, Inc. (MRIS)

Data presented in this report may differ from MRIS and other reports because of the different timing of data retrieval.