

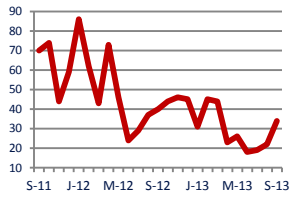
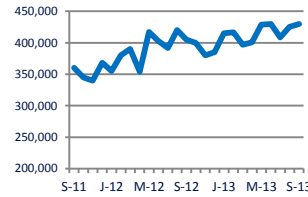
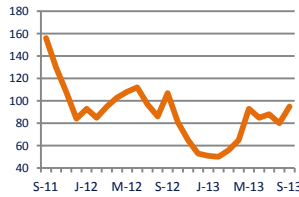
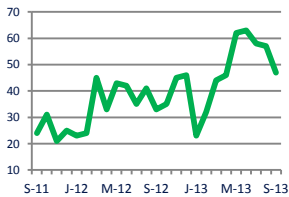


Focus On: Rosehill Farms and Franconia Housing Market

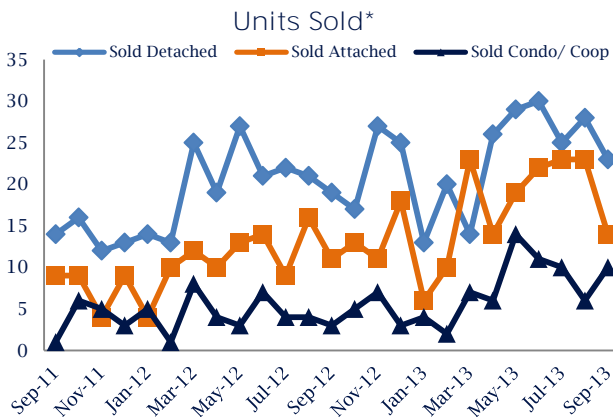
September 2013

Zip Code(s): 22310

| | | | |
|-------------------------|-------------------------------|---------------------------------------|-----------------------------|
| Units Sold 47 | Active Inventory 95 | Median Sale Price \$430,000 | Days On Market 34 |
|-------------------------|-------------------------------|---------------------------------------|-----------------------------|



| | | | |
|--------------------|---------------------------|-----------------------|---------------------------|
| Up Vs. Year Ago | Down -11% Vs. Year Ago | Up 6% Vs. Year Ago | Down -15% Vs. Year Ago |
|--------------------|---------------------------|-----------------------|---------------------------|

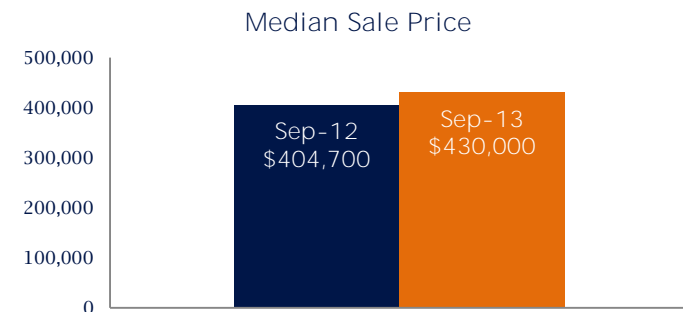
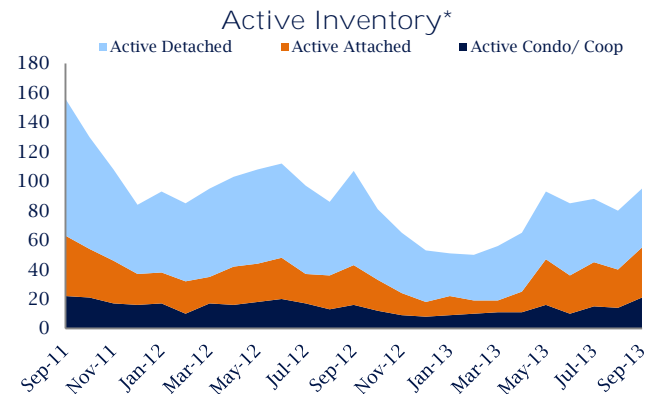


Units Sold

There was a decrease in total units sold in September, with 47 sold this month in Rosehill Farms and Franconia. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 11%. The total number of active inventory this September was 95 compared to 107 in September 2012. This month's total of 95 is higher than the previous month's total supply of available inventory of 80, an increase of 19%.



Median Sale Price

Last September, the median sale price for Rosehill Farms and Franconia Homes was \$404,700. This September, the median sale price was \$430,000, an increase of 6% or \$25,300 compared to last year. The current median sold price is 1% higher than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Rosehill Farms and Franconia are defined as properties listed in zip code/s 22310.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.





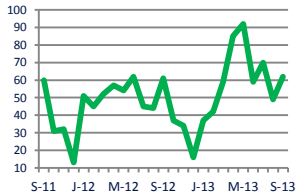
Focus On: Rosehill Farms and Franconia Housing Market

September 2013

Zip Code(s): 22310

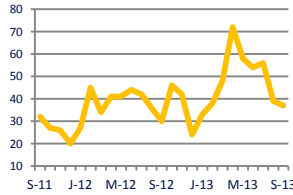
New Listings

62



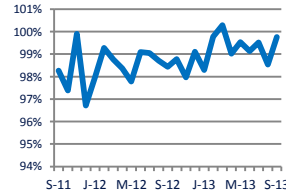
Current Contracts

37



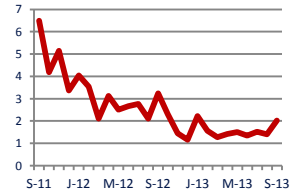
Sold Vs. List Price

99.8%



Months of Supply

2.0



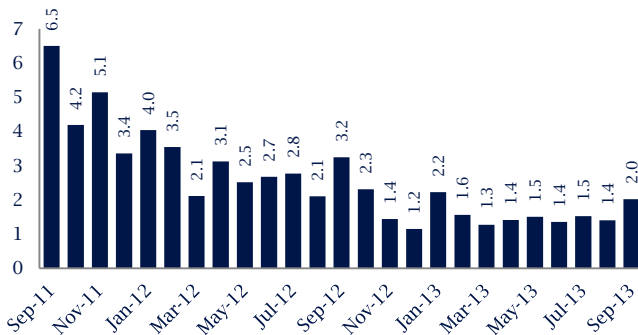
Up 2%
Vs. Year Ago

Up 23%
Vs. Year Ago

Up 1.3%
Vs. Year Ago

Down -38%
Vs. Year Ago

Months Of Supply



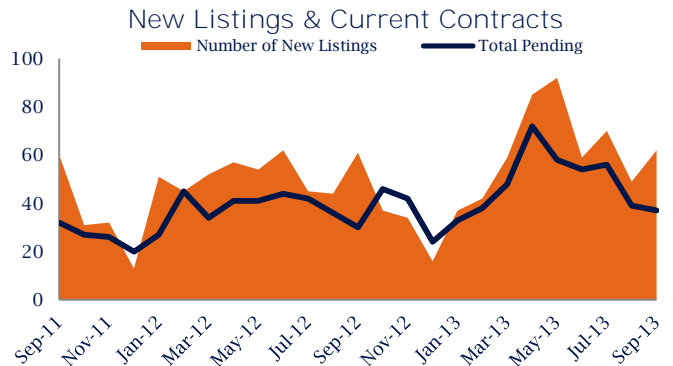
Months of Supply

In September, there was 2.0 months of supply available in Rosehill Farms and Franconia, compared to 3.2 in September 2012. That is a decrease of 38% versus a year ago.

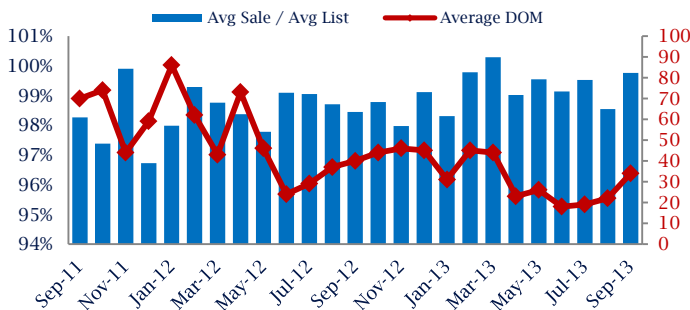
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Rosehill Farms and Franconia compared to 61 in September 2012, an increase of 2%. There were 37 current contracts pending sale this September compared to 30 a year ago. The number of current contracts is 23% higher than last September.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Rosehill Farms and Franconia was 99.8% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 34, lower than the average last year, which was 40, a decrease of 15%.

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