

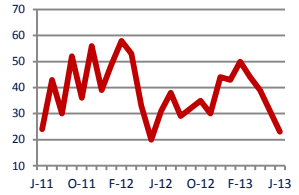
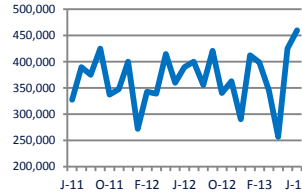
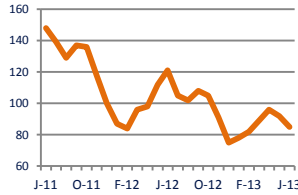
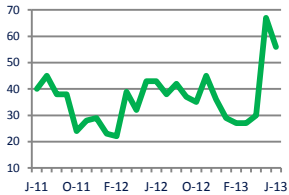


Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

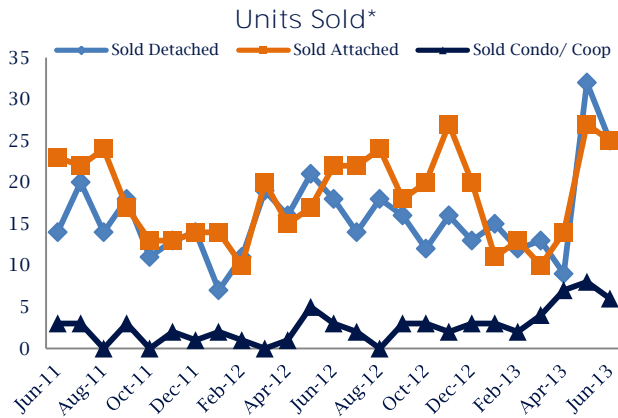
June 2013

Zip Code(s): 22079 and 22060

Units Sold 56	Active Inventory 85	Median Sale Price \$460,000	Days On Market 23
-------------------------	-------------------------------	---------------------------------------	-----------------------------



Up 30% Vs. Year Ago	Down -30% Vs. Year Ago	Up 18% Vs. Year Ago	Down -26% Vs. Year Ago
-------------------------------	----------------------------------	-------------------------------	----------------------------------

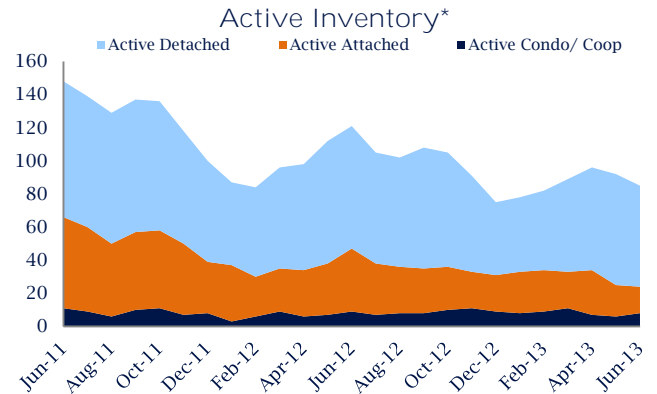


Units Sold

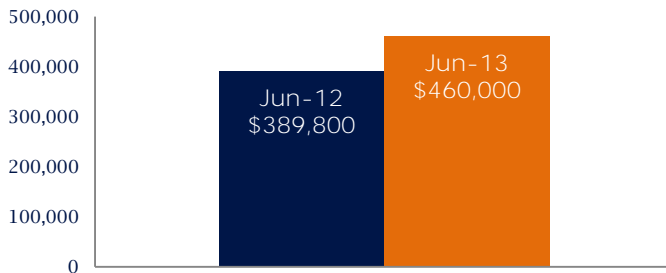
There was a decrease in total units sold in June, with 56 sold this month in Lorton, Mason Neck, and Fort Belvoir versus 67 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 30% versus June 2012.

Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 30%. The total number of active inventory this June was 85 compared to 121 in June 2012. This month's total of 85 is lower than the previous month's total supply of available inventory of 92, a decrease of 8%.



Median Sale Price



Median Sale Price

Last June, the median sale price for Lorton, Mason Neck, and Fort Belvoir Homes was \$389,800. This June, the median sale price was \$460,000, an increase of 18% or \$70,200 compared to last year. The current median sold price is 8% higher than in May.

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

Lorton, Mason Neck, and Fort Belvoir are defined as properties listed in zip code/s 22079 and 22060.

*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.





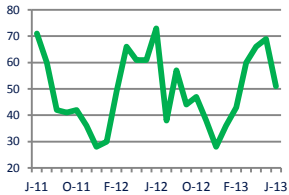
Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

June 2013

Zip Code(s): 22079 and 22060

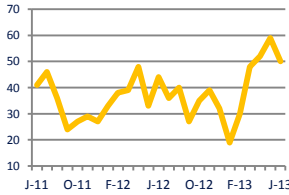
New Listings

51



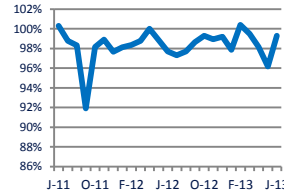
Current Contracts

50



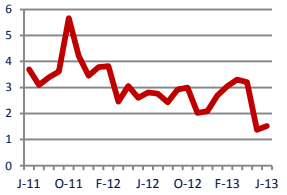
Sold Vs. List Price

99.3%



Months of Supply

1.5



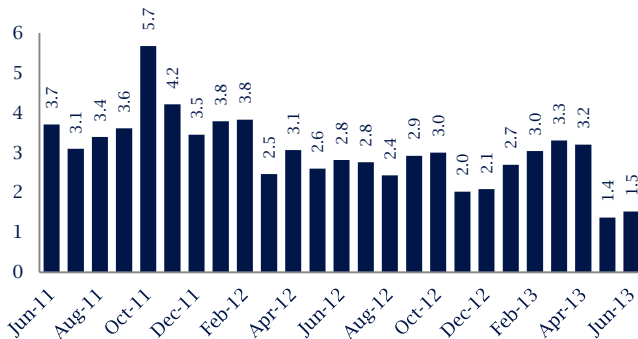
Down -30%
Vs. Year Ago

Up 14%
Vs. Year Ago

Up 1.6%
Vs. Year Ago

Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

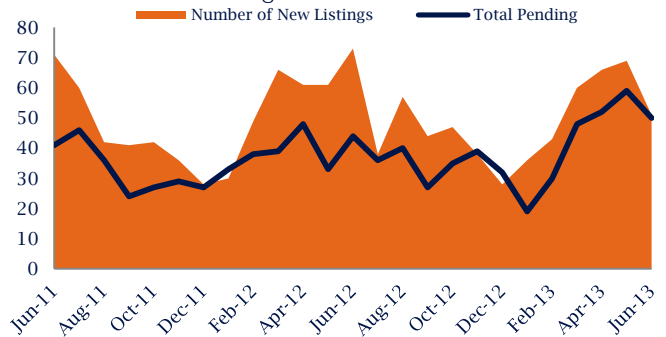
In June, there was 1.5 months of supply available in Lorton, Mason Neck, and Fort Belvoir, compared to 2.8 in June 2012. That is a decrease of 46% versus a year ago.

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.

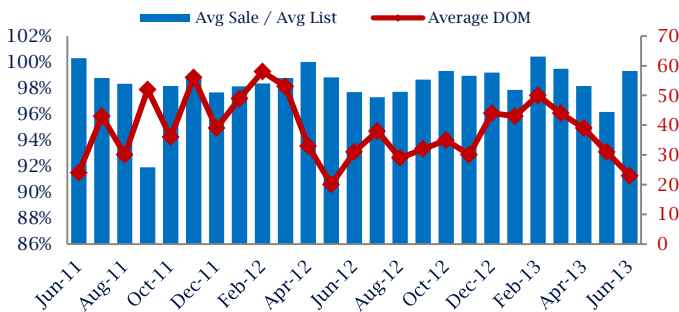
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in Lorton, Mason Neck, and Fort Belvoir compared to 73 in June 2012, a decrease of 30%. There were 50 current contracts pending sale this June compared to 44 a year ago. The number of current contracts is 14% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Lorton, Mason Neck, and Fort Belvoir was 99.3% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 31, a decrease of 26%.

Lorton, Mason Neck, and Fort Belvoir are defined as properties listed in zip code/s 22079 and 22060.

*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.

