

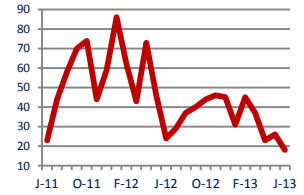
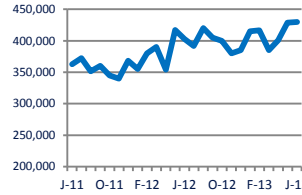
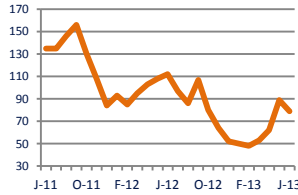
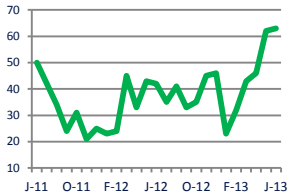


Focus On: Rosehill Farms and Franconia Housing Market

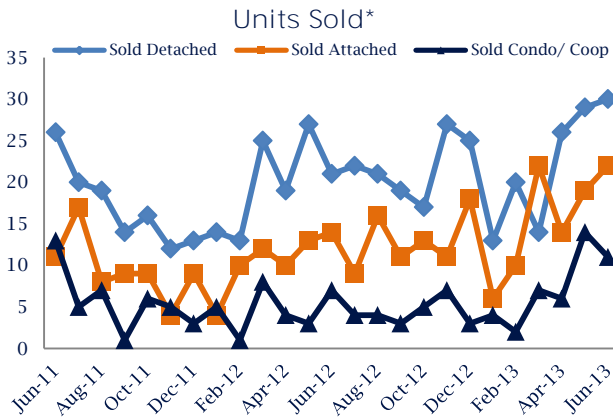
June 2013

Zip Code(s): 22310

Units Sold 63	Active Inventory 79	Median Sale Price \$430,000	Days On Market 18
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Up Vs. Year Ago	Down -29% Vs. Year Ago	Up 7% Vs. Year Ago	Down -25% Vs. Year Ago
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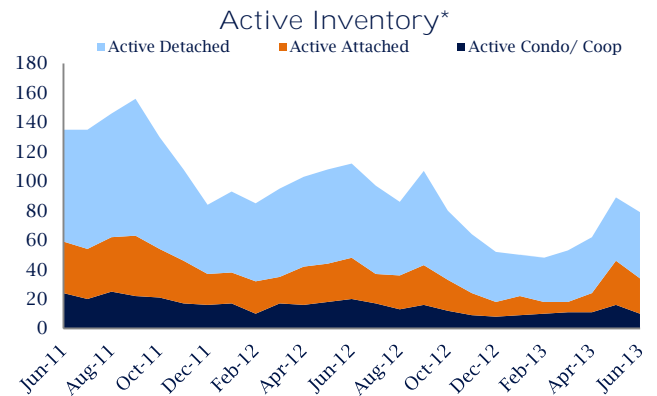


Units Sold

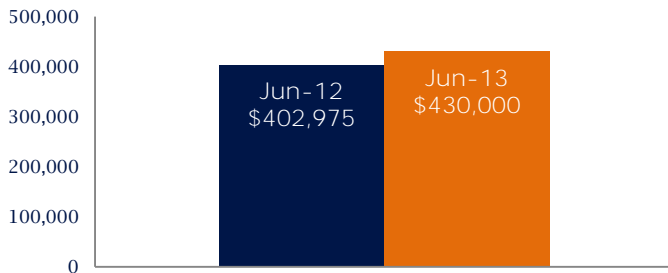
There was an increase in total units sold in June, with 63 sold this month in Rosehill Farms and Franconia. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 29%. The total number of active inventory this June was 79 compared to 112 in June 2012. This month's total of 79 is lower than the previous month's total supply of available inventory of 89, a decrease of 11%.



Median Sale Price



Median Sale Price

Last June, the median sale price for Rosehill Farms and Franconia Homes was \$402,975. This June, the median sale price was approximately the same at \$430,000. The current median sold price is 7% higher than in June 2012.

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.



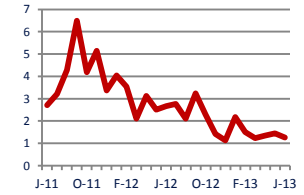
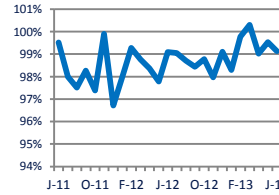
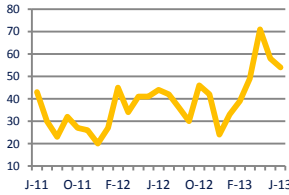
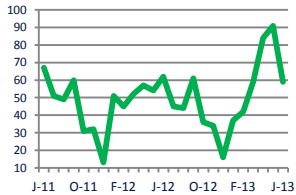


Focus On: Rosehill Farms and Franconia Housing Market

June 2013

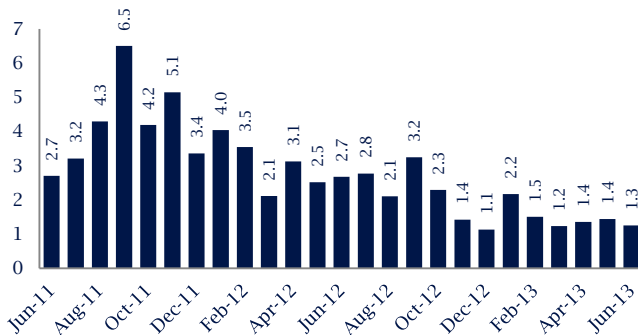
Zip Code(s): 22310

New Listings 59	Current Contracts 54	Sold Vs. List Price 99.1%	Months of Supply 1.3
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Down -5% Vs. Year Ago	Up 23% Vs. Year Ago	No Change Vs. Year Ago	Down -53% Vs. Year Ago
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Months Of Supply



Months of Supply

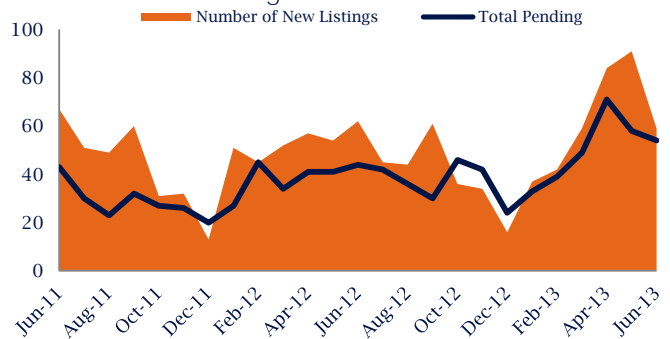
In June, there was 1.3 months of supply available in Rosehill Farms and Franconia, compared to 2.7 in June 2012. That is a decrease of 53% versus a year ago.

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.

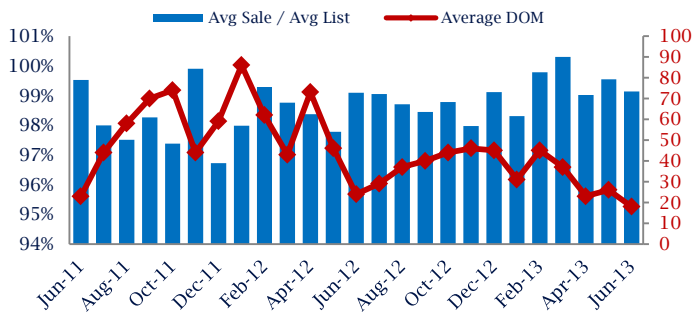
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Rosehill Farms and Franconia compared to 62 in June 2012, a decrease of 5%. There were 54 current contracts pending sale this June compared to 44 a year ago. The number of current contracts is 23% 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 Rosehill Farms and Franconia was 99.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 24, a decrease of 25%.

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