

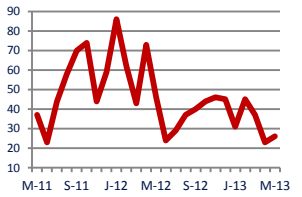
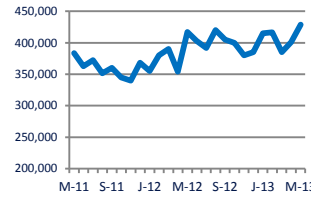
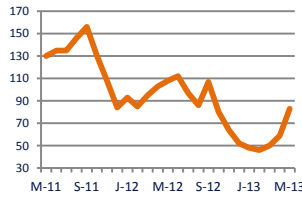
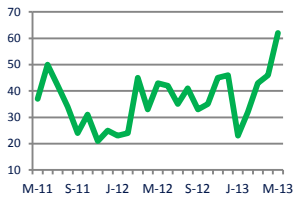


Focus On: Rosehill Farms and Franconia Housing Market

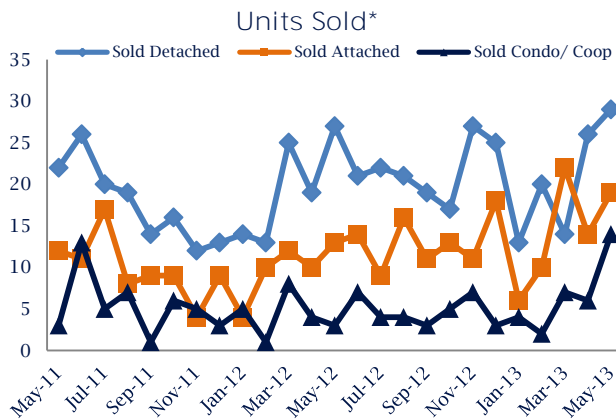
May 2013

Zip Code(s): 22310

Units Sold 62	Active Inventory 83	Median Sale Price \$428,750	Days On Market 26
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Up Vs. Year Ago	Down -23% Vs. Year Ago	Up 3% Vs. Year Ago	Down -43% Vs. Year Ago
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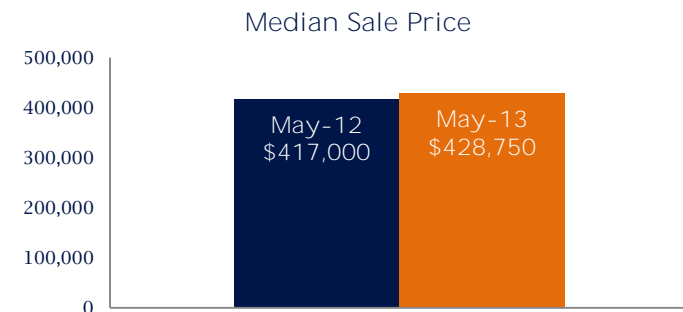
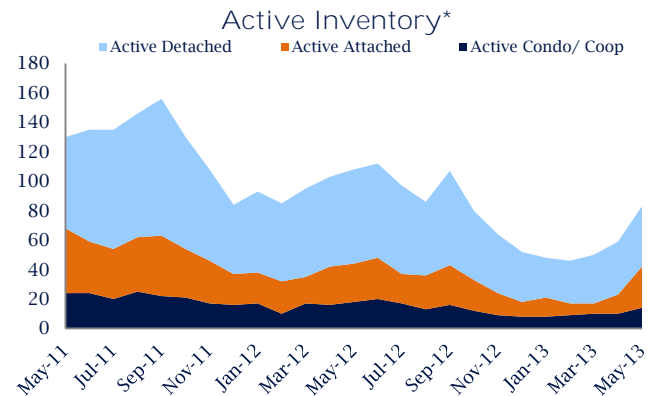


Units Sold

There was an increase in total units sold in May, with 62 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 25 units or 23%. The total number of active inventory this May was 83 compared to 108 in May 2012. This month's total of 83 is higher than the previous month's total supply of available inventory of 59, an increase of 41%.



Median Sale Price

Last May, the median sale price for Rosehill Farms and Franconia Homes was \$417,000. This May, the median sale price was \$428,750, an increase of 3% or \$11,750 compared to last year. The current median sold price is 7% higher than in April.

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.





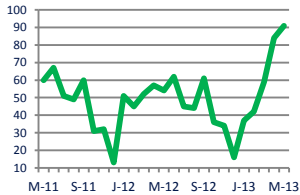
Focus On: Rosehill Farms and Franconia Housing Market

May 2013

Zip Code(s): 22310

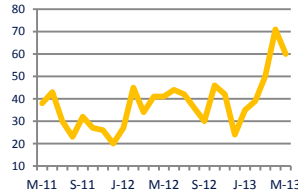
New Listings

91



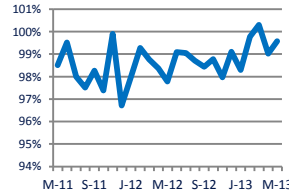
Current Contracts

60



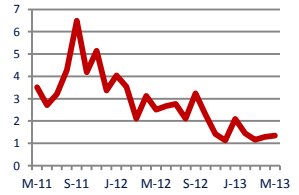
Sold Vs. List Price

99.6%



Months of Supply

1.3



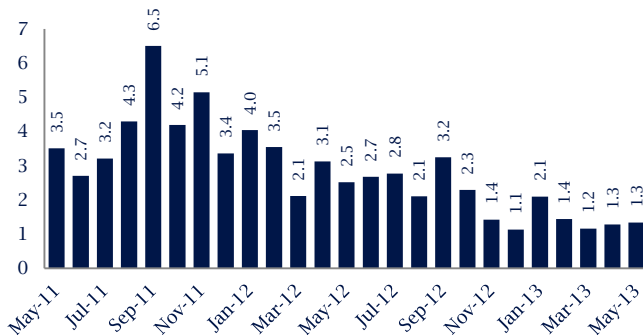
Up 69%
Vs. Year Ago

Up 46%
Vs. Year Ago

Up 1.8%
Vs. Year Ago

Down -47%
Vs. Year Ago

Months of Supply



Months of Supply

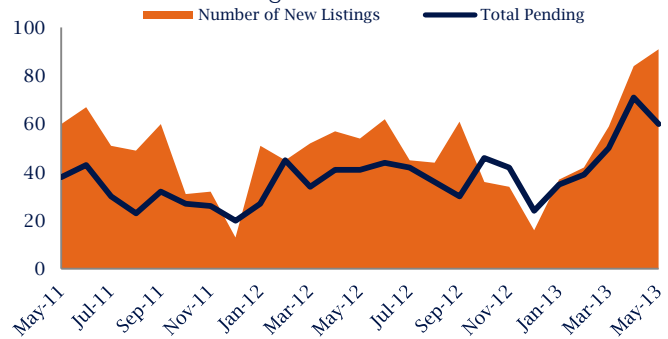
In May, there was 1.3 months of supply available in Rosehill Farms and Franconia, compared to 2.5 in May 2012. That is a decrease of 47% versus a year ago.

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 91 homes newly listed for sale in Rosehill Farms and Franconia compared to 54 in May 2012, an increase of 69%. There were 60 current contracts pending sale this May compared to 41 a year ago. The number of current contracts is 46% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Rosehill Farms and Franconia was 99.6% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 46, a decrease of 43%.

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