

VIRGINIA HOMES SALES
HOMES SOLD SECOND QUARTER 2008 (Q2 '08)

These figures refer to home sales transactions completed (closed) in the specified quarter. Average days on the market refers to the average days until a contract is written. Median and average sales prices are shown where available. Please visit www.VARealtor.com under the Research tab for more information.

| LOCAL MULTIPLS LISTING SERVICES* | Home Sales | | | Median Sales Price (\$) | | | Average Sales Price (\$) | | |
|----------------------------------|---------------|---------------|-------------|-------------------------|----------------|-----------|--------------------------|----------------|------------|
| | Q2 '08 | Q2 '07 | % chg. | Q2 '08 | Q2 '07 | % chg. | Q2 '08 | Q2 '07 | % chg. |
| BLUE RIDGE | 406 | 525 | -23% | 229,176 | 260,548 | -12% | 250,411 | 290,667 | -14% |
| CHARLOTTESVILLE AREA | ** | | | | | | | | |
| DAN RIVER REGION | 175 | 273 | -36% | 94,528 | 63,381 | 49% | 115,599 | 115,256 | 0% |
| DULLES AREA | 1,487 | 1,390 | 7% | 353,691 | 433,958 | -18% | 404,082 | 505,438 | -20% |
| EASTERN SHORE | 96 | 113 | N/A | 169,950 | 192,762 | N/A | 239,153 | 250,355 | -4% |
| FREDERICKSBURG | 976 | 1,151 | -15% | 267,827 | 313,970 | -15% | 292,377 | 341,961 | -14% |
| GREATER PIEDMONT | 434 | 430 | 1% | 254,484 | 322,314 | -21% | 330,174 | 399,108 | -17% |
| HARRISONBURG-ROCKINGHAM | 278 | 359 | -23% | 192,965 | 192,792 | 0% | 217,406 | 231,779 | -6% |
| LEXINGTON/BUENA VISTA | 59 | 77 | -23% | 192,619 | 236,235 | -18% | 209,919 | 254,198 | -17% |
| LYNCHBURG | 646 | 802 | -19% | 152,593 | 149,975 | 2% | 175,224 | 177,143 | -1% |
| MARTINSVILLE-HENRY-PATRICK | 158 | 191 | -17% | 87,700 | 88,087 | 0% | 107,667 | 118,361 | -9% |
| MASSANUTTEN | 125 | 178 | -30% | 190,477 | 222,883 | -15% | 218,096 | 253,044 | -14% |
| CHESAPEAKE BAY & RIVERS | 215 | 329 | -35% | 281,851 | 256,460 | 10% | 321,196 | 334,348 | -4% |
| NEW RIVER VALLEY | 540 | 626 | -14% | 165,727 | 169,937 | -2% | 194,002 | 199,238 | -3% |
| NORTHERN NECK | N/A | 144 | N/A | N/A | 274,729 | N/A | N/A | 368,008 | N/A |
| NORTHERN VIRGINIA | 5,079 | 5,448 | -7% | 411,550 | 477,346 | -14% | 483,643 | 551,010 | -12% |
| PRINCE WILLIAM | 2,542 | 1,477 | 72% | 242,232 | 366,845 | -34% | 275,311 | 398,775 | -31% |
| RICHMOND METRO | 2,881 | 3,738 | -23% | 238,150 | N/A | N/A | 283,546 | 288,674 | -2% |
| ROANOKE VALLEY | 1,103 | 1,411 | -22% | 172,672 | 168,994 | 2% | 215,654 | 215,565 | 0% |
| SOUTH CENTRAL | 66 | 118 | -44% | 136,576 | 151,823 | -10% | 193,146 | 175,499 | 10% |
| SOUTHWEST VIRGINIA | 302 | 309 | -2% | 126,144 | 139,592 | -10% | 145,588 | 161,458 | -10% |
| GREATER AUGUSTA | 291 | 417 | -30% | 180,000 | N/A | N/A | 199,839 | 221,967 | -10% |
| HAMPTON/ ROADS/PENINSULA | 5,282 | 6,682 | -21% | 233,824 | 241,475 | -3% | 276,044 | 283,023 | -2% |
| WILLIAMSBURG | 410 | 670 | -39% | 330,249 | 306,775 | 8% | 367,350 | 339,577 | 8% |
| TOTALS | 24,229 | 27,973 | -13% | 273,579 | 257,012 | 6% | 319,462 | 343,202 | -7% |

*Most multiple listing services cover several jurisdictions. See www.VARealtor.com for details.

**See www.caar.com for Charlottesville area market statistics.

N/A Information not available.

All information is deemed reliable, but is not guaranteed.

VIRGINIA HOMES SALES
PENDING SALES SECOND QUARTER 2008 (Q2 '08)

These number of pending sales denotes sale contracts signed during the specified quarter. These figures may not denote every transaction that has taken place. These contracts become "sold" at a later date, but not all pending contracts end up as "sold."

| LOCAL MULTIPLS LISTING SERVICES* | Pending Sales | | % chg. |
|----------------------------------|---------------|---------------|----------------|
| | Q2 '08 | Q2 '07 | |
| BLUE RIDGE | 513 | 589 | -13% |
| CHARLOTTESVILLE AREA | ** | | |
| DAN RIVER REGION | 92 | N/A | N/A |
| DULLES AREA | 1,947 | 1,418 | 37% |
| EASTERN SHORE | 111 | 112 | -1% |
| FREDERICKSBURG | 1,211 | 1,236 | -2% |
| GREATER PIEDMONT | 541 | 475 | 14% |
| HARRISONBURG-ROCKINGHAM | 268 | 367 | -27% |
| LEXINGTON/BUENA VISTA | 19 | 71 | -73% |
| LYNCHBURG | 817 | 1,140 | -28% |
| MARTINSVILLE-HENRY-PATRICK | 41 | 111 | -63% |
| MASSANUTTEN | 148 | 56 | 164% |
| CHESAPEAKE BAY & RIVERS | 194 | 276 | -30% |
| NEW RIVER VALLEY | 510 | 572 | -11% |
| NORTHERN NECK | N/A | N/A | N/A |
| NORTHERN VIRGINIA | 6,426 | 5,845 | 10% |
| PRINCE WILLIAM | 3,677 | 1,609 | 129% |
| RICHMOND METRO | 3,332 | 4,515 | -26% |
| ROANOKE VALLEY | N/A | 1,559 | N/A |
| SOUTH CENTRAL | 198 | 337 | -41% |
| SOUTHWEST VIRGINIA | 252 | 279 | -10% |
| GREATER AUGUSTA | 161 | 194 | -17% |
| HAMPTON/ ROADS/PENINSULA | 5,435 | 6,383 | -15% |
| WILLIAMSBURG | 355 | 673 | -47% |
| TOTALS | 21,541 | 28,631 | -20%*** |

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***Calculated only for MLSs with pending data.

N/A Information not available.

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