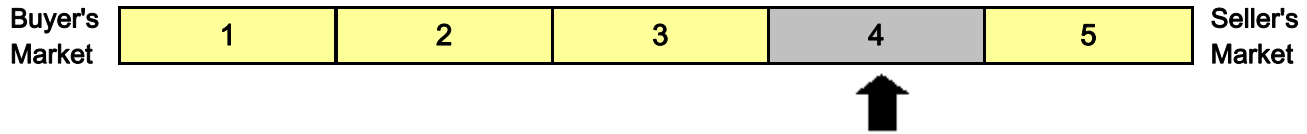


## Arlington County, VA



### Labor Market :

A decline in employment of 1,052 jobs was offset by a decrease in the number of persons looking for work during the first two months of the fourth quarter. The net effect was no change in the 2.8% average monthly unemployment rate from the third quarter. Job losses are cutting into confidence and demand, but historically low mortgage rates are creating a great buying opportunity for those with a job and good credit.

### Housing Market :

|                         | Q3' 08    | Q4' 08    | Q1' 09<br>(Forecast) |
|-------------------------|-----------|-----------|----------------------|
| Average Price           | \$547,000 | \$529,200 | ↑                    |
| # Homes on the Market * | 643       | 646       | ↔                    |
| # Homes Sold **         | 726       | 497       | ↓                    |
| # New Homes Built ***   | 15        | 15        | ↓                    |
| Avg # of Days on Market | 54        | 53        | ↑                    |

\* Available as of Dec. 31, 2008.

\*\* May not add to total of zip codes.

\*\*\* During the first two months of 4th quarter.

### Data by Zip Codes for Q4 2008

| Zip Code | Average Price | Price Change<br>**** | Total #<br>Homes Sold<br>(Quarter) | % Change in #<br>Homes Sold<br>**** | Average Days<br>on Market | % of Asking Price<br>(Sold/Original<br>List Price) |
|----------|---------------|----------------------|------------------------------------|-------------------------------------|---------------------------|--|
| 22201    | \$559,800     | -6.04%               | 84                                 | -39.57%                             | 44                        | 96.6%  |
| 22202    | \$522,600     | -3.69%               | 28                                 | -37.78%                             | 54                        | 93.6%  |
| 22203    | \$451,600     | -8.25%               | 41                                 | -16.33%                             | 62                        | 95.0%  |
| 22204    | \$330,000     | -17.48%              | 110                                | 1.85%                               | 78                        | 93.8%  |
| 22205    | \$689,000     | -10.17%              | 45                                 | 28.57%                              | 36                        | 95.3%  |
| 22206    | \$399,800     | 3.07%                | 70                                 | 16.67%                              | 38                        | 97.9%  |
| 22207    | \$772,400     | -16.81%              | 79                                 | 19.70%                              | 54                        | 94.6%  |
| 22209    | \$668,000     | 8.16%                | 32                                 | -42.86%                             | 44                        | 95.1%  |

\*\*\*\* % Change of current quarter compared to the same quarter to year ago.



## Arlington County, VA

### Data by Zip Codes for Q4 2008

| Zip Code | Average Price | Price Change<br>**** | Total #<br>Homes Sold<br>(Quarter) | % Change in #<br>Homes Sold<br>**** | Average Days<br>on Market | % of Asking Price<br>(Sold/Original<br>List Price) |
|----------|---------------|----------------------|------------------------------------|-------------------------------------|---------------------------|--|
| 22213    | \$644,600     | 7.96%                | 8                                  | -42.86%                             | 40                        | 99.2%  |

\*\*\*\* % Change of current quarter compared to the same quarter to year ago.