

National Real Estate market update with McLean synopsis

Courtesy of Miguel Avila, Realtor[®], Long & Foster



McLean Synopsis (August 2012)

Active Inventory down 12% (263)

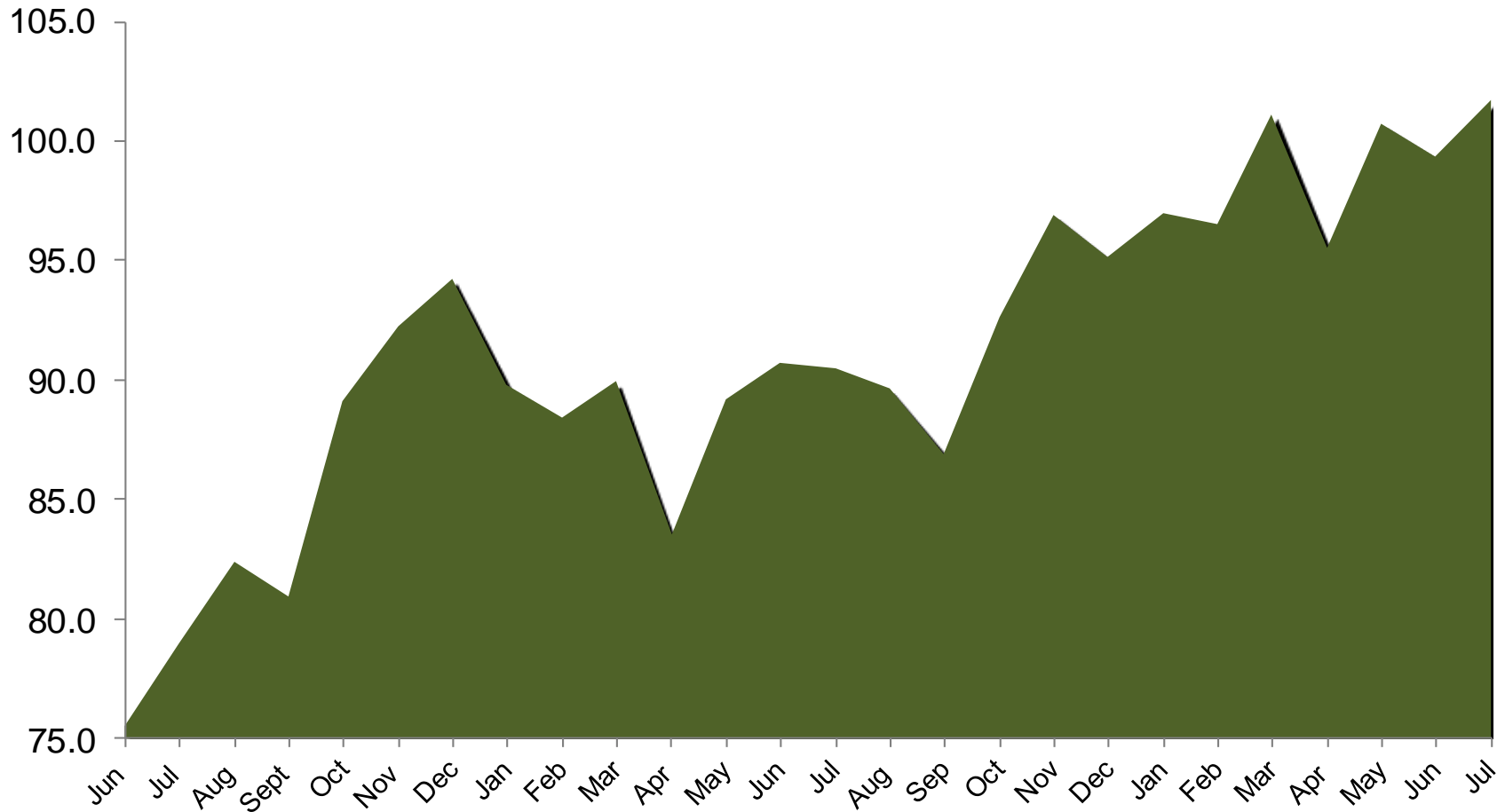
Median Sales Price down 4% (\$855,250)

Days on Market down 25% (43)

New Listings down 9% (92)

Months of Supply down 12% (3.6 Months)

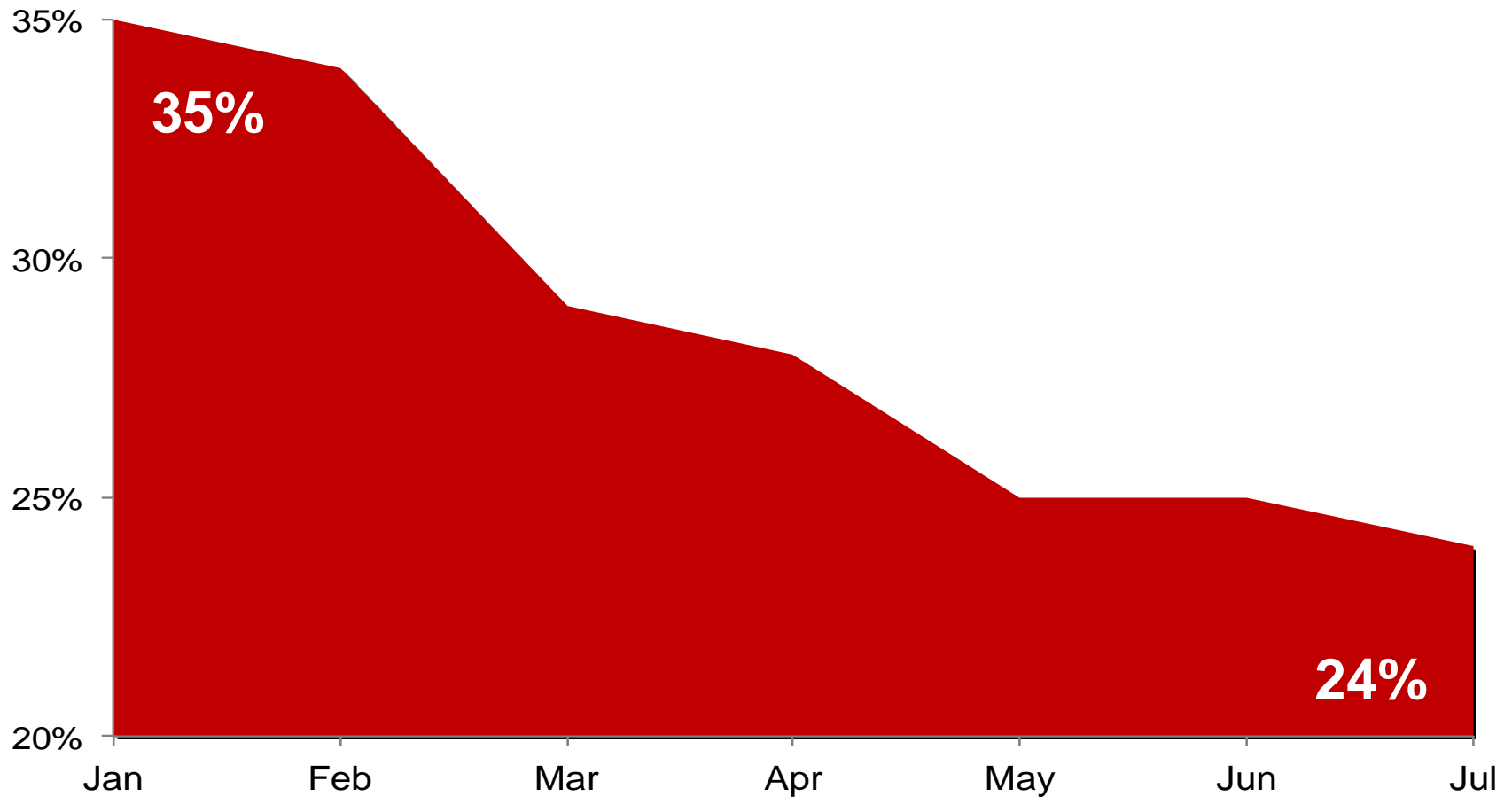
National pending home sales



NAR 7/2012



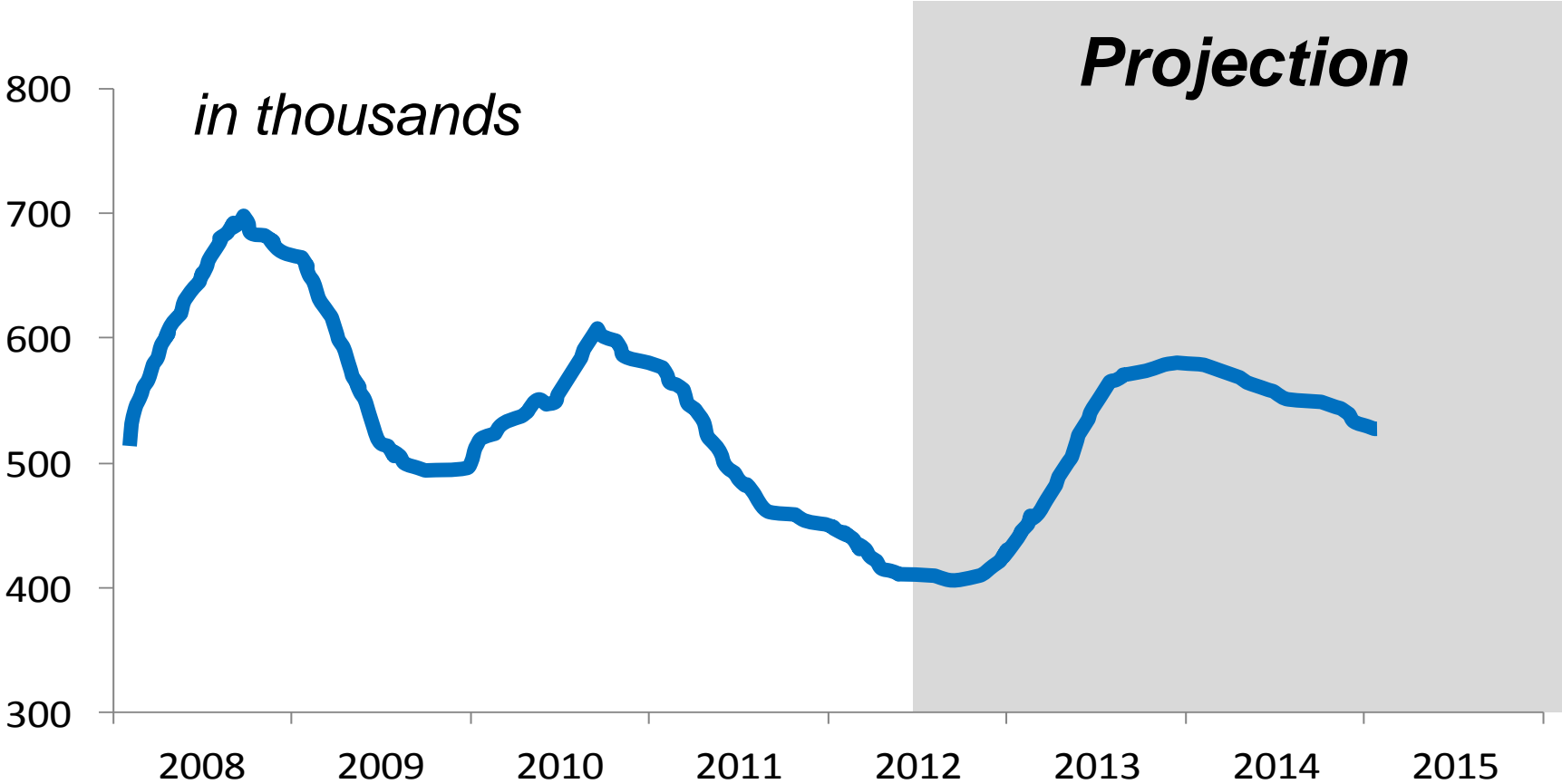
National percentage of distressed property sales



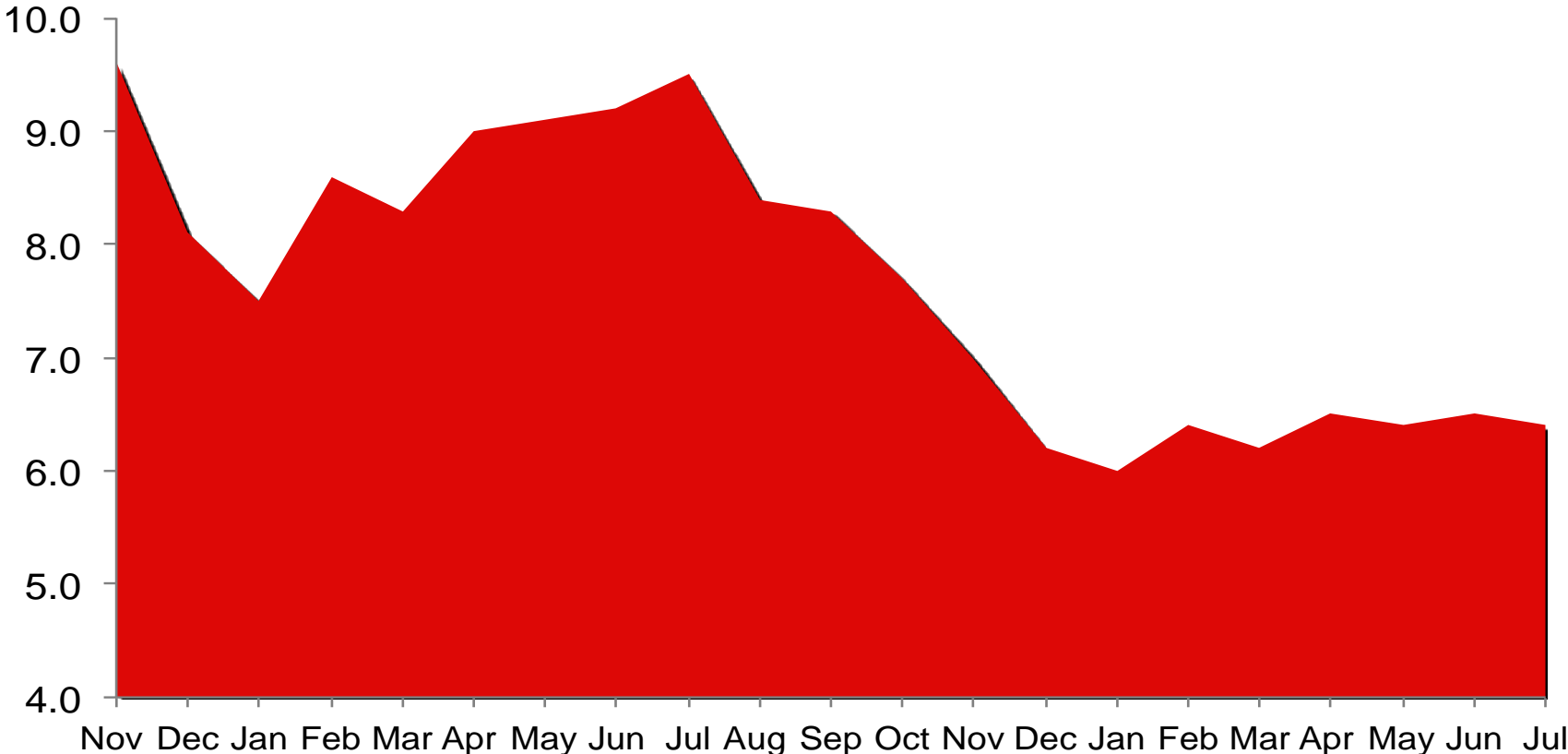
NAR 8/2012



Nationally bank owned homes



National Month's Inventory of Homes for Sale

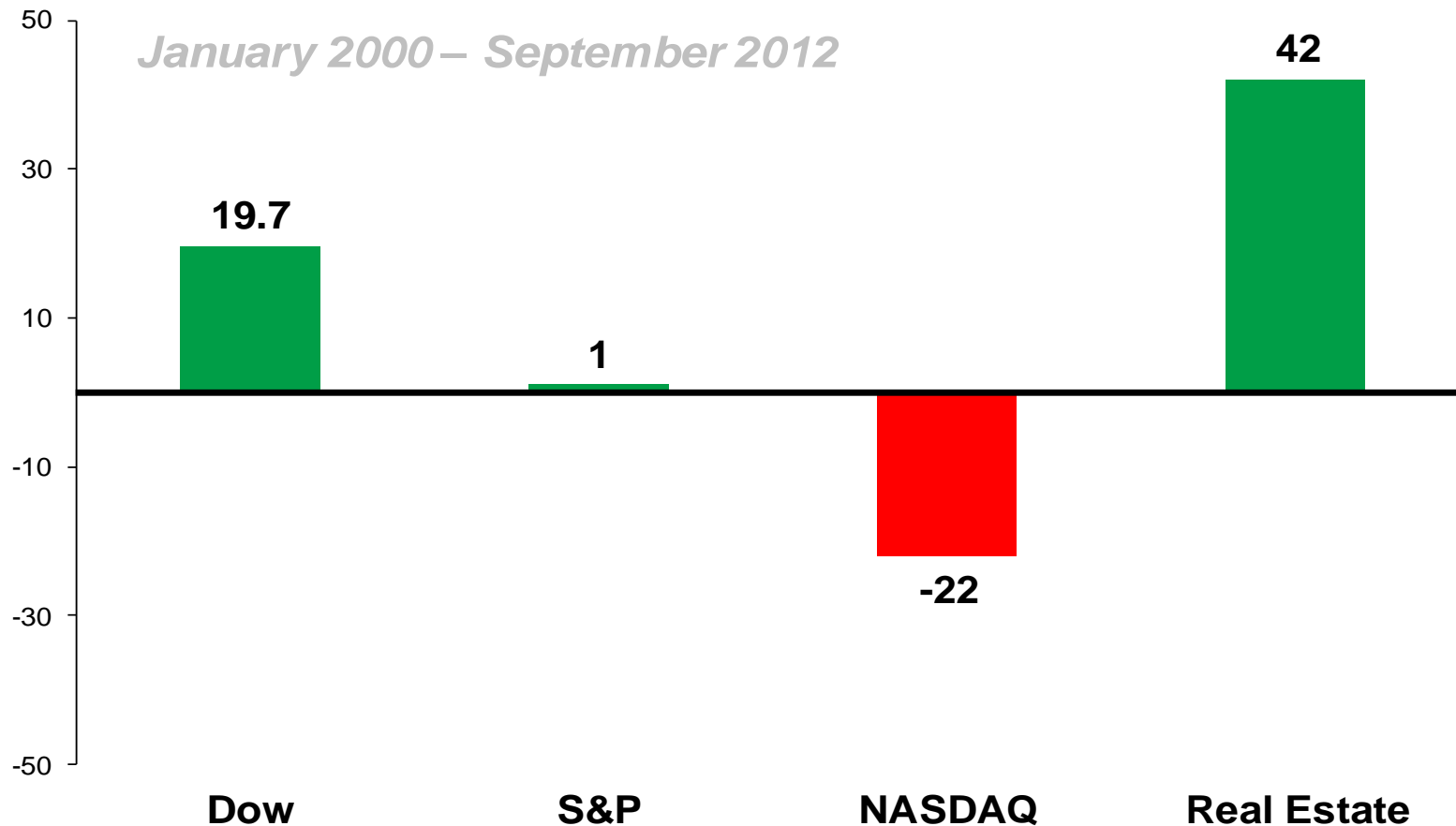


National housing recovery strengthening

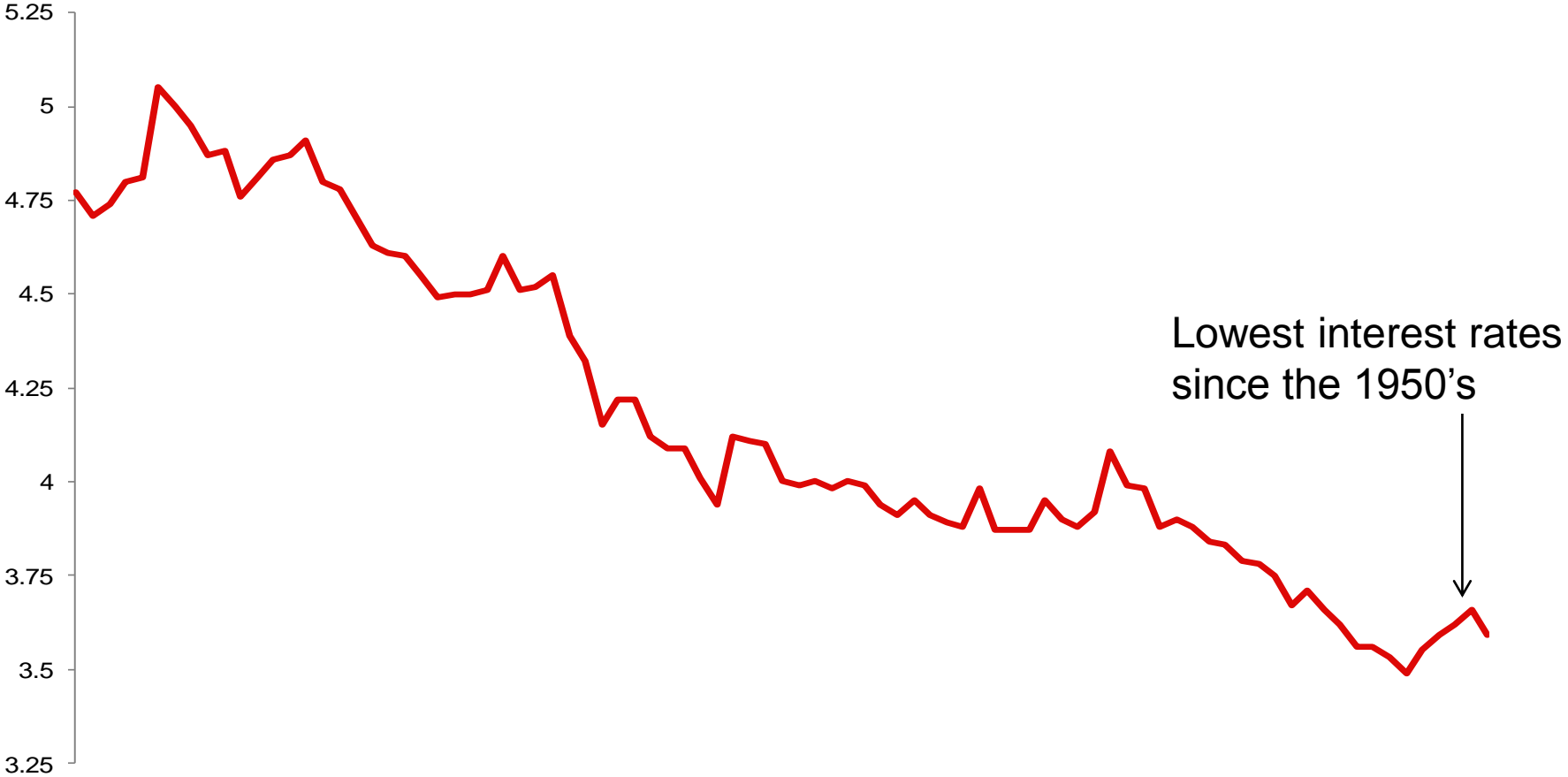
Category	Sales	Prices
Existing Home Sales	+ 10.4%	+ 9.4%
Pending Sales	+ 12.4%	N/A
New Construction	+ 25%	-2.5%

Year-Over-Year Changes

Return on Investment



Mortgage Rates - 30 Year Fixed



Real Estate Recovery

“After saying earlier in the year that national home prices in 2012 will rise just 0.5%, analysts at Bank of America now feel they will go as high as 2% this year. They also beefed up their 2013 forecast from .3% to 2%.”

Housing Wire 8/15/12

"The American Dream of homeownership may be comatose, but it is not dead, and the wake-up call will come in the form of higher rents."

David Shulman - Senior Economist, UCLA Ziman Center for Real Estate

Sellers Survey

72%

believe that they will get a higher price for their home next year.

