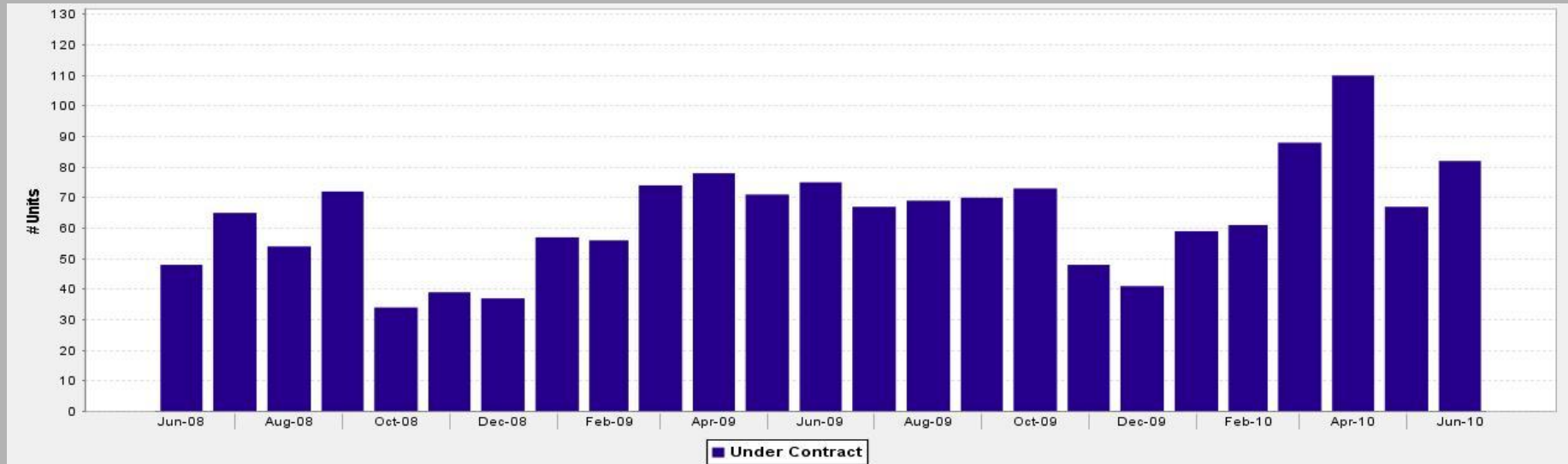


## Market Dynamics

### Supply & Demand - # Units (UC)

#### 2 Years (Monthly) 06/01/08 - 06/30/10



#### KEY INFORMATION

|                | Monthly # | Monthly % | Total # | Total % |
|----------------|-----------|-----------|---------|---------|
| Under Contract | 1         | 2.2       | 28      | 55.4    |



|                                |   |            |                        |               |                |               |
|--------------------------------|---|------------|------------------------|---------------|----------------|---------------|
| MLS: MRIS                      | Period: 2 Years (Monthly)   | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: Res - Fauquier | Residential: (Res Attach/Row Hse , Res Detached, Res Duplex, Res Dwelling w/Rental, Res Garden 1-4 Floors, Res Hi-Rise 9+ Floors, Res Mid-Rise 5-8 Floors,... |            |                        |               | Sq Ft: All     |               |
|                                | Fauquier - VA   |            |                        |               |                |               |

**Market Dynamics**  
**Supply & Demand - # Units (UC)**  
**2 Years (Monthly) 06/01/08 - 06/30/10**

**RE/MAX Regency**

| Time Period | FOR SALE     |             | UNDER CONTRACT |             | SOLD         |             | EXPIRED      |             | NEW LISTINGS |
|-------------|--------------|-------------|----------------|-------------|--------------|-------------|--------------|-------------|--------------|
|             | # Properties | Average DOM | # Properties   | Average DOM | # Properties | Average DOM | # Properties | Average DOM | # Properties |
| Jun-10      | 656          | 159         | 82             | 64          | 67           | 46          | 69           | 221         | 151          |
| May-10      | 608          | 179         | 67             | 44          | 76           | 55          | 36           | 116         | 134          |
| Apr-10      | 621          | 189         | 110            | 72          | 72           | 82          | 37           | 161         | 166          |
| Mar-10      | 586          | 206         | 88             | 68          | 75           | 74          | 43           | 118         | 143          |
| Feb-10      | 541          | 224         | 61             | 63          | 33           | 75          | 37           | 130         | 76           |
| Jan-10      | 571          | 228         | 59             | 66          | 52           | 61          | 47           | 191         | 130          |
| Dec-09      | 538          | 247         | 41             | 59          | 56           | 72          | 56           | 192         | 74           |
| Nov-09      | 569          | 244         | 48             | 79          | 67           | 78          | 57           | 136         | 71           |
| Oct-09      | 647          | 232         | 73             | 75          | 73           | 56          | 76           | 158         | 109          |
| Sep-09      | 665          | 231         | 70             | 69          | 68           | 77          | 57           | 174         | 124          |
| Aug-09      | 675          | 235         | 69             | 56          | 69           | 58          | 65           | 194         | 122          |
| Jul-09      | 680          | 240         | 67             | 70          | 71           | 89          | 60           | 190         | 144          |
| Jun-09      | 665          | 246         | 75             | 82          | 70           | 104         | 54           | 151         | 122          |
| May-09      | 662          | 253         | 71             | 80          | 76           | 95          | 48           | 203         | 137          |
| Apr-09      | 645          | 263         | 78             | 91          | 61           | 106         | 42           | 217         | 134          |
| Mar-09      | 650          | 265         | 74             | 121         | 46           | 86          | 65           | 160         | 136          |
| Feb-09      | 643          | 279         | 56             | 98          | 43           | 98          | 73           | 238         | 111          |
| Jan-09      | 678          | 282         | 57             | 86          | 37           | 98          | 89           | 202         | 98           |
| Dec-08      | 695          | 284         | 37             | 69          | 49           | 100         | 78           | 191         | 79           |
| Nov-08      | 756          | 289         | 39             | 115         | 37           | 69          | 101          | 248         | 69           |
| Oct-08      | 798          | 285         | 34             | 71          | 54           | 77          | 77           | 199         | 111          |
| Sep-08      | 860          | 275         | 72             | 77          | 59           | 80          | 101          | 184         | 130          |
| Aug-08      | 858          | 273         | 54             | 75          | 61           | 84          | 74           | 151         | 128          |
| Jul-08      | 902          | 268         | 65             | 86          | 61           | 83          | 107          | 163         | 147          |
| Jun-08      | 882          | 273         | 48             | 84          | 75           | 93          | 79           | 177         | 130          |