

# VIRGINIA HOMES SALES SURVEY - PENDING

For the month of July 2007

Figures provided by the Virginia Association of REALTORS®

*(Most services serve several jurisdictions.) The number of pending sales denotes sale contracts signed during the specified month, according to information supplied by the area Multiple Listing Services, and may not denote each any every transaction that takes place. These contracts become "sold" at a later date, and not all pending contracts end up as "sold."*

LOCAL MULTIPLE LISTING SERVICES	Single Family Dwelling Units Under Contract PENDING SALES					
	Jul-06	YTD-06	Jul-07	YTD-07	%chg mo	% chg yr
BLUE RIDGE (Winchester/Front Royal area)	329	2,351	174	1,601	-47.11%	-31.90%
CHARLOTTESVILLE AREA	348	2,449	258	2,042	-25.86%	-16.62%
DAN RIVER REGION	34	228	55	185	61.76%	-18.86%
DULLES AREA	736	5,421	433	3,428	-41.17%	-36.76%
EASTERN SHORE	73	415	N/A	439	N/A	5.78%
FREDERICKSBURG	692	5,006	383	3,618	-44.65%	-27.73%
GREATER PIEDMONT	308	2,183	160	1,475	-48.05%	-32.43%
HARRISONBURG-ROCKINGHAM	193	956	136	803	-29.53%	-16.00%
LEXINGTON/BUENA VISTA	20	121	4	185	-80.00%	52.89%
LYNCHBURG	401	2,508	350	2,581	-12.72%	2.91%
MARTINSVILLE-HENRY	36	275	38	299	5.56%	8.73%
MASSANUTTEN	24	186	28	145	16.67%	-22.04%
CHESAPEAKE BAY & RIVERS	N/A	N/A	111	767	N/A	N/A
NEW RIVER VALLEY	247	1,388	170	1,400	-31.17%	0.86%
NORTHERN NECK	100	515	N/A	298	N/A	-42.14%
NORTHERN VIRGINIA (Fairfax County, City of Fairfax, Town of Falls Church, Arlington, & Alexandria)	2,822	19,593	1,680	13,910	-40.47%	-29.01%
PRINCE WILLIAM	1,223	8,704	521	5,295	-57.40%	-39.17%
RICHMOND METRO (includes Tri-Cities area)	1,652	11,945	1,440	12,756	-12.83%	6.79%
ROANOKE VALLEY	655	4,302	526	3,499	-19.69%	-18.67%
SOUTH CENTRAL	N/A	N/A	109	1,013	N/A	N/A
SOUTHWEST VIRGINIA	75	381	95	559	26.67%	46.72%
GREATER AUGUSTA	79	510	58	336	-26.58%	-34.12%
HAMPTON/ ROADS/PENINSULA (Norfolk, Virginia Beach, Newport News, Hampton, Portsmouth, Chesapeake, Suffolk, Franklin)	2,730	18,796	2,080	16,638	-23.81%	-11.48%
WILLIAMSBURG	192	1,469	179	1,471	-6.77%	0.14%
<b>TOTALS</b>	<b>12,969</b>	<b>89,702</b>	<b>8,988</b>	<b>74,743</b>	<b>-30.70%</b>	<b>-16.68%</b>

All information is deemed reliable, but is not guaranteed.

# VIRGINIA HOMES SALES SURVEY - SOLD

For the month of July 2007

Figures provided by the Virginia Association of REALTORS®

These figures denote the number of single-family home sales transactions completed (closed) in the month, and the average sales price. Average days on market refers to average number of days until a contract is written. Median and average sale price shown where available. Please visit [www.VARealtor.com](http://www.VARealtor.com) under the Research tab for more information.

	Jul-06	YTD-06	Jul-07	YTD-07	% chg mo	%chg yr	Avg. days on mkt.	Med Sales Price ('07)	Med Sales Price ('06)	Avg Sa;es Price ('07)	Avg Sales Price ('06)
<b>LOCAL MULTIPLE LISTING SERVICES</b>											
BLUE RIDGE (Winchester/Front Royal area)	178	1,396	149	1,075	-16.29%	-22.99%	148	\$287,000	\$299,450	\$308,492	\$328,793
CHARLOTTESVILLE AREA	486	2,665	339	2,304	-30.25%	-13.55%	86	\$280,144	\$276,000	N/A	N/A
DAN RIVER REGION	90	600	109	618	21.11%	3.00%	155	\$115,000	\$94,000	\$147,117	\$106,528
DULLES AREA	425	3,207	478	3,036	12.47%	-5.33%	94	\$440,000	\$470,000	\$509,846	\$533,825
EASTERN SHORE	96	443	34	214	-64.58%	-51.69%	205	\$195,000	\$149,900	\$205,000	\$235,670
FREDERICKSBURG	446	3,063	356	2,417	-20.18%	-21.09%	106	\$316,000	\$339,950	\$343,724	\$363,640
GREATER PIEDMONT	141	1,226	144	955	2.13%	-22.10%	140	\$319,950	\$355,000	\$371,245	\$443,178
HARRISONBURG-ROCKINGHAM	160	859	142	744	-11.25%	-13.39%	147	\$187,863	\$185,475	\$212,260	\$220,456
LEXINGTON/BUENA VISTA	40	179	9	126	-77.50%	-29.61%	101	\$188,462	\$200,000	\$350,000	\$234,985
LYNCHBURG	295	1,781	252	1,667	-14.58%	-6.40%	124	\$150,000	\$149,000	\$191,916	\$181,752
MARTINSVILLE-HENRY	59	398	52	370	-11.86%	-7.04%	146	\$77,115	\$105,000	\$102,770	\$130,058
MASSANUTTEN (Shenandoah, Page Counties)	79	396	60	312	-24.05%	-21.21%	161	\$219,900	\$210,100	\$247,038	\$256,163
CHESAPEAKE BAY & RIVERS	129	822	119	711	-7.75%	-13.50%	150	\$270,000	\$250,000	\$407,195	\$353,587
NEW RIVER VALLEY	242	1,325	211	1,192	-12.81%	-10.04%	67	\$175,500	\$168,000	\$208,361	\$195,603
NORTHERN NECK	113	521	44	292	-61.06%	-43.95%	N/A				\$305,503
NORTHERN VIRGINIA (see below)	1,856	12,494	1,859	11,870	0.16%	-4.99%	66	\$480,000	\$476,450	\$554,274	\$537,731
PRINCE WILLIAM	632	4,882	470	3,249	-25.63%	-33.45%	109	\$354,450	\$389,200	\$396,045	\$419,704
RICHMOND METRO	1,598	9,437	1,436	8,971	-10.14%	-4.94%	N/A			\$292,755	\$276,970
ROANOKE VALLEY (*Median Price)	505	3,296	497	3,041	-1.58%	-7.74%	62	\$169,500	\$164,000	\$208,083	\$211,004
SOUTH CENTRAL	45	223	38	230	-15.56%	3.14%	118	\$159,998	\$175,000	\$161,150	\$196,898
SOUTHWEST VIRGINIA	111	626	106	626	-4.50%	0.00%	149	\$118,250	\$124,000	\$145,957	\$144,184
GREATER AUGUSTA	141	927	136	814	-3.55%	-12.19%	122			\$209,773	\$224,573
HAMPTON/ ROADS/PENINSULA (Norfolk, Virginia Newport News, Hampton, Portsmouth, Chesapeake, Suffolk, Franklin)	2,511	15,990	2,374	14,401	-5.46%	-9.94%	65	\$250,000	\$242,900	\$290,405	\$284,106
WILLIAMSBURG	212	1,365	222	1,348	4.72%	-1.25%	95	\$292,000	\$311,450	\$351,415	\$354,499
<b>TOTALS</b>	<b>10,590</b>	<b>68,121</b>	<b>9,636</b>	<b>60,583</b>	<b>-9.01%</b>	<b>-11.07%</b>	<b>119</b>	<b>\$219,900</b>	<b>\$210,100</b>	<b>\$282,492</b>	<b>\$284,322</b>

Northern Virginia includes the areas of Fairfax County, City of Fairfax, Town of Falls Church, Arlington, & Alexandria.

Tidewater/Peninsula includes the areas of Norfolk, Virginia Beach, Newport News, Hampton, Portsmouth, Chesapeake, Suffolk, & Franklin.

Average Sale Price and Days on Market is for the current month. All information is deemed reliable, but is not guaranteed.

Richmond Metro includes the Southside (Tri-Cities) area. Bristol, VA figures are not available at this time.