

RESULTS MATTER

Northern Virginia Resale Homes First Half of 2007

McEneaney Associates had the highest average sales price among the thirteen largest real estate companies in Northern Virginia in the first half of 2007. By far.

Generally speaking, more expensive properties take longer to sell and typically sell at a deeper discount to the original list price. That makes it even more remarkable that our listings sold, on average, more rapidly and closer to the original list price than the listings of these other fine real estate companies.

Our carefully assembled team of the most productive Sales Associates in Northern Virginia makes all the difference for you.

Average Sales Price	
McEneaney Associates	\$624,593
Weichert	\$554,551
Long & Foster	\$528,371
Coldwell Banker	\$521,007
Prudential	\$484,920
Re/Max	\$482,586
Samson	\$472,918
ERA	\$466,962
Century 21	\$463,432
Keller Williams	\$455,731
Fairfax Realty	\$454,792
Avery Hess	\$437,058
Jobin	\$430,739

This information is based on all home listings that went to settlement between January 1 and June 30, 2007 in Arlington, Fairfax, Loudoun, and Prince William Counties and the Cities of Alexandria, Falls Church, Fairfax, Manassas and Manassas Park. The thirteen largest companies as measured by the number of listings settled are included. Data derived from the MRIS Multiple Listing System, and are believed reliable but not guaranteed. Some Re/Max, ERA, Keller Williams, Century 21 and Coldwell Banker offices are independently owned and operated.

RESULTS MATTER

Northern Virginia Resale Homes First Half of 2007

In the first half of 2007, McEneaney Associates sold the properties we marketed in less time and for a higher percentage of the original listed price. (By the way, we started tracking this performance in 1999, and we have sold our listings in less time and closer to list price in sixteen of the last seventeen semi-annual periods.)

We looked at the results of the thirteen largest real estate companies in the Greater Northern Virginia area. These fine companies encompass a wide variety of business models and an equally wide variety of company size. This includes the two largest independent real estate companies in the United States and the local arm of the largest real estate company in the world. And we found what we have always known: size doesn't matter in obtaining the best price in the shortest time.

Our carefully assembled team of the most productive Sales Associates in Northern Virginia makes all the difference for you.

Percentage of Sales Price to Original List Price	
McEneaney Associates	96.2%
Re/Max	95.2%
ERA	94.9%
Keller Williams	94.8%
Long & Foster	94.7%
Century 21	94.3%
Weichert	94.3%
Jobin	94.2%
Samson	94.1%
Fairfax Realty	93.9%
Coldwell Banker	93.6%
Avery Hess	92.5%
Prudential	92.3%

Average Days on the Market	
McEneaney Associates	74.7
Fairfax Realty	85.2
Long & Foster	96.2
Coldwell Banker	97.7
Re/Max	98.4
ERA	99.4
Jobin	101.5
Weichert	102.7
Keller Williams	103.8
Century 21	105.5
Samson	116.2
Prudential	132.8
Avery Hess	148.3

This information is based on all home listings that went to settlement between January 1 and June 30, 2007 in Arlington, Fairfax, Loudoun, and Prince William Counties and the Cities of Alexandria, Falls Church, Fairfax, Manassas and Manassas Park. The thirteen largest companies as measured by the number of listings settled are included. Data derived from the MRIS Multiple Listing System, and are believed reliable but not guaranteed. Some Re/Max, ERA, Keller Williams, Century 21 and Coldwell Banker offices are independently owned and operated.

RESULTS MATTER

Northern Virginia Resale Homes Sales \$1,000,000 and Higher First Half of 2007

66% of all the homes sold for \$1,000,000 or more in the first half of 2007 in Northern Virginia were listed by just five companies.

The resale homes over \$1,000,000 listed by **McEneaney Associates** sold for a higher percentage of their original list price and sold in less time, on average, than those homes listed and sold by the other four companies.

In addition, we sell more homes in excess of \$1,000,000 as a percentage of all of our sales than do the other four companies – by far.

Our carefully assembled team of the most productive Sales Associates in Northern Virginia makes all the difference for you.

Percentage of Sales Price to Original List Price

McEneaney Associates	94.9%
Re/Max	92.5%
Long & Foster	91.1%
Weichert	91.0%
Coldwell Banker	88.9%

Average Days on the Market

McEneaney Associates	101.6
Long & Foster	118.8
Weichert	119.7
Coldwell Banker	119.9
Re/Max	125.5

Million Dollar Sales as a Percent of Total Sales

McEneaney Associates	9.1%
Weichert	6.4%
Long & Foster	5.7%
Coldwell Banker	5.5%
Re/Max	2.9%

This information is based on all resale home listings that went to settlement for \$1,000,000 or higher between January 1 and June 30, 2007 in Arlington, Fairfax, Loudoun, and Prince William Counties and the Cities of Alexandria, Falls Church, Fairfax, Manassas and Manassas Park. Data derived from the MRIS Multiple Listing System, and are believed reliable but not guaranteed. Some Re/Max and Coldwell Banker offices are independently owned and operated.