

RESULTS MATTER

Metropolitan Washington Area First Half of 2008

McEneaney Associates' listings had the highest average sales price in the first half of 2008 among all real estate companies with at least 200 settled listings in the Metro DC Area* — 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 the Washington metropolitan area makes all the difference for you.

Average Sales Price	
McEneaney Associates	\$628,288
Long & Foster/Miller	\$494,504
Weichert	\$485,617
Coldwell Banker	\$469,856
Prudential	\$428,391
Re/Max	\$392,107
Century 21	\$372,554
Keller Williams	\$345,780
Fairfax Realty	\$342,754
Jobin	\$318,780
Avery Hess	\$307,604

* This information is based on all home listings that went to settlement between January 1 and June 30, 2008 in Washington, DC, Montgomery County, Maryland, and in Virginia - Arlington, Fairfax, Loudoun, and Prince William Counties and the Cities of Alexandria, Falls Church, Fairfax, Manassas and Manassas Park. Only those companies with at least 200 settled listings were included. Data derived from the MRIS Multiple Listing System, and are believed reliable but not guaranteed. Some Re/Max, Keller Williams, Jobin, Fairfax Realty, Century 21 and Coldwell Banker offices are independently owned and operated.

RESULTS MATTER

Metropolitan Washington Area First Half of 2008

In the first half of 2008, McEneaney Associates sold the properties we marketed in less time and for a higher percentage of the original listed price than other area companies. (By the way, we started tracking this performance in Northern Virginia in 1999, and we have sold our listings in less time and closer to list price in eighteen of the last nineteen semi-annual periods. Since we opened our first office in Washington in 2007, we have added DC and Montgomery County to our evaluation.)

We looked at the results of the eleven largest real estate companies in the Metropolitan Washington area* as measured by the number of listings settled. 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.

Market conditions have varied widely in the ten years we have been tracking these numbers, from balanced markets, to sellers' markets to the current buyers' market. And we have adapted to these changing conditions, outperforming the market regardless of what the market conditions are. Our carefully assembled team of the most productive Sales Associates in the Washington metropolitan area makes all the difference for you.

Percentage of Sales Price to Original List Price	
McEneaney Associates	93.2%
Long & Foster/Miller	92.6%
Coldwell Banker	92.5%
Re/Max	92.1%
Weichert	92.1%
Prudential	91.2%
Keller Williams	91.2%
Century 21	90.2%
Fairfax Realty	89.4%
Jobin	89.4%
Avery Hess	89.2%

Average Days on the Market	
McEneaney Associates	74.6
Coldwell Banker	96.0
Long & Foster/Miller	98.5
Re/Max	106.1
Weichert	106.1
Jobin	110.3
Keller Williams	110.8
Fairfax Realty	113.4
Century 21	122.5
Avery Hess	124.3
Prudential	130.1

* This information is based on all resale home listings that went to settlement between January 1 and June 30, 2008 in Washington, DC, Montgomery County, Maryland, and in Virginia - Arlington, Fairfax, Loudoun, and Prince William Counties and the Cities of Alexandria, Falls Church, Fairfax, Manassas and Manassas Park. Only those companies with at least 200 settled listings were included. Data derived from the MRIS Multiple Listing System, and are believed reliable but not guaranteed. Some Re/Max, Jobin, Fairfax Realty, Keller Williams, Century 21 and Coldwell Banker offices are independently owned and operated.