

RESULTS MATTER

Metropolitan Washington Area Second Half of 2008

McEneaney Associates' listings had the highest average net sales price in the second half of 2008 among all real estate companies with at least 250 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 area makes all the difference for you.

Average Sales Price	
McEneaney Associates	\$608,866
Weichert	\$483,641
Long & Foster/Miller	\$453,569
Prudential	\$391,360
Coldwell Banker	\$390,676
Re/Max	\$338,384
Fairfax Realty	\$309,589
Century 21	\$299,446
Keller Williams	\$286,411
Jobin	\$279,561
Avery Hess	\$260,076
ERA	\$251,584

* This information is based on all resale home listings that went to settlement between July 1 and December 31, 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 250 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, ERA and Coldwell Banker offices are independently owned and operated. Net sales prices is the sales price less any seller paid subsidy.

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Metropolitan Washington Area Second Half of 2008

In the second half of 2008, 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 Northern Virginia in 1999, and we have sold our listings in less time and closer to list price in nineteen of the last twenty 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 twelve 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 area makes all the difference for you.

Percentage of Sales Price to Original List Price	
McEneaney Associates	92.7%
Prudential	92.6%
ERA	92.2%
Long & Foster/Miller	91.3%
Avery Hess	91.1%
Re/Max	91.0%
Keller Williams	90.6%
Century 21	90.6%
Jobin	90.3%
Coldwell Banker	89.9%
Weichert	89.5%
Fairfax Realty	85.5%

Average Days on the Market	
McEneaney Associates	66.2
Jobin	86.5
ERA	88.7
Long & Foster/Miller	90.5
Avery Hess	94.5
Prudential	95.3
Re/Max	96.1
Coldwell Banker	97.5
Keller Williams	99.5
Weichert	102.0
Century 21	107.1
Fairfax Realty	116.8

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