



RESULTS MATTER

Metropolitan Washington Area Second Half of 2009

McEneaney Associates' listings had the highest average net sales price in the second half of 2009 among all real estate companies with at least 350 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 Net Sales Price	
McEneaney Associates	\$565,207
Long & Foster/Miller	\$447,690
Coldwell Banker	\$428,220
Weichert	\$410,427
Prudential Carruthers	\$392,101
Century 21	\$333,565
Re/Max	\$330,201
Keller Williams	\$314,148
Jobin	\$298,838
Fairfax Realty	\$253,483

* This information is based on all resale home listings that went to settlement between July 1 and December 31, 2009 in Washington, DC; Montgomery and Prince Georges Counties in 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 350 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 price is the sales price less any seller-paid subsidy.





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Metropolitan Washington Area Second Half of 2009

In the second half of 2009, 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 twenty-one of the last twenty-two semi-annual periods. Since we opened our first office in Washington in 2007, we have added DC, Montgomery and Prince Georges Counties to our evaluation.)

We looked at the results of the ten 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 eleven 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 Net Sales Price to Original List Price	
McEneaney Associates	94.7%
Keller Williams	94.4%
Jobin	93.9%
Re/Max	93.7%
Coldwell Banker	93.5%
Prudential Carruthers	93.5%
Long & Foster/Miller	92.9%
Weichert	92.7%
Century 21	92.7%
Fairfax Realty	89.6%

Average Number of Days on the Market	
McEneaney Associates	55.6
Jobin	58.0
Keller Williams	61.9
Long & Foster/Miller	69.9
Coldwell Banker	69.9
Re/Max	70.2
Century 21	70.7
Prudential Carruthers	75.0
Weichert	76.7
Fairfax Realty	90.0

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