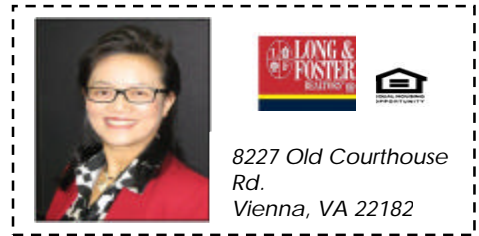


# All Real Estate is LOCAL----- Pleasantly Surprising Findings

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Dear Friends,

Contrary to much of the negative talk you may have read in the media recently, our local real estate sector has been showing a lot of positives.

As your trustworthy, knowledgeable Realtor, I would love to share with you what my research and analysis reveals in your marketplace. Feel free to ask me for the rest of the City of Alexandria, Arlington County and Fairfax County, arranged by zip code as shown below.

## My Local Market Report

Year 2007	Great Falls 22066	Mclean 22101, 22102	Oakton 22124	Vienna 22180, 22181, 22182	Dunn Loring 22027
Single Family Home Avg. Price	\$1,394,037	\$1,285,577	\$983,135	\$810,152	\$850,048
Townhouse Avg. Price	N/A	\$837,058	\$481,831	\$575,312	\$701,000
Condo Avg. Price	N/A	\$394,006	\$297,188	\$359,194	N/A
Total Units Sold	208	714	255	847	27
Overall Average Price Change (Year 2006)	+1.4%	-4.9%	-6.8%	-3.4%	-6.6%
Median Sold Price Change (2006)	+0.5%	+1.5%	-4.7%	-2.4%	-11.5%

*This information is compiled by Ying-Ying Li, with source from Metropolitan Regional Information Systems, Inc. (MRIS), [www.mris.com](http://www.mris.com). It is deemed to be accurate, but can not be relied upon without verification.*

The current market presents unique opportunities to buy and sell at the same time in the local market—although you may need to sell at a slightly reduced price, at the same time you should be able to buy at a comparably reduced price, from a larger housing stock, at a historically low interest rates and mortgage payments, and from eager sellers much more willing to accommodate your terms. **You owe it to yourself to explore the possibilities! Feel free to share this information with anyone. Call me at 703-501-9777 for market trend consultation and interpretation of the data. And as always, I'm never too busy for your referrals!**