

**VIRGINIA HOME SALES
HOMES SOLD THIRD QUARTER 2008 (Q3 '08)**

These figures refer to home sales transactions (closed) in the specified quarter.

LOCAL MULTIPLE LISTING SERVICES*	Home Sales			Median Sales Price (\$)		
	Q3 '08	Q3 '07	% chg.	Q3 '08	Q3 '07	% chg.
BLUE RIDGE	481	436	10.3%	\$201,441	\$268,381	-24.9%
CHARLOTTESVILLE AREA	**					
DAN RIVER REGION	185	997	-81.4%	\$93,003	\$97,428	-4.5%
DULLES AREA	1498	1177	27.3%	\$335,681	\$438,023	-23.4%
EASTERN SHORE	122	126	-3.2%	\$174,250	\$184,095	-5.3%
FREDERICKSBURG	1067	922	15.7%	\$249,522	\$309,795	-19.5%
GREATER PIEDMONT	445	373	19.3%	\$227,773	\$316,643	-28.1%
HARRISONBURG-ROCKINGHAM	280	353	-20.7%	\$199,900	\$199,282	0.3%
LEXINGTON/BUENA VISTA	56	33	69.7%	\$160,500	\$260,490	-38.4%
LYNCHBURG	594	723	-17.8%	\$156,897	\$154,341	1.7%
MARTINSVILLE-HENRY-PATRICK	126	161	-21.7%	\$79,950	\$89,688	-10.9%
MASSANUTTEN	109	166	-34.3%	\$190,397	\$227,434	-16.3%
CHESAPEAKE BAY & RIVERS	159	332	-52.1%	\$293,475	\$245,877	19.4%
NEW RIVER VALLEY	418	550	-24.0%	\$170,500	\$172,314	-1.1%
NORTHERN NECK	n/a	167	n/a	n/a	\$288,133	n/a
NORTHERN VIRGINIA	5319	4644	14.5%	\$380,157	\$468,922	-18.9%
PRINCE WILLIAM	3128	1279	144.6%	\$202,716	\$352,059	-42.4%
RICHMOND METRO	2668	2706	-1.4%	n/a	\$238,343	n/a
ROANOKE VALLEY	1019	1385	-26.4%	\$169,000	\$176,205	-4.1%
SOUTH CENTRAL	101	n/a	n/a	\$133,861	n/a	n/a
SOUTHWEST VIRGINIA	280	331	-15.4%	\$124,545	\$123,699	0.7%
GREATER AUGUSTA	275	356	-22.8%	n/a	n/a	n/a
HAMPTON/ ROADS/PENINSULA	5159	6323	-18.4%	\$235,923	\$243,278	-3.0%
WILLIAMSBURG	318	562	-43.4%	\$269,161	\$282,577	-4.7%
TOTALS	24414	25394	-3.9%	\$232,601	\$230,400	1.0%

*Most multiple listing services cover multiple jurisdictions. See www.VARealtor.com for details.

**See www.caar.com for Charlottesville area statistics.

n/a Information not available.

All information is deemed reliable but is not guaranteed.

VIRGINIA HOME SALES
PENDING SALES THIRD QUARTER 2008 (Q3 '08)

The number of pending sales denotes sale contracts signed during the specified quarter. These figures may not denote every transaction that has taken place. These contracts become "sold" at a later date, but not all pending contracts end

LOCAL MULTIPLE LISTING SERVICES*	Pending Sales		
	Q3 '08	Q3 '07	% chg.
BLUE RIDGE	547	458	19.4%
CHARLOTTESVILLE AREA	**		
DAN RIVER REGION	91	131	-30.5%
DULLES AREA	1651	1045	58.0%
EASTERN SHORE	106	n/a	n/a
FREDERICKSBURG	1283	950	35.1%
GREATER PIEDMONT	563	429	31.2%
HARRISONBURG-ROCKINGHAM	n/a	341	n/a
LEXINGTON/BUENA VISTA	9	44	-79.5%
LYNCHBURG	612	963	-36.4%
MARTINSVILLE-HENRY-PATRICK	35	197	-82.2%
MASSANUTTEN	123	54	127.8%
CHESAPEAKE BAY & RIVERS	163	288	-43.4%
NEW RIVER VALLEY	341	350	-2.6%
NORTHERN NECK	n/a	57	n/a
NORTHERN VIRGINIA	5720	4520	26.5%
PRINCE WILLIAM	3894	1325	193.9%
RICHMOND METRO	2668	2706	-1.4%
ROANOKE VALLEY	1136	1385	-18.0%
SOUTH CENTRAL	231	n/a	n/a
SOUTHWEST VIRGINIA	227	257	-11.7%
GREATER AUGUSTA	142	145	-2.1%
HAMPTON/ ROADS/PENINSULA	5051	5223	-3.3%
WILLIAMSBURG	264	478	-44.8%
TOTALS	21536	23210	-7.2%

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