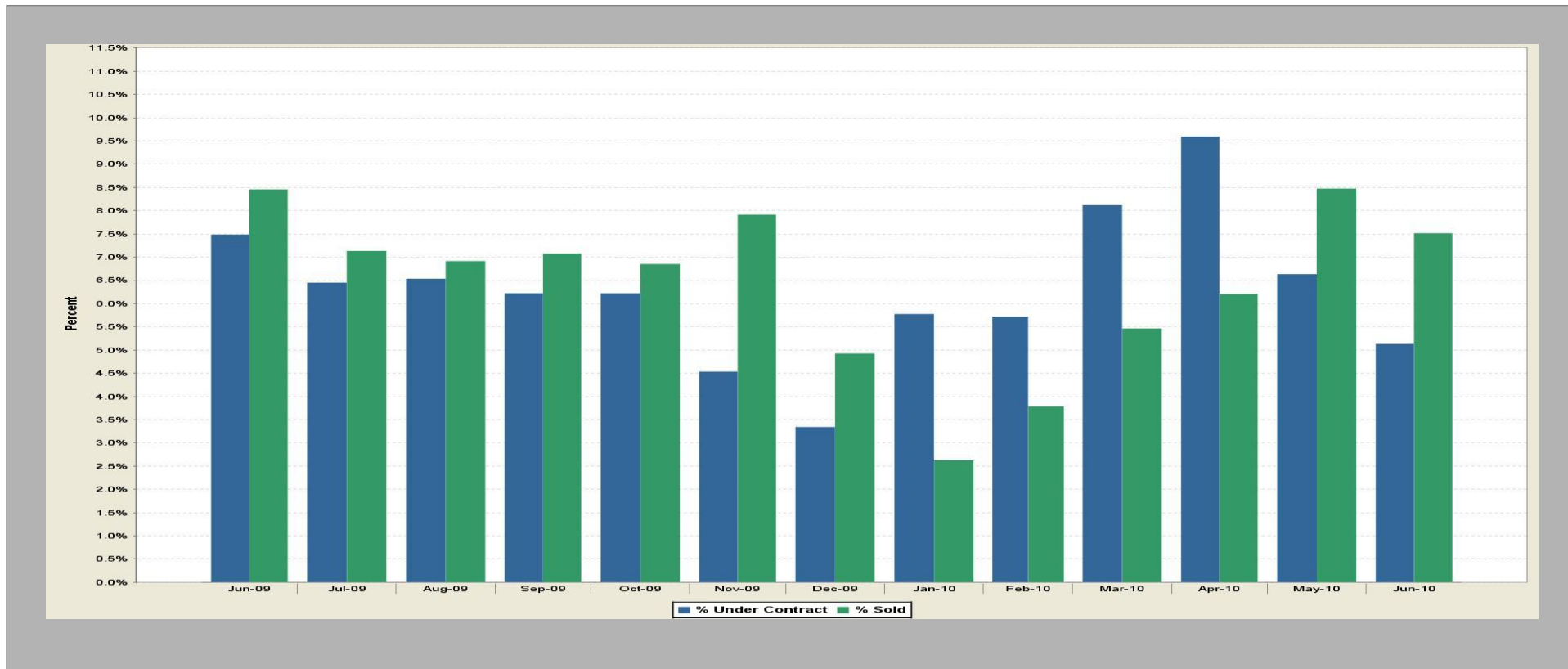


Market Dynamics

Sales Absorption

1 Year (Monthly) 06/01/09 - 06/30/10

Liz Moore & Associates



KEY INFORMATION

	Monthly SA Ratio Δ	Monthly SA %	Total SA Ratio	Total SA %
% Under Contract	0.01	0.20	0.16	2.65
% Sold	-0.05	-0.69	-0.63	-8.96



MLS: WAAR	Period: 1 Year (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family Detach, Attchd/Condo/Townhme, Condo, Townhouse)			Sq Ft: All		
ZIP Codes:	23168, 23185, 23188					

Market Dynamics
Sales Absorption
1 Year (Monthly) 06/01/09 - 06/30/10

Liz Moore & Associates

Time Period	% of Properties Under Contract	% of Properties For Sale	# Properties For Sale	# Properties Under Contract	# Properties Sold
Jun-10	5.1	7.5	1,384	71	104
May-10	6.6	8.5	1,357	90	115
Apr-10	9.6	6.2	1,386	133	86
Mar-10	8.1	5.5	1,318	107	72
Feb-10	5.7	3.8	1,189	68	45
Jan-10	5.8	2.6	1,143	66	30
Dec-09	3.3	4.9	1,137	38	56
Nov-09	4.5	7.9	1,213	55	96
Oct-09	6.2	6.8	1,270	79	87
Sep-09	6.2	7.1	1,286	80	91
Aug-09	6.5	6.9	1,316	86	91
Jul-09	6.4	7.1	1,318	85	94
Jun-09	7.5	8.5	1,336	100	113