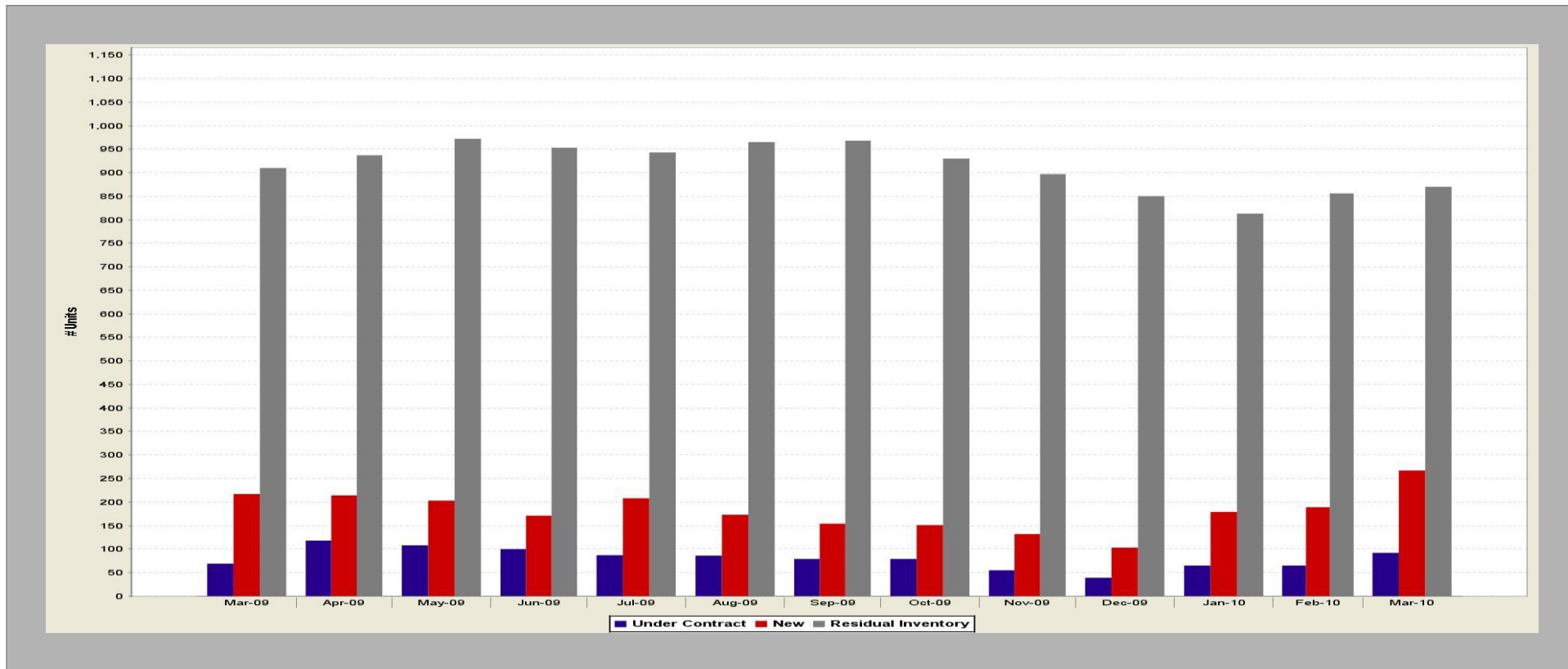


Market Dynamics

Basic Absorption

1 Year (Monthly) 03/01/09 - 03/31/10

Liz Moore & Associates



KEY INFORMATION

	Mar-09	Mar-10	Change	Percent Change
Under Contract	69	92	23	33.3
New	217	267	50	23.0
Residual Inventory	910	870	-40	-4.4



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
Basic Absorption
1 Year (Monthly) 03/01/09 - 03/31/10

Liz Moore & Associates

Time Period	# Properties Under Contract	# New Properties Listed	# Residual Inventory Properties	Under Contract / New %	Under Contract / Residual Inventory %
Mar-10	92	267	870	34.46	10.57
Feb-10	65	189	856	34.39	7.59
Jan-10	65	179	813	36.31	8.00
Dec-09	39	103	850	37.86	4.59
Nov-09	55	132	897	41.67	6.13
Oct-09	79	151	930	52.32	8.49
Sep-09	79	154	968	51.30	8.16
Aug-09	86	173	965	49.71	8.91
Jul-09	87	208	943	41.83	9.23
Jun-09	100	171	953	58.48	10.49
May-09	108	203	972	53.20	11.11
Apr-09	118	214	937	55.14	12.59
Mar-09	69	217	910	31.80	7.58