

**Market Report For:
Cedar Run, Woodbridge, VA
February 2011**

The attached market analysis shows that there has a fair amount (for the community) of activity in Cedar Run over the last 6 months. There are currently no properties on the market, there is one home under contract, listed in the mid 300's, and three closed sales. You will notice a huge discrepancy in pricing. The property currently under contract is a short sale, as was 3953 Pearlberry Court. These types of properties typically sell for under the fair market value. One property closed on Oleander at \$365,000 and it was not a short sale. And finally, a property on Andorra Drive sold for \$485,000. You should find that good old regular sales in Cedar Run will command a good price in the current market.

The market surrounding Cedar Run is pretty hot. For example, in 22193, there are only 42 single family homes on the market between \$300,000 and \$500,000. That is a pretty low inventory level in the area. And the news that is even better is that only 13 of the homes are distressed properties! That's only 31% of the market, a far cry from the 75% just a couple years ago. Another fun statistic is that in May 2005 when the market was explosive, there were only 3,100 homes on the market in all of NOVA. In 2007 when the market was bad, there were 19,500 homes on the market. TODAY, there are only 5,244 homes on the market. Last year, after the spring inventory came on, we ran around 7,200 to 7,400 homes most of the year. I think that is a great inventory level for the housing market, personally.

I am very optimistic for the market this year. Interest rates have remained low, inventory is remaining lower and stable, we are getting lots of calls, and I am seeing price appreciation. If you have been thinking about whether to sell or not, this could be a good time.

I provide the attached information and other information on my website to keep people informed of the market. However, while all of the statistics I publish are great to see how the market is doing, only a professional market analysis of your particular home will provide you with the best information on what your home is worth. If you would like to have one, please contact me, and it will be my pleasure to provide you with one. Cedar Run is an important neighborhood for me. Not only was I one of the sales agents for the builder when they were built, I was also a resident. I've sold many of the homes in the neighborhood, and I know what a great neighborhood it is! Few agents know as much about the neighborhood as I do.

If you would like further information on the market, buying, selling, renting, or property management, my team and I would appreciate an opportunity to help you. Simply email us or call us!

Provided By:

Tom Conner

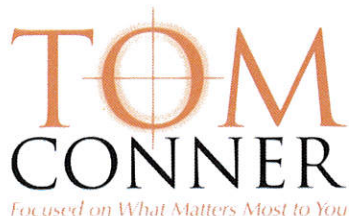
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All Information deemed reliable but should be independently verified. Information contained in this report is my opinion and analysis of the current market.



COMPARATIVE MARKET ANALYSIS

CMA Summary Detail

CNTG/NO KO 1 LISTING

	List Price	Orig. Price	% Diff	DOMP	Style	Liv Sqft	BR	FB	HB	Lvls	Fpls	Gar	Bmt	YrBlt	Acres	Contr Date
13902 Andorra Dr	\$349,900	\$369,900	-5.41	14	Colonial	0	4	2	1	3	1	2	Yes	1994	0.52	15-Apr-10
Average	\$349,900	\$369,900	-5.41	14			4	2	1	3	1	2		1994	0.52	
Median	\$349,900	\$369,900	5.41	14												

SOLD 3 LISTINGS

	List Price	Sold Price	% Diff	DOMP	Style	Liv Sqft	BR	FB	HB	Lvls	Fpls	Gar	Bmt	YrBlt	Acres	Cont Date	Sold Date	Subsidy
3953 Pearlberry Ct	\$359,900	\$382,500	6.28	6	Colonial	0	5	3	1	3	1	2	Yes	1995	0.47	20-Sep-09	27-Sep-10	\$3
13795 Andorra Dr	\$494,900	\$485,000	-2.00	25	Victorian	0	4	3	1	3	1	2	Yes	1997	0.51	20-Jul-10	17-Sep-10	\$14,461
13983 Oleander Ct	\$359,000	\$365,000	1.67	75	Colonial	3,544	5	3	1	3	1	2	Yes	1994	0.62	20-Dec-10	9-Feb-11	\$9,800
Average	\$404,600	\$410,833	1.98	35			5	3	1	3	1	2		1995	0.53			
Median	\$359,900	\$382,500	-1.67	25														

Report Totals

Properties: 4

Avg List Price	\$390,925	Avg Sold Price	\$410,833	Avg DOM-P	30
Median List Price	\$359,450	Median Sold Price	\$382,500	Median DOM-P	20
Low List Price:	\$349,900	Low Sale Price:	\$365,000		
High List Price:	\$494,900	High Sale Price:	\$485,000		



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