

FAIRFAX COUNTY, VA

Buyer's Market	1	2	3	4	5	Seller's Market
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Labor Market :

Employment declined by 854 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 2% in the fourth quarter to 2.2% for the first two months of the first quarter. Despite the job losses, the job situation still remains strong in Fairfax County. Combined with favorable low mortgage rates, home sales should continue at a strong pace.

Housing Market :

	Q4' 03	Q1' 04	Q2' 04 (Forecast)
Average Price	\$377,700	\$393,900	↑
# Homes on the Market *	2,420	3,578	↑
# Homes Sold **	5,618	4,088	↔
# New Homes Built ***	702	480	↓
Avg # of Days on Market	19	21	↔

* Available as of Mar. 31, 2004.

** May not add to total of zip codes

*** During the first two months of 1st quarter.

Data by Zip Codes

Zip Code	Average Price	Price Change (1 Year)	Total # Homes Sold (Quarter)	% Change in # Homes Sold (1 Year)	Average Days on Market	% of Asking Price (Sold/List Price)
20120	\$357,600	24.86%	184	-2.13%	17	100.2%
20121	\$305,400	16.92%	178	19.46%	14	100.6%
20124	\$530,500	21.67%	63	16.67%	23	98.4%
20151	\$322,500	-10.76%	78	30.00%	19	99.9%
20170	\$315,600	6.26%	176	30.37%	16	100.1%
20171	\$432,100	22.48%	112	-22.22%	13	100.8%
20190	\$292,300	-18.60%	83	112.82%	16	100.2%
20191	\$299,300	-8.13%	170	86.81%	14	100.1%

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20194	\$420,500	18.38%	78	44.44%	12	100.0%
22003	\$340,900	-0.96%	195	75.68%	26	101.3%
22015	\$336,000	17.11%	175	30.60%	14	100.7%
22027	\$722,100	25.52%	7	-41.67%	28	99.0%
22030	\$490,900	20.94%	110	13.40%	27	99.7%
22031	\$387,400	2.16%	73	32.73%	26	100.5%
22032	\$380,700	7.15%	85	-3.41%	16	100.6%
22033	\$346,500	8.55%	178	27.14%	14	100.9%
22039	\$674,500	14.26%	50	2.04%	33	99.2%
22041	\$246,200	-41.09%	78	225.00%	13	100.6%
22042	\$333,700	3.70%	124	87.88%	19	100.5%
22043	\$405,700	2.73%	53	-1.85%	16	102.4%
22044	\$312,700	-42.74%	42	82.61%	25	100.1%
22046	\$306,800	-16.83%	12	9.09%	33	99.2%
22060	\$513,000	14.89%	6	200.00%	11	101.3%
22066	\$1,052,300	13.15%	70	66.67%	65	97.2%
22079	\$331,600	18.77%	128	43.82%	23	100.0%
22101	\$808,000	9.59%	91	-2.15%	46	97.1%
22102	\$694,500	-17.77%	74	174.07%	51	98.4%
22124	\$505,000	-1.04%	66	22.22%	23	100.0%
22150	\$373,600	16.68%	72	-12.20%	32	100.5%
22151	\$352,700	10.98%	51	6.25%	33	100.4%
22152	\$311,300	0.45%	117	36.05%	15	101.4%
22153	\$345,300	19.27%	102	-9.73%	21	100.3%
22180	\$441,200	9.18%	80	35.59%	18	100.8%
22181	\$507,500	4.62%	60	66.67%	31	98.5%
22182	\$647,800	10.34%	66	-5.71%	31	99.0%
22302	\$274,400	-19.53%	6	200.00%	6	100.0%
22303	\$271,200	17.66%	82	164.52%	28	100.3%
22304	\$349,800	-24.45%	7	133.33%	40	95.1%
22306	\$315,000	16.15%	86	75.51%	20	100.0%
22307	\$370,300	-10.36%	65	75.68%	23	98.5%
22308	\$580,100	31.66%	37	-13.95%	39	97.5%
22309	\$298,300	-16.18%	163	106.33%	26	99.9%
22310	\$362,100	13.55%	128	58.02%	18	100.7%



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22311	\$317,200	-15.93%	6	200.00%	4	102.9%
22312	\$402,400	19.34%	63	75.00%	23	100.7%
22315	\$362,000	16.29%	146	15.87%	13	101.1%
OTHER	\$330,800	-3.81%	12	200.00%	7	100.1%