

FAIRFAX COUNTY, VA

Buyer's Market	1	2	3	4	5	Seller's Market
----------------	---	---	---	---	---	-----------------



Labor Market :

In the first two months of the second quarter, 8,034 jobs were added to the payrolls of Fairfax County. As a result of these new jobs, the average monthly unemployment rate fell from 2.1% during the first quarter to 1.9% for April and May. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

Housing Market :

	Q1' 04	Q2' 04	Q3' 04 (Forecast)
Average Price	\$393,900	\$443,100	↑
# Homes on the Market *	3,769	5,591	↑
# Homes Sold **	4,087	7,170	↑
# New Homes Built ***	806	612	↑
Avg # of Days on Market	21	10	↓

* Available as of Jun. 30, 2004.

** May not add to total of zip codes

*** During the first two months of 2nd 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	\$403,600	27.12%	329	10.03%	7	101.4%
20121	\$327,000	27.98%	282	1.08%	7	102.3%
20124	\$557,900	19.70%	110	20.88%	15	100.1%
20151	\$367,600	8.82%	131	13.91%	8	101.4%
20170	\$360,900	24.36%	320	25.00%	7	101.7%
20171	\$502,400	31.48%	231	5.96%	8	101.5%
20190	\$356,600	23.14%	167	21.90%	11	101.2%

FAIRFAX COUNTY, VA

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)
20191	\$341,400	21.06%	293	29.07%	8	101.7%
20194	\$497,900	22.58%	143	2.88%	8	101.2%
22003	\$394,200	28.78%	332	22.96%	8	102.1%
22015	\$390,700	25.06%	326	3.82%	9	102.7%
22027	\$811,300	26.25%	15	-11.76%	33	102.2%
22030	\$503,800	27.97%	172	17.01%	16	101.5%
22031	\$459,200	25.84%	117	5.41%	8	101.6%
22032	\$435,900	18.45%	143	-13.33%	8	102.2%
22033	\$403,600	24.22%	301	7.50%	7	101.9%
22039	\$725,400	19.43%	95	28.38%	13	99.9%
22041	\$309,600	37.85%	132	14.78%	9	101.9%
22042	\$389,700	31.52%	191	19.38%	10	102.3%
22043	\$457,700	31.75%	124	4.20%	11	102.5%
22044	\$350,200	14.71%	69	4.55%	12	101.7%
22046	\$355,000	5.06%	40	14.29%	5	102.5%
22060	\$551,500	26.61%	8	166.67%	21	100.8%
22066	\$1,150,100	9.21%	114	46.15%	47	99.1%
22079	\$364,200	32.39%	197	27.10%	11	100.8%
22101	\$856,600	1.64%	154	3.36%	21	99.8%
22102	\$718,400	-1.31%	154	6.94%	25	98.5%
22124	\$597,400	24.41%	134	24.07%	19	102.4%
22150	\$409,000	23.86%	149	35.45%	9	101.2%
22151	\$381,300	18.71%	96	3.23%	11	101.2%
22152	\$359,200	23.18%	192	-11.93%	8	101.9%
22153	\$385,400	21.73%	253	44.57%	8	101.6%
22180	\$493,900	20.70%	151	15.27%	9	103.1%
22181	\$553,700	18.51%	112	64.71%	11	102.1%
22182	\$697,700	19.47%	132	2.33%	9	101.3%
22207	\$1,387,500	-	2	-	7	100.1%
22302	\$304,800	3.89%	3	-25.00%	12	100.1%
22303	\$295,400	26.40%	96	-4.00%	11	101.7%
22304	\$433,000	94.08%	6	-53.85%	9	100.6%
22306	\$379,700	23.88%	143	38.83%	14	100.8%
22307	\$389,500	1.72%	95	9.20%	13	100.9%



FAIRFAX COUNTY, VA

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)
22308	\$540,800	12.81%	75	22.95%	9	101.4%
22309	\$333,700	38.12%	221	7.80%	14	100.9%
22310	\$384,200	25.39%	224	5.16%	9	101.3%
22311	\$496,800	16.62%	9	50.00%	32	101.5%
22312	\$397,100	25.23%	103	-16.94%	10	102.2%
22315	\$394,100	25.43%	269	20.09%	7	103.0%
OTHER	\$418,800	22.35%	15	150.00%	3	99.9%