

## FAIRFAX COUNTY, VA






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

A total of 8,436 jobs were created during July and August. The new jobs in Fairfax County were offset by a proportional increase in the number of job seekers. The net result was no change in the average monthly unemployment rate for the first two months of the third quarter from the 2% rate of the second quarter. The new jobs should help demand. Coupled with record low mortgage rates, these two patterns set the local housing market up for a strong spring.

### Housing Market :

	Q2' 04	Q3' 04	Q4' 04 (Forecast)
<b>Average Price</b>	\$443,100	\$448,300	
<b># Homes on the Market *</b>	5,242	5,303	
<b># Homes Sold **</b>	7,170	7,195	
<b># New Homes Built ***</b>	850	492	
<b>Avg # of Days on Market</b>	10	14	

\* Available as of Sep. 30, 2004.

\*\* May not add to total of zip codes

\*\*\* During the first two months of 3rd 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	\$397,800	16.32%	342	0.29%	12	100.0%
20121	\$332,400	23.39%	287	-0.69%	11	100.5%
20124	\$564,900	17.35%	108	0.93%	15	99.4%
20151	\$430,000	33.04%	147	16.67%	16	100.0%
20170	\$377,900	22.85%	333	9.54%	18	100.8%
20171	\$521,100	19.93%	254	-7.97%	11	100.2%
20190	\$362,400	25.70%	122	-22.78%	12	100.3%
20191	\$354,700	17.29%	283	8.43%	13	100.6%
20194	\$499,300	36.91%	115	-17.27%	11	100.4%
22003	\$400,700	17.10%	322	-5.29%	12	100.9%

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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)
22015	\$393,700	21.93%	345	-1.15%	12	101.0%
22027	\$762,500	11.18%	17	0.00%	30	100.5%
22031	\$471,500	22.34%	125	26.26%	13	100.5%
22032	\$445,800	17.84%	173	-11.28%	12	100.6%
22033	\$426,200	26.69%	294	-12.24%	11	100.1%
22039	\$752,200	18.36%	92	-3.16%	23	99.2%
22041	\$320,300	28.43%	128	-17.95%	12	100.2%
22042	\$388,100	27.08%	209	8.85%	16	101.1%
22043	\$431,600	19.23%	121	-15.38%	11	101.3%
22044	\$344,000	5.75%	51	-31.08%	11	100.0%
22060	\$558,500	7.78%	7	16.67%	25	106.0%
22066	\$1,162,200	20.39%	98	-14.04%	34	97.4%
22079	\$398,300	52.49%	216	23.43%	13	100.0%
22101	\$898,800	16.88%	136	-11.69%	24	98.8%
22102	\$655,700	20.18%	159	-14.97%	22	99.2%
22124	\$582,600	4.94%	102	-19.69%	12	100.2%
22150	\$426,300	33.64%	141	0.71%	15	100.7%
22151	\$416,000	22.42%	96	-3.03%	19	100.3%
22152	\$363,500	22.10%	218	-4.39%	11	100.8%
22153	\$412,600	26.91%	285	33.18%	13	55.0%
22180	\$473,700	24.17%	139	6.92%	11	100.6%
22181	\$539,500	8.95%	78	-16.13%	16	100.8%
22182	\$706,000	6.78%	153	-8.38%	19	100.5%
22303	\$310,500	29.59%	101	2.02%	16	100.4%
22306	\$359,800	23.77%	133	16.67%	17	99.9%
22307	\$378,600	4.04%	97	-2.02%	13	100.0%
22308	\$560,600	20.20%	53	-19.70%	15	99.8%
22309	\$349,500	17.01%	222	2.78%	14	99.4%
22310	\$402,800	22.88%	224	8.74%	12	100.2%
22312	\$412,800	24.11%	123	-7.52%	13	100.1%
22315	\$402,200	22.14%	317	16.12%	12	100.6%
OTHER	\$502,700	29.73%	229	-4.18%	18	99.2%