

LOUDOUN COUNTY, VA

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



Labor Market :

In the first two months of the second quarter, 1,681 jobs were added to the payrolls of Loudoun County. As a result of these new jobs, the average monthly unemployment rate fell from 2.2% during the first quarter to 2% 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	\$386,400	\$417,500	↑
# Homes on the Market *	1,643	2,109	↑
# Homes Sold **	1,360	2,426	↑
# New Homes Built ***	1,282	921	↑
Avg # of Days on Market	22	13	↓

* 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)
20105	\$472,700	-13.76%	64	326.67%	12	99.9%
20107	\$357,000	48.75%	1	-50.00%	168	102.0%
20117	\$732,000	12.20%	12	20.00%	117	94.5%
20129	\$1,370,000	328.13%	1	0.00%	23	100.0%
20132	\$473,000	2.67%	89	2.30%	31	99.6%
20135	\$818,100	25.86%	8	700.00%	203	93.0%
20141	\$451,300	25.71%	46	70.37%	28	99.1%

LOUDOUN 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)
20147	\$411,600	26.92%	476	25.59%	8	100.8%
20148	\$485,900	21.54%	101	0.00%	9	100.6%
20151	\$337,000	-	1	-	44	93.9%
20152	\$450,500	27.26%	195	31.76%	7	100.4%
20158	\$432,300	-5.92%	34	126.67%	37	99.1%
20164	\$316,700	34.54%	373	19.55%	11	101.8%
20165	\$424,800	23.49%	336	7.35%	7	101.1%
20166	\$343,100	28.26%	66	-9.59%	8	101.7%
20175	\$389,500	35.86%	204	14.61%	11	100.4%
20176	\$443,000	30.95%	362	27.02%	14	100.2%
20180	\$521,600	30.60%	43	59.26%	67	99.5%
20184	\$1,045,000	-	1	-	262	78.9%
20197	\$651,700	0.57%	9	-10.00%	46	96.6%
22066	\$402,500	7.25%	3	-66.67%	8	99.8%
OTHER	\$961,300	283.14%	1	-66.67%	0	100.0%