

STAFFORD COUNTY, VA

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

Employment increased by 1,931 jobs in Stafford County during January and February. However, the number of job seekers also increased. The combined effect of these two trends was an increase in the average monthly unemployment rate from 2% for the fourth quarter to 2.3% in the first two months of the first quarter. The solid job growth may provide strong home sales, while low mortgage rates should continue to spur sales.

Housing Market :

	Q4' 03	Q1' 04	Q2' 04 (Forecast)
Average Price	\$255,100	\$258,000	↑
# Homes on the Market *	376	531	↑
# Homes Sold **	586	477	↔
# New Homes Built ***	447	133	↓
Avg # of Days on Market	31	37	↔

* 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)
22405	\$222,600	14.62%	105	11.70%	38	99.8%
22406	\$290,100	9.31%	55	52.78%	31	99.0%
22554	\$260,600	10.66%	292	9.36%	39	100.1%
OTHER	\$304,700	38.75%	25	400.00%	29	99.0%