

## STAFFORD COUNTY, VA

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



### Labor Market :

A decline in employment of 443 jobs was offset by a decrease in the number of persons looking for work during the first two months of the fourth quarter. The net effect was no change in the 1.9% average monthly unemployment rate from the third quarter. Despite the job losses, mortgage rates remain at or near historic lows. Mortgage rates will drive home sales this spring.

### Housing Market :

	Q3' 04	Q4' 04	Q1' 05 (Forecast)
<b>Average Price</b>	\$312,700	\$324,700	↑
<b># Homes on the Market *</b>	606	552	↑
<b># Homes Sold **</b>	789	661	↔
<b># New Homes Built ***</b>	403	301	↑
<b>Avg # of Days on Market</b>	22	25	↔

\* Available as of Dec. 31, 2004.

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

\*\*\* During the first two months of 4th 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	\$277,800	23.47%	143	4.38%	23	99.5%
22406	\$361,400	24.71%	95	37.68%	27	99.5%
22554	\$330,400	29.06%	360	2.27%	27	99.9%
22556	\$343,500	-	54	-	20	99.4%
OTHER	\$341,200	11.69%	9	-67.86%	11	100.0%