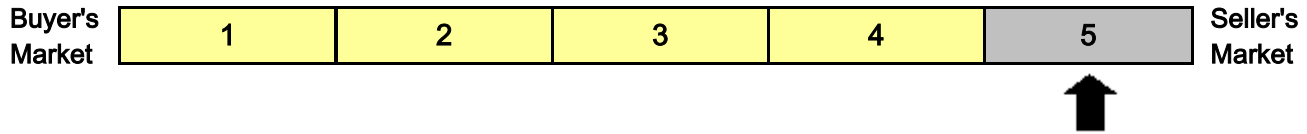


## Stafford County, VA



### Labor Market :

In the first two months of the fourth quarter, 131 jobs were added to the payrolls of Stafford County. As a result of these new jobs, the average monthly unemployment rate fell from 2.5% during the third quarter to 2.4% for October and November. The strong employment climate may help to create demand for home purchases. Favorable mortgage rates should augment this trend.

### Housing Market :

|                         | Q3' 05    | Q4' 05    | Q1' 06<br>(Forecast) |
|-------------------------|-----------|-----------|----------------------|
| Average Price           | \$397,800 | \$401,700 | ↑                    |
| # Homes on the Market * | 1,023     | 913       | ↑                    |
| # Homes Sold **         | 819       | 559       | ↑                    |
| # New Homes Built       | 405       | 226 ***   | ↑                    |
| Avg # of Days on Market | 20        | 36        | ↓                    |

\* Available as of Dec. 31, 2005.

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

\*\*\* During the first two months of 4th quarter.

### Data by Zip Codes for Q4 2005

| Zip Code | Average Price | Price Change<br>**** | Total #<br>Homes Sold<br>(Quarter) | % Change in #<br>Homes Sold<br>**** | Average Days<br>on Market | % of Asking Price<br>(Sold/List<br>Price) |
|----------|---------------|----------------------|------------------------------------|-------------------------------------|---------------------------|---|
| 22405    | \$354,100     | 27.47%               | 128                                | -10.49%                             | 34                        | 98.9%                                     |
| 22406    | \$431,000     | 19.26%               | 81                                 | -14.74%                             | 32                        | 99.3%                                     |
| 22554    | \$406,800     | 22.97%               | 293                                | -18.38%                             | 40                        | 99.5%                                     |
| 22556    | \$447,200     | 30.19%               | 53                                 | -1.85%                              | 39                        | 99.7%                                     |
| OTHER    | \$361,700     | 6.01%                | 4                                  | -55.56%                             | 4                         | 100.1%                                    |

\*\*\*\* % Change of current quarter compared to the same quarter to year ago.