

FAUQUIER COUNTY HOUSING REPORT

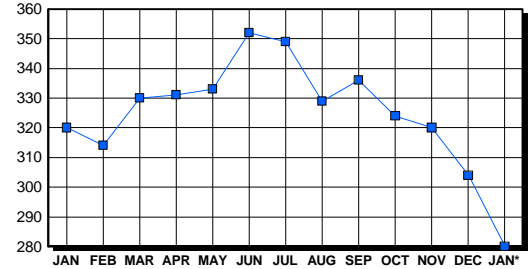
Residential Market Report Single Family Homes January 2004

LISTINGS

Price Range	New This Month			Total Active		
	2004	2003	% Change	2004	2003	% Change
0-149999	1	7	-85.7	8	10	-20.0
150000-299999	42	53	-20.8	76	106	-28.3
300000-449999	20	44	-54.5	65	108	-39.8
450000-599999	14	18	-22.2	54	36	50.0
600000-749999	10	3	233.3	19	17	11.8
750000-999999	3	3	0.0	21	12	75.0
1000000 & Over	2	2	0.0	37	31	19.4
Grand Total:	92	130	-29.2	280	320	-12.5

INVENTORY TREND

Listings Active At End Of Month

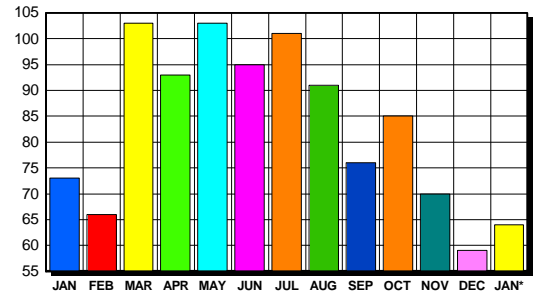


CONTRACTS

Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	0	8	-800.0	0	8	0.0
150000-299999	32	36	-11.1	32	36	-11.1
300000-449999	17	23	-26.1	17	23	-26.1
450000-599999	12	6	100.0	12	6	100.0
600000-749999	2	0	200.0	2	0	200.0
750000-999999	1	1	0.0	1	1	0.0
1000000 & Over	0	0	0.0	0	0	0.0
Grand Total:	64	74	-13.5	64	74	-13.5

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

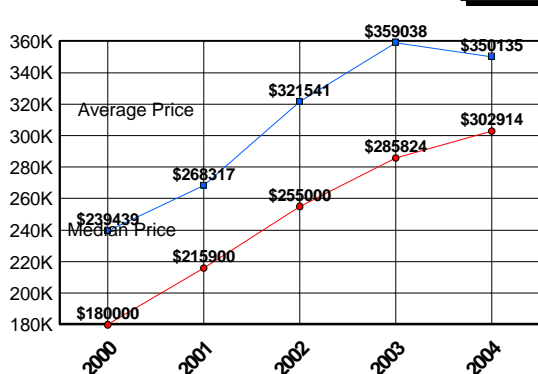
Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	1	6	-83.3	1	6	-83.3
150000-299999	23	31	-25.8	23	31	-25.8
300000-449999	13	14	-7.1	13	14	-7.1
450000-599999	9	5	80.0	9	5	80.0
600000-749999	2	2	0.0	2	2	0.0
750000-999999	2	1	100.0	2	1	100.0
1000000 & Over	0	2	-200.0	0	2	0.0
Grand Total:	50	61	-18.0	50	61	-18.0

DATA SOURCE

Metropolitan Regional Information System (MRIS)

NOTES: Properties not listed through this Multiple Listing Service are not reflected. The term "sales" represents ratified purchase contracts. Current year information is preliminary and subject to revision. Current year-to-date contract information may not equal the sum of the monthly contract totals reported in previous issues. Prices are not adjusted for inflation.

AVERAGE & MEDIAN PRICE



MARKET BY PRICE RANGE

