

FAUQUIER COUNTY HOUSING REPORT

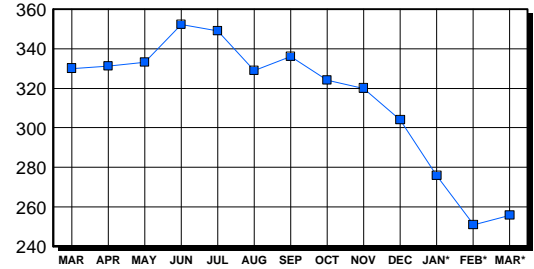
Residential Market Report Single Family Homes March 2004

LISTINGS

Price Range	New This Month			Total Active		
	2004	2003	% Change	2004	2003	% Change
0-149999	2	5	-60.0	10	9	11.1
150000-299999	42	62	-32.3	39	99	-60.6
300000-449999	54	36	50.0	67	108	-38.0
450000-599999	31	18	72.2	53	49	8.2
600000-749999	18	8	125.0	29	17	70.6
750000-999999	11	0	0.0	20	12	100.0
1000000 & Over	8	9	-11.1	38	36	5.6
Grand Total:	166	138	20.3	256	330	-22.4

INVENTORY TREND

Listings Active At End Of Month

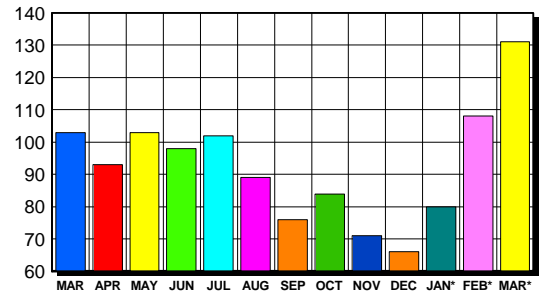


CONTRACTS

Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	2	5	-60.0	8	14	-42.9
150000-299999	55	49	12.2	146	116	25.9
300000-449999	36	27	33.3	86	69	24.6
450000-599999	19	6	216.7	51	18	183.3
600000-749999	10	4	150.0	15	4	275.0
750000-999999	5	1	400.0	7	2	250.0
1000000 & Over	4	1	300.0	6	1	500.0
Grand Total:	131	93	40.9	319	224	42.4

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

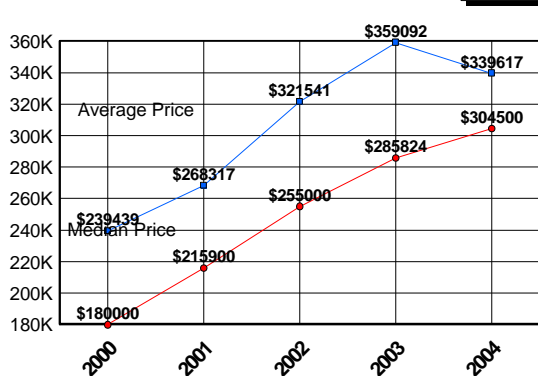
Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	3	4	-25.0	6	14	-57.1
150000-299999	48	29	65.5	108	82	31.7
300000-449999	36	15	140.0	74	50	48.0
450000-599999	14	1	1,300.0	35	17	105.9
600000-749999	5	0	500.0	8	3	166.7
750000-999999	2	1	100.0	5	3	66.7
1000000 & Over	0	0	0.0	0	4	0.0
Grand Total:	108	50	116.0	236	173	36.4

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

