

LOUDOUN COUNTY HOUSING REPORT

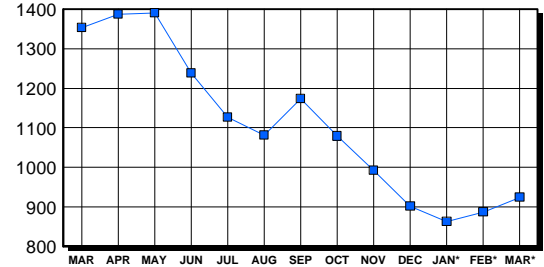
Residential Market Report Single Family Homes March 2004

LISTINGS

Price Range	New This Month			Total Active		
	2004	2003	% Change	2004	2003	% Change
0-149999	1	1	0.0	14	13	7.7
150000-299999	134	359	-62.7	82	261	-68.6
300000-449999	325	314	3.5	166	411	-59.6
450000-599999	201	206	-2.4	277	382	-27.5
600000-749999	75	60	25.0	193	141	36.9
750000-999999	47	14	235.7	109	77	41.6
1000000 & Over	27	12	125.0	84	68	23.5
Grand Total:	810	966	-16.1	925	1,353	-31.6

INVENTORY TREND

Listings Active At End Of Month

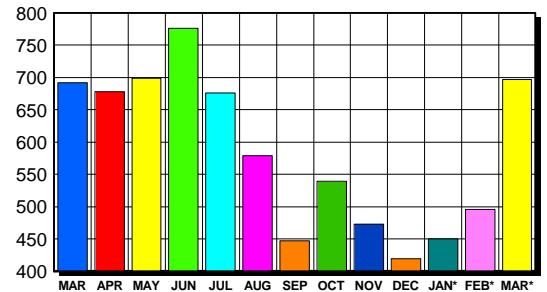


CONTRACTS

Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	1	1	0.0	3	14	-78.6
150000-299999	123	309	-60.2	351	735	-52.2
300000-449999	321	176	82.4	723	435	66.2
450000-599999	168	79	112.7	364	166	119.3
600000-749999	49	20	145.0	115	37	210.8
750000-999999	20	4	400.0	61	18	238.9
1000000 & Over	15	1	1,400.0	26	7	271.4
Grand Total:	697	590	18.1	1,643	1,412	16.4

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

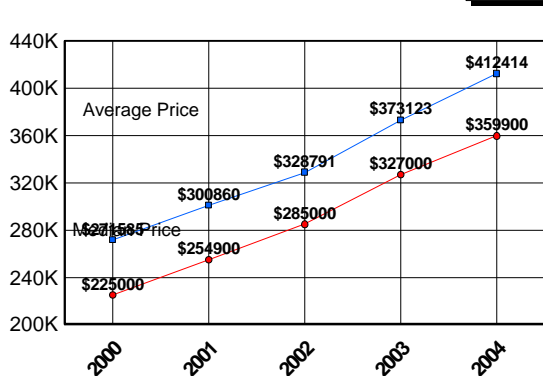
Price Range	New This Month			Year-To-Date		
	2004	2003	% Change	2004	2003	% Change
0-149999	2	4	-50.0	4	14	-71.4
150000-299999	87	230	-62.2	309	593	-47.9
300000-449999	206	141	46.1	495	374	32.4
450000-599999	85	51	66.7	218	135	61.5
600000-749999	21	7	200.0	67	32	109.4
750000-999999	16	3	433.3	36	7	414.3
1000000 & Over	3	3	0.0	11	4	175.0
Grand Total:	420	439	-4.3	1,140	1,159	-1.6

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

