

# LOUDOUN COUNTY HOUSING REPORT

## Residential Market Report

### Single Family Homes

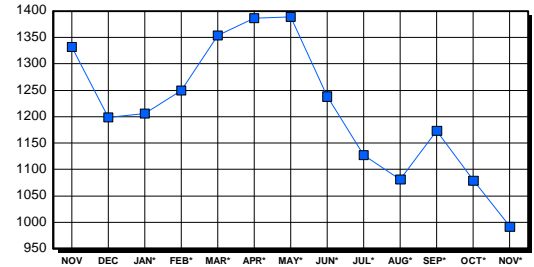
November 2003

#### LISTINGS

| Price Range         | New This Month |            |              | Total Active |              |              |
|---------------------|----------------|------------|--------------|--------------|--------------|--------------|
|                     | 2003           | 2002       | % Change     | 2003         | 2002         | % Change     |
| 0-149999            | 1              | 9          | -88.9        | 11           | 14           | -21.4        |
| 150000-299999       | 145            | 238        | -39.1        | 113          | 346          | -67.3        |
| 300000-449999       | 174            | 185        | -5.9         | 208          | 397          | -47.6        |
| 450000-599999       | 107            | 105        | 1.9          | 321          | 308          | 4.2          |
| 600000-749999       | 45             | 42         | 7.1          | 165          | 122          | 35.2         |
| 750000-999999       | 26             | 31         | -16.1        | 91           | 74           | 23.0         |
| 1000000 & Over      | 18             | 9          | 100.0        | 83           | 71           | 16.9         |
| <b>Grand Total:</b> | <b>516</b>     | <b>619</b> | <b>-16.6</b> | <b>992</b>   | <b>1,332</b> | <b>-25.5</b> |

#### INVENTORY TREND

Listings Active At End Of Month

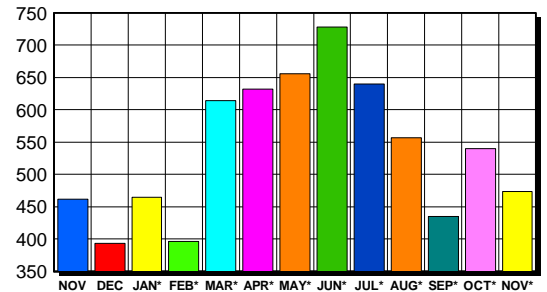


#### CONTRACTS

| Price Range         | New This Month |            |            | Year-To-Date |              |             |
|---------------------|----------------|------------|------------|--------------|--------------|-------------|
|                     | 2003           | 2002       | % Change   | 2003         | 2002         | % Change    |
| 0-149999            | 2              | 7          | -71.4      | 45           | 126          | -64.3       |
| 150000-299999       | 175            | 223        | -21.5      | 2,700        | 2,843        | -5.0        |
| 300000-449999       | 166            | 137        | 21.2       | 2,085        | 1,516        | 37.5        |
| 450000-599999       | 91             | 47         | 93.6       | 890          | 481          | 85.0        |
| 600000-749999       | 23             | 14         | 64.3       | 262          | 123          | 113.0       |
| 750000-999999       | 13             | 8          | 62.5       | 113          | 52           | 117.3       |
| 1000000 & Over      | 3              | 4          | -25.0      | 41           | 31           | 32.3        |
| <b>Grand Total:</b> | <b>473</b>     | <b>440</b> | <b>7.5</b> | <b>6,136</b> | <b>5,172</b> | <b>18.6</b> |

#### SALES TREND

Contracts Ratified Per Month



#### SETTLEMENTS

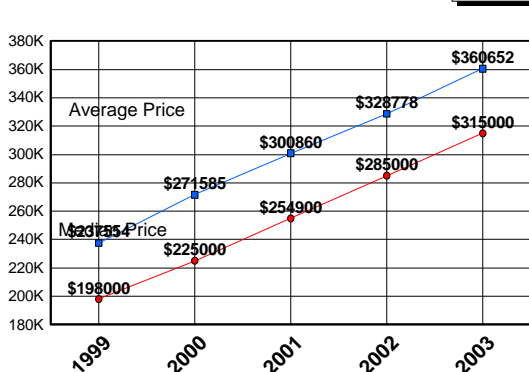
| Price Range         | New This Month |            |             | Year-To-Date |              |             |
|---------------------|----------------|------------|-------------|--------------|--------------|-------------|
|                     | 2003           | 2002       | % Change    | 2003         | 2002         | % Change    |
| 0-149999            | 3              | 5          | -40.0       | 41           | 115          | -64.3       |
| 150000-299999       | 159            | 186        | -14.5       | 2,629        | 2,763        | -4.8        |
| 300000-449999       | 138            | 103        | 34.0        | 2,130        | 1,420        | 50.0        |
| 450000-599999       | 63             | 48         | 31.3        | 878          | 451          | 94.7        |
| 600000-749999       | 21             | 11         | 90.9        | 272          | 108          | 151.9       |
| 750000-999999       | 9              | 2          | 350.0       | 84           | 52           | 61.5        |
| 1000000 & Over      | 4              | 0          | 400.0       | 34           | 26           | 30.8        |
| <b>Grand Total:</b> | <b>397</b>     | <b>355</b> | <b>11.8</b> | <b>6,068</b> | <b>4,935</b> | <b>23.0</b> |

#### 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

