

FAUQUIER COUNTY HOUSING REPORT

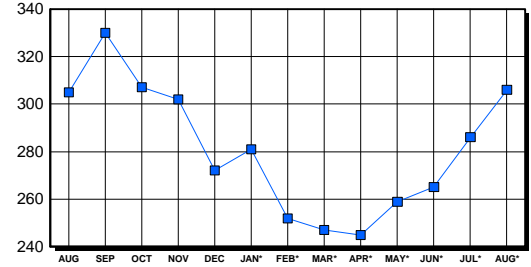
Residential Market Report Single Family Homes August 2002

LISTINGS

| Price Range | New This Month | | | Total Active | | |
|---------------------|----------------|------------|------------|--------------|------------|------------|
| | 2002 | 2001 | % Change | 2002 | 2001 | % Change |
| 0-149999 | 10 | 20 | -50.0 | 16 | 30 | -46.7 |
| 150000-299999 | 63 | 73 | -13.7 | 87 | 120 | -27.5 |
| 300000-449999 | 42 | 27 | 55.6 | 91 | 68 | 33.8 |
| 450000-599999 | 11 | 9 | 22.2 | 40 | 36 | 11.1 |
| 600000-749999 | 5 | 2 | 150.0 | 14 | 11 | 27.3 |
| 750000-999999 | 5 | 4 | 25.0 | 21 | 13 | 61.5 |
| 1000000 & Over | 4 | 2 | 100.0 | 37 | 27 | 37.0 |
| Grand Total: | 140 | 137 | 2.2 | 306 | 305 | 0.3 |

INVENTORY TREND

Listings Active At End Of Month

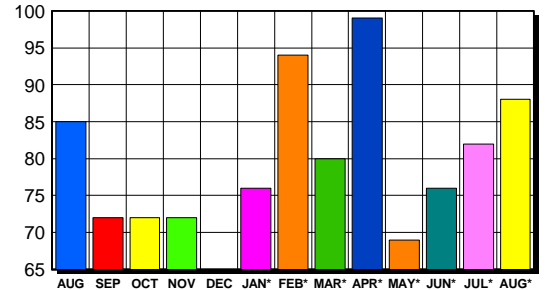


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|-----------|-------------|--------------|------------|-------------|
| | 2002 | 2001 | % Change | 2002 | 2001 | % Change |
| 0-149999 | 11 | 18 | -38.9 | 63 | 170 | -62.9 |
| 150000-299999 | 45 | 53 | -15.1 | 360 | 391 | -7.9 |
| 300000-449999 | 21 | 14 | 50.0 | 157 | 98 | 60.2 |
| 450000-599999 | 8 | 2 | 300.0 | 48 | 32 | 50.0 |
| 600000-749999 | 2 | 0 | 200.0 | 16 | 12 | 33.3 |
| 750000-999999 | 1 | 2 | -50.0 | 12 | 6 | 100.0 |
| 1000000 & Over | 0 | 0 | 0.0 | 8 | 9 | -11.1 |
| Grand Total: | 88 | 89 | -1.1 | 664 | 718 | -7.5 |

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

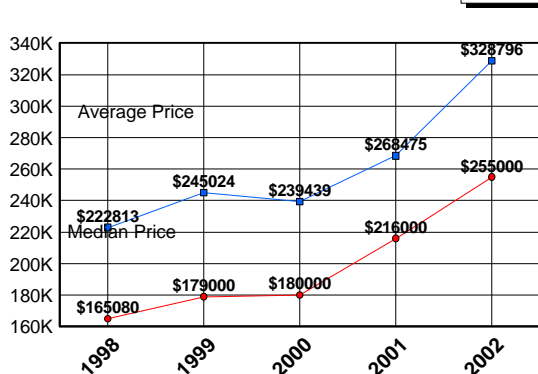
| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|-----------|--------------|--------------|------------|-------------|
| | 2002 | 2001 | % Change | 2002 | 2001 | % Change |
| 0-149999 | 6 | 22 | -72.7 | 62 | 159 | -61.0 |
| 150000-299999 | 45 | 51 | -11.8 | 360 | 347 | 3.7 |
| 300000-449999 | 18 | 9 | 100.0 | 145 | 88 | 64.8 |
| 450000-599999 | 4 | 2 | 100.0 | 36 | 25 | 44.0 |
| 600000-749999 | 2 | 1 | 100.0 | 18 | 11 | 63.6 |
| 750000-999999 | 2 | 2 | 0.0 | 11 | 4 | 175.0 |
| 1000000 & Over | 1 | 1 | 0.0 | 13 | 12 | 8.3 |
| Grand Total: | 78 | 88 | -11.4 | 645 | 646 | -0.2 |

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

