

FAUQUIER COUNTY HOUSING REPORT

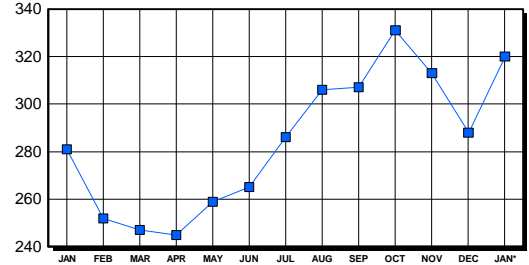
Residential Market Report Single Family Homes January 2003

LISTINGS

| Price Range | New This Month | | | Total Active | | |
|---------------------|----------------|------------|-------------|--------------|------------|-------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 7 | 7 | 0.0 | 10 | 14 | -28.6 |
| 150000-299999 | 52 | 56 | -7.1 | 106 | 120 | -11.7 |
| 300000-449999 | 42 | 38 | 10.5 | 108 | 73 | 47.9 |
| 450000-599999 | 15 | 8 | 87.5 | 36 | 24 | 50.0 |
| 600000-749999 | 4 | 1 | 300.0 | 17 | 11 | 54.5 |
| 750000-999999 | 5 | 2 | 150.0 | 12 | 12 | 0.0 |
| 1000000 & Over | 1 | 0 | 0.0 | 31 | 27 | 100.0 |
| Grand Total: | 126 | 112 | 12.5 | 320 | 281 | 13.9 |

INVENTORY TREND

Listings Active At End Of Month

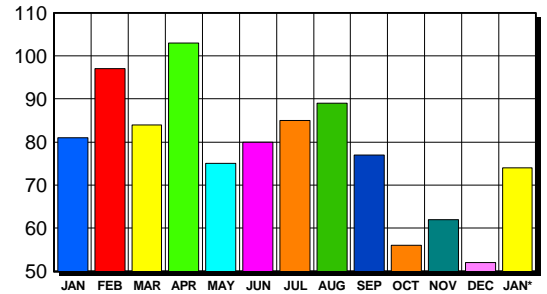


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|-----------|------------|--------------|-----------|------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 8 | 11 | -27.3 | 8 | 11 | -27.3 |
| 150000-299999 | 36 | 35 | 2.9 | 36 | 35 | 2.9 |
| 300000-449999 | 23 | 15 | 53.3 | 23 | 15 | 53.3 |
| 450000-599999 | 6 | 9 | -33.3 | 6 | 9 | -33.3 |
| 600000-749999 | 0 | 3 | -300.0 | 0 | 3 | 0.0 |
| 750000-999999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 1000000 & Over | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Grand Total: | 74 | 74 | 0.0 | 74 | 74 | 0.0 |

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

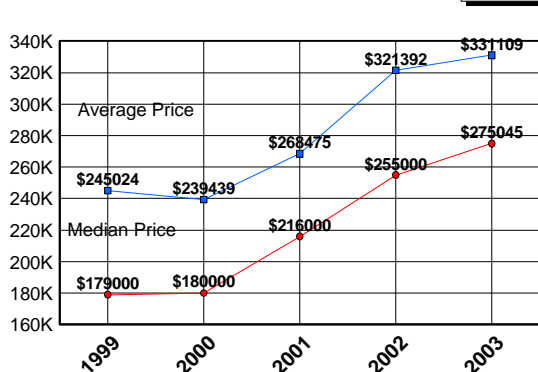
| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|-----------|------------|--------------|-----------|------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 6 | 11 | -45.5 | 6 | 11 | -45.5 |
| 150000-299999 | 31 | 32 | -3.1 | 31 | 32 | -3.1 |
| 300000-449999 | 15 | 8 | 87.5 | 15 | 8 | 87.5 |
| 450000-599999 | 4 | 4 | 0.0 | 4 | 4 | 0.0 |
| 600000-749999 | 1 | 2 | -50.0 | 1 | 2 | -50.0 |
| 750000-999999 | 1 | 2 | -50.0 | 1 | 2 | -50.0 |
| 1000000 & Over | 2 | 1 | 100.0 | 2 | 1 | 100.0 |
| Grand Total: | 60 | 60 | 0.0 | 60 | 60 | 0.0 |

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

