

LOUDOUN COUNTY HOUSING REPORT

Residential Market Report

Single Family Homes

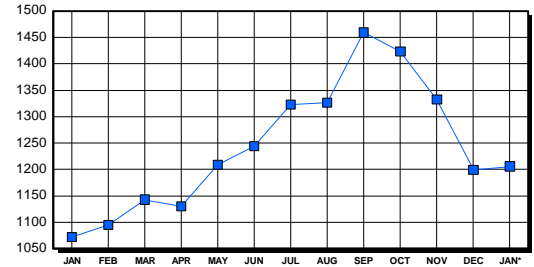
January 2003

LISTINGS

| Price Range | New This Month | | | Total Active | | |
|---------------------|----------------|------------|-------------|--------------|--------------|-------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 6 | 18 | -66.7 | 19 | 19 | 0.0 |
| 150000-299999 | 293 | 290 | 1.0 | 276 | 317 | -12.9 |
| 300000-449999 | 222 | 210 | 5.7 | 357 | 358 | -0.3 |
| 450000-599999 | 113 | 110 | 2.7 | 315 | 198 | 59.1 |
| 600000-749999 | 26 | 37 | -29.7 | 110 | 78 | 41.0 |
| 750000-999999 | 14 | 15 | -6.7 | 70 | 48 | 45.8 |
| 1000000 & Over | 9 | 5 | 80.0 | 59 | 54 | 9.3 |
| Grand Total: | 683 | 685 | -0.3 | 1,206 | 1,072 | 12.5 |

INVENTORY TREND

Listings Active At End Of Month

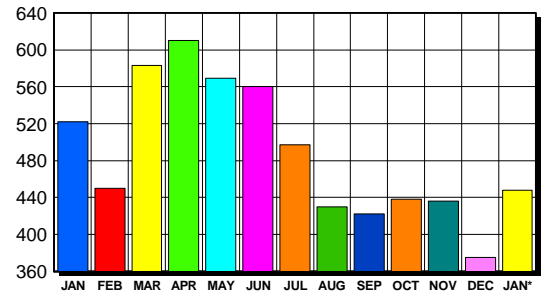


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|------------|-------------|--------------|------------|-------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 5 | 20 | -75.0 | 5 | 20 | -75.0 |
| 150000-299999 | 232 | 253 | -8.3 | 232 | 253 | -8.3 |
| 300000-449999 | 146 | 140 | 4.3 | 146 | 140 | 4.3 |
| 450000-599999 | 50 | 31 | 61.3 | 50 | 31 | 61.3 |
| 600000-749999 | 8 | 10 | -20.0 | 8 | 10 | -20.0 |
| 750000-999999 | 5 | 6 | -16.7 | 5 | 6 | -16.7 |
| 1000000 & Over | 2 | 0 | 200.0 | 2 | 0 | 200.0 |
| Grand Total: | 448 | 460 | -2.6 | 448 | 460 | -2.6 |

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

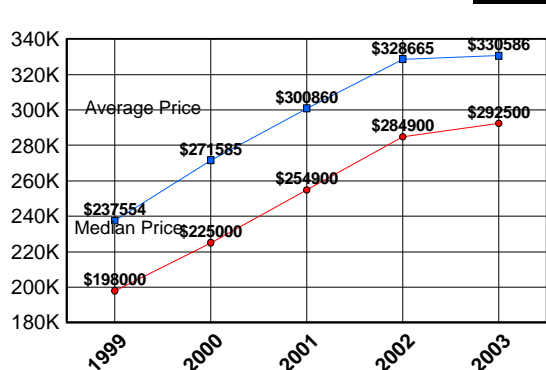
| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|------------|-------------|--------------|------------|-------------|
| | 2003 | 2002 | % Change | 2003 | 2002 | % Change |
| 0-149999 | 3 | 11 | -72.7 | 3 | 11 | -72.7 |
| 150000-299999 | 173 | 155 | 11.6 | 173 | 155 | 11.6 |
| 300000-449999 | 110 | 90 | 22.2 | 110 | 90 | 22.2 |
| 450000-599999 | 43 | 22 | 95.5 | 43 | 22 | 95.5 |
| 600000-749999 | 7 | 8 | -12.5 | 7 | 8 | -12.5 |
| 750000-999999 | 1 | 3 | -66.7 | 1 | 3 | -66.7 |
| 1000000 & Over | 1 | 0 | 100.0 | 1 | 0 | 100.0 |
| Grand Total: | 338 | 289 | 17.0 | 338 | 289 | 17.0 |

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

