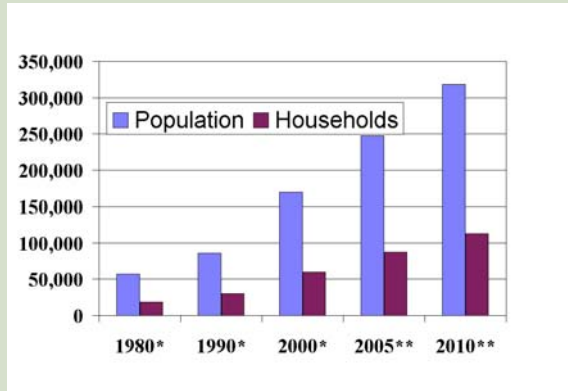


Loudoun County, Virginia—Annual Demographic and Economic Trends

Population and Household Trends

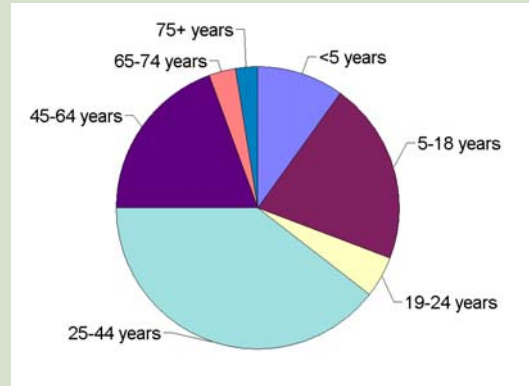
The 2006 estimated population for Loudoun, one of the fastest-growing counties in the nation since the late 1990s, is 257,706.



Sources: *U.S. Census Bureau, **Loudoun County Fiscal Impact Committee

Age Characteristics

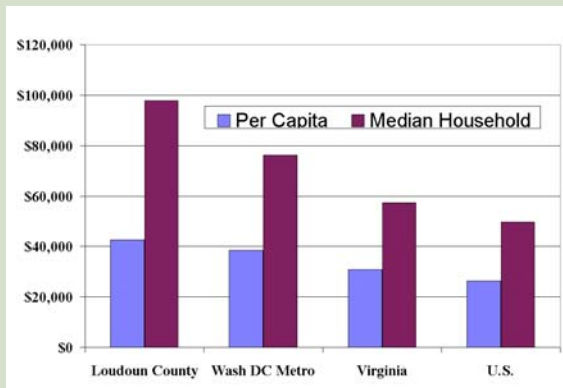
With 56% of the population between 25 to 64, Loudoun has a young and abundant workforce.



Sources: U.S. Bureau of the Census; ESRI Business Information Solutions forecasts for 2005.

Income Comparison

The median household income in Loudoun, \$97,830, is nearly double the national median of \$49,747.



Sources: U.S. Bureau of the Census; ESRI Business Information Solutions forecasts for 2005.

Major Employers

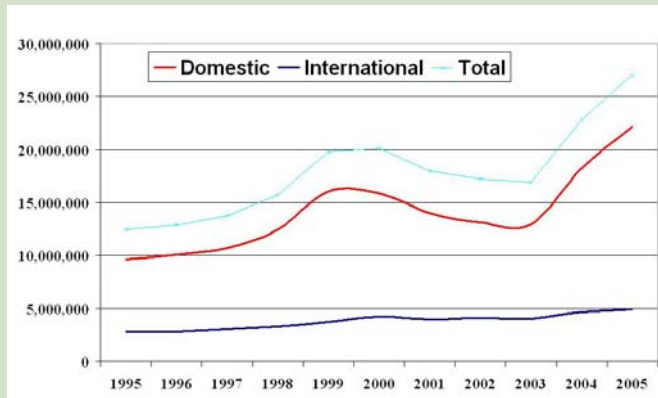
The following is a select list of Loudoun's largest employers. A complete list of major employers is available online at <http://biz.loudoun.gov>.

Company	Employment Range
AOL LLC	Over 5,000
Department of Homeland Security	1,000—4,999
Loudoun Hospital Center	1,000—4,999
United Airlines, Inc.	1,000—4,999
Verizon Business	1,000—4,999
Department of Transportation	500—999
Orbital Sciences	500—999
Neustar, Inc.	300—499
Rockwell Collins Simulation	300—499
Telos Corporation	300—499

Source: Virginia Employment Commission, 2nd Quarter 2005

Washington Dulles Airport Trends

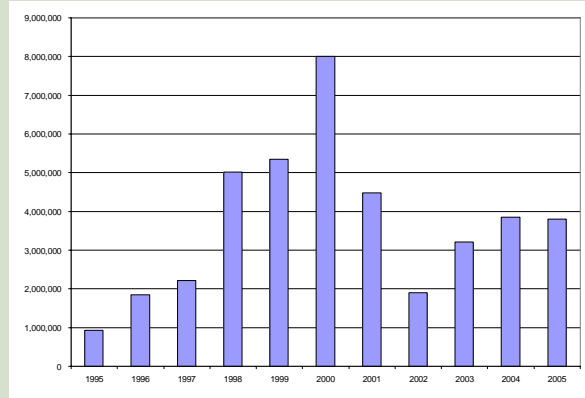
Passenger counts at Washington Dulles International Airport continued their upward trends, totaling 27,062,118.



Source: Metropolitan Washington Airports Authority

Nonresidential Development Trends

The nonresidential square footage permitted averaged 3.6 million a year over the past decade.



Source: Loudoun Building & Development. Compiled by: Loudoun Economic Development

Employment Notes

The unemployment rate in Loudoun County has been below 2.0 for 13 consecutive months.

Overall, employment rose by 6 percent; however, the Transportation & Warehousing Sector suffered a significant 18 percent loss in employment as a result of Independence Air ceasing operations at the end of 2005.

Unemployment Rate (Sep 2006)

	Rate	Annual Chg*
Loudoun County	1.8%	-5%
Northern Virginia	2.2%	-12%
Virginia	3.1%	-11%
United States	4.4%	-8%

Source: Virginia Employment Commission

Labor Force (Sep 2006)

	Labor Force	Annual Chg*
Loudoun County	147,009	9%
Northern Virginia	1,412,544	3%
Virginia	4,011,239	2%
United States	151,635,000	1%

Source: Virginia Employment Commission

At-Place Employment (1st Qtr 2006)

Industrial Classification	Employees	Annual Chg*	Establishments	Annual Chg*
Ag, Forestry, Fishing & Hunting	325	5.18%	71	0.00%
Mining	216	11.92%	5	0.00%
Utilities	86	-5.49%	4	0.00%
Construction	15,265	19.94%	857	3.25%
Manufacturing	5,078	6.93%	158	1.94%
Wholesale Trade	3,217	2.62%	387	7.80%
Retail Trade	15,162	11.25%	811	8.86%
Transportation and Warehousing	9,987	-17.96%	249	7.79%
Information	9,437	-7.32%	181	16.03%
Finance and Insurance	2,335	9.68%	279	12.50%
Real Estate and Rental and Leasing	1,443	-9.59%	296	9.23%
Professional and Technical Services	11,994	11.93%	1,576	14.29%
Mgt of Companies and Enterprises	972	3.62%	34	3.03%
Administrative and Waste Services	6,501	15.78%	438	5.80%
Educational Services	1,497	26.01%	106	9.28%
Health Care and Social Assistance	6,738	12.08%	445	9.07%
Arts, Entertainment, and Recreation	1,299	6.65%	90	-1.10%
Accommodation and Food Services	9,135	5.88%	375	7.45%
Other Services, Ex. Public Admin	4,027	5.03%	671	2.29%
Federal Government	4,319	13.87%	28	-9.68%
State Government	864	2.73%	21	5.00%
Local Government	13,404	9.84%	186	75.47%
Total	123,301	6.39%	7,268	9.15%

Source: Virginia Employment Commission

Nonresidential Construction (Oct 2006)

	Stock (2005)	Sq Ft Permitted (Oct 06)	Annual Chg*
Office	14,058,090	0	na
Flex/Industrial	17,157,338	39,178	-85%
Retail	10,472,666	271,332	8259%
Other	19,326,296	93,568	-18%
Total	61,014,389	404,078	-2%
Taxable	N/A	310,510	-25%
Non-taxable	N/A	93,568	6841%
Route 28	N/A	246,903	-17%

Source: Loudoun County Dept of Building & Development, Dept of Economic Development

Nonresidential Notes

The cumulative amount of nonresidential square footage permitted YTD** is 3,596,137, a 18 percent increase over the same period last year.

**YTD is Year to Date (Jan-Oct)

Vacancy Rates (3rd Qtr 2006)

	Rate	Annual Chg*
Total	13%	9%
Office	11%	8%
Flex	16%	-12%
Industrial	12%	61%

Source: CoStar

Residential Development

	Single-family Detached		Single-family Attached		Multi-Family		Total	
	Units	Annual Chg*	Units	Annual Chg*	Units	Annual Chg*	Units	Annual Chg*
Inventory (2005)	48,844	6.9%	24,412	5.7%	17,448	3.6%	90,704	5.9%
Bldg Pmts Issued(Oct06)	106	-46%	35	59%	19	-59%	160	-40%
Homes Sold (Aug 06)	342	-50%	234	-51%	71	-58%	647	-51%
Avg Sale Price (Aug 06)	\$729,060	0%	\$437,230	-8%	\$306,070	-8%	\$577,096	-2%

Sources: Loudoun County Dept of Building & Development, Dept of Management & Financial Services

Residential Notes

The cumulative number of residential permits YTD** is 2,905, a 36 percent decrease over the same period last year.

**YTD is Year to Date (Jan-Oct)

*Note: Annual Change is percent change from current period to the same time period (month or quarter) in the previous year. ❖ N/A is Not Available. ❖ na is not applicable, divide by zero.