

2003 Single Family Unit Sales

YTD Comparisons		YTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002 Units	11,841	Units	629	831	1,020	1,081	1,160	1,111	1,036	1,037	909	1,033	884	1,110
		% of YTD	5.5%	6.9%	9.3%	9.3%	9.5%	10.2%	9.4%	9.3%	7.5%	7.2%	7.6%	8.3%
2003 Units	12,955	Units	665	794	1,054	1,113	1,146	1,231	1,266	1,235	1,168	1,207	904	1,172
		% Change	5.7%	-4.5%	3.3%	3.0%	-1.2%	10.8%	22.2%	19.1%	28.5%	16.8%	2.3%	5.6%
2002 Median Price	(thousands)		\$157.0	\$159.5	\$156.8	\$160.9	\$169.1	\$176.1	\$172.7	\$171.6	\$175.5	\$170.3	\$165.7	\$174.7
2003 Median Price			\$183.7	\$168.0	\$173.4	\$183.7	\$178.3	\$181.5	\$183.9	\$183.0	\$187.4	\$189.3	\$176.7	\$182.8
		% Change	17.0%	5.4%	10.6%	14.2%	5.5%	3.0%	6.5%	6.6%	6.8%	11.2%	6.6%	4.7%
2002 Mean Price	(thousands)		\$196.4	\$195.9	\$186.6	\$353.0	\$208.2	\$211.0	\$212.5	\$207.5	\$205.4	\$202.0	\$212.6	\$210.2
2003 Mean Price			\$230.8	\$205.7	\$224.0	\$224.8	\$215.7	\$237.2	\$227.8	\$246.3	\$228.0	\$232.3	\$218.1	\$229.6
		% Change	17.5%	5.0%	20.1%	-36.3%	3.6%	12.4%	7.2%	18.7%	11.0%	15.0%	2.6%	9.2%

YTD Median/Mean = average of Bedroom Count Median/Mean Prices.

MTD Comparisons		MTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002 MTD	11,841	Units	629	1,460	2,480	3,561	4,721	5,832	6,868	7,905	8,814	9,847	10,731	11,841
2003 MTD	12,955	Units	665	1,459	2,513	3,626	4,772	6,003	7,269	8,504	9,672	10,879	11,783	12,955
% Change 2003 MTD	9.4%		5.7%	-0.1%	1.3%	1.8%	1.1%	2.9%	5.8%	7.6%	9.7%	10.5%	9.8%	9.4%

Unit Sales by Bedroom		YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2 or Less	4,726	36.48%	253	305	418	406	394	439	469	431	421	425	334	431	
3	5,836	45.05%	308	359	442	517	547	533	561	565	533	543	399	529	
4 or More	2,393	18.47%	104	130	194	190	205	259	236	239	214	239	171	212	
2003 Total	12,955		665	794	1,054	1,113	1,146	1,231	1,266	1,235	1,168	1,207	904	1,172	

2003 Prices

		(thousands)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2 or Less	Median Price		102.0	103.0	105.0	105.0	106.5	114.5	112.8	112.0	112.2	110.0	110.0	113.0
	Mean Price		110.6	121.2	113.2	118.9	112.5	127.0	120.7	120.4	123.3	117.8	118.8	117.7
3	Median Price		150.0	148.0	152.3	156.0	159.0	150.0	158.9	155.0	160.0	158.0	160.0	163.0
	Mean Price		189.2	180.2	181.2	192.7	186.1	197.4	199.3	187.5	186.8	190.6	192.6	206.2
4 or More	Median Price		299.0	253.1	263.0	290.0	269.5	279.9	280.0	282.0	290.0	299.9	260.0	272.5
	Mean Price		392.7	315.7	377.7	362.9	348.6	387.1	363.5	431.0	374.0	388.6	342.8	364.8

Single Family Unit Sales

Price Class	YTD Total	% of YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
\$29,999 or under	123	0.95%	8	8	12	9	11	14	7	10	16	13	9	6
\$30,000 - \$39,999	166	1.28%	11	14	16	15	15	17	11	18	13	10	12	14
\$40,000 - \$49,999	160	1.24%	14	9	14	18	10	9	19	15	10	16	11	15
\$50,000 - \$59,999	229	1.77%	17	18	23	20	17	12	21	19	28	16	13	25
\$60,000 - \$69,999	300	2.32%	19	27	24	36	29	27	26	29	28	20	16	19
\$70,000 - \$79,999	429	3.31%	27	45	44	33	45	29	52	32	30	42	23	27
\$80,000 - \$89,999	661	5.10%	47	42	69	58	59	49	65	60	49	65	44	54
\$90,000 - \$99,999	733	5.66%	39	49	69	62	64	73	59	66	54	68	54	76
\$100,000 - \$119,999	1,637	12.64%	82	113	140	142	164	163	148	159	132	151	113	130
\$120,000 - \$139,999	1,839	14.20%	92	95	140	166	172	179	194	174	179	162	117	169
\$140,000 - \$159,999	1,295	10.00%	63	88	97	113	78	131	132	119	118	134	92	130
\$160,000 - \$179,999	999	7.71%	38	57	86	69	105	103	90	96	101	77	80	97
\$180,000 - \$199,999	709	5.47%	29	42	51	63	58	64	61	69	64	81	70	57
\$200,000 - \$249,999	1,113	8.59%	50	55	90	87	109	86	114	114	109	105	72	122
\$250,000 - \$299,999	707	5.46%	33	43	38	62	56	73	79	79	65	68	54	57
\$300,000 - \$399,999	765	5.91%	41	34	56	66	66	84	83	78	75	74	47	61
\$400,000 - \$499,999	418	3.23%	19	23	44	33	39	38	29	36	38	41	34	44
\$500,000 and over	672	5.19%	36	32	41	61	49	80	76	62	59	64	43	69
2003 Total	12,955		665	794	1,054	1,113	1,146	1,231	1,266	1,235	1,168	1,207	904	1,172

