

Sales, Inventory and Pending Summary

	December			Year to Date (January through December)		
	2003	2002	% change	2003	2002	% change
Total Sales	416	413	+ 0.7%	5,489	5,206	+ 5.4%
Median Sales Price	\$128,500	\$124,900	+ 2.9%	\$128,900	\$119,500	+ 7.9%
Avg. Sales Price	\$140,700	\$137,600	+ 2.3%	\$141,400	\$130,200	+ 8.6%
Avg. days on Market	52	62	- 16.1%	56	66	- 15.2

Pending Sales (as of 01-15-04)		
	Units	Avg. List Price
Single Family	316	\$139,600
Condo/Co-op	13	\$96,400
Market Total	329	\$137,900

Active Listings (as of 01-15-04)		
	Units	Avg. List Price
Single Family	2,510	\$182,300
Condo/Co-op	39	\$112,300
Market Total	2,549	\$181,200

Time on Market (December)	
	# Units
1-30 days	204
31-60 days	78
61-90 days	46
91-120 days	32
more than 120 days	56
Avg. Days on Market	52

Types of Financing (December)	
	# Units
FHA	25
VA	9
Conventional	292
Cash	75
Owner Financed	-
Other	15