

Sales, Inventory and Pending Summary

	December			Year to Date (January through December)		
	2004	2003	% change	2004	2003	% change
Total Sales	447	416	+ 7.5%	5,708	5,489	+ 4.0%
Median Sales Price	\$139,900	\$128,500	+ 8.9%	\$139,900	\$128,900	+ 8.5%
Avg. Sales Price	\$148,800	\$140,700	+5.8%	\$153,300	\$141,400	+ 8.4%
Avg. days on Market	50	52	- 3.9%	51	56	- 8.9%

Pending Sales (as of 01-15-05)		
	Units	Avg. List Price
Single Family	337	\$159,100
Condo/Co-op	14	\$126,600
Market Total	351	\$155,900

Active Listings (as of 01-15-05)		
	Units	Avg. List Price
Single Family	2,282	\$225,300
Condo/Co-op	57	\$123,800
Market Total	2,339	\$222,800

Time on Market (December)	
	# Units
1-30 days	242
31-60 days	65
61-90 days	65
91-120 days	32
more than 120 days	43
Avg. Days on Market	50

Types of Financing (December)	
	# Units
FHA	19
VA	5
Conventional	312
Cash	102
Owner Financed	-
Other	9