

Real Estate Market Activity Table

Regional Residential Benton and Washington Counties

2003 Annual

Current Existing Home Market

| Price Range | End of Yr Listings | Annual Sales | Sales / Month | Months Supply | DOMP (Median) | P/SF (Median) | SP/LP (Median) | Sales Volume | Price Range |
|---------------|--------------------|--------------|---------------|---------------|---------------|---------------|----------------|----------------------|---------------|
| 0-99 | 432 | 1989 | 165.8 | 2.6 | 30 | \$60 | 98.7% | \$149,591,456 | 0-99 |
| 100-149 | 464 | 1380 | 115.0 | 4.0 | 27 | \$71 | 98.1% | \$166,526,109 | 100-149 |
| 150-199 | 338 | 660 | 55.0 | 6.1 | 48 | \$80 | 97.5% | \$110,935,490 | 150-199 |
| 200-249 | 242 | 307 | 25.6 | 9.5 | 53 | \$89 | 97.6% | \$67,629,058 | 200-249 |
| 250-299 | 137 | 169 | 14.1 | 9.7 | 64 | \$93 | 96.8% | \$45,093,845 | 250-299 |
| 300-349 | 68 | 97 | 8.1 | 8.4 | 56 | \$98 | 96.9% | \$30,915,700 | 300-349 |
| 350-399 | 58 | 51 | 4.3 | 13.6 | 65 | \$108 | 96.6% | \$18,566,200 | 350-399 |
| 400-449 | 31 | 35 | 2.9 | 10.6 | 75 | \$114 | 97.5% | \$14,604,550 | 400-449 |
| 450-499 | 28 | 23 | 1.9 | 14.6 | 65 | \$108 | 97.1% | \$10,667,300 | 450-499 |
| 500-549 | 11 | 9 | 0.8 | 14.7 | 92 | \$123 | 94.5% | \$4,611,000 | 500-549 |
| 550-599 | 24 | 3 | 0.3 | 84.0 | 158 | \$133 | 93.1% | \$1,485,000 | 550-599 |
| 600-699 | 18 | 7 | 0.6 | 30.9 | 39 | \$125 | 96.2% | \$4,320,000 | 600-699 |
| 700-799 | 10 | 8 | 0.7 | 15.0 | 52 | \$154 | 97.3% | \$5,859,000 | 700-799 |
| 800-999 | 14 | 5 | 0.4 | 33.6 | 266 | \$162 | 95.4% | \$4,098,000 | 800-999 |
| 1,000+ | 6 | 4 | 0.3 | 18.0 | 83 | \$172 | 91.7% | \$4,842,000 | 1,000+ |
| Totals | 1,881 | 4,747 | 395.6 | 4.8 | 40 | \$68 | 98.0% | \$639,744,708 | Totals |

Current New Construction Market

| Price Range | End of Yr Listings | Annual Sales | Sales / Month | Months Supply | DOMP (Median) | P/SF (Median) | SP/LP (Median) | Sales Volume | Price Range |
|---------------|--------------------|--------------|---------------|---------------|---------------|---------------|----------------|----------------------|---------------|
| 0-99 | 149 | 260 | 21.7 | 6.9 | 67 | \$71 | 100.0% | \$23,844,237 | 0-99 |
| 100-149 | 170 | 638 | 53.2 | 3.2 | 69 | \$78 | 100.0% | \$79,237,048 | 100-149 |
| 150-199 | 142 | 320 | 26.7 | 5.3 | 75 | \$87 | 100.0% | \$56,223,749 | 150-199 |
| 200-249 | 97 | 206 | 17.2 | 5.7 | 113 | \$98 | 100.0% | \$46,273,918 | 200-249 |
| 250-299 | 48 | 123 | 10.3 | 4.7 | 109 | \$101 | 100.0% | \$34,184,324 | 250-299 |
| 300-349 | 19 | 47 | 3.9 | 4.9 | 116 | \$108 | 99.7% | \$15,261,439 | 300-349 |
| 350-399 | 15 | 36 | 3.0 | 5.0 | 118 | \$115 | 100.0% | \$13,462,452 | 350-399 |
| 400-449 | 10 | 16 | 1.3 | 7.5 | 94 | \$119 | 99.9% | \$6,814,995 | 400-449 |
| 450-499 | 9 | 4 | 0.3 | 27.0 | 130 | \$130 | 100.5% | \$1,897,968 | 450-499 |
| 500-549 | 3 | 9 | 0.8 | 4.0 | 63 | \$117 | 98.1% | \$4,747,300 | 500-549 |
| 550-599 | 6 | 3 | 0.3 | 24.0 | 95 | \$125 | 96.6% | \$1,658,400 | 550-599 |
| 600-699 | 8 | 2 | 0.2 | 48.0 | 65 | \$155 | 96.1% | \$1,320,000 | 600-699 |
| 700-799 | 2 | 5 | 0.4 | 4.8 | 120 | \$137 | 100.0% | \$3,682,222 | 700-799 |
| 800-999 | 0 | 0 | --- | --- | --- | --- | --- | \$0 | 800-999 |
| 1,000+ | 5 | 0 | 0.0 | 84.0 | --- | --- | --- | \$0 | 1,000+ |
| Totals | 683 | 1,669 | 139.1 | 4.9 | 78 | \$83 | 100.0% | \$288,608,052 | Totals |

Total Market-All Price Categories

End of Year and Annual

| End of Yr Listings | Annual Sales | Ave Sales / Month | Months Supply | DOMP (Median) | P/SF (Median) | SP/LP (Median) | Sales | Volume |
|--------------------|--------------|-------------------|---------------|---------------|---------------|----------------|---------------|--------|
| 2,564 | 6,416 | 534.7 | 4.8 | 56 | \$72.1 | 99.0% | \$928,352,760 | |

Median Sales Prices

| Existing | New Cons | Total |
|-----------|-----------|-----------|
| \$110,000 | \$144,900 | \$119,875 |

Data is taken from the MLS database on the 12th of January and should be considered a preliminary report.
Sales and listings not in the database and Time Shares are excluded.

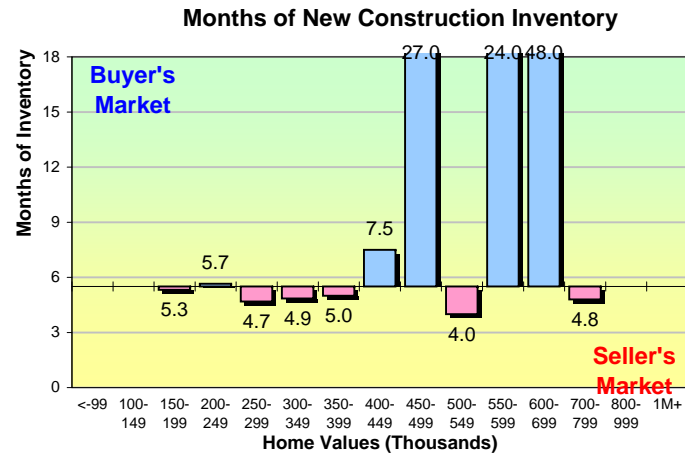
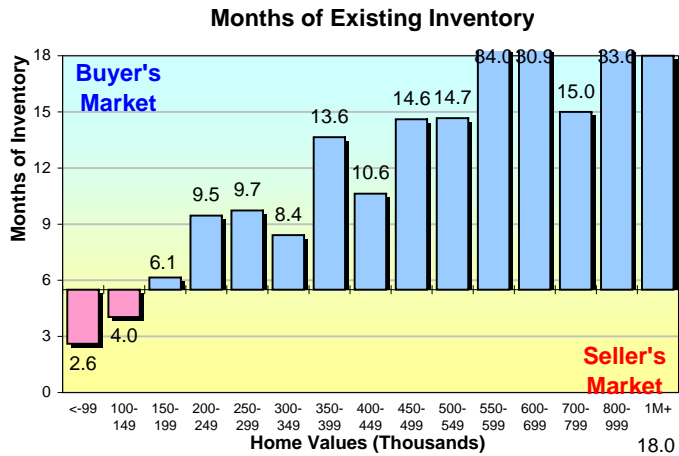
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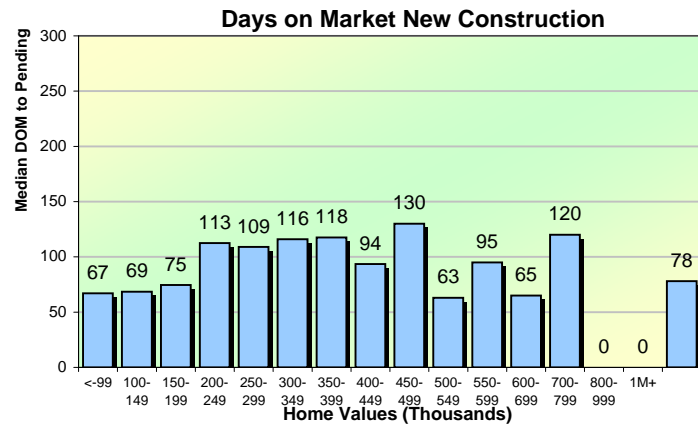
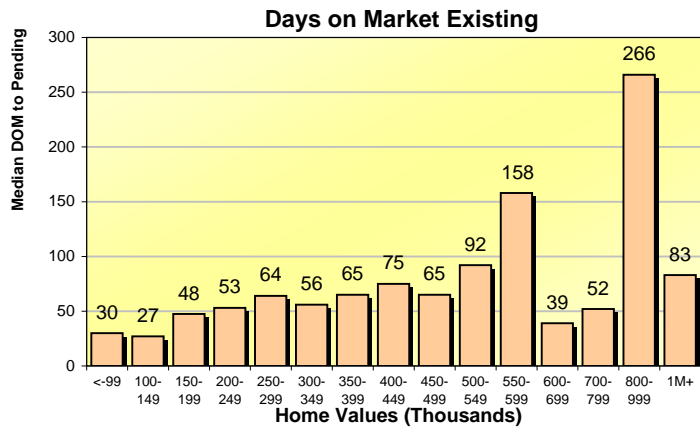
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Months of Inventory 2003 Annual Regional Market Residential



Days-On-Market to Pending Graphs



Data is taken from the MLS database on the 12th of the current month and should be considered a preliminary Sales and listings not on the database and Time Shares are excluded. Data is through the end of the previous month

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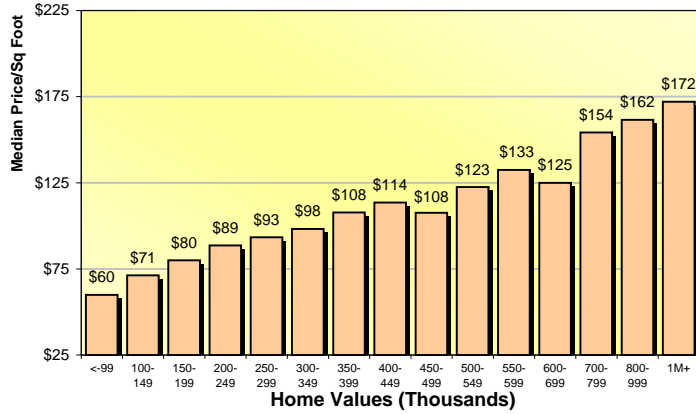
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Median Price Per Square Foot Graphs

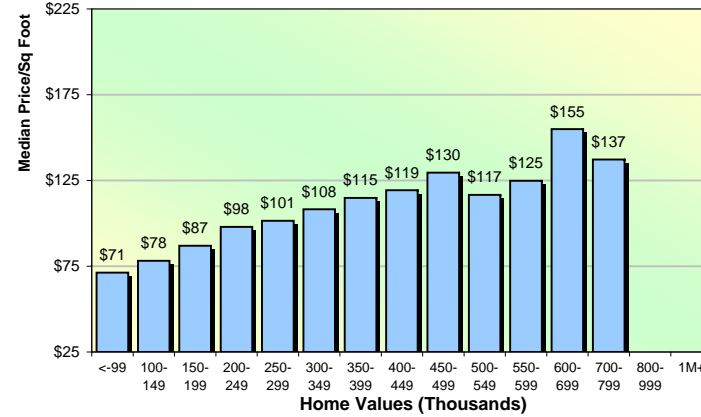
2003 Annual

Regional Market Residential

Current Existing Price Per Square Foot

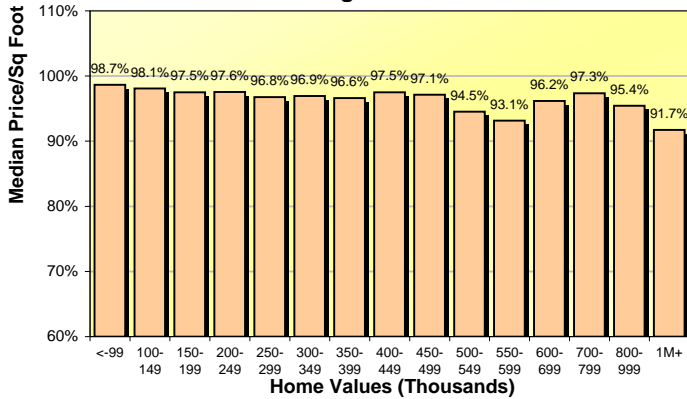


Current New Construction Price Per Square Foot

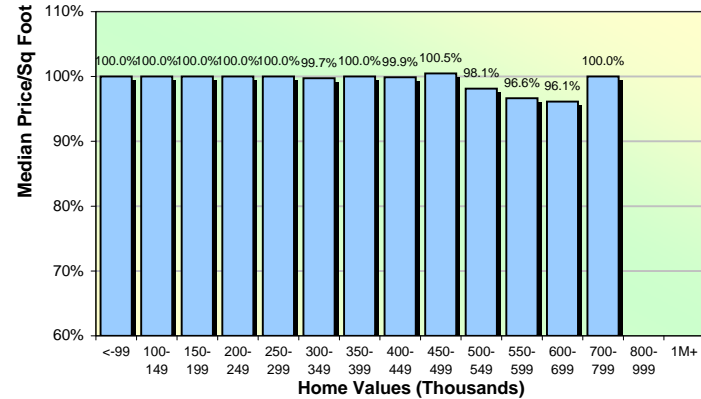


Median Sale Price to List Price Ratio Graphs

Current Existing Sale Price to List Price



Current New Construction Sale Price to List Price



Data is taken from the MLS database on the 12th of the current month and should be considered a preliminary Sales and listings not on the database and Time Shares are excluded. Data is through the end of the previous month

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