

**SALES vs LISTINGS (Active & Pending), SINGLE FAMILY HOMES**

Listings from 8/2002 and 7/2003

Sales from 7/2002 to 7/2003

TMK Dist	Listings 2002				Listings 2003				Sold within the last 12 mo.s				2003 MRI*	2002 MRI*
	Offered	Ave\$	Ave SqFt	\$/sf	Offered	Ave\$	Ave SqFt	\$/sf	Sales	Ave\$	Ave SqFt	\$/sf		
Zone 1-1	147	\$417,389	1,994	\$209	99	\$493,432	2,142	\$230	253	\$377,892	1,756	\$215	<b>4.70</b>	<b>6.97</b>
Zone 1-2	126	\$788,563	2,388	\$330	89	\$897,765	2,289	\$392	214	\$608,209	2,110	\$288	<b>4.99</b>	<b>7.07</b>
Zone 1-3	443	\$1,302,960	2,762	\$472	110	\$1,374,491	2,650	\$519	842	\$732,949	2,198	\$333	<b>1.57</b>	<b>6.31</b>
Zone 1-4	290	\$778,859	2,161	\$360	280	\$756,912	1,931	\$392	749	\$512,982	1,846	\$278	<b>4.49</b>	<b>4.65</b>
Zone 1-5	93	\$674,308	1,963	\$344	70	\$894,929	2,061	\$434	116	\$427,281	1,605	\$266	<b>7.24</b>	<b>9.62</b>
Zone 1-6	46	\$480,900	1,588	\$303	32	\$593,420	1,598	\$371	72	\$333,197	1,413	\$236	<b>5.33</b>	<b>7.67</b>
Zone 1-7	38	\$251,242	1,731	\$145	20	\$293,174	1,502	\$195	78	\$237,672	1,468	\$162	<b>3.08</b>	<b>5.85</b>
Zone 1-8	133	\$260,371	1,469	\$177	110	\$268,373	1,357	\$198	208	\$176,995	1,367	\$130	<b>6.35</b>	<b>7.67</b>
Zone 1-9	533	\$315,933	1,628	\$194	488	\$347,875	1,550	\$224	1,616	\$308,401	1,499	\$206	<b>3.62</b>	<b>3.96</b>
Grand Total	1,849	\$684,288	2,074	\$330	1,298	\$718,953	1,956	\$368	4,148	\$447,062	1,744	\$256	<b>3.76</b>	<b>5.35</b>

\* Months of Remaining Inventory