

| <b>2003 First Half Housing Trends - Broken Down by Board</b> |                     |             |                 |              |             |                 |
|--|---------------------|-------------|-----------------|--------------|-------------|-----------------|
|  | <b>Median Price</b> |             |                 | <b>Sales</b> |             |                 |
| <b>Board:</b>  | <b>2003</b>         | <b>2002</b> | <b>% Change</b> | <b>2003</b>  | <b>2002</b> | <b>% Change</b> |
| Ames   | \$129,200           | \$138,500   | -6.7%           | 320          | 191         | 68.0%           |
| Blue Grass   | \$59,500            | \$47,800    | 24.0%           | 55           | 60          | -8.0%           |
| Boone County   | \$78,750            | \$70,000    | 12.5%           | 65           | 116         | -44.0%          |
| Burlington   | \$68,925            | \$68,500    | 0.6%            | 232          | 227         | 2.2%            |
| Carroll  | \$87,500            | \$88,500    | -1.2%           | 43           | 62          | -30.0%          |
| Cedar Rapids   | \$109,750           | \$115,500   | -4.9%           | 1699         | 1711        | -0.7%           |
| Cedar Valley   | \$67,950            | \$61,000    | 11.4%           | 113          | 88          | 28.0%           |
| Cherokee   |                     | \$58,000    |                 |              | 84          |                 |
| Davenport, Greater   | \$108,950           | \$103,750   | 5.0%            | 1120         | 1132        | -1.1%           |
| Des Moines   | \$128,950           | \$120,500   | 7.0%            | 4494         | 4148        | 8.3%            |
| Dubuque  | \$108,400           | \$98,000    | 10.6%           | 460          | 476         | -3.4%           |
| Fremont-Page   | \$49,500            | \$45,000    | 10.0%           | 23           | 19          | 21.0%           |
| Iowa City Area   | \$148,250           | \$126,000   | 17.7%           | 1045         | 943         | 10.8%           |
| Iowa Great Lakes   | \$99,750            | \$97,000    | 2.8%            | 285          | 230         | 24.0%           |
| Marshalltown   | \$79,000            | \$68,600    | 15.0%           | 271          | 287         | -5.6%           |
| Mason City, Greater  | \$69,750            | \$75,200    | -7.3%           | 275          | 232         | 18.5%           |
| Muscatine  | \$89,375            | \$89,000    | 40.0%           | 218          | 205         | 6.3%            |
| Newton   | \$89,250            | \$85,000    | 5.0%            | 167          | 162         | 3.1%            |
| North Central  | \$68,500            | \$71,500    | -4.2%           | 78           | 48          | 62.5%           |
| Oskaloosa  | \$77,700            | \$76,500    | 1.6%            | 91           | 109         | -16.5%          |
| Ottumwa  |                     | \$56,500    |                 |              | 203         |                 |
| Plymouth County  | \$97,250            | \$82,200    | 18.0%           | 68           | 66          | 3.0%            |
| Sioux City, Greater  | \$88,750            | \$82,000    | 8.2%            | 844          | 878         | -3.8%           |
| Southwest Iowa   | \$99,025            | \$91,400    | 8.3%            | 670          | 621         | 7.9%            |
| Waterloo-Cedar Falls   | \$89,750            | \$86,400    | 3.9%            | 1039         | 976         | 6.5%            |
| Statewide Totals   | \$109,350           | \$103,900   | 5.2%            | 12,758       | 13,047      | -2.2%           |

\* Not all board reporting