

| <b>2004 January Housing Trends Broken Down by Board</b> |                     |             |                 |              |             |                 |
|---|---------------------|-------------|-----------------|--------------|-------------|-----------------|
|   | <b>Median Price</b> |             |                 | <b>Sales</b> |             |                 |
| <b>Board:</b>   | <b>2004</b>         | <b>2003</b> | <b>% Change</b> | <b>2004</b>  | <b>2003</b> | <b>% Change</b> |
| Benton County   | \$88,980            | \$58,250    | 53.0%           | 1            | 5           | -80.0%          |
| Bluegrass   | \$56,650            | \$87,500    | -35.0%          | 4            | 6           | -33.0%          |
| Boone   | \$77,850            | \$96,850    | -20.0%          | 11           | 11          | 0.0%            |
| Burlington  | \$79,100            | \$68,850    | 15.0%           | 20           | 25          | -20.0%          |
| Carroll   | \$98,325            | \$86,000    | 14.0%           | 5            | 6           | -16.0%          |
| Cedar Rapids  | \$119,000           | \$115,000   | 3.0%            | 181          | 208         | -13.0%          |
| Cedar Valley  | \$68,750            | \$68,887    | -0.1%           | 7            | 16          | -56.0%          |
| Central Iowa  | \$128,750           | \$108,250   | 19.0%           | 28           | 22          | 27.0%           |
| Clear Lake  | \$97,850            | \$58,500    | 67.0%           | 11           | 27          | -59.0%          |
| Clinton   | \$68,650            | \$58,500    | 17.0%           | 33           | 27          | 22.0%           |
| Cherokee  | \$55,000            | \$82,500    | 17.0%           | 2            | 1           | 100.0%          |
| Davenport, Greater                                      | \$112,500           | \$106,000   | 6.0%            | 120          | 140         | -14.0%          |
| Des Moines  | \$148,350           | \$128,400   | 15.0%           | 594          | 536         | 11.0%           |
| Dubuque   | \$135,950           | \$92,150    | 48.0%           | 48           | 63          | -24.0%          |
| Fremont-Page  | \$60,000            | \$46,500    | 29.0%           | 1            | 4           | -75.0%          |
| Ft. Madison   | \$76,650            | \$55,000    | 39.0%           | 8            | 5           | 60.0%           |
| Humboldt  | \$65,000            | n/a         | 100.0%          | 4            | 0           | 100.0%          |
| Iowa City Area  | \$135,000           | \$145,000   | -7.0%           | 80           | 101         | -21.0%          |
| Iowa Great Lakes  | \$109,500           | \$98,250    | 11.0%           | 42           | 32          | 31.0%           |
| Keokuk  | \$47,850            | \$47,750    | 0.2%            | 11           | 11          | 0.0%            |
| Maquoketa   | \$57,500            | \$78,250    | -27.0%          | 6            | 5           | 20.0%           |
| Marion County   | \$78,000            | \$86,650    | -10.0%          | 8            | 4           | 100.0%          |
| Marshalltown  | \$88,150            | \$68,000    | 30.0%           | 18           | 28          | -38.0%          |
| Mason City, Greater                                     | \$78,500            | \$69,150    | 14.0%           | 46           | 22          | 14.0%           |
| Montgomery  | \$76,000            | \$68,000    | 12.0%           | 6            | 8           | -25.0%          |
| Mt. Pleasant  | \$69,150            | \$58,000    | 19.0%           | 11           | 8           | 38.0%           |
| Muscatine   | \$149,600           | \$88,000    | 70.0%           | 23           | 21          | 10.0%           |
| Newton  | \$68,750            | \$89,500    | -23.0%          | 14           | 21          | -33.0%          |
| North Central   | \$68,500            | \$68,000    | 0.7%            | 12           | 13          | -8.0%           |
| Northeast   | \$47,500            | \$105,000   | -55.0%          | 3            | 2           | 50.0%           |
| Oskaloosa   | \$48,250            | \$58,250    | -17.0%          | 15           | 13          | 15.0%           |
| Ottumwa   | \$58,000            | \$68,000    | -15.0%          | 24           | 24          | 0.0%            |
| Plymouth County   | \$106,650           | \$78,750    | 35.0%           | 8            | 7           | 14.0%           |
| Poweshiek County  | \$97,500            | \$78,750    | 24.0%           | 3            | 7           | -57.0%          |
| Raccoon Valley  | \$206,650           | n/a         | 100.0%          | 4            | 0           | 100.0%          |
| Rathburn Area   | \$77,500            | \$47,500    | 63.0%           | 3            | 3           | 0.0%            |
| Sioux City, Greater                                     | \$68,400            | \$79,000    | -13.0%          | 84           | 92          | -9.0%           |
| Southwest Iowa  | \$88,900            | \$98,500    | -10.0%          | 82           | 67          | 22.0%           |
| Storm Lake  | \$77,850            | \$77,750    | 0.1%            | 11           | 14          | -21.0%          |
| Tama  | \$87,500            | \$55,000    | 59.0%           | 3            | 2           | 50.0%           |
| Washington  | \$97,850            | \$207,500   | -53.0%          | 11           | 3           | 267.0%          |
| Waterloo-Cedar Falls                                    | \$89,500            | \$109,000   | -18.0%          | 119          | 108         | 10.0%           |
| Western Iowa  | \$77,850            | \$78,150    | -0.4%           | 22           | 18          | 22.0%           |
| Statewide Totals  | \$109,275           | \$108,325   | 0.9%            | 1747         | 1703        | 2.6%            |