

**National Association of REALTORS®**  
**Total Sales: Single-Family, Apartment Condos and Co-ops**

| State                | 2002 r                                  | 2003 r | 2004 r | 2004:I | 2004:II | 2004:III | 2004:IV | 2005:I p | % Chya |
|----------------------|---|--------|--------|--------|---------|----------|---------|----------|--------|
|                      | (Seasonally Adjusted Annual Rate, 000s) |        |        |        |         |          |         |          |        |
| United States        | 5,631                                   | 6,183  | 6,784  | 6,317  | 6,900   | 6,797    | 6,877   | 6,843    | 8.3%   |
| Northeast            | 950                                     | 1,022  | 1,114  | 1,050  | 1,123   | 1,123    | 1,130   | 1,123    | 7.0%   |
| Midwest              | 1,346                                   | 1,468  | 1,549  | 1,423  | 1,597   | 1,550    | 1,560   | 1,513    | 6.3%   |
| South                | 2,065                                   | 2,282  | 2,542  | 2,380  | 2,567   | 2,560    | 2,590   | 2,593    | 8.9%   |
| West                 | 1,269                                   | 1,404  | 1,577  | 1,463  | 1,627   | 1,573    | 1,600   | 1,607    | 9.8%   |
| ALABAMA              | 82.2                                    | 93.7   | 112.0  | 107.1  | 110.2   | 111.7    | 118.2   | 123.7    | 15.5%  |
| ALASKA               | 17.2                                    | 18.4   | 23.0   | 23.4   | 22.7    | 23.0     | 23.2    | 28.4     | 21.4%  |
| ARIZONA              | 128.2                                   | 149.6  | 186.8  | 168.3  | 182.5   | 195.9    | 199.4   | 191.6    | 13.8%  |
| ARKANSAS             | 52.2                                    | 53.8   | 60.9   | 57.0   | 59.6    | 63.6     | 61.5    | 65.7     | 15.3%  |
| CALIFORNIA           | 565.1                                   | 577.6  | 610.1  | 608.9  | 605.5   | 600.6    | 616.0   | 597.0    | -2.0%  |
| COLORADO             | 109.4                                   | 112.4  | 126.0  | 115.5  | 132.6   | 127.1    | 125.8   | 116.3    | 0.7%   |
| CONNECTICUT          | 64.2                                    | 63.5   | 72.5   | 65.5   | 72.7    | 77.1     | 72.5    | 66.1     | 0.9%   |
| DELAWARE             | 14.5                                    | 15.8   | 18.9   | 15.3   | 18.4    | 25.0     | 15.7    | 16.4     | 7.2%   |
| District of Columbia | 11.2                                    | 12.1   | 13.4   | 14.3   | 14.1    | 9.8      | 16.0    | 14.4     | 0.7%   |
| FLORIDA              | 429.3                                   | 476.1  | 526.5  | 535.1  | 560.3   | 511.0    | 499.4   | 566.1    | 5.8%   |
| GEORGIA              | 173.9                                   | 174.0  | 215.8  | 193.8  | 216.2   | 220.0    | 227.7   | 221.4    | 14.2%  |
| HAWAII               | 28.1                                    | 34.4   | 35.5   | 33.3   | 35.3    | 35.7     | 37.6    | 38.2     | 14.7%  |
| IDAHO                | 25.7                                    | 27.6   | 32.0   | 29.0   | 35.4    | 33.3     | 30.1    | N/A      | N/A    |
| ILLINOIS             | 269.0                                   | 275.1  | 307.5  | 288.2  | 306.0   | 311.8    | 317.0   | 296.7    | 2.9%   |
| INDIANA              | 125.2                                   | 120.4  | 130.5  | 125.8  | 129.0   | 130.1    | 134.6   | 131.6    | 4.6%   |
| IOWA                 | 58.4                                    | 62.4   | 71.1   | 67.0   | 71.0    | 71.5     | 73.3    | 68.6     | 2.4%   |
| KANSAS               | 60.0                                    | 65.3   | 73.4   | 69.5   | 75.3    | 73.8     | 72.2    | 73.6     | 5.9%   |
| KENTUCKY             | 73.5                                    | 81.1   | 89.3   | 82.6   | 88.2    | 90.2     | 96.7    | 90.7     | 9.8%   |
| LOUISIANA            | 71.7                                    | 76.2   | 79.6   | 77.3   | 82.9    | 79.9     | 77.5    | 82.8     | 7.1%   |
| MAINE                | 28.8                                    | 30.7   | 33.6   | 32.1   | 33.9    | 33.6     | 33.4    | 34.3     | 6.9%   |
| MARYLAND             | 117.6                                   | 120.8  | 140.6  | 131.6  | 138.0   | 144.0    | 144.8   | 130.2    | -1.1%  |
| MASSACHUSETTS        | 115.9                                   | 118.3  | 141.7  | 126.8  | 138.3   | 146.3    | 149.8   | 139.3    | 9.9%   |
| MICHIGAN             | 203.5                                   | 207.4  | 213.4  | 207.5  | 215.3   | 218.8    | 209.6   | 213.6    | 2.9%   |
| MINNESOTA            | 122.6                                   | 126.7  | 137.4  | 116.6  | 146.6   | 143.2    | 136.1   | 121.4    | 4.1%   |
| MISSISSIPPI          | 48.0                                    | 51.5   | 58.1   | 55.6   | 59.7    | 58.2     | 56.9    | 60.0     | 7.9%   |
| MISSOURI             | 115.2                                   | 131.1  | 141.8  | 135.7  | 142.2   | 144.2    | 140.5   | 142.4    | 4.9%   |
| MONTANA              | 22.6                                    | 23.2   | 24.2   | 24.6   | 23.8    | 24.4     | 23.5    | 22.4     | -8.9%  |
| NEBRASKA             | 34.3                                    | 38.0   | 39.8   | 30.3   | 48.0    | 41.1     | 39.2    | 33.7     | 11.2%  |
| NEVADA               | 63.5                                    | 80.9   | 99.8   | 126.4  | 94.1    | 93.8     | 94.6    | 114.2    | -9.7%  |
| NEW HAMPSHIRE        | 23.8                                    | 25.4   | 27.2   | 11.5   | 27.6    | 35.2     | 31.1    | N/A      | N/A    |
| NEW JERSEY           | 166.8                                   | 174.3  | 188.7  | 173.0  | 197.3   | 178.1    | 204.6   | 173.8    | 0.5%   |
| NEW MEXICO           | 38.9                                    | 43.3   | 50.6   | 89.7   | 45.3    | 40.5     | 61.9    | 100.4    | 11.9%  |
| NEW YORK             | 290.4                                   | 282.6  | 307.5  | 328.5  | 274.7   | 334.7    | 296.4   | 335.6    | 2.16%  |
| NORTH CAROLINA       | 142.1                                   | 156.3  | 192.6  | 189.4  | 175.7   | 227.1    | 175.3   | 213.5    | 12.7%  |
| NORTH DAKOTA         | 12.3                                    | 12.9   | 14.5   | 9.9    | 17.3    | 15.0     | 15.2    | 11.5     | 16.2%  |
| OHIO                 | 237.0                                   | 253.1  | 275.7  | 258.6  | 276.1   | 279.5    | 277.6   | 272.0    | 5.2%   |
| OKLAHOMA             | 79.5                                    | 85.1   | 93.6   | 91.4   | 91.3    | 95.8     | 93.7    | 98.1     | 7.3%   |
| OREGON               | 72.1                                    | 78.3   | 90.7   | 76.2   | 91.5    | 95.4     | 96.5    | 89.4     | 17.3%  |
| PENNSYLVANIA         | 204.7                                   | 219.6  | 244.6  | 231.7  | 242.0   | 247.9    | 250.3   | 239.5    | 3.4%   |
| RHODE ISLAND         | 17.1                                    | 16.9   | 19.2   | 18.2   | 19.5    | 19.5     | 19.4    | 18.8     | 3.3%   |
| SOUTH CAROLINA       | 72.7                                    | 83.0   | 99.3   | 91.3   | 98.3    | 102.1    | 104.2   | 102.5    | 12.3%  |
| SOUTH DAKOTA         | 14.9                                    | 15.6   | 17.3   | 16.0   | 16.3    | 18.1     | 18.2    | 17.3     | 8.1%   |
| TENNESSEE            | 112.0                                   | 128.8  | 156.1  | 145.8  | 153.9   | 159.0    | 162.0   | 158.3    | 8.6%   |
| TEXAS                | 412.4                                   | 425.4  | 485.5  | 449.9  | 482.6   | 496.7    | 504.9   | 481.6    | 7.0%   |
| UTAH                 | 40.9                                    | 43.9   | 43.6   | 41.3   | 46.2    | 43.6     | 43.7    | 47.1     | 14.0%  |
| VERMONT              | 13.0                                    | 14.5   | 14.2   | 14.5   | 13.8    | 14.4     | 14.3    | N/A      | N/A    |
| VIRGINIA             | 150.1                                   | 158.3  | 186.0  | 167.7  | 182.8   | 191.9    | 195.9   | 183.5    | 9.4%   |
| WASHINGTON           | 116.3                                   | 132.3  | 147.6  | 133.6  | 139.0   | 149.7    | 162.1   | 152.2    | 13.9%  |
| WEST VIRGINIA        | 28.1                                    | 28.9   | 36.0   | 30.2   | 25.9    | 41.8     | 49.4    | 34.7     | 14.9%  |
| WISCONSIN            | 105.5                                   | 105.9  | 116.8  | 114.3  | 151.4   | 107.5    | 96.4    | 117.8    | 3.1%   |
| WYOMING              | 10.6                                    | 11.4   | 13.2   | 12.6   | 11.7    | 13.7     | 15.7    | 14.8     | 17.5%  |