

## National Association of REALTORS®

### Total Sales: Single-Family, Apartment Condos and Co-ops

| State                                   | 2005  | 2006  | 2007 p | 2006.IV | 2007.I | 2007.II | 2007.III r | 2007.IV p | % Chya |
|---|-------|-------|--------|---------|--------|---------|------------|-----------|--------|
| (Seasonally Adjusted Annual Rate, 000s) |       |       |        |         |        |         |            |           |        |
| United States                           | 7,076 | 6,478 | 5,652  | 6,263   | 6,423  | 5,917   | 5,420      | 4,957     | -20.9% |
| Northeast                               | 1,169 | 1,086 | 1,006  | 1,060   | 1,140  | 1,047   | 973        | 867       | -18.2% |
| Midwest                                 | 1,588 | 1,483 | 1,327  | 1,433   | 1,490  | 1,397   | 1,277      | 1,173     | -18.1% |
| South                                   | 2,702 | 2,563 | 2,235  | 2,493   | 2,507  | 2,313   | 2,157      | 1,997     | -19.9% |
| West                                    | 1,617 | 1,346 | 1,084  | 1,277   | 1,283  | 1,157   | 1,013      | 923       | -27.7% |
| ALABAMA                                 | 128.0 | 125.8 | 118.0  | 119.2   | 128.0  | 124.8   | 117.2      | 102.0     | -14.4% |
| ALASKA                                  | 24.6  | 30.7  | 26.4   | 27.2    | 39.2   | 27.6    | 26.5       | 25.2      | -7.4%  |
| ARIZONA                                 | 199.2 | 142.9 | 105.5  | 129.2   | 139.6  | 116.4   | 91.2       | 80.8      | -37.5% |
| ARKANSAS                                | 75.3  | 82.6  | 78.6   | 80.4    | 88.8   | 84.0    | 71.2       | 76.0      | -5.5%  |
| CALIFORNIA                              | 601.1 | 459.9 | 355.0  | 434.8   | 466.4  | 376.0   | 314.4      | 305.2     | -29.8% |
| COLORADO                                | 130.4 | 123.7 | 118.2  | 112.4   | 138.8  | 126.8   | 107.6      | 109.2     | -2.8%  |
| CONNECTICUT                             | 80.4  | 70.8  | 62.6   | 66.0    | 71.2   | 68.4    | 62.4       | 51.6      | -21.8% |
| DELAWARE                                | 19.3  | 17.8  | 15.7   | 16.4    | 18.4   | 16.8    | 14.8       | 13.2      | -19.5% |
| District of Columbia                    | 12.1  | 10.1  | 9.6    | 8.4     | 11.6   | 10.4    | 9.2        | 8.0       | -4.8%  |
| FLORIDA                                 | 547.1 | 395.3 | 286.4  | 337.6   | 346.8  | 320.4   | 252.8      | 239.6     | -29.0% |
| GEORGIA                                 | 242.1 | 248.8 | 209.9  | 243.6   | 235.2  | 226.4   | 204.0      | 185.6     | -23.8% |
| HAWAII                                  | 36.8  | 31.5  | 27.8   | 27.2    | 29.6   | 30.4    | 28.0       | 23.2      | -14.7% |
| IDAHO                                   | N/A   | 37.0  | 36.3   | N/A     | 26.9   | 41.2    | 24.8       | 39.5      | N/A    |
| ILLINOIS                                | 315.3 | 289.0 | 239.7  | 266.8   | 279.2  | 253.2   | 232.4      | 212.0     | -20.5% |
| INDIANA                                 | 138.3 | 147.4 | 148.3  | N/A     | 151.1  | 148.8   | 130.8      | 131.6     | N/A    |
| IOWA                                    | 74.9  | 74.6  | 70.5   | 70.8    | 82.8   | 77.2    | 67.6       | 58.8      | -16.9% |
| KANSAS                                  | 77.9  | 76.1  | 70.5   | 73.6    | 74.0   | 74.8    | 67.2       | 66.8      | -9.2%  |
| KENTUCKY                                | 96.2  | 96.9  | 91.8   | 98.8    | 101.2  | 95.6    | 87.2       | 84.8      | -14.2% |
| LOUISIANA                               | 87.7  | 92.3  | 75.9   | 85.2    | 83.6   | 78.4    | 76.4       | 65.6      | -23.0% |
| MAINE                                   | 33.3  | 30.7  | 25.5   | 27.2    | 30.8   | 29.2    | 25.6       | 22.4      | -17.6% |
| MARYLAND                                | 135.5 | 113.2 | 86.4   | 101.6   | 115.6  | 92.8    | 78.0       | 67.6      | -33.5% |
| MASSACHUSETTS                           | 148.6 | 128.1 | 122.4  | 120.8   | 146.4  | 132.0   | 117.2      | 108.4     | -10.3% |
| MICHIGAN                                | 208.6 | 182.4 | 172.4  | 180.0   | 188.4  | 161.2   | 170.8      | 175.2     | -2.7%  |
| MINNESOTA                               | 134.9 | 115.4 | 99.8   | 104.0   | 124.0  | 110.0   | 90.0       | 87.6      | -15.8% |
| MISSISSIPPI                             | 61.2  | 63.8  | 59.7   | 63.2    | 60.4   | 62.4    | 58.8       | 58.0      | -8.2%  |
| MISSOURI                                | 142.9 | 135.3 | 123.7  | 126.8   | 139.6  | 134.0   | 116.4      | 106.0     | -16.4% |
| MONTANA                                 | 25.4  | 26.8  | 24.1   | 24.8    | 28.4   | 26.0    | 22.4       | 21.2      | -14.5% |
| NEBRASKA                                | 41.2  | 38.7  | 36.8   | 36.4    | 38.4   | 40.4    | 37.2       | 30.0      | -17.6% |
| NEVADA                                  | 98.0  | 70.2  | 45.3   | 61.6    | 61.6   | 49.2    | 40.4       | 34.4      | -44.2% |
| NEW HAMPSHIRE                           | N/A   | N/A   | N/A    | N/A     | N/A    | N/A     | N/A        | N/A       | N/A    |
| NEW JERSEY                              | 184.4 | 154.1 | 139.7  | 141.3   | 163.0  | 145.1   | 128.9      | 128.4     | -9.1%  |
| NEW MEXICO                              | 57.5  | 58.2  | 44.5   | 54.8    | 54.0   | 50.0    | 42.4       | 33.6      | -38.7% |
| NEW YORK                                | 319.8 | 303.4 | 295.9  | 302.0   | 332.8  | 297.2   | 291.2      | 275.6     | -8.7%  |
| NORTH CAROLINA                          | 215.7 | 234.8 | 214.0  | 225.6   | 244.0  | 231.2   | 202.8      | 185.6     | -17.7% |
| NORTH DAKOTA                            | 15.8  | 14.1  | 14.4   | 14.4    | 15.6   | 14.0    | 14.4       | 14.4      | Unch   |
| OHIO                                    | 286.9 | 275.4 | 250.8  | 260.4   | 279.6  | 258.4   | 238.4      | 234.0     | -10.1% |
| OKLAHOMA                                | 104.6 | 106.0 | 102.0  | 103.2   | 107.2  | 109.2   | 97.6       | 96.8      | -6.2%  |
| OREGON                                  | 100.5 | 85.8  | 74.3   | 84.4    | 86.4   | 86.0    | 74.0       | 52.0      | -38.4% |
| PENNSYLVANIA                            | 255.2 | 234.5 | 214.0  | 228.8   | 206.1  | 210.0   | 237.3      | 198.0     | -13.5% |
| RHODE ISLAND                            | 19.8  | 17.4  | 16.4   | 16.0    | 19.2   | 17.6    | 17.2       | 13.2      | -17.5% |
| SOUTH CAROLINA                          | 114.6 | 115.2 | 105.0  | 102.4   | 116.8  | 116.8   | 101.6      | 88.0      | -14.1% |
| SOUTH DAKOTA                            | 18.3  | 18.3  | 18.5   | 18.0    | 17.2   | 19.2    | 18.0       | 19.6      | 8.9%   |
| TENNESSEE                               | 170.9 | 173.6 | 145.7  | 160.4   | 154.4  | 144.4   | 153.6      | 137.2     | -14.5% |
| TEXAS                                   | 532.5 | 578.6 | 557.8  | 572.8   | 588.4  | 592.8   | 549.6      | 514.4     | -10.2% |
| UTAH                                    | 51.7  | 51.7  | 41.9   | 52.0    | 47.6   | 48.0    | 39.6       | 34.4      | -33.8% |
| VERMONT                                 | 15.3  | 15.0  | 14.4   | 14.8    | 13.2   | 17.2    | 13.2       | 12.8      | -13.5% |
| VIRGINIA                                | 182.5 | 140.1 | 116.5  | 125.6   | 142.4  | 124.0   | 108.4      | 100.4     | -20.1% |
| WASHINGTON                              | 167.8 | 154.2 | 133.8  | 137.2   | 148.0  | 148.8   | 133.6      | 115.2     | -16.0% |
| WEST VIRGINIA                           | 38.6  | 32.6  | 29.0   | 29.2    | 36.8   | 30.4    | 25.6       | 27.2      | -6.8%  |
| WISCONSIN                               | 122.8 | 117.3 | 104.6  | 114.0   | 113.7  | 112.8   | 103.2      | 95.6      | -16.1% |
| WYOMING                                 | 14.3  | 13.6  | 12.9   | 13.2    | 16.0   | 16.4    | 12.4       | 7.6       | -42.4% |

N/A Not Available    r Revised    p Preliminary

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Note: State will not add up to national/regional totals due to independent samples.