



How does NAR gather home sales data?

Each month, the Research Division of the NATIONAL ASSOCIATION OF REALTORS® receives data on existing single-family home sales from Local Realtor Associations or multiple listing services (MLS) nationwide. Participating Local Associations/MLSs report the number of single-family home sales that occurred during the month, the sales prices, and the number of bedrooms in the units (see below for a sample format). NAR currently receives the MLS data via fax, email, or mail. Participants of the survey are situated in every region of the country and provide wide geographic coverage of the existing home market.

NATIONAL ASSOCIATION OF REALTORS® Real Estate Trend Indicator						
County/Board: _____						
State: _____						
Month: _____ Year: _____						
	Single-Family Unit Sales		Apartment	Single-Family	Apartment	
	Number of Bedrooms		Condo/Co-op	Listings	Condo/Co-op	Listings
	2 or Less	3	4 or more	Unit Sales	End of Month	End of Month
\$29,999 or under						
\$30,000 - \$39,999						
\$40,000 - \$49,999						
\$50,000 - \$59,999						
\$60,000 - \$69,999						
\$70,000 - \$79,999						
\$80,000 - \$89,999						
\$90,000 - \$99,999						
\$100,000 - \$119,999						
\$120,000 - \$139,999						
\$140,000 - \$159,999						
\$160,000 - \$179,999						
\$180,000 - \$199,999						
\$200,000 - \$249,999						
\$250,000 - \$299,999						
\$300,000 - \$399,999						
\$400,000 - \$499,999						
\$500,000 and over						

Time on Market	
of Units Sold	# Units
1-30 days	_____
31-60 days	_____
61-90 days	_____
91-120 days	_____
120+ days	_____
Type of	
Financing	
Conventional	_____
FHA	_____
VA	_____
Assumption	_____
Cash	_____
Seller Financing	_____
Other	_____

Local Associations/MLSs have an inherent incentive to participate in the survey as their local areas are often highlighted in NAR's reporting which gives them national media exposure that otherwise would not be received. As an additional incentive NAR offers survey participants a



complementary subscription to the Research Division's monthly publication the *Real Estate Outlook*.

Aggregation of Data

The Local Association/MLS data is then entered into a central sequel server database. The majority of the data is input manually, while a growing percentage is directly imported into the database. From this database system, we can run aggregate reports (see below for sample).

QUARTERLY NATIONAL/REGIONAL PRICE REPORT FOR 2002, The Nation

	Two Bedrooms		Three Bedroom		Four Bedroom		SF Totals		Condos		SF + Condo	
	No.	No./2br	No.	No./3br	No.	No./4br	No.	No./SF	No.	No./CDO	No.	No./All
\$29,999 or Under	2702	0.0452	2910	0.0149	683	0.0066	6295	0.0176	2628	0.0264	8923	0.0195
\$30,000 - \$39,999	1698	0.0284	1851	0.0095	343	0.0033	3892	0.0109	1894	0.019	5786	0.0126
\$40,000 - \$49,999	2128	0.0356	2324	0.0119	388	0.0038	4840	0.0135	2446	0.0246	7286	0.0159
\$50,000 - \$59,999	2584	0.0433	3368	0.0172	530	0.0051	6482	0.0181	3127	0.0314	9609	0.021
\$60,000 - \$69,999	3156	0.0529	5041	0.0258	773	0.0075	8970	0.025	4177	0.0419	13147	0.0287
\$70,000 - \$79,999	3663	0.0613	7031	0.036	944	0.0091	11638	0.0325	5085	0.051	16723	0.0365
\$80,000 - \$89,999	4200	0.0703	9524	0.0487	1348	0.013	15072	0.042	5854	0.0588	20926	0.0457
\$90,000 - \$99,999	4026	0.0674	10344	0.0529	1464	0.0142	15834	0.0442	5403	0.0542	21237	0.0464
\$100,000 - \$119,999	6729	0.1127	22337	0.1142	3752	0.0363	32818	0.0915	9868	0.0991	42686	0.0932
\$120,000 - \$139,999	6112	0.1024	26161	0.1338	5818	0.0563	38091	0.1062	10821	0.1086	48912	0.1068
\$140,000 - \$159,999	4580	0.0767	20308	0.1039	7028	0.068	31916	0.089	8712	0.0874	40628	0.0887
\$160,000 - \$179,999	3608	0.0604	15977	0.0817	7617	0.0737	27202	0.0759	6841	0.0687	34043	0.0743
\$180,000 - \$199,999	2684	0.0449	11595	0.0593	7270	0.0704	21549	0.0601	5289	0.0531	26838	0.0586
\$200,000 - \$249,999	4169	0.0698	18702	0.0956	14887	0.1441	37758	0.1053	9018	0.0905	46776	0.1021
\$250,000 - \$299,999	2639	0.0442	11624	0.0594	12079	0.1169	26342	0.0735	6356	0.0638	32698	0.0714
\$300,000 - \$399,999	2504	0.0419	11884	0.0608	14596	0.1413	28984	0.0808	6856	0.0688	35840	0.0782
\$400,000 - \$499,999	1141	0.0191	6424	0.0329	8300	0.0803	15865	0.0442	2485	0.0249	18350	0.04
\$500,000 and over	1392	0.0233	8126	0.0416	15487	0.1499	25005	0.0697	2766	0.0278	27771	0.0606
TOTALS	59715	1	195531	1	103307	1	358553	1	99626	1	458179	1
MEAN	147200		185100		291800		209500		170800		201100	
MEDIAN	116900		146700		245900		162500		137200		156600	
PROP OF ALL BR'S	0.1665		0.5453		0.2881		1					

Reporting

The aggregated data is then used in multiple reports:

- Number of Home Sales, US, Regions, States
- Median Home Prices, US, Regions, Metropolitan Areas
- Inventory Available, US
- Condo Sales, US, Regions
- Condo Home Prices, US, Regions

Below are a few samples of these reports:

National Association of REALTORS®

Median Sales Price of Existing Single-Family Homes for Metropolitan Areas

Metropolitan Area	2000	2001	2002 p	2001:IV	2002:I	2002:II	2002:III r	2002:IV p	%Chya
	(Not Seasonally Adjusted, 000s)								
United States	139.0	147.8	158.3	148.5	151.0	157.8	161.4	161.6	8.8%
Northeast	139.4	146.5	164.3	150.6	153.0	160.6	165.7	170.0	12.9%
Midwest	123.6	130.2	136.0	126.6	129.4	132.9	140.7	137.9	8.9%
South	128.3	137.4	147.8	140.3	141.6	148.6	151.1	151.1	7.7%
West	183.0	194.5	213.9	194.4	201.2	217.3	213.8	215.4	10.8%
Akron, OH	110.1	113.6	115.3	110.6	103.7	117.4	119.7	117.9	6.6%
Albany/Schenectady/Troy, NY	111.1	121.6	130.5	127.9	127.5	126.4	129.1	139.6	9.1%
Albuquerque, NM	130.4	133.3	133.8	142.1	128.0	134.3	136.3	134.9	-5.1%
Amarillo, TX	86.3	90.2	91.9	90.3	84.7	94.5	97.1	90.9	0.7%
Orange Cnty. (Anaheim/Santa Ana MSA), CA	316.2	355.6	412.7	360.9	372.0	411.1	439.4	434.6	20.4%
Appleton/Oshkosh/Neenah, WI	100.5	105.1	112.7	104.6	108.7	114.3	114.1	111.9	7.0%
Atlanta, GA	131.2	138.8	146.5	139.5	140.6	146.9	148.5	148.9	6.7%
Atlantic City, NJ	121.5	125.7	143.6	129.4	133.7	139.1	149.7	150.8	16.5%
Aurora/Elgin, IL	163.0	178.2	193.3	178.7	185.5	191.8	197.2	194.9	9.1%
Austin/San Marcos, TX	142.8	152.0	156.5	151.7	157.3	160.9	157.0	151.0	-0.5%
Baltimore, MD	153.0	158.2	179.6	165.9	165.0	175.9	186.9	189.5	14.2%
Baton Rouge, LA	109.1	114.0	116.9	116.3	110.4	117.1	119.9	118.6	2.0%
Beaumont/Port Arthur, TX	80.8	84.0	84.3	83.5	76.8	86.2	89.2	81.5	-2.4%
Biloxi/Gulfport, MS	N/A	105.7	100.2	106.8	95.6	98.6	105.2	100.4	-6.0%
Birmingham, AL	125.5	133.6	137.4	135.6	131.6	139.0	138.1	140.3	3.5%
Boise City, ID	126.0	130.0	129.0	131.3	130.0	139.6	124.9	N/A	N/A
Boston, MA	314.2	356.6	395.9	350.4	358.0	397.7	415.8	386.3	10.2%
Bradenton, FL	127.3	137.8	150.0	130.6	142.6	147.6	150.4	156.8	20.1%
Buffalo/Niagara Falls, NY	79.8	84.1	85.0	83.0	81.8	85.6	86.6	85.4	2.9%
Canton, OH	N/A	107.8	107.1	107.4	98.5	108.0	114.9	N/A	N/A
Cedar Rapids, IA	112.9	115.7	118.8	117.2	113.2	120.9	121.8	118.4	1.0%
Champaign/Urbana/Rantoul, IL	98.8	100.4	107.1	100.6	95.1	106.9	108.9	114.9	14.2%
Charleston, SC	137.9	150.8	159.4	149.8	153.8	157.0	164.0	162.7	8.6%
Charleston, WV	99.4	104.7	107.2	110.4	106.8	111.0	104.3	106.4	-3.6%
Charlotte/Gastonia/Rock Hill, NC/SC	140.3	145.3	149.1	145.7	145.5	150.5	150.0	150.0	3.0%
Chattanooga, TN/GA	101.1	107.3	112.3	109.8	111.9	111.6	113.5	112.1	2.1%
Chicago, IL	171.8	198.5	220.9	193.0	198.0	223.7	230.2	223.3	15.7%
Cincinnati, OH/KY/IN	126.7	130.2	134.1	129.3	131.3	133.3	137.0	133.6	3.3%
Cleveland, OH	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Colorado Springs, CO	154.1	173.3	176.9	173.3	171.6	185.5	175.5	179.3	3.5%
Columbia, SC	112.8	115.8	119.5	114.9	116.7	119.7	120.0	121.6	5.8%
Columbus, OH	129.1	135.7	140.8	136.3	N/A	142.2	144.4	135.7	-0.4%
Corpus Christi, TX	87.9	91.6	94.4	94.4	89.4	94.2	97.0	98.1	3.9%
Dallas, TX	122.5	131.1	135.2	129.2	130.8	136.3	137.0	134.6	4.2%
Davenport/Moline/Rock Island, IA/IL	86.3	89.6	95.0	89.5	87.7	93.8	97.2	98.8	10.4%
Dayton/Springfield, OH	105.1	106.9	112.6	102.7	108.6	114.0	116.0	110.9	8.0%
Daytona Beach, FL	85.3	93.7	108.3	86.1	106.1	105.5	107.4	100.6	16.8%
Denver, CO	196.8	218.3	228.1	215.5	223.8	227.7	233.6	227.9	5.8%
Des Moines, IA	116.4	125.3	130.2	124.8	125.2	128.5	134.4	132.0	5.8%
Detroit, MI	N/A	N/A	N/A	148.7	N/A	N/A	N/A	N/A	N/A
El Paso, TX	80.2	85.8	88.9	84.2	86.4	87.8	89.6	92.1	9.4%
Eugene/Springfield, OR	132.8	134.6	143.7	134.2	135.9	143.9	145.2	143.5	6.9%
Fargo/Moorhead, ND/MN	97.1	99.5	107.7	106.5	102.9	105.6	109.7	110.6	3.8%
Ft. Lauderdale/Hollywood/Pompano Beach, FL	148.7	168.1	197.0	169.5	181.2	195.4	205.5	204.8	20.8%
Ft. Myers/Cape Coral, FL	97.6	N/A	134.2	120.0	124.7	139.2	135.3	136.4	13.7%
Ft. Wayne, IN	91.6	93.9	94.9	94.7	89.9	95.7	99.1	93.1	-1.7%
Ft. Worth/Arlington, TX	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Gainesville, FL	113.1	118.0	130.0	119.3	124.7	128.0	135.8	130.8	9.6%
Gary/Hammond, IN	107.0	114.1	114.3	114.0	104.2	113.4	120.2	117.0	2.6%
Grand Rapids, MI	114.9	121.1	125.3	119.4	121.6	125.8	127.5	126.1	5.6%
Green Bay, WI	118.1	123.8	130.6	124.6	125.6	130.0	133.3	132.8	6.6%
Greensboro/Winston-Salem/High Point, NC	129.3	132.7	135.8	133.0	134.2	134.4	137.4	136.6	2.7%
Greenville/Spartanburg, SC	118.1	124.5	125.3	121.8	122.4	123.2	127.8	128.0	5.1%
Hartford, CT	159.9	167.3	175.9	169.8	160.6	174.5	185.9	183.5	8.1%
Honolulu, HI	295.0	299.9	335.0	310.0	310.0	330.0	345.0	350.0	12.9%
Houston, TX	116.1	122.4	132.8	124.6	126.5	131.6	134.3	133.9	7.5%
Indianapolis, IN	112.3	116.9	116.8	115.5	111.9	117.2	120.4	116.3	0.7%
Jackson, MS	99.5	N/A	N/A	N/A	N/A	N/A	111.2	111.2	N/A
Jacksonville, FL	100.0	109.9	117.8	114.2	108.5	117.5	122.1	121.0	6.0%
Kalamazoo, MI	109.9	112.3	117.8	118.9	110.7	119.3	N/A	116.5	-2.0%
Kansas City, MO/KS	127.4	135.7	137.4	135.4	133.5	137.7	139.7	137.7	1.7%
Knoxville, TN	110.8	117.2	118.4	116.9	117.2	119.0	118.3	119.8	2.5%
Lake County, IL	169.4	178.9	195.8	178.4	184.5	196.1	202.3	195.6	9.6%
Lansing/East Lansing, MI	111.2	119.5	126.4	118.5	117.8	128.2	129.7	125.4	5.8%
Las Vegas, NV	137.4	149.1	159.8	152.3	153.1	157.5	163.2	166.1	9.1%
Lexington/Fayette, KY	118.2	121.7	127.1	122.9	125.3	128.1	126.9	127.2	3.5%
Lincoln, NE	109.3	117.4	122.4	119.1	113.7	123.4	125.0	126.3	6.0%
Little Rock-N. Little Rock, AR	87.8	95.1	95.7	92.2	91.9	95.7	97.0	98.0	6.3%
Los Angeles Area, CA	215.9	241.4	286.0	254.3	265.0	276.6	290.0	304.6	19.8%

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

State	2000	2001	2002 p	2001:IV	2002:I	2002:II	2002:III r	2002:IV p	%Chya
	(Seasonally Adjusted Annual Rate, 000s)								
United States	5,814	6,050	6,387	6,030	6,620	6,363	6,190	6,548	8.6%
Northeast	757	760	786	738	837	797	756	788	6.8%
Midwest	1,197	1,245	1,312	1,263	1,368	1,281	1,273	1,379	9.2%
South	2,319	2,461	2,576	2,516	2,624	2,550	2,546	2,644	5.1%
West	1,541	1,584	1,709	1,513	1,795	1,735	1,615	1,737	14.8%
ALABAMA	75.9	80.6	93.1	86.5	78.1	89.6	97.9	105.8	22.3%
ALASKA	18.9	23.1	23.0	21.9	25.3	23.0	21.4	25.3	15.5%
ARIZONA	180.3	200.6	214.5	194.7	214.5	192.6	208.0	222.7	14.4%
ARKANSAS	54.7	56.0	64.0	57.9	57.9	65.6	64.2	66.0	14.0%
CALIFORNIA	709.2	676.6	758.2	643.2	855.2	816.3	675.0	727.3	13.1%
COLORADO	154.1	158.7	153.8	146.5	175.1	158.1	152.7	149.6	2.1%
CONNECTICUT	53.2	53.4	54.3	50.5	57.1	56.1	54.9	52.7	4.4%
DELAWARE	7.7	8.2	8.2	8.4	7.8	8.7	8.9	8.3	-1.2%
District of Columbia	12.7	12.7	12.9	12.7	13.1	12.6	12.8	15.1	18.9%
FLORIDA	505.4	518.5	537.1	523.4	507.4	532.0	547.0	586.7	12.1%
GEORGIA	144.5	164.1	176.4	172.2	159.4	172.2	180.1	186.3	8.2%
HAWAII	22.8	24.8	28.5	23.0	28.2	28.5	29.1	30.8	33.9%
IDAHO	30.4	34.1	35.1	36.6	27.8	30.1	35.1	38.4	4.9%
ILLINOIS	239.0	242.3	255.4	245.6	264.9	247.2	251.4	273.4	11.3%
INDIANA	126.8	133.7	139.4	136.5	149.5	139.8	130.6	148.3	8.6%
IOWA	53.1	55.9	58.4	56.8	60.3	57.3	56.1	61.3	7.9%
KANSAS	64.2	68.3	75.5	69.9	77.1	72.4	70.7	75.8	8.4%
KENTUCKY	71.3	78.9	80.8	80.7	79.3	81.6	78.0	85.8	6.3%
LOUISIANA	84.2	88.4	91.4	93.7	80.2	94.2	87.0	98.7	5.3%
MAINE	37.9	38.7	40.2	37.5	50.2	43.3	38.4	40.2	7.2%
MARYLAND	101.0	113.5	115.4	115.6	113.0	115.6	116.9	123.5	6.8%
MASSACHUSETTS	94.1	93.8	96.8	86.1	126.4	96.8	94.2	90.1	4.6%
MICHIGAN	150.8	155.1	168.3	162.9	175.2	160.1	161.8	170.1	4.4%
MINNESOTA	105.5	109.0	114.7	111.2	133.7	103.2	105.9	116.5	4.8%
MISSISSIPPI	45.1	50.4	54.3	51.1	55.7	58.4	51.2	48.7	-4.7%
MISSOURI	118.6	122.2	123.3	117.1	129.9	117.1	128.9	125.4	7.1%
MONTANA	19.7	22.6	24.9	21.1	28.4	22.7	24.7	24.2	14.7%
NEBRASKA	31.3	32.3	33.7	30.4	36.0	33.2	33.1	34.5	13.5%
NEVADA	56.7	68.8	80.9	67.5	71.8	79.5	80.4	89.1	32.0%
NEW HAMPSHIRE	43.5	42.7	41.0	36.9	50.4	39.1	44.4	39.8	7.9%
NEW JERSEY	135.3	132.3	140.8	137.2	151.2	143.3	133.3	137.4	0.1%
NEW MEXICO	30.6	37.3	40.4	38.9	39.7	39.6	38.1	46.5	19.5%
NEW YORK	194.7	198.0	202.7	184.6	223.6	196.2	196.9	197.6	7.0%
NORTH CAROLINA	215.5	222.8	231.4	223.9	236.1	221.1	237.0	236.0	5.4%
NORTH DAKOTA	10.2	10.9	11.6	11.5	12.5	11.3	11.5	11.9	3.5%
OHIO	187.9	197.7	207.8	206.3	227.1	198.5	201.6	211.0	2.3%
OKLAHOMA	91.9	103.6	111.8	109.4	105.1	102.3	113.5	117.7	7.6%
OREGON	64.0	72.0	75.6	68.0	75.0	79.8	67.5	78.3	15.1%
PENNSYLVANIA	170.1	172.9	177.6	179.1	178.0	177.5	172.6	188.1	5.0%
RHODE ISLAND	21.0	21.4	21.3	19.9	24.5	20.8	20.5	19.7	-1.0%
SOUTH CAROLINA	97.0	108.5	112.2	108.7	106.2	115.0	114.4	122.2	12.4%
SOUTH DAKOTA	15.4	15.3	17.9	15.5	18.3	17.4	17.7	18.9	21.9%
TENNESSEE	140.2	148.4	155.6	151.4	141.6	150.0	157.0	171.0	12.9%
TEXAS	518.5	539.1	556.8	548.3	534.6	556.8	554.0	599.5	9.3%
UTAH	50.9	56.9	59.0	56.3	56.9	58.1	58.3	65.1	15.6%
VERMONT	7.2	6.9	7.7	6.6	8.5	7.6	7.7	N/A	N/A
VIRGINIA	131.4	142.1	151.2	144.1	141.5	159.2	144.1	161.2	11.9%
WASHINGTON	189.9	192.8	192.1	178.1	223.8	195.9	179.2	204.8	15.0%
WEST VIRGINIA	21.5	24.8	25.9	28.1	24.1	23.0	28.2	29.1	3.6%
WISCONSIN	94.2	101.8	109.0	99.2	113.6	107.5	106.2	114.5	15.4%
WYOMING	13.5	16.0	15.5	16.8	16.7	16.3	14.2	15.2	-9.5%

N/A Not Available r Revised p Preliminary
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Utilizations

The EHS statistics provide information that members can use to measure housing trends and activity throughout the country. In addition, the statistics are used to produce the EHS monthly indicator - the premier statistical gauge of the housing sector that is monitored by the Federal Reserve, media organizations, and businesses. EHS figures also enhance the effectiveness of the Association's political efforts, providing its lobbyists with the latest statistics to explain the role of housing and the economy to legislators and regulators.