

PERCENTAGE BREAKDOWN FOR November, 2003

| <u>Year-To-Date</u> | <u>2002</u> | <u>Year-To-Date</u> | <u>2003</u> |
|---------------------|-------------|---------------------|-------------|
| Single Family | 6805 | Single Family | 7039 |
| Multifamily | <u>1470</u> | Multifamily | <u>1084</u> |
| Total | 8275 | Total | 8123 |

Year-To-Date, 2003 as compared to Year-To-Date, 2002

| | |
|----------------------------|-----|
| *Single Family increase of | 3% |
| *Multifamily decrease of | 26% |
| *Overall decrease of | 2% |

| <u>October</u> | <u>2003</u> | <u>November</u> | <u>2003</u> |
|----------------|-------------|-----------------|-------------|
| Single Family | 651 | Single Family | 534 |
| Multifamily | <u>295</u> | Multifamily | <u>26</u> |
| Total | 946 | Total | 560 |

Novmeber, 2003 as compared to October, 2003:

| | |
|----------------------------|-----|
| *Single Family decrease of | 18% |
| *Multifamily decrease of | 91% |
| *Overall decrease of | 41% |

| <u>November</u> | <u>2002</u> | <u>November</u> | <u>2003</u> |
|-----------------|-------------|-----------------|-------------|
| Single Family | 454 | Single Family | 534 |
| Multifamily | <u>39</u> | Multifamily | <u>26</u> |
| Total | 493 | Total | 560 |

November, 2003 as compared to November, 2002:

| | |
|----------------------------|-----|
| *Single Family increase of | 18% |
| *Multifamily decrease of | 33% |
| *Overall increase of | 14% |

| <u>St. Louis County Y-T-D</u> | <u>2002</u> | <u>St. Louis County Y-T-D</u> | <u>2003</u> |
|-------------------------------|-------------|-------------------------------|-------------|
| Single Family | 1355 | Single Family | 1369 |
| Multifamily | <u>250</u> | Multifamily | <u>77</u> |
| Total | 1605 | Total | 1446 |

St. Louis County Y-T-D, 2003 as compared to St. Louis County Y-T-D, 2002:

| | |
|----------------------------|-----|
| *Single Family increase of | 1% |
| *Multifamily decrease of | 69% |
| *Overall decrease of | 10% |

| <u>St. Charles County Y-T-D</u> | <u>2002</u> | <u>St. Charles County Y-T-D</u> | <u>2003</u> |
|---------------------------------|-------------|---------------------------------|-------------|
| Single Family | 3708 | Single Family | 3745 |
| Multifamily | <u>909</u> | Multifamily | <u>61</u> |
| Total | 4617 | Total | 3806 |

St. Charles County Y-T-D, 2003 as compared to St. Charles County Y-T-D, 2002:

| | |
|----------------------------|-----|
| *Single Family increase of | 1% |
| *Multifamily decrease of | 93% |
| *Overall decrease of | 18% |

| <u>Jefferson County Y-T-D</u> | <u>2002</u> | <u>Jefferson County Y-T-D</u> | <u>2003</u> |
|-------------------------------|-------------|-------------------------------|-------------|
| Single Family | 1283 | Single Family | 1458 |
| Multifamily | <u>4</u> | Multifamily | <u>0</u> |
| Total | 1287 | Total | 1458 |

Jefferson County Y-T-D, 2003 as compared to Jefferson County Y-T-D, 2002:

| | |
|----------------------------|------|
| *Single Family increase of | 14% |
| *Multifamily decrease of | 100% |
| *Overall increase of | 13% |

| <u>Franklin County Y-T-D</u> | <u>2002</u> | <u>Franklin County Y-T-D</u> | <u>2003</u> |
|------------------------------|-------------|------------------------------|-------------|
| Single Family | 196 | Single Family | 166 |
| Multifamily | <u>1</u> | Multifamily | <u>8</u> |
| Total | 197 | Total | 174 |

Franklin County Y-T-D, 2003 as compared to Franklin County Y-T-D, 2002:

| | |
|----------------------------|------|
| *Single Family decrease of | 15% |
| *Multifamily increase of | 700% |
| *Overall decrease of | 12% |

| <u>Lincoln County Y-T-D</u> | <u>2002</u> | <u>Lincoln County Y-T-D</u> | <u>2003</u> |
|-----------------------------|-------------|-----------------------------|-------------|
| Single Family | 129 | Single Family | 153 |
| Multifamily | <u>4</u> | Multifamily | <u>0</u> |
| Total | 133 | Total | 153 |

Lincoln County Y-T-D, 2003 as compared to Lincoln County Y-T-D, 2002

| | |
|----------------------------|------|
| *Single Family increase of | 19% |
| *Multifamily decrease of | 100% |
| *Overall increase of | 15% |

*Figures do not represent Warren County