



THE SKYLINE REPORT

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Residential Real Estate Market Summary for Benton and Washington Counties February 2006



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COLLEGE of BUSINESS

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Residential Real Estate Market Summary for Benton and Washington Counties

This report is the seventh edition of the Skyline Report for Benton and Washington Counties-Residential Real Estate Market Analysis. Researchers at the Center for Business and Economic Research (CBER) in the Sam M. Walton College of Business at the University of Arkansas produce the Skyline Report to provide timely statistical analysis of the Northwest Arkansas residential real estate market. As the population of Northwest Arkansas burgeons, it is imperative that housing markets work efficiently in order to meet the demand of new and existing residents. The Skyline Report includes the information that is necessary to help market participants make good decisions.

Highlights from the Fourth Quarter of 2005

- Rogers accounted for 24 percent of the 1,570 Northwest Arkansas residential building permits issued from September through November 2005. Bentonville, Bella Vista, Fayetteville, Springdale, and Centerton followed with 17, 12, 10, 9, and 9 percent, respectively.
- There were 16,765 lots in the 239 active subdivisions in Northwest Arkansas in the fourth quarter.
- From the third quarter of 2005 to the fourth quarter of 2005, 913 houses in active subdivisions became occupied. This absorption rate is a decline from the 1,075 houses absorbed in the third quarter.
- Using the most recent annual absorption rate implies that the supply of remaining lots in Northwest Arkansas active subdivisions is sufficient for 31.0 months, down from 32.7 months in the third quarter.
- Bentonville and Fayetteville had the highest numbers of complete, but unoccupied houses with 303 and 232, respectively. Washington County has experienced an 86.9 percent increase in available completed inventory since the fourth quarter of 2004, while Benton County has experienced an 87.0 percent increase.
- There are an additional 19,321 residential lots that have been at least preliminarily approved in Northwest Arkansas. Of these, 65 percent are in Benton County and 35 percent in Washington County.
- From August 16 through November 15, 2005, there were 2,260 existing houses sold in Benton and Washington Counties. This is an increase of 24.8 percent from the same quarter in 2004.
- In the fourth quarter of 2005 in Northwest Arkansas, the average sales price of existing houses increased from fourth quarter 2004 levels by 16.3 percent in Washington County and by 7.4 percent in Benton County.

Study Structure

This report contains the results of an extensive data gathering and analysis effort. The single family residential real estate market encompasses two kinds of houses—new construction and existing structures. The Skyline Report addresses both aspects of the market. Four primary sources of data are examined to get a more complete picture of the total single family housing market. First, residential building permit data are collected from each of the cities in Benton and Washington County. Each city has its own standard for reporting these data, so CBER researchers manually standardize the information. These building permit data give the first indication of where to find "active" subdivisions in Northwest Arkansas. Active subdivisions are defined as those where construction is currently occurring or where construction has occurred in the recent past and a significant number of empty lots still exists. For the second primary data source, plats are obtained from the Benton and Washington County Clerks' offices for all active subdivisions and for any new subdivisions that had been approved during the third quarter. CBER staff members then physically examine each active subdivision and classify each lot as empty, a start, under construction, complete, but unoccupied, or occupied.¹ Next, CBER analysts collect data on sales of existing houses, measuring the absolute number, value, and other characteristics of the inventory. Finally, CBER researchers collect information from city planning divisions about subdivisions that have received preliminary or final approval, but have not started construction, and calculate the number of residential lots that are in the pipeline.

These same data elements are collected on a quarterly basis, so that trends can be identified and examined.² Additionally, where available, absorption rates are calculated for active subdivisions and these numbers are extrapolated to estimate remaining months of inventory. Results are presented on a regional, county, and city-by-city basis.

Because this study is the seventh edition of the Skyline Report, some time trend data are available for the different series that are collected. As more quarters of data become available, CBER analysts will be able to separate the seasonality and trend effects and discuss the direction of the Northwest Arkansas market more effectively.

In order to provide a context for the residential real estate market analysis, an economic overview is provided. This overview contains national housing market statistics, a discussion of interest rates and mortgage rates, and macroeconomic indicators like GDP growth and changes in input prices. Northwest Arkansas regional economic data are also discussed, as the status of employment and wage growth are likely to impact the local residential real estate markets.

After the economic overview, a summary of the regional findings from the analysis of the building permit, subdivision, and existing house sales data is presented. Residential real estate activity during the fourth quarter of 2005 in Benton County is then discussed, followed by statistical summaries for each of the cities within Benton County. Finally, descriptions of the Washington County and associated city fourth quarter 2005 results are offered.

Economic Overview

National Indicators

The rate of activity in the Northwest Arkansas residential real estate market is dependant upon a whole host of factors, both those that are specific to the region and those that are of a national nature. The following discussion highlights some of the statistics that indicate the direction of the macroeconomy.

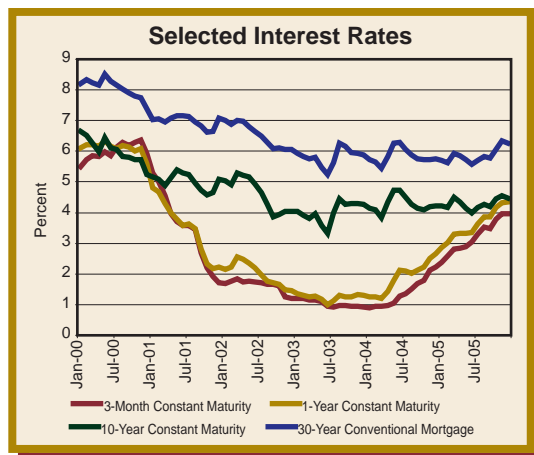
Gross domestic product (GDP) is the measure of national output. In the fourth quarter of 2005, the overall real growth rate in GDP was 1.1 percent. The fourth quarter growth rate was the weakest since the fourth quarter of 2002. In the third quarter, GDP grew at 4.1 percent. The U.S. Department of Commerce Bureau of Economic Analysis (BEA) reported that the major contributors to the increase in real GDP in the fourth quarter primarily reflected positive contributions from private inventory investment,

¹Lots classified as starts show either utility drops or foundations.

²Due to the timing of the release of building permit data, the fourth quarter numbers are for permits from September through November. Because of timing considerations, the existing houses sales data for the fourth quarter are reported from August through November. Subdivision status numbers come from evaluations made from September through December.

personal consumption expenditures (PCE), equipment and software, exports, and residential fixed investment that were partly offset by a negative contribution from federal government spending. Imports, which are a subtraction in the calculation of GDP, increased. The deceleration in real GDP growth in the fourth quarter primarily reflected a deceleration in PCE, an acceleration in imports, a downturn in federal government spending, and decelerations in equipment and software and in residential fixed investment that were partly offset by an upturn in private inventory investment.

During the same period, the Federal Reserve Board continued to raise short term interest rates from their historically low levels in 2003. On January 31, 2006, the Federal Reserve raised its target for the federal funds rate by 25 basis points to 4.25 percent. As the associated graph shows, in December 2005, the 10-year constant maturity treasury and the conventional 30-year mortgage were just higher than their January 2003 levels. Short term rates were up over 275 basis points during the same period.



The U.S. Bureau of Labor Statistics (BLS) reports various price indexes. There are some nascent inflationary pressures in the economy. As in 2004, for all of 2005, the consumer price index increased by 3.3 percent. This compares with an increase of 1.9 percent for all of 2003. Part of the impetus for the Federal Reserve's continued raising of short term interest rates is to contain potential inflationary pressures. Of particular interest is the producer price index for construction costs, which increased 7.6 percent in 2004 and 7.8 percent in 2005. The producer price index for energy increased a whopping 17.0 percent during 2005 after increasing by 16.5 percent in 2004.

The BLS also reports labor force statistics. At the national level in January 2006, the unemployment rate was a seasonally adjusted 4.7 percent. This rate was down from the December 2005 rate of 4.9 percent and was lower than the January 2005 rate of 5.2 percent. From December 2003 to December 2004, U.S. employment growth was 1.3 percent. For 2005, U.S. employment grew at a rate of 1.9 percent.

The U.S. Census Bureau reports on new residential construction. In December 2005, national building permits were a seasonally adjusted annual rate of 2,075,000. This is 4.1 percent above the November rate of 2,163,000 and is 0.3 percent below the December 2004 number of 2,081,000. The National Association of Realtors reports national existing home sales. The seasonally adjusted annual rate of existing single-family home sales in December 2005 was 6,600,000, down from 7,000,000 in November 2005 and a decrease of 3.1 percent from December 2004. Taken together, these numbers present a housing market that may be showing preliminary signs of a slowdown.

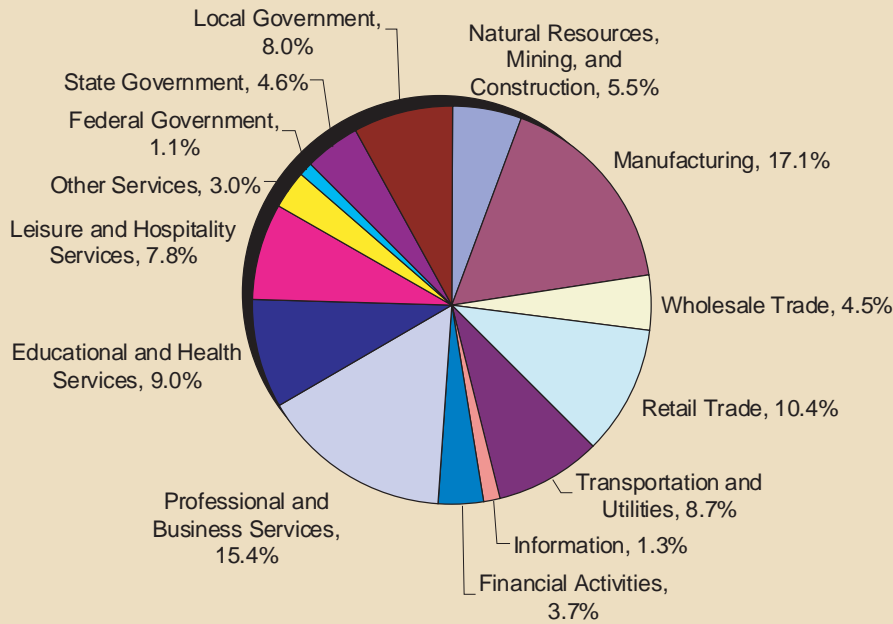
Regional Indicators

Regional Employment Trends

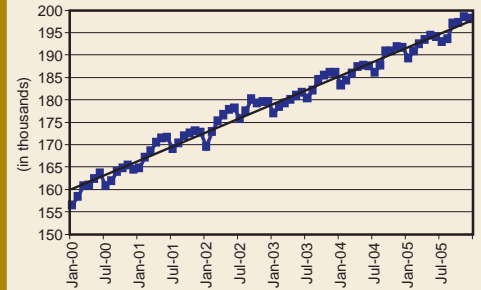
Just as national housing trends follow the direction of the macroeconomy, local demand for real estate is uniquely associated with employment growth in the region. The Northwest Arkansas employment situation has been extremely conducive to both residential and commercial development in recent years. The most recent numbers available show that there is no reason to believe that a significant slowdown is occurring.

The accompanying figure shows that from June to August 2005, employment in the Fayetteville-Springdale-Rogers MSA increased just below trend levels, while from September to December of 2005 employment growth was a bit above trend. These effects were likely seasonal in nature. Each year from 2000 through 2005 shows similar dips in the months of July and August and rebounds in September through December. Since January of 2000, employment growth has averaged 0.3 percent per month, or about 587 jobs per month.

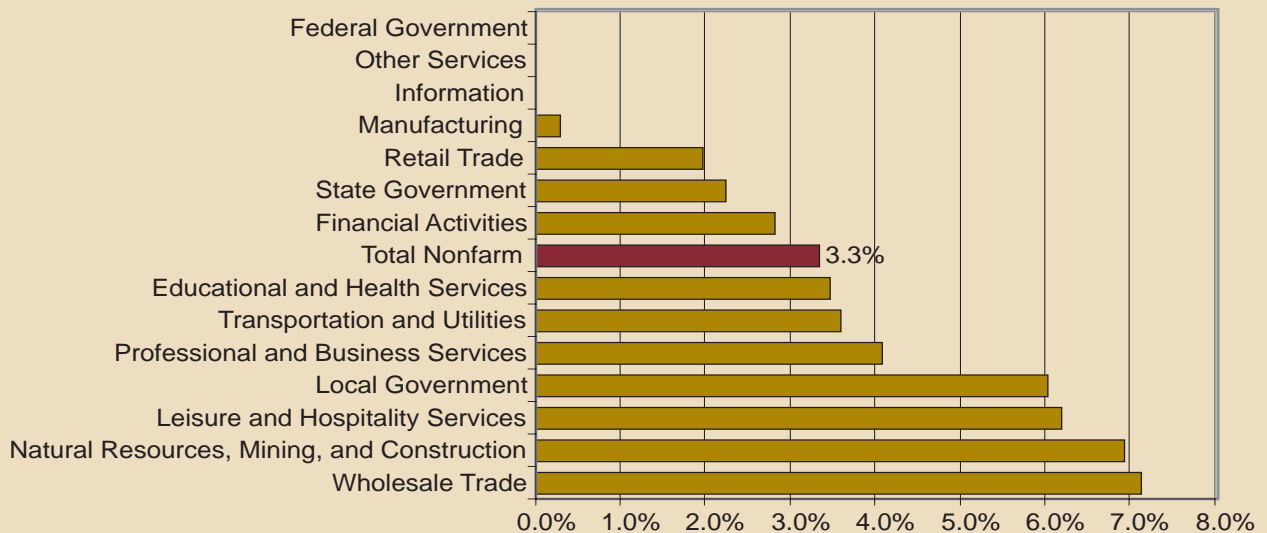
Fayetteville-Springdale-Rogers MSA Employment Breakdown by Sector December 2005



Fayetteville-Springdale-Rogers MSA Employment and Trend



Percent Change in Fayetteville-Springdale-Rogers MSA Employment Breakdown by Sector December 2004 - December 2005



In order to delve more closely into the makeup of the job growth in Northwest Arkansas, two additional figures are provided. The first shows the December 2005 Fayetteville-Springdale-Rogers MSA employment breakdown by sector. As the pie chart shows, manufacturing had the largest share of employment (17.1 percent) in Northwest Arkansas, followed by professional and business services (15.4 percent), and retail trade (10.4 percent). The second figure shows the annual percentage change in the MSA's employment by sector. Total nonfarm employment has increased by 3.3 percent, so those sectors with larger employment growth rates increased in relative impact and those sectors with smaller employment growth rates decreased in relative impact. The wholesale trade, construction, and leisure and hospitality sectors had the largest percentage increases.

Other Regional Economic Indicators

The Bureau of Labor Statistics has revised its unemployment numbers so that the most recent measurements are consistent with those of the past five years. In December 2005, the unemployment rate in Northwest Arkansas was a preliminary 2.5 percent, down from 3.2 percent in December of 2004. In October and November 2005, the unemployment rate was at 2.6 percent and 2.5 percent, respectively. In December, the state unemployment rate was 4.3 percent and the national unemployment rate was 4.9 percent. Under any measure, Northwest Arkansas continues to outperform the state and national economies.

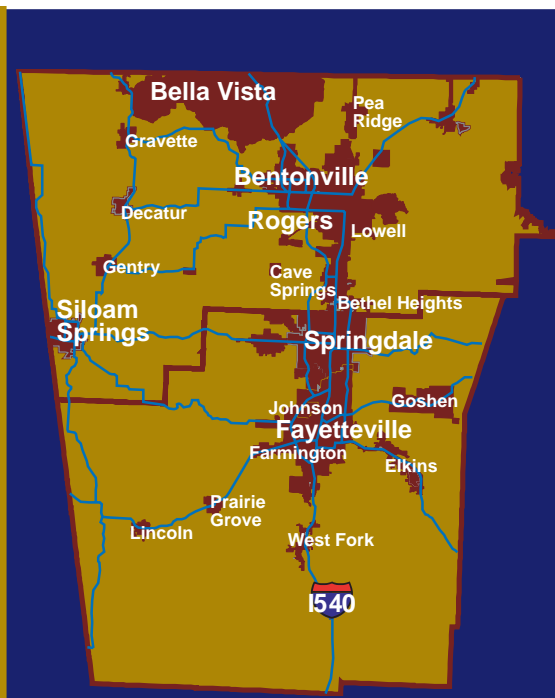
Regional Housing Market Summary

There were 1,570 building permits issued in Benton and Washington Counties from September to November 2005. This number is 49.7 percent higher than the 1,049 building permits issued during the same period in 2004. Benton County accounted for 1,199 of the residential building permits, while Washington County accounted for 371. The average value of all building permits in Northwest Arkansas from September to November 2005 was \$166,783 up 3.3 percent from the September to November 2004 average value of \$161,408. The most active value range for building permits was the \$100,000-\$150,000 range with 516, but there were 404 building permits issued in the \$150,000-\$200,000 range and 257 building permits issued in the \$50,000-\$100,000 range. Building permit values do not include land prices, and so do not represent the total price to a purchaser of a completed house.

A total of 16,765 lots were in the 239 active subdivisions identified by CBER researchers in the fourth quarter of 2005. Of these lots, 5,624 were classified as empty, 412 were classified as starts, 1,970 were classified as being under construction, 1,518 were classified as complete, but unoccupied, and 7,241 were classified as occupied. From the third quarter to the fourth quarter of 2005, 913 houses in active subdivisions became occupied, as compared to the 1,075 houses that became occupied during the third quarter of 2005. This represents a decline in absorption that is most likely seasonally related. Using the absorption rate from the past year implies that there was a 31.0 month supply of remaining lots in the subdivisions that were active in the fourth quarter in Northwest Arkansas. In the third quarter the absorption rate implied a slightly larger 32.7 month supply. When the remaining third quarter inventory is examined on a county-by-county basis, Benton County had 40.4 months of remaining lot inventory (rather than 41.1 months) and Washington County had 21.0 months of remaining inventory (rather than 23.8 months) in active subdivisions.

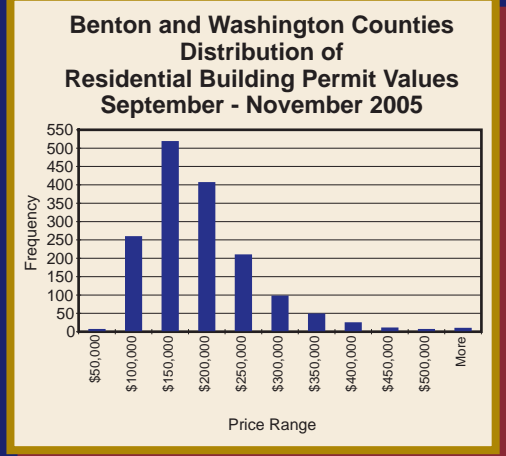
For the cities of Bentonville, Bethel Heights, Cave Springs, Centerton, Pea Ridge, Rogers, Siloam Springs, Elkins, Elm Springs, Farmington, Fayetteville, Goshen, Prairie Grove, and Springdale, a list of subdivisions that have either preliminary or final approval from their respective planning commissions, but have not yet begun construction on any lots was compiled. In addition to the 16,765 lots in the active subdivisions, a total of 19,321 additional lots have received preliminary or final approval in Northwest Arkansas. In the Bentonville pipeline, there were 3,756 lots in 45 subdivisions. Bethel Heights had 387 approved lots in 10 subdivisions, while Cave Springs had 502 approved lots in 4 subdivisions. In Centerton, there were 31 subdivisions planned with 4,493 lots. Pea Ridge had approved 4 new subdivisions with 222 lots. The Rogers planning commission had approved 40 subdivisions with 2,496 lots. There were 710 coming lots in 24 subdivisions in Siloam Springs. Fayetteville, Prairie Grove, and Springdale had in their pipelines 2,199 lots in 45 subdivisions, 720 lots in 7 subdivisions and 2,802 lots in 52 subdivisions, respectively. Elkins, Elm Springs, Farmington, and Goshen accounted for an additional 1,034 approved lots.

From August 16 to November 15, 2005, there were 2,260 existing houses sold in Benton and Washington Counties. This is an increase of 24.8 percent from the total houses sold during the same time period in 2004. In the fourth quarter of 2005 in Northwest Arkansas, the average sales price, in both absolute and per square foot terms, of existing houses increased from fourth quarter 2004 levels. In Benton County, prices rose 7.4 percent during the year to an average of \$179,551. In Washington County sold house prices rose 16.3 percent to an average of \$191,662.



Benton and Washington Counties Number and Average Value of Residential Building Permits Q4 2005 and Q4 2004

| City | Q4 2005 Number of Building Permits | Q4 2004 Number of Building Permits | Q4 2005 Average Value of Building Permits | Q4 2004 Average Value of Building Permits |
|---------------------------|---|---|--|--|
| Bella Vista | 193 | 118 | \$171,800 | \$145,231 |
| Bentonville | 270 | 157 | \$191,648 | \$185,431 |
| Bethel Heights | 16 | 31 | \$67,102 | \$86,352 |
| Cave Springs | 2 | 8 | \$385,000 | \$186,625 |
| Centerton | 140 | 68 | \$120,193 | \$100,999 |
| Decatur | 37 | 1 | \$65,000 | \$78,000 |
| Elkins | 20 | 18 | \$76,450 | \$88,036 |
| Elm Springs | 5 | 11 | \$202,000 | \$220,000 |
| Farmington | 11 | 10 | \$184,727 | \$90,300 |
| Fayetteville | 150 | 159 | \$215,001 | \$162,743 |
| Gentry | 14 | 0 | \$77,500 | – |
| Goshen | 4 | 20 | \$195,066 | \$221,493 |
| Gravette | 14 | 7 | \$91,186 | \$67,873 |
| Greenland | 5 | 2 | \$109,400 | \$65,000 |
| Johnson | 5 | 16 | \$283,124 | \$272,807 |
| Lincoln | 3 | 1 | \$104,065 | \$130,000 |
| Little Flock | 4 | 4 | \$321,250 | \$211,250 |
| Lowell | 8 | 4 | \$391,231 | \$256,089 |
| Pea Ridge | 38 | 32 | \$131,178 | \$68,344 |
| Prairie Grove | 15 | 20 | \$125,333 | \$107,469 |
| Rogers | 375 | 140 | \$177,989 | \$164,146 |
| Siloam Springs | 88 | 43 | \$101,408 | \$70,744 |
| Springdale | 148 | 178 | \$198,789 | \$158,215 |
| West Fork | 5 | 1 | \$115,000 | \$96,000 |
| Northwest Arkansas | 1,570 | 1,049 | \$166,783 | \$161,408 |



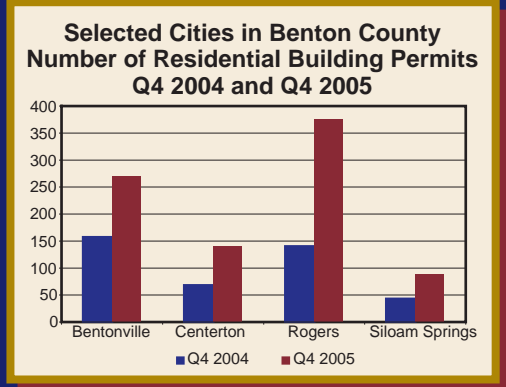
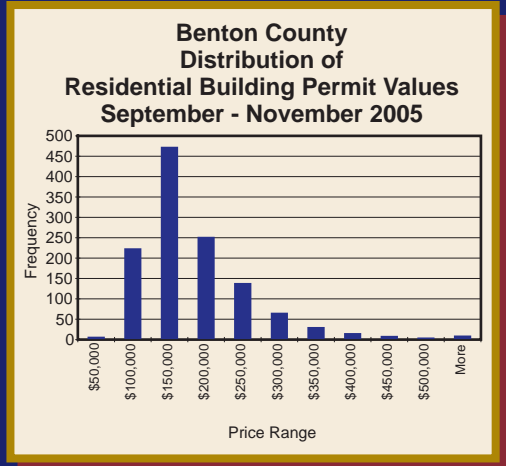
Benton County

Building Permits

From September to November 2005, there were 1,199 residential building permits issued in Benton County. The fourth quarter 2005 total was 95.6 percent higher than the fourth quarter 2004 total of 613 residential building permits. The average value of the Benton County September to November 2005 building permits was \$162,295, up 4.2 percent from the same time period in 2004. About 60 percent of the fourth quarter building permits were valued between \$100,000 and \$200,000, with 21 percent higher than \$200,000 and 19 percent lower than \$100,000. In Benton County, the dominant building permit value points were between \$100,000 and \$150,000.

Rogers accounted for 31 percent of the residential building permits in Benton County. Bentonville and Bella Vista had 22 and 16 percent of the Benton County residential building permits, respectively. Twelve percent of the building permits were from Centerton and the remaining 19 percent were from the other small cities in the county.

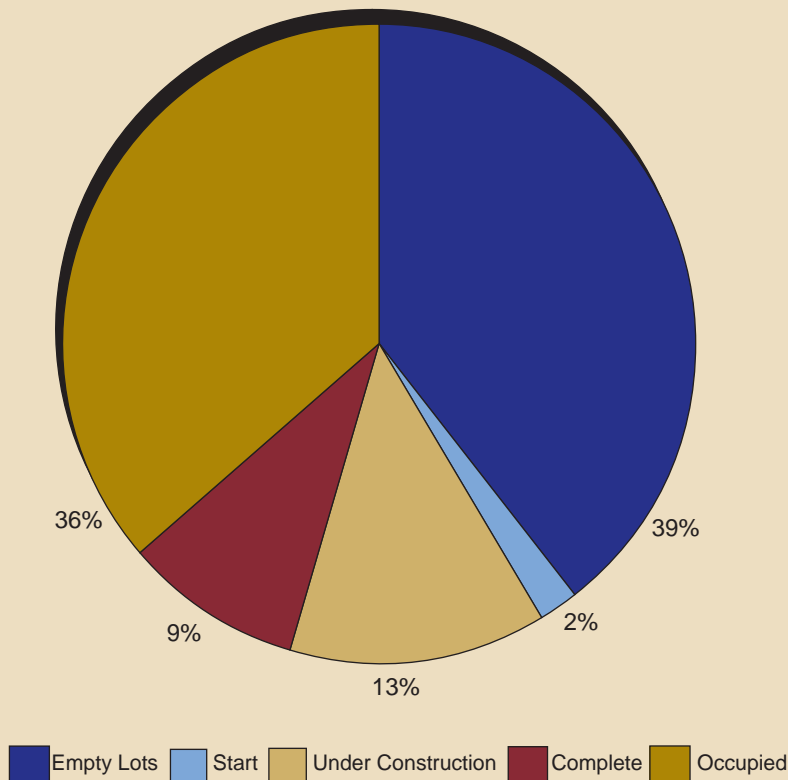
From the fourth quarter of 2004 to the fourth quarter of 2005, more building permits were issued in each city except Bethel Heights, Cave Springs, and Little Flock.



Benton County Residential Building Permit Values by City September - November 2005

| City | \$0 - \$50,000 | \$50,001 - \$100,000 | \$100,001 - \$150,000 | \$150,001 - \$200,000 | \$200,001 - \$250,000 | \$250,001 - \$300,000 | \$300,001 - \$350,000 | \$350,001 - \$400,000 | \$400,001 - \$500,000 | \$450,001 - \$500,000 | \$500,000+ | Q4 2005 Total | Q4 2004 Total |
|----------------------|----------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|---------------|---------------|
| Bella Vista | 0 | 9 | 85 | 54 | 26 | 15 | 3 | 0 | 0 | 1 | 0 | 193 | 118 |
| Bentonville | 0 | 0 | 119 | 40 | 76 | 14 | 13 | 6 | 0 | 0 | 2 | 270 | 157 |
| Bethel Heights | 4 | 11 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 31 |
| Cave Springs | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 8 |
| Centerton | 0 | 57 | 52 | 25 | 4 | 2 | 0 | 0 | 0 | 0 | 0 | 140 | 68 |
| Decatur | 0 | 37 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 37 | 1 |
| Gentry | 0 | 13 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0 |
| Gravette | 0 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 7 |
| Little Flock | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 0 | 0 | 0 | 4 | 4 |
| Lowell | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 3 | 0 | 1 | 8 | 4 |
| Pea Ridge | 0 | 5 | 22 | 5 | 5 | 1 | 0 | 0 | 0 | 0 | 0 | 38 | 32 |
| Rogers | 0 | 22 | 158 | 122 | 24 | 29 | 8 | 5 | 3 | 1 | 3 | 375 | 140 |
| Siloam Springs | 0 | 53 | 33 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 88 | 43 |
| Benton County | 4 | 221 | 470 | 249 | 136 | 63 | 28 | 13 | 6 | 2 | 7 | 1,199 | 613 |

Benton County Status of Houses in Active Subdivisions by Percentage Q4 2005



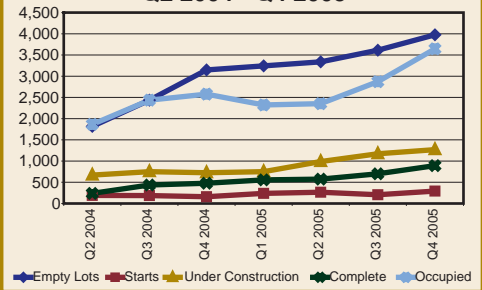
Subdivisions

There were 10,060 lots in the 130 active subdivisions in Benton County in the fourth quarter of 2005. Within the active subdivisions, 39 percent of the lots were empty, 2 percent were starts, 13 percent were under construction, 9 percent were complete, but unoccupied houses, and 36 percent were occupied houses. In the fourth quarter of 2005, Rogers had the most empty lots, starts, houses under construction, and occupied lots in active subdivisions, while Bentonville had the most complete but unoccupied lots within active subdivisions. During the fourth quarter of 2005, the most active subdivisions in terms of houses under construction were all in Rogers: The Plantation, Bellview, and Creekwood. Of these top 3 subdivisions for new construction, Bellview was also among the most active in the third quarter of 2005.

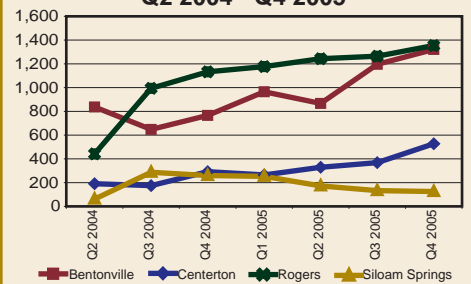
From the third quarter to the fourth quarter of 2005, 517 houses in active subdivisions became occupied in Benton County. This was a decline from the third quarter total of 522. Extrapolating the annual absorption rate to the remaining lots in active subdivisions, Benton County had 40.8 months of lot inventory at the end of the fourth quarter. This is just down from the 41.1 months of inventory at the end of the third quarter.

³Bella Vista is not included in the Benton County subdivision status numbers due to technical difficulties with obtaining accurate data.

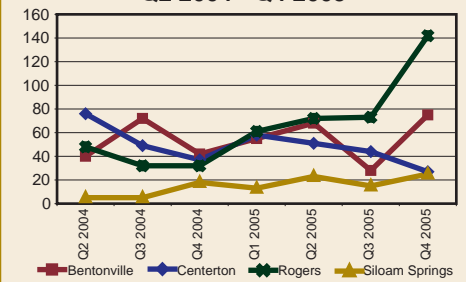
Benton County House Status in Active Subdivisions Q2 2004 - Q4 2005



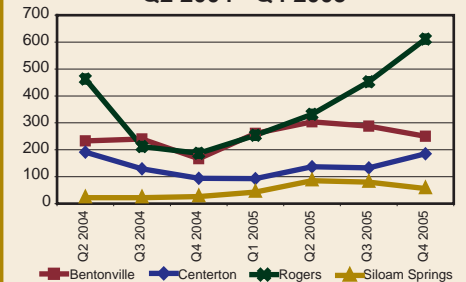
Benton County Number of Empty Lots in Active Subdivisions Q2 2004 - Q4 2005



Benton County Number of Starts in Active Subdivisions Q2 2004 - Q4 2005



Benton County Number of Houses Under Construction in Active Subdivisions Q2 2004 - Q4 2005





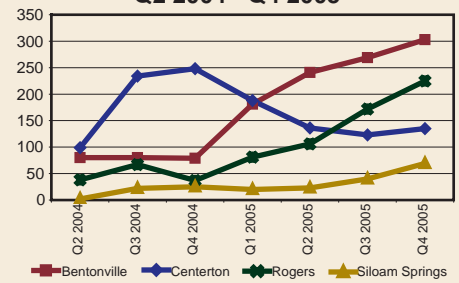
Information was also collected from each city about subdivisions that had received either preliminary or final approval, but where no construction had yet occurred. In the fourth quarter of 2005, there were 12,566 lots in 158 subdivisions in Benton County that had received approval. Centerton accounted for 35.8 percent of the coming lots, Bentonville accounted for 29.9 percent of the coming lots, and Rogers accounted for 19.9 percent of the coming lots.

Sales of Existing Houses

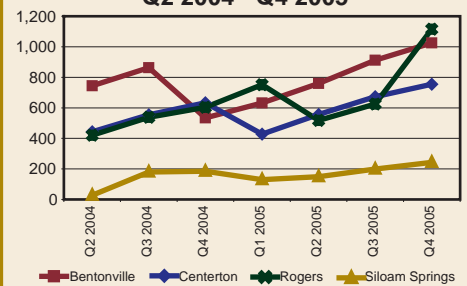
Examining the sales of existing houses in the fourth quarter of 2005 yields some interesting results. A total of 1,453 existing houses were sold from August 16 to November 15, 2005. This represents an increase of 30.5 percent from the same time period in 2004. About 29 percent of the houses were sold in Bella Vista, 25 percent in Rogers, 15 percent in Bentonville, and 9 percent in Siloam Springs. The average price of all houses sold in Benton County was \$179,551 and the average house price per square foot was \$92.89. For the fourth quarter of 2005, the average amount of time between the initial listing of a house and the sale date was 109 days. The average sales price increased by 7.3 percent, the price per square foot increased by 5.7 percent, and the duration on the market declined by 2.7 percent over the same time period in 2004. These increases in prices are smaller than those seen in previous quarters.

From mid-August to mid-November, on average, the largest houses in Benton County were sold in Bentonville and in the Benton County portion of Springdale. On average, homes sold fastest in Avoca and Bethel Heights.

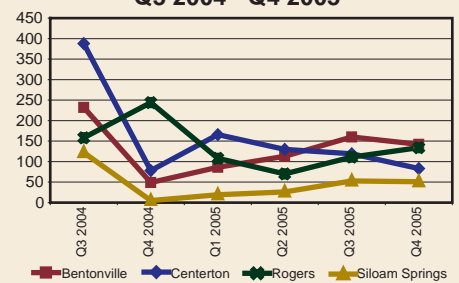
**Benton County
Number of Complete, but Unoccupied
Houses in Active Subdivisions
Q2 2004 - Q4 2005**



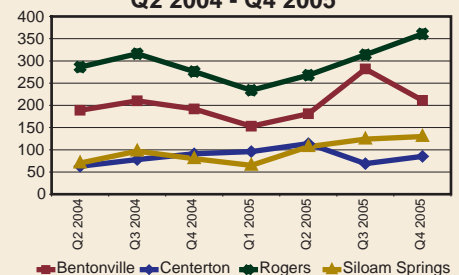
**Benton County
Number of Occupied Houses
in Active Subdivisions
Q2 2004 - Q4 2005**



**Benton County
Number of Absorbed Houses
in Active Subdivisions
Q3 2004 - Q4 2005**



**Benton County
Number of Houses Sold
Q2 2004 - Q4 2005**

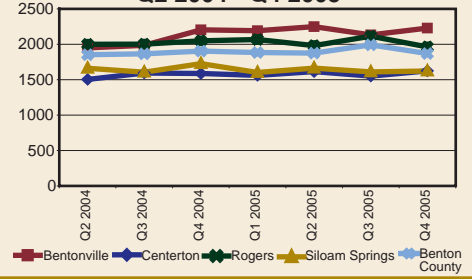


Benton County Sold House Characteristics by City

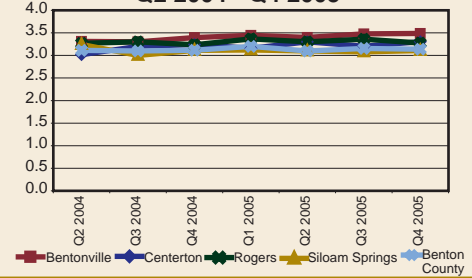
August 16 - November 15, 2005

| City | Average Price | Average Price Per Square Foot | Average Days on Market | Number of Houses Sold | Percentage of County Sales |
|----------------------|------------------|-------------------------------|------------------------|-----------------------|----------------------------|
| Avoca | \$152,000 | \$91.79 | 43 | 1 | 0.1% |
| Bella Vista | \$162,603 | \$87.81 | 103 | 417 | 28.7% |
| Bentonville | \$238,710 | \$101.74 | 111 | 211 | 14.5% |
| Bethel Heights | \$161,538 | \$94.24 | 48 | 8 | 0.6% |
| Cave Springs | \$228,038 | \$102.76 | 82 | 8 | 0.6% |
| Centerton | \$151,727 | \$92.91 | 177 | 85 | 5.8% |
| Decatur | \$63,849 | \$59.25 | 60 | 4 | 0.3% |
| Garfield | \$209,250 | \$112.43 | 130 | 19 | 1.3% |
| Gentry | \$129,965 | \$76.24 | 94 | 31 | 2.1% |
| Gravette | \$127,423 | \$80.15 | 74 | 29 | 2.0% |
| Hiwassee | \$77,500 | \$64.58 | 184 | 1 | 0.1% |
| Lowell | \$155,681 | \$93.12 | 78 | 63 | 4.3% |
| Pea Ridge | \$132,617 | \$103.92 | 124 | 50 | 3.4% |
| Rogers | \$199,040 | \$96.75 | 111 | 361 | 24.8% |
| Siloam Springs | \$135,455 | \$81.80 | 94 | 130 | 8.9% |
| Springdale | \$246,135 | \$102.16 | 129 | 35 | 2.4% |
| Benton County | \$179,551 | \$92.89 | 109 | 1,453 | 100.0% |

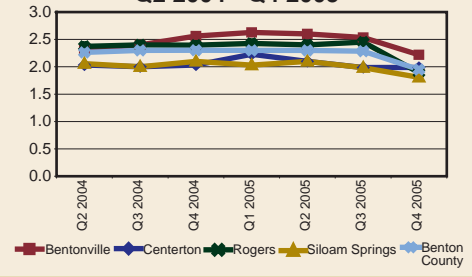
Benton County Average Square Footage of Houses Sold Q2 2004 - Q4 2005



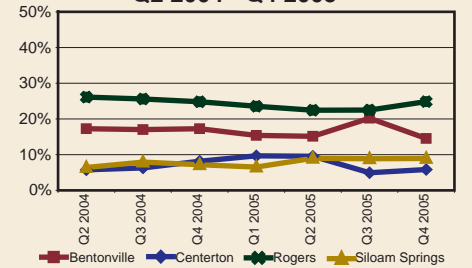
Benton County Average Number of Bedrooms in Houses Sold Q2 2004 - Q4 2005



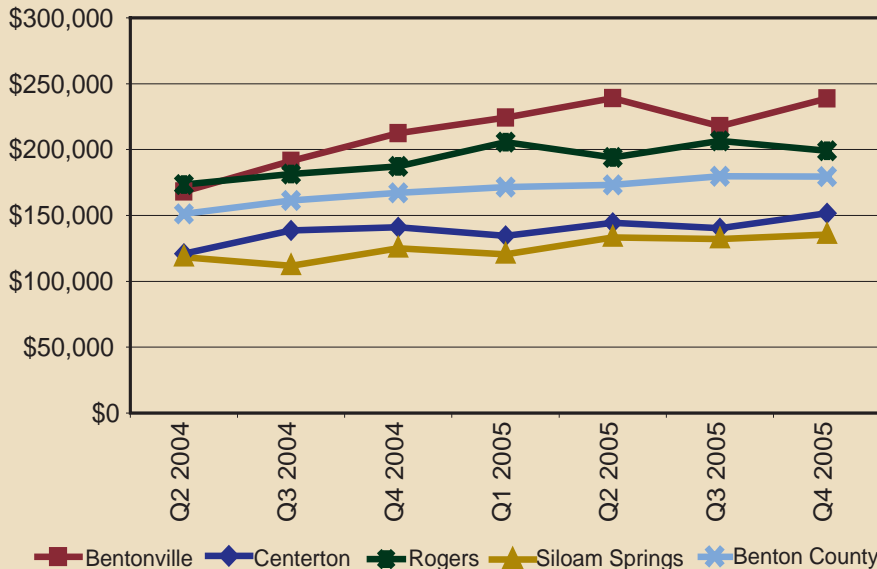
Benton County Average Number of Bathrooms in Houses Sold Q2 2004 - Q4 2005



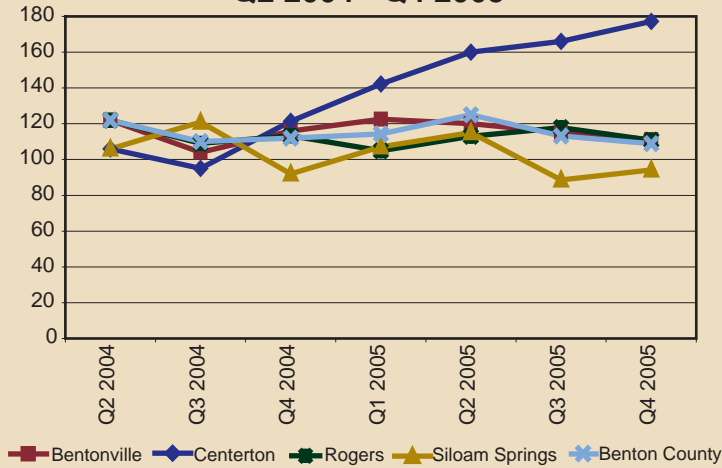
Benton County Percentage of Houses Sold Q2 2004 - Q4 2005



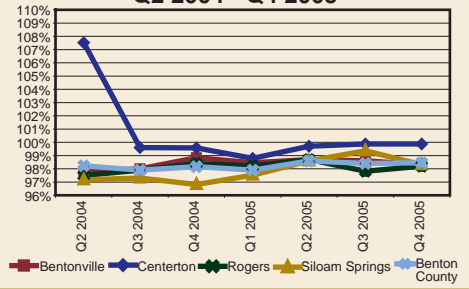
Benton County Average Price of Houses Sold Q2 2004 - Q4 2005



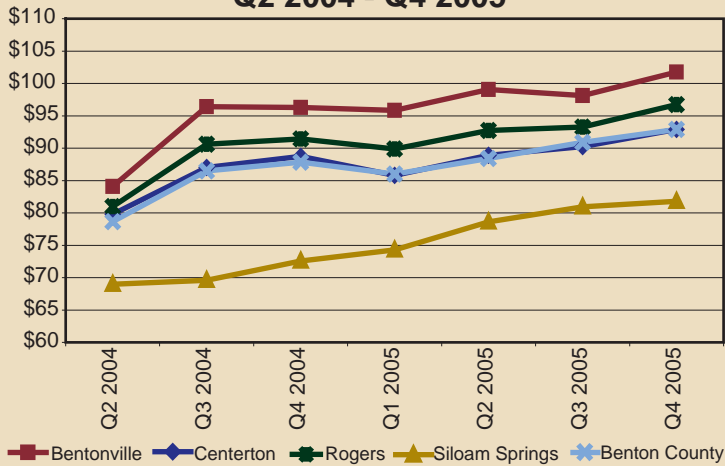
Benton County Average Number of Days on the Market for Houses Sold Q2 2004 - Q4 2005



Benton County Average Sold Price as a Percentage of Average List Price of Houses Sold Q2 2004 - Q4 2005



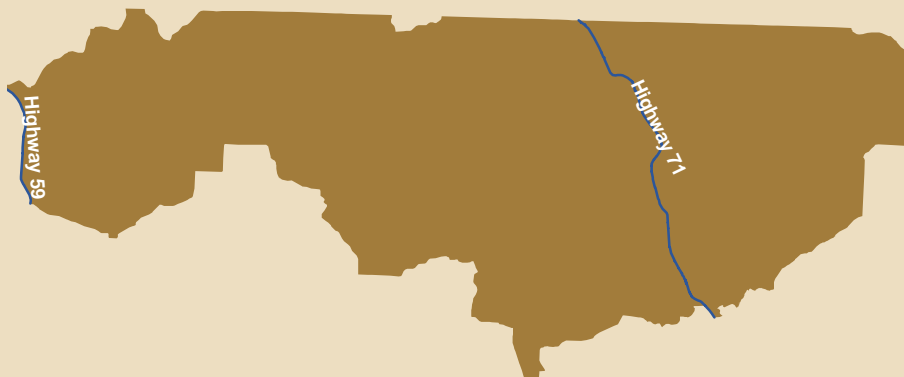
Benton County Average Price Per Square Foot for Houses Sold Q2 2004 - Q4 2005



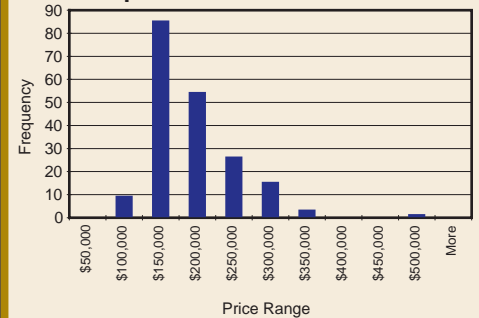
Bella Vista

- From September to November 2005, there were 193 residential building permits issued in Bella Vista. This represents a 63.6 percent increase from the same period in 2004.
- The average residential building permit value in Bella Vista increased by 18.3 percent from the fourth quarter of 2004 to \$171,800.
- The major price points for Bella Vista building permits were in the \$100,000 to \$150,000 range.
- There were 417 existing houses sold in Bella Vista from August 16, 2005 to November 15, 2005, or 5.3 percent more than in the previous quarter and 41.8 percent more than in the same period last year.
- The average price of a house sold in Bella Vista decreased from \$163,098 in the third quarter to \$162,603 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 0.3 percent lower than in the previous quarter and 10.0 percent higher than in the same period last year.
- In Bella Vista, the average number of days from the initial house listing to the sale was constant at 103 days from the third quarter to fourth quarter of 2005.
- About 28.7 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Bella Vista. The average sales price of a house in Bella Vista was only about 84.7 percent of the county average.
- 35 percent of the sold houses in Bella Vista were in the \$100,000 to \$150,000 range.

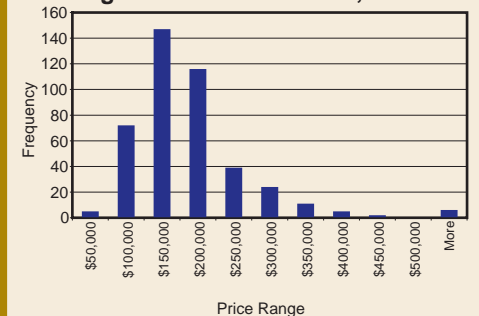
Subdivision status numbers are unavailable for Bella Vista due to technical difficulties with obtaining accurate data.



**Bella Vista
Distribution of
Residential Building Permit Values
September - November 2005**



**Bella Vista
Price Distribution of Houses Sold
August 16 - November 15, 2005**

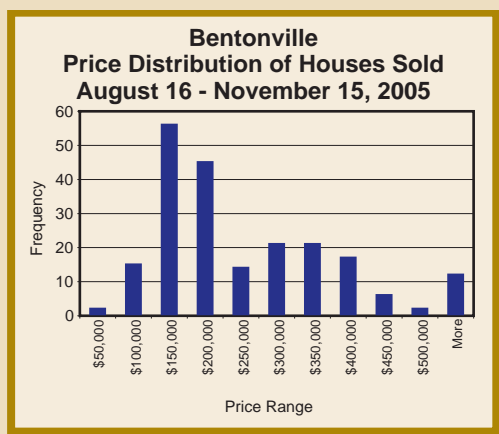
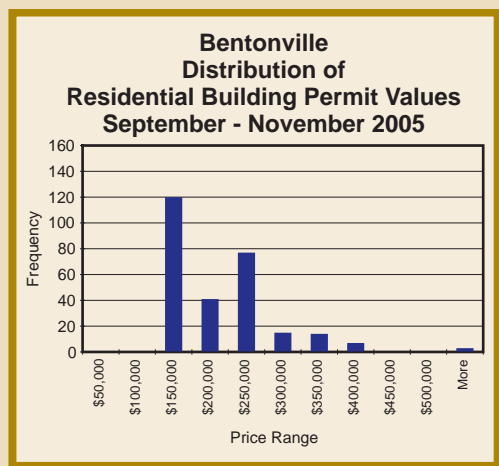


Bella Vista Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 4 | 1.0% | 1,161 | 45 | 98.7% | \$35.58 |
| \$50,001 - \$100,000 | 71 | 17.0% | 1,228 | 78 | 97.6% | \$70.59 |
| \$100,001 - \$150,000 | 146 | 35.0% | 1,564 | 96 | 98.8% | \$84.84 |
| \$150,001 - \$200,000 | 115 | 27.6% | 1,863 | 120 | 99.0% | \$94.92 |
| \$200,001 - \$250,000 | 38 | 9.1% | 2,365 | 126 | 98.6% | \$94.03 |
| \$250,001 - \$300,000 | 23 | 5.5% | 2,843 | 95 | 97.9% | \$98.22 |
| \$300,001 - \$350,000 | 10 | 2.4% | 2,997 | 128 | 98.0% | \$110.99 |
| \$350,001 - \$400,000 | 4 | 1.0% | 3,656 | 94 | 95.4% | \$108.53 |
| \$400,001 - \$450,000 | 1 | 0.2% | 3,737 | 266 | 97.7% | \$112.39 |
| \$450,001 - \$500,000 | 0 | 0.0% | - | -- | -- | - |
| \$500,000+ | 5 | 1.2% | 4,272 | 90 | 95.0% | \$134.36 |
| Bella Vista | 417 | 100.0% | 1,821 | 103 | 98.5% | \$87.81 |

Bentonville

- From September to November 2005, there were 270 residential building permits issued in Bentonville. This represents a 72.0 percent increase from the same period in 2004.
- The average residential building permit value in Bentonville increased by 3.4 percent from the fourth quarter of 2004 to \$191,648.
- The largest price points for Bentonville building permits were in the \$100,000 to \$150,000 range.
- There were 2,974 total lots in active subdivisions in Bentonville in the fourth quarter of 2005. About 34 percent of the lots were occupied, 10 percent were complete, but unoccupied, 8 percent were under construction, 3 percent were starts, and 44 percent were vacant lots.
- 142 new houses in Bentonville became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 46.7 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Bentonville in the fourth quarter were Stoneburrow with 41 and Lochmoor Club with 20.
- An additional 3,756 lots in 46 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Bentonville.
- There were 211 existing houses sold in Bentonville from August 16, 2005 to November 15, 2005, or 25.2 percent fewer than in the previous quarter and 9.9 percent more than in the same period last year.
- The average price of a house sold in Bentonville increased from \$217,722 in the third quarter to \$238,710 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 9.6 percent higher than in the previous quarter and 12.4 percent higher than in the same period last year.
- In Bentonville, the average number of days from the initial house listing to the sale declined from 115 days in the third quarter to 111 days in the fourth quarter of 2005.
- About 14.5 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Bentonville. The average sales price of a house in Bentonville was about 133 percent of the county average.
- 27 percent of the sold houses in Bentonville were in the \$100,000 to \$150,000 range.

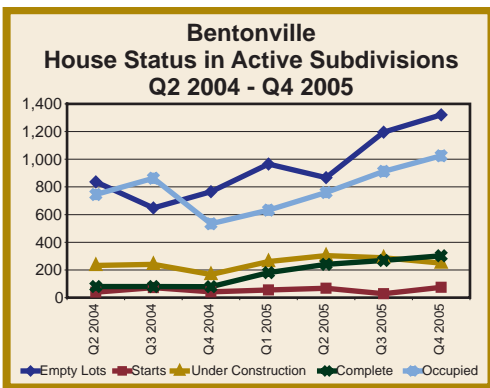


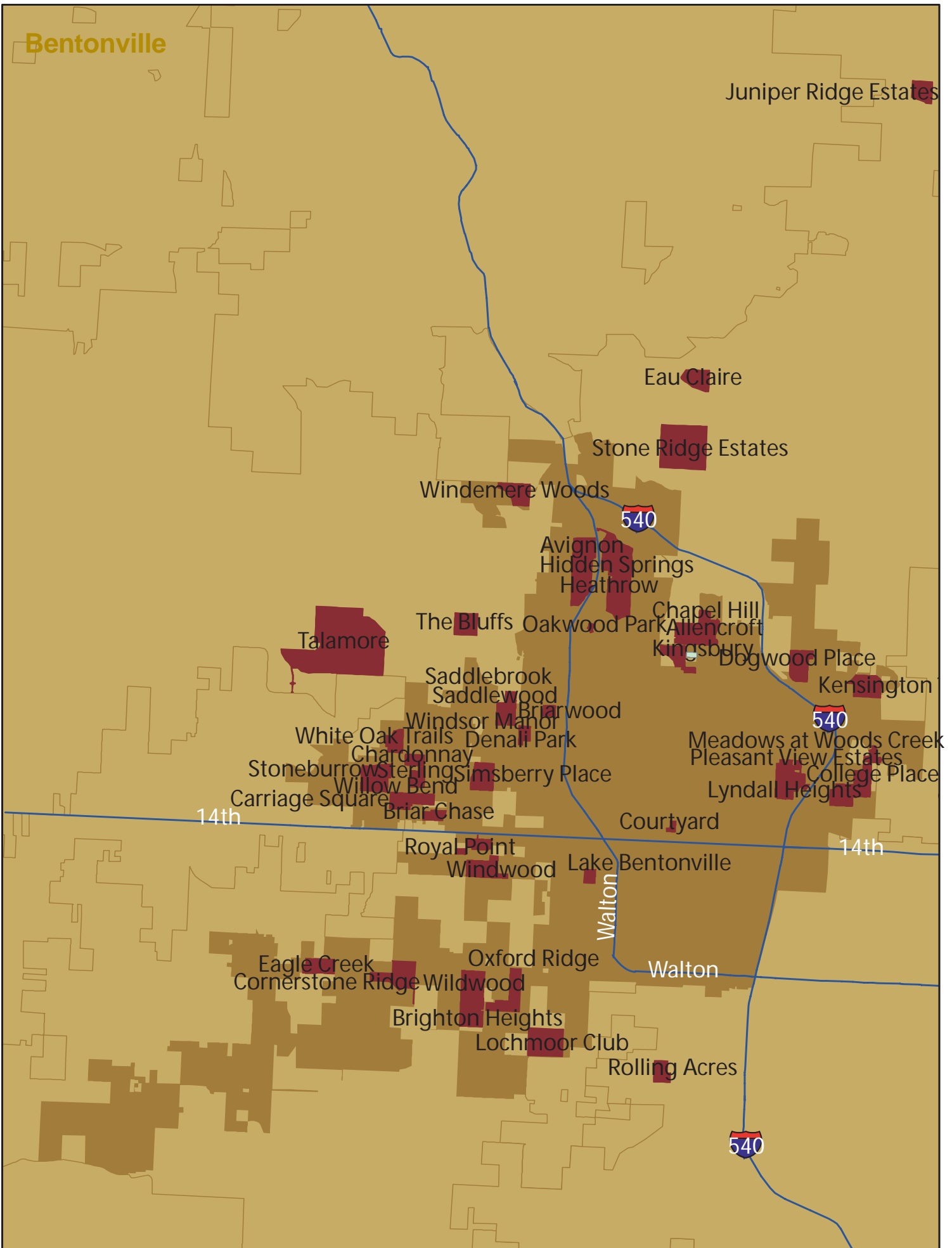
Bentonville Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 2 | 0.9% | 1,112 | 49 | 88.9% | \$41.53 |
| \$50,001 - \$100,000 | 15 | 7.1% | 1,150 | 76 | 98.1% | \$75.32 |
| \$100,001 - \$150,000 | 56 | 26.5% | 1,465 | 59 | 97.3% | \$89.11 |
| \$150,001 - \$200,000 | 45 | 21.3% | 1,907 | 132 | 99.0% | \$94.17 |
| \$200,001 - \$250,000 | 14 | 6.6% | 2,340 | 91 | 98.7% | \$100.81 |
| \$250,001 - \$300,000 | 21 | 10.0% | 2,490 | 175 | 99.6% | \$114.11 |
| \$300,001 - \$350,000 | 21 | 10.0% | 2,877 | 125 | 98.3% | \$115.10 |
| \$350,001 - \$400,000 | 17 | 8.1% | 3,220 | 158 | 98.5% | \$120.05 |
| \$400,001 - \$450,000 | 6 | 2.8% | 3,583 | 256 | 97.2% | \$120.82 |
| \$450,001 - \$500,000 | 2 | 0.9% | 3,555 | 28 | 99.5% | \$137.08 |
| \$500,000+ | 12 | 5.7% | 4,508 | 94 | 100.1% | \$146.76 |
| Bentonville | 211 | 100.0% | 2,229 | 111 | 98.3% | \$101.74 |

Bentonville House Status in Active Subdivisions Q4 2005

| Subdivision | Empty | | Under | | Occupied | Total | Absorbed | Months of |
|---|--------------|-----------|--------------|------------|--------------|--------------|------------|-------------|
| | Lots | Start | Construction | Complete | | | | |
| Allencroft | 19 | 0 | 0 | 42 | 56 | 117 | 10 | 33.3 |
| Avignon | 11 | 0 | 5 | 1 | 22 | 39 | 3 | 20.4 |
| The Bluffs | 17 | 0 | 2 | 0 | 1 | 20 | 0 | 228.0 |
| Briarchase | 0 | 0 | 0 | 1 | 48 | 49 | 30 | 0.3 |
| Briarwood | 11 | 0 | 1 | 2 | 16 | 30 | 0 | 168.0 |
| Brighton Heights | 50 | 0 | 9 | 26 | 4 | 89 | 3 | 191.3 |
| Chapel Hill | 88 | 2 | 9 | 21 | 6 | 126 | 2 | 240.0 |
| Chardonay | 15 | 0 | 5 | 7 | 25 | 52 | 0 | 46.3 |
| College Place, Phase VII | 7 | 0 | 6 | 16 | 34 | 63 | 4 | 13.9 |
| Cornerstone Ridge, Phase I | 104 | 9 | 12 | 0 | 0 | 125 | 0 | -- |
| Courtyard | 0 | 0 | 4 | 1 | 15 | 20 | 0 | 15.0 |
| Denali Park | 3 | 0 | 0 | 0 | 37 | 40 | 1 | 9.0 |
| Dogwood Place | 7 | 0 | 0 | 0 | 29 | 36 | 0 | -- |
| Eagle Creek, Phases I, II | 9 | 1 | 3 | 30 | 57 | 100 | 10 | 12.6 |
| Eau Claire | 21 | 1 | 3 | 0 | 1 | 26 | 0 | 300.0 |
| Halifax | 0 | 0 | 9 | 6 | 0 | 15 | 0 | -- |
| Heathrow | 12 | 0 | 3 | 0 | 49 | 64 | 1 | 12.0 |
| Hidden Springs, Phase IV | 4 | 0 | 1 | 0 | 43 | 48 | 0 | -- |
| Juniper Ridge Estates | 8 | 0 | 0 | 0 | 2 | 10 | 0 | 48.0 |
| Kensington, Phases I, III | 28 | 0 | 6 | 2 | 46 | 82 | 3 | 54.0 |
| Kingsbury, Phases I-III | 17 | 0 | 6 | 3 | 49 | 75 | 0 | 22.3 |
| Lake Bentonville | 1 | 0 | 11 | 16 | 0 | 28 | 0 | -- |
| Lochmoor Club | 99 | 4 | 20 | 20 | 68 | 211 | 24 | 26.8 |
| Lyndal Heights, Phase IV | 0 | 0 | 1 | 3 | 13 | 17 | 4 | 4.8 |
| The Meadows at Woods Creek, Block I - V | 0 | 0 | 1 | 1 | 42 | 44 | 6 | 0.9 |
| Oakwood Park | 7 | 0 | 0 | 0 | 0 | 7 | 0 | -- |
| Oxford Ridge | 130 | 6 | 17 | 14 | 0 | 167 | 0 | -- |
| Pleasant View Estates | 0 | 0 | 5 | 9 | 10 | 24 | 0 | 168.0 |
| Rolling Acres | 76 | 4 | 12 | 1 | 0 | 93 | 0 | -- |
| Saddlebrook | 0 | 0 | 0 | 3 | 50 | 53 | 0 | 9.0 |
| Simsberry Place | 6 | 0 | 0 | 0 | 78 | 84 | 4 | 9.0 |
| Sterling | 0 | 0 | 0 | 12 | 4 | 16 | 4 | 27.0 |
| Stone Ridge Estates | 61 | 0 | 4 | 4 | 4 | 73 | 3 | -- |
| Stoneburrow, Phases I, II | 229 | 26 | 41 | 0 | 0 | 296 | 0 | -- |
| Talamore | 24 | 1 | 9 | 0 | 57 | 91 | 2 | 19.4 |
| White Oak Trails, Phase I | 45 | 0 | 8 | 13 | 6 | 72 | 6 | 132.0 |
| Wildwood, Phases II-IV | 97 | 8 | 15 | 13 | 79 | 212 | 5 | 28.0 |
| Willowbend | 23 | 2 | 2 | 9 | 14 | 50 | 5 | 33.2 |
| Windemere Woods | 35 | 1 | 4 | 13 | 26 | 79 | 0 | 70.7 |
| Windsor Manor | 13 | 1 | 13 | 5 | 0 | 32 | 0 | -- |
| Windwood, Phase IV | 44 | 9 | 3 | 9 | 34 | 99 | 12 | 22.9 |
| Bentonville | 1,321 | 75 | 250 | 303 | 1,025 | 2,974 | 142 | 46.7 |





Bentonville

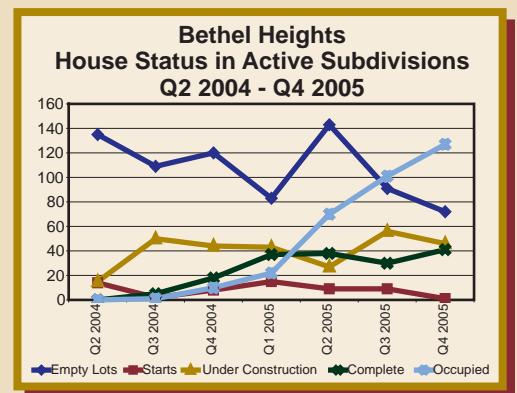
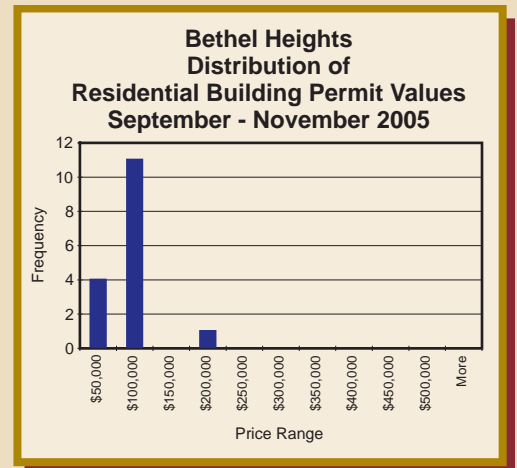
Approved Final and Preliminary Subdivisions

Q4 2005

| Subdivision | Number of Lots |
|--------------------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Apple Creek | 43 |
| Barron Road Duplexes | 96 |
| The Bluffs, Phase II | 104 |
| Brighton Farms | 171 |
| Chapel Hill, Phase II | 54 |
| Cobblestone | 39 |
| College Place, Phases VIII, IX | 115 |
| Cornerstone | 43 |
| Estates at Osage Falls | 42 |
| Eventide | 44 |
| The Farms | 62 |
| Garrison Village | 11 |
| Grace Addition | 110 |
| Hardcastle | 9 |
| Highpointe Addition | 76 |
| Hillcrest Estates | 163 |
| Keystone | 107 |
| Laurnwood Estates | 109 |
| Legacy Village | 1 |
| Lochmore Club, Phase II | 106 |
| No Name | 199 |
| No Name | 93 |
| Olympia | 170 |
| Pennington | 65 |
| Plum Tree Place | 6 |
| Pontiac | 29 |
| Rainbow Junction | 11 |
| Riverwalk Estates, Phases III, IV | 124 |
| Sonavid Place | 32 |
| Stonechase | 97 |
| Thornbrook Village, Phases I, II | 252 |
| Wilshire | 111 |
| Windemere Woods, Phase II | 50 |
| Windwood, Phase V | 73 |
| <i>Final Approval</i> | |
| Bolte Acres/Regency Park | 6 |
| Eden's Brooke | 31 |
| Fountain Plaza | 17 |
| High Meadows | 113 |
| Kerelaw Castle | 153 |
| North Fork Addition | 98 |
| Riverwalk Farm Estates, Phases I, II | 298 |
| Stonegate | 78 |
| Virginia's Grove | 28 |
| Wildwood, Phase V | 104 |
| Woods Creek South, Phase IA | 13 |
| Bentonville | 3,756 |

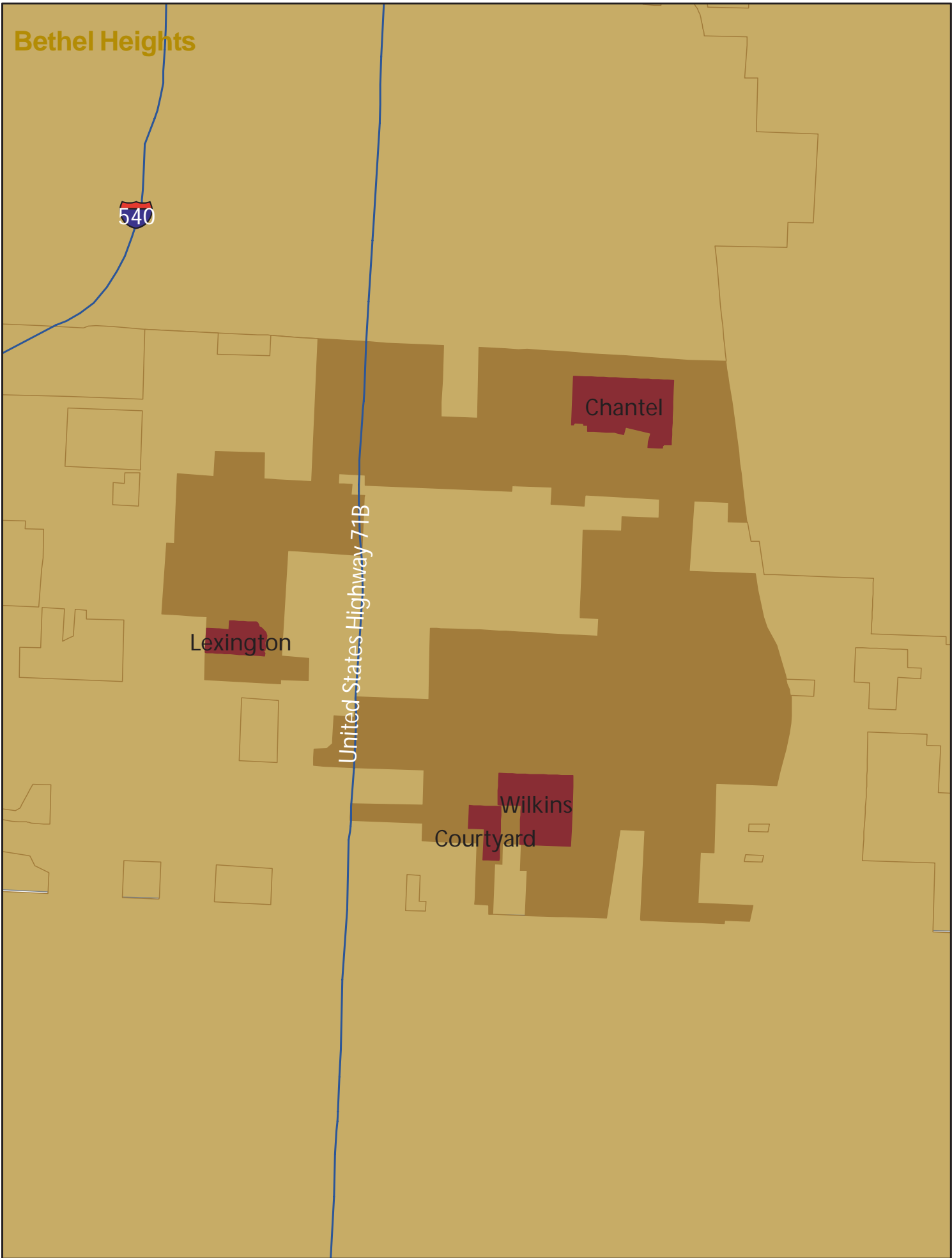
Bethel Heights

- From September to November 2005, there were 16 residential building permits issued in Bethel Heights. This represents a 48.4 percent decrease from the same period in 2004.
- The average residential building permit value in Bethel Heights decreased by 22.3 percent from the fourth quarter of 2004 to \$67,102.
- The major price points for Bethel Heights building permits were in the \$100,000 to \$150,000 range.
- There were 287 total lots in active subdivisions in Bethel Heights in the fourth quarter of 2005. About 44 percent of the lots were occupied, 14 percent were complete, but unoccupied, 16 percent were under construction, and 25 percent were vacant lots.
- 26 new houses in Bethel Heights became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 16.3 months of remaining inventory in active subdivisions.
- Chantel Subdivision had 31 new houses under construction and Wilkins Subdivision had 10.
- An additional 387 lots in 10 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Bethel Heights.
- There were 8 existing houses sold in Bethel Heights from August 16, 2005 to November 15, 2005, or 33.3 percent more than in the previous quarter and 700.0 percent more than in the same period last year.
- The average price of a house sold in Bethel Heights decreased from \$162,933 in the third quarter to \$161,538 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 0.9 percent lower than in the previous quarter and 6.3 percent higher than in the same period last year.
- In Bethel Heights, the average number of days from the initial house listing to the sale declined from 108 days in the third quarter to 48 days in the fourth quarter of 2005.
- Only 0.6 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Bethel Heights. The average sales price of the houses sold in Bethel Heights was 90.0 percent of the county average.
- 75 percent of the sold houses in Bethel Heights were in the \$150,000 to \$200,000 range.



Bethel Heights House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|-----------------------------|------------|----------|--------------------|-----------|------------|------------|---------------|---------------------|
| Chantel | 29 | 0 | 31 | 12 | 1 | 73 | 0 | -- |
| Courtyard, Phase III | 1 | 0 | 2 | 10 | 1 | 14 | 0 | -- |
| Lexington Heights | 0 | 0 | 0 | 0 | 41 | 41 | 6 | 0.0 |
| Sunset Ridge | 19 | 1 | 3 | 0 | 10 | 33 | 5 | 25.1 |
| Wilkins | 23 | 0 | 10 | 19 | 74 | 126 | 15 | 9.0 |
| Bethel Heights Total | 72 | 1 | 46 | 41 | 127 | 287 | 26 | 16.3 |



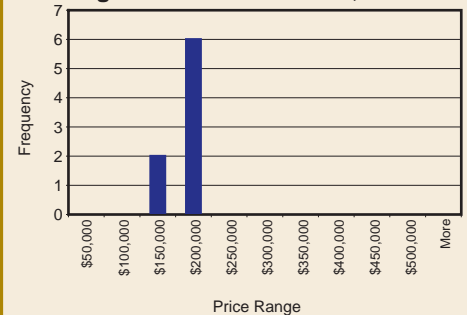
Bethel Heights Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$100,001 - \$150,000 | 2 | 25.0% | 1,340 | 47 | 102.8% | \$93.26 |
| \$150,001 - \$200,000 | 6 | 75.0% | 1,837 | 48 | 99.1% | \$94.57 |
| \$200,001 - \$250,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Bethel Heights | 8 | 100.0% | 1,713 | 48 | 100.0% | \$94.24 |

Bethel Heights Approved Final and Preliminary Subdivisions Q4 2005

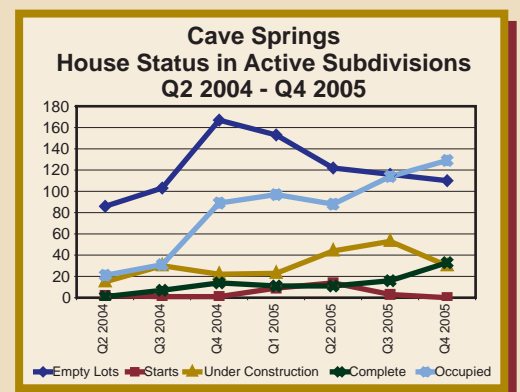
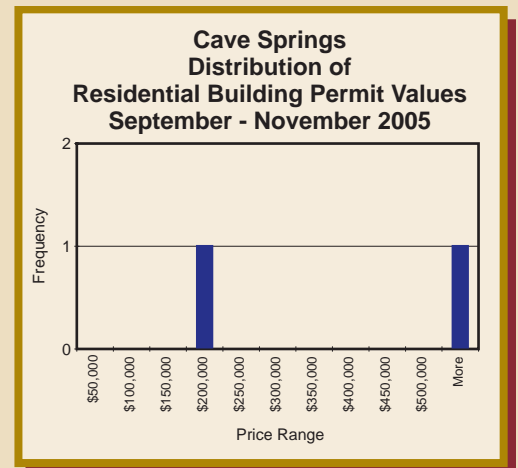
| Subdivision | Number of Lots |
|-----------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Chantel, Phase II | 51 |
| English Oaks | 12 |
| Great Meadows | 62 |
| Logan Heights, Phase I | 17 |
| Logan Heights, Phase II | 26 |
| Marvin Moles | 33 |
| Remington | 32 |
| Spring Meadows | 60 |
| Terry Acres | 33 |
| <i>Final Approval</i> | |
| Oak Place | 61 |
| Bethel Heights | 387 |

**Bethel Heights
Price Distribution of Houses Sold
August 16 - November 15, 2005**



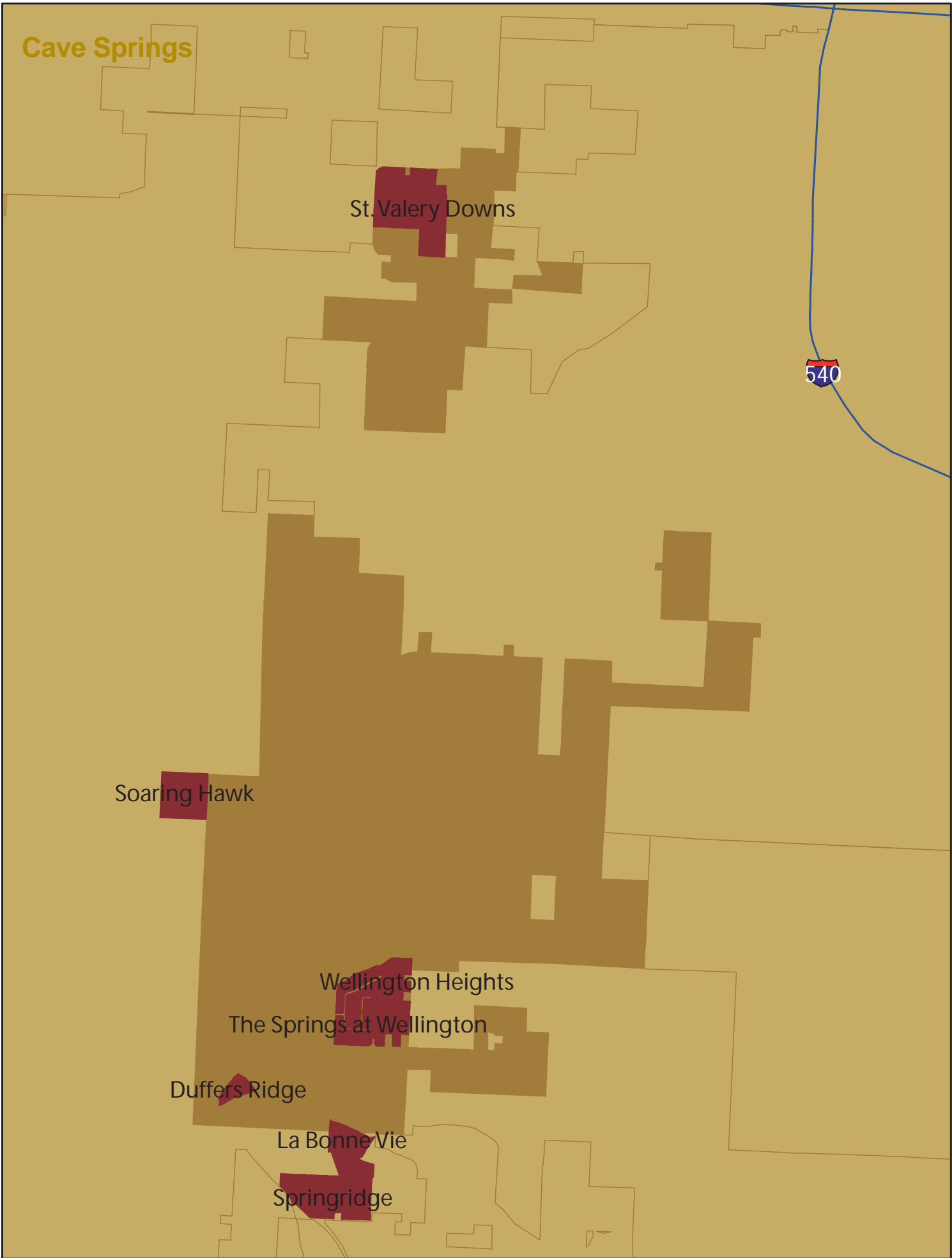
Cave Springs

- From September to November 2005, there were 2 residential building permits issued in Cave Springs. This represents a 75.0 percent decrease from the same period in 2004.
- The average residential building permit value in Cave Springs increased by 106.3 percent from the fourth quarter in 2004 to \$385,000.
- There were 302 total lots in active subdivisions in Cave Springs in the fourth quarter of 2005. About 43 percent of the lots were occupied, 11 percent were complete, but unoccupied, 10 percent were under construction, and 36 percent were vacant lots.
- 15 new houses in Cave Springs became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 47.2 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Cave Springs in the fourth quarter were Spring Ridge with 14 and St. Valery Downs with 9.
- An additional 502 lots in 4 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Cave Springs.
- There were 8 existing houses sold in Cave Springs from August 16, 2005 to November 15, 2005, or a 100.0 percent increase from the previous quarter and 14.3 percent more than in the same period last year.
- The average price of a house sold in Cave Springs decreased from \$243,225 in the third quarter to \$228,038 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 6.2 percent lower than in the previous quarter and 5.0 percent higher than in the same period last year.
- In Cave Springs, the average number of days from the initial house listing to the sale declined from 204 days in the third quarter to 82 days in the fourth quarter of 2005.
- About 0.6 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Cave Springs. The average sales price of a house in Cave Springs was 127 percent of the county average.
- 37.5 percent of the sold houses in Cave Springs were in the \$150,000 to \$200,000 range.



Cave Springs House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|----------------------------------|------------|----------|--------------------|-----------|------------|------------|---------------|---------------------|
| Duffers Ridge | 7 | 0 | 1 | 0 | 0 | 8 | 0 | — |
| La Bonne Vie, Phase II | 5 | 0 | 2 | 0 | 0 | 7 | 0 | — |
| Soaring Hawk | 7 | 0 | 0 | 3 | 6 | 16 | 0 | 40.0 |
| Spring Ridge | 24 | 0 | 14 | 15 | 8 | 61 | 6 | 79.5 |
| Springs at Wellington | 23 | 0 | 2 | 2 | 25 | 52 | 4 | 20.3 |
| St. Valery Downs | 40 | 0 | 9 | 11 | 21 | 81 | 2 | 60.0 |
| Wellington Heights, Phases I, II | 4 | 0 | 2 | 2 | 69 | 77 | 3 | 96.0 |
| Cave Springs | 110 | 0 | 30 | 33 | 129 | 302 | 15 | 47.2 |

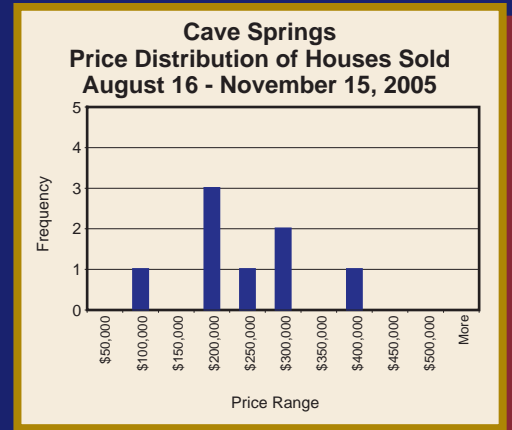


Cave Springs Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 1 | 12.5% | 1,231 | 90 | 91.7% | \$81.23 |
| \$100,001 - \$150,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$150,001 - \$200,000 | 3 | 37.5% | 1,911 | 77 | 96.5% | \$98.39 |
| \$200,001 - \$250,000 | 1 | 12.5% | 2,166 | 103 | 98.3% | \$103.88 |
| \$250,001 - \$300,000 | 2 | 25.0% | 2,518 | 79 | 100.0% | \$108.35 |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 1 | 12.5% | 3,154 | 76 | 100.0% | \$125.08 |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Cave Springs | 8 | 100.0% | 2,165 | 82 | 97.4% | \$102.76 |

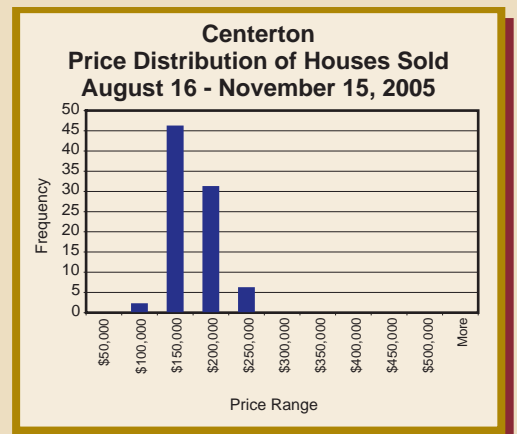
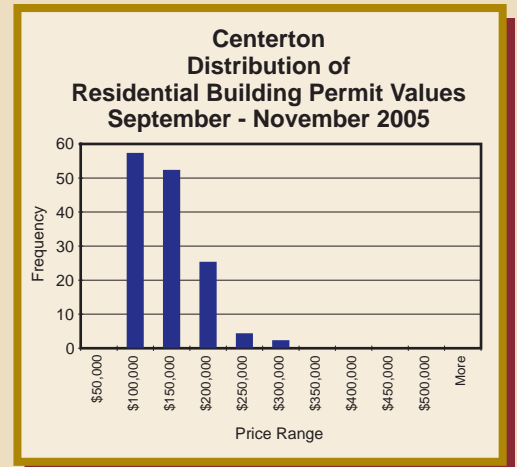
Cave Springs Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|-----------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Brentwood | 200 |
| Hyde Park | 180 |
| <i>Final Approval</i> | |
| Neveah | 42 |
| Ridgewood | 80 |
| Cave Springs | 502 |

Centerton

- From September to November 2005, there were 140 residential building permits issued in Centerton. This represents a 105.9 percent increase from the same period in 2004.
- The average residential building permit value in Centerton increased by 19.0 percent from the fourth quarter of 2004 to \$120,193.
- The major price points for Centerton building permits were in the \$50,000 to \$150,000 range.
- There were 1,629 total lots in active subdivisions in Centerton in the fourth quarter of 2005. About 46 percent of the lots were occupied, 8 percent were complete, but unoccupied, 11 percent were under construction, 2 percent were starts, and 32 percent were vacant lots.
- 83 new houses in Centerton became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 21.1 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Centerton in the fourth quarter were Quail Ridge with 37, The Residences at City West with 28, and Westwood with 24.
- An additional 4,493 lots in 31 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Centerton.
- There were 85 existing houses sold in Centerton from August 16, 2005 to November 15, 2005, or 23.2 percent more than in the previous quarter and 6.6 percent less than in the same period last year.
- The average price of a house sold in Centerton increased from \$140,286 in the third quarter to \$151,727 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 8.2 percent higher than in the previous quarter and 7.7 percent higher than in the same period last year.
- In Centerton, the average number of days from the initial house listing to the sale increased from 166 days in the third quarter to 177 days in the fourth quarter of 2005.
- About 5.9 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Centerton. The average sales price of a house in Centerton was 84.5 percent of the county average.
- 54.1 percent of the sold houses in Centerton were in the \$100,000 to \$150,000 range.

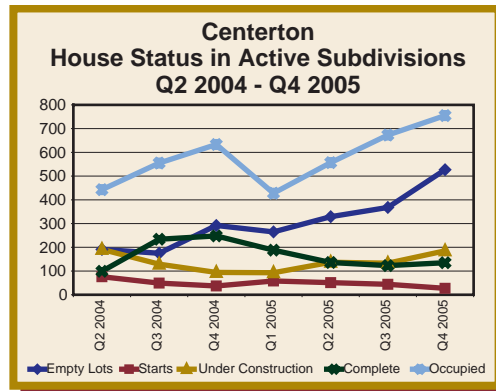


Centerton Price Range of Houses Sold August 16 - November 15, 2005

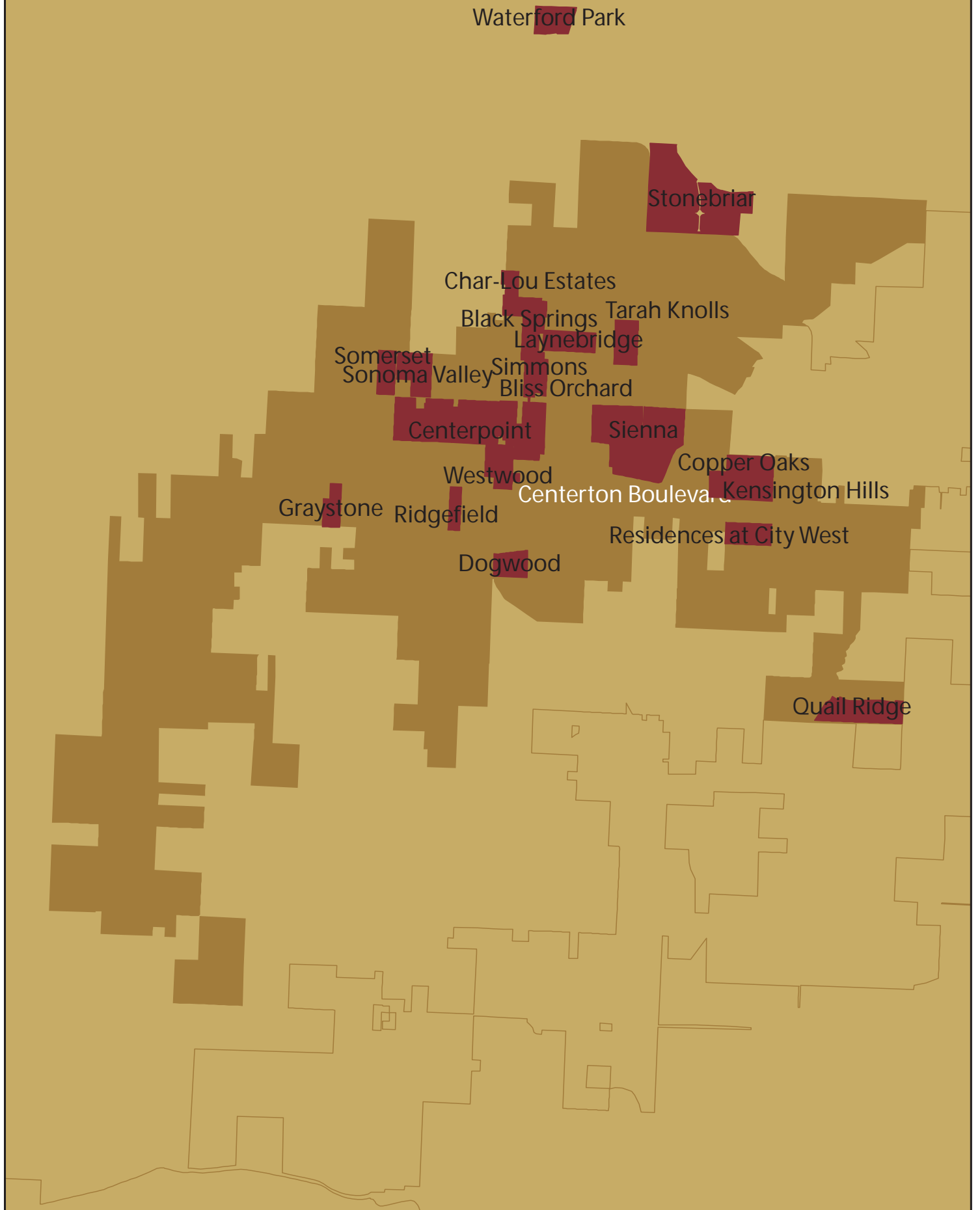
| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 2 | 2.4% | 1,221 | 55 | 100.1% | \$74.56 |
| \$100,001 - \$150,000 | 46 | 54.1% | 1,485 | 176 | 99.9% | \$88.67 |
| \$150,001 - \$200,000 | 31 | 36.5% | 1,767 | 196 | 100.1% | \$97.54 |
| \$200,001 - \$250,000 | 6 | 7.1% | 2,080 | 129 | 98.7% | \$107.71 |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Centerton | 85 | 100.0% | 1,624 | 177 | 99.9% | \$92.91 |

Centerton House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|------------------------------|------------|-----------|--------------------|------------|------------|-------------|---------------|---------------------|
| Apple Ridge | 3 | 0 | 0 | 4 | 50 | 57 | 5 | 1.8 |
| Black Springs, Block I | 37 | 0 | 15 | 0 | 0 | 52 | 0 | -- |
| Bliss Orchard | 0 | 0 | 1 | 0 | 25 | 26 | 1 | 1.3 |
| Centerpoint, Phases VIII, IX | 0 | 0 | 0 | 0 | 137 | 137 | 3 | 0.0 |
| Char Lou Estates | 65 | 0 | 5 | 0 | 0 | 70 | 0 | -- |
| Copper Oaks | 110 | 0 | 12 | 0 | 0 | 122 | 0 | -- |
| Dogwood | 5 | 4 | 13 | 6 | 20 | 48 | 11 | 12.6 |
| Graystone | 0 | 0 | 4 | 68 | 0 | 72 | 0 | -- |
| Kensington Hills | 65 | 0 | 18 | 31 | 21 | 135 | 10 | 65.1 |
| Layne Bridge | 1 | 0 | 0 | 0 | 54 | 55 | 2 | 0.5 |
| Quail Ridge | 60 | 2 | 37 | 0 | 1 | 100 | 0 | 594.0 |
| Ridgefield Addition, Block I | 2 | 0 | 0 | 8 | 16 | 26 | 1 | 7.5 |
| Sienna, Phase IA, B | 35 | 7 | 11 | 14 | 254 | 321 | 39 | 4.3 |
| Simmons | 0 | 3 | 2 | 0 | 27 | 32 | 1 | 6.7 |
| Somerset | 40 | 3 | 8 | 0 | 0 | 51 | 0 | -- |
| Sonoma Valley | 0 | 0 | 0 | 0 | 79 | 79 | 4 | 0.0 |
| Stonebriar, Phases I, II | 5 | 0 | 1 | 2 | 49 | 57 | 6 | 7.4 |
| Tarah Knolls | 45 | 6 | 1 | 0 | 0 | 52 | 0 | -- |
| The Residences at City West | 39 | 2 | 28 | 0 | 0 | 69 | 0 | -- |
| Waterford Park | 15 | 0 | 5 | 1 | 0 | 21 | 0 | -- |
| Westwood, Phases I, II | 0 | 0 | 24 | 1 | 22 | 47 | 0 | 20.0 |
| Centerton | 527 | 27 | 185 | 135 | 755 | 1629 | 83 | 21.1 |



Centerton

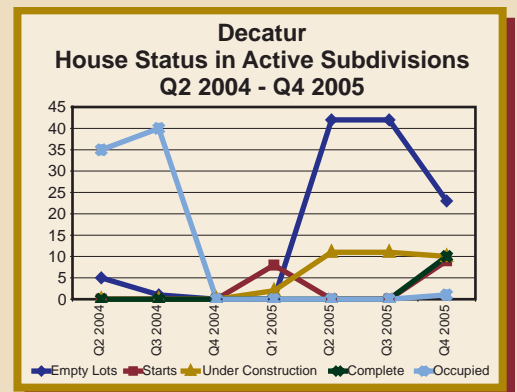
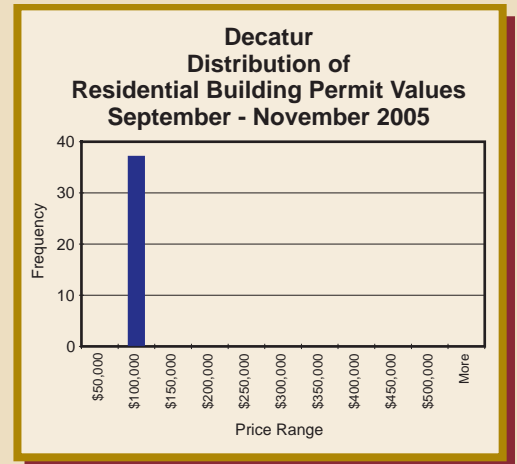


Centerton Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|--|----------------|
| Arbor Vista | 224 |
| Blossom Hills | 72 |
| Brandon-Horn | 155 |
| Brim Woods | 104 |
| Char-Lou Estates, Phases II,III | 341 |
| Cherrie Place | 28 |
| Christian Lane | 4 |
| Clark Estates | 57 |
| Dunn Roven Property | 124 |
| Fair St. Townhomes | 10 |
| Ginn Property | 508 |
| Layne Bridge, Phase II | 40 |
| Lindsey, Phases I, II | 95 |
| Maribel Heights | 60 |
| Marple Property | 204 |
| McKissic Creek | 9 |
| The Meadows | 21 |
| Meadow Valley | 49 |
| Oak Grove (Duplexes and Townhouses) | 187 |
| Quail Ridge, Phase II | 113 |
| Ridgefield, Block II | 72 |
| Sienna at Coopers Farm, Phases II, III | 371 |
| Stonegate | 82 |
| Stoneleigh Apartments | 280 |
| Tammaron | 299 |
| Timber Ridge, Phases I, II | 99 |
| Tuscany | 160 |
| Versailles | 134 |
| Wellington Woods | 186 |
| Willow Crossing | 405 |
| Centerton | 4,493 |

Decatur

- From September to November 2005, there were 37 residential building permits issued in Decatur. This represents a 3,600.0 percent increase from the same period in 2004.
- The average residential building permit value in Decatur decreased by 16.7 percent from the fourth quarter of 2004 to \$65,000.
- The major price points for Decatur building permits were in the \$50,000 to \$100,000 range.
- There were 53 total lots in active subdivisions in Decatur in the fourth quarter of 2005. About 2 percent of the lots were occupied, 19 percent were complete, but unoccupied, 19 percent were under construction, 17 percent were starts, and 43 percent were vacant lots.
- One new house in Decatur became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 156.0 months of remaining inventory in active subdivisions.
- There were 10 houses under construction in the Grant Springs subdivision.
- There were 4 existing houses sold in Decatur from August 16, 2005 to November 15, 2005, or 20 percent fewer than in the previous quarter and 55.6 percent fewer than in the same period last year.
- The average price of a house sold in Decatur decreased from \$192,600 in the third quarter to \$63,849 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 66.8 percent lower than in the previous quarter and 35.4 percent lower than in the same period last year.
- In Decatur, the average number of days from the initial house listing to the sale declined from 88 days in the third quarter to 60 days in the fourth quarter of 2005.
- About 0.3 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Decatur. The average sales price of a house in Decatur was 35.6 percent of the county average.
- 75 percent of the sold houses in Decatur were in the \$50,000 to \$100,000 range.

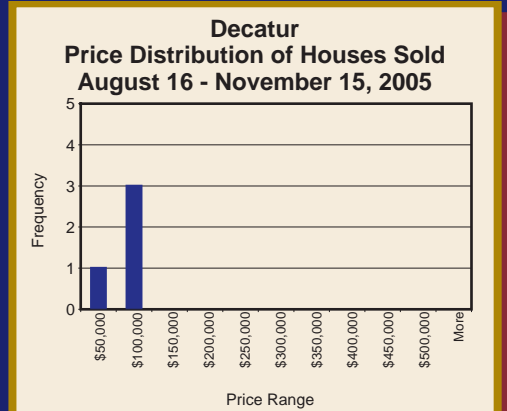


Decatur House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|---------------|------------|-------|--------------------|----------|----------|------------|---------------|---------------------|
| Grant Springs | 23 | 9 | 10 | 10 | 1 | 53 | 1 | 156.0 |
| Decatur | 23 | 9 | 10 | 10 | 1 | 53 | 1 | 156.0 |

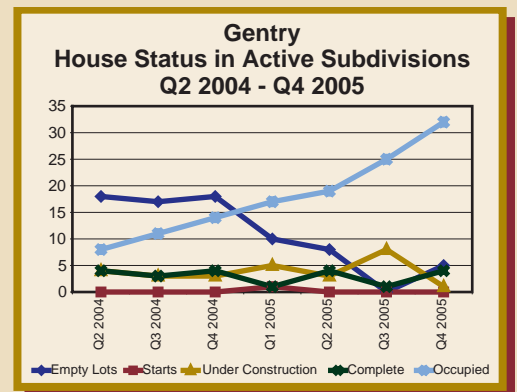
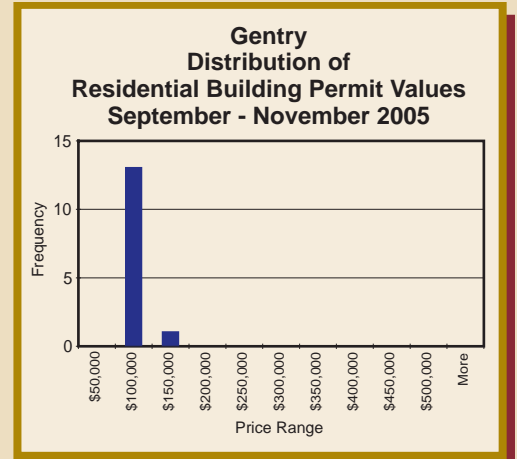
Decatur Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 1 | 25.0% | 900 | 56 | 85.7% | \$25.22 |
| \$50,001 - \$100,000 | 3 | 75.0% | 1,105 | 61 | 98.9% | \$70.59 |
| \$100,001 - \$150,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$150,001 - \$200,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$200,001 - \$250,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Decatur | 4 | 100.0% | 1,054 | 60 | 95.6% | \$59.25 |



Gentry

- From September to November 2005, there were 14 residential building permits issued in Gentry. There were no building permits issued in the same period in 2004.
- The average residential building permit value in Gentry was \$77,500.
- The major price points for Gentry building permits were in the \$50,000 to \$100,000 range.
- There were 79 total lots in active subdivisions in Gentry in the fourth quarter of 2005. About 41 percent of the lots were occupied, 5 percent were complete, but unoccupied, 1 percent was under construction, and 53 percent were vacant lots.
- 7 new houses in Gentry became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 5.7 months of remaining inventory in active subdivisions.
- There was 1 house under construction in the College Hill subdivision.
- There were 31 existing houses sold in Gentry from August 16, 2005 to November 15, 2005, or 6.9 percent more than in the previous quarter and 121.4 percent more than in the same period last year.
- The average price of a house sold in Gentry decreased from \$144,281 in the third quarter to \$129,965 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 9.9 percent lower than in the previous quarter and 37.8 percent higher than in the same period last year.
- In Gentry, the average number of days from the initial house listing to the sale declined from 149 days in the third quarter to 94 days in the fourth quarter of 2005.
- About 2.1 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Gentry. The average sales price of a house in Gentry was only 72.4 percent of the county average.
- 71.0 percent of the sold houses in Gentry were in the \$50,000 to \$150,000 range.



Gentry House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|------------------------------|------------|----------|--------------------|----------|-----------|------------|---------------|---------------------|
| Cobblestone | 0 | 0 | 0 | 2 | 32 | 34 | 7 | 1.1 |
| College Hill Second Addition | 5 | 0 | 1 | 2 | 0 | 8 | 0 | - |
| Gentry | 5 | 0 | 1 | 4 | 32 | 42 | 7 | 5.7 |

Gentry

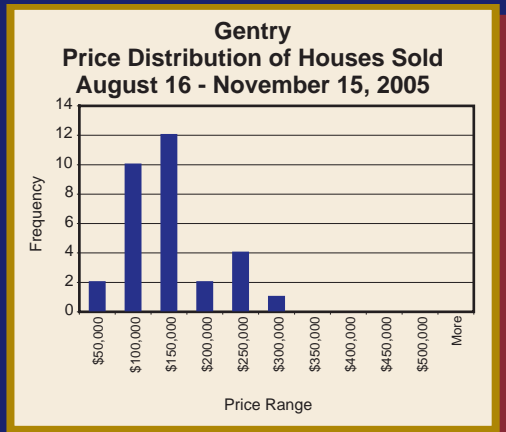
Cobblestone

College Hill
2nd Addition

State Highway 59

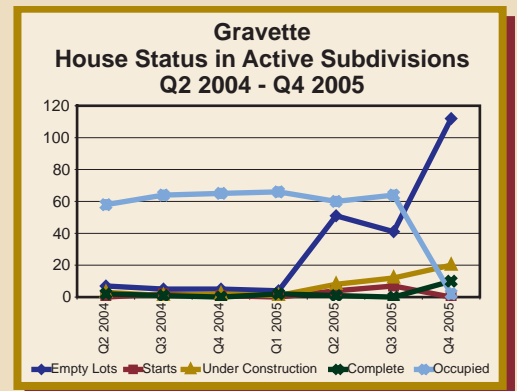
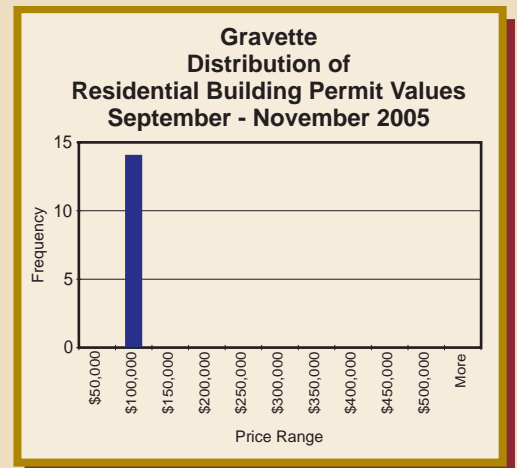
Gentry Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 2 | 6.5% | 1,140 | 98 | 78.7% | \$28.78 |
| \$50,001 - \$100,000 | 10 | 32.3% | 1,315 | 94 | 95.7% | \$65.53 |
| \$100,001 - \$150,000 | 12 | 38.7% | 1,636 | 105 | 100.1% | \$80.49 |
| \$150,001 - \$200,000 | 2 | 6.5% | 2,280 | 72 | 98.0% | \$81.09 |
| \$200,001 - \$250,000 | 4 | 12.9% | 2,210 | 91 | 97.7% | \$106.61 |
| \$250,001 - \$300,000 | 1 | 3.2% | 2,800 | 0 | 100.0% | \$96.07 |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Gentry | 31 | 100.0% | 1,653 | 94 | 96.9% | \$76.24 |



Gravette

- From September to November 2005, there were 14 residential building permits issued in Gravette. This represents a 100.0 percent increase from the same period in 2004.
- The average residential building permit value in Gravette increased by 34.3 percent from the fourth quarter of 2004 to \$91,186.
- The major price points for Gravette building permits were in the \$50,000 to \$100,000 range.
- There were 144 total lots in active subdivisions in Gravette in the fourth quarter of 2005. About 1 percent of the lots were occupied, 7 percent were complete, but unoccupied, 14 percent were under construction, and 78 percent were vacant lots.
- No new houses in Gravette became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 213.0 months of remaining inventory in active subdivisions.
- There were 10 houses under construction in the Patriot Park and Walnut Creek subdivisions in Gravette.
- There were 29 existing houses sold in Gravette from August 16, 2005 to November 15, 2005, or 45.0 percent more than in the previous quarter and 38.1 percent more than in the same period last year.
- The average price of a house sold in Gravette decreased from \$139,628 in the third quarter to \$127,423 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 8.7 percent lower than in the previous quarter and 23.8 percent lower than in the same period last year.
- In Gravette, the average number of days from the initial house listing to the sale declined from 141 days in the third quarter to 74 days in the fourth quarter of 2005.
- About 2.0 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Gravette. The average sales price of a house in Gravette was 71.0 percent of the county average.
- 79.3 percent of the sold houses in Gravette were in the \$50,000 to \$150,000 range.



Gravette House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|-----------------|------------|----------|--------------------|-----------|----------|------------|---------------|---------------------|
| Patriot Park | 40 | 0 | 10 | 10 | 2 | 62 | 0 | 360.0 |
| Walnut Creek | 72 | 0 | 10 | 0 | 0 | 82 | 0 | -- |
| Gravette | 112 | 0 | 20 | 10 | 2 | 144 | 0 | 213.0 |

Gravette



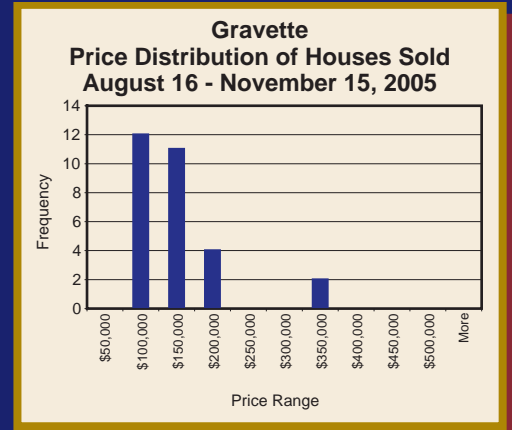
Walnut Creek

State Highway 59

Patriot Park

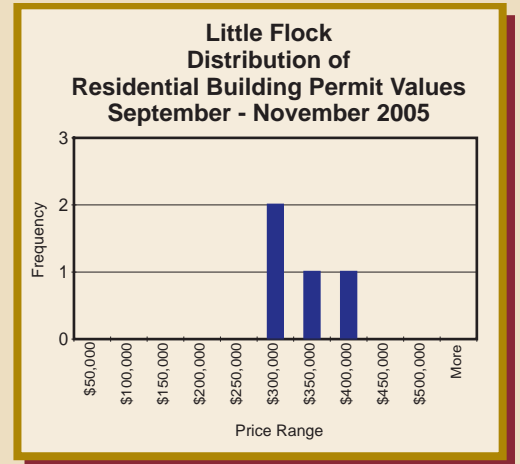
Gravette Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 12 | 41.4% | 1,263 | 78 | 98.5% | \$71.20 |
| \$100,001 - \$150,000 | 11 | 37.9% | 1,382 | 67 | 99.3% | \$83.41 |
| \$150,001 - \$200,000 | 4 | 13.8% | 1,895 | 60 | 93.1% | \$94.40 |
| \$200,001 - \$250,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 2 | 6.9% | 3,933 | 116 | 97.4% | \$87.44 |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Gravette | 29 | 100.0% | 1,580 | 74 | 98.0% | \$80.15 |



Little Flock

- From September to November 2005, there were 4 residential building permits issued in Little Flock. This is unchanged from the same period in 2004.
- The average residential building permit value in Little Flock declined by 20.0 percent from the fourth quarter of 2004 to \$104,065.
- The major price points for Little Flock building permits were in the \$250,000 to \$400,000 range.
- There were 52 total lots in 1 active subdivision in Little Flock in the fourth quarter of 2005. About 6 percent were under construction, and 94 percent were vacant lots.
- No new houses in Little Flock became occupied in the fourth quarter of 2005. There were 3 houses under construction in The Meadows subdivisions in Little Flock.
- There were no existing houses sold in Little Flock from August 16, 2005 to November 15, 2005.

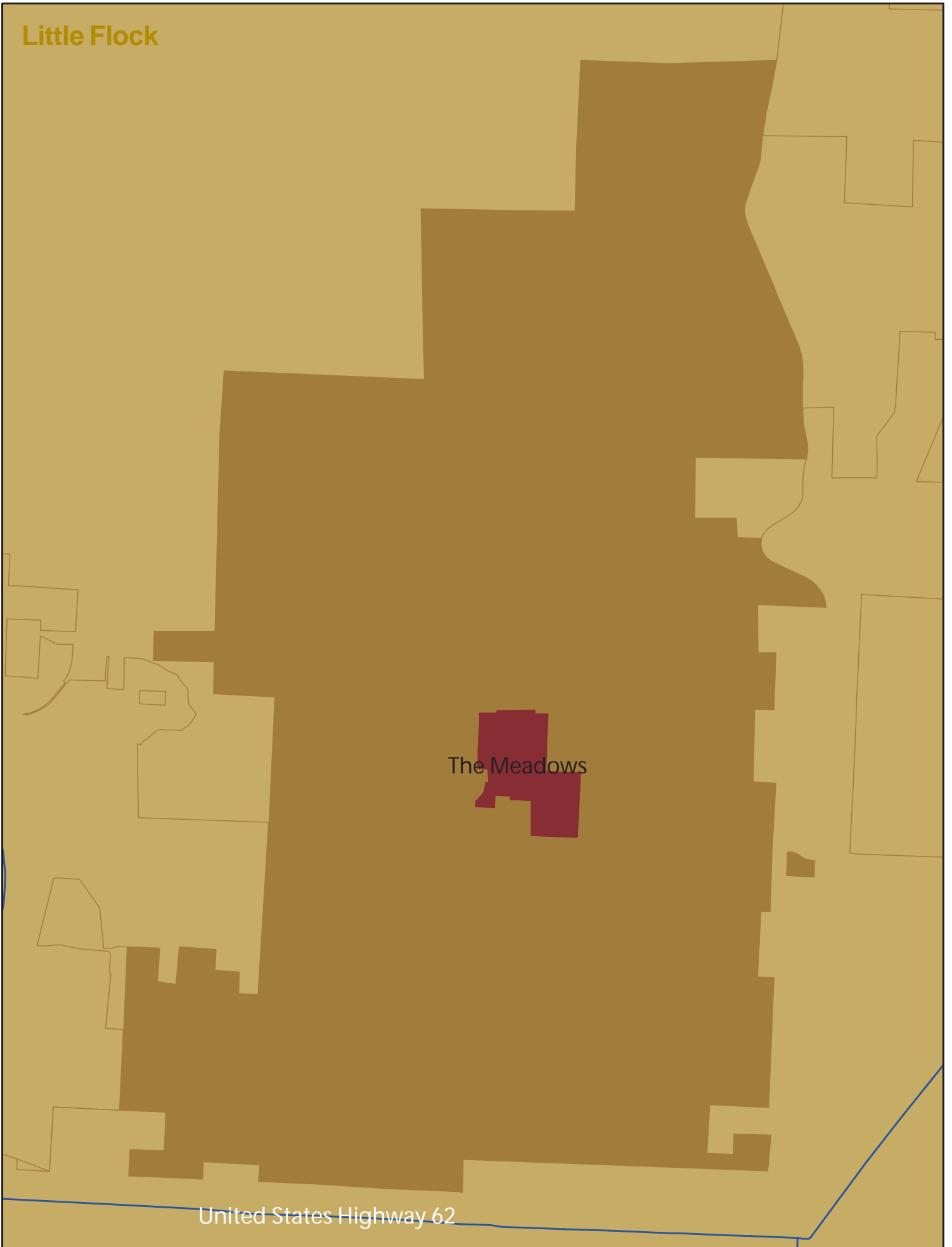


Little Flock House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|--------------|------------|-------|--------------------|----------|----------|------------|---------------|---------------------|
| The Meadows | 49 | 0 | 3 | 0 | 0 | 52 | 0 | -- |
| Little Flock | 49 | 0 | 3 | 0 | 0 | 52 | 0 | -- |



Little Flock

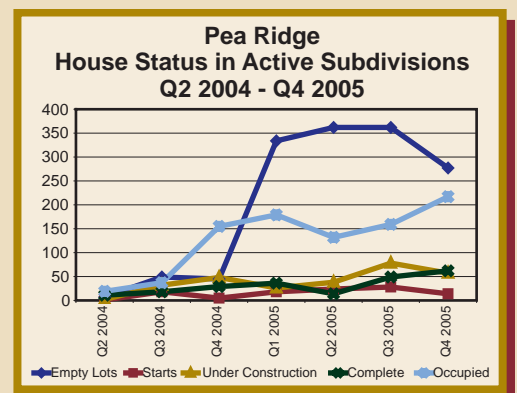
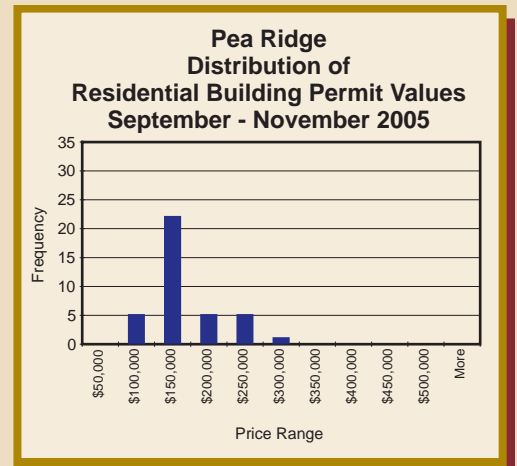


The Meadows

United States Highway 62

Pea Ridge

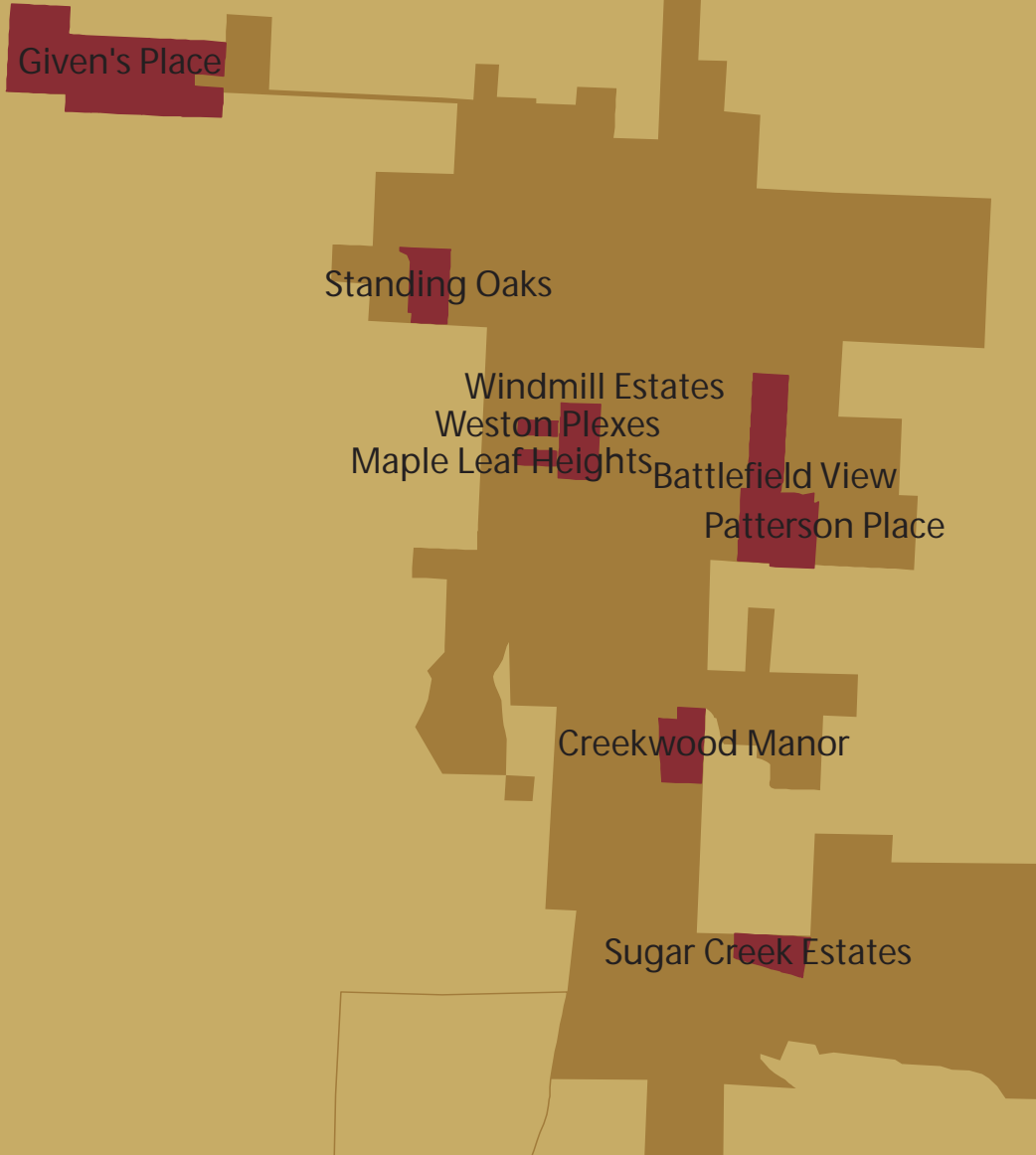
- From September to November 2005, there were 38 building permits issued in Pea Ridge.
- The average residential building permit value in Pea Ridge increased by 91.9 percent from the fourth quarter of 2004 to \$131,178.
- The major price points for Pea Ridge building permits were in the \$100,000 to \$150,000 range.
- There were 627 total lots in active subdivisions in Pea Ridge in the fourth quarter of 2005. About 35 percent of the lots were occupied, 10 percent were complete, but unoccupied, 9 percent were under construction, 2 percent were starts, and 44 percent were vacant lots.
- 58 new houses in Pea Ridge became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 35.1 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Pea Ridge in the fourth quarter were Patterson Place with 17 and Standing Oaks with 11.
- An additional 222 lots in 4 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Pea Ridge.
- There were 50 existing houses sold in Pea Ridge from August 16, 2005 to November 15, 2005, or a 38.9 percent increase from the previous quarter and 117.4 percent more than in the same period last year.
- The average price of a house sold in Pea Ridge increased from \$125,740 in the third quarter to \$132,617 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 5.5 percent higher than in the previous quarter and 25.8 percent higher than in the same period last year.
- In Pea Ridge, the average number of days from the initial house listing to the sale increased from 118 days in the third quarter to 124 days in the fourth quarter of 2005.
- About 3.4 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Pea Ridge. The average sales price of a house in Pea Ridge was 73.9 percent of the county average.
- 74.0 percent of the sold houses in Pea Ridge were in the \$100,000 to \$150,000 range.



Pea Ridge House Status in Active Subdivisions Q4 2005

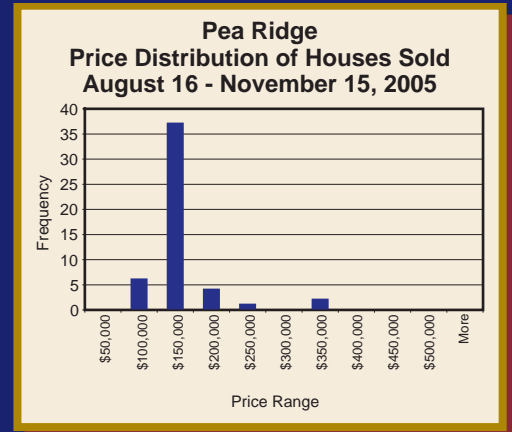
| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|-------------------------------------|------------|-----------|--------------------|-----------|------------|------------|---------------|---------------------|
| Battlefield Estates | 97 | 4 | 1 | 5 | 0 | 107 | 0 | — |
| Battlefield View | 73 | 0 | 9 | 9 | 27 | 118 | 11 | 30.3 |
| Givens Place, Phase II, Blocks I-IV | 17 | 0 | 4 | 2 | 141 | 164 | 7 | 6.6 |
| Maple Leaf Heights | 7 | 1 | 2 | 1 | 0 | 11 | 0 | — |
| Patterson Place | 43 | 0 | 17 | 0 | 0 | 60 | 0 | — |
| Standing Oaks, Blocks II, III | 0 | 0 | 11 | 34 | 32 | 77 | 32 | 8.4 |
| Sugar Creek Estates | 15 | 0 | 0 | 0 | 2 | 17 | 2 | — |
| Weston Plexes | 6 | 6 | 4 | 0 | 0 | 16 | 0 | — |
| Windmill Estates | 19 | 3 | 9 | 11 | 15 | 57 | 6 | 25.2 |
| Pea Ridge | 277 | 14 | 57 | 62 | 217 | 627 | 58 | 35.1 |

Pea Ridge



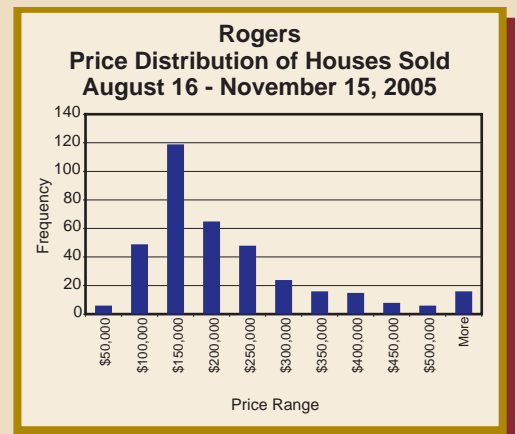
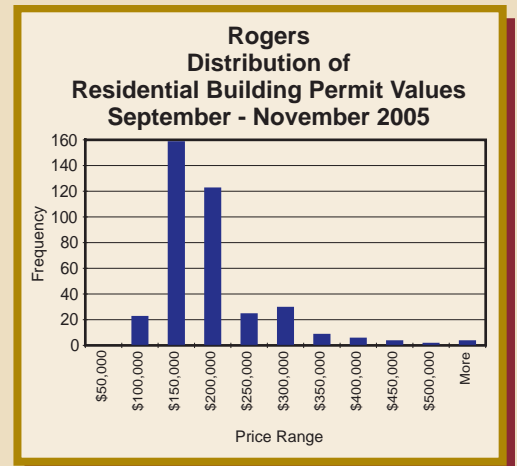
Pea Ridge Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 6 | 12.0% | 998 | 95 | 102.2% | \$188.13 |
| \$100,001 - \$150,000 | 37 | 74.0% | 1,424 | 127 | 99.7% | \$87.49 |
| \$150,001 - \$200,000 | 4 | 8.0% | 1,587 | 129 | 98.0% | \$111.86 |
| \$200,001 - \$250,000 | 1 | 2.0% | 2,344 | 65 | 104.2% | \$105.80 |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 2 | 4.0% | 2,404 | 175 | 91.8% | \$138.36 |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Pea Ridge | 50 | 100.0% | 1,443 | 124 | 99.7% | \$103.92 |



Rogers

- From September to November 2005, there were 375 residential building permits issued in Rogers. This represents a 167.9 percent increase from the same period in 2004.
- The average residential building permit value in Rogers increased by 8.4 percent from the fourth quarter of 2004 to \$177,989.
- The major price points for Rogers building permits were in the \$50,000 to \$150,000 range.
- There were 3,447 total lots in active subdivisions in Rogers in the fourth quarter of 2005. About 32 percent of the lots were occupied, 7 percent were complete, but unoccupied, 18 percent were under construction, 4 percent were starts, and 39 percent were vacant lots.
- 134 new houses in Rogers became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 66.2 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Rogers in the fourth quarter were The Plantation with 77, Bellview with 74, and Creekwood with 50.
- An additional 2,496 lots in 40 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Rogers.
- There were 361 existing houses sold in Rogers from August 16, 2005 to November 15, 2005, or 15.0 percent more than in the previous quarter and 30.8 percent fewer than in the same period last year.
- The average price of a house sold in Rogers declined from \$206,616 in the third quarter to \$199,040 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 3.7 percent lower than in the previous quarter and 6.3 percent higher than in the same period last year.
- In Rogers, the average number of days from the initial house listing to the sale declined from 118 days in the third quarter to 111 days in the fourth quarter of 2005.
- About 24.8 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Rogers. The average sales price of a house in Rogers was 110.9 percent of the county average.
- 32.7 percent of the sold houses in Rogers were in the \$100,000 to \$150,000 range.

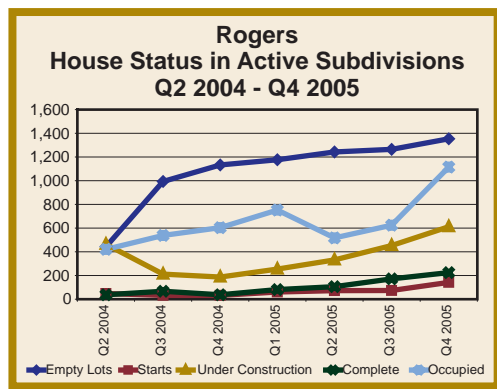


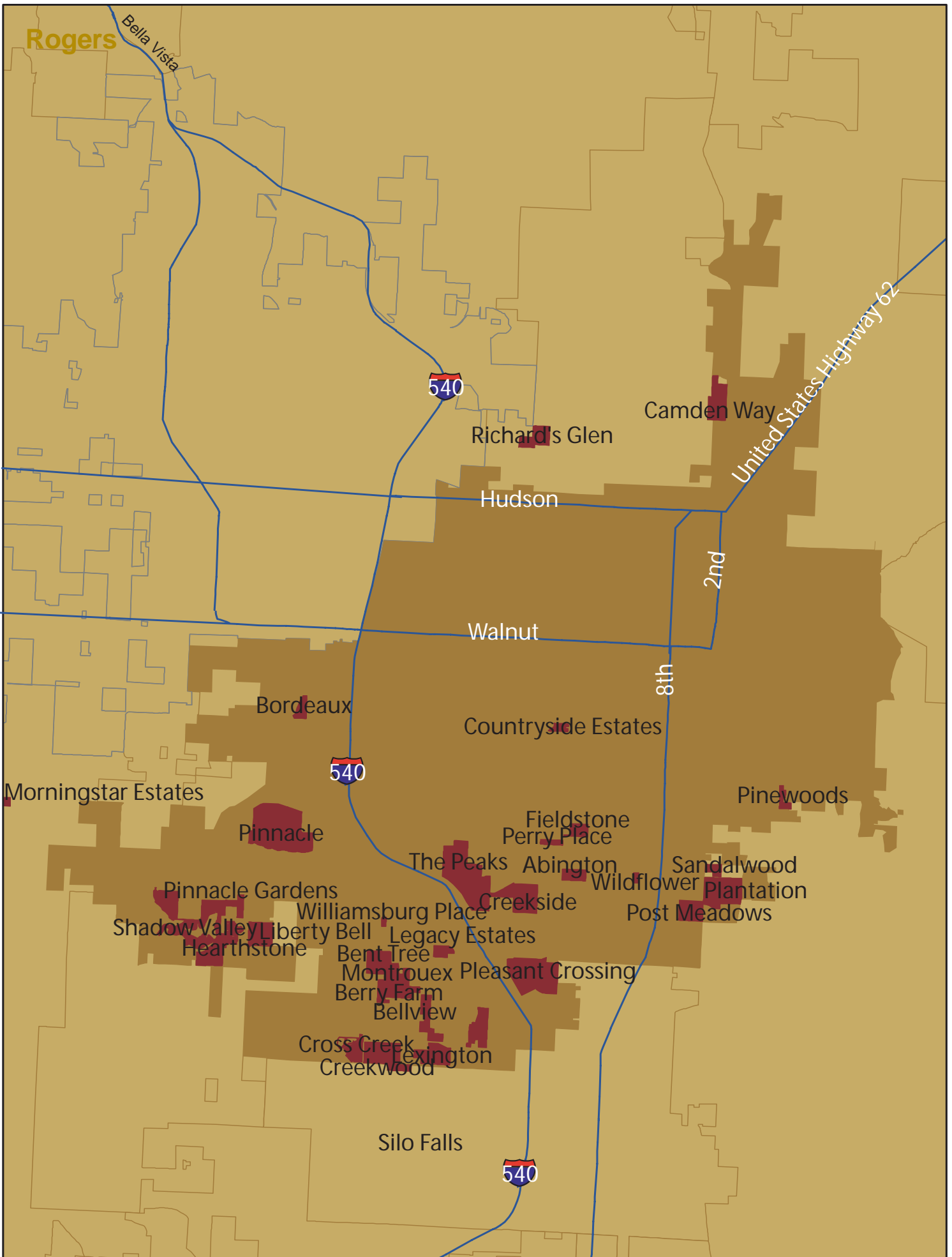
Rogers Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 5 | 1.4% | 876 | 71 | 93.9% | \$46.06 |
| \$50,001 - \$100,000 | 48 | 13.3% | 1,165 | 85 | 96.7% | \$73.74 |
| \$100,001 - \$150,000 | 118 | 32.7% | 1,463 | 82 | 99.1% | \$87.08 |
| \$150,001 - \$200,000 | 64 | 17.7% | 1,880 | 110 | 97.8% | \$93.88 |
| \$200,001 - \$250,000 | 47 | 13.0% | 2,084 | 129 | 98.7% | \$111.13 |
| \$250,001 - \$300,000 | 23 | 6.4% | 2,493 | 169 | 98.0% | \$109.24 |
| \$300,001 - \$350,000 | 15 | 4.2% | 3,003 | 133 | 97.7% | \$111.01 |
| \$350,001 - \$400,000 | 14 | 3.9% | 3,196 | 164 | 99.3% | \$122.21 |
| \$400,001 - \$450,000 | 7 | 1.9% | 3,418 | 139 | 97.8% | \$130.07 |
| \$450,001 - \$500,000 | 5 | 1.4% | 3,414 | 181 | 95.4% | \$144.05 |
| \$500,000+ | 15 | 4.2% | 4,628 | 184 | 98.4% | \$142.15 |
| Rogers | 361 | 100.0% | 1,964 | 111 | 98.2% | \$96.75 |

Rogers House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|------------------------------|--------------|------------|--------------------|------------|--------------|--------------|---------------|---------------------|
| Abington | 1 | 0 | 2 | 4 | 54 | 61 | 12 | 1.6 |
| Bellview, Phases I, II | 171 | 8 | 74 | 32 | 11 | 296 | 9 | 310.9 |
| Bent Tree, Phase II | 9 | 1 | 7 | 14 | 32 | 63 | 5 | 18.6 |
| Berry Farm, Phase I,II | 0 | 0 | 1 | 3 | 80 | 84 | 2 | 6.9 |
| Bordeaux | 0 | 0 | 0 | 0 | 28 | 28 | 2 | 0.0 |
| Camden Way | 72 | 2 | 36 | 45 | 5 | 160 | 3 | 372.0 |
| Countryside Estates | 4 | 0 | 4 | 0 | 20 | 28 | 2 | 8.0 |
| Creekside | 55 | 1 | 19 | 4 | 1 | 80 | 1 | - |
| Creekwood (Rogers/Lowell) | 145 | 6 | 50 | 0 | 0 | 201 | 0 | - |
| Cross Creek, Blocks I-VI | 60 | 1 | 19 | 18 | 21 | 119 | 5 | 65.3 |
| Fieldstone | 7 | 0 | 5 | 1 | 38 | 51 | 5 | 8.7 |
| Hearthstone, Phases I, II | 47 | 2 | 10 | 14 | 84 | 157 | 22 | 13.5 |
| Legacy Estates | 7 | 5 | 18 | 0 | 0 | 30 | 0 | - |
| Lexington | 92 | 3 | 23 | 0 | 1 | 119 | 1 | 354.0 |
| Liberty Bell | 66 | 3 | 34 | 1 | 1 | 105 | 1 | 312.0 |
| Montroux | 0 | 0 | 1 | 0 | 46 | 47 | 3 | 1.7 |
| Perry Place | 0 | 0 | 9 | 6 | 17 | 32 | 7 | 10.6 |
| Pinewoods | 0 | 0 | 20 | 8 | 17 | 45 | 9 | 19.8 |
| Pinnacle Gardens | 1 | 2 | 36 | 0 | 0 | 39 | 0 | - |
| Pinnacle Golf & Country Club | 89 | 1 | 14 | 2 | 376 | 482 | 16 | 79.5 |
| Pinnacle, Phases I-IV | 126 | 5 | 38 | 5 | 69 | 243 | 6 | 99.4 |
| Post Meadows | 61 | 8 | 45 | 11 | 0 | 125 | 0 | - |
| Richard's Glen | 6 | 0 | 2 | 0 | 19 | 27 | 0 | 96.0 |
| Sandalwood | 42 | 4 | 6 | 0 | 0 | 52 | 0 | - |
| Shadow Valley, Phases I-IV | 41 | 4 | 37 | 21 | 186 | 289 | 21 | 15.5 |
| Silo Falls, Phase I | 102 | 3 | 1 | 0 | 0 | 106 | 0 | - |
| The Peaks, Phases I - III | 60 | 0 | 20 | 28 | 2 | 110 | 1 | 432.0 |
| The Plantation, Phase I | 88 | 82 | 77 | 0 | 0 | 247 | 0 | - |
| Wildflower, Phase I | 0 | 0 | 3 | 8 | 0 | 11 | 0 | - |
| Williamsburg Place | 2 | 1 | 0 | 0 | 7 | 10 | 1 | - |
| Rogers | 1,354 | 142 | 611 | 225 | 1,115 | 3,447 | 134 | 66.2 |





Rogers

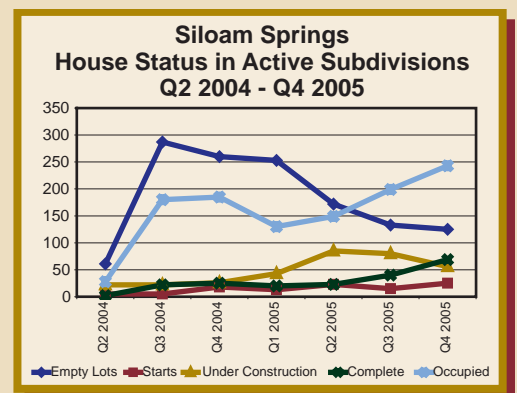
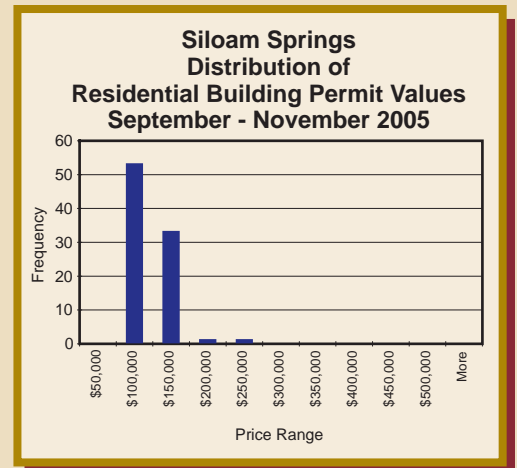
Approved Final and Preliminary Subdivisions

Q4 2005

| Subdivision | Number of Lots |
|-----------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Arbor Glen | 55 |
| Biltmore | 112 |
| Camelot Estates | 15 |
| Centre Pointe, Phase II | 5 |
| Chelsea Point | 135 |
| Chenal Addition | 185 |
| Clower Subdivision | 79 |
| Cottage Wood | 49 |
| Cross Timbers North | 16 |
| Cross Timbers South | 16 |
| Greenfield Place | 52 |
| The Grove | 46 |
| The Iveys | 168 |
| Lakewood | 58 |
| Meadow Wood | 76 |
| Metro Park | 22 |
| Meyer Ranch | |
| Oldetown Estates | 54 |
| Pinion Subdivision | 5 |
| Post Meadows, Phase II | 10 |
| Rocky Creek | 53 |
| Roller's Ridge | 134 |
| Sagely | 77 |
| Saine Michelle | 65 |
| Sandalwood, Phase II | 40 |
| Shenandoah Subdivision | 31 |
| Stoney Brook Place | 5 |
| Taldo Subdivision | 425 |
| Vintage Subdivision | 23 |
| Walz Subdivision | 7 |
| Wildflower, Phase II | 28 |
| <i>Final Approval</i> | |
| Centre Pointe, Phase I | 2 |
| Liberty Bell Estates | 249 |
| Madison Subdivision | 35 |
| Pleasant Crossing, Phase II | |
| Ray Neal Subdivision | 5 |
| Rogers Wellness Center | 3 |
| Royal Heights | 12 |
| Top Flite, Phase VI | 34 |
| Warren Glen | 110 |
| Rogers | 2,496 |

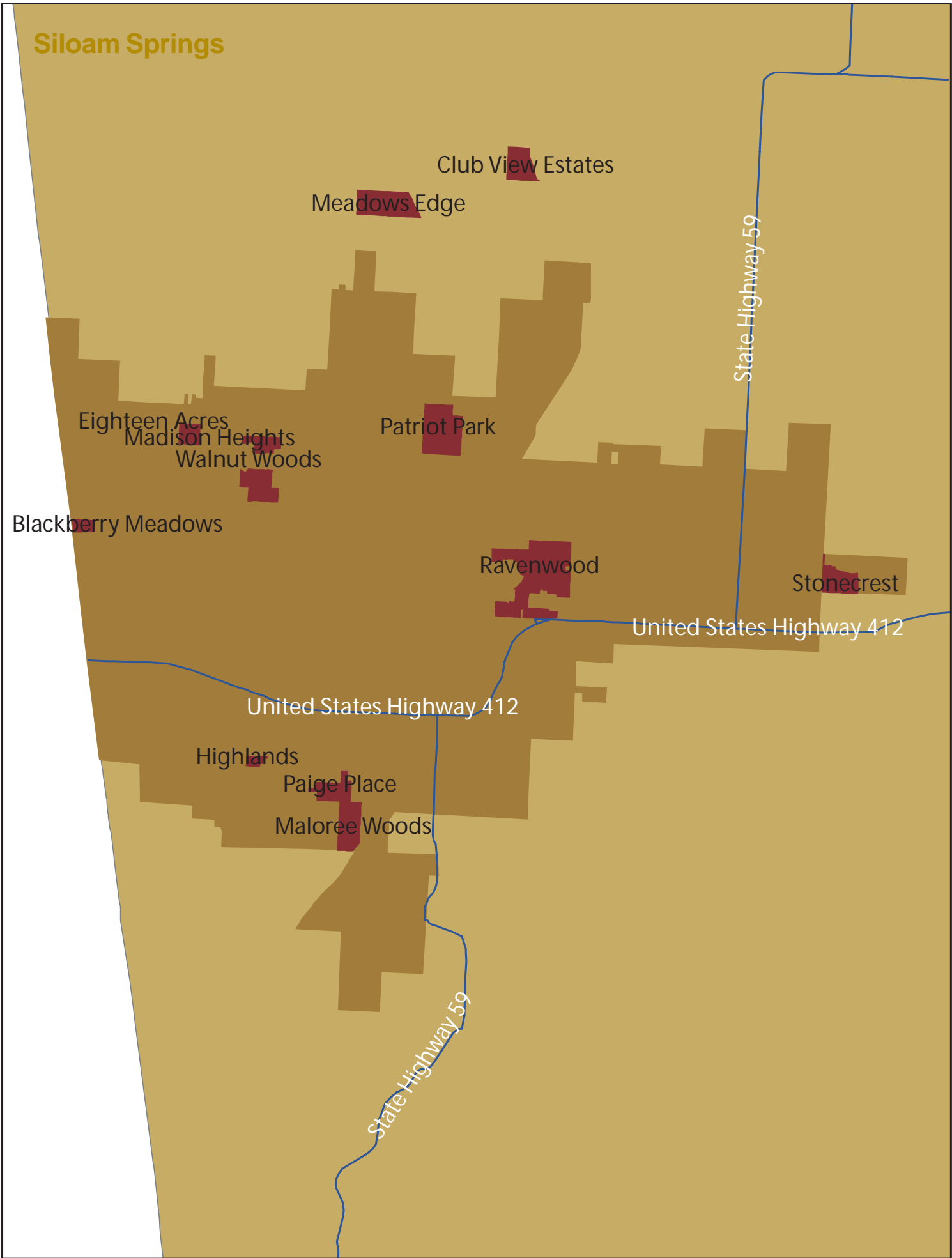
Siloam Springs

- From September to November 2005, there were 88 residential building permits issued in Siloam Springs. This represents a 104.7 percent increase from the same time period in 2004.
- The average residential building permit value in Siloam Springs increased by 43.3 percent from the fourth quarter of 2004 to \$101,408.
- The major price points for Siloam Springs building permits were in the \$50,000 to \$100,000 range.
- There were 518 total lots in active subdivisions in Siloam Springs in the fourth quarter of 2005. About 47 percent of the lots were occupied, 13 percent were complete, but unoccupied, 11 percent were under construction, 5 percent were starts, and 24 percent were vacant lots.
- 51 new houses in Siloam Springs became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 22.1 months of remaining inventory in active subdivisions.
- The subdivision with the most houses under construction in Siloam Springs in the fourth quarter was Patriot Park with 34.
- An additional 710 lots in 24 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Siloam Springs.
- There were 130 existing houses sold in Siloam Springs from August 16, 2005 to November 15, 2005, or 4.8 percent more than in the previous quarter and 62.5 percent more than in the same period last year.
- The average price of a house sold in Siloam Springs increased from \$131,985 in the third quarter to \$135,455 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 2.6 percent higher than in the previous quarter and 8.4 percent higher than in the same period last year.
- In Siloam Springs, the average number of days from the initial house listing to the sale increased from 89 days in the third quarter to 94 days in the fourth quarter of 2005.
- About 8.9 percent of all houses sold in Benton County in the fourth quarter of 2005 were sold in Siloam Springs. The average sales price of a house in Siloam Springs was 75.4 percent of the county average.
- 44.6 percent of the sold houses in Siloam Springs were in the \$100,000 to \$150,000 range.



Siloam Springs House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|--------------------------------------|------------|-----------|--------------------|-----------|------------|------------|---------------|---------------------|
| Blackberry Meadows | 1 | 0 | 1 | 3 | 1 | 6 | 0 | 45.0 |
| Club View Estates | 7 | 0 | 2 | 4 | 1 | 14 | 1 | 156.0 |
| Eighteen Acres, Phase I | 1 | 0 | 1 | 0 | 12 | 14 | 3 | 3.0 |
| Madison Heights | 3 | 0 | 2 | 1 | 2 | 8 | 1 | 54.0 |
| Maloree Woods | 16 | 0 | 3 | 3 | 36 | 58 | 1 | 66.0 |
| Meadows Edge | 12 | 2 | 3 | 0 | 1 | 18 | 1 | 102.0 |
| Meadowview | 8 | 0 | 0 | 0 | 0 | 8 | 0 | - |
| Paige Place, Phases I, II | 11 | 1 | 3 | 9 | 33 | 57 | 2 | 57.6 |
| Patriot Park | 8 | 13 | 34 | 34 | 63 | 152 | 26 | 17.2 |
| Stonecrest, Phases I-III | 51 | 9 | 3 | 2 | 39 | 104 | 10 | 22.9 |
| Walnut Woods, No. 2, Phases I, IV, V | 7 | 0 | 4 | 13 | 55 | 79 | 6 | 19.2 |
| Siloam Springs | 125 | 25 | 56 | 69 | 243 | 518 | 51 | 22.1 |



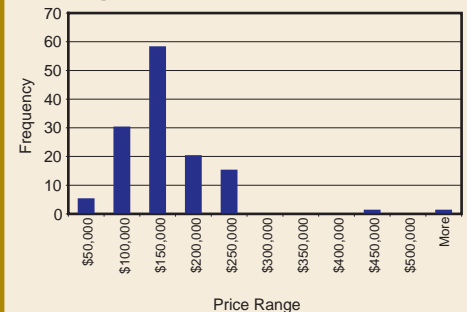
Siloam Springs Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 5 | 3.8% | 946 | 30 | 93.3% | \$49.04 |
| \$50,001 - \$100,000 | 30 | 23.1% | 1,233 | 62 | 97.5% | \$69.08 |
| \$100,001 - \$150,000 | 58 | 44.6% | 1,550 | 100 | 99.3% | \$81.60 |
| \$150,001 - \$200,000 | 20 | 15.4% | 1,918 | 115 | 98.1% | \$87.60 |
| \$200,001 - \$250,000 | 15 | 11.5% | 2,279 | 132 | 98.4% | \$103.00 |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 1 | 0.8% | 4,004 | 57 | 94.0% | \$107.39 |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 1 | 0.8% | 2,837 | 75 | 97.1% | \$179.77 |
| Siloam Springs | 130 | 100.0% | 1,623 | 94 | 98.3% | \$81.80 |

Siloam Springs Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|--------------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Ashley Park, Phases II, III | 81 |
| Copper Leaf | 61 |
| Deer Lodge | 19 |
| Eastern Hills | 31 |
| Haden Place Addition | 40 |
| Heritage Ranch, Phases II, III | 53 |
| Meadowbrook | 20 |
| Ravenwood, Phase V | 10 |
| Royal Oak | 53 |
| Stonecrest, Phases II, III | 63 |
| The Woodlands | 111 |
| Washington Court | 14 |
| Washington Street Addition | 20 |
| <i>Final Approval</i> | |
| Ashley Park, Phase I | 32 |
| CD Gunter's Addition | 5 |
| Chanel Court, Phase II | 3 |
| Chatterong Heights, Phase III | 6 |
| Gabriel Park | 8 |
| Heritage Ranch, Phase I | 26 |
| Highland Court | 10 |
| Progress Development | 1 |
| Rosemead | 19 |
| South Pointe Center Addition | 20 |
| Spencer's Addition | 4 |
| Siloam Springs | 710 |

Siloam Springs
Price Distribution of Houses Sold
August 16 - November 15, 2005



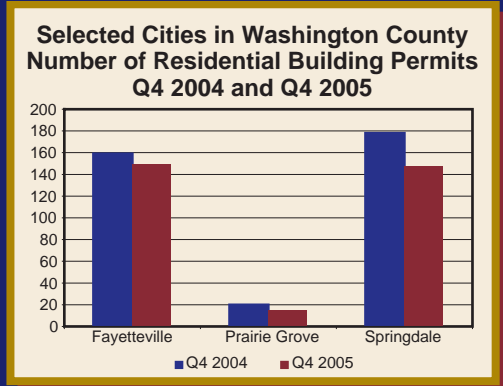
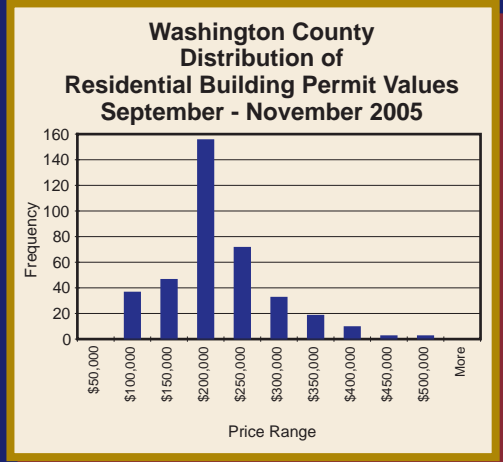
Washington County

Building Permits

From September to November 2005, there were 371 residential building permits issued in Washington County. The fourth quarter 2005 total was 14.9 percent lower than the fourth quarter 2004 total of 436 residential building permits. The average value of the Washington County September to November 2005 building permits was \$193,402, up 14.2 percent from \$169,402 for September to November 2004 residential building permits. About 54 percent of the fourth quarter building permits were valued between \$100,000 and \$200,000, with 37 percent higher than \$200,000 and 9 percent lower than \$100,000. In Washington County, the dominant building permit price points were between \$150,000 and \$200,000.

Fayetteville and Springdale each accounted for 40 percent of the residential building permits in Washington County. The remaining 20 percent were from the other small cities in the county.

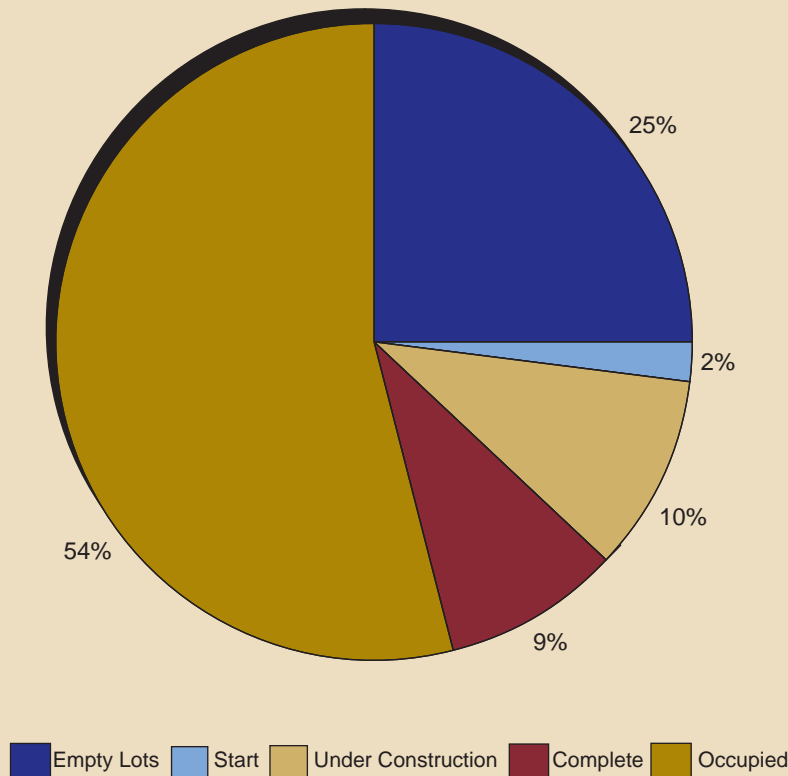
From the fourth quarter of 2004 to the fourth quarter of 2005, more building permits were issued in Elkins, Farmington, Greenland, Lincoln, and West Fork while Elm Springs, Fayetteville, Goshen, Johnson, Prairie Grove, and Springdale had an absolute decline in the number of building permits issued.



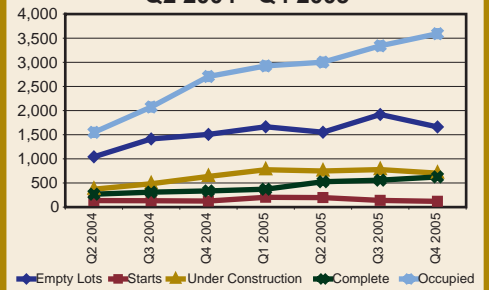
Washington County Residential Building Permit Values by City September - November 2005

| City | \$0 - \$50,000 | \$50,001 - \$100,000 | \$100,001 - \$150,000 | \$150,001 - \$200,000 | \$200,001 - \$250,000 | \$250,001 - \$300,000 | \$300,001 - \$350,000 | \$350,001 - \$400,000 | \$400,001 - \$500,000 | \$450,001 - \$500,000 | \$500,000+ | Q3 2005 Total | Q3 2004 Total |
|-------------------|----------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|---------------|---------------|
| Elkins | 0 | 20 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 | 18 |
| Elm Springs | 0 | 0 | 0 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 11 |
| Farmington | 0 | 1 | 2 | 4 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 11 | 10 |
| Fayetteville | 0 | 2 | 32 | 45 | 26 | 22 | 15 | 7 | 1 | 0 | 0 | 150 | 159 |
| Goshen | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 4 | 20 |
| Greenland | 0 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 2 |
| Johnson | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 0 | 5 | 16 |
| Lincoln | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 |
| Prairie Grove | 0 | 5 | 5 | 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 20 |
| Springdale | 0 | 0 | 0 | 96 | 40 | 7 | 2 | 2 | 1 | 0 | 0 | 148 | 178 |
| West Fork | 0 | 2 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 1 |
| Washington County | 0 | 36 | 46 | 155 | 71 | 32 | 18 | 9 | 2 | 2 | 0 | 371 | 436 |

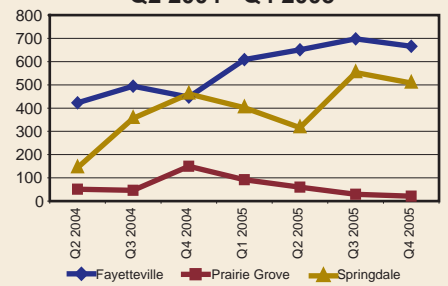
Washington County Status of Houses in Active Subdivisions by Percentage Q4 2005



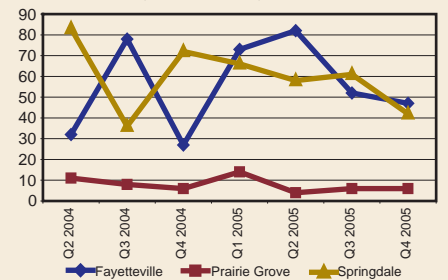
Washington County House Status in Active Subdivisions Q2 2004 - Q4 2005



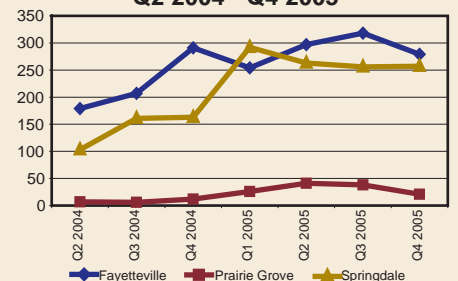
Washington County Number of Empty Lots in Active Subdivisions Q2 2004 - Q4 2005



Washington County Number of Starts in Active Subdivisions Q2 2004 - Q4 2005



Washington County Number of Houses Under Construction in Active Subdivisions Q2 2004 - Q4 2005



Subdivisions

There were 6,705 lots in the 109 active subdivisions in Washington County in the fourth quarter of 2005. Within the active subdivisions, 25 percent of the lots were empty, 2 percent were starts, 10 percent were under construction, 9 percent were complete, but unoccupied houses, and 54 percent were occupied houses. In the fourth quarter of 2005, Fayetteville had the most empty lots, starts, houses under construction, complete but unoccupied houses, and occupied houses in active subdivisions. During the fourth quarter of 2005, the most active subdivisions in terms of houses under construction were Cross Keys in Fayetteville, Stonebridge Meadows in Fayetteville, and Memory Lane in Springdale. Of these top 3 subdivisions for new construction, all three were also among the most active in the third quarter of 2005.

From the third quarter to the fourth quarter of 2005, 396 houses in active subdivisions became occupied in Washington County. Extrapolating the annual absorption rate to the remaining lots in active subdivisions, Washington County had 21.0 months of lot inventory at the end of the fourth quarter. This was a decline from the third quarter's lot inventory of 23.8 months.

Information was also collected from each city about subdivisions that had received either preliminary or final approval, but where no construction had



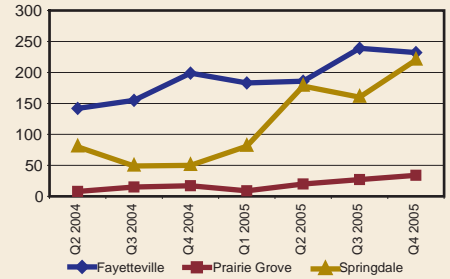
yet occurred. In the fourth quarter of 2005, there were 6,755 lots in 120 subdivisions in Washington County that had received approval. Springdale accounted for 41.4 percent of the coming lots, Fayetteville accounted for 32.6 percent of the coming lots, and Prairie Grove accounted for 10.7 percent of the coming lots.

Sales of Existing Houses

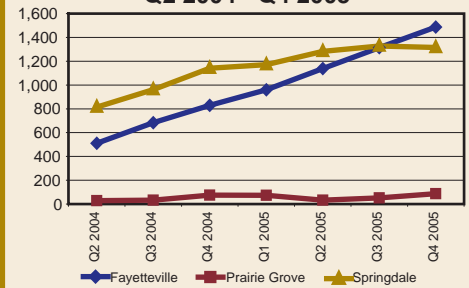
Examining the sales of existing houses in the fourth quarter of 2005 yields some interesting results. A total of 807 existing houses were sold from August 16 to November 15, 2005. This represents an increase of 15.6 percent from the same period in 2004. About 39 percent of the houses were sold in Springdale and 38 percent were sold in Fayetteville. The average price of all houses sold in Washington County was \$191,662 and the average house price per square foot was \$97.94. For the fourth quarter of 2005, the average amount of time between the initial listing of a house and the sale date was 109 days, up from 103 days in the previous quarter.

From mid-August to mid-November, on average, the largest houses in Washington County were sold in Elm Springs and Johnson. The average house was most expensive in Johnson in both absolute and per square foot terms. On average, homes sold fastest in Johnson and Tontitown.

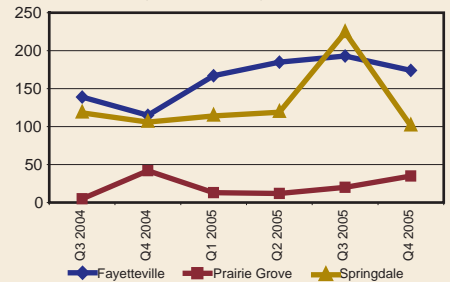
**Washington County
Number of Complete, but Unoccupied
Houses in Active Subdivisions
Q2 2004 - Q4 2005**



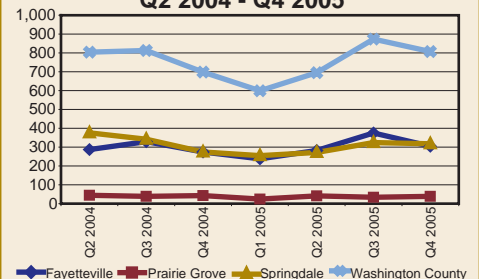
**Washington County
Number of Occupied Houses
in Active Subdivisions
Q2 2004 - Q4 2005**



**Washington County
Number of Absorbed Houses
in Active Subdivisions
Q3 2004 - Q4 2005**



**Washington County
Number of Houses Sold
Q2 2004 - Q4 2005**

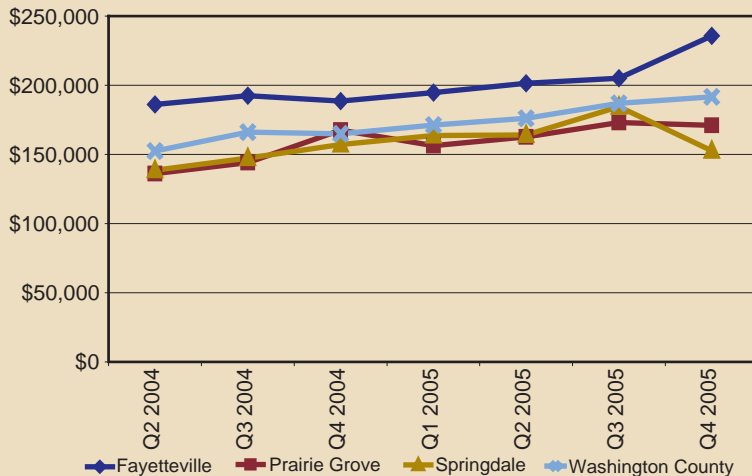


Washington County Sold House Characteristics by City

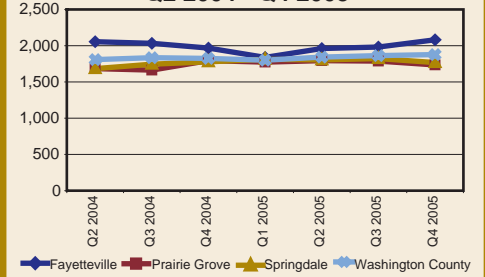
August 16 - November 15, 2005

| City | Average Price | Average Price Per Square Foot | Average Days on Market | Number of Houses Sold | Percentage of County Sales |
|--------------------------|------------------|-------------------------------|------------------------|-----------------------|----------------------------|
| Cane Hill | -- | -- | -- | -- | -- |
| Elkins | \$132,386 | \$88.20 | 150 | 38 | 4.7% |
| Elm Springs | \$333,260 | \$113.48 | 147 | 5 | 0.6% |
| Farmington | \$170,983 | \$94.75 | 101 | 39 | 4.8% |
| Fayetteville | \$235,648 | \$109.91 | 123 | 305 | 37.8% |
| Goshen | \$216,950 | \$107.23 | 138.5 | 2 | 0.2% |
| Greenland | -- | -- | -- | -- | -- |
| Johnson | \$416,833 | \$121.75 | 42 | 3 | 0.4% |
| Lincoln | \$109,667 | \$69.42 | 94 | 23 | 2.9% |
| Prairie Grove | \$152,290 | \$83.96 | 119 | 46 | 5.7% |
| Springdale | \$164,861 | \$92.29 | 89 | 318 | 39.4% |
| Summers | \$45,000 | \$38.14 | 114 | 1 | 0.1% |
| Tontitown | \$290,000 | \$88.96 | 59 | 1 | 0.1% |
| West Fork | \$143,778 | \$92.01 | 129 | 23 | 2.9% |
| Winslow | \$82,500 | \$39.52 | 119 | 3 | 0.4% |
| Washington County | \$189,300 | \$97.75 | 109 | 807 | 100.0% |

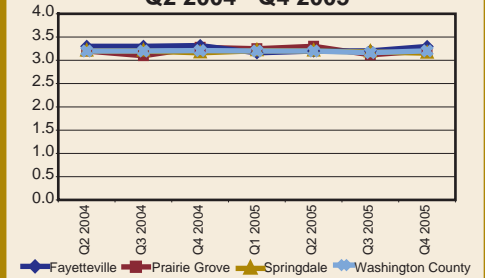
Washington County Average Price of Houses Sold Q2 2004 - Q4 2005



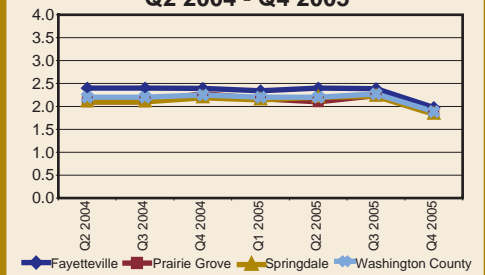
Washington County Average Square Footage of Houses Sold Q2 2004 - Q4 2005



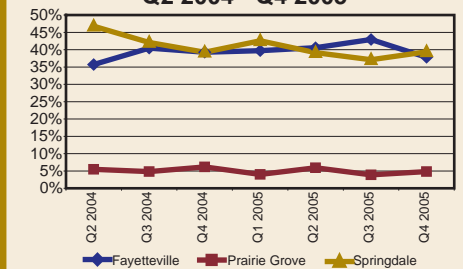
Washington County Average Number of Bedrooms in Houses Sold Q2 2004 - Q4 2005



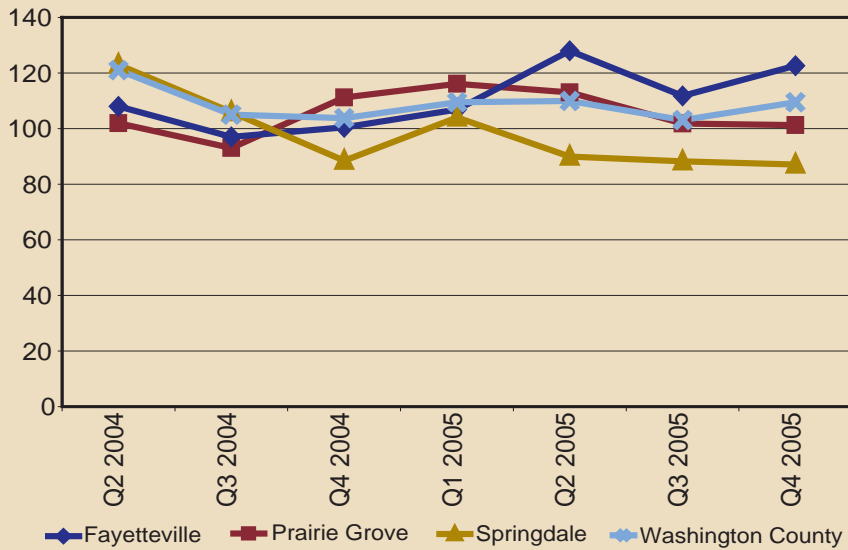
Washington County Average Number of Bathrooms in Houses Sold Q2 2004 - Q4 2005



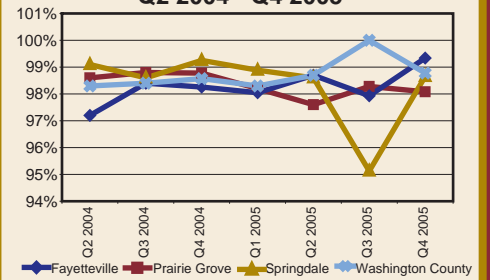
Washington County Percentage of Houses Sold Q2 2004 - Q4 2005



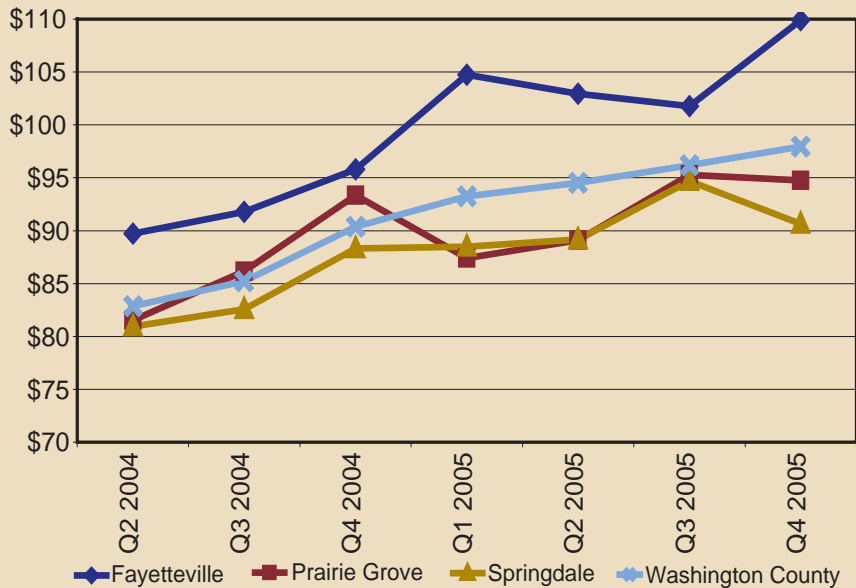
Washington County Average Number of Days on the Market for Houses Sold Q2 2004 - Q4 2005



Washington County Average Sold Price as a Percentage of Average List Price of Houses Sold Q2 2004 - Q4 2005

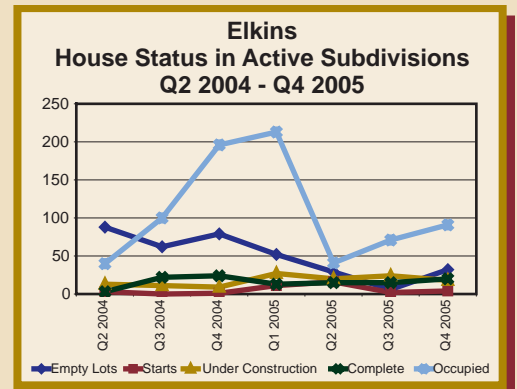
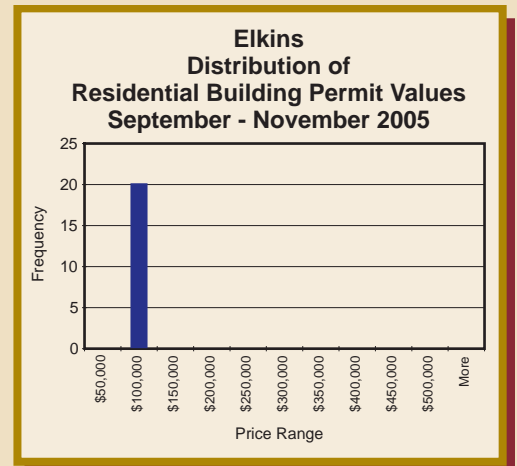


Washington County Average Price Per Square Foot of Houses Sold Q2 2004 - Q4 2005



Elkins

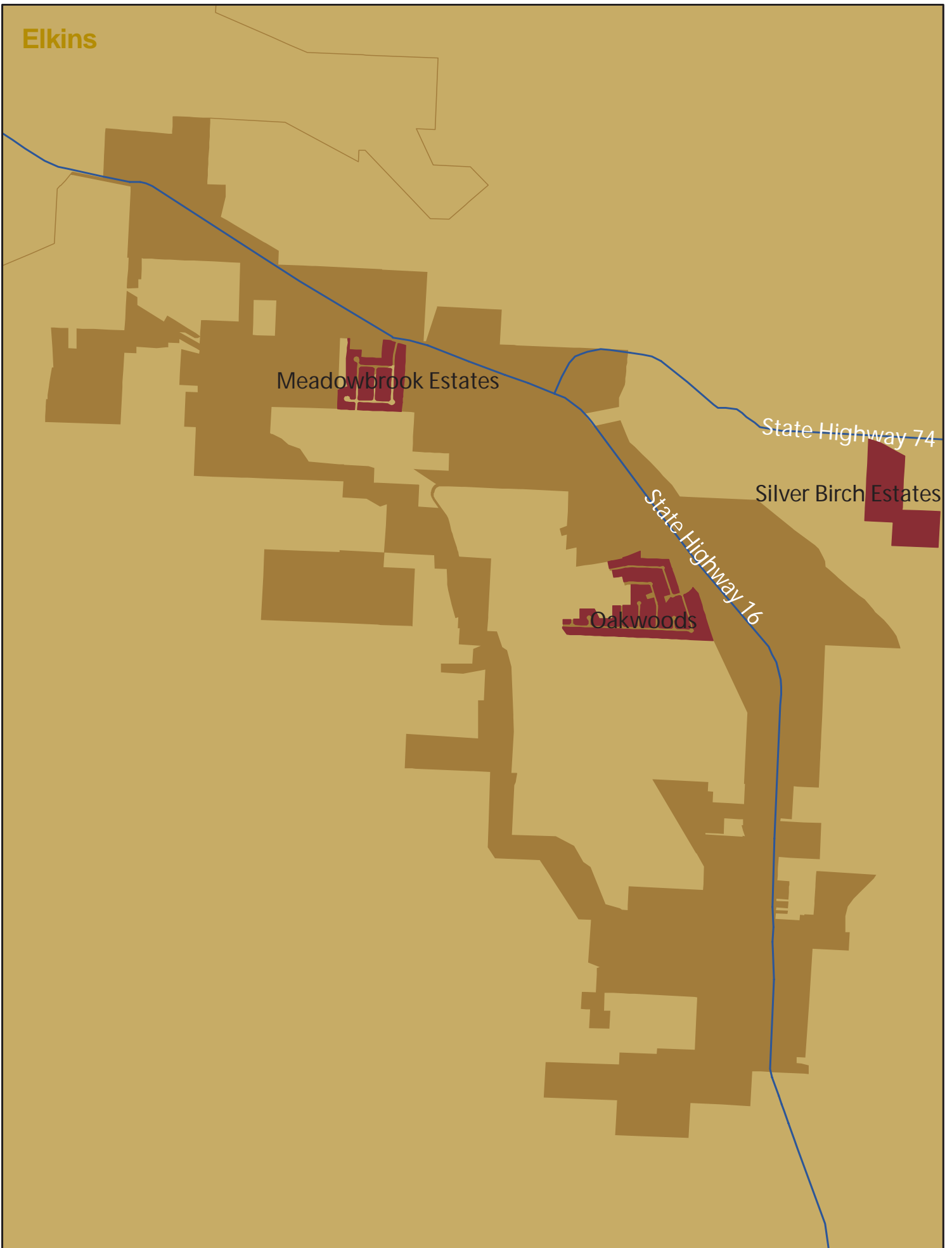
- There were 20 building permits issued in Elkins from September to November 2005. This represents an increase of 11.1 percent from the same period in 2004.
- The average residential building permit value in Elkins decreased by 13.2 percent to \$76,450 in the fourth quarter of 2005.
- The major price points in Elkins were in the \$50,000 to \$100,000 range.
- There were 165 total lots in active subdivisions in Elkins in the fourth quarter of 2005. About 55 percent of the lots were occupied, 12 percent were complete, but unoccupied, 11 percent were under construction, 2 percent were starts, and 19 percent were vacant lots.
- 20 new houses in Elkins became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 10.8 months of remaining inventory in active subdivisions.
- The subdivision with the most houses under construction in Elkins in the fourth quarter was Oakwoods with 15.
- An additional 457 lots in 5 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Elkins.
- There were 38 existing houses sold in Elkins from August 16 to November 15, 2005, or 15.6 percent fewer than in the previous quarter and 26.7 percent more than in the same period last year.
- The average price of a house sold in Elkins declined from \$139,727 in the third quarter to \$132,386 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 5.3 percent lower than in the previous quarter and 16.8 percent higher than in the same period last year.
- In Elkins, the average number of days from the initial house listing to the sale increased from 125 days in the third quarter to 150 days in the fourth quarter of 2005.
- About 4.7 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Elkins. The average sales price of a house in Elkins was 69 percent of the county average.
- 87 percent of the sold houses in Elkins were in the \$100,000 to \$150,000 range.



Elkins House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|--------------------------|------------|----------|--------------------|-----------|-----------|------------|---------------|---------------------|
| Meadowbrooke | 0 | 0 | 2 | 19 | 50 | 71 | 15 | 6.1 |
| Oakwoods, Phases III, IV | 28 | 4 | 15 | 0 | 40 | 87 | 4 | 35.3 |
| Silver Birch Estates | 4 | 0 | 1 | 1 | 1 | 7 | 1 | 54.0 |
| Elkins | 32 | 4 | 18 | 20 | 91 | 165 | 20 | 10.8 |

Elkins

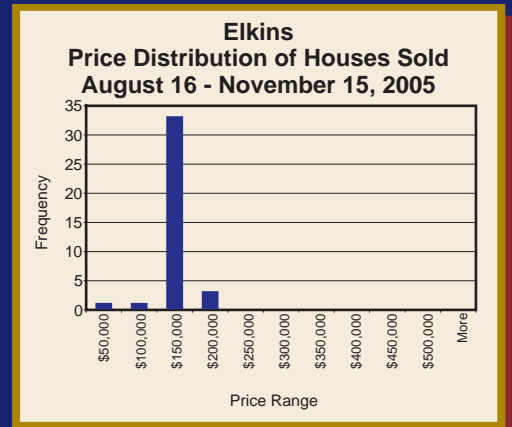


Elkins Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 1 | 2.6% | 920 | 71 | 80.0% | \$39.13 |
| \$50,001 - \$100,000 | 1 | 2.6% | 1,180 | 115 | 102.9% | \$75.76 |
| \$100,001 - \$150,000 | 33 | 86.8% | 1,494 | 155 | 100.4% | \$89.72 |
| \$150,001 - \$200,000 | 3 | 7.9% | 1,779 | 139 | 100.7% | \$91.93 |
| \$200,001 - \$250,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Elkins | 38 | 100.0% | 1,493 | 150 | 99.9% | \$88.20 |

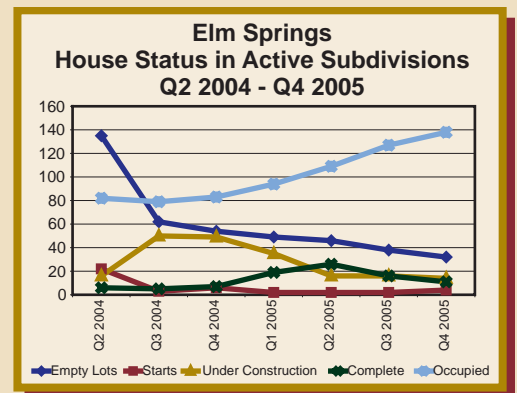
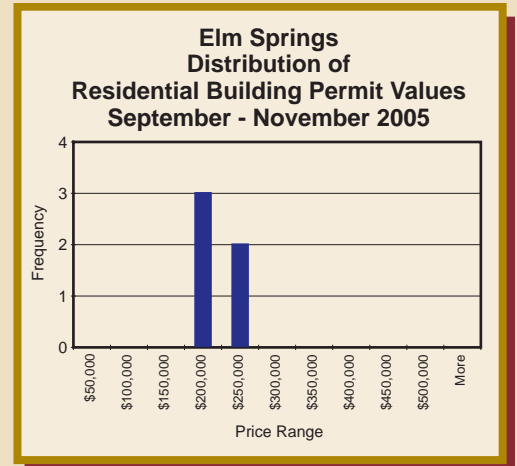
Elkins Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|-----------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Elkridge Plantation | 40 |
| Millers Meadows | 85 |
| Oak Leaf Manor | 149 |
| Stokenbury Farms | 138 |
| Stonecrest | 45 |
| Elkins | 457 |



Elm Springs

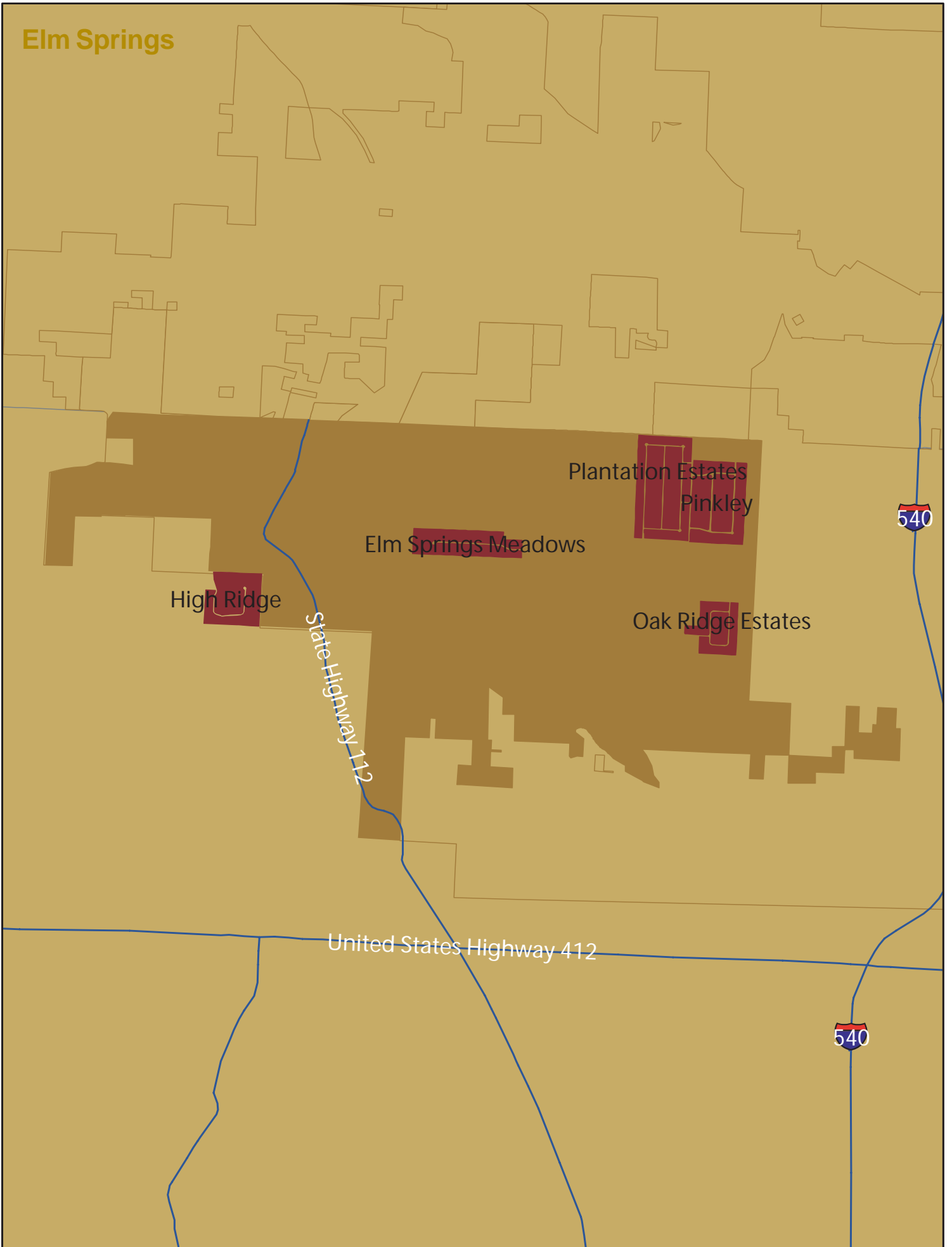
- There were 5 building permits issued in Elm Springs from September to November 2005. This represents a decrease of 54.5 percent from the same period in 2004.
- The average residential building permit value in Elm Springs decreased by 8.2 percent to \$202,000 in the fourth quarter of 2005.
- The major price points in Elm Springs were in the \$150,000 to \$200,000 range.
- There were 199 total lots in active subdivisions in Elm Springs in the fourth quarter of 2005. About 69 percent of the lots were occupied, 6 percent were complete, but unoccupied, 7 percent were under construction, 2 percent were starts, and 16 percent were vacant lots.
- 11 new houses in Elm Springs became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 13.3 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Elm Springs in the fourth quarter were Plantation Estates with 7 and High Ridge with 6.
- An additional 88 lots in 2 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Elm Springs.
- There were 5 existing houses sold in Elm Springs from August 16 to November 15, 2005, or 28.6 percent fewer than in the previous quarter and 400 percent more than in the same period last year.
- The average price of a house sold in Elm Springs increased from \$323,414 in the third quarter to \$333,260 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 3.0 percent higher than in the previous quarter and 158.3 percent higher than in the same period last year.
- In Elm Springs, the average number of days from the initial house listing to the sale increased from 114 days in the third quarter to 147 days in the fourth quarter of 2005.
- About 0.6 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Elm Springs. The average sales price of a house in Elm Springs was 174 percent of the county average.



Elm Springs House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|-------------------------|------------|----------|--------------------|-----------|------------|------------|---------------|---------------------|
| Elm Springs Meadows | 1 | 0 | 0 | 0 | 26 | 27 | 0 | 2.4 |
| High Ridge | 3 | 1 | 6 | 1 | 10 | 21 | 1 | 14.7 |
| Oakridge Estates | 1 | 0 | 1 | 0 | 23 | 25 | 0 | 12.0 |
| Pinkley, Phases I - III | 16 | 2 | 0 | 0 | 43 | 61 | 3 | 43.2 |
| Plantation Estates | 11 | 1 | 7 | 10 | 36 | 65 | 7 | 10.2 |
| Elm Springs | 32 | 4 | 14 | 11 | 138 | 199 | 11 | 13.3 |

Elm Springs

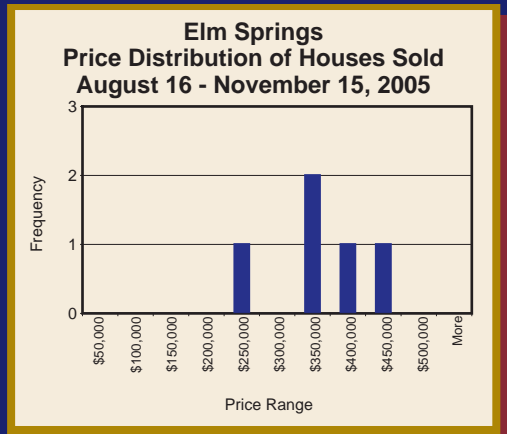


Elm Springs Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$100,001 - \$150,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$150,001 - \$200,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$200,001 - \$250,000 | 1 | 20.0% | 1,916 | 128 | 104.1% | \$108.56 |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 2 | 40.0% | 2,957 | 199 | 98.0% | \$109.32 |
| \$350,001 - \$400,000 | 1 | 20.0% | 3,102 | 71 | 100.8% | \$125.50 |
| \$400,001 - \$450,000 | 1 | 20.0% | 3,679 | 138 | 99.8% | \$114.71 |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Elm Springs | 5 | 100.0% | 2,922 | 147 | 100.1% | \$113.48 |

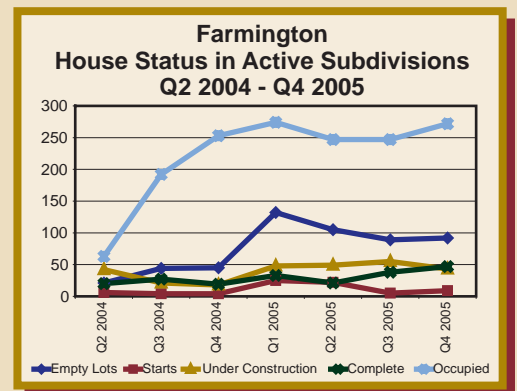
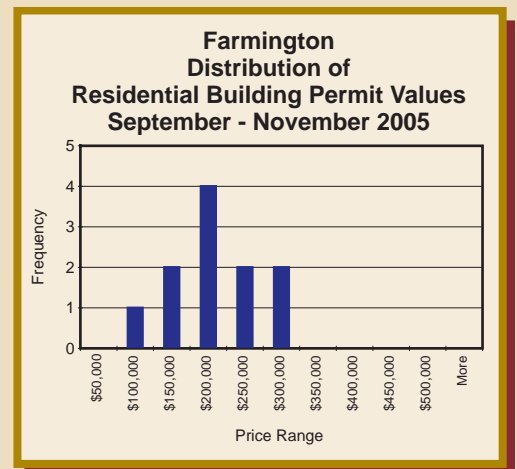
Elm Springs Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|--|----------------|
| <i>Preliminary Approval</i> Camelot | 65 |
| <i>Final Approval</i> Brush Creek Estates | 23 |
| Elm Springs | 88 |



Farmington

- From September to November 2005, there were 11 residential building permits issued in Farmington. This represents an increase of 10 percent from the same period in 2004.
- The average residential building permit value in Farmington increased by 104.6 percent from the fourth quarter of 2004 to \$184,727.
- The major price points in Farmington were in the \$150,000 to \$200,000 range.
- There were 463 total lots in active subdivisions in Farmington in the fourth quarter of 2005. About 59 percent of the lots were occupied, 10 percent were complete, but unoccupied, 9 percent were under construction, 2 percent were starts, and 25 percent were vacant lots.
- 43 new houses in Farmington became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 12.9 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Farmington in the fourth quarter were Bermuda Estates with 20 and Southhaven with 12.
- An additional 139 lots in 2 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Farmington.
- There were 39 existing houses sold in Farmington from August 16 to November 15, 2005, or 14.7 percent more than in the previous quarter and 9.3 percent fewer than in the same period last year.
- The average price of a house sold in Farmington declined from \$173,146 in the third quarter to \$170,983 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 1.2 percent lower than in the previous quarter and 2.1 percent higher than in the same period last year.
- In Farmington, the average number of days from the initial house listing to the sale declined from 102 days in the third quarter to 101 days in the fourth quarter of 2005.
- About 4.8 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Farmington. The average sales price of a house in Farmington was 89.2 percent of the county average.
- 26 percent of the sold houses in Farmington were in the \$50,000 to \$100,000 range, with most of the rest spread evenly from \$100,000 to \$300,000.



Farmington House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|----------------------------|------------|----------|--------------------|-----------|------------|------------|---------------|---------------------|
| Bermuda Estates | 21 | 2 | 20 | 21 | 2 | 66 | 1 | 288.0 |
| Forest Hills, Phases I, II | 5 | 0 | 0 | 0 | 46 | 51 | 0 | 10.0 |
| Owl Creek | 1 | 0 | 0 | 0 | 11 | 12 | 0 | — |
| Park Ridge Estates | 23 | 2 | 1 | 0 | 0 | 26 | 0 | — |
| Riviera Estates | 1 | 1 | 5 | 11 | 38 | 56 | 6 | 8.0 |
| South Club House Estates | 22 | 2 | 4 | 8 | 48 | 84 | 14 | 11.6 |
| Southaven, Phase III | 0 | 0 | 12 | 2 | 74 | 88 | 2 | 3.1 |
| Southwinds, Phases IV, V | 19 | 2 | 1 | 5 | 53 | 80 | 7 | 17.1 |
| Farmington | 92 | 9 | 43 | 47 | 272 | 463 | 30 | 12.9 |

Farmington

J & J Estates

State Highway 16

Forest Hills

Main

South Haven

Southwinds

Hunter

Owl Creek

United States Highway 62

State Highway 170

South Club House Estates

Bermuda Estates

Riviera Esates

Farmington Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 1 | 2.6% | 996 | 77 | 85.5% | \$41.33 |
| \$50,001 - \$100,000 | 10 | 25.6% | 1,107 | 73 | 96.7% | \$81.98 |
| \$100,001 - \$150,000 | 7 | 17.9% | 1,313 | 45 | 99.1% | \$88.67 |
| \$150,001 - \$200,000 | 6 | 15.4% | 1,877 | 156 | 97.7% | \$96.63 |
| \$200,001 - \$250,000 | 8 | 20.5% | 2,007 | 134 | 100.2% | \$107.54 |
| \$250,001 - \$300,000 | 5 | 12.8% | 2,560 | 129 | 98.7% | \$108.43 |
| \$300,001 - \$350,000 | 1 | 2.6% | 3,060 | 172 | 97.1% | \$111.07 |
| \$350,001 - \$400,000 | 1 | 2.6% | 3,244 | 1 | 100.0% | \$120.07 |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Farmington | 39 | 100.0% | 1,735 | 101 | 98.1% | \$94.75 |

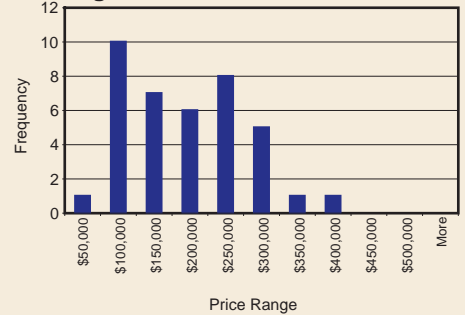
Farmington Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|-------------|----------------|
|-------------|----------------|

| | |
|------------------------|------------|
| <i>Final Approval</i> | |
| Farmington Heights | 105 |
| Silverthorne, Phase II | 34 |
| Farmington | 139 |

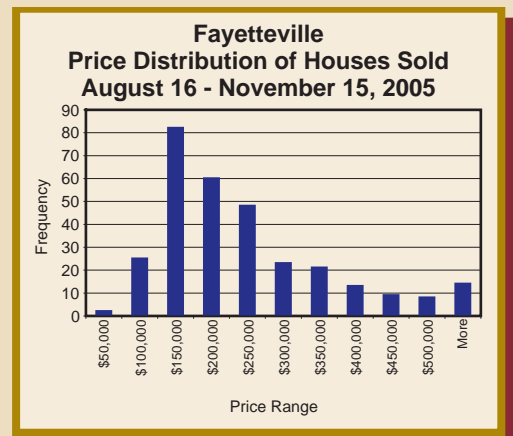
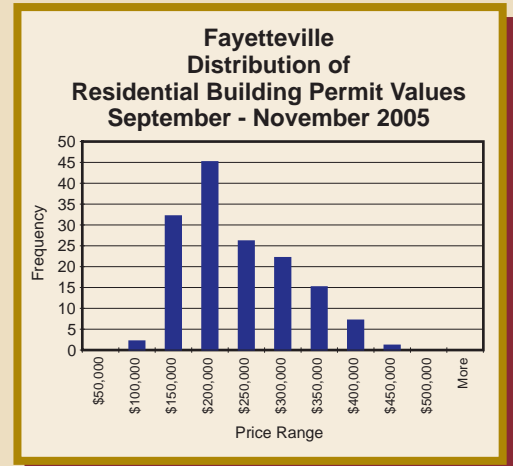


Farmington
Price Distribution of Houses Sold
August 16 - November 15, 2005



Fayetteville

- From September to November 2005, there were 150 residential building permits issued in Fayetteville. This represents a decrease of 5.7 percent from the same period in 2004.
- The average residential building permit value in Fayetteville increased by 32.1 percent from the fourth quarter of 2004 to \$215,001.
- The major price points for Fayetteville building permits were in the \$150,000 to \$200,000 range.
- There were 2,711 total lots in active subdivisions in Fayetteville in the fourth quarter of 2005. About 55 percent of the lots were occupied, 9 percent were complete, but unoccupied, 10 percent were under construction, 2 percent were starts, and 25 percent were vacant lots.
- 174 new houses in Fayetteville became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 20.4 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Fayetteville in the fourth quarter were Cross Keys with 45 and Stonebridge Meadows with 44.
- An additional 2,199 lots in 45 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Fayetteville.
- There were 305 existing houses sold in Fayetteville from August 16 to November 15, 2005, or 18.7 percent fewer than in the previous quarter and 11.3 percent more than in the same period last year.
- The average price of a house sold in Fayetteville increased from \$205,151 in the third quarter to \$235,648 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 14.9 percent higher than in the previous quarter and 25.0 percent higher than in the same period last year.
- In Fayetteville, the average number of days from the initial house listing to the sale increased from 112 days in the third quarter to 123 days in the fourth quarter of 2005.
- About 38 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Fayetteville. The average sales price of a house in Fayetteville was 122.9 percent of the county average.
- 26.9 percent of the sold houses in Fayetteville were in the \$100,000 to \$150,000 range.

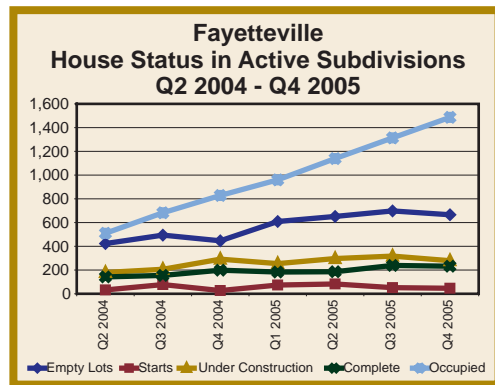


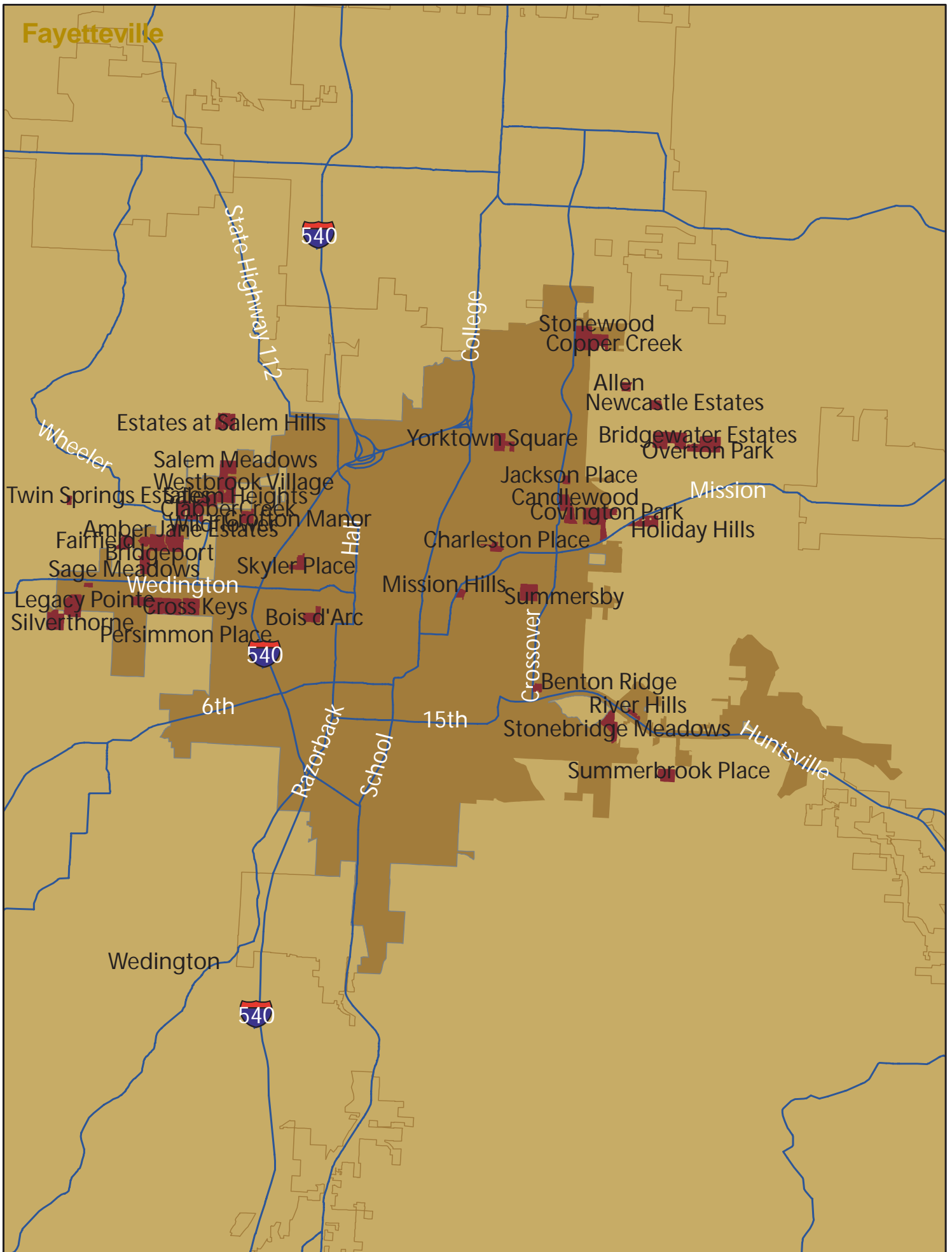
Fayetteville Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 2 | 0.7% | 934 | 77 | 77.2% | \$46.98 |
| \$50,001 - \$100,000 | 25 | 8.2% | 1,083 | 57 | 97.9% | \$91.24 |
| \$100,001 - \$150,000 | 82 | 26.9% | 1,411 | 95 | 99.1% | \$95.52 |
| \$150,001 - \$200,000 | 60 | 19.7% | 1,844 | 110 | 98.5% | \$100.78 |
| \$200,001 - \$250,000 | 48 | 15.7% | 2,155 | 145 | 98.8% | \$108.92 |
| \$250,001 - \$300,000 | 23 | 7.5% | 2,505 | 115 | 98.1% | \$109.25 |
| \$300,001 - \$350,000 | 21 | 6.9% | 2,811 | 140 | 105.0% | \$120.15 |
| \$350,001 - \$400,000 | 13 | 4.3% | 3,133 | 187 | 97.2% | \$126.90 |
| \$400,001 - \$450,000 | 9 | 3.0% | 3,200 | 167 | 97.9% | \$143.97 |
| \$450,001 - \$500,000 | 8 | 2.6% | 3,463 | 324 | 97.6% | \$140.07 |
| \$500,000+ | 14 | 4.6% | 4,455 | 168 | 109.4% | \$209.89 |
| Fayetteville | 305 | 100.0% | 2,082 | 123 | 99.3% | \$109.91 |

Fayetteville House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|------------------------------------|------------|-----------|--------------------|------------|--------------|--------------|---------------|---------------------|
| Amber Jane Estates | 9 | 0 | 7 | 4 | 2 | 22 | 2 | 120.0 |
| Benton Ridge | 1 | 0 | 0 | 32 | 8 | 41 | 8 | 37.1 |
| Bois D'Arc | 8 | 0 | 5 | 0 | 6 | 19 | 1 | 78.0 |
| Bridgedale | 15 | 4 | 6 | 0 | 0 | 25 | 0 | - |
| Bridgeport, Phases VII,VIII | 16 | 0 | 5 | 2 | 1 | 24 | 0 | 276.0 |
| Bridgewater Estates | 21 | 0 | 3 | 3 | 2 | 29 | 1 | 162.0 |
| Candlewood | 3 | 0 | 0 | 0 | 55 | 58 | 1 | 9.0 |
| Charleston Place | 4 | 0 | 2 | 2 | 43 | 51 | 2 | 4.8 |
| Clabber Creek, Phases I, II | 7 | 0 | 5 | 33 | 152 | 197 | 37 | 5.3 |
| Copper Creek, Phases I, II | 77 | 3 | 22 | 10 | 50 | 162 | 3 | 46.3 |
| Copper Ridge | 20 | 0 | 12 | 12 | 4 | 48 | 4 | 66.0 |
| Covington Park, Phases I - IV | 16 | 0 | 6 | 2 | 146 | 170 | 4 | 26.2 |
| Crofton Manor | 0 | 0 | 0 | 0 | 55 | 55 | 27 | 0.0 |
| Cross Keys | 33 | 7 | 45 | 20 | 3 | 108 | 3 | 420.0 |
| Estates at Salem Hill | 4 | 1 | 1 | 3 | 14 | 23 | 6 | 10.8 |
| Fairfield, Phases II, III | 12 | 2 | 18 | 19 | 64 | 115 | 7 | 9.6 |
| Holiday Hills | 0 | 0 | 0 | 0 | 18 | 18 | 0 | 0.0 |
| Jackson Place | 0 | 0 | 0 | 0 | 14 | 14 | 3 | 0.0 |
| Legacy Pointe, Phases I - III | 8 | 3 | 8 | 6 | 131 | 156 | 23 | 3.8 |
| Maple Valley | 13 | 0 | 6 | 0 | 0 | 19 | 0 | - |
| Mission Hills | 2 | 0 | 3 | 0 | 18 | 23 | 3 | 5.5 |
| Overton Park | 23 | 2 | 10 | 7 | 9 | 51 | 4 | 42.0 |
| Persimmon Place | 126 | 5 | 17 | 5 | 1 | 154 | 1 | 1836.0 |
| River Hills | 0 | 7 | 11 | 0 | 0 | 18 | 0 | - |
| Sage Meadows | 17 | 7 | 7 | 12 | 42 | 85 | 9 | 15.2 |
| Salem Heights | 66 | 2 | 6 | 0 | 0 | 74 | 0 | - |
| Salem Meadows | 1 | 0 | 0 | 0 | 100 | 101 | 2 | 0.2 |
| Silverthorne, Phase II | 22 | 0 | 9 | 0 | 2 | 33 | 2 | 46.5 |
| Skyler Place Addition | 4 | 0 | 8 | 0 | 115 | 127 | 5 | 1.7 |
| Stonebridge Meadows, Phase I - III | 58 | 3 | 44 | 34 | 91 | 230 | 2 | 66.7 |
| Stonewood | 11 | 0 | 0 | 0 | 104 | 115 | 2 | 13.2 |
| Summerbrook Place | 0 | 0 | 2 | 6 | 4 | 12 | 0 | 24.0 |
| Summersby | 8 | 0 | 2 | 2 | 40 | 52 | 4 | 12.0 |
| Trinity Place | 9 | 0 | 0 | 3 | 6 | 18 | 0 | 12.0 |
| Twin Maples | 6 | 0 | 2 | 0 | 0 | 8 | 0 | - |
| Twin Springs Estates | 2 | 0 | 1 | 2 | 0 | 5 | 0 | - |
| Westbrook Village | 4 | 1 | 2 | 11 | 93 | 111 | 4 | 7.2 |
| Wildflower Meadows | 40 | 0 | 3 | 1 | 4 | 48 | 4 | 132.0 |
| Yorktowne Square | 0 | 0 | 1 | 1 | 90 | 92 | 0 | 8.0 |
| Fayetteville | 666 | 47 | 279 | 232 | 1,487 | 2,711 | 174 | 20.4 |





Fayetteville

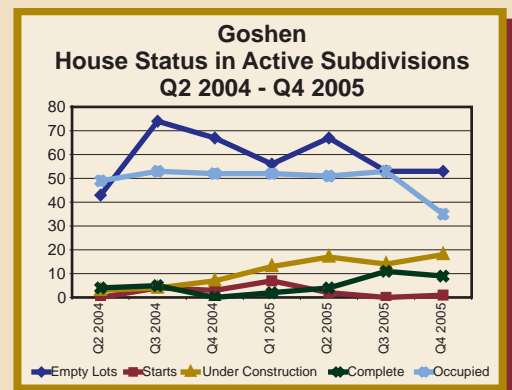
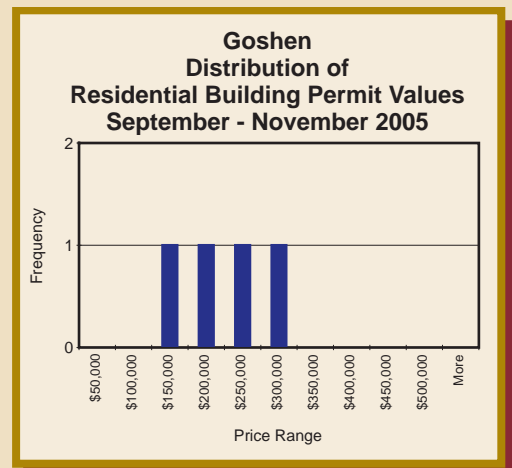
Approved Final and Preliminary Subdivisions

Q4 2005

| Subdivision | Number of Lots |
|-----------------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Belclair Estates | 96 |
| Bellwood | 78 |
| Benton Development | 31 |
| Biella Estates | 100 |
| Birwin Street | 7 |
| Blueberry Meadows | 72 |
| Clabber Creek, Phases III-V | 252 |
| Cross Keys, Phase II | 57 |
| Crossroads East | 6 |
| Deerpath Estates | 16 |
| Eagles Ridge | 3 |
| Emerald Point | 26 |
| Falcon Ridge | 62 |
| Geneva Gardens | 8 |
| Grand Valley Estates | 24 |
| Grand Valley Stable | 24 |
| Hamm Property | 53 |
| Hamptons | 139 |
| Legacy Point, Phase IV | 20 |
| Lewis/Wedington | 18 |
| Mally Wagnon Estates | 80 |
| Miner Acres | 7 |
| Pembridge Subdivision | 45 |
| Pipers Glen | 9 |
| Salem Meadows, Phase II | 77 |
| Schelgel Subdivision | 176 |
| Skillern Road | 11 |
| Springwoods, Lot I | 103 |
| Springwoods, Lot V | 47 |
| St. James Park | 63 |
| Stonebridge Meadows, Phases IV, V | 76 |
| Summit Place | 50 |
| Walker Estates | 11 |
| Water Brook, Phases I,II | 118 |
| West Haven | 44 |
| Wilson/Hancock | 43 |
| <i>Final Approval</i> | |
| Clearwood Crossing | 47 |
| Crescent Lake | 43 |
| Crystal Cove | 18 |
| Crystal Springs, Phase III | 99 |
| Hickory Glen | 16 |
| Sassafras | 8 |
| Sloan Estates | 62 |
| Springwoods, Lot III | 36 |
| Sundance Meadows | 25 |
| Fayetteville | 2,199 |

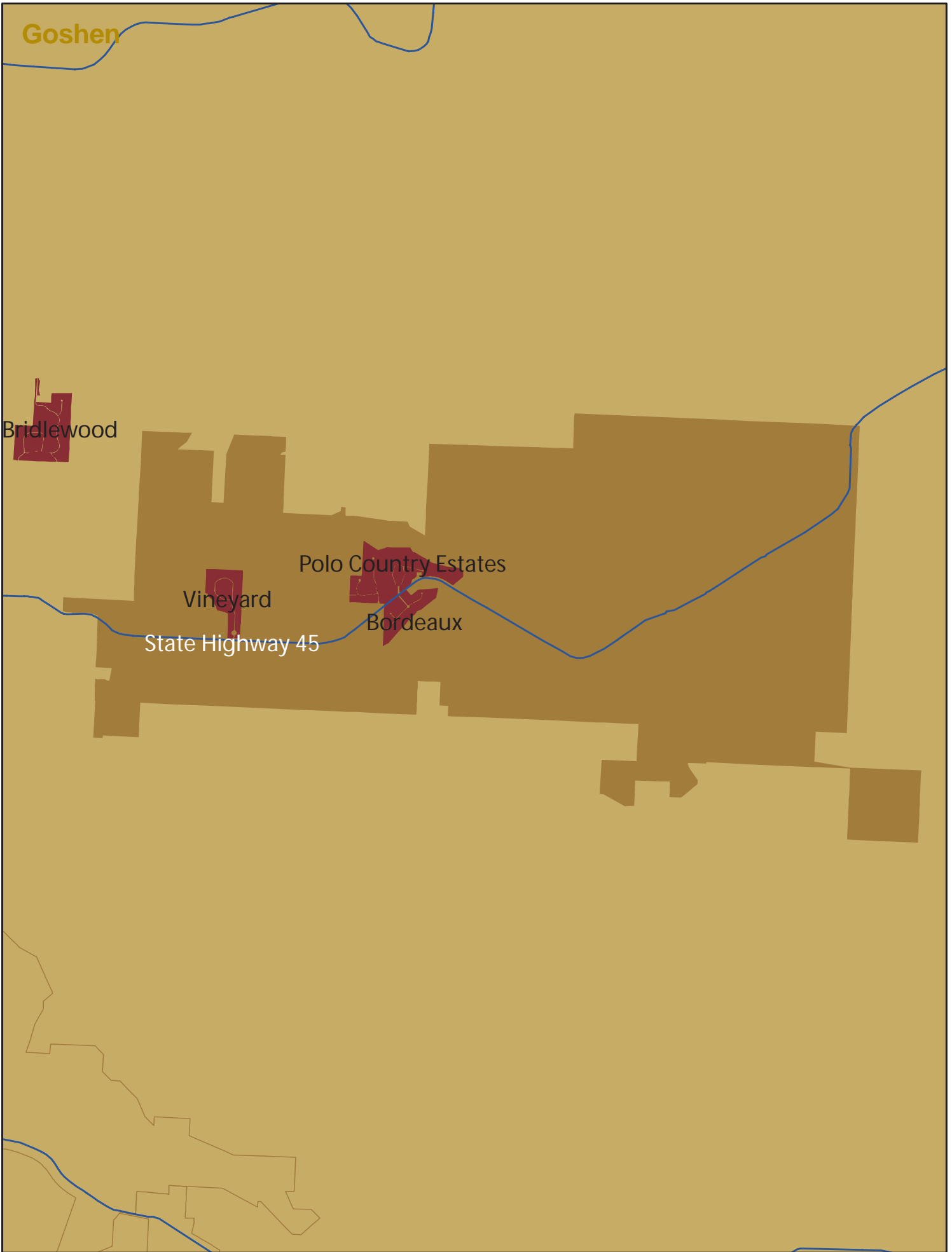
Goshen

- From September to November 2005, there were 4 residential building permits issued in Goshen. This represents a decrease of 80 percent from the same period in 2004.
- The average residential building permit value in Goshen decreased by 11.9 percent from the fourth quarter of 2004 to \$195,066.
- There were 116 total lots in active subdivisions in Goshen in the fourth quarter of 2005. About 30 percent of the lots were occupied, 8 percent were complete, but unoccupied, 16 percent were under construction, 1 percent were starts, and 46 percent were vacant lots.
- 4 new houses in Goshen became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 108.0 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Goshen in the fourth quarter were Bridlewood with 7, Vineyard with 6, and Polo Country Estates with 4.
- An additional 350 lots in 7 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Goshen.
- There were 2 existing houses sold in Goshen from August 16 to November 15, 2005. This was the same as in the third quarter.
- The average price of a house sold in Goshen declined from \$425,838 in the third quarter to \$216,950 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 49.1 percent lower than in the previous quarter.
- In Goshen, the average number of days from the initial house listing to the sale declined from 173 days in the third quarter to 139 days in the fourth quarter of 2005.
- About 0.2 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Goshen. The average sales price of a house in Goshen was 113 percent of the county average.
- 100 percent of the sold houses in Goshen were in the \$200,000 to \$250,000 range.



Goshen House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|----------------------|------------|----------|--------------------|----------|-----------|------------|---------------|---------------------|
| Bordeaux | 7 | 0 | 1 | 3 | 10 | 21 | 0 | 66.0 |
| Bridlewood, Phase I | 33 | 0 | 7 | 0 | 0 | 40 | 0 | - |
| Polo Country Estates | 0 | 0 | 4 | 3 | 16 | 23 | 3 | 28.0 |
| Vineyard | 4 | 0 | 6 | 3 | 9 | 22 | 1 | 78.0 |
| Wildwood | 9 | 1 | 0 | 0 | 0 | 10 | 0 | - |
| Goshen | 53 | 1 | 18 | 9 | 35 | 116 | 4 | 108.0 |



Goshen

Bridlewood

Vineyard

Polo Country Estates

Bordeaux

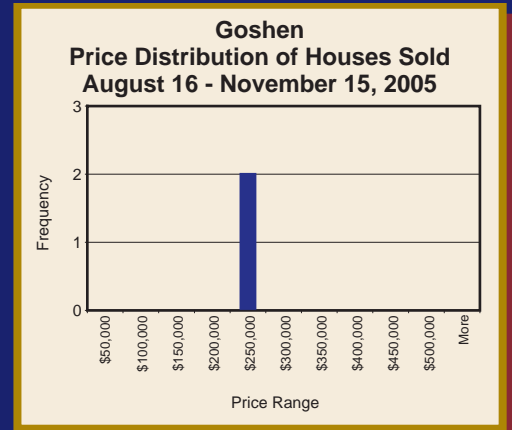
State Highway 45

Goshen Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$100,001 - \$150,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$150,001 - \$200,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$200,001 - \$250,000 | 2 | 100.0% | 2,055 | 139 | 102.7% | \$107.23 |
| \$250,001 - \$300,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Goshen | 2 | 100.0% | 2,055 | 139 | 102.7% | \$107.23 |

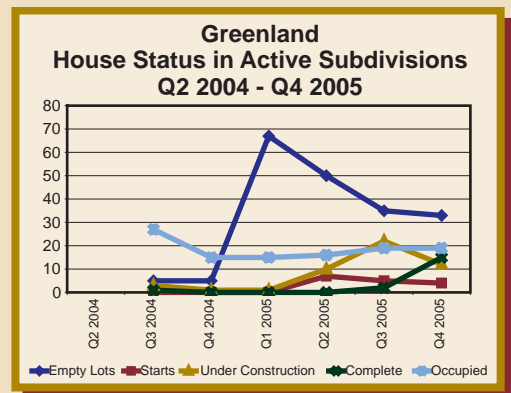
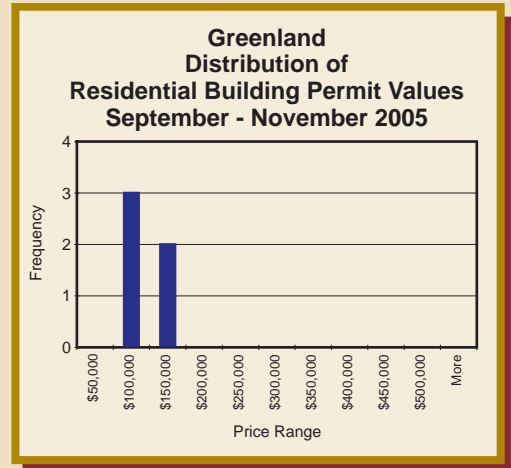
Goshen Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|-----------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Brookstone, Phase II | 64 |
| <i>Final Approval</i> | |
| Abbey Lane | 6 |
| Autumn View | 10 |
| Brookstone, Phase I | 45 |
| Stone Meadows | 15 |
| Waterford Estates | 200 |
| Wild Wood | 10 |
| Goshen | 350 |



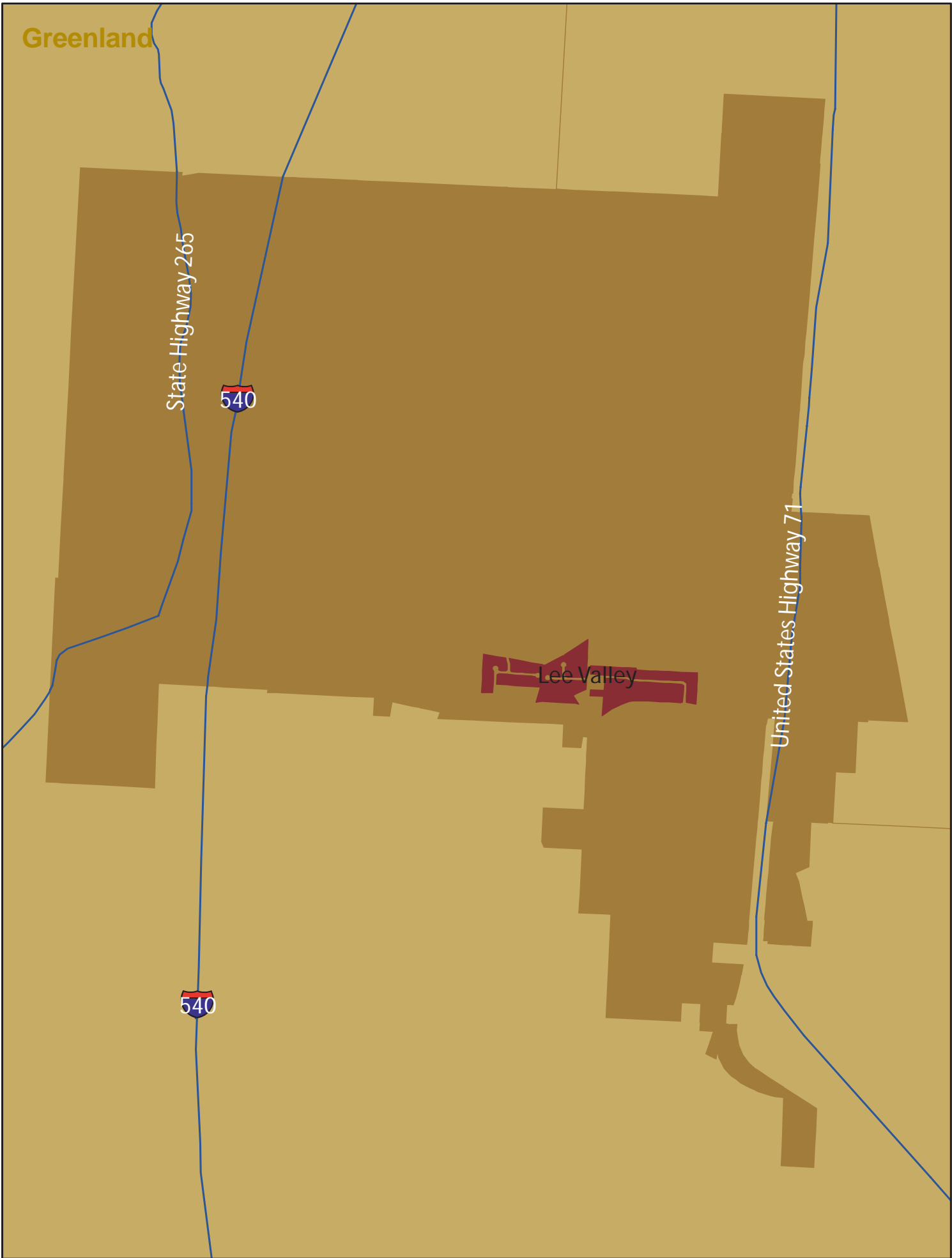
Greenland

- From September to November 2005, there were 5 residential building permits issued in Greenland. This represents an increase of 150 percent from the same period in 2004.
- The average residential building permit value in Greenland increased by 68.3 percent from the fourth quarter of 2004 to \$109,400.
- The major price points for Greenland building permits were in the \$150,000 to \$200,000 range.
- There were 83 total lots in active subdivisions in Greenland in the fourth quarter of 2005. About 23 percent of the lots were occupied, 18 percent were complete but unoccupied, 14 were under construction, 5 percent were starts, and 40 percent were vacant lots.
- No new houses in Greenland became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 192 months of remaining inventory in active subdivisions.
- The only active subdivision in Greenland in the fourth quarter of 2005 was Lee Valley. There were 12 houses under construction.
- There were no existing houses sold in Greenland from August 16 to November 15, 2005, and there were 5 house sold in the previous quarter.



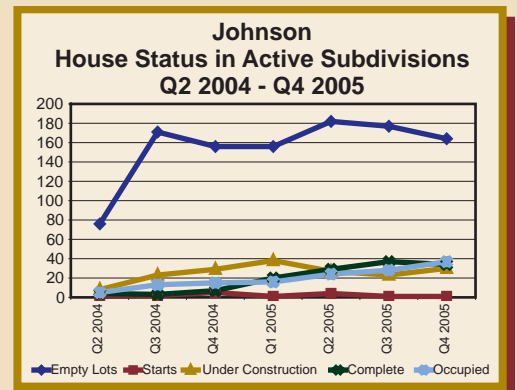
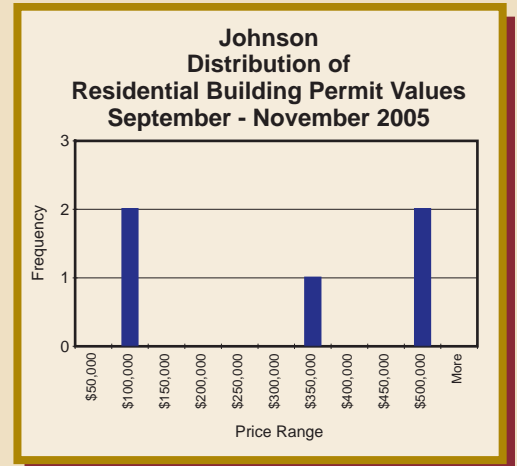
Greenland House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|-----------------------------|------------|-------|--------------------|----------|----------|------------|---------------|---------------------|
| Lee Valley, Phases III & IV | 33 | 4 | 12 | 15 | 19 | 83 | 0 | 192.0 |
| Greenland | 33 | 4 | 12 | 15 | 19 | 83 | 0 | 192.0 |



Johnson

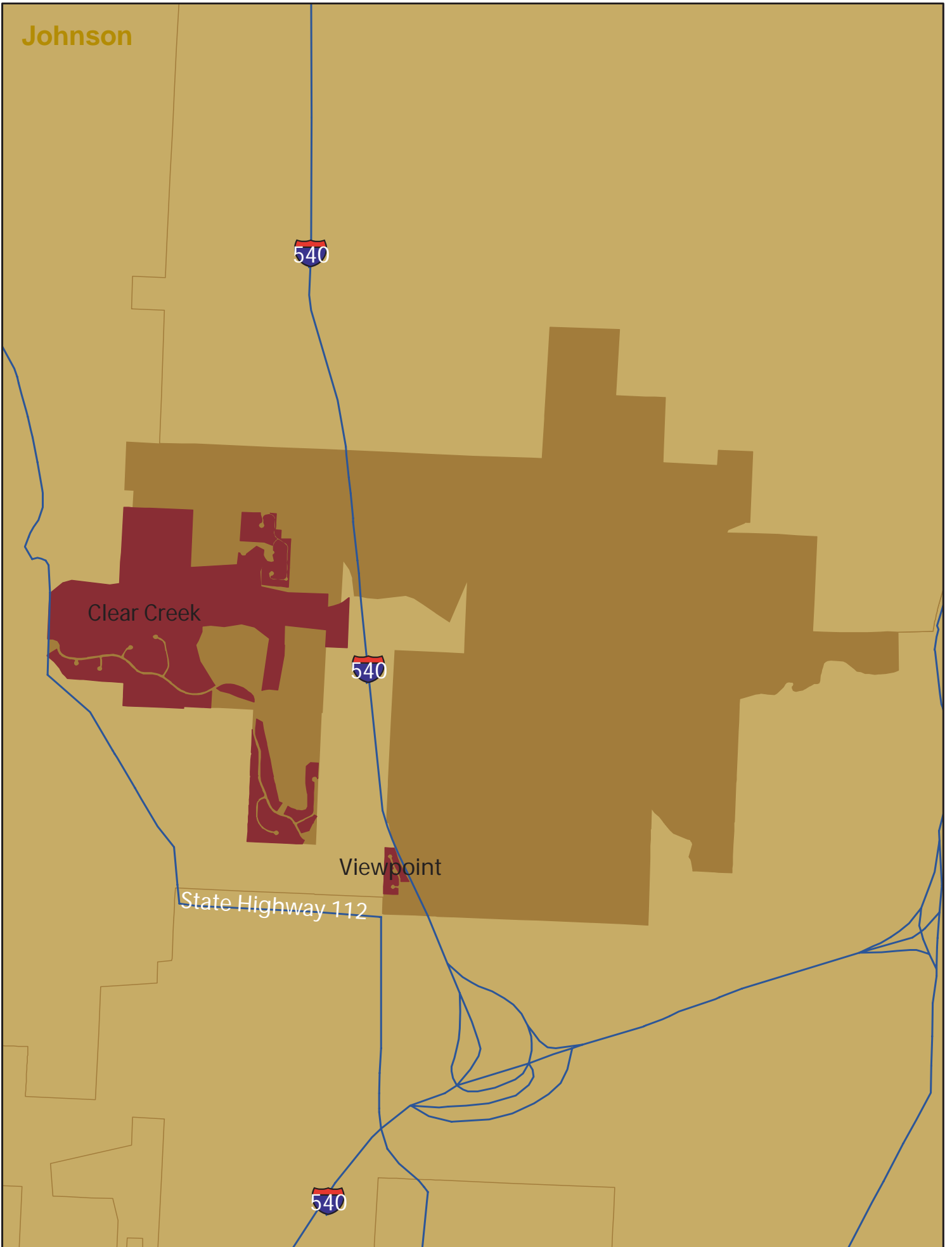
- From September to November 2005, there were 5 residential building permits issued in Johnson. This represents a decrease of 68.8 percent from the same period in 2004.
- The average residential building permit value in Johnson increased by 3.8 percent from the fourth quarter of 2004 to \$283,124.
- The major price points for Greenland building permits were in the \$50,000 to \$100,000 range and the \$450,000 to \$500,000 range.
- There were 266 total lots in active subdivisions in Johnson in the fourth quarter of 2005. About 14 percent of the lots were occupied, 13 percent were complete, but unoccupied, 11 percent were under construction, 0 percent were starts, and 62 percent were vacant lots.
- 9 new houses in Johnson became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 105.7 months of remaining inventory in active subdivisions.
- The subdivision with the most houses under construction in Johnson in the fourth quarter was Clear Creek with 12 and Switch Townhomes with 12.
- There was 3 existing houses sold in Johnson from August 16 to November 15, 2005, and there was 1 house sold in the previous quarter.
- The average price of a house sold in Johnson increased from \$154,000 in the third quarter to \$416,833 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 170.7 percent higher than in the previous quarter and 197.7 percent higher than in the same quarter in 2004.
- In Johnson, the average number of days from the initial house listing to the sale decreased from 15 days in the third quarter to 42 days in the fourth quarter of 2005.
- About 0.4 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Johnson. The average sales price of a house in Johnson was 217.5 percent of the county average.



Johnson House Status in Active Subdivisions Q4 2005

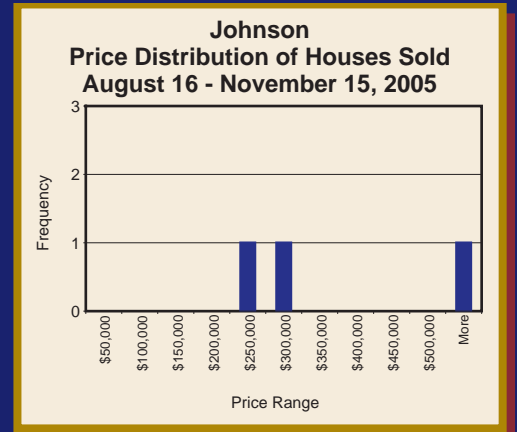
| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|--------------------------|------------|----------|--------------------|-----------|-----------|------------|---------------|---------------------|
| Clear Creek, Patio Homes | 30 | 0 | 6 | 2 | 1 | 39 | 1 | 456.0 |
| Clear Creek, Phases I-V | 133 | 1 | 12 | 5 | 34 | 185 | 8 | 86.3 |
| Switch Townhomes | 0 | 0 | 12 | 26 | 0 | 38 | 0 | — |
| Viewpoint | 1 | 0 | 0 | 1 | 2 | 4 | 0 | 12.0 |
| Johnson | 164 | 1 | 30 | 34 | 37 | 266 | 9 | 105.7 |

Johnson



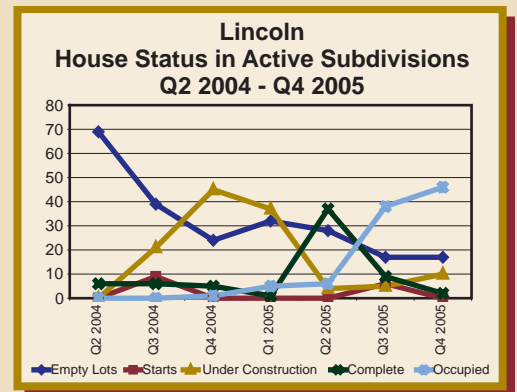
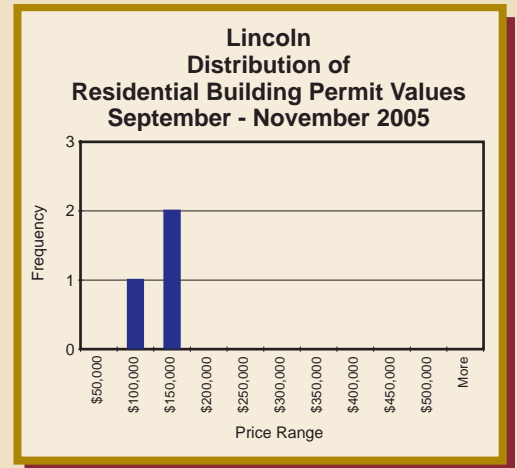
Johnson Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$100,001 - \$150,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$150,001 - \$200,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$200,001 - \$250,000 | 1 | 33.3% | 2,562 | 25 | 95.7% | \$85.87 |
| \$250,001 - \$300,000 | 1 | 33.3% | 2,516 | 52 | 100.0% | \$105.52 |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 1 | 33.3% | 4,400 | 50 | 100.0% | \$173.86 |
| Johnson | 3 | 100.0% | 3,159 | 42 | 98.6% | \$121.75 |



Lincoln

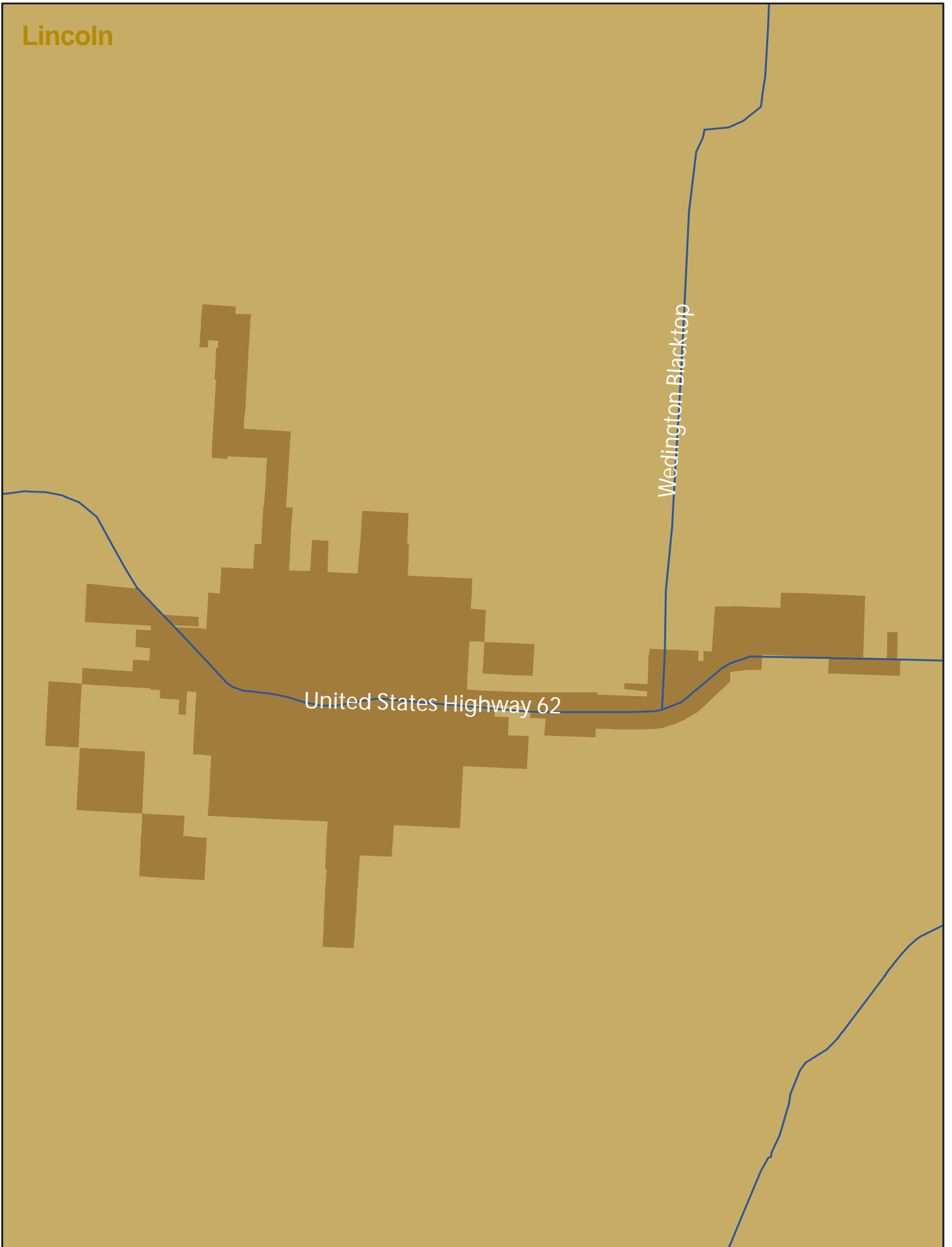
- From September to November, there were 3 residential building permit issued in Lincoln. This represents a 200 percent increase from the same quarter in 2004.
- The average residential building permit value in Lincoln decreased by 20 percent in the fourth quarter to \$104,065.
- There were 75 total lots in active subdivisions in Lincoln in the fourth quarter of 2005. About 61 percent of the lots were occupied, 3 percent were complete, but unoccupied, 13 percent were under construction, 0 percent were starts, and 23 percent were vacant lots.
- 8 new houses in Lincoln became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 7.7 months of remaining inventory in active subdivisions.
- Applegate had 10 houses under construction during the fourth quarter of 2005.
- There were 23 existing houses sold in Lincoln from August 16 to November 15, 2005, or 9.5 percent more than in the previous quarter and 27.8 percent more than in the same period last year.
- The average price of a house sold in Lincoln increased from \$83,448 in the third quarter to \$109,667 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 31.4 percent higher than in the previous quarter and 14.9 percent higher than in the same period last year.
- In Lincoln, the average number of days from the initial house listing to the sale declined from 114 days in the third quarter to 94 days in the fourth quarter of 2005.
- About 2.9 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Lincoln. The average sales price of a house in Lincoln was only 57.2 percent of the county average.
- 90 percent of the sold houses in Lincoln were between \$50,000 and \$150,000.



Lincoln House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|-----------------|------------|----------|--------------------|----------|-----------|------------|---------------|---------------------|
| Applegate | 5 | 0 | 10 | 2 | 13 | 30 | 2 | 17.0 |
| Lincoln Gardens | 12 | 0 | 0 | 0 | 33 | 45 | 6 | 4.4 |
| Lincoln | 17 | 0 | 10 | 2 | 46 | 75 | 8 | 7.7 |

Lincoln

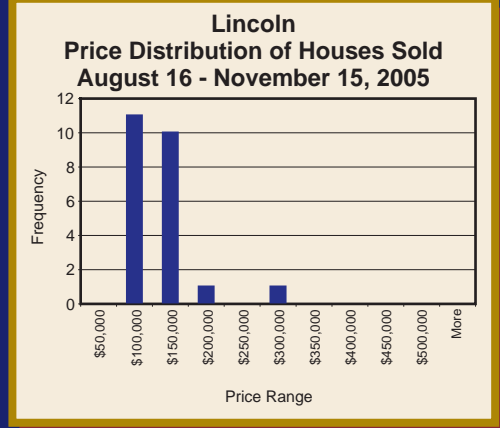


Wedington Blacktop

United States Highway 62

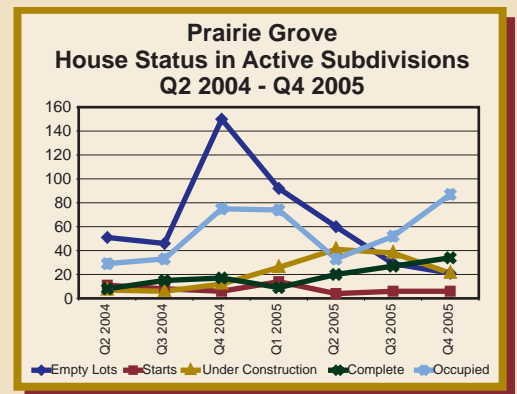
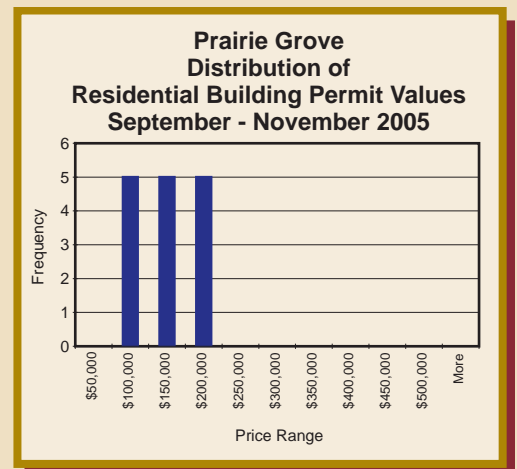
Lincoln Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 11 | 47.8% | 1,509 | 99 | 95.2% | \$58.53 |
| \$100,001 - \$150,000 | 10 | 43.5% | 1,515 | 74 | 98.1% | \$76.66 |
| \$150,001 - \$200,000 | 1 | 4.3% | 2,054 | 105 | 62.9% | \$94.61 |
| \$200,001 - \$250,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$250,001 - \$300,000 | 1 | 4.3% | 3,000 | 240 | 98.2% | \$91.67 |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Lincoln | 23 | 100.0% | 1,600 | 94 | 95.2% | \$69.42 |



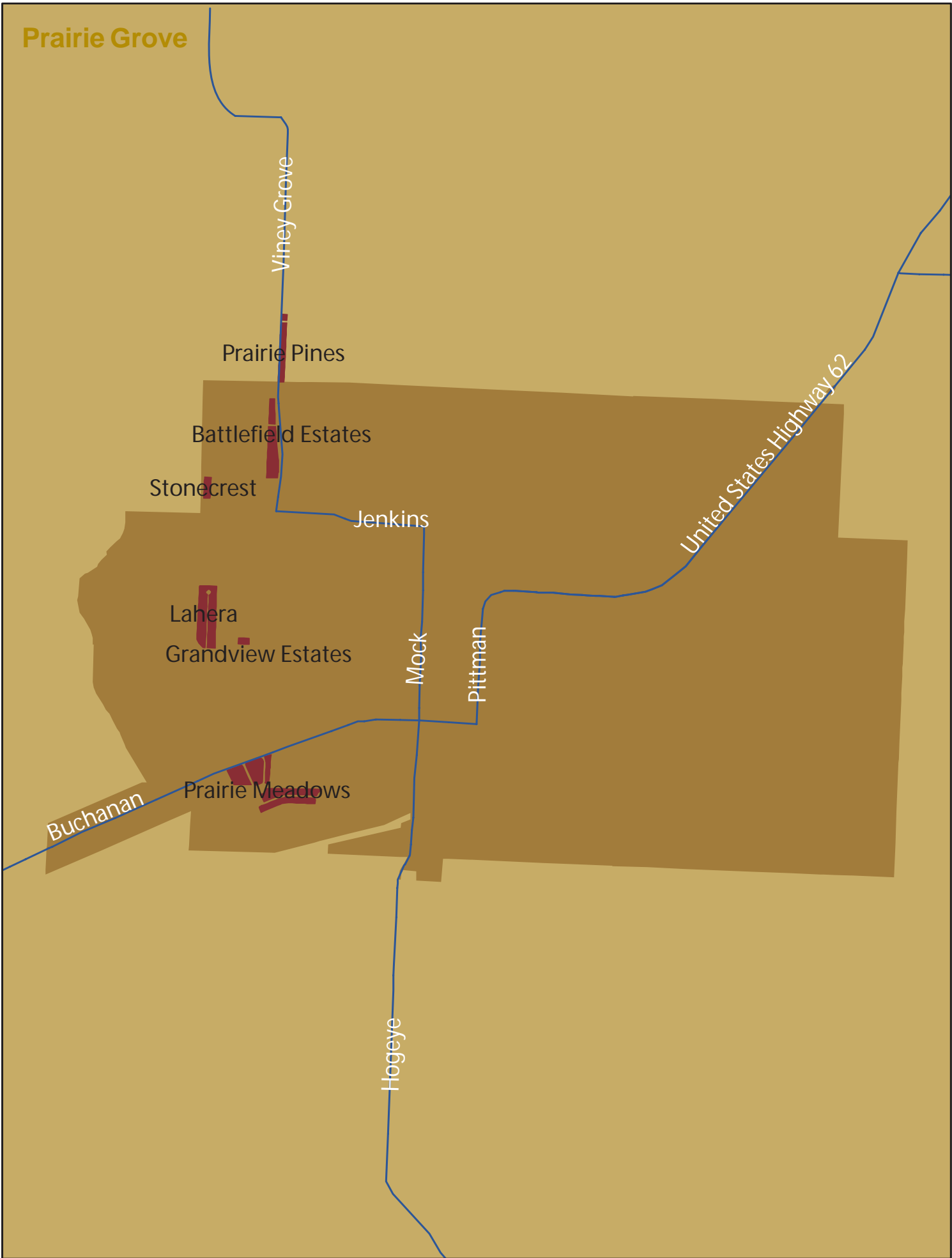
Prairie Grove

- From September to November 2005, there were 15 residential building permits issued in Prairie Grove. This represents a decrease of 25 percent from the same time period in 2004
- The average residential building permit value in Prairie Grove increased by 16.6 percent from the fourth quarter of 2004 to \$125,333.
- There were 169 total lots in active subdivisions in Prairie Grove in the fourth quarter of 2005. About 51 percent of the lots were occupied, 20 percent were complete, but unoccupied, 12 percent were under construction, 4 percent were starts, and 12 percent were vacant lots.
- 35 new houses in Prairie Grove became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 12.3 months of remaining inventory in active subdivisions.
- The subdivision with the most houses under construction in Prairie Grove in the fourth quarter was Prairie Meadows with 9.
- An additional 720 lots in 7 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Prairie Grove.
- There were 46 existing houses sold in Prairie Grove from August 16 to November 15, 2005, or 84 percent more than in the previous quarter and 130 percent more than in the same period last year.
- The average price of a house sold in Prairie Grove increased from \$146,810 in the third quarter to \$152,290 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 3.7 percent higher than in the previous quarter and 4.0 percent lower than in the same period last year.
- In Prairie Grove, the average number of days from the initial house listing to the sale increased from 106 days in the third quarter to 119 days in the fourth quarter of 2005.
- About 5.7 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Prairie Grove. The average sales price of a house in Prairie Grove was 79.5 percent of the county average.
- 46 percent of the sold houses in Prairie Grove were in the \$100,000 to \$150,000 range.



Prairie Grove House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|---------------------------------|------------|----------|--------------------|-----------|-----------|------------|---------------|---------------------|
| Battlefield Estates | 0 | 0 | 4 | 6 | 4 | 14 | 2 | 30.0 |
| Grandview Estates, Phases IA, B | 9 | 1 | 1 | 0 | 1 | 12 | 1 | 99.0 |
| Lahera | 2 | 0 | 3 | 1 | 22 | 28 | 3 | 10.3 |
| Prairie Meadows, Phase II | 8 | 5 | 9 | 26 | 50 | 98 | 23 | 11.5 |
| Prairie Pines | 1 | 0 | 2 | 1 | 8 | 12 | 5 | 6.0 |
| Stonecrest Addition, Phase I | 1 | 0 | 2 | 0 | 2 | 5 | 1 | - |
| Prairie Grove | 21 | 6 | 21 | 34 | 87 | 169 | 35 | 12.3 |



Prairie Grove

Viney Grove

Prairie Pines

Battlefield Estates

Stonecrest

Jenkins

Lahera

Grandview Estates

Mock

Pittman

United States Highway 62

Buchanan

Prairie Meadows

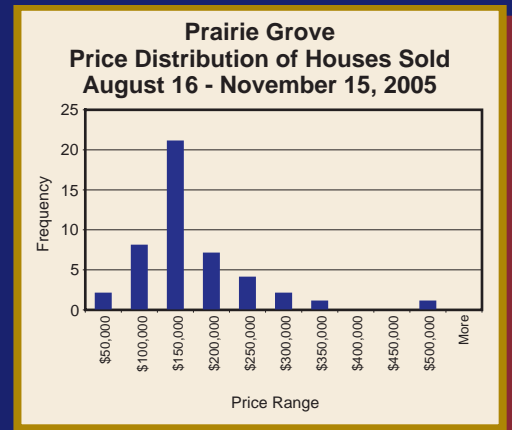
Hogeeye

Prairie Grove Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 2 | 4.3% | 900 | 41 | 96.9% | \$54.99 |
| \$50,001 - \$100,000 | 8 | 17.4% | 1,352 | 73 | 98.1% | \$61.55 |
| \$100,001 - \$150,000 | 21 | 45.7% | 1,657 | 134 | 99.6% | \$84.38 |
| \$150,001 - \$200,000 | 7 | 15.2% | 1,718 | 115 | 99.7% | \$94.52 |
| \$200,001 - \$250,000 | 4 | 8.7% | 2,149 | 137 | 99.7% | \$101.88 |
| \$250,001 - \$300,000 | 2 | 4.3% | 2,751 | 181 | 99.5% | \$102.16 |
| \$300,001 - \$350,000 | 1 | 2.2% | 3,400 | 145 | 100.0% | \$97.06 |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 1 | 2.2% | 4,257 | 149 | 89.4% | \$117.45 |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Prairie Grove | 46 | 100.0% | 1,765 | 119 | 99.0% | \$ 83.96 |

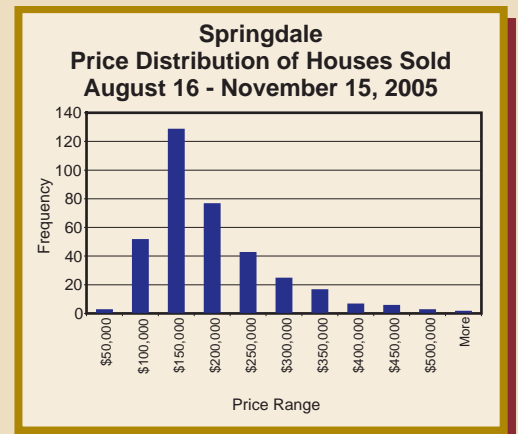
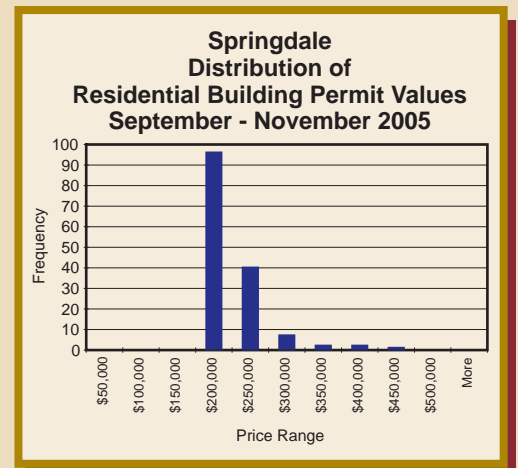
Prairie Grove Approved Final and Preliminary Subdivisions Q4 2005

| Subdivision | Number of Lots |
|-------------------------------|----------------|
| <i>Preliminary Approval</i> | |
| Battlefield Estates, Phase II | 117 |
| Belle Meade | 176 |
| Prairie Pines, Phase II | 45 |
| Stonecrest | 50 |
| <i>Final Approval</i> | |
| Grandview Estates, Phase I | 14 |
| Prairie Meadows, Phase III | 114 |
| Sundowner Ranch | 204 |
| Prairie Grove | 720 |



Springdale

- From September to November 2005, there were 148 residential building permits issued in Springdale. This represents a decrease of 16.9 percent from the same time period in 2004.
- The average residential building permit value in Springdale increased by 25.6 percent from the fourth quarter of 2004 to \$198,789.
- The major price points for Springdale building permits were in the \$150,000 to \$200,000 range and the \$200,000 to \$250,000 range.
- There were 2,342 total lots in active subdivisions in Springdale in the fourth quarter of 2005. About 56 percent of the lots were occupied, 9 percent were complete, but unoccupied, 11 percent were under construction, 2 percent were starts, and 22 percent were vacant lots.
- 101 new houses in Springdale became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 22.1 months of remaining inventory in active subdivisions.
- The subdivisions with the most houses under construction in Springdale in the fourth quarter were Memory Lane with 49, Chadwick with 37, Spring Creek Estates with 33, and Butterfield Gardens with 29.
- An additional 2,802 lots in 52 subdivisions had received either preliminary or final approval in the fourth quarter of 2005 in Springdale.
- There were 318 existing houses sold in Springdale from August 16 to November 15, 2005, or 1.9 percent fewer than in the previous quarter and 16.1 percent more than in the same period last year.
- The average price of a house sold in Springdale declined from \$184,411 in the third quarter to \$152,578 in the fourth quarter. In the fourth quarter of 2005, the average sales price was 17.3 percent lower than in the previous quarter and 2.9 percent lower than in the same period last year.
- In Springdale, the average number of days from the initial house listing to the sale decreased from 88 days in the third quarter to 87 days in the fourth quarter of 2005.
- About 39.4 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Springdale. The average sales price of a house in Springdale was 79.6 percent of the county average.
- 36.3 percent of the sold houses in Springdale were in the \$100,000 to \$150,000 range.

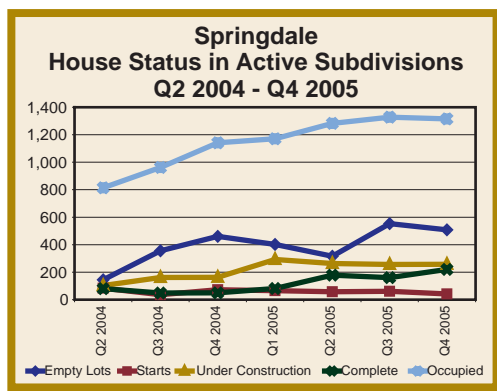


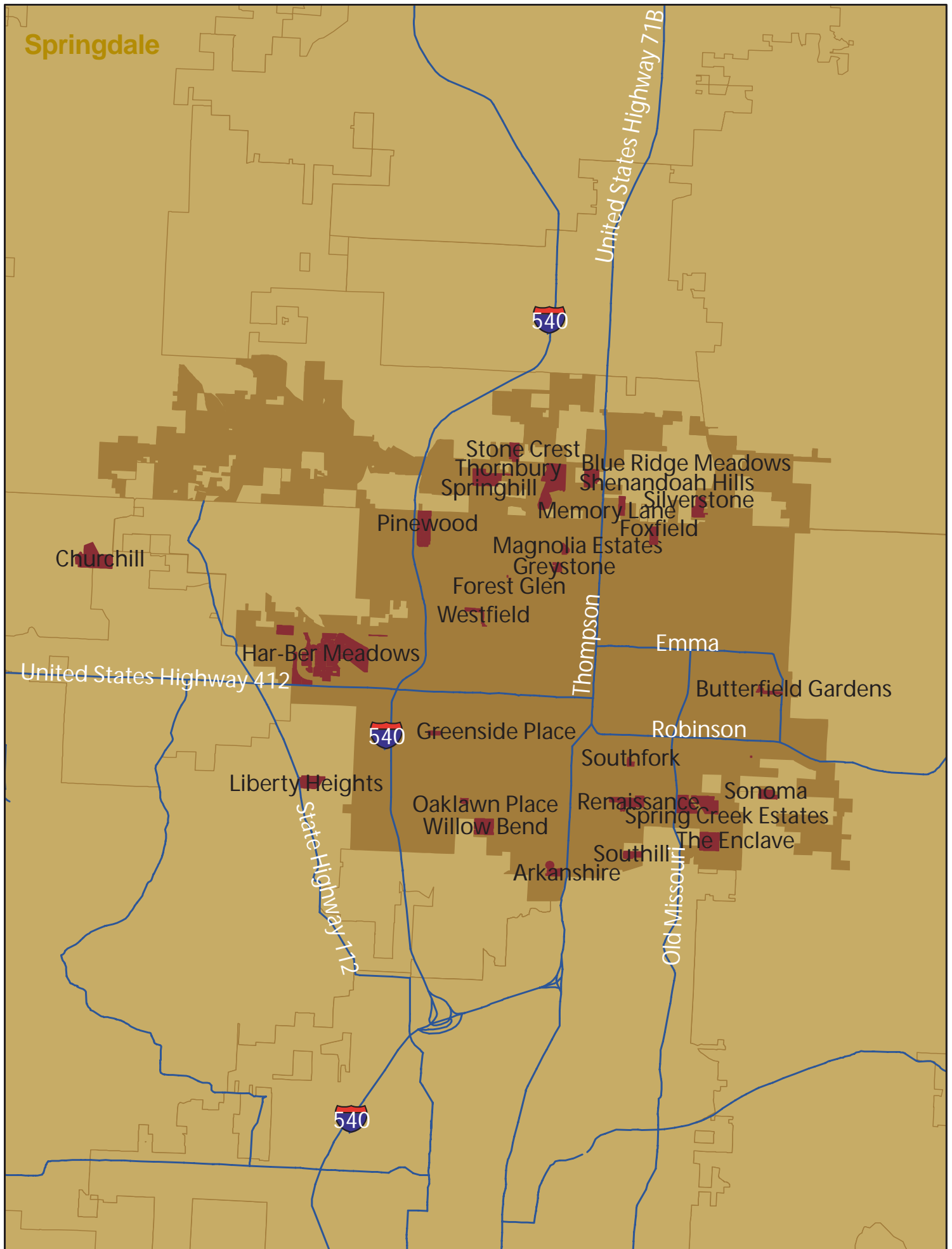
Springdale Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 2 | 0.6% | 850 | 320 | 67.2% | \$42.08 |
| \$50,001 - \$100,000 | 51 | 14.4% | 1,082 | 65 | 99.7% | \$79.93 |
| \$100,001 - \$150,000 | 128 | 36.3% | 1,457 | 71 | 99.7% | \$88.87 |
| \$150,001 - \$200,000 | 76 | 21.5% | 1,921 | 83 | 99.1% | \$93.70 |
| \$200,001 - \$250,000 | 42 | 11.9% | 2,277 | 124 | 97.3% | \$99.69 |
| \$250,001 - \$300,000 | 24 | 6.8% | 2,698 | 168 | 95.9% | \$103.89 |
| \$300,001 - \$350,000 | 16 | 4.5% | 2,825 | 121 | 98.0% | \$117.19 |
| \$350,001 - \$400,000 | 6 | 1.7% | 3,320 | 191 | 96.8% | \$112.32 |
| \$400,001 - \$450,000 | 5 | 1.4% | 3,787 | 70 | 95.9% | \$126.86 |
| \$450,001 - \$500,000 | 2 | 0.6% | 3,579 | 261 | 98.3% | \$135.14 |
| \$500,000+ | 1 | 0.3% | 4,055 | 198 | 100.5% | \$132.57 |
| Springdale | 353 | 100.0% | 1,827 | 93 | 98.7% | \$93.27 |

Springdale House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|---|------------|-----------|--------------------|------------|--------------|--------------|---------------|---------------------|
| Arkanshire | 10 | 0 | 2 | 0 | 59 | 71 | 1 | 36.0 |
| Blue Ridge Meadows (Benton County) | 7 | 0 | 0 | 8 | 22 | 37 | 2 | 8.2 |
| Brookemore Chasse | 25 | 1 | 5 | 0 | 1 | 32 | 0 | 186.0 |
| Butterfield Gardens, Phase II | 57 | 0 | 29 | 5 | 0 | 91 | 0 | -- |
| Carriage Crossing | 17 | 1 | 2 | 0 | 0 | 20 | 0 | -- |
| Chadwick | 8 | 17 | 37 | 0 | 0 | 62 | 0 | -- |
| Churchill Crescent, Phase III | 9 | 0 | 2 | 0 | 3 | 14 | 1 | 44.0 |
| Forest Glen | 1 | 0 | 4 | 7 | 15 | 27 | 1 | 9.6 |
| Foxfield | 0 | 0 | 0 | 14 | 96 | 110 | 10 | 2.0 |
| Green Side Place | 0 | 0 | 0 | 5 | 17 | 22 | 0 | 3.5 |
| Har-Ber Meadows | 39 | 5 | 14 | 19 | 485 | 562 | 14 | 21.0 |
| Hidden Hills, Phase I | 4 | 0 | 2 | 39 | 118 | 163 | 25 | 4.6 |
| Liberty Heights | 0 | 0 | 2 | 6 | 22 | 30 | 2 | 4.4 |
| Magnolia Estates | 1 | 0 | 1 | 0 | 10 | 12 | 0 | -- |
| Meadow Haven | 20 | 5 | 11 | 0 | 0 | 36 | 0 | -- |
| Memory Lane (Benton County) | 0 | 0 | 49 | 1 | 0 | 50 | 0 | -- |
| Oaklawn Place | 0 | 0 | 3 | 4 | 10 | 17 | 1 | 14.0 |
| Pinewood | 0 | 0 | 1 | 1 | 113 | 115 | 2 | 2.4 |
| Renaissance South | 27 | 2 | 8 | 7 | 14 | 58 | 4 | 37.7 |
| Shenandoah Hills (Benton County) | 0 | 0 | 16 | 21 | 16 | 53 | 9 | 27.8 |
| Silverstone, Phases I, II (Benton County) | 3 | 0 | 0 | 2 | 87 | 92 | 0 | 2.0 |
| Sonoma | 10 | 1 | 6 | 31 | 10 | 58 | 6 | 43.2 |
| Southfork, Phase IIC | 0 | 0 | 0 | 10 | 40 | 50 | 7 | 7.5 |
| Spring Creek Estates, Phases II A, B | 43 | 6 | 33 | 18 | 18 | 118 | 14 | 33.3 |
| Springhill (Benton County) | 73 | 2 | 5 | 0 | 0 | 80 | 0 | -- |
| Stonecrest (Benton County) | 2 | 0 | 1 | 0 | 40 | 43 | 0 | 5.1 |
| Sylvan Acres (Benton County) | 25 | 0 | 1 | 0 | 0 | 26 | 0 | -- |
| The Enclave | 46 | 0 | 2 | 10 | 8 | 66 | 1 | 87.0 |
| Thornbury, Phases II - IV (Benton County) | 9 | 0 | 3 | 2 | 59 | 73 | 0 | 18.7 |
| Westfield, Phase II | 69 | 2 | 15 | 10 | 0 | 96 | 0 | -- |
| Willowbend | 3 | 0 | 3 | 0 | 52 | 58 | 1 | 6.5 |
| Springdale | 508 | 42 | 257 | 220 | 1,315 | 2,342 | 101 | 22.1 |





Springdale

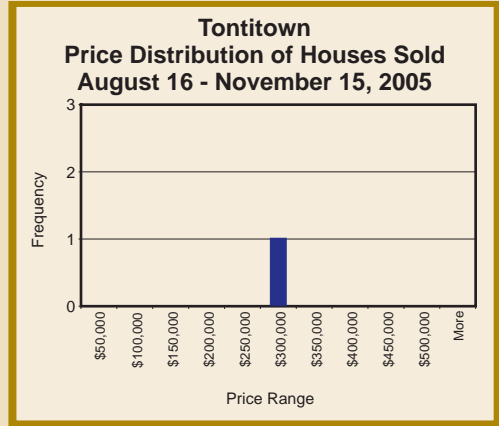
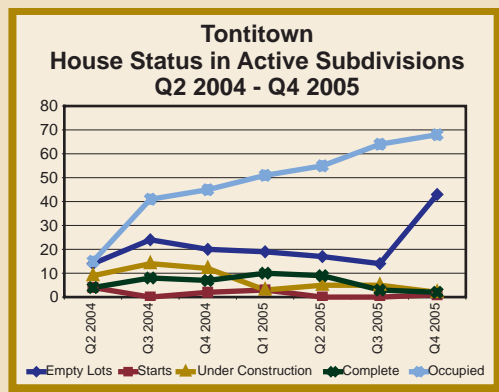
Approved Final and Preliminary Subdivisions

Q4 2005

| Subdivision | Number of Lots | Subcivision | Number of Lots |
|-------------------------------------|----------------|---------------------------------|----------------|
| <i>Preliminary Approval</i> | | <i>Final Approval</i> | |
| Andrew Marks | | East Ridge Subdivision | 8 |
| Arbor Estates | 103 | Spring Creek Estates, Phase IIB | 51 |
| Ben Caston | 26 | Springdale | 2,802 |
| Berry Field Subdivision | 56 | | |
| Bobby Marks Subdivision | 23 | | |
| Canyon Creek | 196 | | |
| Chadwick Subdivision | 65 | | |
| Conestoga Park | 8 | | |
| Coppergate Subdivision | 85 | | |
| Covenant Creek Subdivision | 48 | | |
| Dave Chapman Subdivision | 481 | | |
| Dave Chapman Subdivision, Phase II | 87 | | |
| Dream Catcher | 40 | | |
| Eastview Estates Subdivision | 132 | | |
| Ferne's Valley Subdivision | 53 | | |
| Gary Brandon | | | |
| Grand Valley | | | |
| Grand Valley Ridge | | | |
| Harlan Brown | 69 | | |
| Hidden Hills, Phase II | 83 | | |
| Ivey Lane East | 34 | | |
| Ivey Lane North | 21 | | |
| J.J. Road Subdivision | 96 | | |
| Jim Bryan Duplexes | 15 | | |
| Lifestyle Development Subdivision | 20 | | |
| Lifestyle Homes | 60 | | |
| Meadow Brook Subdivision, Phase II | 50 | | |
| Moddy Lane Development | 7 | | |
| Mountain View Townhomes | | | |
| Mountain Terrace Subdivision | 32 | | |
| Peppermill | | | |
| Perry Road Subdivision | 9 | | |
| Pleasant Meadows | | | |
| Remington Place | 44 | | |
| Rolling Hills Subdivision, Phase II | 32 | | |
| Savannah Ridge | 76 | | |
| Scott Property Subdivision | 35 | | |
| Spring Creek Estates II | 161 | | |
| Spring Creek Park | 144 | | |
| Springdale Development II | 61 | | |
| Sugg Subdivision | 18 | | |
| Taldo West End Subdivision | 36 | | |
| Teague Subdivsion | 39 | | |
| The Falls | | | |
| The Meadows at River Mist | | | |
| Thornbury Subdivision, Phase V | 34 | | |
| Tuscany Village | 8 | | |
| Wagon Wheel Road | 130 | | |
| Walter Stone Estates | 17 | | |
| Westside Village | 9 | | |

Tontitown

- There were 116 total lots in active subdivisions in Tontitown in the fourth quarter of 2005. About 59 percent of the lots were occupied, 2 percent were complete, but unoccupied, 2 percent were under construction, 1 percent were starts, and 37 percent were vacant lots.
- 4 new houses in Tontitown became occupied in the fourth quarter of 2005. The annual absorption rate implies that there are 23.0 months of remaining inventory in active subdivisions.
- There were 1 existing houses sold in Tontitown from August 16 to November 15, 2005. This was a decrease of 50 percent over last quarter and the same as the fourth quarter last year.
- The average price of the houses sold in Tontitown declined from \$367,500 in the third quarter to \$290,000 in the fourth quarter. This was a 21.1 percent decline from last quarter and a 43.6 percent increase over the same period last year.
- In Tontitown, the average number of days from the initial house listing to the sale decreased from 97 days in the third quarter to 59 in the fourth quarter.
- About 0.1 percent of all houses sold in Washington County in the fourth quarter of 2005 were sold in Tontitown. The average sales price of a house in Tontitown was 151 percent of the county average.



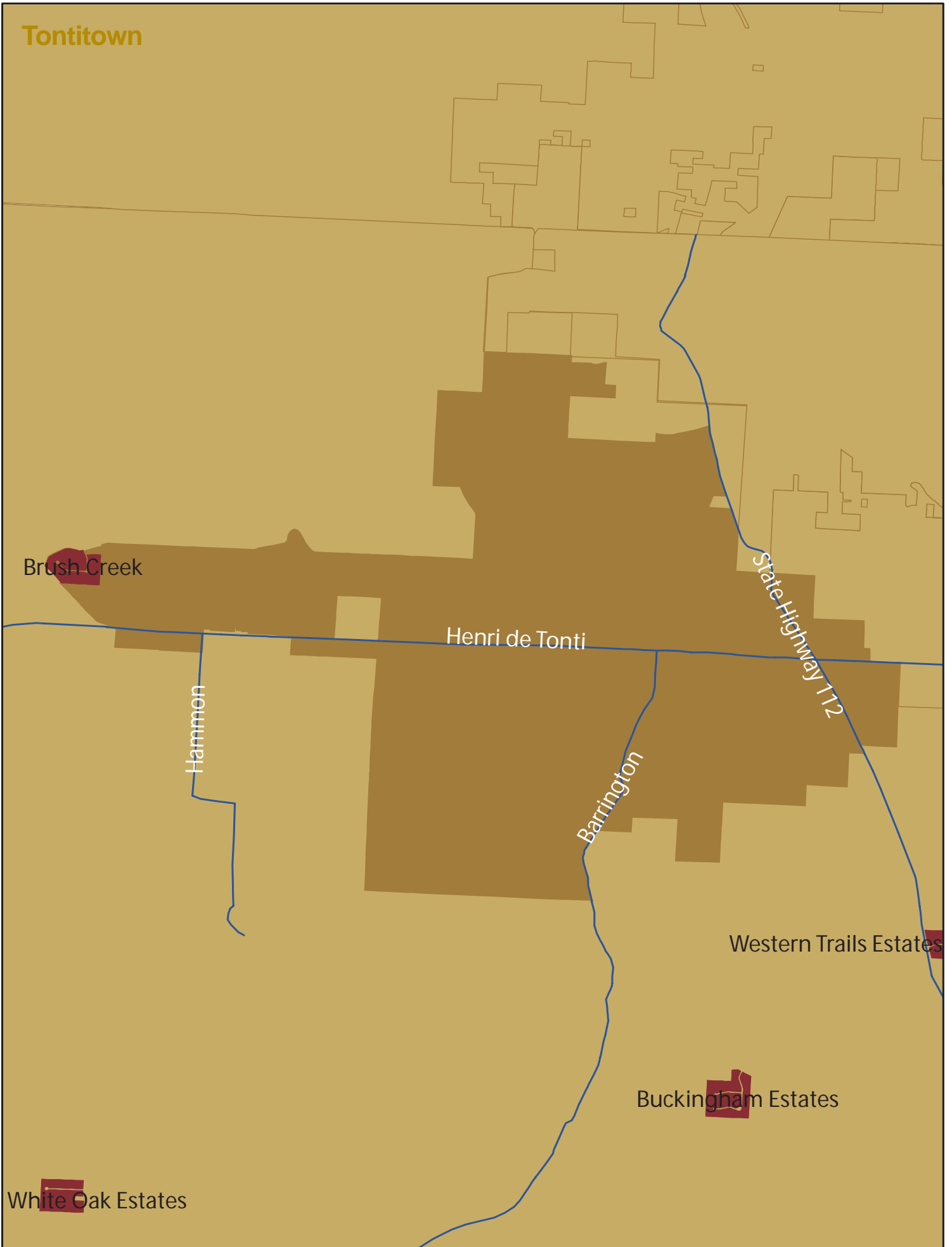
Tontitown House Status in Active Subdivisions Q4 2005

| Subdivision | Empty Lots | Start | Under Construction | Complete | Occupied | Total Lots | Absorbed Lots | Months of Inventory |
|------------------------|------------|----------|--------------------|----------|-----------|------------|---------------|---------------------|
| Barrington Heights | 29 | 1 | 0 | 0 | 0 | 30 | 0 | - |
| Brush Creek | 2 | 0 | 0 | 0 | 18 | 20 | 1 | 12.0 |
| Buckingham Estates | 2 | 0 | 0 | 0 | 24 | 26 | 3 | 1.4 |
| Western Trails Estates | 5 | 0 | 1 | 0 | 19 | 25 | 0 | 72.0 |
| White Oak Estates | 5 | 0 | 1 | 2 | 7 | 15 | 0 | 19.2 |
| Tontitown | 43 | 1 | 2 | 2 | 68 | 116 | 4 | 23.0 |

Tontitown Price Range of Houses Sold August 16 - November 15, 2005

| Price Range | Number Sold | Percentage of Houses Sold | Average Square Footage | Average Days on Market | Average Sold Price as a Percentage of List Price | Average Price Per Square Foot |
|-----------------------|-------------|---------------------------|------------------------|------------------------|--|-------------------------------|
| \$0 - \$50,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$50,001 - \$100,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$100,001 - \$150,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$150,001 - \$200,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$200,001 - \$250,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$250,001 - \$300,000 | 1 | 100.0% | 3,260 | 59 | 98.3% | \$88.96 |
| \$300,001 - \$350,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$350,001 - \$400,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$400,001 - \$450,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$450,001 - \$500,000 | 0 | 0.0% | -- | -- | -- | -- |
| \$500,000+ | 0 | 0.0% | -- | -- | -- | -- |
| Tontitown | 1 | 100.0% | 3,260 | 59 | 98.3% | \$88.96 |

Tontitown



Brush Creek

Henri de Tonti

Hammon

Barrington

State Highway 112

Western Trails Estates

Buckingham Estates

White Oak Estates