

**Sales and Inventory Report**  
**Category - Residential**  
**Statistics for Entire MLS from 8/1/2008 - 7/31/2012**

Category:1  
Area:08

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2008	26	\$6,624,500	\$265,197	\$254,788	\$238,500	117	154	96.07%	401	15.42
September	2008	21	\$5,230,115	\$256,334	\$249,053	\$217,500	110	147	97.15%	382	18.19
October	2008	32	\$8,437,104	\$271,025	\$263,659	\$236,406	95	138	97.28%	389	12.15
November	2008	12	\$3,867,275	\$334,031	\$322,272	\$296,650	93	181	96.47%	375	31.25
December	2008	21	\$5,110,500	\$251,609	\$243,357	\$202,000	89	109	96.72%	354	16.85
January	2009	9	\$3,145,581	\$356,642	\$349,509	\$325,176	114	123	97.99%	325	36.11
February	2009	15	\$3,151,802	\$211,315	\$210,120	\$189,800	151	159	99.43%	337	22.46
March	2009	24	\$5,279,690	\$231,204	\$219,987	\$193,495	115	166	95.14%	356	14.83
April	2009	27	\$5,379,050	\$207,661	\$199,224	\$190,000	120	151	95.93%	362	13.40
May	2009	17	\$4,647,878	\$288,566	\$273,404	\$235,000	114	183	94.74%	388	22.82
June	2009	26	\$5,283,074	\$204,918	\$203,195	\$200,750	150	192	99.15%	399	15.34
July	2009	22	\$6,145,695	\$294,442	\$279,349	\$240,550	143	171	94.87%	387	17.59
Annual:		252	\$62,302,264	\$255,911	\$247,231	\$217,250	118	156	96.60%	371	17.66

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2009	26	\$6,040,520	\$235,220	\$232,327	\$194,250	103	159	98.77%	384	14.76
September	2009	25	\$6,218,137	\$256,613	\$248,725	\$222,900	94	132	96.92%	368	14.72
October	2009	33	\$7,094,850	\$217,203	\$214,995	\$202,000	78	141	98.98%	381	11.54
November	2009	30	\$6,848,383	\$233,011	\$228,279	\$206,750	165	216	97.96%	368	12.26
December	2009	18	\$3,641,183	\$206,607	\$202,287	\$183,125	121	139	97.90%	317	17.61
January	2010	25	\$5,516,155	\$219,733	\$220,646	\$209,000	63	73	100.41%	319	12.76
February	2010	13	\$2,991,770	\$238,855	\$230,136	\$210,000	123	187	96.34%	343	26.38
March	2010	19	\$3,947,750	\$217,418	\$207,776	\$187,500	118	140	95.56%	361	19.00
April	2010	22	\$4,769,860	\$224,354	\$216,811	\$176,940	92	128	96.63%	388	17.63
May	2010	35	\$8,067,968	\$231,892	\$230,513	\$200,000	83	108	99.40%	389	11.11
June	2010	42	\$10,669,199	\$255,334	\$254,028	\$235,400	79	133	99.48%	393	9.35
July	2010	25	\$6,533,231	\$262,950	\$261,329	\$248,824	75	97	99.38%	401	16.04
Annual:		313	\$72,339,006	\$234,783	\$231,115	\$205,000	97	136	98.43%	368	14.10

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2010	26	\$5,368,205	\$212,453	\$206,469	\$182,250	107	170	97.18%	382	14.69
September	2010	24	\$5,683,620	\$241,983	\$236,817	\$197,800	68	91	97.86%	367	15.29
October	2010	27	\$6,436,795	\$246,561	\$238,399	\$229,365	135	202	96.68%	346	12.81
November	2010	28	\$5,561,375	\$205,770	\$198,620	\$185,000	122	131	96.52%	319	11.39
December	2010	19	\$3,629,035	\$194,340	\$191,001	\$173,185	117	167	98.28%	295	15.52
January	2011	12	\$3,134,300	\$267,075	\$261,191	\$210,000	116	163	97.79%	288	24.00
February	2011	12	\$2,472,915	\$219,936	\$206,076	\$213,950	87	158	93.69%	309	25.75
March	2011	20	\$4,851,790	\$255,209	\$242,589	\$184,975	92	126	95.05%	329	16.45
April	2011	24	\$4,702,404	\$204,007	\$195,933	\$194,000	124	155	96.04%	345	14.37
May	2011	26	\$5,192,868	\$216,498	\$199,725	\$180,000	153	188	92.25%	369	14.19
June	2011	28	\$6,747,500	\$247,883	\$240,982	\$216,910	115	135	97.21%	385	13.75
July	2011	29	\$6,694,099	\$246,107	\$230,831	\$200,000	110	168	93.79%	391	13.48
Annual:		275	\$60,474,906	\$229,068	\$219,908	\$200,000	114	154	96.00%	344	15.01

<b>Month</b>	<b>Year</b>	<b>Monthly Sales</b>	<b>Monthly Volume</b>	<b>Avg List \$</b>	<b>Avg Sale \$</b>	<b>Median Sold \$</b>	<b>Avg DOM</b>	<b>Avg CDOM</b>	<b>% Sold/List</b>	<b>Current Inventory</b>	<b>Months Inventory</b>
<b>August</b>	2011	28	\$6,148,779	\$231,951	\$219,599	\$207,700	133	173	94.67%	380	13.57
<b>September</b>	2011	14	\$2,931,626	\$225,812	\$209,401	\$178,500	102	120	92.73%	376	26.85
<b>October</b>	2011	21	\$5,948,432	\$305,714	\$283,258	\$189,000	158	251	92.65%	362	17.23
<b>November</b>	2011	22	\$5,146,700	\$250,833	\$233,940	\$160,500	146	187	93.26%	326	14.81
<b>December</b>	2011	27	\$5,363,142	\$211,824	\$198,634	\$199,900	122	192	93.77%	298	11.03
<b>January</b>	2012	19	\$4,716,446	\$265,613	\$248,234	\$268,000	113	167	93.45%	277	14.57
<b>February</b>	2012	20	\$3,445,840	\$179,862	\$172,292	\$153,750	107	168	95.79%	263	13.15

<b>March</b>	2012	27	\$5,250,411	\$203,427	\$194,459	\$163,000	142	242	95.59%	277	10.25
<b>April</b>	2012	27	\$5,682,775	\$217,882	\$210,473	\$158,000	82	181	96.59%	314	11.62
<b>May</b>	2012	33	\$6,603,084	\$213,833	\$200,093	\$186,000	129	226	93.57%	331	10.03
<b>June</b>	2012	45	\$9,618,006	\$218,173	\$213,733	\$170,000	81	98	97.96%	349	7.75
<b>July</b>	2012	24	\$4,700,480	\$212,978	\$195,853	\$184,781	105	153	91.95%	363	15.12
<b>Annual:</b>		<b>307</b>	<b>\$65,555,721</b>	<b>\$225,793</b>	<b>\$213,536</b>	<b>\$186,000</b>	<b>116</b>	<b>178</b>	<b>94.57%</b>	<b>326</b>	<b>12.74</b>

<b>Annual:</b>	<b>2008 - 2012</b>	<b>1147</b>	<b>\$260,671,897</b>	<b>\$235,649</b>	<b>\$227,264</b>	<b>\$200,000</b>	<b>111</b>	<b>156</b>	<b>96.44%</b>	<b>352</b>	<b>14.73</b>
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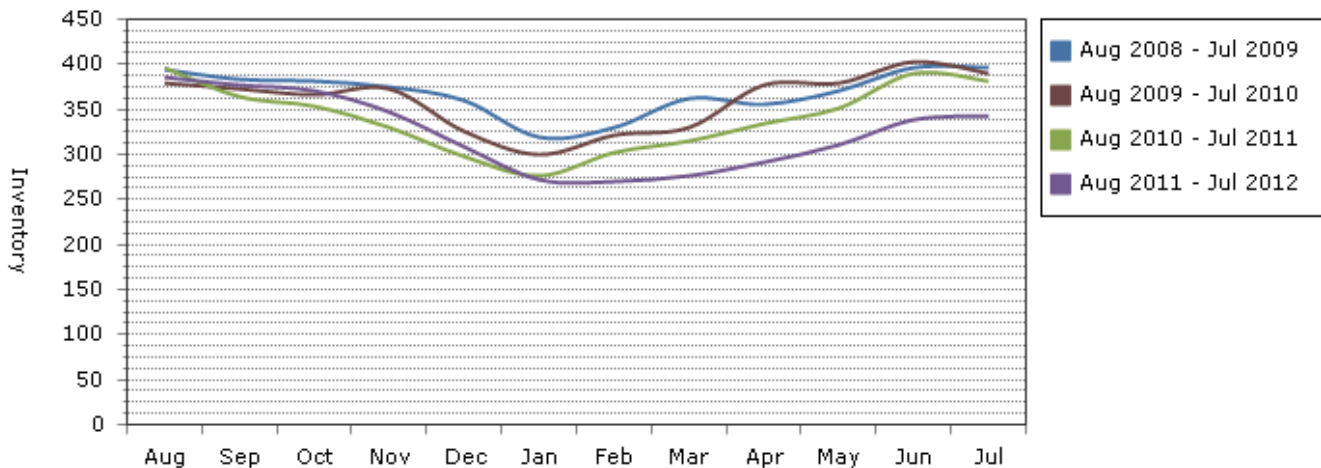
**Note:** The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

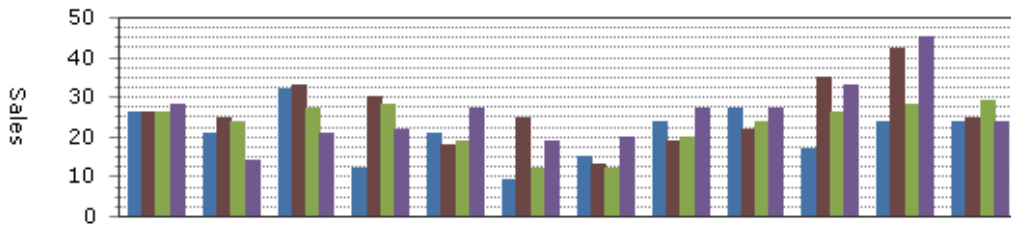
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

This reflects how many months it would take to sell out of inventory at the current month's rate of sale.

- Total Months Inventory = Total Current Inventory / (Total Monthly Sales/12 Months)

**Sales and Inventory: 8/1/2008 - 7/31/2012**





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Prepared by JIM DUNCAN of NEST REALTY GROUP on Tuesday, August 07, 2012 3:29 PM.