

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

Category:1
 Area:11

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2008	24	\$6,291,542	\$264,338	\$262,147	\$256,200	110	135	99.17%	328	13.66
September	2008	23	\$4,912,695	\$219,893	\$213,595	\$206,000	106	115	97.13%	330	14.34
October	2008	22	\$5,762,990	\$255,733	\$261,954	\$241,169	68	106	102.43%	315	14.31
November	2008	10	\$2,809,161	\$289,818	\$280,916	\$234,865	146	141	96.92%	312	31.20
December	2008	11	\$3,132,954	\$292,155	\$284,814	\$261,889	78	111	97.48%	320	29.09
January	2009	2	\$420,645	\$212,825	\$210,322	\$210,322	160	167	98.82%	306	153.00
February	2009	8	\$2,140,284	\$267,199	\$267,535	\$231,912	51	77	100.12%	302	37.75
March	2009	11	\$2,519,950	\$234,736	\$229,086	\$223,000	29	54	97.59%	299	27.18
April	2009	14	\$2,720,920	\$193,829	\$194,351	\$202,000	97	126	100.26%	303	21.64
May	2009	9	\$1,939,720	\$223,842	\$215,524	\$205,230	163	217	96.28%	297	33.00
June	2009	17	\$3,335,836	\$205,572	\$196,225	\$186,500	136	183	95.45%	289	17.00
July	2009	23	\$5,587,549	\$251,603	\$242,936	\$214,990	158	192	96.55%	267	11.60
Annual:		174	\$41,574,246	\$243,073	\$238,932	\$226,000	108	136	98.29%	306	21.10

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2009	17	\$4,633,005	\$281,931	\$272,529	\$209,900	148	176	96.66%	262	15.41
September	2009	18	\$3,453,552	\$211,005	\$191,864	\$197,000	196	234	90.92%	264	14.66
October	2009	25	\$6,016,327	\$242,536	\$240,653	\$206,000	120	127	99.22%	269	10.76
November	2009	17	\$3,493,104	\$195,052	\$205,476	\$179,999	94	230	105.34%	265	15.58
December	2009	17	\$4,522,246	\$271,283	\$266,014	\$225,000	188	224	98.05%	257	15.11
January	2010	7	\$1,935,881	\$256,145	\$276,554	\$294,500	176	147	107.96%	242	34.57
February	2010	8	\$2,047,740	\$256,411	\$255,967	\$277,000	120	134	99.82%	240	30.00
March	2010	12	\$3,375,127	\$287,195	\$281,260	\$221,717	101	131	97.93%	253	21.08
April	2010	24	\$5,084,257	\$220,209	\$211,844	\$206,500	85	106	96.20%	252	10.50
May	2010	15	\$3,652,325	\$248,132	\$243,488	\$228,500	142	142	98.12%	248	16.53
June	2010	23	\$5,690,055	\$255,745	\$247,393	\$225,000	109	195	96.73%	242	10.52
July	2010	21	\$6,000,616	\$320,710	\$285,743	\$167,000	135	170	89.09%	231	11.00
Annual:		204	\$49,904,235	\$252,435	\$244,628	\$214,830	131	169	96.90%	252	14.82

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2010	20	\$5,140,161	\$271,118	\$257,008	\$203,750	116	168	94.79%	237	11.85
September	2010	8	\$2,022,386	\$267,010	\$252,798	\$237,500	98	162	94.67%	240	30.00
October	2010	10	\$1,751,500	\$183,280	\$175,150	\$181,750	90	117	95.56%	237	23.70
November	2010	10	\$2,105,386	\$214,205	\$210,538	\$209,493	131	298	98.28%	227	22.70
December	2010	9	\$1,605,245	\$184,484	\$178,360	\$187,910	136	161	96.68%	217	24.11
January	2011	10	\$1,541,300	\$162,480	\$154,130	\$106,000	108	124	94.86%	215	21.50
February	2011	10	\$2,256,170	\$237,860	\$225,617	\$248,150	106	161	94.85%	195	19.50
March	2011	10	\$2,425,905	\$241,914	\$242,590	\$209,000	28	29	100.27%	203	20.30
April	2011	15	\$2,379,413	\$162,133	\$158,627	\$134,540	80	92	97.83%	217	14.46
May	2011	9	\$1,531,150	\$184,175	\$170,127	\$118,700	123	118	92.37%	249	27.66
June	2011	17	\$4,719,556	\$281,091	\$277,620	\$235,140	109	134	98.76%	249	14.64
July	2011	17	\$4,440,212	\$271,874	\$261,188	\$226,000	98	158	96.06%	257	15.11
Annual:		145	\$31,918,384	\$228,318	\$220,126	\$200,000	102	143	96.41%	229	18.95

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2011	19	\$4,087,719	\$227,221	\$215,143	\$180,000	127	136	94.68%	234	12.31
September	2011	12	\$2,504,018	\$208,257	\$208,668	\$169,750	87	106	100.19%	229	19.08
October	2011	8	\$1,945,330	\$255,801	\$243,166	\$187,450	100	163	95.06%	208	26.00
November	2011	7	\$1,092,662	\$164,501	\$156,094	\$95,000	127	157	94.88%	205	29.28
December	2011	15	\$3,093,463	\$205,481	\$206,230	\$184,900	104	113	100.36%	172	11.46
January	2012	5	\$1,383,706	\$272,158	\$276,741	\$284,306	80	205	101.68%	166	33.20
February	2012	15	\$2,184,879	\$145,709	\$145,658	\$129,000	89	89	99.96%	170	11.33

March	2012	13	\$3,776,794	\$277,967	\$290,522	\$268,500	58	81	104.51%	180	13.84
April	2012	8	\$1,709,857	\$221,375	\$213,732	\$179,500	119	120	96.54%	193	24.12
May	2012	15	\$2,665,343	\$180,679	\$177,689	\$135,000	84	114	98.34%	204	13.60
June	2012	18	\$4,930,782	\$296,124	\$273,932	\$198,950	99	167	92.50%	203	11.27
July	2012	15	\$3,060,906	\$205,988	\$204,060	\$182,500	117	139	99.06%	197	13.13
Annual:		150	\$32,435,459	\$221,051	\$216,236	\$179,950	100	127	97.82%	197	15.76

Annual:	2008 - 2012	673	\$155,832,324	\$237,824	\$231,548	\$210,000	112	146	97.36%	246	17.54
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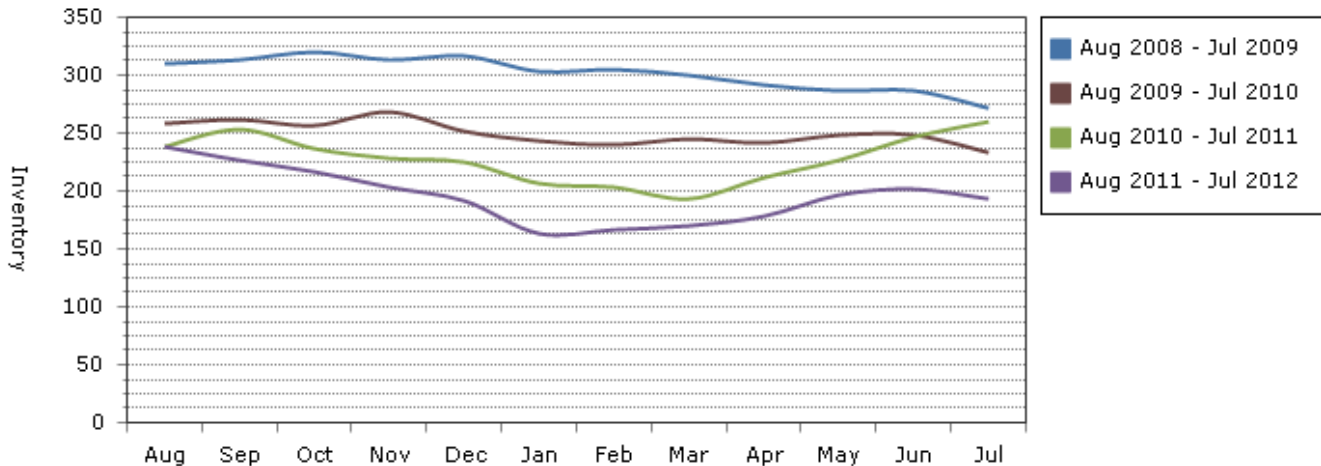
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

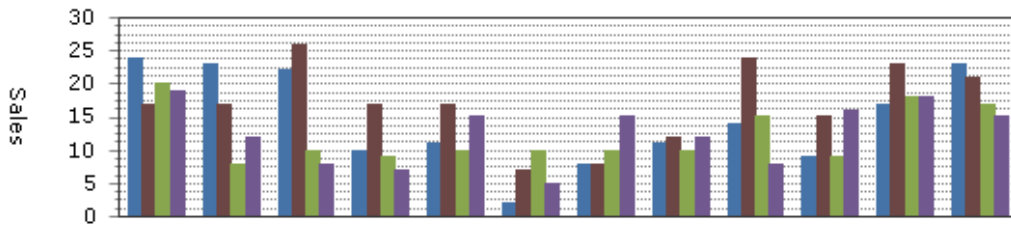
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

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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