

**Sales and Inventory Report**  
**Category - Residential**  
**Statistics for Entire MLS from 6/1/2007 - 5/31/2011**

Category:1  
 Property Type:CND  
 Area:01,05,08,10,13

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
June	2007	32	\$6,975,485	\$224,320	\$217,983	\$177,425	66	66	97.17%	399	12.46
July	2007	47	\$9,254,628	\$208,916	\$196,906	\$175,000	71	71	94.25%	367	7.80
August	2007	46	\$10,521,373	\$235,627	\$228,725	\$201,500	84	84	97.07%	363	7.89
September	2007	24	\$6,706,460	\$285,293	\$279,435	\$277,892	108	108	97.94%	347	14.45
October	2007	27	\$7,847,752	\$298,074	\$290,657	\$272,500	85	85	97.51%	350	12.96
November	2007	22	\$7,323,317	\$342,479	\$332,878	\$184,900	71	68	97.19%	336	15.27
December	2007	29	\$9,971,354	\$351,430	\$343,839	\$275,000	150	154	97.84%	328	11.31
January	2008	16	\$5,261,152	\$342,459	\$328,822	\$261,249	190	212	96.01%	333	20.81
February	2008	18	\$4,365,958	\$249,542	\$242,553	\$175,203	133	139	97.19%	343	19.05
March	2008	21	\$6,663,924	\$328,756	\$317,329	\$299,000	104	107	96.52%	372	17.71
April	2008	18	\$3,680,502	\$213,046	\$204,472	\$180,375	121	121	95.97%	370	20.55
May	2008	26	\$5,027,100	\$207,971	\$193,350	\$184,250	67	72	92.96%	366	14.07
<b>Annual:</b>		<b>326</b>	<b>\$83,599,005</b>	<b>\$265,565</b>	<b>\$256,438</b>	<b>\$193,500</b>	<b>97</b>	<b>99</b>	<b>96.56%</b>	<b>356</b>	<b>13.10</b>

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
June	2008	27	\$6,338,950	\$248,238	\$234,775	\$169,000	145	154	94.57%	355	13.14
July	2008	46	\$10,825,404	\$251,652	\$235,334	\$197,950	121	154	93.51%	336	7.30
August	2008	25	\$4,689,500	\$205,471	\$187,580	\$148,000	87	126	91.29%	348	13.92
September	2008	27	\$6,125,349	\$257,114	\$226,864	\$159,950	98	118	88.23%	312	11.55
October	2008	10	\$2,492,430	\$269,150	\$249,243	\$218,500	134	152	92.60%	309	30.90
November	2008	7	\$2,082,000	\$320,400	\$297,428	\$215,000	213	245	92.83%	302	43.14
December	2008	13	\$2,805,095	\$239,284	\$215,776	\$189,000	39	64	90.17%	296	22.76
January	2009	5	\$1,321,900	\$277,720	\$264,380	\$214,000	48	105	95.19%	313	62.60
February	2009	5	\$762,905	\$171,260	\$152,581	\$148,000	168	206	89.09%	352	70.40
March	2009	8	\$1,161,450	\$158,293	\$145,181	\$145,000	133	163	91.71%	354	44.25
April	2009	7	\$1,435,700	\$218,357	\$205,100	\$170,000	274	320	93.92%	366	52.28
May	2009	22	\$3,306,700	\$166,472	\$150,304	\$140,750	72	121	90.28%	361	16.40
<b>Annual:</b>		<b>202</b>	<b>\$43,347,383</b>	<b>\$233,190</b>	<b>\$214,591</b>	<b>\$166,625</b>	<b>115</b>	<b>146</b>	<b>92.02%</b>	<b>334</b>	<b>19.84</b>

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
June	2009	26	\$4,665,100	\$191,751	\$179,426	\$148,500	128	156	93.57%	357	13.73
July	2009	26	\$5,200,268	\$209,605	\$200,010	\$176,404	72	151	95.42%	355	13.65
August	2009	26	\$4,970,000	\$204,009	\$191,153	\$178,300	125	158	93.69%	357	13.73
September	2009	15	\$3,936,950	\$300,120	\$262,463	\$152,400	72	89	87.45%	373	24.86
October	2009	17	\$2,720,650	\$175,041	\$160,038	\$150,000	126	137	91.42%	375	22.05
November	2009	11	\$1,968,400	\$191,300	\$178,945	\$149,900	164	208	93.54%	358	32.54
December	2009	13	\$2,911,550	\$234,646	\$223,965	\$185,000	92	129	95.44%	356	27.38
January	2010	10	\$2,184,800	\$269,075	\$218,480	\$155,750	143	176	81.19%	344	34.40
February	2010	17	\$3,708,250	\$229,708	\$218,132	\$245,000	108	132	94.96%	348	20.47
March	2010	25	\$4,626,600	\$197,494	\$185,064	\$153,000	175	201	93.70%	346	13.84
April	2010	20	\$4,245,452	\$225,519	\$212,272	\$132,000	136	169	94.12%	348	17.40
May	2010	18	\$2,950,297	\$163,268	\$163,905	\$151,450	96	156	100.38%	348	19.33
<b>Annual:</b>		<b>224</b>	<b>\$44,088,317</b>	<b>\$211,402</b>	<b>\$196,822</b>	<b>\$154,000</b>	<b>119</b>	<b>156</b>	<b>93.10%</b>	<b>355</b>	<b>19.01</b>

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
June	2010	28	\$6,524,028	\$245,469	\$233,001	\$161,250	84	112	94.92%	355	12.67
July	2010	21	\$5,252,310	\$259,405	\$250,110	\$180,500	132	186	96.41%	347	16.52
August	2010	31	\$7,737,596	\$254,571	\$249,599	\$197,000	123	181	98.04%	335	10.80
September	2010	19	\$4,913,801	\$277,373	\$258,621	\$189,900	163	256	93.23%	336	17.68
October	2010	14	\$2,946,600	\$223,795	\$210,471	\$166,250	245	251	94.04%	331	23.64
November	2010	11	\$2,282,915	\$224,901	\$207,537	\$185,915	141	187	92.27%	302	27.45
December	2010	23	\$5,547,393	\$240,852	\$241,191	\$190,500	94	133	100.14%	289	12.56
January	2011	14	\$3,249,777	\$239,513	\$232,126	\$174,950	122	137	96.91%	277	19.78
February	2011	12	\$2,986,730	\$265,141	\$248,894	\$134,300	355	499	93.87%	283	23.58
March	2011	19	\$3,958,401	\$215,838	\$208,336	\$202,090	117	171	96.52%	294	15.47
April	2011	18	\$2,785,203	\$160,396	\$154,733	\$137,375	114	135	96.46%	301	16.72
May	2011	12	\$1,956,799	\$173,284	\$163,066	\$159,950	69	174	94.10%	303	25.25
<b>Annual:</b>		<b>222</b>	<b>\$50,141,553</b>	<b>\$235,276</b>	<b>\$225,862</b>	<b>\$175,000</b>	<b>136</b>	<b>188</b>	<b>95.99%</b>	<b>313</b>	<b>16.91</b>

<b>Annual:</b>	<b>2007 - 2011</b>	<b>974</b>	<b>\$221,176,258</b>	<b>\$239,491</b>	<b>\$227,080</b>	<b>\$175,203</b>	<b>115</b>	<b>142</b>	<b>94.81%</b>	<b>340</b>	<b>16.75</b>
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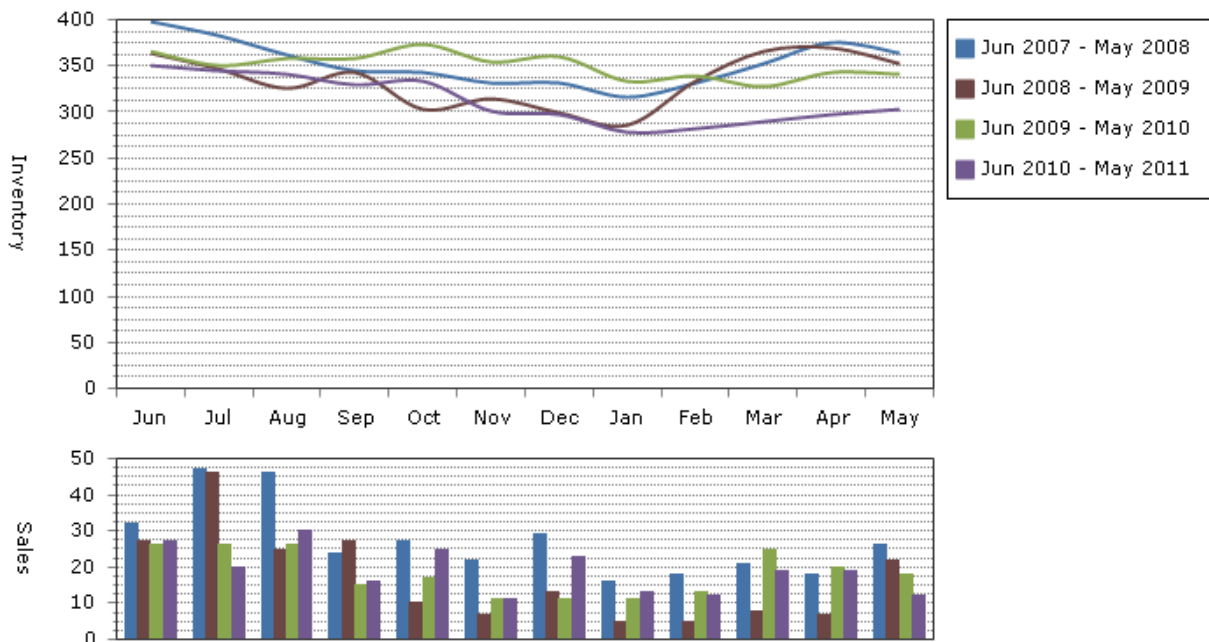
**Note:** The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

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: 6/1/2007 - 5/31/2011



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Prepared by JIM DUNCAN of NEST REALTY GROUP on Monday, June 06, 2011 6:58 AM.