

**EL DORADO COUNTY ASSOCIATION OF REALTORS®  
ALL SALES TRANSACTIONS**

YEAR: 2015

| MONT<br>H | PENDING | FINAL | \$VOLUME        |
|-----------|---------|-------|-----------------|
|           | SALES   | SALES | FINAL SALES     |
| JAN.      | 292     | 138** | \$ 49,144,600** |
| FEB.      | 331     | 199** | \$ 69,577,200** |
| MAR.      | 409     | 276** | \$101,248,900** |
| APR.      | 452     | 308** | \$124,286,800** |
| MAY       | 418     | 319** | \$134,104,300** |
| JUNE      | 396     | 295** | \$119,226,200** |
| JULY      | 337     | 339** | \$142,361,700** |
| AUG.      | 345     | 274** | \$113,850,700** |
| SEPT.     | 318     | 266** | \$103,313,700** |
| OCT.      | 312     | 236** | \$ 89,857,000** |
| NOV.      | 297     | 195** | \$ 76,656,200** |
| DEC.      | 229     | 238** | \$ 90,251,900** |

YEAR: 2016

| MONTH | PENDING | FINAL | \$VOLUME      |
|-------|---------|-------|---------------|
|       | SALES   | SALES | FINAL SALES   |
| JAN.  | 295     | 176   | \$ 72,294,900 |
| FEB.  |         |       |               |
| MAR.  |         |       |               |
| APR.  |         |       |               |
| MAY   |         |       |               |
| JUNE  |         |       |               |
| JULY  |         |       |               |
| AUG.  |         |       |               |
| SEPT. |         |       |               |
| OCT.  |         |       |               |
| NOV.  |         |       |               |
| DEC.  |         |       |               |

\*\*Final Sales & Dollar Volume figures have been revised to reflect late reporting of sales into the MLS computer system.

EL DORADO COUNTY LISTING SUMMARY

|       | YEAR     | 2011     | YEAR     | 2012     | YEAR     | 2013     | YEAR     | 2014     | YEAR     | 2015     | YEAR     | 2016     |
|-------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|       | TOTAL    | NEW      | TOTAL    | NEW      | TOTAL    | NEW      | TOTAL    | NEW      | TOTAL    | NEW      | TOTAL    | NEW      |
| MONTH | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS | LISTINGS |
| JAN.  | 1307     | 346      | 1236     | 269      | 774      | 194      | 1083     | 263      | 1020     | 240      | 955      | 192      |
| FEB.  | 1355     | 309      | 1275     | 268      | 1065     | 196      | 1165     | 297      | 1179     | 299      |          |          |
| MAR.  | 1349     | 307      | 1175     | 264      | 1104     | 224      | 1324     | 329      | 1284     | 345      |          |          |
| APR.  | 1493     | 392      | 1335     | 294      | 1226     | 271      | 1445     | 340      | 1514     | 451      |          |          |
| MAY   | 1567     | 332      | 1400     | 316      | 1331     | 305      | 1614     | 415      | 1585     | 352      |          |          |
| JUNE  | 1662     | 383      | 1793     | 276      | 1384     | 304      | 1690     | 380      | 1694     | 426      |          |          |
| JULY  | 1731     | 403      | 1350     | 213      | 1447     | 325      | 1617     | 350      | 1568     | 351      |          |          |
| AUG.  | 1713     | 369      | 1376     | 263      | 1391     | 296      | 1428     | 287      | 1562     | 294      |          |          |
| SEPT. | 1652     | 331      | 1344     | 208      | 1467     | 311      | 1463     | 300      | 1516     | 272      |          |          |
| OCT.  | 1445     | 229      | 1207     | 217      | 1312     | 271      | 1249     | 263      | 1339     | 248      |          |          |
| NOV.  | 1477     | 261      | 999      | 137      | 1209     | 194      | 1179     | 176      | 1125     | 175      |          |          |
| DEC.  | 1233     | 195      | 918      | 121      | 1168     | 149      | 915      | 129      | 837      | 125      |          |          |

**EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY**

|      | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 2005 | 185  | 195  | 320  | 286  | 255 | 276  | 260  | 269  | 249   | 187  | 179  | 171  |
| 2006 | 121  | 126  | 211  | 180  | 197 | 225  | 176  | 175  | 143   | 144  | 133  | 164  |
| 2007 | 137  | 120  | 187  | 175  | 151 | 174  | 160  | 167  | 118   | 127  | 110  | 111  |
| 2008 | 76   | 94   | 104  | 136  | 153 | 171  | 134  | 160  | 172   | 164  | 128  | 118  |
| 2009 | 94   | 106  | 125  | 131  | 158 | 180  | 197  | 152  | 172   | 194  | 154  | 154  |
| 2010 | 123  | 128  | 176  | 201  | 212 | 208  | 170  | 165  | 175   | 180  | 184  | 167  |
| 2011 | 144  | 137  | 196  | 205  | 197 | 232  | 226  | 218  | 230   | 176  | 203  | 239  |
| 2012 | 154  | 203  | 234  | 220  | 260 | 286  | 234  | 284  | 228   | 261  | 227  | 200  |
| 2013 | 156  | 186  | 246  | 257  | 286 | 260  | 254  | 251  | 206   | 226  | 192  | 206  |
| 2014 | 152  | 139  | 205  | 230  | 262 | 260  | 234  | 254  | 217   | 234  | 168  | 191  |
| 2015 | 117  | 162  | 221  | 265  | 288 | 250  | 299  | 248  | 230   | 208  | 171  | 210  |
| 2016 | 148  |      |      |      |     |      |      |      |       |      |      |      |

**NEW LISTINGS BY MONTH (RESIDENTIAL)**

|      | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 2005 | 183  | 202  | 229  | 262  | 346 | 363  | 334  | 408  | 421   | 386  | 259  | 168  |
| 2006 | 355  | 345  | 333  | 427  | 584 | 518  | 494  | 443  | 420   | 342  | 259  | 180  |
| 2007 | 419  | 360  | 458  | 508  | 449 | 423  | 379  | 405  | 325   | 309  | 253  | 206  |
| 2008 | 334  | 330  | 316  | 303  | 482 | 347  | 342  | 303  | 288   | 256  | 210  | 196  |
| 2009 | 262  | 218  | 275  | 289  | 318 | 263  | 290  | 242  | 206   | 238  | 203  | 146  |
| 2010 | 215  | 292  | 319  | 303  | 285 | 297  | 309  | 261  | 260   | 220  | 206  | 178  |
| 2011 | 253  | 238  | 238  | 306  | 242 | 286  | 321  | 321  | 260   | 178  | 206  | 143  |
| 2012 | 203  | 206  | 208  | 195  | 255 | 193  | 152  | 183  | 160   | 151  | 85   | 76   |
| 2013 | 92   | 119  | 156  | 181  | 216 | 209  | 232  | 213  | 218   | 185  | 134  | 82   |
| 2014 | 180  | 167  | 234  | 246  | 301 | 298  | 257  | 223  | 215   | 196  | 123  | 85   |
| 2015 | 151  | 224  | 253  | 305  | 261 | 306  | 267  | 220  | 198   | 185  | 127  | 74   |
| 2016 | 115  |      |      |      |     |      |      |      |       |      |      |      |

**EL DORADO COUNTY-MEDIAN PRICE FOR SINGLE FAMILY HOMES-MONTHLY**

|      | JAN.       | FEB.       | MAR.       | APR.       | MAY       | JUNE       | JULY      | AUG.       | SEPT.      | OCT.       | NOV.      | DEC.       |
|------|------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|-----------|------------|
| 2005 | \$ 442,500 | \$ 445,000 | \$ 439,000 | \$459,250  | \$487,000 | \$479,705  | \$475,000 | \$485,000  | \$ 504,000 | \$465,000  | \$472,000 | \$492,500  |
| 2006 | \$ 487,000 | \$ 437,350 | \$ 515,000 | \$521,225  | \$499,900 | \$519,000  | \$499,475 | \$502,000  | \$ 484,250 | \$457,500  | \$450,000 | \$456,950  |
| 2007 | \$ 447,000 | \$ 502,500 | \$ 479,000 | \$450,000  | \$488,000 | \$ 485,000 | \$489,419 | \$ 430,000 | \$ 424,500 | \$390,000  | \$383,750 | \$417,000  |
| 2008 | \$ 420,000 | \$ 382,000 | \$ 359,000 | \$379,500  | \$386,000 | \$ 399,000 | \$380,000 | \$ 354,950 | \$ 358,000 | \$385,000  | \$350,000 | \$329,500  |
| 2009 | \$ 328,000 | \$ 337,250 | \$ 335,500 | \$320,000  | \$335,000 | \$ 344,000 | \$337,750 | \$ 287,500 | \$ 292,500 | \$281,750  | \$319,000 | \$286,500  |
| 2010 | \$ 315,000 | \$ 289,000 | \$ 294,950 | \$299,000  | \$300,000 | \$332,500  | \$317,389 | \$ 288,000 | \$ 277,000 | \$264,250  | \$285,000 | \$277,000  |
| 2011 | \$ 240,950 | \$ 230,000 | \$ 265,000 | \$269,900  | \$250,000 | \$282,000  | \$264,000 | \$ 267,250 | \$ 235,000 | \$241,000  | \$240,000 | \$263,000  |
| 2012 | \$ 250,000 | \$ 236,000 | \$ 256,750 | \$256,750  | \$287,000 | \$ 258,500 | \$285,000 | \$ 275,000 | \$ 284,750 | \$266,000  | \$275,000 | \$289,000  |
| 2013 | \$ 277,250 | \$ 300,000 | \$ 308,849 | \$325,000  | \$344,500 | \$ 336,700 | \$355,550 | \$ 350,000 | \$ 349,000 | \$355,000  | \$352,500 | \$363,250  |
| 2014 | \$ 316,500 | \$ 336,500 | \$ 385,000 | \$375,000  | \$379,000 | \$ 389,950 | \$374,000 | \$ 399,000 | \$ 350,000 | \$ 348,750 | \$369,000 | \$ 382,000 |
| 2015 | \$ 350,000 | \$ 381,500 | \$ 395,000 | \$ 400,000 | \$420,500 | \$ 405,000 | \$435,000 | \$ 390,000 | \$ 409,950 | \$ 389,700 | \$394,950 | \$ 395,000 |
| 2016 | \$ 404,750 |            |            |            |           |            |           |            |            |            |           |            |

**EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY**

|      | JAN.       | FEB.       | MAR.       | APR.       | MAY        | JUNE       | JULY      | AUG.       | SEPT.      | OCT.       | NOV.      | DEC.       |
|------|------------|------------|------------|------------|------------|------------|-----------|------------|------------|------------|-----------|------------|
| 2005 | \$ 522,287 | \$ 483,566 | \$ 493,306 | \$ 520,139 | \$ 535,880 | \$539,350  | \$545,768 | \$524,711  | \$ 544,110 | \$503,921  | \$527,648 | \$528,242  |
| 2006 | \$ 570,391 | \$ 500,207 | \$ 541,910 | \$ 559,820 | \$ 549,878 | \$547,701  | \$578,118 | \$572,647  | \$ 557,866 | \$539,861  | \$482,987 | \$516,202  |
| 2007 | \$ 474,378 | \$ 557,090 | \$ 529,618 | \$ 525,941 | \$ 538,590 | \$544,786  | \$537,893 | \$524,673  | \$ 485,485 | \$473,560  | \$457,326 | \$466,714  |
| 2008 | \$ 463,547 | \$ 416,868 | \$ 414,951 | \$ 426,308 | \$ 425,739 | \$458,584  | \$432,000 | \$397,935  | \$ 385,955 | \$418,186  | \$380,649 | \$362,228  |
| 2009 | \$ 362,713 | \$ 346,392 | \$ 381,476 | \$ 336,473 | \$ 376,340 | \$ 379,745 | \$357,571 | \$340,964  | \$ 324,917 | \$312,260  | \$338,976 | \$347,048  |
| 2010 | \$ 351,549 | \$ 323,276 | \$ 326,261 | \$ 352,727 | \$ 346,698 | \$366,993  | \$357,006 | \$324,138  | \$ 319,798 | \$311,549  | \$325,896 | \$315,837  |
| 2011 | \$ 289,443 | \$ 279,318 | \$ 310,178 | \$ 319,206 | \$ 298,429 | \$ 328,424 | \$297,264 | \$283,542  | \$ 276,344 | \$274,343  | \$287,037 | \$299,420  |
| 2012 | \$ 308,142 | \$ 282,971 | \$ 307,741 | \$ 306,939 | \$ 311,455 | \$ 308,060 | \$311,930 | \$312,512  | \$ 314,876 | \$323,365  | \$310,534 | \$328,189  |
| 2013 | \$ 312,541 | \$ 336,761 | \$ 345,377 | \$ 350,540 | \$ 367,590 | \$ 421,292 | \$334,545 | \$399,689  | \$ 371,094 | \$395,298  | \$393,120 | \$376,788  |
| 2014 | \$ 347,792 | \$ 368,928 | \$ 427,150 | \$ 421,075 | \$ 410,503 | \$412,190  | \$416,524 | \$ 416,061 | \$ 389,619 | \$381,815  | \$391,686 | \$411,912  |
| 2015 | \$ 401,317 | \$ 404,610 | \$ 416,676 | \$ 449,470 | \$ 453,164 | \$445,021  | \$462,859 | \$ 435,692 | \$ 431,959 | \$ 415,876 | \$422,318 | \$ 404,885 |
| 2016 | \$ 460,484 |            |            |            |            |            |           |            |            |            |           |            |

**MULTIPLE LISTING STATISTICS FOR JANUARY 2016**

|                         |     | CLOSED '15 | CLOSED '16 | AVERAGE<br>2015 | PRICE<br>2016 |
|-------------------------|-----|------------|------------|-----------------|---------------|
| RESIDENTIAL/COMMON INT. | RES | 117        | 148        | \$ 401,317      | \$ 460,484    |
| MOBILE HOME-IN PARK     | MOB | 3          | 4          | \$ 29,833       | \$ 41,300     |
| RESIDENTIAL INCOME      | RIN | 0          | 0          | \$ -            | \$ -          |
| LAND                    | LND | 18         | 23         | \$ 116,736      | \$ 165,787    |
| COMMERCIAL/INDUSTRIAL   | COM | 0          | 1          | \$ -            | \$ 165,000    |
| BUSINESS OPPORTUNITY    | BOP | 0          | 0          | \$ -            | \$ -          |

| <b>RESIDENTIAL SALES - BY AREA - JANUARY 2016</b> |       |            |            |            |            |
|---|-------|------------|------------|------------|------------|
|   |       | 2015       | 2015       | 2016       | 2016       |
| AREA  | ZONE  | # OF SALES | AVG. PRICE | # OF SALES | AVG. PRICE |
| GREATER CAMERON PARK                              | 12601 | 17         | \$ 349,647 | 22         | \$ 381,559 |
| EL DORADO HILLS                                   | 12602 | 34         | \$ 621,414 | 39         | \$ 694,234 |
| SHINGLE SPRINGS                                   | 12603 | 6          | \$ 498,000 | 10         | \$ 483,400 |
| RESCUE/LUNEMAN                                    | 12604 | 3          | \$ 426,333 | 0          | \$ -       |
| LATROBE/SOUTH AREA                                | 12605 | 0          | \$ -       | 0          | \$ -       |
| GREATER PLACERVILLE                               | 12701 | 9          | \$ 305,828 | 15         | \$ 414,293 |
| DIAMOND SPRGS/EL DORADO                           | 12702 | 4          | \$ 324,625 | 14         | \$ 302,211 |
| PLEASANTVALLEY/PLV SOUTH                          | 12703 | 5          | \$ 364,000 | 8          | \$ 450,500 |
| SOMERSET/SOUTH COUNTY                             | 12704 | 6          | \$ 275,833 | 7          | \$ 291,000 |
| COLOMA, LOTUS                                     | 12705 | 1          | \$ 150,000 | 0          | \$ -       |
| GREENSTONE/GOLDHILLWEST                           | 12706 | 0          | \$ -       | 1          | \$ 655,000 |
| MOSQUITO, SWANSBORO                               | 12707 | 0          | \$ -       | 0          | \$ -       |
| CAMINO, CEDAR GROVE                               | 12801 | 3          | \$ 326,333 | 6          | \$ 379,167 |
| POLLOCK PINES, SLY PARK                           | 12802 | 11         | \$ 220,636 | 9          | \$ 265,656 |
| AMERICAN RIVER CANYON                             | 12803 | 1          | \$ 219,000 | 0          | \$ -       |
| GEORGETOWN, GARDENVALLEY                          | 12901 | 10         | \$ 224,500 | 10         | \$ 272,525 |
| PILOT HILL, COOL                                  | 12902 | 7          | \$ 295,571 | 7          | \$ 499,388 |
| NORTH COUNTY                                      | 12903 | 0          | \$ -       | 0          | \$ -       |

**TRANSACTION SUMMARY**

|                                 | 2015       | 2015       | 2016       | 2016       |
|---------------------------------|------------|------------|------------|------------|
|                                 | MONTH      | YTD        | MONTH      | YTD        |
| PENDING SALES-TOTAL             | 292        | 292        | 295        | 295        |
| PENDING SALES - RESIDENTIAL     | 256        | 256        | 258        | 258        |
| CLOSED SALES - TOTAL            | 138        | 138        | 176        | 176        |
| CLOSED SALES - RESIDENTIAL      | 117        | 117        | 148        | 148        |
| CLOSED SALES -RES.MEDIAN PRICE  | \$ 350,000 | \$ 350,000 | \$ 404,750 | \$ 404,750 |
| LISTING INVENTORY - TOTAL       | 1020       |            | 955        |            |
| LISTING INVENTORY - RESIDENTIAL | 670        |            | 632        |            |

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 1/31)

| ZONE  | AREA                       | 2015<br># OF SALES | 2015<br>AVG. PRICE | 2016<br># OF SALES | 2016<br>AVG. PRICE |
|-------|----------------------------|--------------------|--------------------|--------------------|--------------------|
| 12601 | CAMERON PARK               | 17                 | \$349,647          | 22                 | \$391,559          |
| 12602 | EL DORADO HILLS            | 34                 | \$621,414          | 39                 | \$694,234          |
| 12603 | SHINGLE SPRINGS            | 6                  | \$498,000          | 10                 | \$483,400          |
| 12604 | RESCUE/NORTH AREA          | 3                  | \$426,333          | 0                  | \$0                |
| 12605 | LATROBE/SOUTH AREA         | 0                  | \$0                | 0                  | \$0                |
| 12701 | PLACERVILLE                | 9                  | \$305,828          | 15                 | \$414,293          |
| 12702 | DIAMOND SPRINGS/EL DORADO  | 4                  | \$324,625          | 14                 | \$302,211          |
| 12703 | PLEASANT VALLEY            | 5                  | \$364,000          | 8                  | \$450,500          |
| 12704 | SOMERSET/SOUTH COUNTY      | 6                  | \$275,833          | 7                  | \$291,000          |
| 12705 | LOTUS/COLOMA               | 1                  | \$150,000          | 0                  | \$0                |
| 12706 | GREENSTONE, GOLD HILL WEST | 0                  | \$0                | 1                  | \$655,000          |
| 12707 | SWANSBORO                  | 0                  | \$0                | 0                  | \$0                |
| 12801 | CAMINO/CEDAR GROVE         | 3                  | \$326,333          | 6                  | \$379,167          |
| 12802 | POLLOCK PINES/SLY PARK     | 11                 | \$220,636          | 9                  | \$265,656          |
| 12803 | AMERICAN RIVER CANYON      | 1                  | \$219,000          | 0                  | \$0                |
| 12901 | GEORGETOWN DIVIDE          | 10                 | \$224,500          | 10                 | \$272,525          |
| 12902 | PILOT HILL/COOL            | 7                  | \$295,571          | 7                  | \$499,388          |
| 12903 | NORTH COUNTY               | 0                  | \$0                | 0                  | \$0                |

REPORT 4B

## Market Statistics Report

Listings as of 02/18/16 at 10:55am

### JANUARY 2016

| Residential                | <u>2- Bedrooms</u> | <u>3 Bedrooms</u> | <u>4 Bedrooms</u> | <u>5+ Bedrooms</u> | <u>All Bedrooms</u> |
|----------------------------|--------------------|-------------------|-------------------|--------------------|---------------------|
| <b>Active</b>              |                    |                   |                   |                    |                     |
| #Units                     | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average List Price         | \$0                | \$0               | \$0               | \$0                | \$0                 |
| Average Market Time        | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average Square Feet        | 0                  | 0                 | 0                 | 0                  | 0                   |
| <b>All Off Market</b>      |                    |                   |                   |                    |                     |
| #Units                     | 28                 | 63                | 41                | 16                 | 148                 |
| <b>Pending</b>             |                    |                   |                   |                    |                     |
| #Units                     | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average List Price         | \$0                | \$0               | \$0               | \$0                | \$0                 |
| Average Market Time        | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average Square Feet        | 0                  | 0                 | 0                 | 0                  | 0                   |
| <b>Sold</b>                |                    |                   |                   |                    |                     |
| #Units                     | 28                 | 63                | 41                | 16                 | 148                 |
| Dollar Value               | \$6,949,850        | \$24,336,969      | \$25,339,840      | \$11,524,990       | \$68,151,649        |
| Average List Price         | \$258,264          | \$398,110         | \$630,143         | \$757,540          | \$474,789           |
| Average Sold Price         | \$248,209          | \$386,301         | \$618,045         | \$720,312          | \$460,484           |
| Average Market Time        | 54                 | 53                | 84                | 72                 | 64                  |
| Average Square Feet        | 1262               | 1897              | 2846              | 3922               | 2259                |
| % of List Price            | 96.11              | 97.03             | 98.08             | 95.09              | 96.99               |
| <b>Not Pending or Sold</b> |                    |                   |                   |                    |                     |
| #Units                     | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average List Price         | \$0                | \$0               | \$0               | \$0                | \$0                 |
| Average Square Feet        | 0                  | 0                 | 0                 | 0                  | 0                   |

All measurements and all calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker.  
All interested persons should independently verify accuracy of information. Provided properties may or may not be listed by the office/agent presenting the information.

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U.S. Patent 6,910,045

## Area Market Survey Summary

Listings as of 02/18/16 at 10:56am

| Selling Price Range          | Quantity | Average DOM | Summary Price Information |           |         |             |
|------------------------------|----------|-------------|---------------------------|-----------|---------|-------------|
| \$80,000 thru \$89,999       | 1        | 63          | Minimum                   | \$85,000  | Maximum | \$1,575,000 |
| \$90,000 thru \$99,999       | 1        | 3           | Average                   | \$460,484 | Median  | \$404,750   |
| \$100,000 thru \$119,999     | 1        | 15          |                           |           |         |             |
| \$120,000 thru \$139,999     | 2        | 115         |                           |           |         |             |
| \$140,000 thru \$159,999     | 5        | 63          |                           |           |         |             |
| \$180,000 thru \$199,999     | 3        | 19          |                           |           |         |             |
| \$200,000 thru \$249,999     | 19       | 32          |                           |           |         |             |
| \$250,000 thru \$299,999     | 13       | 59          |                           |           |         |             |
| \$300,000 thru \$349,999     | 11       | 44          |                           |           |         |             |
| \$350,000 thru \$399,999     | 17       | 60          |                           |           |         |             |
| \$400,000 thru \$449,999     | 13       | 41          |                           |           |         |             |
| \$450,000 thru \$499,999     | 13       | 90          |                           |           |         |             |
| \$500,000 thru \$549,999     | 12       | 58          |                           |           |         |             |
| \$550,000 thru \$599,999     | 8        | 61          |                           |           |         |             |
| \$600,000 thru \$649,999     | 7        | 92          |                           |           |         |             |
| \$650,000 thru \$699,999     | 2        | 91          |                           |           |         |             |
| \$700,000 thru \$749,999     | 4        | 148         |                           |           |         |             |
| \$750,000 thru \$799,999     | 3        | 58          |                           |           |         |             |
| \$850,000 thru \$899,999     | 1        | 184         |                           |           |         |             |
| \$900,000 thru \$949,999     | 1        | 144         |                           |           |         |             |
| \$950,000 thru \$999,999     | 2        | 57          |                           |           |         |             |
| \$1,000,000 thru \$1,249,999 | 5        | 67          |                           |           |         |             |
| \$1,250,000 thru \$1,499,999 | 2        | 244         |                           |           |         |             |
| \$1,500,000 thru \$1,749,999 | 2        | 80          |                           |           |         |             |
|                              | 148      | 64          |                           |           |         |             |

REPORT 5A

## Market Statistics Report

Listings as of 02/18/16 at 10:55am

### YEAR TO DATE 1/1/16 – 1/31/16

| Residential                | <u>2- Bedrooms</u> | <u>3 Bedrooms</u> | <u>4 Bedrooms</u> | <u>5+ Bedrooms</u> | <u>All Bedrooms</u> |
|----------------------------|--------------------|-------------------|-------------------|--------------------|---------------------|
| <b>Active</b>              |                    |                   |                   |                    |                     |
| #Units                     | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average List Price         | \$0                | \$0               | \$0               | \$0                | \$0                 |
| Average Market Time        | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average Square Feet        | 0                  | 0                 | 0                 | 0                  | 0                   |
| <b>All Off Market</b>      |                    |                   |                   |                    |                     |
| #Units                     | 28                 | 63                | 41                | 16                 | 148                 |
| <b>Pending</b>             |                    |                   |                   |                    |                     |
| #Units                     | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average List Price         | \$0                | \$0               | \$0               | \$0                | \$0                 |
| Average Market Time        | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average Square Feet        | 0                  | 0                 | 0                 | 0                  | 0                   |
| <b>Sold</b>                |                    |                   |                   |                    |                     |
| #Units                     | 28                 | 63                | 41                | 16                 | 148                 |
| Dollar Value               | \$6,949,850        | \$24,336,969      | \$25,339,840      | \$11,524,990       | \$68,151,649        |
| Average List Price         | \$258,264          | \$398,110         | \$630,143         | \$757,540          | \$474,789           |
| Average Sold Price         | \$248,209          | \$386,301         | \$618,045         | \$720,312          | \$460,484           |
| Average Market Time        | 54                 | 53                | 84                | 72                 | 64                  |
| Average Square Feet        | 1262               | 1897              | 2846              | 3922               | 2259                |
| % of List Price            | 96.11              | 97.03             | 98.08             | 95.09              | 96.99               |
| <b>Not Pending or Sold</b> |                    |                   |                   |                    |                     |
| #Units                     | 0                  | 0                 | 0                 | 0                  | 0                   |
| Average List Price         | \$0                | \$0               | \$0               | \$0                | \$0                 |
| Average Square Feet        | 0                  | 0                 | 0                 | 0                  | 0                   |

All measurements and all calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker.  
All interested persons should independently verify accuracy of information. Provided properties may or may not be listed by the office/agent presenting the information.

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U.S. Patent 6,910,045

## Area Market Survey Summary

Listings as of 02/18/16 at 10:56am

| Selling Price Range          | Quantity | Average DOM | Summary Price Information |           |         |             |
|------------------------------|----------|-------------|---------------------------|-----------|---------|-------------|
| \$80,000 thru \$89,999       | 1        | 63          | Minimum                   | \$85,000  | Maximum | \$1,575,000 |
| \$90,000 thru \$99,999       | 1        | 3           | Average                   | \$460,484 | Median  | \$404,750   |
| \$100,000 thru \$119,999     | 1        | 15          |                           |           |         |             |
| \$120,000 thru \$139,999     | 2        | 115         |                           |           |         |             |
| \$140,000 thru \$159,999     | 5        | 63          |                           |           |         |             |
| \$180,000 thru \$199,999     | 3        | 19          |                           |           |         |             |
| \$200,000 thru \$249,999     | 19       | 32          |                           |           |         |             |
| \$250,000 thru \$299,999     | 13       | 59          |                           |           |         |             |
| \$300,000 thru \$349,999     | 11       | 44          |                           |           |         |             |
| \$350,000 thru \$399,999     | 17       | 60          |                           |           |         |             |
| \$400,000 thru \$449,999     | 13       | 41          |                           |           |         |             |
| \$450,000 thru \$499,999     | 13       | 90          |                           |           |         |             |
| \$500,000 thru \$549,999     | 12       | 58          |                           |           |         |             |
| \$550,000 thru \$599,999     | 8        | 61          |                           |           |         |             |
| \$600,000 thru \$649,999     | 7        | 92          |                           |           |         |             |
| \$650,000 thru \$699,999     | 2        | 91          |                           |           |         |             |
| \$700,000 thru \$749,999     | 4        | 148         |                           |           |         |             |
| \$750,000 thru \$799,999     | 3        | 58          |                           |           |         |             |
| \$850,000 thru \$899,999     | 1        | 184         |                           |           |         |             |
| \$900,000 thru \$949,999     | 1        | 144         |                           |           |         |             |
| \$950,000 thru \$999,999     | 2        | 57          |                           |           |         |             |
| \$1,000,000 thru \$1,249,999 | 5        | 67          |                           |           |         |             |
| \$1,250,000 thru \$1,499,999 | 2        | 244         |                           |           |         |             |
| \$1,500,000 thru \$1,749,999 | 2        | 80          |                           |           |         |             |
|                              | 148      | 64          |                           |           |         |             |

REPORT 5B