

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

YEAR: 2011

| MONTH | PENDING SALES | FINAL SALES | \$VOLUME |
|-------|---------------|-------------|-----------------|
| JAN. | 196 | 161** | \$ 43,079,000** |
| FEB. | 244 | 155** | \$ 40,262,300** |
| MAR. | 241 | 214** | \$ 62,655,500** |
| APR. | 264 | 224** | \$ 67,644,600** |
| MAY | 300 | 227** | \$ 61,274,200** |
| JUNE | 315 | 253** | \$ 77,273,100** |
| JULY | 281 | 247** | \$ 69,481,100** |
| AUG. | 314 | 238** | \$ 62,354,300** |
| SEPT. | 278 | 256** | \$ 66,590,500** |
| OCT. | 291 | 189** | \$ 49,061,400** |
| NOV. | 284 | 224** | \$ 58,894,700** |
| DEC. | 235 | 261** | \$ 75,850,200** |

YEAR: 2012

| MONTH | PENDING SALES | FINAL SALES | \$VOLUME |
|-------|---------------|-------------|----------------|
| JAN. | 288 | 169** | \$48,833,800** |
| FEB. | 283 | 217** | \$58,496,000** |
| MAR. | 327 | 264** | \$74,903,500** |
| APR. | 373 | 243** | \$70,060,700** |
| MAY | 380 | 289** | \$83,632,700** |
| JUNE | 369 | 285** | \$83,403,100** |
| JULY | 509 | 250** | \$74,584,400** |
| AUG. | 502 | 304 | \$89,618,900 |
| 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 | 2007 | YEAR | 2008 | YEAR | 2009 | YEAR | 2010 | YEAR | 2011 | YEAR | 2012 |
|-------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | 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. | 1858 | 575 | 1672 | 487 | 1502 | 389 | 1420 | 350 | 1307 | 346 | 1236 | 269 |
| FEB. | 1640 | 512 | 1773 | 450 | 1484 | 291 | 1506 | 363 | 1355 | 309 | 1275 | 268 |
| MAR. | 1794 | 599 | 1750 | 494 | 1508 | 362 | 1622 | 426 | 1349 | 307 | 1175 | 264 |
| APR. | 2363 | 719 | 1810 | 437 | 1619 | 396 | 1680 | 395 | 1493 | 392 | 1335 | 294 |
| MAY | 2609 | 606 | 2164 | 599 | 1763 | 435 | 1734 | 381 | 1557 | 332 | 1400 | 316 |
| JUNE | 2629 | 558 | 2147 | 479 | 1802 | 371 | 1814 | 401 | 1662 | 383 | 1793 | 276 |
| JULY | 2515 | 508 | 2163 | 445 | 1813 | 409 | 1847 | 389 | 1731 | 403 | 1350 | 213 |
| AUG. | 2490 | 538 | 2127 | 397 | 1857 | 343 | 1716 | 336 | 1713 | 369 | 1376 | 263 |
| SEPT. | 2290 | 436 | 1873 | 397 | 1718 | 284 | 1705 | 337 | 1652 | 331 | | |
| OCT. | 2119 | 411 | 1796 | 327 | 1665 | 347 | 1549 | 274 | 1445 | 229 | | |
| NOV. | 1901 | 339 | 1679 | 282 | 1591 | 267 | 1464 | 255 | 1477 | 261 | | |
| DEC. | 1627 | 288 | 1449 | 255 | 1346 | 205 | 1290 | 221 | 1233 | 195 | | |

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

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 2001 | 150 | 153 | 240 | 211 | 221 | 226 | 192 | 239 | 179 | 203 | 153 | 167 |
| 2002 | 128 | 146 | 200 | 213 | 233 | 268 | 247 | 214 | 192 | 244 | 161 | 210 |
| 2003 | 146 | 133 | 197 | 209 | 227 | 242 | 242 | 270 | 251 | 236 | 213 | 207 |
| 2004 | 140 | 171 | 300 | 290 | 299 | 337 | 316 | 319 | 288 | 231 | 235 | 241 |
| 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 | 174 | 202 | 239 |
| 2012 | 154 | 203 | 234 | 220 | 260 | 285 | 234 | 278 | | | | |

NEW LISTINGS BY MONTH (RESIDENTIAL)

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 2001 | 267 | 284 | 370 | 404 | 380 | 332 | 350 | 317 | 262 | 282 | 202 | 141 |
| 2002 | 258 | 277 | 309 | 338 | 365 | 339 | 366 | 378 | 360 | 298 | 220 | 149 |
| 2003 | 311 | 300 | 386 | 323 | 368 | 407 | 364 | 311 | 318 | 274 | 200 | 77 |
| 2004 | 152 | 179 | 245 | 281 | 224 | 246 | 235 | 226 | 228 | 202 | 182 | 138 |
| 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 | | | | |

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

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
| 2001 | \$ 219,950 | \$ 235,000 | \$ 240,440 | \$249,500 | \$250,000 | \$240,000 | \$235,000 | \$239,500 | \$ 249,100 | \$215,000 | \$241,000 | \$254,000 |
| 2002 | \$ 270,000 | \$ 249,200 | \$ 266,500 | \$268,500 | \$289,250 | \$277,750 | \$285,250 | \$300,000 | \$ 295,000 | \$291,525 | \$275,000 | \$291,375 |
| 2003 | \$ 275,500 | \$ 295,000 | \$ 315,000 | \$318,000 | \$319,900 | \$349,500 | \$338,500 | \$340,000 | \$ 333,000 | \$310,500 | \$355,000 | \$347,000 |
| 2004 | \$ 323,250 | \$ 375,000 | \$ 369,250 | \$382,000 | \$397,900 | \$408,000 | \$392,950 | \$399,000 | \$ 416,250 | \$410,000 | \$414,500 | \$415,000 |
| 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 | \$495,000 | \$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 | | | | |

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
| 2001 | \$ 248,974 | \$ 282,576 | \$ 285,666 | \$293,913 | \$289,600 | \$275,651 | \$288,347 | \$263,729 | \$ 293,521 | \$267,426 | \$279,119 | \$282,976 |
| 2002 | \$ 297,549 | \$ 278,354 | \$ 296,392 | \$330,153 | \$330,661 | \$312,912 | \$318,516 | \$341,199 | \$ 336,877 | \$319,228 | \$320,496 | \$328,176 |
| 2003 | \$ 317,971 | \$ 340,126 | \$ 342,980 | \$349,253 | \$364,443 | \$389,210 | \$373,169 | \$378,281 | \$ 377,337 | \$351,888 | \$398,457 | \$371,137 |
| 2004 | \$ 373,429 | \$ 389,013 | \$ 411,164 | \$409,311 | \$442,606 | \$455,364 | \$441,934 | \$439,397 | \$ 443,106 | \$445,283 | \$458,073 | \$458,818 |
| 2005 | \$ 522,287 | \$ 483,586 | \$ 493,306 | \$520,139 | \$535,880 | \$539,350 | \$545,768 | \$524,711 | \$ 544,110 | \$503,921 | \$527,848 | \$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 | \$325,424 | \$297,264 | \$283,542 | \$ 276,344 | \$274,468 | \$287,011 | \$299,420 |
| 2012 | \$ 308,142 | \$ 282,971 | \$ 307,741 | \$306,939 | \$311,455 | \$308,060 | \$311,930 | \$311,910 | | | | |

MULTIPLE LISTING STATISTICS FOR AUGUST 2012

| | | CLOSED '11 | CLOSED '12 | AVERAGE 2011 | PRICE 2012 |
|-------------------------|-----|------------|------------|-----------------|---------------|
| RESIDENTIAL/COMMON INT. | RES | 218 | 278 | \$ 283,542 | \$ 311,910 |
| MOBILE HOME-IN PARK | MOB | 9 | 9 | \$ 25,306 | \$ 31,944 |
| RESIDENTIAL INCOME | RIN | 0 | 2 | \$ - | \$ 603,500 |
| LAND | LND | 11 | 15 | \$ 85,886 | \$ 94,240 |
| COMMERCIAL/INDUSTRIAL | COM | 0 | 0 | \$ - | \$ - |
| BUSINESS OPPORTUNITY | BOP | 0 | 0 | \$ - | \$ - |

| RESIDENTIAL SALES - BY AREA - AUGUST 2012 | | | | | |
|--|-------|--------------------|--------------------|--------------------|--------------------|
| AREA | ZONE | 2011 # OF SALES | 2011 AVG. PRICE | 2012 # OF SALES | 2012 AVG. PRICE |
| GREATER CAMERON PARK | 12601 | 31 | \$ 254,765 | 40 | \$ 250,681 |
| EL DORADO HILLS | 12602 | 61 | \$ 407,546 | 91 | \$ 472,687 |
| SHINGLE SPRINGS | 12603 | 14 | \$ 325,150 | 17 | \$ 384,630 |
| RESCUE/LUNEMAN | 12604 | 3 | \$ 752,667 | 4 | \$ 201,000 |
| LATROBE/SOUTH AREA | 12605 | 2 | \$ 295,900 | 3 | \$ 457,000 |
| GREATER PLACERVILLE | 12701 | 18 | \$ 222,372 | 23 | \$ 250,496 |
| DIAMOND SPRGS/EL DORADO | 12702 | 9 | \$ 199,068 | 9 | \$ 217,683 |
| PLEASANTVALLEY/PLV SOUTH | 12703 | 9 | \$ 254,167 | 4 | \$ 181,750 |
| SOMERSET/SOUTH COUNTY | 12704 | 10 | \$ 213,790 | 12 | \$ 185,716 |
| COLOMA, LOTUS | 12705 | 0 | \$ - | 1 | \$ 259,900 |
| GREENSTONE/GOLDHILLWEST | 12706 | 4 | \$ 399,750 | 2 | \$ 302,500 |
| MOSQUITO, SWANSBORO | 12707 | 0 | \$ - | 4 | \$ 157,000 |
| CAMINO, CEDAR GROVE | 12801 | 10 | \$ 148,015 | 12 | \$ 220,475 |
| POLLOCK PINES, SLY PARK | 12802 | 33 | \$ 170,402 | 27 | \$ 167,544 |
| AMERICAN RIVER CANYON | 12803 | 5 | \$ 160,300 | 1 | \$ 75,000 |
| GEORGETOWN, GARDENVALLEY | 12901 | 4 | \$ 201,400 | 14 | \$ 184,936 |
| PILOT HILL, COOL | 12902 | 5 | \$ 224,600 | 14 | \$ 210,929 |
| NORTH COUNTY | 12903 | 0 | \$ - | 0 | \$ - |

TRANSACTION SUMMARY

| | 2011 MONTH | 2011 YTD | 2012 MONTH | 2012 YTD |
|---------------------------------|---------------|-------------|---------------|-------------|
| PENDING SALES-TOTAL | 314 | 2155 | 502 | 3031 |
| PENDING SALES - RESIDENTIAL | 292 | 2028 | 466 | 2809 |
| CLOSED SALES - TOTAL | 238 | 1719 | 304 | 2021 |
| CLOSED SALES - RESIDENTIAL | 218 | 1555 | 278 | 1847 |
| CLOSED SALES -RES.MEDIAN PRICE | \$ 267,250 | \$ 265,000 | \$ 275,000 | \$ 263,000 |
| LISTING INVENTORY - TOTAL | 1731 | | 1376 | |
| LISTING INVENTORY - RESIDENTIAL | 1267 | | 990 | |

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 8/31)

| ZONE | AUGUST AREA | 2011 # OF SALES | 2011 AVG. PRICE | 2012 # OF SALES | 2012 AVG. PRICE |
|-------|----------------------------|--------------------|--------------------|--------------------|--------------------|
| 12601 | CAMERON PARK | 215 | \$261,629 | 281 | \$250,562 |
| 12602 | EL DORADO HILLS | 465 | \$462,144 | 549 | \$482,950 |
| 12603 | SHINGLE SPRINGS | 81 | \$341,415 | 93 | \$344,201 |
| 12604 | RESCUE/NORTH AREA | 31 | \$388,465 | 41 | \$332,077 |
| 12605 | LATROBE/SOUTH AREA | 10 | \$532,480 | 12 | \$487,833 |
| 12701 | PLACERVILLE | 144 | \$198,656 | 183 | \$221,478 |
| 12702 | DIAMOND SPRINGS/EL DORADO | 85 | \$206,730 | 104 | \$213,806 |
| 12703 | PLEASANT VALLEY | 50 | \$277,841 | 55 | \$241,261 |
| 12704 | SOMERSET/SOUTH COUNTY | 81 | \$175,216 | 68 | \$157,150 |
| 12705 | LOTUS/COLOMA | 3 | \$255,333 | 8 | \$229,988 |
| 12706 | GREENSTONE, GOLD HILL WEST | 25 | \$385,136 | 25 | \$421,478 |
| 12707 | SWANSBORO | 9 | \$146,950 | 23 | \$159,136 |
| 12801 | CAMINO/CEDAR GROVE | 49 | \$226,223 | 72 | \$227,150 |
| 12802 | POLLOCK PINES/SLY PARK | 142 | \$160,821 | 156 | \$154,835 |
| 12803 | AMERICAN RIVER CANYON | 9 | \$136,278 | 10 | \$167,110 |
| 12901 | GEORGETOWN DIVIDE | 77 | \$192,332 | 82 | \$179,214 |
| 12902 | PILOT HILL/COOL | 70 | \$215,474 | 77 | \$218,748 |
| 12903 | NORTH COUNTY | 9 | \$262,078 | 8 | \$206,988 |

Market Statistics Report

Listings as of 09/07/12 at 2:39pm

AUGUST 2012

Residential

| | <u>2- Bedrooms</u> | <u>3 Bedrooms</u> | <u>4 Bedrooms</u> | <u>5+ Bedrooms</u> | <u>All Bedrooms</u> |
|----------------------------|--------------------|-------------------|-------------------|--------------------|---------------------|
| Active | | | | | |
| #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 |
| All Off Market | | | | | |
| #Units | 49 | 127 | 79 | 23 | 278 |
| Pending | | | | | |
| #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 |
| Sold | | | | | |
| #Units | 49 | 127 | 79 | 23 | 278 |
| Dollar Value | \$8,058,275 | \$33,450,406 | \$33,388,619 | \$11,813,700 | \$86,711,000 |
| Average List Price | \$169,891 | \$270,102 | \$431,107 | \$519,556 | \$318,830 |
| Average Sold Price | \$164,455 | \$263,389 | \$422,641 | \$513,639 | \$311,910 |
| Average Market Time | 72 | 55 | 53 | 61 | 58 |
| Average Square Feet | 1278 | 1934 | 2758 | 3943 | 2219 |
| % of List Price | 96.80 | 97.51 | 98.04 | 98.86 | 97.83 |
| Not Pending or Sold | | | | | |
| #Units | 0 | 0 | 0 | 0 | 0 |
| Average List Price | \$0 | \$0 | \$0 | \$0 | \$0 |
| Average Square Feet | 0 | 0 | 0 | 0 | 0 |

Area Market Survey Summary

Listings as of 09/07/12 at 2:38pm

Sold

| <u>Selling Price Range</u> | <u>Quantity</u> | <u>Average DOM</u> | <u>Summary Price Information</u> | | | |
|------------------------------|-----------------|--------------------|----------------------------------|-----------|----------------|-------------|
| \$40,000 thru \$49,999 | 2 | 65 | Minimum | \$45,000 | Maximum | \$1,175,000 |
| \$50,000 thru \$59,999 | 1 | 7 | Average | \$311,910 | Median | \$275,000 |
| \$60,000 thru \$69,999 | 3 | 129 | | | | |
| \$70,000 thru \$79,999 | 3 | 14 | | | | |
| \$80,000 thru \$89,999 | 4 | 42 | | | | |
| \$90,000 thru \$99,999 | 4 | 53 | | | | |
| \$100,000 thru \$119,999 | 9 | 81 | | | | |
| \$120,000 thru \$139,999 | 21 | 58 | | | | |
| \$140,000 thru \$159,999 | 10 | 103 | | | | |
| \$160,000 thru \$179,999 | 15 | 55 | | | | |
| \$180,000 thru \$199,999 | 21 | 49 | | | | |
| \$200,000 thru \$249,999 | 32 | 64 | | | | |
| \$250,000 thru \$299,999 | 27 | 53 | | | | |
| \$300,000 thru \$349,999 | 27 | 73 | | | | |
| \$350,000 thru \$399,999 | 32 | 43 | | | | |
| \$400,000 thru \$449,999 | 20 | 54 | | | | |
| \$450,000 thru \$499,999 | 11 | 43 | | | | |
| \$500,000 thru \$549,999 | 4 | 38 | | | | |
| \$550,000 thru \$599,999 | 9 | 56 | | | | |
| \$600,000 thru \$649,999 | 9 | 67 | | | | |
| \$650,000 thru \$699,999 | 3 | 43 | | | | |
| \$700,000 thru \$749,999 | 2 | 33 | | | | |
| \$750,000 thru \$799,999 | 4 | 25 | | | | |
| \$800,000 thru \$849,999 | 1 | 20 | | | | |
| \$850,000 thru \$899,999 | 1 | 19 | | | | |
| \$1,000,000 thru \$1,249,999 | 3 | 116 | | | | |
| | 278 | 58 | | | | |

Market Statistics Report

Listings as of 09/07/12 at 2:44pm

YEAR TO DATE 1/1/12 - 8/31/12

| Residential | <u>2- Bedrooms</u> | <u>3 Bedrooms</u> | <u>4 Bedrooms</u> | <u>5+ Bedrooms</u> | <u>All Bedrooms</u> |
|----------------------------|--------------------|-------------------|-------------------|--------------------|---------------------|
| Active | | | | | |
| #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 |
| All Off Market | | | | | |
| #Units | 312 | 873 | 491 | 171 | 1847 |
| Pending | | | | | |
| #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 |
| Sold | | | | | |
| #Units | 312 | 873 | 491 | 171 | 1847 |
| Dollar Value | \$46,743,255 | \$220,407,968 | \$209,979,519 | \$88,030,814 | \$565,161,556 |
| Average List Price | \$154,426 | \$258,826 | \$436,881 | \$521,814 | \$312,872 |
| Average Sold Price | \$149,818 | \$252,472 | \$427,657 | \$514,800 | \$305,989 |
| Average Market Time | 81 | 79 | 73 | 83 | 78 |
| Average Square Feet | 1292 | 1897 | 2874 | 3864 | 2237 |
| % of List Price | 97.02 | 97.55 | 97.89 | 98.66 | 97.80 |
| Not Pending or Sold | | | | | |
| #Units | 0 | 0 | 0 | 0 | 0 |
| Average List Price | \$0 | \$0 | \$0 | \$0 | \$0 |
| Average Square Feet | 0 | 0 | 0 | 0 | 0 |

Area Market Survey Summary

Listings as of 09/07/12 at 2:44pm

| Selling Price Range | <u>Quantity</u> | <u>Average DOM</u> | <u>Summary Price Information</u> | | | |
|------------------------------|-----------------|--------------------|----------------------------------|-----------|----------------|-------------|
| \$30,000 thru \$39,999 | 4 | 139 | Minimum | \$35,000 | Maximum | \$1,699,000 |
| \$40,000 thru \$49,999 | 7 | 142 | Average | \$305,989 | Median | \$263,000 |
| \$50,000 thru \$59,999 | 16 | 123 | | | | |
| \$60,000 thru \$69,999 | 24 | 80 | | | | |
| \$70,000 thru \$79,999 | 18 | 96 | | | | |
| \$80,000 thru \$89,999 | 37 | 69 | | | | |
| \$90,000 thru \$99,999 | 36 | 71 | | | | |
| \$100,000 thru \$119,999 | 76 | 86 | | | | |
| \$120,000 thru \$139,999 | 107 | 85 | | | | |
| \$140,000 thru \$159,999 | 107 | 75 | | | | |
| \$160,000 thru \$179,999 | 111 | 75 | | | | |
| \$180,000 thru \$199,999 | 110 | 70 | | | | |
| \$200,000 thru \$249,999 | 210 | 72 | | | | |
| \$250,000 thru \$299,999 | 189 | 86 | | | | |
| \$300,000 thru \$349,999 | 174 | 79 | | | | |
| \$350,000 thru \$399,999 | 175 | 79 | | | | |
| \$400,000 thru \$449,999 | 115 | 75 | | | | |
| \$450,000 thru \$499,999 | 82 | 58 | | | | |
| \$500,000 thru \$549,999 | 63 | 79 | | | | |
| \$550,000 thru \$599,999 | 43 | 68 | | | | |
| \$600,000 thru \$649,999 | 45 | 75 | | | | |
| \$650,000 thru \$699,999 | 19 | 83 | | | | |
| \$700,000 thru \$749,999 | 21 | 98 | | | | |
| \$750,000 thru \$799,999 | 15 | 140 | | | | |
| \$800,000 thru \$849,999 | 7 | 56 | | | | |
| \$850,000 thru \$899,999 | 8 | 67 | | | | |
| \$900,000 thru \$949,999 | 2 | 69 | | | | |
| \$950,000 thru \$999,999 | 4 | 66 | | | | |
| \$1,000,000 thru \$1,249,999 | 17 | 69 | | | | |
| \$1,250,000 thru \$1,499,999 | 2 | 25 | | | | |
| \$1,500,000 thru \$1,749,999 | 3 | 152 | | | | |
| | 1847 | 78 | | | | |