

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

YEAR: 2012

| MONTH | PENDING SALES | FINAL SALES | \$VOLUME FINAL SALES |
|--------|---------------|-------------|----------------------|
| 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 | 290** | \$83,783,700** |
| JUNE | 369 | 286** | \$83,428,000** |
| JULY | 509 | 250** | \$74,584,400** |
| **AUG. | 502 | 311** | \$91,681,500** |
| SEPT. | 474 | 261** | \$75,328,500** |
| OCT. | 420 | 288** | \$87,251,500** |
| NOV. | 359 | 258** | \$73,003,600** |
| DEC. | 330 | 226** | \$67,721,500** |

YEAR: 2013

| MONTH | PENDING SALES | FINAL SALES | \$VOLUME FINAL SALES |
|-------|---------------|-------------|----------------------|
| JAN. | 235 | 176** | \$ 51,373,500** |
| FEB. | 450 | 212** | \$ 65,865,900** |
| MAR. | 444 | 289** | \$ 90,327,300** |
| APR. | 485 | 293** | \$ 94,757,900** |
| MAY | 472 | 331** | \$111,320,800** |
| JUNE | 438 | 300 | \$111,962,700 |
| 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 | 2008 | YEAR | 2009 | YEAR | 2010 | YEAR | 2011 | YEAR | 2012 | YEAR | 2013 |
|-------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | 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. | 1672 | 487 | 1502 | 389 | 1420 | 350 | 1307 | 346 | 1236 | 269 | 774 | 194 |
| FEB. | 1773 | 450 | 1484 | 291 | 1506 | 363 | 1355 | 309 | 1275 | 268 | 1065 | 196 |
| MAR. | 1750 | 494 | 1508 | 362 | 1622 | 426 | 1349 | 307 | 1175 | 264 | 1104 | 224 |
| APR. | 1810 | 437 | 1619 | 396 | 1680 | 395 | 1493 | 392 | 1335 | 294 | 1226 | 271 |
| MAY | 2164 | 599 | 1763 | 435 | 1734 | 381 | 1557 | 332 | 1400 | 316 | 1331 | 305 |
| JUNE | 2147 | 479 | 1802 | 371 | 1814 | 401 | 1662 | 383 | 1793 | 276 | 1384 | 304 |
| JULY | 2163 | 445 | 1813 | 409 | 1847 | 389 | 1731 | 403 | 1350 | 213 | | |
| AUG. | 2127 | 397 | 1857 | 343 | 1716 | 336 | 1713 | 369 | 1376 | 263 | | |
| SEPT. | 1873 | 397 | 1718 | 284 | 1705 | 337 | 1652 | 331 | 1344 | 208 | | |
| OCT. | 1796 | 327 | 1665 | 347 | 1549 | 274 | 1445 | 229 | 1207 | 217 | | |
| NOV. | 1679 | 282 | 1591 | 267 | 1464 | 255 | 1477 | 261 | 999 | 137 | | |
| DEC. | 1449 | 255 | 1346 | 205 | 1290 | 221 | 1233 | 195 | 918 | 121 | | |

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

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 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 | 197 | 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 | 185 | 246 | 257 | 284 | 256 | | | | | | |

NEW LISTINGS BY MONTH (RESIDENTIAL)

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 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 | 160 | 151 | 85 | 76 |
| 2013 | 92 | 119 | 156 | 181 | 216 | 209 | | | | | | |

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

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------------|------------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 | \$266,500 |
| 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 | \$333,750 | | | | | | |

EL DORADO COUNTY-AVERAGE PRICE-SINGLE FAMILY HOMES MONTHLY

| | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV. | DEC. |
|------|------------|------------|------------|------------|------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
| 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 | \$ 409,253 | \$ 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 | \$274,343 | \$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 | \$299,420 |
| 2013 | \$ 312,541 | \$ 336,095 | \$ 345,377 | \$ 350,540 | \$ 368,316 | \$420,394 | | | | | | \$328,189 |

MULTIPLE LISTING STATISTICS FOR JUNE 2013

| | | | | AVERAGE | PRICE |
|-------------------------|-----|------------|------------|------------|------------|
| | | CLOSED '12 | CLOSED '13 | 2012 | 2013 |
| RESIDENTIAL/COMMON INT. | RES | 264 | 256 | \$ 308,060 | \$ 420,394 |
| MOBILE HOME-IN PARK | MOB | 7 | 7 | \$ 19,686 | \$ 43,129 |
| RESIDENTIAL INCOME | RIN | 2 | 1 | \$ 310,000 | \$ 262,300 |
| LAND | LND | 11 | 35 | \$ 83,045 | \$ 100,651 |
| COMMERCIAL/INDUSTRIAL | COM | 2 | 1 | \$ 214,500 | \$ 255,000 |
| BUSINESS OPPORTUNITY | BOP | 0 | 0 | \$ - | \$ - |

| RESIDENTIAL SALES - BY AREA - JUNE 2013 | | | | | |
|--|-------|------------|------------|------------|--------------|
| | | 2012 | 2012 | 2013 | 2013 |
| AREA | ZONE | # OF SALES | AVG. PRICE | # OF SALES | AVG. PRICE |
| GREATER CAMERON PARK | 12601 | 34 | \$ 273,076 | 40 | \$ 356,563 |
| EL DORADO HILLS | 12602 | 69 | \$ 512,146 | 71 | \$ 596,269 |
| SHINGLE SPRINGS | 12603 | 12 | \$ 307,725 | 18 | \$ 493,701 |
| RESCUE/LUNEMAN | 12604 | 4 | \$ 245,250 | 7 | \$ 418,557 |
| LATROBE/SOUTH AREA | 12605 | 2 | \$ 828,250 | 1 | \$ 465,000 |
| GREATER PLACERVILLE | 12701 | 25 | \$ 230,136 | 22 | \$ 270,054 |
| DIAMOND SPRGS/EL DORADO | 12702 | 20 | \$ 196,755 | 12 | \$ 266,875 |
| PLEASANTVALLEY/PLV SOUTH | 12703 | 9 | \$ 281,250 | 10 | \$ 287,550 |
| SOMERSET/SOUTH COUNTY | 12704 | 7 | \$ 157,078 | 13 | \$ 227,262 |
| COLOMA, LOTUS | 12705 | 3 | \$ 243,000 | 0 | \$ - |
| GREENSTONE/GOLDHILLWEST | 12706 | 6 | \$ 366,633 | 2 | \$ 575,763 |
| MOSQUITO, SWANSBORO | 12707 | 5 | \$ 146,210 | 4 | \$ 159,000 |
| CAMINO, CEDAR GROVE | 12801 | 8 | \$ 330,013 | 9 | \$ 473,600 |
| POLLOCK PINES, SLY PARK | 12802 | 25 | \$ 166,500 | 28 | \$ 204,981 |
| AMERICAN RIVER CANYON | 12803 | 3 | \$ 190,833 | 2 | \$ 101,875 |
| GEORGETOWN, GARDENVALLEY | 12901 | 16 | \$ 178,939 | 8 | \$ 237,000 |
| PILOT HILL, COOL | 12902 | 14 | \$ 184,629 | 8 | \$ 1,213,000 |
| NORTH COUNTY | 12903 | 2 | \$ 281,500 | 1 | \$ 175,000 |

TRANSACTION SUMMARY

| | 2012 | 2012 | 2013 | 2013 |
|---------------------------------|------------|------------|------------|------------|
| | MONTH | YTD | MONTH | YTD |
| PENDING SALES-TOTAL | 369 | 2020 | 438 | 2524 |
| PENDING SALES - RESIDENTIAL | 351 | 1854 | 402 | 2312 |
| CLOSED SALES - TOTAL | 286 | 1469 | 300 | 1601 |
| CLOSED SALES - RESIDENTIAL | 264 | 1335 | 256 | 1384 |
| CLOSED SALES -RES.MEDIAN PRICE | \$ 258,500 | \$ 259,000 | \$ 333,750 | \$ 324,350 |
| LISTING INVENTORY - TOTAL | 1793 | | 1384 | |
| LISTING INVENTORY - RESIDENTIAL | 1046 | | 957 | |

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 6/30)

| | MARCH | 2012 | 2012 | 2013 | 2013 |
|-------|----------------------------|------------|------------|------------|------------|
| ZONE | AREA | # OF SALES | AVG. PRICE | # OF SALES | AVG. PRICE |
| 12601 | CAMERON PARK | 202 | \$246,932 | 206 | \$343,933 |
| 12602 | EL DORADO HILLS | 387 | \$487,219 | 423 | \$512,386 |
| 12603 | SHINGLE SPRINGS | 63 | \$328,640 | 62 | \$425,418 |
| 12604 | RESCUE/NORTH AREA | 32 | \$344,614 | 27 | \$414,167 |
| 12605 | LATROBE/SOUTH AREA | 8 | \$529,500 | 13 | \$467,486 |
| 12701 | PLACERVILLE | 139 | \$219,990 | 136 | \$251,743 |
| 12702 | DIAMOND SPRINGS/EL DORADO | 82 | \$212,922 | 66 | \$230,482 |
| 12703 | PLEASANT VALLEY | 44 | \$239,837 | 54 | \$305,931 |
| 12704 | SOMERSET/SOUTH COUNTY | 52 | \$146,415 | 63 | \$205,047 |
| 12705 | LOTUS/COLOMA | 6 | \$229,167 | 4 | \$348,125 |
| 12706 | GREENSTONE, GOLD HILL WEST | 17 | \$428,021 | 23 | \$428,001 |
| 12707 | SWANSBORO | 18 | \$162,007 | 13 | \$164,831 |
| 12801 | CAMINO/CEDAR GROVE | 47 | \$244,215 | 37 | \$358,007 |
| 12802 | POLLOCK PINES/SLY PARK | 108 | \$148,795 | 128 | \$188,178 |
| 12803 | AMERICAN RIVER CANYON | 7 | \$149,300 | 8 | \$159,656 |
| 12901 | GEORGETOWN DIVIDE | 61 | \$175,913 | 59 | \$208,005 |
| 12902 | PILOT HILL/COOL | 55 | \$226,458 | 56 | \$398,543 |
| 12903 | NORTH COUNTY | 7 | \$213,700 | 6 | \$252,500 |

Market Statistics Report

Listings as of 07/09/13 at 2:33pm

JUNE 2013

| 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 | 42 | 126 | 68 | 20 | 256 |
| 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 | 42 | 126 | 68 | 20 | 256 |
| Dollar Value | \$9,559,140 | \$39,714,292 | \$37,374,462 | \$20,973,000 | \$107,620,894 |
| Average List Price | \$225,039 | \$313,595 | \$557,161 | \$1,155,825 | \$429,563 |
| Average Sold Price | \$227,599 | \$315,193 | \$549,624 | \$1,048,650 | \$420,394 |
| Average Market Time | 45 | 31 | 32 | 61 | 36 |
| Average Square Feet | 1380 | 1861 | 3001 | 4084 | 2258 |
| % of List Price | 101.14 | 100.51 | 98.65 | 90.73 | 97.87 |
| 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 |

Equal Opportunity Housing * All information deemed reliable, but not guaranteed.

All measurements and 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 07/09/13 at 2:32pm

Sold

| <u>Selling Price Range</u> | <u>Quantity</u> | <u>Average DOM</u> | <u>Summary Price Information</u> | | |
|------------------------------|-----------------|--------------------|----------------------------------|----------------|----------------|
| | | | <u>Minimum</u> | <u>Average</u> | <u>Maximum</u> |
| \$80,000 thru \$89,999 | 1 | 22 | \$82,750 | | \$7,995,000 |
| \$90,000 thru \$99,999 | 1 | 2 | \$420,394 | | \$333,750 |
| \$100,000 thru \$119,999 | 5 | 70 | | | |
| \$120,000 thru \$139,999 | 13 | 63 | | | |
| \$140,000 thru \$159,999 | 7 | 25 | | | |
| \$160,000 thru \$179,999 | 11 | 20 | | | |
| \$180,000 thru \$199,999 | 16 | 31 | | | |
| \$200,000 thru \$249,999 | 19 | 27 | | | |
| \$250,000 thru \$299,999 | 34 | 22 | | | |
| \$300,000 thru \$349,999 | 29 | 47 | | | |
| \$350,000 thru \$399,999 | 27 | 25 | | | |
| \$400,000 thru \$449,999 | 13 | 27 | | | |
| \$450,000 thru \$499,999 | 15 | 31 | | | |
| \$500,000 thru \$549,999 | 16 | 40 | | | |
| \$550,000 thru \$599,999 | 10 | 22 | | | |
| \$600,000 thru \$649,999 | 6 | 55 | | | |
| \$650,000 thru \$699,999 | 6 | 51 | | | |
| \$700,000 thru \$749,999 | 6 | 22 | | | |
| \$750,000 thru \$799,999 | 4 | 28 | | | |
| \$800,000 thru \$849,999 | 4 | 79 | | | |
| \$900,000 thru \$949,999 | 2 | 8 | | | |
| \$950,000 thru \$999,999 | 3 | 16 | | | |
| \$1,000,000 thru \$1,249,999 | 4 | 99 | | | |
| \$1,250,000 thru \$1,499,999 | 3 | 82 | | | |
| \$7,000,000 thru \$7,999,999 | 1 | 266 | | | |
| | 256 | 36 | | | |

Market Statistics Report

Listings as of 07/09/13 at 2:43pm

YEAR TO DATE 1/1/13 – 6/30/13

| 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 | 229 | 659 | 395 | 101 | 1384 |
| 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 | 229 | 659 | 395 | 101 | 1384 |
| Dollar Value | \$48,843,896 | \$197,151,004 | \$184,499,883 | \$67,713,083 | \$498,207,866 |
| Average List Price | \$215,194 | \$300,541 | \$470,867 | \$707,027 | \$364,695 |
| Average Sold Price | \$213,292 | \$299,167 | \$467,088 | \$670,427 | \$359,977 |
| Average Market Time | 51 | 44 | 46 | 64 | 47 |
| Average Square Feet | 1378 | 1906 | 2786 | 3746 | 2204 |
| % of List Price | 99.12 | 99.54 | 99.20 | 94.82 | 98.71 |
| 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 07/09/13 at 2:43pm

| Sold | <u>Quantity</u> | <u>Average DOM</u> | <u>Summary Price Information</u> | | | |
|------------------------------|-----------------|--------------------|----------------------------------|-----------|----------------|-------------|
| Selling Price Range | | | Minimum | \$38,500 | Maximum | \$7,995,000 |
| \$30,000 thru \$39,999 | 1 | 23 | Average | \$359,977 | Median | \$324,350 |
| \$40,000 thru \$49,999 | 1 | 109 | | | | |
| \$50,000 thru \$59,999 | 4 | 28 | | | | |
| \$60,000 thru \$69,999 | 3 | 166 | | | | |
| \$70,000 thru \$79,999 | 5 | 151 | | | | |
| \$80,000 thru \$89,999 | 8 | 59 | | | | |
| \$90,000 thru \$99,999 | 10 | 40 | | | | |
| \$100,000 thru \$119,999 | 26 | 51 | | | | |
| \$120,000 thru \$139,999 | 48 | 64 | | | | |
| \$140,000 thru \$159,999 | 62 | 50 | | | | |
| \$160,000 thru \$179,999 | 81 | 47 | | | | |
| \$180,000 thru \$199,999 | 67 | 46 | | | | |
| \$200,000 thru \$249,999 | 151 | 40 | | | | |
| \$250,000 thru \$299,999 | 171 | 46 | | | | |
| \$300,000 thru \$349,999 | 128 | 46 | | | | |
| \$350,000 thru \$399,999 | 133 | 36 | | | | |
| \$400,000 thru \$449,999 | 136 | 42 | | | | |
| \$450,000 thru \$499,999 | 94 | 41 | | | | |
| \$500,000 thru \$549,999 | 75 | 43 | | | | |
| \$550,000 thru \$599,999 | 49 | 46 | | | | |
| \$600,000 thru \$649,999 | 40 | 54 | | | | |
| \$650,000 thru \$699,999 | 26 | 67 | | | | |
| \$700,000 thru \$749,999 | 16 | 36 | | | | |
| \$750,000 thru \$799,999 | 9 | 36 | | | | |
| \$800,000 thru \$849,999 | 8 | 53 | | | | |
| \$850,000 thru \$899,999 | 3 | 42 | | | | |
| \$900,000 thru \$949,999 | 5 | 137 | | | | |
| \$950,000 thru \$999,999 | 5 | 20 | | | | |
| \$1,000,000 thru \$1,249,999 | 12 | 137 | | | | |
| \$1,250,000 thru \$1,499,999 | 4 | 68 | | | | |
| \$1,500,000 thru \$1,749,999 | 1 | 157 | | | | |
| \$2,000,000 thru \$2,249,999 | 1 | 43 | | | | |
| \$7,000,000 thru \$7,999,999 | 1 | 266 | | | | |
| | 1384 | 47 | | | | |

REPORT 5B