

# EL DORADO COUNTY ASSOCIATION OF REALTORS® ALL SALES TRANSACTIONS

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           | 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        |
|-------|---------------|-------------|-----------------|
| 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           | 332**       | \$111,464,800** |
| JUNE  | 438           | 305**       | \$113,900,800** |
| JULY  | 411           | 284**       | \$103,764,900** |
| AUG.  | 374           | 293**       | \$105,480,200** |
| SEPT. | 352           | 222         | \$ 76,170,000   |
| 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      | 1447     | 325      |
| AUG.  | 2127     | 397      | 1857     | 343      | 1716     | 336      | 1713     | 369      | 1376     | 263      | 1391     | 296      |
| SEPT. | 1873     | 397      | 1718     | 284      | 1705     | 337      | 1652     | 331      | 1344     | 208      | 1467     | 311      |
| 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  | 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  | 185  | 246  | 257  | 285 | 260  | 252  | 251  | 201   |      |      |      |

**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  | 494  | 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   |      |      |      |

**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 | \$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 | \$ 344,000 | \$336,700  | \$355,550 | \$ 350,000 | \$ 340,000 |           |           |           |

**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 | \$ 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 | \$ 346,688 | \$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 | \$ 328,189 |
| 2013 | \$ 312,541 | \$ 336,095 | \$ 345,377 | \$ 350,540 | \$ 367,529 | \$ 421,292 | \$394,482 | \$399,689 | \$ 361,754 |            |            |            |

**MULTIPLE LISTING STATISTICS FOR SEPTEMBER 2013**

|                         |     | CLOSED '12 | CLOSED '13 | AVERAGE<br>2012 | PRICE<br>2013 |
|-------------------------|-----|------------|------------|-----------------|---------------|
| RESIDENTIAL/COMMON INT. | RES | 228        | 201        | \$ 314,876      | \$ 361,754    |
| MOBILE HOME-IN PARK     | MOB | 10         | 6          | \$ 29,245       | \$ 29,125     |
| RESIDENTIAL INCOME      | RIN | 4          | 1          | \$ 349,250      | \$ 930,000    |
| LAND                    | LND | 17         | 13         | \$ 76,029       | \$ 134,838    |
| COMMERCIAL/INDUSTRIAL   | COM | 2          | 1          | \$ 277,500      | \$ 600,000    |
| BUSINESS OPPORTUNITY    | BOP | 0          | 0          | \$ -            | \$ -          |

| <b>RESIDENTIAL SALES - BY AREA - SEPTEMBER 2013</b> |       |                    |                    |                    |                    |
|---|-------|--------------------|--------------------|--------------------|--------------------|
| AREA  | ZONE  | 2012<br># OF SALES | 2012<br>AVG. PRICE | 2013<br># OF SALES | 2013<br>AVG. PRICE |
| GREATER CAMERON PARK                                | 12601 | 28                 | \$ 248,164         | 29                 | \$ 358,776         |
| EL DORADO HILLS                                     | 12602 | 66                 | \$ 474,673         | 51                 | \$ 529,732         |
| SHINGLE SPRINGS                                     | 12603 | 6                  | \$ 401,583         | 7                  | \$ 463,843         |
| RESCUE/LUNEMAN                                      | 12604 | 6                  | \$ 378,833         | 5                  | \$ 392,800         |
| LATROBE/SOUTH AREA                                  | 12605 | 0                  | \$ -               | 0                  | \$ -               |
| GREATER PLACERVILLE                                 | 12701 | 20                 | \$ 240,227         | 16                 | \$ 230,844         |
| DIAMOND SPRGS/EL DORADO                             | 12702 | 11                 | \$ 259,755         | 10                 | \$ 280,237         |
| PLEASANTVALLEY/PLV SOUTH                            | 12703 | 7                  | \$ 223,278         | 6                  | \$ 338,050         |
| SOMERSET/SOUTH COUNTY                               | 12704 | 14                 | \$ 204,614         | 8                  | \$ 200,750         |
| COLOMA, LOTUS                                       | 12705 | 0                  | \$ -               | 0                  | \$ -               |
| GREENSTONE/GOLDHILLWEST                             | 12706 | 10                 | \$ 483,170         | 5                  | \$ 371,400         |
| MOSQUITO, SWANSBORO                                 | 12707 | 2                  | \$ 197,500         | 1                  | \$ 389,000         |
| CAMINO, CEDAR GROVE                                 | 12801 | 9                  | \$ 240,756         | 13                 | \$ 315,792         |
| POLLOCK PINES, SLY PARK                             | 12802 | 17                 | \$ 169,084         | 23                 | \$ 254,683         |
| AMERICAN RIVER CANYON                               | 12803 | 1                  | \$ 367,510         | 6                  | \$ 186,667         |
| GEORGETOWN, GARDENVALLEY                            | 12901 | 17                 | \$ 164,923         | 10                 | \$ 239,780         |
| PILOT HILL, COOL                                    | 12902 | 11                 | \$ 217,611         | 8                  | \$ 398,863         |
| NORTH COUNTY  | 12903 | 3                  | \$ 303,300         | 1                  | \$ 272,000         |

**TRANSACTION SUMMARY**

|                                 | 2012<br>MONTH | 2012<br>YTD | 2013<br>MONTH | 2013<br>YTD |
|---------------------------------|---------------|-------------|---------------|-------------|
| PENDING SALES-TOTAL             | 474           | 3505        | 352           | 3658        |
| PENDING SALES - RESIDENTIAL     | 445           | 3254        | 319           | 3339        |
| CLOSED SALES - TOTAL            | 261           | 2291        | 222           | 2406        |
| CLOSED SALES - RESIDENTIAL      | 228           | 2081        | 201           | 2094        |
| CLOSED SALES -RES.MEDIAN PRICE  | \$ 284,750    | \$ 265,000  | \$ 340,000    | \$ 333,000  |
| LISTING INVENTORY - TOTAL       | 1344          |             | 1467          |             |
| LISTING INVENTORY - RESIDENTIAL | 953           |             | 1001          |             |

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 9/30)

| ZONE  | AREA                       | 2012<br># OF SALES | 2012<br>AVG. PRICE | 2013<br># OF SALES | 2013<br>AVG. PRICE |
|-------|----------------------------|--------------------|--------------------|--------------------|--------------------|
| 12601 | CAMERON PARK               | 310                | \$250,020          | 299                | \$350,196          |
| 12602 | EL DORADO HILLS            | 618                | \$482,249          | 639                | \$528,816          |
| 12603 | SHINGLE SPRINGS            | 99                 | \$347,679          | 94                 | \$426,467          |
| 12604 | RESCUE/NORTH AREA          | 47                 | \$338,046          | 38                 | \$426,300          |
| 12605 | LATROBE/SOUTH AREA         | 12                 | \$487,833          | 17                 | \$494,607          |
| 12701 | PLACERVILLE                | 202                | \$223,852          | 197                | \$259,190          |
| 12702 | DIAMOND SPRINGS/EL DORADO  | 116                | \$219,424          | 103                | \$255,546          |
| 12703 | PLEASANT VALLEY            | 63                 | \$239,719          | 77                 | \$315,680          |
| 12704 | SOMERSET/SOUTH COUNTY      | 82                 | \$165,253          | 90                 | \$204,602          |
| 12705 | LOTUS/COLOMA               | 8                  | \$229,988          | 5                  | \$363,500          |
| 12706 | GREENSTONE, GOLD HILL WEST | 35                 | \$439,104          | 38                 | \$461,564          |
| 12707 | SWANSBORO                  | 25                 | \$162,205          | 20                 | \$179,487          |
| 12801 | CAMINO/CEDAR GROVE         | 81                 | \$228,661          | 66                 | \$337,519          |
| 12802 | POLLOCK PINES/SLY PARK     | 173                | \$156,235          | 196                | \$202,095          |
| 12803 | AMERICAN RIVER CANYON      | 12                 | \$183,218          | 19                 | \$152,487          |
| 12901 | GEORGETOWN DIVIDE          | 99                 | \$176,660          | 94                 | \$219,293          |
| 12902 | PILOT HILL/COOL            | 88                 | \$218,606          | 93                 | \$375,200          |
| 12903 | NORTH COUNTY               | 11                 | \$228,345          | 9                  | \$279,091          |

# Market Statistics Report

Listings as of 10/04/13 at 3:10pm

## SEPTEMBER 2013

| 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                     | 49                 | 86                | 45                | 21                 | 201                 |
| <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                     | 49                 | 86                | 45                | 21                 | 201                 |
| Dollar Value               | \$10,677,748       | \$27,220,369      | \$22,111,497      | \$12,703,000       | \$72,712,614        |
| Average List Price         | \$220,743          | \$320,112         | \$499,835         | \$636,390          | \$369,168           |
| Average Sold Price         | \$217,913          | \$316,516         | \$491,367         | \$604,905          | \$361,754           |
| Average Market Time        | 33                 | 36                | 45                | 49                 | 39                  |
| Average Square Feet        | 1248               | 1900              | 2789              | 3552               | 2113                |
| % of List Price            | 98.72              | 98.88             | 98.31             | 95.05              | 97.99               |
| <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                   |

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 10/04/13 at 3:09pm

**Sold**

| <u>Selling Price Range</u>   | <u>Quantity</u> | <u>Average DOM</u> | <u>Summary Price Information</u> |           |                |             |
|------------------------------|-----------------|--------------------|----------------------------------|-----------|----------------|-------------|
| \$70,000 thru \$79,999       | 3               | 33                 | <b>Minimum</b>                   | \$70,000  | <b>Maximum</b> | \$1,200,000 |
| \$80,000 thru \$89,999       | 1               | 21                 | <b>Average</b>                   | \$361,754 | <b>Median</b>  | \$340,000   |
| \$90,000 thru \$99,999       | 1               | 3                  |                                  |           |                |             |
| \$100,000 thru \$119,999     | 2               | 89                 |                                  |           |                |             |
| \$120,000 thru \$139,999     | 8               | 33                 |                                  |           |                |             |
| \$140,000 thru \$159,999     | 9               | 27                 |                                  |           |                |             |
| \$160,000 thru \$179,999     | 9               | 46                 |                                  |           |                |             |
| \$180,000 thru \$199,999     | 8               | 44                 |                                  |           |                |             |
| \$200,000 thru \$249,999     | 22              | 33                 |                                  |           |                |             |
| \$250,000 thru \$299,999     | 22              | 51                 |                                  |           |                |             |
| \$300,000 thru \$349,999     | 18              | 28                 |                                  |           |                |             |
| \$350,000 thru \$399,999     | 22              | 25                 |                                  |           |                |             |
| \$400,000 thru \$449,999     | 21              | 36                 |                                  |           |                |             |
| \$450,000 thru \$499,999     | 18              | 51                 |                                  |           |                |             |
| \$500,000 thru \$549,999     | 10              | 26                 |                                  |           |                |             |
| \$550,000 thru \$599,999     | 9               | 49                 |                                  |           |                |             |
| \$600,000 thru \$649,999     | 3               | 27                 |                                  |           |                |             |
| \$650,000 thru \$699,999     | 2               | 11                 |                                  |           |                |             |
| \$700,000 thru \$749,999     | 4               | 33                 |                                  |           |                |             |
| \$750,000 thru \$799,999     | 3               | 122                |                                  |           |                |             |
| \$800,000 thru \$849,999     | 2               | 12                 |                                  |           |                |             |
| \$850,000 thru \$899,999     | 1               | 5                  |                                  |           |                |             |
| \$900,000 thru \$949,999     | 1               | 84                 |                                  |           |                |             |
| \$1,000,000 thru \$1,249,999 | 2               | 128                |                                  |           |                |             |
|                              | 201             | 39                 |                                  |           |                |             |

**REPORT 5A**

# Market Statistics Report

Listings as of 10/04/13 at 3:25pm

## YEAR TO DATE 1/1/13 – 9/30/13

### 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                     | 351                | 991               | 590               | 162                | 2094                |
| <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                     | 351                | 991               | 590               | 162                | 2094                |
| Dollar Value               | \$75,791,034       | \$304,652,071     | \$285,954,494     | \$106,773,320      | \$773,170,919       |
| Average List Price         | \$218,066          | \$309,654         | \$489,532         | \$688,651          | \$374,304           |
| Average Sold Price         | \$215,929          | \$307,419         | \$484,669         | \$659,095          | \$369,232           |
| Average Market Time        | 51                 | 42                | 44                | 56                 | 45                  |
| Average Square Feet        | 1334               | 1904              | 2824              | 3737               | 2210                |
| % of List Price            | 99.02              | 99.28             | 99.01             | 95.71              | 98.64               |
| <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                   |

## Area Market Survey Summary

Listings as of 10/04/13 at 3:22pm

### Sold

| <u>Selling Price Range</u>   | <u>Quantity</u> | <u>Average DOM</u> | <u>Summary Price Information</u> |           |                |             |
|------------------------------|-----------------|--------------------|----------------------------------|-----------|----------------|-------------|
| \$30,000 thru \$39,999       | 1               | 23                 | <b>Minimum</b>                   | \$38,500  | <b>Maximum</b> | \$7,995,000 |
| \$40,000 thru \$49,999       | 2               | 58                 | <b>Average</b>                   | \$369,232 | <b>Median</b>  | \$333,000   |
| \$50,000 thru \$59,999       | 4               | 28                 |                                  |           |                |             |
| \$60,000 thru \$69,999       | 3               | 166                |                                  |           |                |             |
| \$70,000 thru \$79,999       | 8               | 107                |                                  |           |                |             |
| \$80,000 thru \$89,999       | 13              | 45                 |                                  |           |                |             |
| \$90,000 thru \$99,999       | 12              | 38                 |                                  |           |                |             |
| \$100,000 thru \$119,999     | 35              | 61                 |                                  |           |                |             |
| \$120,000 thru \$139,999     | 71              | 53                 |                                  |           |                |             |
| \$140,000 thru \$159,999     | 90              | 56                 |                                  |           |                |             |
| \$160,000 thru \$179,999     | 104             | 45                 |                                  |           |                |             |
| \$180,000 thru \$199,999     | 100             | 44                 |                                  |           |                |             |
| \$200,000 thru \$249,999     | 214             | 40                 |                                  |           |                |             |
| \$250,000 thru \$299,999     | 254             | 47                 |                                  |           |                |             |
| \$300,000 thru \$349,999     | 205             | 40                 |                                  |           |                |             |
| \$350,000 thru \$399,999     | 206             | 36                 |                                  |           |                |             |
| \$400,000 thru \$449,999     | 204             | 38                 |                                  |           |                |             |
| \$450,000 thru \$499,999     | 149             | 39                 |                                  |           |                |             |
| \$500,000 thru \$549,999     | 113             | 39                 |                                  |           |                |             |
| \$550,000 thru \$599,999     | 88              | 39                 |                                  |           |                |             |
| \$600,000 thru \$649,999     | 60              | 53                 |                                  |           |                |             |
| \$650,000 thru \$699,999     | 44              | 56                 |                                  |           |                |             |
| \$700,000 thru \$749,999     | 28              | 39                 |                                  |           |                |             |
| \$750,000 thru \$799,999     | 15              | 53                 |                                  |           |                |             |
| \$800,000 thru \$849,999     | 11              | 46                 |                                  |           |                |             |
| \$850,000 thru \$899,999     | 7               | 25                 |                                  |           |                |             |
| \$900,000 thru \$949,999     | 11              | 79                 |                                  |           |                |             |
| \$950,000 thru \$999,999     | 8               | 30                 |                                  |           |                |             |
| \$1,000,000 thru \$1,249,999 | 24              | 120                |                                  |           |                |             |
| \$1,250,000 thru \$1,499,999 | 6               | 88                 |                                  |           |                |             |
| \$1,500,000 thru \$1,749,999 | 1               | 157                |                                  |           |                |             |
| \$1,750,000 thru \$1,999,999 | 1               | 281                |                                  |           |                |             |
| \$2,000,000 thru \$2,249,999 | 1               | 43                 |                                  |           |                |             |
| \$7,000,000 thru \$7,999,999 | 1               | 266                |                                  |           |                |             |
|                              | 2094            | 45                 |                                  |           |                |             |

**REPORT 5B**