

## 5 Year Residential Sales and Inventory History - Residential

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2007 | Jan     | 444        | \$294,236          | \$281,763          | 95.8%              | 115     | 1,861               | 4.2             |
|      | Feb     | 467        | \$264,621          | \$254,363          | 96.1%              | 94      | 1,856               | 4.0             |
|      | Mar     | 580        | \$282,456          | \$271,679          | 96.2%              | 114     | 1,864               | 3.2             |
|      | Apr     | 538        | \$294,034          | \$281,587          | 95.8%              | 103     | 1,966               | 3.7             |
|      | May     | 631        | \$285,931          | \$275,549          | 96.4%              | 108     | 2,075               | 3.3             |
|      | Jun     | 707        | \$301,825          | \$289,468          | 95.9%              | 98      | 2,058               | 2.9             |
|      | Jul     | 612        | \$331,353          | \$317,063          | 95.7%              | 93      | 2,034               | 3.3             |
|      | Aug     | 670        | \$310,235          | \$295,480          | 95.2%              | 97      | 2,031               | 3.0             |
|      | Sep     | 494        | \$307,306          | \$292,349          | 95.1%              | 100     | 2,042               | 4.1             |
|      | Oct     | 467        | \$296,763          | \$282,426          | 95.2%              | 106     | 2,062               | 4.4             |
|      | Nov     | 488        | \$290,726          | \$277,348          | 95.4%              | 105     | 2,013               | 4.1             |
|      | Dec     | 367        | \$299,336          | \$286,078          | 95.6%              | 109     | 1,976               | 5.4             |
| 2007 | Average | 539        | \$297,420          | \$284,632          | 95.7%              | 103     | 1,987               | 3.7             |
|      | Total   | 6,465      | \$1,922,819,646    | \$1,840,147,037    |                    | 665,931 | 23,838              |                 |
| 2008 | Jan     | 302        | \$289,983          | \$271,642          | 93.7%              | 118     | 2,138               | 7.1             |
|      | Feb     | 324        | \$272,556          | \$255,799          | 93.9%              | 121     | 2,260               | 7.0             |
|      | Mar     | 366        | \$261,709          | \$248,596          | 95.0%              | 120     | 2,496               | 6.8             |
|      | Apr     | 394        | \$293,458          | \$278,027          | 94.7%              | 131     | 2,765               | 7.0             |
|      | May     | 452        | \$271,896          | \$258,825          | 95.2%              | 125     | 2,999               | 6.6             |
|      | Jun     | 423        | \$278,000          | \$263,484          | 94.8%              | 115     | 3,274               | 7.7             |
|      | Jul     | 439        | \$286,648          | \$271,401          | 94.7%              | 114     | 3,541               | 8.1             |
|      | Aug     | 434        | \$303,167          | \$281,712          | 92.9%              | 135     | 3,914               | 9.0             |
|      | Sep     | 352        | \$284,067          | \$266,442          | 93.8%              | 125     | 4,431               | 12.6            |
|      | Oct     | 365        | \$297,630          | \$277,763          | 93.3%              | 135     | 5,019               | 13.8            |
|      | Nov     | 247        | \$271,181          | \$251,199          | 92.6%              | 126     | 5,379               | 21.8            |
|      | Dec     | 284        | \$255,900          | \$237,593          | 92.8%              | 137     | 5,721               | 20.1            |
| 2008 | Average | 365        | \$281,488          | \$264,716          | 94.0%              | 125     | 3,661               | 10.0            |
|      | Total   | 4,382      | \$1,233,478,701    | \$1,159,987,613    |                    | 547,247 | 43,937              |                 |
| 2009 | Jan     | 189        | \$283,818          | \$252,905          | 89.1%              | 146     | 6,415               | 33.9            |
|      | Feb     | 221        | \$248,991          | \$232,897          | 93.5%              | 146     | 6,628               | 30.0            |
|      | Mar     | 294        | \$232,346          | \$218,809          | 94.2%              | 146     | 6,871               | 23.4            |
|      | Apr     | 267        | \$230,597          | \$214,265          | 92.9%              | 143     | 7,178               | 26.9            |
|      | May     | 305        | \$249,752          | \$234,885          | 94.0%              | 130     | 7,533               | 24.7            |
|      | Jun     | 378        | \$257,592          | \$242,155          | 94.0%              | 135     | 7,656               | 20.3            |
|      | Jul     | 435        | \$266,308          | \$248,861          | 93.4%              | 145     | 7,680               | 17.7            |
|      | Aug     | 394        | \$235,226          | \$219,995          | 93.5%              | 147     | 7,770               | 19.7            |
|      | Sep     | 391        | \$269,511          | \$249,889          | 92.7%              | 154     | 7,789               | 19.9            |
|      | Oct     | 387        | \$265,525          | \$242,052          | 91.2%              | 140     | 7,613               | 19.7            |
|      | Nov     | 317        | \$280,433          | \$259,450          | 92.5%              | 157     | 7,183               | 22.7            |
|      | Dec     | 341        | \$289,638          | \$264,037          | 91.2%              | 174     | 6,486               | 19.0            |
| 2009 | Average | 327        | \$259,356          | \$240,515          | 92.7%              | 147     | 7,234               | 22.1            |
|      | Total   | 3,919      | \$1,016,415,360    | \$942,577,492      |                    | 576,009 | 86,802              |                 |
| 2010 | Jan     | 226        | \$277,955          | \$256,136          | 92.2%              | 173     | 6,537               | 28.9            |
|      | Feb     | 212        | \$263,983          | \$243,791          | 92.4%              | 175     | 6,691               | 31.6            |
|      | Mar     | 336        | \$232,425          | \$215,461          | 92.7%              | 162     | 7,149               | 21.3            |
|      | Apr     | 408        | \$243,794          | \$225,971          | 92.7%              | 158     | 7,821               | 19.2            |
|      | May     | 395        | \$255,974          | \$236,413          | 92.4%              | 156     | 8,233               | 20.8            |
|      | Jun     | 497        | \$257,764          | \$238,469          | 92.5%              | 152     | 8,412               | 16.9            |
|      | Jul     | 333        | \$247,337          | \$228,671          | 92.5%              | 152     | 8,544               | 25.7            |
|      | Aug     | 347        | \$239,448          | \$222,385          | 92.9%              | 150     | 8,491               | 24.5            |
|      | Sep     | 373        | \$252,421          | \$232,666          | 92.2%              | 172     | 8,453               | 22.7            |
|      | Oct     | 315        | \$252,026          | \$230,792          | 91.6%              | 179     | 8,098               | 25.7            |
|      | Nov     | 292        | \$281,214          | \$255,763          | 90.9%              | 170     | 7,582               | 26.0            |
|      | Dec     | 349        | \$261,789          | \$239,112          | 91.3%              | 177     | 6,756               | 19.4            |
| 2010 | Average | 340        | \$254,233          | \$234,385          | 92.2%              | 163     | 7,731               | 22.7            |
|      | Total   | 4,083      | \$1,038,035,041    | \$956,995,455      |                    | 666,930 | 92,767              |                 |

## 5 Year Residential Sales and Inventory History - Residential

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2011 | Jan     | 229        | \$216,295          | \$199,398          | 92.2%              | 181     | 6,479               | 28.3            |
|      | Feb     | 237        | \$240,015          | \$216,895          | 90.4%              | 193     | 6,489               | 27.4            |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2011 | Average | 233        | \$228,358          | \$208,297          | 91.2%              | 187     | 6,484               | 27.8            |
|      | Total   | 466        | \$106,415,028      | \$97,066,356       |                    | 87,174  | 12,968              |                 |

## 5 Year Residential Sales and Inventory History - Condo

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2007 | Jan     | 34         | \$191,038          | \$186,602          | 97.7%              | 99      | 250                 | 7.4             |
|      | Feb     | 41         | \$200,243          | \$194,190          | 97.0%              | 75      | 280                 | 6.8             |
|      | Mar     | 45         | \$175,777          | \$171,862          | 97.8%              | 79      | 287                 | 6.4             |
|      | Apr     | 46         | \$170,702          | \$166,656          | 97.6%              | 101     | 297                 | 6.5             |
|      | May     | 68         | \$183,248          | \$179,318          | 97.9%              | 72      | 286                 | 4.2             |
|      | Jun     | 54         | \$222,785          | \$212,021          | 95.2%              | 115     | 287                 | 5.3             |
|      | Jul     | 52         | \$207,264          | \$204,583          | 98.7%              | 122     | 293                 | 5.6             |
|      | Aug     | 66         | \$222,957          | \$215,327          | 96.6%              | 119     | 283                 | 4.3             |
|      | Sep     | 43         | \$226,867          | \$219,132          | 96.6%              | 107     | 308                 | 7.2             |
|      | Oct     | 52         | \$224,427          | \$217,067          | 96.7%              | 157     | 311                 | 6.0             |
|      | Nov     | 59         | \$196,586          | \$191,938          | 97.6%              | 118     | 297                 | 5.0             |
|      | Dec     | 72         | \$222,057          | \$219,007          | 98.6%              | 121     | 326                 | 4.5             |
| 2007 | Average | 53         | \$204,848          | \$199,370          | 97.3%              | 108     | 292                 | 5.5             |
|      | Total   | 632        | \$129,463,739      | \$126,001,840      |                    | 68,476  | 3,505               |                 |
| 2008 | Jan     | 55         | \$185,501          | \$180,573          | 97.3%              | 74      | 333                 | 6.1             |
|      | Feb     | 45         | \$154,440          | \$151,927          | 98.4%              | 80      | 347                 | 7.7             |
|      | Mar     | 66         | \$169,410          | \$165,915          | 97.9%              | 136     | 363                 | 5.5             |
|      | Apr     | 57         | \$183,291          | \$178,823          | 97.6%              | 94      | 397                 | 7.0             |
|      | May     | 49         | \$180,097          | \$174,647          | 97.0%              | 105     | 421                 | 8.6             |
|      | Jun     | 41         | \$192,992          | \$183,678          | 95.2%              | 119     | 486                 | 11.9            |
|      | Jul     | 48         | \$196,900          | \$190,263          | 96.6%              | 138     | 531                 | 11.1            |
|      | Aug     | 36         | \$188,711          | \$180,253          | 95.5%              | 118     | 608                 | 16.9            |
|      | Sep     | 30         | \$197,500          | \$188,520          | 95.5%              | 143     | 658                 | 21.9            |
|      | Oct     | 37         | \$193,793          | \$185,954          | 96.0%              | 98      | 699                 | 18.9            |
|      | Nov     | 27         | \$264,824          | \$256,656          | 96.9%              | 119     | 753                 | 27.9            |
|      | Dec     | 26         | \$291,988          | \$284,652          | 97.5%              | 162     | 785                 | 30.2            |
| 2008 | Average | 43         | \$192,651          | \$186,631          | 96.9%              | 113     | 532                 | 12.3            |
|      | Total   | 517        | \$99,600,487       | \$96,488,364       |                    | 58,301  | 6,381               |                 |
| 2009 | Jan     | 15         | \$246,013          | \$235,974          | 95.9%              | 166     | 857                 | 57.1            |
|      | Feb     | 28         | \$229,975          | \$224,378          | 97.6%              | 143     | 900                 | 32.1            |
|      | Mar     | 34         | \$336,218          | \$327,851          | 97.5%              | 138     | 927                 | 27.3            |
|      | Apr     | 31         | \$390,054          | \$367,067          | 94.1%              | 222     | 955                 | 30.8            |
|      | May     | 34         | \$193,893          | \$177,974          | 91.8%              | 159     | 983                 | 28.9            |
|      | Jun     | 44         | \$178,600          | \$169,933          | 95.1%              | 218     | 986                 | 22.4            |
|      | Jul     | 38         | \$165,155          | \$158,991          | 96.3%              | 194     | 989                 | 26.0            |
|      | Aug     | 40         | \$170,887          | \$160,055          | 93.7%              | 121     | 963                 | 24.1            |
|      | Sep     | 37         | \$250,001          | \$221,156          | 88.5%              | 161     | 941                 | 25.4            |
|      | Oct     | 60         | \$242,102          | \$228,645          | 94.4%              | 209     | 910                 | 15.2            |
|      | Nov     | 48         | \$221,012          | \$198,383          | 89.8%              | 173     | 869                 | 18.1            |
|      | Dec     | 41         | \$211,201          | \$196,081          | 92.8%              | 200     | 771                 | 18.8            |
| 2009 | Average | 38         | \$231,686          | \$217,296          | 93.8%              | 178     | 921                 | 24.6            |
|      | Total   | 450        | \$104,258,710      | \$97,783,367       |                    | 80,213  | 11,051              |                 |
| 2010 | Jan     | 21         | \$236,605          | \$209,839          | 88.7%              | 259     | 801                 | 38.1            |
|      | Feb     | 20         | \$218,070          | \$202,985          | 93.1%              | 194     | 816                 | 40.8            |
|      | Mar     | 27         | \$257,523          | \$232,194          | 90.2%              | 195     | 883                 | 32.7            |
|      | Apr     | 31         | \$178,885          | \$170,422          | 95.3%              | 165     | 891                 | 28.7            |
|      | May     | 44         | \$183,878          | \$173,297          | 94.2%              | 174     | 859                 | 19.5            |
|      | Jun     | 55         | \$250,447          | \$213,082          | 85.1%              | 319     | 868                 | 15.8            |
|      | Jul     | 24         | \$241,418          | \$210,957          | 87.4%              | 197     | 828                 | 34.5            |
|      | Aug     | 33         | \$189,736          | \$175,923          | 92.7%              | 202     | 805                 | 24.4            |
|      | Sep     | 30         | \$256,440          | \$232,510          | 90.7%              | 232     | 783                 | 26.1            |
|      | Oct     | 30         | \$227,133          | \$210,286          | 92.6%              | 218     | 755                 | 25.2            |
|      | Nov     | 29         | \$282,658          | \$262,386          | 92.8%              | 317     | 759                 | 26.2            |
|      | Dec     | 32         | \$222,938          | \$203,949          | 91.5%              | 264     | 688                 | 21.5            |
| 2010 | Average | 31         | \$227,626          | \$206,519          | 90.7%              | 232     | 811                 | 25.9            |
|      | Total   | 376        | \$85,587,518       | \$77,651,093       |                    | 87,417  | 9,736               |                 |

## 5 Year Residential Sales and Inventory History - Condo

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2011 | Jan     | 17         | \$165,529          | \$155,288          | 93.8%              | 291     | 698                 | 41.1            |
|      | Feb     | 13         | \$245,023          | \$220,692          | 90.1%              | 183     | 711                 | 54.7            |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2011 | Average | 15         | \$199,977          | \$183,630          | 91.8%              | 244     | 705                 | 47.0            |
|      | Total   | 30         | \$5,999,300        | \$5,508,897        |                    | 7,317   | 1,409               |                 |

## 5 Year Residential Sales and Inventory History - Townhouse

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2007 | Jan     | 38         | \$313,252          | \$316,111          | 100.9%             | 89      | 130                 | 3.4             |
|      | Feb     | 35         | \$283,607          | \$280,604          | 98.9%              | 126     | 127                 | 3.6             |
|      | Mar     | 40         | \$370,895          | \$378,013          | 101.9%             | 111     | 128                 | 3.2             |
|      | Apr     | 22         | \$300,072          | \$298,739          | 99.6%              | 87      | 130                 | 5.9             |
|      | May     | 39         | \$283,466          | \$282,437          | 99.6%              | 87      | 142                 | 3.6             |
|      | Jun     | 35         | \$309,912          | \$309,786          | 100.0%             | 77      | 140                 | 4.0             |
|      | Jul     | 51         | \$267,216          | \$268,796          | 100.6%             | 92      | 139                 | 2.7             |
|      | Aug     | 30         | \$293,014          | \$292,770          | 99.9%              | 111     | 134                 | 4.5             |
|      | Sep     | 36         | \$346,410          | \$342,090          | 98.8%              | 110     | 142                 | 3.9             |
|      | Oct     | 37         | \$343,949          | \$338,509          | 98.4%              | 144     | 139                 | 3.8             |
|      | Nov     | 42         | \$224,854          | \$219,951          | 97.8%              | 122     | 167                 | 4.0             |
|      | Dec     | 38         | \$310,426          | \$308,337          | 99.3%              | 133     | 175                 | 4.6             |
| 2007 | Average | 37         | \$302,539          | \$301,739          | 99.7%              | 108     | 141                 | 3.8             |
|      | Total   | 443        | \$134,024,663      | \$133,670,189      |                    | 47,703  | 1,693               |                 |
| 2008 | Jan     | 14         | \$325,577          | \$347,940          | 106.9%             | 135     | 196                 | 14.0            |
|      | Feb     | 20         | \$311,885          | \$324,984          | 104.2%             | 159     | 190                 | 9.5             |
|      | Mar     | 27         | \$321,509          | \$309,362          | 96.2%              | 131     | 191                 | 7.1             |
|      | Apr     | 25         | \$255,096          | \$248,650          | 97.5%              | 143     | 181                 | 7.2             |
|      | May     | 27         | \$266,570          | \$264,674          | 99.3%              | 138     | 186                 | 6.9             |
|      | Jun     | 28         | \$273,477          | \$266,255          | 97.4%              | 130     | 230                 | 8.2             |
|      | Jul     | 21         | \$294,276          | \$293,399          | 99.7%              | 78      | 251                 | 12.0            |
|      | Aug     | 15         | \$303,575          | \$298,515          | 98.3%              | 113     | 268                 | 17.9            |
|      | Sep     | 15         | \$293,668          | \$284,828          | 97.0%              | 119     | 296                 | 19.7            |
|      | Oct     | 23         | \$284,734          | \$277,002          | 97.3%              | 237     | 307                 | 13.3            |
|      | Nov     | 11         | \$236,010          | \$232,354          | 98.5%              | 77      | 331                 | 30.1            |
|      | Dec     | 15         | \$232,739          | \$227,451          | 97.7%              | 558     | 349                 | 23.3            |
| 2008 | Average | 20         | \$284,163          | \$281,292          | 99.0%              | 163     | 248                 | 12.3            |
|      | Total   | 241        | \$68,483,165       | \$67,791,399       |                    | 39,330  | 2,976               |                 |
| 2009 | Jan     | 9          | \$258,563          | \$248,302          | 96.0%              | 153     | 390                 | 43.3            |
|      | Feb     | 10         | \$223,369          | \$209,830          | 93.9%              | 111     | 405                 | 40.5            |
|      | Mar     | 20         | \$312,532          | \$306,030          | 97.9%              | 140     | 433                 | 21.7            |
|      | Apr     | 13         | \$262,530          | \$246,592          | 93.9%              | 226     | 433                 | 33.3            |
|      | May     | 10         | \$257,690          | \$251,990          | 97.8%              | 136     | 418                 | 41.8            |
|      | Jun     | 17         | \$257,520          | \$248,490          | 96.5%              | 140     | 447                 | 26.3            |
|      | Jul     | 20         | \$209,170          | \$203,075          | 97.1%              | 90      | 445                 | 22.3            |
|      | Aug     | 15         | \$241,893          | \$233,967          | 96.7%              | 246     | 463                 | 30.9            |
|      | Sep     | 23         | \$240,369          | \$232,137          | 96.6%              | 147     | 460                 | 20.0            |
|      | Oct     | 22         | \$216,598          | \$214,565          | 99.1%              | 193     | 426                 | 19.4            |
|      | Nov     | 24         | \$232,835          | \$221,713          | 95.2%              | 179     | 419                 | 17.5            |
|      | Dec     | 28         | \$250,026          | \$242,694          | 97.1%              | 138     | 392                 | 14.0            |
| 2009 | Average | 18         | \$245,845          | \$237,681          | 96.7%              | 158     | 428                 | 24.3            |
|      | Total   | 211        | \$51,873,232       | \$50,150,695       |                    | 33,247  | 5,131               |                 |
| 2010 | Jan     | 14         | \$244,707          | \$237,439          | 97.0%              | 235     | 400                 | 28.6            |
|      | Feb     | 10         | \$161,520          | \$160,551          | 99.4%              | 152     | 397                 | 39.7            |
|      | Mar     | 24         | \$193,033          | \$183,247          | 94.9%              | 238     | 413                 | 17.2            |
|      | Apr     | 23         | \$209,400          | \$202,246          | 96.6%              | 176     | 419                 | 18.2            |
|      | May     | 22         | \$196,918          | \$190,381          | 96.7%              | 157     | 437                 | 19.9            |
|      | Jun     | 25         | \$201,611          | \$193,614          | 96.0%              | 205     | 445                 | 17.8            |
|      | Jul     | 16         | \$259,003          | \$249,650          | 96.4%              | 209     | 453                 | 28.3            |
|      | Aug     | 16         | \$242,769          | \$231,369          | 95.3%              | 151     | 441                 | 27.6            |
|      | Sep     | 15         | \$290,380          | \$271,353          | 93.4%              | 174     | 412                 | 27.5            |
|      | Oct     | 14         | \$264,057          | \$241,314          | 91.4%              | 159     | 400                 | 28.6            |
|      | Nov     | 12         | \$205,292          | \$198,829          | 96.9%              | 234     | 365                 | 30.4            |
|      | Dec     | 17         | \$301,226          | \$276,256          | 91.7%              | 217     | 341                 | 20.1            |
| 2010 | Average | 17         | \$228,499          | \$217,477          | 95.2%              | 193     | 410                 | 23.7            |
|      | Total   | 208        | \$47,527,757       | \$45,235,272       |                    | 40,246  | 4,923               |                 |

## 5 Year Residential Sales and Inventory History - Townhouse

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2011 | Jan     | 13         | \$203,081          | \$190,350          | 93.7%              | 227     | 318                 | 24.5            |
|      | Feb     | 16         | \$183,431          | \$163,988          | 89.4%              | 274     | 307                 | 19.2            |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2011 | Average | 15         | \$192,240          | \$175,805          | 91.5%              | 253     | 313                 | 21.6            |
|      | Total   | 29         | \$5,574,950        | \$5,098,355        |                    | 7,340   | 625                 |                 |

## 5 Year Residential Sales and Inventory History - Residential Auction

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2007 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2007 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | #Num!           |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 0                   |                 |
| 2008 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
| 2008 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | #Div/0!         |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 7                   |                 |
| 2009 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 4                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 5                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 5                   | 0.0             |
| 2009 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | #Div/0!         |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 38                  |                 |
| 2010 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 6                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 6                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 6                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 5                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 5                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 3                   | 0.0             |
|      | Sep     | 1          | \$285,200          | \$190,300          | 66.7%              | 24      | 3                   | 3.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 5                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 5                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 4                   | 0.0             |
| 2010 | Average | 0          | \$285,200          | \$190,300          | 66.7%              | 24      | 5                   | 54.0            |
|      | Total   | 1          | \$285,200          | \$190,300          |                    | 24      | 54                  |                 |

## 5 Year Residential Sales and Inventory History - Residential Auction

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2011 | Jan     | 1          | \$114,900          | \$101,000          | 87.9%              | 11      | 3                   | 3.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2011 | Average | 1          | \$114,900          | \$101,000          | 87.9%              | 11      | 3                   | 5.0             |
|      | Total   | 1          | \$114,900          | \$101,000          |                    | 11      | 5                   |                 |

## 5 Year Residential Sales and Inventory History - Preconstruction

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2007 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 34                  | 0.0             |
|      | Feb     | 2          | \$257,450          | \$259,625          | 100.8%             | 81      | 31                  | 15.5            |
|      | Mar     | 1          | \$142,990          | \$149,555          | 104.6%             | 28      | 31                  | 31.0            |
|      | Apr     | 1          | \$219,609          | \$194,609          | 88.6%              | 0       | 33                  | 33.0            |
|      | May     | 2          | \$270,900          | \$287,451          | 106.1%             | 206     | 35                  | 17.5            |
|      | Jun     | 3          | \$315,300          | \$327,692          | 103.9%             | 69      | 30                  | 10.0            |
|      | Jul     | 1          | \$384,000          | \$401,305          | 104.5%             | 102     | 31                  | 31.0            |
|      | Aug     | 9          | \$309,567          | \$311,870          | 100.7%             | 67      | 32                  | 3.6             |
|      | Sep     | 6          | \$294,067          | \$294,973          | 100.3%             | 133     | 32                  | 5.3             |
|      | Oct     | 2          | \$662,875          | \$650,375          | 98.1%              | 87      | 31                  | 15.5            |
|      | Nov     | 1          | \$384,900          | \$393,529          | 102.2%             | 0       | 33                  | 33.0            |
|      | Dec     | 1          | \$247,384          | \$247,384          | 100.0%             | 0       | 32                  | 32.0            |
| 2007 | Average | 2          | \$319,232          | \$322,104          | 100.9%             | 86      | 32                  | 13.3            |
|      | Total   | 29         | \$9,257,733        | \$9,341,028        |                    | 2,485   | 385                 |                 |
| 2008 | Jan     | 3          | \$810,004          | \$809,236          | 99.9%              | 85      | 44                  | 14.7            |
|      | Feb     | 2          | \$243,450          | \$247,450          | 101.6%             | 40      | 46                  | 23.0            |
|      | Mar     | 3          | \$313,067          | \$315,961          | 100.9%             | 228     | 46                  | 15.3            |
|      | Apr     | 1          | \$339,000          | \$330,000          | 97.3%              | 173     | 60                  | 60.0            |
|      | May     | 2          | \$329,450          | \$345,450          | 104.9%             | 363     | 67                  | 33.5            |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 84                  | 0.0             |
|      | Jul     | 2          | \$764,450          | \$929,456          | 121.6%             | 326     | 103                 | 51.5            |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 137                 | 0.0             |
|      | Sep     | 1          | \$1,270,000        | \$1,653,606        | 130.2%             | 135     | 193                 | 193.0           |
|      | Oct     | 4          | \$249,448          | \$260,385          | 104.4%             | 105     | 202                 | 50.5            |
|      | Nov     | 9          | \$464,711          | \$484,734          | 104.3%             | 49      | 242                 | 26.9            |
|      | Dec     | 11         | \$433,718          | \$440,984          | 101.7%             | 43      | 246                 | 22.4            |
| 2008 | Average | 3          | \$463,263          | \$491,023          | 106.0%             | 106     | 123                 | 38.7            |
|      | Total   | 38         | \$17,604,001       | \$18,658,882       |                    | 4,042   | 1,470               |                 |
| 2009 | Jan     | 4          | \$456,725          | \$481,949          | 105.5%             | 30      | 264                 | 66.0            |
|      | Feb     | 5          | \$505,120          | \$539,465          | 106.8%             | 145     | 271                 | 54.2            |
|      | Mar     | 5          | \$366,418          | \$376,053          | 102.6%             | 167     | 250                 | 50.0            |
|      | Apr     | 2          | \$333,500          | \$331,400          | 99.4%              | 94      | 240                 | 120.0           |
|      | May     | 1          | \$195,000          | \$198,650          | 101.9%             | 0       | 230                 | 230.0           |
|      | Jun     | 2          | \$220,450          | \$220,089          | 99.8%              | 53      | 209                 | 104.5           |
|      | Jul     | 2          | \$224,500          | \$218,750          | 97.4%              | 96      | 223                 | 111.5           |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 195                 | 0.0             |
|      | Sep     | 1          | \$215,000          | \$215,000          | 100.0%             | 0       | 193                 | 193.0           |
|      | Oct     | 4          | \$194,950          | \$162,912          | 83.6%              | 49      | 197                 | 49.3            |
|      | Nov     | 3          | \$278,133          | \$285,313          | 102.6%             | 332     | 176                 | 58.7            |
|      | Dec     | 1          | \$599,000          | \$610,000          | 101.8%             | 137     | 151                 | 151.0           |
| 2009 | Average | 3          | \$345,490          | \$352,570          | 102.0%             | 117     | 217                 | 86.6            |
|      | Total   | 30         | \$10,364,690       | \$10,577,103       |                    | 3,496   | 2,599               |                 |
| 2010 | Jan     | 1          | \$429,900          | \$434,900          | 101.2%             | 0       | 142                 | 142.0           |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 147                 | 0.0             |
|      | Mar     | 1          | \$289,900          | \$289,900          | 100.0%             | 2       | 154                 | 154.0           |
|      | Apr     | 1          | \$249,900          | \$285,402          | 114.2%             | 51      | 158                 | 158.0           |
|      | May     | 1          | \$599,000          | \$650,000          | 108.5%             | 71      | 160                 | 160.0           |
|      | Jun     | 3          | \$159,900          | \$170,767          | 106.8%             | 59      | 171                 | 57.0            |
|      | Jul     | 1          | \$275,000          | \$295,680          | 107.5%             | 50      | 177                 | 177.0           |
|      | Aug     | 2          | \$172,450          | \$165,650          | 96.1%              | 10      | 177                 | 88.5            |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 171                 | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 168                 | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 166                 | 0.0             |
|      | Dec     | 3          | \$172,833          | \$140,167          | 81.1%              | 88      | 153                 | 51.0            |
| 2010 | Average | 1          | \$245,138          | \$247,691          | 101.0%             | 49      | 162                 | 149.5           |
|      | Total   | 13         | \$3,186,800        | \$3,219,982        |                    | 635     | 1,944               |                 |

## 5 Year Residential Sales and Inventory History - Preconstruction

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2011 | Jan     | 1          | \$445,000          | \$445,000          | 100.0%             | 44      | 143                 | 143.0           |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 151                 | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2011 | Average | 1          | \$445,000          | \$445,000          | 100.0%             | 44      | 147                 | 294.0           |
|      | Total   | 1          | \$445,000          | \$445,000          |                    | 44      | 294                 |                 |

5 Year Residential Sales and Inventory History - Equity Ownership

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2007 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2007 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | #Num!           |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 0                   |                 |
| 2008 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 6                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 6                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 6                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 8                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 9                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 9                   | 0.0             |
| 2008 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 4                   | #Div/0!         |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 44                  |                 |
| 2009 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 9                   | 0.0             |
|      | Feb     | 1          | \$115,000          | \$99,000           | 86.1%              | 48      | 9                   | 9.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
| 2009 | Average | 0          | \$115,000          | \$99,000           | 86.1%              | 48      | 2                   | 23.0            |
|      | Total   | 1          | \$115,000          | \$99,000           |                    | 48      | 23                  |                 |
| 2010 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | 0.0             |
| 2010 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 1                   | #Div/0!         |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 8                   |                 |

## 5 Year Residential Sales and Inventory History - Equity Ownership

| Year | Month   | Units Sold | Average List Price | Average Sale Price | % Diff Sale / List | Avg DOM | Month-End Inventory | Absorption Rate |
|------|---------|------------|--------------------|--------------------|--------------------|---------|---------------------|-----------------|
| 2011 | Jan     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Feb     | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | 0.0             |
|      | Mar     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Apr     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | May     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jun     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Jul     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Aug     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Sep     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Oct     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Nov     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
|      | Dec     | 0          | \$0                | \$0                | 0.0%               | 0       | 0                   | 0.0             |
| 2011 | Average | 0          | \$0                | \$0                | 0.0%               | 0       | 2                   | #Div/0!         |
|      | Total   | 0          | \$0                | \$0                |                    | 0       | 4                   |                 |