

## 5 Year Residential Sales and Inventory History

Year	Month	Units Sold	Average List Price	Average Sale Price	% Diff Sale / List	Avg DOM	Month-End Inventory	Absorption Rate
2006	Jan	547	\$271,098	\$260,458	96.1%	97	2,028	3.7
	Feb	562	\$240,533	\$232,312	96.6%	97	2,023	3.6
	Mar	764	\$270,381	\$259,372	95.9%	96	2,153	2.8
	Apr	673	\$260,375	\$251,188	96.5%	94	2,266	3.4
	May	817	\$265,197	\$256,680	96.8%	90	2,317	2.8
	Jun	931	\$276,512	\$269,126	97.3%	80	2,412	2.6
	Jul	759	\$276,629	\$267,517	96.7%	82	2,547	3.4
	Aug	897	\$264,347	\$254,910	96.4%	83	2,579	2.9
	Sep	783	\$286,891	\$276,471	96.4%	87	2,574	3.3
	Oct	792	\$273,280	\$261,612	95.7%	100	2,573	3.2
	Nov	673	\$287,627	\$276,439	96.1%	85	2,528	3.8
	Dec	581	\$296,093	\$283,954	95.9%	92	2,484	4.3
2006	Average	732	\$272,597	\$262,774	96.4%	90	2,374	3.2
	Total	8,779	\$2,393,128,338	\$2,306,896,889		787,213	28,484	
2007	Jan	516	\$288,943	\$277,983	96.2%	111	2,633	5.1
	Feb	545	\$260,971	\$251,540	96.4%	94	2,710	5.0
	Mar	666	\$280,350	\$271,138	96.7%	111	2,832	4.3
	Apr	607	\$284,784	\$273,356	96.0%	102	3,065	5.0
	May	740	\$276,325	\$267,102	96.7%	104	3,342	4.5
	Jun	798	\$295,549	\$283,767	96.0%	98	3,532	4.4
	Jul	715	\$316,381	\$303,907	96.1%	95	3,859	5.4
	Aug	775	\$302,128	\$288,739	95.6%	99	4,304	5.6
	Sep	578	\$301,643	\$288,414	95.6%	102	4,826	8.3
	Oct	557	\$292,434	\$279,279	95.5%	113	5,509	9.9
	Nov	590	\$276,782	\$264,918	95.7%	108	5,988	10.1
	Dec	477	\$288,697	\$277,906	96.3%	113	6,375	13.4
2007	Average	630	\$289,508	\$278,071	96.0%	104	4,081	6.5
	Total	7,564	\$2,189,836,281	\$2,103,325,722		783,613	48,975	
2008	Jan	374	\$280,122	\$265,418	94.8%	112	7,302	19.5
	Feb	391	\$260,825	\$247,340	94.8%	118	7,579	19.4
	Mar	461	\$252,476	\$240,879	95.4%	124	7,810	16.9
	Apr	476	\$278,607	\$264,957	95.1%	127	8,245	17.3
	May	530	\$263,355	\$251,667	95.6%	125	8,690	16.4
	Jun	492	\$270,658	\$256,991	95.0%	116	9,057	18.4
	Jul	510	\$280,389	\$267,251	95.3%	116	9,156	18.0
	Aug	484	\$294,931	\$274,949	93.2%	133	9,222	19.1
	Sep	398	\$280,381	\$264,746	94.4%	126	9,349	23.5
	Oct	427	\$288,061	\$270,174	93.8%	137	9,180	21.5
	Nov	294	\$275,206	\$258,144	93.8%	122	8,761	29.8
	Dec	335	\$263,789	\$247,732	93.9%	155	7,985	23.8
2008	Average	431	\$274,191	\$259,465	94.6%	125	8,528	19.8
	Total	5,172	\$1,418,117,354	\$1,341,955,258		648,398	102,336	
2009	Jan	217	\$283,345	\$255,766	90.3%	146	7,982	36.8
	Feb	265	\$250,342	\$236,405	94.4%	144	8,137	30.7
	Mar	352	\$248,709	\$236,382	95.0%	146	8,401	23.9
	Apr	313	\$248,374	\$231,489	93.2%	154	8,728	27.9
	May	349	\$244,537	\$229,831	94.0%	133	9,085	26.0
	Jun	441	\$249,539	\$235,093	94.2%	143	9,219	20.9
	Jul	493	\$256,355	\$240,236	93.7%	146	9,253	18.8
	Aug	449	\$229,717	\$215,122	93.6%	148	9,307	20.7
	Sep	451	\$266,424	\$246,626	92.6%	154	9,292	20.6
	Oct	471	\$260,116	\$238,700	91.8%	150	9,056	19.2
	Nov	390	\$271,036	\$250,604	92.5%	162	8,549	21.9
	Dec	408	\$279,644	\$256,354	91.7%	173	7,691	18.9
2009	Average	383	\$256,686	\$238,902	93.1%	150	8,725	22.8
	Total	4,599	\$1,180,500,502	\$1,098,708,017		690,629	104,700	

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2010	Jan	259	\$272,687	\$251,188	92.1%	182	7,746	29.9
	Feb	236	\$251,264	\$232,913	92.7%	173	7,843	33.2
	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
2010	Average	248	\$262,473	\$242,475	92.4%	177	7,795	31.5
	Total	495	\$129,924,324	\$120,025,089		87,824	15,589	