

## 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
2007	Jan	516	\$288,837	\$278,022	96.3%	112	2,275	4.4
	Feb	545	\$260,971	\$251,540	96.4%	94	2,294	4.2
	Mar	666	\$280,350	\$271,138	96.7%	111	2,310	3.5
	Apr	607	\$284,784	\$273,356	96.0%	102	2,426	4.0
	May	740	\$276,325	\$267,102	96.7%	104	2,538	3.4
	Jun	799	\$296,888	\$285,267	96.1%	98	2,515	3.1
	Jul	716	\$317,846	\$305,573	96.1%	95	2,497	3.5
	Aug	775	\$302,128	\$288,739	95.6%	99	2,480	3.2
	Sep	579	\$303,626	\$290,032	95.5%	102	2,524	4.4
	Oct	558	\$294,463	\$281,373	95.6%	113	2,543	4.6
	Nov	590	\$276,782	\$264,918	95.7%	108	2,510	4.3
	Dec	478	\$288,469	\$277,664	96.3%	113	2,509	5.2
2007	Average	631	\$290,073	\$278,658	96.1%	104	2,452	3.9
	Total	7,569	\$2,195,565,781	\$2,109,160,094		784,595	29,421	
2008	Jan	374	\$280,122	\$265,418	94.8%	112	2,711	7.2
	Feb	391	\$260,825	\$247,340	94.8%	118	2,843	7.3
	Mar	462	\$252,351	\$240,773	95.4%	123	3,096	6.7
	Apr	477	\$278,378	\$264,742	95.1%	127	3,403	7.1
	May	530	\$263,355	\$251,667	95.6%	125	3,673	6.9
	Jun	492	\$270,658	\$256,991	95.0%	116	4,074	8.3
	Jul	510	\$280,389	\$267,251	95.3%	116	4,432	8.7
	Aug	485	\$294,684	\$274,701	93.2%	133	4,933	10.2
	Sep	398	\$280,381	\$264,746	94.4%	126	5,585	14.0
	Oct	429	\$287,533	\$269,642	93.8%	137	6,237	14.5
	Nov	294	\$275,206	\$258,144	93.8%	122	6,716	22.8
	Dec	336	\$263,480	\$247,441	93.9%	154	7,112	21.2
2008	Average	432	\$274,076	\$259,352	94.6%	125	4,568	10.6
	Total	5,178	\$1,419,166,354	\$1,342,926,258		648,920	54,815	
2009	Jan	217	\$283,345	\$255,766	90.3%	146	7,937	36.6
	Feb	265	\$250,342	\$236,405	94.4%	144	8,215	31.0
	Mar	353	\$248,793	\$236,480	95.1%	145	8,484	24.0
	Apr	313	\$248,374	\$231,489	93.2%	154	8,809	28.1
	May	350	\$244,396	\$229,742	94.0%	133	9,167	26.2
	Jun	441	\$249,539	\$235,093	94.2%	143	9,302	21.1
	Jul	495	\$256,065	\$239,990	93.7%	146	9,340	18.9
	Aug	449	\$229,717	\$215,122	93.6%	148	9,395	20.9
	Sep	452	\$266,311	\$246,556	92.6%	154	9,386	20.8
	Oct	473	\$259,681	\$238,404	91.8%	150	9,150	19.3
	Nov	392	\$270,225	\$249,860	92.5%	161	8,653	22.1
	Dec	411	\$279,868	\$256,646	91.7%	174	7,806	19.0
2009	Average	384	\$256,566	\$238,818	93.1%	150	8,804	22.9
	Total	4,611	\$1,183,026,992	\$1,101,187,657		693,013	105,644	
2010	Jan	262	\$273,444	\$252,109	92.2%	182	7,899	30.1
	Feb	242	\$255,955	\$236,979	92.6%	176	8,069	33.3
	Mar	388	\$231,883	\$214,825	92.6%	169	8,619	22.2
	Apr	463	\$237,752	\$221,201	93.0%	159	9,309	20.1
	May	461	\$247,053	\$229,114	92.7%	157	9,706	21.1
	Jun	581	\$253,921	\$233,560	92.0%	170	9,917	17.1
	Jul	374	\$247,530	\$228,611	92.4%	157	10,021	26.8
	Aug	397	\$234,458	\$218,026	93.0%	154	9,934	25.0
	Sep	420	\$254,077	\$233,858	92.0%	176	9,843	23.4
	Oct	359	\$250,415	\$229,489	91.6%	181	9,450	26.3
	Nov	335	\$278,370	\$254,085	91.3%	184	8,902	26.6
	Dec	402	\$259,610	\$237,415	91.5%	185	7,989	19.9
2010	Average	390	\$250,841	\$231,365	92.2%	170	9,138	23.4
	Total	4,684	\$1,174,937,710	\$1,083,712,096		795,206	109,658	

## 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
2011	Jan	262	\$213,991	\$198,490	92.8%	189	7,730	29.5
	Feb	269	\$235,932	\$213,156	90.3%	197	7,808	29.0
	Mar	408	\$233,583	\$214,259	91.7%	189	8,128	19.9
	Apr	387	\$235,386	\$216,809	92.1%	174	8,646	22.3
	May	417	\$218,215	\$202,774	92.9%	176	8,946	21.5
	Jun	473	\$231,230	\$213,307	92.2%	179	9,083	19.2
	Jul	475	\$242,249	\$222,662	91.9%	164	9,040	19.0
	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	384	\$230,904	\$212,516	92.0%	179	8,483	22.1
	Total	2,691	\$621,363,505	\$571,881,699		482,631	59,381	