

Western NC Regional MLS
2011 Monthly Residential Sales Trend Indicator

Price Ranges	Residential Sales by Price Range - Residential												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Jul	YTD
\$1 - \$49,999	22	13	25	21	26	17	20	0	0	0	0	0	144	4.72%	6.05%
\$50,000 - \$59,999	5	6	8	7	7	11	5	0	0	0	0	0	49	1.18%	2.06%
\$60,000 - \$69,999	7	10	7	7	7	7	13	0	0	0	0	0	58	3.07%	2.44%
\$70,000 - \$79,999	8	9	10	5	7	13	8	0	0	0	0	0	60	1.89%	2.52%
\$80,000 - \$89,999	12	11	9	13	5	8	17	0	0	0	0	0	75	4.01%	3.15%
\$90,000 - \$99,999	8	3	8	12	11	10	15	0	0	0	0	0	67	3.54%	2.82%
\$100,000 - \$119,999	9	17	20	21	27	29	32	0	0	0	0	0	155	7.55%	6.51%
\$120,000 - \$139,999	14	16	26	34	30	31	29	0	0	0	0	0	180	6.84%	7.56%
\$140,000 - \$159,999	18	21	43	25	36	39	35	0	0	0	0	0	217	8.25%	9.12%
\$160,000 - \$179,999	22	18	36	31	28	42	35	0	0	0	0	0	212	8.25%	8.91%
\$180,000 - \$199,999	17	17	27	25	26	31	34	0	0	0	0	0	177	8.02%	7.44%
\$200,000 - \$249,999	21	28	47	40	47	54	50	0	0	0	0	0	287	11.79%	12.06%
\$250,000 - \$299,999	25	21	40	35	39	38	31	0	0	0	0	0	229	7.31%	9.62%
\$300,000 - \$349,999	15	13	23	20	15	22	22	0	0	0	0	0	130	5.19%	5.46%
\$350,000 - \$399,999	6	10	10	9	15	21	25	0	0	0	0	0	96	5.90%	4.03%
\$400,000 - \$499,999	11	14	18	19	14	19	27	0	0	0	0	0	122	6.37%	5.13%
\$500,000 - \$599,999	4	2	5	7	11	7	13	0	0	0	0	0	49	3.07%	2.06%
\$600,000 - \$699,999	1	4	3	6	2	5	1	0	0	0	0	0	22	0.24%	0.92%
\$700,000 - \$799,999	3	3	1	2	3	1	5	0	0	0	0	0	18	1.18%	0.76%
\$800,000 - \$899,999	0	1	3	0	1	5	1	0	0	0	0	0	11	0.24%	0.46%
\$900,000 - \$999,999	1	0	0	1	0	0	2	0	0	0	0	0	4	0.47%	0.17%
\$1,000,000 - and over	0	2	5	4	1	2	4	0	0	0	0	0	18	0.94%	0.76%
Current Year Total	229	239	374	344	358	412	424	0	0	0	0	0	2,380	100.00%	100.00%
Prior Year Total	226	212	336	408	394	498	333	346	374	315	294	350	2,407		
% Change	1%	13%	11%	-16%	-9%	-17%	27%	0%	0%	0%	0%	0%	-1%		
Current YTD	229	468	842	1,186	1,544	1,956	2,380	0	0	0	0	0			
Prior YTD	226	438	774	1,182	1,576	2,074	2,407	2,753	3,127	3,442	3,736	4,086			
% Change YTD	1%	7%	9%	0%	-2%	-6%	-1%	0%	0%	0%	0%	0%			

Price Ranges	Residential Sales by Price Range - Condo												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Jul	YTD
\$1 - \$49,999	1	1	0	0	1	0	1	0	0	0	0	0	4	3.13%	2.00%
\$50,000 - \$59,999	0	0	1	1	0	1	1	0	0	0	0	0	4	3.13%	2.00%
\$60,000 - \$69,999	0	1	3	3	2	2	2	0	0	0	0	0	13	6.25%	6.50%
\$70,000 - \$79,999	1	0	0	1	0	3	1	0	0	0	0	0	6	3.13%	3.00%
\$80,000 - \$89,999	0	2	1	2	3	2	0	0	0	0	0	0	10	0.00%	5.00%
\$90,000 - \$99,999	1	0	2	0	2	5	3	0	0	0	0	0	13	9.38%	6.50%
\$100,000 - \$119,999	4	2	5	6	8	3	4	0	0	0	0	0	32	12.50%	16.00%
\$120,000 - \$139,999	1	0	1	4	7	5	4	0	0	0	0	0	22	12.50%	11.00%
\$140,000 - \$159,999	3	1	3	3	8	3	6	0	0	0	0	0	27	18.75%	13.50%
\$160,000 - \$179,999	2	1	2	0	1	7	3	0	0	0	0	0	16	9.38%	8.00%
\$180,000 - \$199,999	0	1	0	3	5	2	1	0	0	0	0	0	12	3.13%	6.00%
\$200,000 - \$249,999	2	1	0	2	2	2	3	0	0	0	0	0	12	9.38%	6.00%
\$250,000 - \$299,999	1	1	0	3	0	4	1	0	0	0	0	0	10	3.13%	5.00%
\$300,000 - \$349,999	1	0	3	0	3	0	0	0	0	0	0	0	7	0.00%	3.50%
\$350,000 - \$399,999	0	1	0	0	1	2	1	0	0	0	0	0	5	3.13%	2.50%
\$400,000 - \$499,999	0	1	0	1	0	1	1	0	0	0	0	0	4	3.13%	2.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	0.50%
\$700,000 - \$799,999	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.50%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	0.50%
Current Year Total	17	14	22	30	43	42	32	0	0	0	0	0	200	100.00%	100.00%
Prior Year Total	21	20	27	31	44	55	24	33	30	30	29	32	222		
% Change	-19%	-30%	-19%	-3%	-2%	-24%	33%	0%	0%	0%	0%	0%	-10%		
Current YTD	17	31	53	83	126	168	200	0	0	0	0	0			
Prior YTD	21	41	68	99	143	198	222	255	285	315	344	376			
% Change YTD	-19%	-24%	-22%	-16%	-12%	-15%	-10%	0%	0%	0%	0%	0%			

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Price Ranges	Residential Sales by Price Range - Townhouse												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Jul	YTD
\$1 - \$49,999	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	1.00%
\$50,000 - \$59,999	0	0	0	0	0	0	1	0	0	0	0	0	1	5.26%	1.00%
\$60,000 - \$69,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	1.00%
\$70,000 - \$79,999	0	5	0	0	0	0	0	0	0	0	0	0	5	0.00%	5.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	1	1	0	0	1	2	0	0	0	0	0	5	10.53%	5.00%
\$100,000 - \$119,999	0	2	1	2	0	1	1	0	0	0	0	0	7	5.26%	7.00%
\$120,000 - \$139,999	0	0	1	1	3	3	4	0	0	0	0	0	12	21.05%	12.00%
\$140,000 - \$159,999	5	1	2	0	2	0	1	0	0	0	0	0	11	5.26%	11.00%
\$160,000 - \$179,999	1	1	0	2	1	1	2	0	0	0	0	0	8	10.53%	8.00%
\$180,000 - \$199,999	2	1	1	0	0	3	2	0	0	0	0	0	9	10.53%	9.00%
\$200,000 - \$249,999	2	2	2	0	1	4	2	0	0	0	0	0	13	10.53%	13.00%
\$250,000 - \$299,999	1	1	2	2	2	1	1	0	0	0	0	0	10	5.26%	10.00%
\$300,000 - \$349,999	0	1	1	0	2	1	0	0	0	0	0	0	5	0.00%	5.00%
\$350,000 - \$399,999	0	1	0	0	2	1	0	0	0	0	0	0	4	0.00%	4.00%
\$400,000 - \$499,999	1	0	0	2	0	2	2	0	0	0	0	0	7	10.53%	7.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	1	0	0	0	0	0	1	5.26%	1.00%
Current Year Total	13	16	11	9	14	18	19	0	0	0	0	0	100	100.00%	100.00%
Prior Year Total	14	10	24	23	22	25	16	16	15	14	12	17	134		
% Change	-7%	60%	-54%	-61%	-36%	-28%	19%	0%	0%	0%	0%	0%	-25%		
Current YTD	13	29	40	49	63	81	100	0	0	0	0	0			
Prior YTD	14	24	48	71	93	118	134	150	165	179	191	208			
% Change YTD	-7%	21%	-17%	-31%	-32%	-31%	-25%	0%	0%	0%	0%	0%			

Price Ranges	Residential Sales by Price Range - Residential Auction												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Jul	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$70,000 - \$79,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100,000 - \$119,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	100.00%
\$120,000 - \$139,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$140,000 - \$159,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$160,000 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180,000 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200,000 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250,000 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300,000 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$350,000 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	1	0	0	0	0	0	0	0	0	0	0	0	1	100.00%	100.00%
Prior Year Total	0	0	0	0	0	0	0	0	1	0	0	0	0		
% Change	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Current YTD	1	1	1	1	1	1	1	0	0	0	0	0			
Prior YTD	0	0	0	0	0	0	0	0	1	1	1	1			
% Change YTD	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

Western NC Regional MLS
2011 Monthly Residential Sales Trend Indicator

Residential Sales by Price Range - Preconstruction

Price Ranges	Residential Sales by Price Range - Preconstruction												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Jul	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	10.00%
\$70,000 - \$79,999	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	10.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100,000 - \$119,999	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	10.00%
\$120,000 - \$139,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$140,000 - \$159,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$160,000 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180,000 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200,000 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250,000 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300,000 - \$349,999	0	0	0	2	0	1	0	0	0	0	0	0	3	0.00%	30.00%
\$350,000 - \$399,999	0	0	1	0	0	0	0	0	0	0	0	0	1	0.00%	10.00%
\$400,000 - \$499,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	10.00%
\$500,000 - \$599,999	0	0	0	0	1	0	0	0	0	0	0	0	1	0.00%	10.00%
\$600,000 - \$699,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	10.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	2	0	1	4	2	1	0	0	0	0	0	0	10	100.00%	100.00%
Prior Year Total	0	0	0	1	1	3	1	2	0	0	0	3	6		
% Change	0%	0%	0%	300%	100%	-67%	0%	0%	0%	0%	0%	0%	67%		
Current YTD	2	2	3	7	9	10	10	0	0	0	0	0			
Prior YTD	0	0	0	1	2	5	6	8	8	8	8	11			
% Change YTD	0%	0%	0%	600%	350%	100%	67%	0%	0%	0%	0%	0%			

Residential Sales by Price Range - Equity Ownership

Price Ranges	Residential Sales by Price Range - Equity Ownership												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Jul	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$70,000 - \$79,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$100,000 - \$119,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$120,000 - \$139,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$140,000 - \$159,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$160,000 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180,000 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200,000 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250,000 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300,000 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$350,000 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	0	0	0	0	0	0	0	0	0	0	0	0	0	100.00%	100.00%
Prior Year Total	0	0	0	0	0	0	0	0	0	0	0	0	0		
% Change	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Current YTD	0	0	0	0	0	0	0	0	0	0	0	0			
Prior YTD	0	0	0	0	0	0	0	0	0	0	0	0			
% Change YTD	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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Price Ranges	Residential Sales by Price Range - Total Listings												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Jul	YTD
\$1 - \$49,999	23	14	25	21	28	17	21	0	0	0	0	0	149	4.42%	5.54%
\$50,000 - \$59,999	5	6	9	8	7	12	7	0	0	0	0	0	54	1.47%	2.01%
\$60,000 - \$69,999	8	11	10	11	9	9	15	0	0	0	0	0	73	3.16%	2.71%
\$70,000 - \$79,999	9	14	10	6	8	16	9	0	0	0	0	0	72	1.89%	2.68%
\$80,000 - \$89,999	12	13	10	15	8	10	17	0	0	0	0	0	85	3.58%	3.16%
\$90,000 - \$99,999	9	4	11	12	13	16	20	0	0	0	0	0	85	4.21%	3.16%
\$100,000 - \$119,999	14	21	26	30	35	33	37	0	0	0	0	0	196	7.79%	7.28%
\$120,000 - \$139,999	15	16	28	39	40	39	37	0	0	0	0	0	214	7.79%	7.95%
\$140,000 - \$159,999	26	23	48	28	46	42	42	0	0	0	0	0	255	8.84%	9.48%
\$160,000 - \$179,999	25	20	38	33	30	50	40	0	0	0	0	0	236	8.42%	8.77%
\$180,000 - \$199,999	19	19	28	28	31	36	37	0	0	0	0	0	198	7.79%	7.36%
\$200,000 - \$249,999	25	31	49	42	50	60	55	0	0	0	0	0	312	11.58%	11.59%
\$250,000 - \$299,999	27	23	42	40	41	43	33	0	0	0	0	0	249	6.95%	9.25%
\$300,000 - \$349,999	16	14	27	22	20	24	22	0	0	0	0	0	145	4.63%	5.39%
\$350,000 - \$399,999	6	12	11	9	18	24	26	0	0	0	0	0	106	5.47%	3.94%
\$400,000 - \$499,999	13	15	18	22	14	22	30	0	0	0	0	0	134	6.32%	4.98%
\$500,000 - \$599,999	4	2	5	7	12	7	13	0	0	0	0	0	50	2.74%	1.86%
\$600,000 - \$699,999	2	4	3	7	2	5	1	0	0	0	0	0	24	0.21%	0.89%
\$700,000 - \$799,999	3	4	1	2	3	1	5	0	0	0	0	0	19	1.05%	0.71%
\$800,000 - \$899,999	0	1	3	0	1	5	1	0	0	0	0	0	11	0.21%	0.41%
\$900,000 - \$999,999	1	0	0	1	0	0	2	0	0	0	0	0	4	0.42%	0.15%
\$1,000,000 - and over	0	2	6	4	1	2	5	0	0	0	0	0	20	1.05%	0.74%
Current Year Total	262	269	408	387	417	473	475	0	0	0	0	0	2,691	100.00%	100.00%
Prior Year Total	261	242	387	463	461	581	374	397	420	359	335	402	2,769		
% Change	0%	11%	5%	-16%	-10%	-19%	27%	0%	0%	0%	0%	0%	-3%		
Current YTD	262	531	939	1,326	1,743	2,216	2,691	0	0	0	0	0			
Prior YTD	261	503	890	1,353	1,814	2,395	2,769	3,166	3,586	3,945	4,280	4,682			
% Change YTD	0%	6%	6%	-2%	-4%	-7%	-3%	0%	0%	0%	0%	0%			

Western NC Regional MLS
2011 Monthly Residential Sales Trend Indicator

Financing Types	Residential Sales by Type of Financing												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Jul	YTD
Assumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Cash	79	96	143	115	118	148	149	0	0	0	0	0	848	31.37%	31.51%
Conventional	140	132	202	195	225	254	257	0	0	0	0	0	1,405	54.11%	52.21%
FHA	18	21	28	26	29	31	27	0	0	0	0	0	180	5.68%	6.69%
Lease / Purchase	0	1	1	0	0	0	0	0	0	0	0	0	2	0.00%	0.07%
Owner Financed	5	5	7	10	4	5	3	0	0	0	0	0	39	0.63%	1.45%
FMHA	2	1	1	0	0	3	0	0	0	0	0	0	7	0.00%	0.26%
Trade / Exchange	0	0	0	1	0	1	0	0	0	0	0	0	2	0.00%	0.07%
VA	5	4	6	9	11	7	10	0	0	0	0	0	52	2.11%	1.93%
Other	13	9	20	31	30	24	29	0	0	0	0	0	156	6.11%	5.80%
Current Year Total	262	269	408	387	417	473	475	0	0	0	0	0	2,691	100.00%	100.00%

Bedrooms	Residential Sales by Bedroom Count												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Jul	YTD
0	2	2	3	2	1	1	1	0	0	0	0	0	12	0.21%	0.45%
1	6	6	11	10	7	11	4	0	0	0	0	0	55	0.84%	2.04%
2	72	64	109	97	100	126	123	0	0	0	0	0	691	25.89%	25.68%
3	142	144	235	210	242	261	258	0	0	0	0	0	1,492	54.32%	55.44%
4	37	43	44	60	55	56	77	0	0	0	0	0	372	16.21%	13.82%
5	2	10	5	8	9	16	10	0	0	0	0	0	60	2.11%	2.23%
6+	1	0	1	0	3	2	2	0	0	0	0	0	9	0.42%	0.33%
Current Year Total	262	269	408	387	417	473	475	0	0	0	0	0	2,691	100.00%	100.00%

Full Bathrooms	Residential Sales by Bathroom Count												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Jul	YTD
0	3	0	2	1	0	1	1	0	0	0	0	0	8	0.21%	0.30%
1	57	46	90	76	83	90	92	0	0	0	0	0	534	19.37%	19.84%
2	150	156	231	220	246	272	275	0	0	0	0	0	1,550	57.89%	57.60%
3	46	52	74	69	68	90	86	0	0	0	0	0	485	18.11%	18.02%
4	5	10	9	17	13	18	17	0	0	0	0	0	89	3.58%	3.31%
5	1	5	1	3	6	2	4	0	0	0	0	0	22	0.84%	0.82%
6+	0	0	1	1	1	0	0	0	0	0	0	0	3	0.00%	0.11%
Current Year Total	262	269	408	387	417	473	475	0	0	0	0	0	2,691	100.00%	100.00%