

## 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
2005	Jan	446	\$239,203	\$231,250	96.7%	105	2,023	4.5
	Feb	476	\$231,577	\$223,908	96.7%	108	2,091	4.4
	Mar	555	\$217,011	\$209,746	96.7%	110	2,249	4.1
	Apr	651	\$241,922	\$232,103	95.9%	103	2,276	3.5
	May	726	\$241,909	\$234,998	97.1%	93	2,373	3.3
	Jun	807	\$250,710	\$241,749	96.4%	88	2,370	2.9
	Jul	749	\$255,210	\$246,888	96.7%	89	2,407	3.2
	Aug	895	\$259,198	\$250,731	96.7%	92	2,340	2.6
	Sep	869	\$254,691	\$246,470	96.8%	96	2,360	2.7
	Oct	820	\$254,593	\$246,175	96.7%	94	2,231	2.7
	Nov	790	\$260,658	\$253,131	97.1%	90	2,175	2.8
	Dec	747	\$263,332	\$253,165	96.1%	91	2,090	2.8
2005	Average	711	\$249,520	\$241,165	96.7%	95	2,249	3.2
	Total	8,531	\$2,128,652,131	\$2,057,382,821		812,449	26,985	
2006	Jan	547	\$271,098	\$260,458	96.1%	97	2,208	4.0
	Feb	562	\$240,533	\$232,312	96.6%	97	2,280	4.1
	Mar	764	\$270,381	\$259,372	95.9%	96	2,466	3.2
	Apr	673	\$260,375	\$251,188	96.5%	94	2,657	3.9
	May	817	\$265,197	\$256,680	96.8%	90	2,795	3.4
	Jun	929	\$276,602	\$269,224	97.3%	80	3,014	3.2
	Jul	759	\$276,629	\$267,517	96.7%	82	3,321	4.4
	Aug	896	\$264,363	\$254,918	96.4%	83	3,669	4.1
	Sep	783	\$286,891	\$276,471	96.4%	87	3,957	5.1
	Oct	792	\$273,280	\$261,612	95.7%	100	4,360	5.5
	Nov	673	\$287,627	\$276,439	96.1%	85	4,691	7.0
	Dec	581	\$296,093	\$283,954	95.9%	92	4,988	8.6
2006	Average	731	\$272,608	\$262,785	96.4%	90	3,367	4.6
	Total	8,776	\$2,392,409,038	\$2,306,201,889		786,952	40,406	
2007	Jan	516	\$288,943	\$277,983	96.2%	111	5,701	11.0
	Feb	545	\$260,971	\$251,540	96.4%	94	5,866	10.8
	Mar	666	\$280,350	\$271,138	96.7%	111	6,169	9.3
	Apr	607	\$284,784	\$273,356	96.0%	102	6,673	11.0
	May	739	\$276,386	\$267,192	96.7%	104	7,050	9.5
	Jun	798	\$295,549	\$283,767	96.0%	98	7,286	9.1
	Jul	715	\$316,381	\$303,907	96.1%	95	7,557	10.6
	Aug	774	\$302,042	\$288,653	95.6%	99	7,701	9.9
	Sep	578	\$301,643	\$288,414	95.6%	102	7,893	13.7
	Oct	555	\$290,073	\$276,786	95.4%	112	8,024	14.5
	Nov	588	\$276,125	\$264,297	95.7%	108	7,676	13.1
	Dec	477	\$288,697	\$277,906	96.3%	113	7,164	15.0
2007	Average	630	\$289,283	\$277,842	96.0%	104	7,063	11.2
	Total	7,558	\$2,186,401,481	\$2,099,933,222		782,646	84,760	
2008	Jan	374	\$280,122	\$265,418	94.8%	112	7,371	19.7
	Feb	391	\$260,825	\$247,340	94.8%	118	7,558	19.3
	Mar	460	\$252,790	\$241,168	95.4%	124	7,789	16.9
	Apr	475	\$278,920	\$265,283	95.1%	127	8,224	17.3
	May	530	\$263,355	\$251,667	95.6%	125	8,669	16.4
	Jun	492	\$270,658	\$256,991	95.0%	116	9,036	18.4
	Jul	510	\$280,389	\$267,251	95.3%	116	9,135	17.9
	Aug	484	\$294,931	\$274,949	93.2%	133	9,199	19.0
	Sep	398	\$280,381	\$264,746	94.4%	126	9,325	23.4
	Oct	426	\$288,109	\$270,203	93.8%	136	9,155	21.5
	Nov	294	\$275,206	\$258,144	93.8%	122	8,736	29.7
	Dec	335	\$263,789	\$247,732	93.9%	155	7,959	23.8
2008	Average	431	\$274,253	\$259,524	94.6%	125	8,513	19.8
	Total	5,169	\$1,417,611,554	\$1,341,479,258		647,958	102,156	

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Year	Month	Units Sold	Average List Price	Average Sale Price	% Diff Sale / List	Avg DOM	Month-End Inventory	Absorption Rate
2009	Jan	216	\$281,046	\$253,152	90.1%	143	7,936	36.7
	Feb	265	\$250,342	\$236,405	94.4%	144	8,090	30.5
	Mar	352	\$248,709	\$236,382	95.0%	146	8,355	23.7
	Apr	312	\$248,801	\$231,872	93.2%	154	8,677	27.8
	May	349	\$244,537	\$229,831	94.0%	133	9,035	25.9
	Jun	439	\$250,005	\$235,574	94.2%	143	9,174	20.9
	Jul	491	\$256,984	\$240,783	93.7%	146	9,193	18.7
	Aug	446	\$229,323	\$214,839	93.7%	148	9,238	20.7
	Sep	435	\$267,153	\$246,970	92.4%	153	9,174	21.1
	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
2009	Average	367	\$251,735	\$235,395	93.5%	146	8,764	23.9
	Total	3,305	\$831,982,554	\$777,981,504		482,042	78,872	