

## 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	2,006	3.7
	Feb	562	\$240,533	\$232,312	96.6%	97	1,998	3.6
	Mar	764	\$270,381	\$259,372	95.9%	96	2,118	2.8
	Apr	673	\$260,375	\$251,188	96.5%	94	2,231	3.3
	May	817	\$265,197	\$256,680	96.8%	90	2,281	2.8
	Jun	931	\$276,512	\$269,126	97.3%	80	2,374	2.5
	Jul	759	\$276,629	\$267,517	96.7%	82	2,503	3.3
	Aug	897	\$264,347	\$254,910	96.4%	83	2,529	2.8
	Sep	783	\$286,891	\$276,471	96.4%	87	2,515	3.2
	Oct	792	\$273,280	\$261,612	95.7%	100	2,503	3.2
	Nov	673	\$287,627	\$276,439	96.1%	85	2,452	3.6
	Dec	581	\$296,093	\$283,954	95.9%	92	2,401	4.1
2006	Average	732	\$272,597	\$262,774	96.4%	90	2,326	3.2
	Total	8,779	\$2,393,128,338	\$2,306,896,889		787,213	27,911	
2007	Jan	517	\$291,082	\$280,018	96.2%	112	2,545	4.9
	Feb	545	\$260,971	\$251,540	96.4%	94	2,592	4.8
	Mar	666	\$280,350	\$271,138	96.7%	111	2,670	4.0
	Apr	607	\$284,784	\$273,356	96.0%	102	2,868	4.7
	May	740	\$276,325	\$267,102	96.7%	104	3,107	4.2
	Jun	799	\$296,888	\$285,267	96.1%	98	3,233	4.0
	Jul	716	\$317,846	\$305,573	96.1%	95	3,466	4.8
	Aug	775	\$302,128	\$288,739	95.6%	99	3,700	4.8
	Sep	579	\$303,626	\$290,032	95.5%	102	4,021	6.9
	Oct	558	\$294,463	\$281,373	95.6%	113	4,548	8.2
	Nov	590	\$276,782	\$264,918	95.7%	108	4,907	8.3
	Dec	477	\$288,697	\$277,906	96.3%	113	5,199	10.9
2007	Average	631	\$290,241	\$278,809	96.1%	104	3,571	5.7
	Total	7,569	\$2,196,836,281	\$2,110,308,094		784,551	42,856	
2008	Jan	374	\$280,122	\$265,418	94.8%	112	6,008	16.1
	Feb	391	\$260,825	\$247,340	94.8%	118	6,799	17.4
	Mar	461	\$252,476	\$240,879	95.4%	124	7,710	16.7
	Apr	477	\$278,378	\$264,742	95.1%	127	8,262	17.3
	May	530	\$263,355	\$251,667	95.6%	125	8,706	16.4
	Jun	492	\$270,658	\$256,991	95.0%	116	9,074	18.4
	Jul	510	\$280,389	\$267,251	95.3%	116	9,173	18.0
	Aug	484	\$294,931	\$274,949	93.2%	133	9,240	19.1
	Sep	398	\$280,381	\$264,746	94.4%	126	9,367	23.5
	Oct	428	\$287,855	\$269,952	93.8%	137	9,198	21.5
	Nov	294	\$275,206	\$258,144	93.8%	122	8,780	29.9
	Dec	336	\$263,480	\$247,441	93.9%	154	8,005	23.8
2008	Average	431	\$274,135	\$259,409	94.6%	125	8,360	19.4
	Total	5,175	\$1,418,646,754	\$1,342,442,758		648,600	100,322	
2009	Jan	217	\$283,345	\$255,766	90.3%	146	8,044	37.1
	Feb	265	\$250,342	\$236,405	94.4%	144	8,200	30.9
	Mar	353	\$248,793	\$236,480	95.1%	145	8,469	24.0
	Apr	313	\$248,374	\$231,489	93.2%	154	8,792	28.1
	May	349	\$244,537	\$229,831	94.0%	133	9,148	26.2
	Jun	441	\$249,539	\$235,093	94.2%	143	9,283	21.0
	Jul	494	\$256,120	\$240,033	93.7%	146	9,320	18.9
	Aug	449	\$229,717	\$215,122	93.6%	148	9,374	20.9
	Sep	451	\$266,424	\$246,626	92.6%	154	9,365	20.8
	Oct	472	\$259,809	\$238,517	91.8%	150	9,128	19.3
	Nov	392	\$270,225	\$249,860	92.5%	161	8,625	22.0
	Dec	411	\$279,868	\$256,646	91.7%	174	7,775	18.9
2009	Average	384	\$256,607	\$238,847	93.1%	150	8,794	22.9
	Total	4,607	\$1,182,188,492	\$1,100,370,007		692,166	105,523	

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Year	Month	Units Sold	Average List Price	Average Sale Price	% Diff Sale / List	Avg DOM	Month-End Inventory	Absorption Rate
2010	Jan	259	\$272,687	\$251,188	92.1%	182	7,856	30.3
	Feb	241	\$256,561	\$237,523	92.6%	173	8,025	33.3
	Mar	383	\$232,195	\$215,022	92.6%	169	8,570	22.4
	Apr	463	\$237,752	\$221,201	93.0%	159	9,244	20.0
	May	451	\$248,547	\$230,417	92.7%	156	9,582	21.2
	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	359	\$246,835	\$228,708	92.7%	166	8,655	24.1
	Total	1,797	\$443,561,875	\$410,988,252		297,660	43,277	