

**SINGLE FAMILY RESIDENCES SOLD
2004-2010**

NUMBER OF RESIDENCES SOLD

	2004	2005	2006	2007	2008	2009	2010
JANUARY	148	137	149	131	98	93	93
FEBRUARY	108	152	152	126	128	71	83
MARCH	168	162	197	167	108	107	120
APRIL	198	195	196	137	131	122	159
MAY	173	212	220	202	184	116	149
JUNE	236	270	255	212	193	170	248
JULY	224	251	212	201	199	186	109
AUGUST	216	309	273	256	215	170	
SEPTEMBER	209	242	231	185	207	166	
OCTOBER	223	235	223	224	157	193	
NOVEMBER	201	212	203	183	133	181	
DECEMBER	215	234	185	141	138	173	
	2319	2611	2496	2165	1891	1748	961

AVERAGE SELLING PRICE

	2004	2005	2006	2007	2008	2009	2010
JANUARY	\$ 87,687	\$ 107,200	\$ 106,919	\$ 113,771	\$ 133,764	\$ 114,430	\$ 106,385
FEBRUARY	\$ 91,716	\$ 105,582	\$ 112,999	\$ 122,775	\$ 121,181	\$ 123,691	\$ 122,033
MARCH	\$ 100,310	\$ 104,186	\$ 111,303	\$ 127,662	\$ 117,027	\$ 117,425	\$ 133,084
APRIL	\$ 91,027	\$ 109,116	\$ 111,275	\$ 123,614	\$ 132,905	\$ 139,821	\$ 117,703
MAY	\$ 101,303	\$ 114,254	\$ 114,508	\$ 127,232	\$ 140,410	\$ 124,102	\$ 115,347
JUNE	\$ 109,235	\$ 124,165	\$ 112,574	\$ 133,459	\$ 139,906	\$ 124,048	\$ 131,668
JULY	\$ 105,202	\$ 123,453	\$ 139,182	\$ 143,585	\$ 132,727	\$ 129,636	\$ 118,872
AUGUST	\$ 106,824	\$ 118,839	\$ 130,694	\$ 132,811	\$ 132,855	\$ 129,374	
SEPTEMBER	\$ 109,556	\$ 117,853	\$ 124,225	\$ 129,692	\$ 133,412	\$ 124,155	
OCTOBER	\$ 111,773	\$ 130,912	\$ 124,353	\$ 121,103	\$ 123,869	\$ 127,686	
NOVEMBER	\$ 107,399	\$ 119,563	\$ 121,722	\$ 127,651	\$ 118,475	\$ 129,378	
DECEMBER	\$ 96,488	\$ 114,413	\$ 112,166	\$ 123,437	\$ 121,462	\$ 135,676	
	\$ 102,569	\$ 117,099	\$ 119,317	\$ 128,114	\$ 130,125	\$ 126,906	\$ 121,474

GROSS SALES

	2004	2005	2006	2007	2008	2009	2010
JANUARY	\$ 12,977,730	\$ 14,681,745	\$ 15,930,980	\$ 14,904,002	\$ 13,108,876	\$ 10,642,021	\$ 9,893,759
FEBRUARY	\$ 9,905,339	\$ 16,048,443	\$ 17,175,887	\$ 15,469,639	\$ 15,511,186	\$ 8,782,090	\$ 9,533,363
MARCH	\$ 16,852,158	\$ 16,878,093	\$ 21,926,696	\$ 21,319,632	\$ 12,638,937	\$ 12,564,451	\$ 15,970,051
APRIL	\$ 18,023,405	\$ 21,277,605	\$ 21,809,977	\$ 16,935,065	\$ 17,410,551	\$ 16,110,791	\$ 18,651,116
MAY	\$ 17,525,402	\$ 24,221,836	\$ 25,191,862	\$ 25,700,826	\$ 25,835,427	\$ 14,395,841	\$ 17,186,673
JUNE	\$ 25,779,384	\$ 33,524,514	\$ 28,706,477	\$ 28,293,317	\$ 27,001,805	\$ 21,088,088	\$ 32,653,770
JULY	\$ 23,565,275	\$ 30,986,686	\$ 29,506,575	\$ 28,860,635	\$ 26,412,745	\$ 24,112,306	\$ 12,848,072
AUGUST	\$ 23,074,017	\$ 36,721,262	\$ 35,679,425	\$ 33,999,514	\$ 28,563,872	\$ 21,993,614	
SEPTEMBER	\$ 22,897,246	\$ 28,520,420	\$ 28,695,945	\$ 23,993,095	\$ 27,616,379	\$ 20,609,759	
OCTOBER	\$ 24,925,368	\$ 30,764,407	\$ 27,730,755	\$ 27,127,062	\$ 19,447,369	\$ 24,643,420	
NOVEMBER	\$ 21,587,213	\$ 25,347,298	\$ 24,709,601	\$ 23,360,165	\$ 15,757,205	\$ 23,417,444	
DECEMBER	\$ 20,744,871	\$ 26,772,625	\$ 20,750,716	\$ 17,404,680	\$ 16,761,815	\$ 23,471,898	

AVERAGE MONTHLY GROSS SALES \$ 19,821,451 \$ 25,478,745 \$ 24,817,908 \$ 23,113,969 \$ 20,505,514 \$ 18,485,977 \$ 16,676,686

TOTAL YEARLY GROSS SALES \$ 237,857,408 \$ 305,744,934 \$ 297,814,896 \$ 277,367,632 \$ 246,066,167 \$ 221,831,723 \$ 116,736,804

Ratio compares Total number of Listings reported Sold
W/Total number of New Listings received in a given month

SOLD LISTINGS / NEW LISTINGS RATIO

	2008	2009	2010
JANUARY	95%	93%	95%
FEBRUARY	97%	94%	95%
MARCH	95%	95%	95%
APRIL	95%	95%	94%
MAY	96%	96%	95%
JUNE	96%	96%	96%
JULY	95%	96%	96%
AUGUST	96%	96%	
SEPTEMBER	95%	94%	
OCTOBER	95%	96%	
NOVEMBER	96%	95%	
DECEMBER	95%	95%	
	96%	95%	95%

	2008	2009	2010
JANUARY	38%	47%	37%
FEBRUARY	53%	32%	29%
MARCH	37%	35%	34%
APRIL	35%	37%	39%
MAY	49%	31%	52%
JUNE	48%	43%	74%
JULY	37%	46%	37%
AUGUST	66%	50%	
SEPTEMBER	67%	52%	
OCTOBER	70%	63%	
NOVEMBER	71%	78%	
DECEMBER	111%	108%	
	57%	52%	43%

MEDIAN SELLING PRICE

	2005	2006	2007	2008	2009	2010
JANUARY	\$ 94,500	\$ 87,000	\$ 93,500	\$ 104,000	\$ 100,000	\$ 104,900
FEBRUARY	\$ 85,500	\$ 94,400	\$ 92,850	\$ 97,500	\$ 120,000	\$ 103,750
MARCH	\$ 78,000	\$ 84,210	\$ 115,000	\$ 104,970	\$ 105,000	\$ 112,250
APRIL	\$ 90,000	\$ 93,250	\$ 104,000	\$ 115,000	\$ 120,000	\$ 105,319
MAY	\$ 95,500	\$ 89,285	\$ 110,113	\$ 123,450	\$ 117,000	\$ 105,900
JUNE	\$ 95,000	\$ 95,000	\$ 111,798	\$ 122,500	\$ 114,000	\$ 115,500
JULY	\$ 97,100	\$ 109,500	\$ 123,000	\$ 112,500	\$ 116,300	\$ 104,232
AUGUST	\$ 95,500	\$ 106,000	\$ 115,232	\$ 116,000	\$ 117,154	
SEPTEMBER	\$ 97,711	\$ 112,000	\$ 113,500	\$ 115,900	\$ 107,750	
OCTOBER	\$ 105,526	\$ 100,000	\$ 105,500	\$ 108,404	\$ 124,000	
NOVEMBER	\$ 96,500	\$ 104,000	\$ 115,000	\$ 106,382	\$ 116,500	
DECEMBER	\$ 86,000	\$ 85,000	\$ 98,500	\$ 102,250	\$ 115,000	
Annual Median	\$ 89,358	\$ 96,637	\$ 108,166	\$ 110,738	\$ 114,392	\$ 107,407