

Run: 04/01/12 10:03 PM

SEARCH CRITERIA: ((MARKET\_CODE=A OR (STATUS=PEND,SOLD,RENT AND OFF\_MKT\_DATE>=3/1/2011 - 4/1/2012))) AND (PROP\_TYPE=SF,CN, MU,LA,RN) AND (AREA=350) AND (CLOSED\_DATE=1/1/2012-3/31/2012)

## MARKET STATISTICS REPORT

### OFF MARKET LISTINGS

| Prop Type | # of Bedrooms | # of SOLD | % SOLD | Avg LP of SOLD | Avg SP of SOLD | SP:LP Ratio | Avg MT of SOLD | Avg LP UN-SOLD | % EXPD |
|-----------|---------------|-----------|--------|----------------|----------------|-------------|----------------|----------------|--------|
| SF        | ALL           | 73        | 100    | \$637,774      | \$583,778      | 91          | 162            | \$0            | 0      |
|           | 1 OR LESS     | 1         | 100    | \$257,900      | \$215,000      | 83          | 211            | \$0            | 0      |
|           | 2             | 6         | 100    | \$328,133      | \$286,500      | 87          | 110            | \$0            | 0      |
|           | 3             | 38        | 100    | \$401,238      | \$376,853      | 93          | 149            | \$0            | 0      |
|           | 4             | 22        | 100    | \$869,763      | \$772,813      | 88          | 161            | \$0            | 0      |
|           | 5 OR MORE     | 6         | 100    | \$1,658,166    | \$1,559,916    | 94          | 292            | \$0            | 0      |
| CN        | ALL           | 40        | 100    | \$267,367      | \$254,954      | 95          | 133            | \$0            | 0      |
|           | 1 OR LESS     | 10        | 100    | \$180,419      | \$169,950      | 94          | 113            | \$0            | 0      |
|           | 2             | 19        | 100    | \$230,252      | \$216,457      | 94          | 166            | \$0            | 0      |
|           | 3             | 11        | 100    | \$410,518      | \$398,727      | 97          | 94             | \$0            | 0      |
| MU        | ALL           | 12        | 100    | \$289,416      | \$260,991      | 90          | 173            | \$0            | 0      |
| LA        | ALL           | 1         | 100    | \$600,000      | \$400,000      | 66          | 164            | \$0            | 0      |
| RN        | ALL           | 193       | 100    | \$2,177        | \$2,321        | 106         | 61             | \$0            | 0      |
|           | 1 OR LESS     | 65        | 100    | \$1,331        | \$1,317        | 98          | 58             | \$0            | 0      |
|           | 2             | 76        | 100    | \$1,841        | \$1,794        | 97          | 56             | \$0            | 0      |
|           | 3             | 31        | 100    | \$2,637        | \$2,560        | 97          | 62             | \$0            | 0      |
|           | 4             | 15        | 100    | \$4,050        | \$3,903        | 96          | 95             | \$0            | 0      |
|           | 5 OR MORE     | 6         | 100    | \$8,541        | \$14,683       | 171         | 64             | \$0            | 0      |