

Run: 04/01/12 10:04 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=490) 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           | 67        | 100    | \$401,456      | \$383,970      | 95          | 91             | \$0            | 0      |
|           | 1 OR LESS     | 1         | 100    | \$249,900      | \$210,000      | 84          | 163            | \$0            | 0      |
|           | 2             | 7         | 100    | \$222,585      | \$201,502      | 90          | 121            | \$0            | 0      |
|           | 3             | 24        | 100    | \$336,820      | \$324,641      | 96          | 66             | \$0            | 0      |
|           | 4             | 33        | 100    | \$485,969      | \$466,169      | 95          | 98             | \$0            | 0      |
|           | 5 OR MORE     | 2         | 100    | \$484,450      | \$465,250      | 96          | 124            | \$0            | 0      |
| CN        | ALL           | 6         | 100    | \$319,933      | \$302,416      | 94          | 137            | \$0            | 0      |
|           | 2             | 4         | 100    | \$232,424      | \$219,250      | 94          | 144            | \$0            | 0      |
|           | 3             | 2         | 100    | \$494,950      | \$468,750      | 94          | 123            | \$0            | 0      |
| RN        | ALL           | 21        | 100    | \$2,219        | \$2,162        | 97          | 74             | \$0            | 0      |
|           | 1 OR LESS     | 1         | 100    | \$1,350        | \$1,350        | 100         | 16             | \$0            | 0      |
|           | 2             | 7         | 100    | \$1,809        | \$1,757        | 97          | 73             | \$0            | 0      |
|           | 3             | 7         | 100    | \$2,014        | \$1,935        | 96          | 88             | \$0            | 0      |
|           | 4             | 5         | 100    | \$2,900        | \$2,842        | 98          | 73             | \$0            | 0      |
|           | 5 OR MORE     | 1         | 100    | \$4,000        | \$4,000        | 100         | 48             | \$0            | 0      |