

Run: 12/31/11 11:00 AM

SEARCH CRITERIA: ((MARKET\_CODE=A OR (STATUS=PEND,SOLD,EXPD,RENT AND OFF\_MKT\_DATE&gt;=4/1/2010 - 12/31/2011))) AND (PROP\_TYPE=SF,CN, MU,RN) AND (AREA=DERBY) AND (CLOSED\_DATE=1/1/2011 - 12/31/2011)

**MARKET STATISTICS REPORT****OFF MARKET LISTINGS**

| <b>Prop Type</b> | <b># of Bedrooms</b> | <b># of SOLD</b> | <b>% SOLD</b> | <b>Avg LP of SOLD</b> | <b>Avg SP of SOLD</b> | <b>SP:LP Ratio</b> | <b>Avg MT of SOLD</b> | <b>Avg LP UN-SOLD</b> | <b>% EXPD</b> |
|------------------|----------------------|------------------|---------------|-----------------------|-----------------------|--------------------|-----------------------|-----------------------|---------------|
| <b>SF</b>        | <b>ALL</b>           | 36               | 100           | \$234,713             | \$219,957             | 93                 | 108                   | \$0                   | 0             |
|                  | <b>2</b>             | 5                | 100           | \$139,580             | \$113,900             | 81                 | 120                   | \$0                   | 0             |
|                  | <b>3</b>             | 19               | 100           | \$220,950             | \$211,205             | 95                 | 107                   | \$0                   | 0             |
|                  | <b>4</b>             | 8                | 100           | \$294,268             | \$283,256             | 96                 | 106                   | \$0                   | 0             |
|                  | <b>5 OR MORE</b>     | 4                | 100           | \$299,900             | \$267,500             | 89                 | 103                   | \$0                   | 0             |
| <b>CN</b>        | <b>ALL</b>           | 21               | 100           | \$157,297             | \$143,285             | 91                 | 107                   | \$0                   | 0             |
|                  | <b>2</b>             | 17               | 100           | \$149,431             | \$134,529             | 90                 | 112                   | \$0                   | 0             |
|                  | <b>3</b>             | 4                | 100           | \$190,725             | \$180,500             | 94                 | 87                    | \$0                   | 0             |
| <b>MU</b>        | <b>ALL</b>           | 16               | 100           | \$159,262             | \$133,187             | 83                 | 129                   | \$0                   | 0             |
| <b>RN</b>        | <b>ALL</b>           | 67               | 100           | \$1,043               | \$1,032               | 98                 | 60                    | \$0                   | 0             |
|                  | <b>1 OR LESS</b>     | 13               | 100           | \$805                 | \$786                 | 97                 | 46                    | \$0                   | 0             |
|                  | <b>2</b>             | 43               | 100           | \$1,081               | \$1,076               | 99                 | 60                    | \$0                   | 0             |
|                  | <b>3</b>             | 10               | 100           | \$1,167               | \$1,145               | 98                 | 76                    | \$0                   | 0             |
|                  | <b>5 OR MORE</b>     | 1                | 100           | \$1,250               | \$1,250               | 100                | 63                    | \$0                   | 0             |