

Run: 12/31/11 10:07 AM

SEARCH CRITERIA: ((MARKET\_CODE=A OR (STATUS=PEND,SOLD,EXPD,RENT AND OFF\_MKT\_DATE&gt;=12/31/2010 - 12/31/2011))) AND (PROP\_TYPE=SF, CN,MU,RN) AND (AREA=490) AND (CLOSED\_DATE=10/1/2011 - 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>           | 66               | 100           | \$383,874             | \$364,804             | 95                 | 96                    | \$0                   | 0             |
|                  | <b>2</b>             | 3                | 100           | \$336,166             | \$309,333             | 92                 | 90                    | \$0                   | 0             |
|                  | <b>3</b>             | 34               | 100           | \$318,210             | \$300,003             | 94                 | 104                   | \$0                   | 0             |
|                  | <b>4</b>             | 27               | 100           | \$459,600             | \$439,777             | 95                 | 79                    | \$0                   | 0             |
|                  | <b>5 OR MORE</b>     | 2                | 100           | \$549,450             | \$537,500             | 97                 | 195                   | \$0                   | 0             |
| <b>CN</b>        | <b>ALL</b>           | 9                | 100           | \$315,832             | \$299,877             | 94                 | 130                   | \$0                   | 0             |
|                  | <b>1 OR LESS</b>     | 2                | 100           | \$269,945             | \$235,500             | 87                 | 68                    | \$0                   | 0             |
|                  | <b>2</b>             | 6                | 100           | \$323,783             | \$315,483             | 97                 | 156                   | \$0                   | 0             |
|                  | <b>3</b>             | 1                | 100           | \$359,900             | \$335,000             | 93                 | 102                   | \$0                   | 0             |
| <b>RN</b>        | <b>ALL</b>           | 14               | 100           | \$2,400               | \$2,350               | 97                 | 41                    | \$0                   | 0             |
|                  | <b>1 OR LESS</b>     | 2                | 100           | \$1,425               | \$1,425               | 100                | 35                    | \$0                   | 0             |
|                  | <b>2</b>             | 2                | 100           | \$1,825               | \$1,775               | 97                 | 28                    | \$0                   | 0             |
|                  | <b>3</b>             | 5                | 100           | \$2,260               | \$2,170               | 96                 | 56                    | \$0                   | 0             |
|                  | <b>4</b>             | 4                | 100           | \$2,950               | \$2,912               | 98                 | 33                    | \$0                   | 0             |
|                  | <b>5 OR MORE</b>     | 1                | 100           | \$4,000               | \$4,000               | 100                | 31                    | \$0                   | 0             |