

**Monthly Comparison by Property Type**  
As of December 31, 2011

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
<b>Single Family (Res + Condo)</b>													
Active	17,890	17,358	17,707	17,847	17,888	18,026	17,583	16,631	15,533	14,156	12,634	10,993	
Avg List Price	\$365,097	\$375,627	\$384,246	\$394,200	\$406,774	\$407,380	\$412,743	\$423,450	\$430,753	\$433,799	\$433,343	\$433,626	
Pending	914	1,327	1,564	1,706	1,685	1,554	1,520	1,533	1,606	1,638	1,641	1,538	
Under Contract	3,147	3,693	3,571	4,749	4,777	4,761	4,250	4,537	3,847	3,844	3,365	2,832	47,373
Sold	2,156	2,229	3,209	3,429	3,732	4,080	3,835	3,973	3,337	3,183	3,068	3,156	39,387
Avg DOM	121	124	119	112	109	104	101	99	105	102	100	107	108
Avg Price	\$252,308	\$242,703	\$249,644	\$248,991	\$257,177	\$266,493	\$270,066	\$260,821	\$254,078	\$245,546	\$252,009	\$253,986	\$255,492
% of List	95%	96%	96%	96%	97%	96%	97%	97%	96%	96%	97%	69%	93%
% of Orig	87%	90%	91%	92%	92%	92%	89%	93%	92%	92%	92%	92%	91%
Expired	3,294	1,215	1,764	2,032	1,638	1,594	2,358	1,927	2,328	2,651	2,199	2,483	25,483
<b>.....Residential</b>													
Active	13,714	13,393	13,712	13,874	13,958	14,215	14,014	13,436	12,613	11,504	10,213	8,854	
Avg List Price	\$405,990	\$417,459	\$425,819	\$436,837	\$449,861	\$447,706	\$451,554	\$459,119	\$466,987	\$471,278	\$469,804	\$470,408	
Pending	742	1,046	1,263	1,364	1,341	1,225	1,215	1,226	1,281	1,314	1,300	1,232	
Under Contract	2,514	2,953	2,887	3,878	3,858	3,828	3,386	3,552	3,075	3,068	2,736	2,253	37,988
Sold	1,724	1,770	2,527	2,735	3,036	3,295	3,082	3,177	2,610	2,482	2,468	2,531	31,437
Avg DOM	120	123	117	109	108	99	99	96	99	102	99	107	105
Median Price	\$225,000	\$220,000	\$225,000	\$222,000	\$230,000	\$240,000	\$237,000	\$235,000	\$229,804	\$226,021	\$230,300	\$230,000	\$230,000
Avg Price	\$277,922	\$265,277	\$273,877	\$271,969	\$279,443	\$292,230	\$298,654	\$284,065	\$280,289	\$269,503	\$275,951	\$275,610	\$279,858
% of List	95%	96%	96%	96%	97%	96%	97%	97%	96%	96%	97%	96%	96%
% of Orig	87%	90%	91%	92%	92%	92%	91%	93%	92%	92%	92%	92%	91%
Expired	2,484	907	1,342	1,561	1,245	1,207	1,766	1,483	1,781	2,116	1,747	1,980	19,619
<b>.....Condo</b>													
Active	4,176	3,965	3,995	3,973	3,930	3,811	3,569	3,195	2,920	2,652	2,421	2,139	
Avg List Price	\$230,805	\$234,327	\$241,557	\$245,307	\$253,745	\$256,967	\$260,345	\$273,447	\$274,243	\$271,223	\$279,535	\$281,373	
Pending	172	281	301	342	344	329	305	307	325	324	341	306	
Under Contract	633	740	684	871	919	933	864	985	772	776	629	579	9,385
Sold	432	459	682	694	696	785	753	796	727	701	600	625	7,950
Avg DOM	123	129	126	123	113	125	109	111	127	102	105	106	116
Median Price	\$124,995	\$124,780	\$120,000	\$121,200	\$123,525	\$125,525	\$123,150	\$130,000	\$128,950	\$125,000	\$125,000	\$120,700	\$124,900
Avg Price	\$150,085	\$155,656	\$159,854	\$158,438	\$160,051	\$158,463	\$153,058	\$168,050	\$159,980	\$160,723	\$153,526	\$166,420	\$159,141
% of List	95%	95%	96%	96%	96%	96%	96%	95%	96%	96%	97%	24%	77%
% of Orig	88%	89%	89%	90%	91%	91%	77%	91%	90%	92%	92%	93%	89%
Expired	810	308	422	471	393	387	592	444	547	535	452	503	5,864
<b>Income</b>													
Active	615	615	588	572	551	565	524	500	490	462	449	386	
Avg List Price	\$464,502	\$491,612	\$479,661	\$468,643	\$462,482	\$443,664	\$415,177	\$430,681	\$440,834	\$449,789	\$487,807	\$511,615	
Pending	18	26	34	22	20	16	19	13	14	15	14	10	
Under Contract	43	51	71	76	66	59	61	61	62	56	50	54	710
Sold	39	37	45	48	48	41	54	54	37	32	48	40	523
Avg DOM	138	180	156	170	112	99	161	146	140	195	155	156	150
Median Price	\$193,450	\$250,000	\$235,000	\$240,000	\$200,000	\$201,000	\$225,000	\$225,000	\$221,750	\$206,250	\$223,750	\$269,000	\$226,500
Avg Price	\$472,274	\$316,880	\$381,446	\$464,337	\$277,826	\$282,804	\$408,009	\$640,498	\$291,894	\$294,289	\$232,376	\$364,601	\$376,868
% of List	96%	92%	94%	92%	95%	94%	93%	159%	94%	90%	93%	95%	101%
% of Orig	92%	87%	90%	87%	91%	89%	89%	155%	89%	52%	233%	91%	97%
Expired	136	38	57	81	72	67	90	69	82	110	62	82	946
<b>Land</b>													
Active	3,128	3,085	3,044	3,069	3,215	3,333	3,287	3,325	3,462	3,419	3,285	3,083	
Avg List Price	\$273,234	\$280,560	\$286,062	\$285,564	\$275,749	\$277,627	\$274,839	\$281,972	\$271,900	\$272,321	\$269,636	\$270,704	
Pending	4	8	8	10	9	12	8	8	6	11	6	4	
Under Contract	62	45	82	60	51	75	61	58	56	60	54	44	708
Sold	47	31	52	49	57	40	63	58	49	60	43	62	611
Avg DOM	443	407	309	319	368	291	297	299	236	271	356	323	322
Median Price	\$130,000	\$88,500	\$71,250	\$100,000	\$106,000	\$146,000	\$65,000	\$59,000	\$63,900	\$53,500	\$78,750	\$73,000	\$73,000
Avg Price	\$173,015	\$168,739	\$167,453	\$138,080	\$136,512	\$179,072	\$192,057	\$132,887	\$119,963	\$104,660	\$123,414	\$141,895	\$147,053
% of List	70%	89%	90%	90%	85%	85%	77%	95%	88%	87%	85%	78%	83%
% of Orig	58%	88%	67%	73%	76%	60%	74%	84%	82%	82%	72%	66%	72%
Expired	485	293	193	201	177	130	380	181	179	191	241	242	2,893
<b>Totals</b>													
Active	21,633	21,058	21,339	21,488	21,654	21,924	21,394	20,456	19,485	18,037	16,368	14,462	
Pending	936	1,361	1,606	1,738	1,714	1,582	1,547	1,554	1,626	1,664	1,661	1,552	
Under Contract	3,252	3,789	3,724	4,885	4,894	4,895	4,372	4,656	3,965	3,960	3,469	2,930	48,791
Sold	2,242	2,297	3,306	3,526	3,837	4,161	3,952	4,085	3,423	3,275	3,159	3,258	40,521
Expired	3,915	1,546	2,014	2,314	1,887	1,791	2,828	2,177	2,589	2,952	2,502	2,807	29,322