

2009/2010 Residential Real Estate Analysis																	
	2010		2009														
<u>\$0-\$74,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	47	22	46	31	56	32	58	55	40	64	40	57	39	58	39	55	41
Pending	9	8	14	4	12	5	13	12	11	19	9	18	8	14	6	14	8
Pending Ratio	19.1%	36.4%	30.4%	12.9%	21.4%	15.6%	22.4%	21.8%	27.5%	29.7%	22.5%	31.6%	20.5%	24.1%	15.4%	25.5%	19.5%
6 Month Sales	32	22	34	23	38	20	45	45	26	42	26	52	29	55	31	57	32
Absorption Rate (Months)	8.8	6.0	8.1	8.1	8.8	9.6	7.7	7.3	9.2	9.1	9.2	6.6	8.1	6.3	7.5	5.8	7.7
<u>\$75,000-\$99,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	78	42	75	55	83	61	88	93	61	104	63	92	62	91	62	107	72
Pending	17	10	11	14	15	18	28	29	19	29	21	21	17	18	18	18	17
Pending Ratio	21.8%	23.8%	14.7%	25.5%	18.1%	29.5%	31.8%	31.2%	31.1%	27.9%	33.3%	22.8%	27.4%	19.8%	29.0%	16.8%	23.6%
6 Month Sales	32	30	34	26	32	22	31	40	22	43	23	56	24	62	31	65	33
Absorption Rate (Months)	14.6	8.4	13.2	12.7	15.6	16.6	17.0	14.0	16.6	14.5	16.4	9.9	15.5	8.8	12.0	9.9	13.1
<u>\$100,000-\$124,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	124	79	131	107	132	120	153	155	125	167	140	184	147	195	133	190	126
Pending	15	12	22	19	18	26	30	24	28	23	31	17	33	26	28	22	28
Pending Ratio	12.1%	15.2%	16.8%	17.8%	13.6%	21.7%	19.6%	15.5%	22.4%	13.8%	22.1%	9.2%	22.4%	13.3%	21.1%	11.6%	22.2%
6 Month Sales	84	51	69	46	58	38	61	67	41	62	46	71	50	71	70	79	78
Absorption Rate (Months)	8.9	9.3	11.4	14.0	13.7	18.9	15.0	13.9	18.3	16.2	18.3	15.5	17.6	16.5	11.4	14.4	9.7
<u>\$125,000-\$149,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	232	190	253	229	278	242	313	331	256	312	261	291	275	308	295	309	300
Pending	36	14	41	34	48	38	53	56	38	36	45	30	48	37	60	35	60
Pending Ratio	15.5%	7.4%	16.2%	14.8%	17.3%	15.7%	16.9%	16.9%	14.8%	11.5%	17.2%	10.3%	17.5%	12.0%	20.3%	11.3%	20.0%
6 Month Sales	145	112	139	85	119	83	122	122	79	130	79	143	81	138	101	141	115
Absorption Rate (Months)	9.6	10.2	10.9	16.2	14.0	17.5	15.4	16.3	19.4	14.4	19.8	12.2	20.4	13.4	17.5	13.1	15.7
<u>\$150,000-\$174,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	226	157	234	229	276	231	283	296	245	311	247	292	248	277	244	275	252
Pending	42	41	44	41	59	48	58	56	60	47	65	36	67	38	60	42	64
Pending Ratio	18.6%	26.1%	18.8%	17.9%	21.4%	20.8%	20.5%	18.9%	24.5%	15.1%	26.3%	12.3%	27.0%	13.7%	24.6%	15.3%	25.4%
6 Month Sales	171	100	160	80	144	78	136	131	91	120	96	131	106	136	125	135	140
Absorption Rate (Months)	7.9	9.4	8.8	17.2	11.5	17.8	12.5	13.6	16.2	15.6	15.4	13.4	14.0	12.2	11.7	12.2	10.8
<u>\$175,000-\$199,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	276	219	282	295	301	317	337	336	315	338	312	356	298	364	305	344	321
Pending	47	38	53	46	63	55	69	57	51	33	65	38	68	43	65	49	63
Pending Ratio	17.0%	17.4%	18.8%	15.6%	20.9%	17.4%	20.5%	17.0%	16.2%	9.8%	20.8%	10.7%	22.8%	11.8%	21.3%	14.2%	19.6%
6 Month Sales	136	132	125	106	112	102	114	133	97	138	97	133	107	137	131	138	131
Absorption Rate (Months)	12.2	10.0	13.5	16.7	16.1	18.6	17.7	15.2	19.5	14.7	19.3	16.1	16.7	15.9	14.0	15.0	14.7
<u>\$200,000-\$249,999</u>	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	422	353	461	442	491	440	522	511	488	497	481	478	494	501	494	496	536
Pending	67	67	78	84	87	80	91	85	93	57	85	49	87	48	83	52	100
Pending Ratio	15.9%	19.0%	16.9%	19.0%	17.7%	18.2%	17.4%	16.6%	19.1%	11.5%	17.7%	10.3%	17.6%	9.6%	16.8%	10.5%	18.7%
6 Month Sales	183	182	170	144	167	146	172	178	141	186	152	196	150	199	166	203	167
Absorption Rate (Months)	13.8	11.6	16.3	18.4	17.6	18.1	18.2	17.2	20.8	16.0	19.0	14.6	19.8	15.1	17.9	14.7	19.3

\$250,000-\$299,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	331	313	343	404	355	406	388	430	466	442	467	440	468	436	460	407	467
Pending	32	47	37	48	42	47	37	44	54	45	55	44	60	46	62	43	57
Pending Ratio	9.7%	15.0%	10.8%	11.9%	11.8%	11.6%	9.5%	10.2%	11.6%	10.2%	11.8%	10.0%	12.8%	10.6%	13.5%	10.6%	12.2%
6 Month Sales	154	129	144	112	128	106	131	131	91	116	87	117	93	132	113	144	111
Absorption Rate (Months)	12.9	14.6	14.3	21.6	16.6	23.0	17.8	19.7	30.7	22.9	32.2	22.6	30.2	19.8	24.4	17.0	25.2
\$300,000-\$349,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	198	212	200	245	237	271	256	276	306	278	303	275	285	279	295	259	287
Pending	29	36	28	41	35	35	40	38	49	32	50	30	41	28	40	22	39
Pending Ratio	14.6%	17.0%	14.0%	16.7%	14.8%	12.9%	15.6%	13.8%	16.0%	11.5%	16.5%	10.9%	14.4%	10.0%	13.6%	8.5%	13.6%
6 Month Sales	71	74	64	63	49	50	56	63	43	67	46	78	59	79	69	97	76
Absorption Rate (Months)	16.7	17.2	18.8	23.3	29.0	32.5	27.4	26.3	42.7	24.9	39.5	21.2	29.0	21.2	25.7	16.0	22.7
\$350,000-\$399,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	202	229	202	257	219	269	243	257	305	269	307	264	305	261	296	265	296
Pending	24	21	18	31	18	22	27	34	33	24	28	19	27	17	31	28	39
Pending Ratio	11.9%	9.2%	8.9%	12.1%	8.2%	8.2%	11.1%	13.2%	10.8%	8.9%	9.1%	7.2%	8.9%	6.5%	10.5%	10.6%	13.2%
6 Month Sales	75	79	77	56	67	60	61	47	48	52	50	60	52	63	62	68	62
Absorption Rate (Months)	16.2	17.4	15.7	27.5	19.6	26.9	23.9	32.8	38.1	31.0	36.8	26.4	35.2	24.9	28.6	23.4	28.6
\$400,000-\$449,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	142	144	140	155	159	142	168	177	190	177	194	175	192	141	190	141	193
Pending	15	12	15	13	17	12	16	18	17	13	20	19	27	20	22	18	28
Pending Ratio	10.6%	8.3%	10.7%	8.4%	10.7%	8.5%	9.5%	10.2%	8.9%	7.3%	10.3%	10.9%	14.1%	14.2%	11.6%	12.8%	14.5%
6 Month Sales	50	41	46	36	46	31	37	32	27	31	26	34	32	38	40	40	41
Absorption Rate (Months)	17.0	21.1	18.3	25.8	20.7	27.5	27.2	33.2	42.2	34.3	44.8	30.9	36.0	22.3	28.5	21.2	28.2
\$450,000-\$499,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	107	161	108	183	124	179	141	144	174	155	171	153	179	137	182	126	183
Pending	13	12	12	23	13	20	16	22	23	18	25	17	23	16	16	15	18
Pending Ratio	12.1%	7.5%	11.1%	12.6%	10.5%	11.2%	11.3%	15.3%	13.2%	11.6%	14.6%	11.1%	12.8%	11.7%	8.8%	11.9%	9.8%
6 Month Sales	34	38	36	31	33	33	29	20	26	26	24	34	25	36	33	39	32
Absorption Rate (Months)	18.9	25.4	18.0	35.4	22.5	32.5	29.2	43.2	40.2	35.8	42.8	27.0	43.0	22.8	33.1	19.4	34.3
\$500,000-\$599,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	137	182	142	193	129	195	154	158	217	170	211	161	194	142	197	152	192
Pending	9	10	8	16	8	16	9	9	12	11	14	11	8	6	13	10	8
Pending Ratio	6.6%	5.5%	5.6%	8.3%	6.2%	8.2%	5.8%	5.7%	5.5%	6.5%	6.6%	6.8%	4.1%	4.2%	6.6%	6.6%	4.2%
6 Month Sales	34	59	36	43	29	40	27	27	43	26	41	27	37	30	36	28	40
Absorption Rate (Months)	24.2	18.5	23.7	26.9	26.7	29.3	34.2	35.1	30.3	39.2	30.9	35.8	31.5	28.4	32.8	32.6	28.8
\$600,000-\$699,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	76	97	77	106	73	114	87	101	105	102	101	99	104	103	87	97	94
Pending	3	8	2	9	2	8	5	4	6	4	6	8	4	7	7	8	5
Pending Ratio	3.9%	8.2%	2.6%	8.5%	2.7%	7.0%	5.7%	4.0%	5.7%	3.9%	5.9%	8.1%	3.8%	6.8%	8.0%	8.2%	5.3%
6 Month Sales	11	22	13	25	11	26	10	10	24	8	23	8	20	11	18	12	13
Absorption Rate (Months)	41.5	26.5	35.5	25.4	39.8	26.3	52.2	60.6	26.3	76.5	26.3	74.3	31.2	56.2	29.0	48.5	43.4
\$700,000-\$799,999	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept

Active Listings	68	70	68	73	60	84	69	70	92	77	96	81	85	75	90	79	94
Pending	4	3	4	3	3	3	2	4	3	3	5	8	6	8	5	6	4
Pending Ratio	5.9%	4.3%	5.9%	4.1%	5.0%	3.6%	2.9%	5.7%	3.3%	3.9%	5.2%	9.9%	7.1%	10.7%	5.6%	7.6%	4.3%
6 Month Sales	16	14	14	13	15	12	16	13	9	10	7	7	6	11	6	11	7
Absorption Rate (Months)	25.5	30.0	29.1	33.7	24.0	42.0	25.9	32.3	61.3	46.2	82.3	69.4	85.0	40.9	90.0	43.1	80.6
\$800,000-\$899,999																	
	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	48	69	54	66	53	71	51	61	77	60	68	59	70	57	72	61	62
Pending	3	5	3	3	4	2	4	3	3	3	4	2	6	3	5	4	6
Pending Ratio	6.3%	7.2%	5.6%	4.5%	7.5%	2.8%	7.8%	4.9%	3.9%	5.0%	5.9%	3.4%	8.6%	5.3%	6.9%	6.6%	9.7%
6 Month Sales	11	16	8	14	7	13	6	6	8	4	8	4	7	4	10	5	6
Absorption Rate (Months)	26.2	25.9	40.5	28.3	45.4	32.8	51.0	61.0	57.8	90.0	51.0	88.5	60.0	85.5	43.2	73.2	62.0
\$900,000-\$999,999																	
	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	55	44	54	47	61	48	59	60	53	68	56	66	53	59	54	61	61
Pending	2	1	3	3	0	3	1	2	0	1	0	2	3	2	1	4	2
Pending Ratio	3.6%	2.3%	5.6%	6.4%	0.0%	6.3%	1.7%	3.3%	0.0%	1.5%	0.0%	3.0%	5.7%	3.4%	1.9%	6.6%	3.3%
6 Month Sales	10	8	7	6	10	6	9	7	6	6	5	5	6	5	8	3	8
Absorption Rate (Months)	33.0	33.0	46.3	47.0	36.6	48.0	39.3	51.4	53.0	68.0	67.2	79.2	53.0	70.8	40.5	122.0	45.8
\$1 Million +																	
	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	226	238	222	272	224	272	222	236	290	255	286	249	277	249	287	243	280
Pending	15	24	12	20	16	23	10	3	17	6	17	2	22	3	19	3	17
Pending Ratio	6.6%	10.1%	5.4%	7.4%	7.1%	8.5%	4.5%	1.3%	5.9%	2.4%	5.9%	0.8%	7.9%	1.2%	6.6%	1.2%	6.1%
6 Month Sales	19	18	20	17	21	13	20	23	14	21	14	20	15	18	14	16	15
Absorption Rate (Months)	71.4	79.3	66.6	96.0	64.0	125.5	66.6	61.6	124.3	72.9	122.6	74.7	110.8	83.0	123.0	91.1	112.0
Total																	
	Jan	Jan	Feb	Feb	Mar	Mar	April	May	May	June	June	July	July	Aug	Aug	Sept	Sept
Active Listings	2995	2821	3092	3389	3311	3494	3592	3747	3805	3846	3804	3772	3775	3733	3782	3667	3857
Pending	382	369	405	452	460	461	509	500	517	404	545	371	555	380	541	393	563
Pending Ratio	12.8%	13.1%	13.1%	13.3%	13.9%	13.2%	14.2%	13.3%	13.6%	10.5%	14.3%	9.8%	14.7%	10.2%	14.3%	10.7%	14.6%
6 Month Sales	1268	1127	1196	926	1086	879	1083	1095	836	1088	850	1176	899	1225	1064	1281	1107
Absorption Rate (Months)	14.2	15.0	15.5	22.0	18.3	23.8	19.9	20.5	27.3	21.2	26.9	19.2	25.2	18.3	21.3	17.2	20.9
6 Mo. Median Sales Price	\$ 199,000	\$ 225,000	\$ 200,000	\$ 225,000	\$ 200,000	\$ 224,000	\$ 199,900	\$ 194,688	\$ 214,750	\$ 194,344	\$ 210,000	\$ 191,500	\$ 209,250	\$ 195,000	\$ 205,000	\$ 198,325	\$ 200,000

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			
6 month sales	1173	1258	1370	1552	1665	1949	2061	1748	1252	1117			
Median Home Price	\$ 138,500	\$ 136,900	\$ 149,900	\$ 157,046	\$ 170,900	\$ 197,500	\$ 217,000	\$ 228,000	\$ 221,750	\$ 205,000			