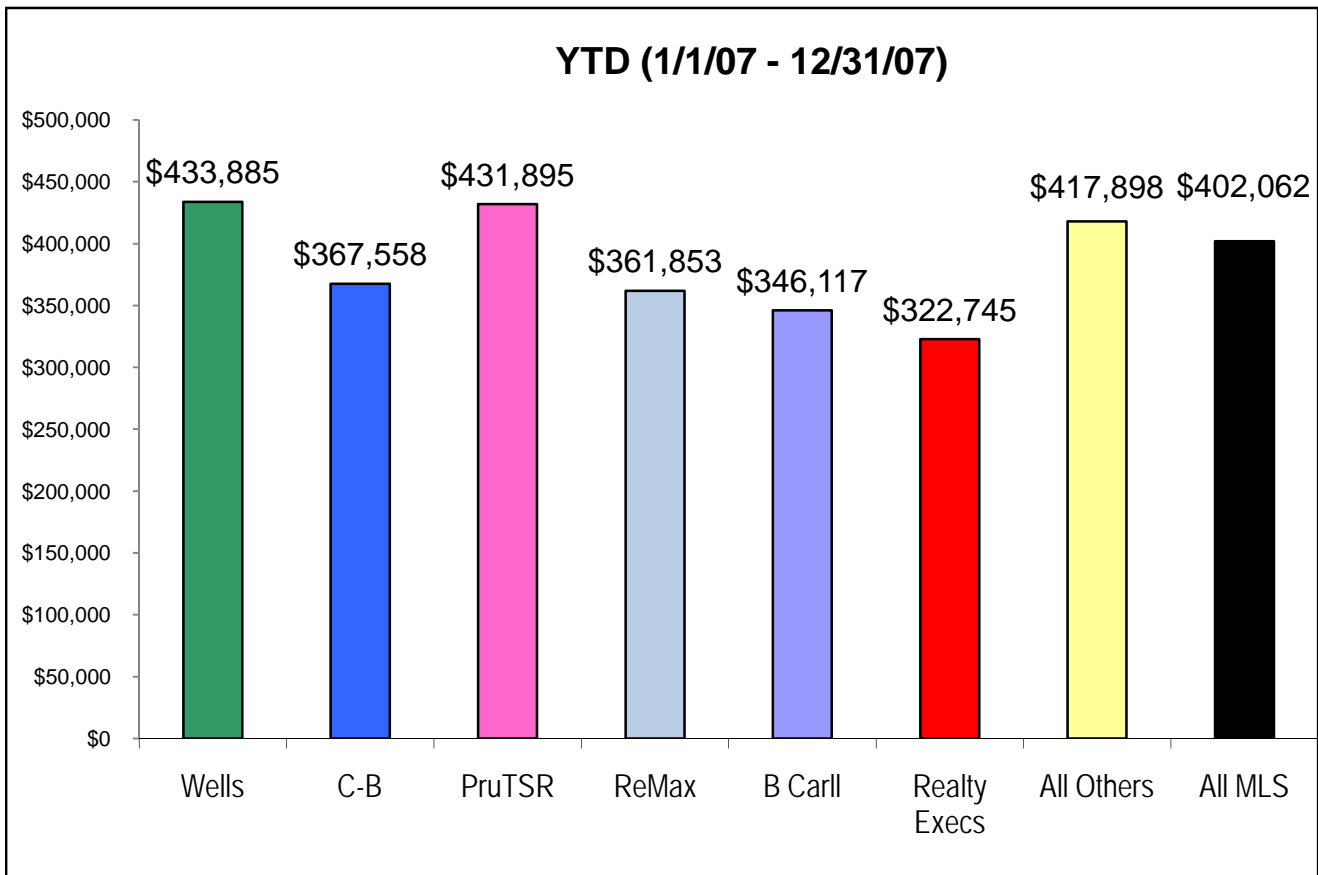
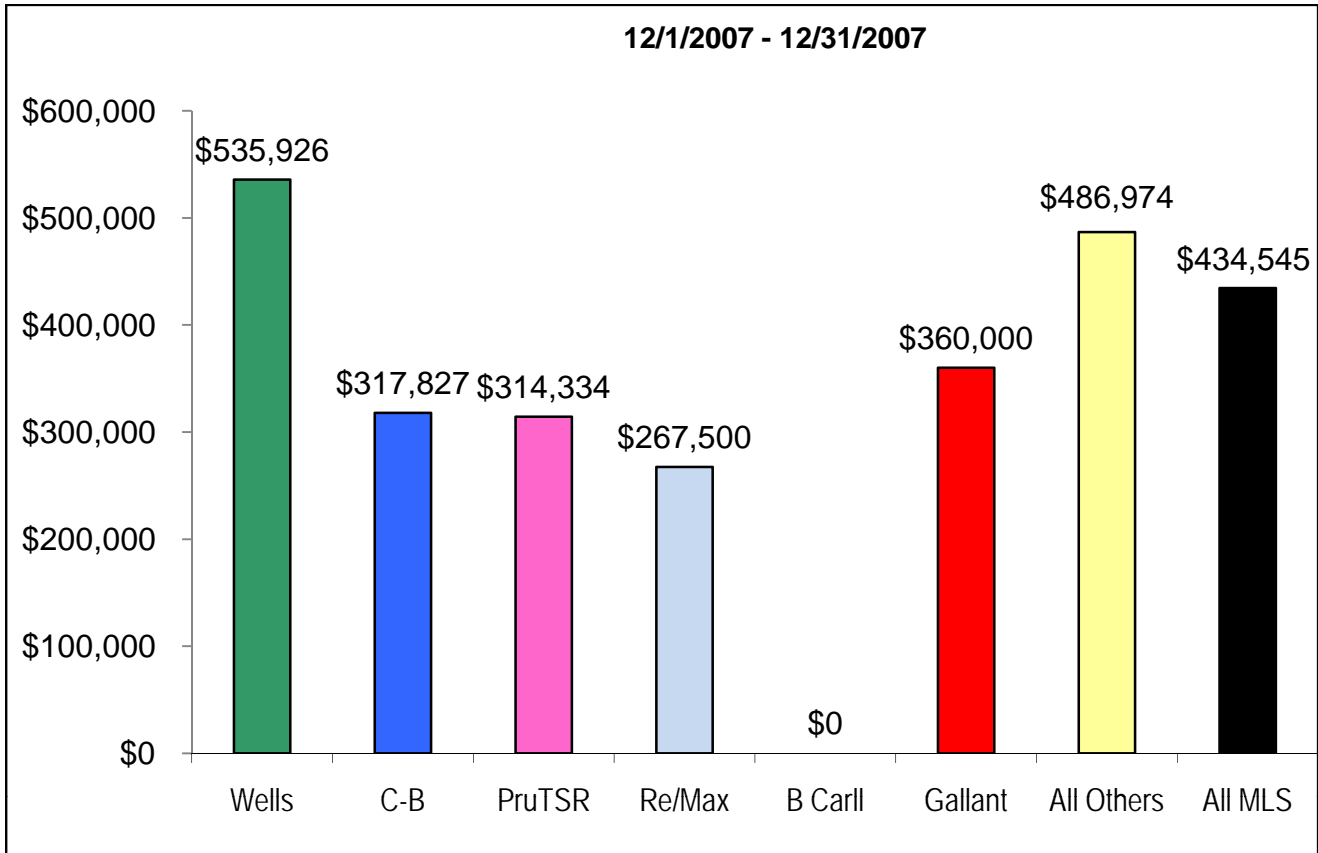


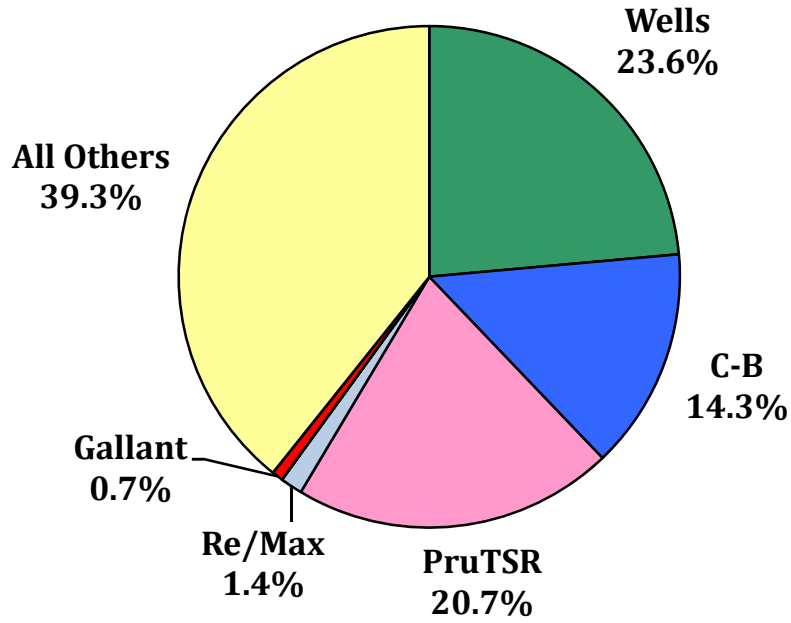
## Average Price Comparison (Solds)



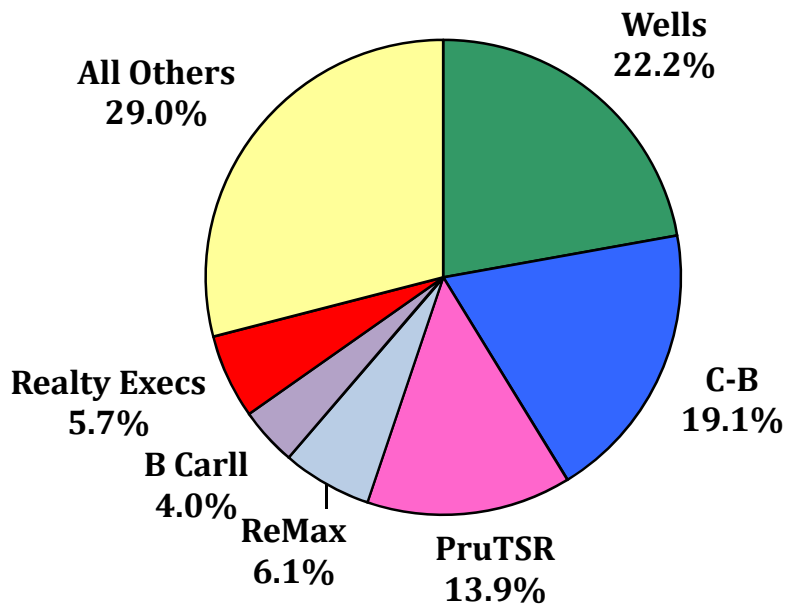
All classes, all types, all of La Plata County plus Mancos.

**Market Share (Solds)**  
**% by #**

**12/1/2007 - 12/31/2007**



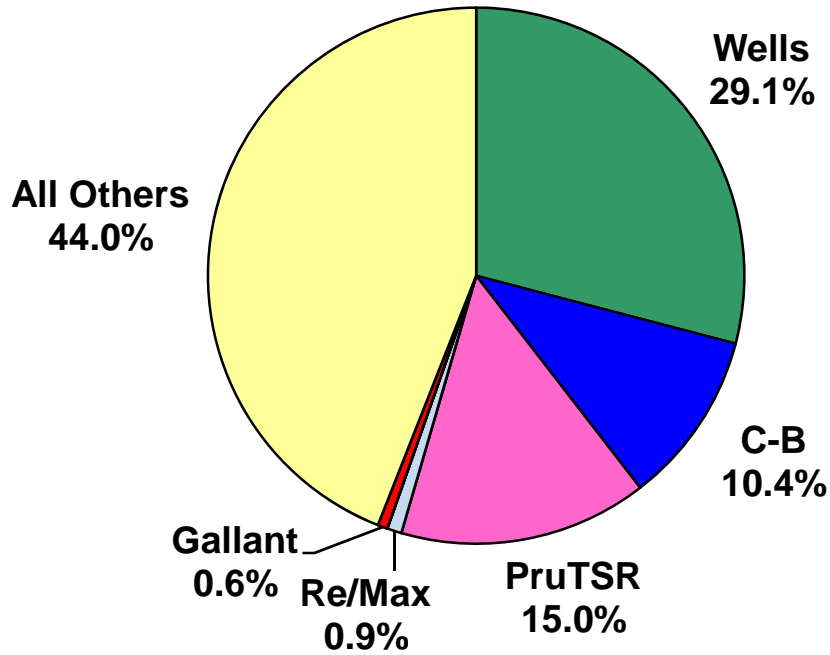
**YTD (1/1/07 - 12/31/2007)**



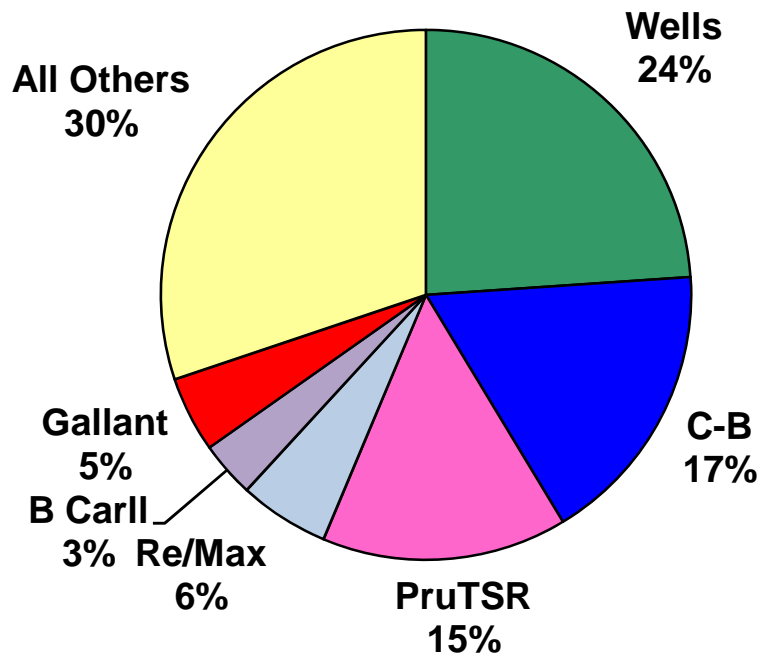
All classes, all types, all of La Plata County plus Mancos.

**Market Share (Solds)  
% by \$**

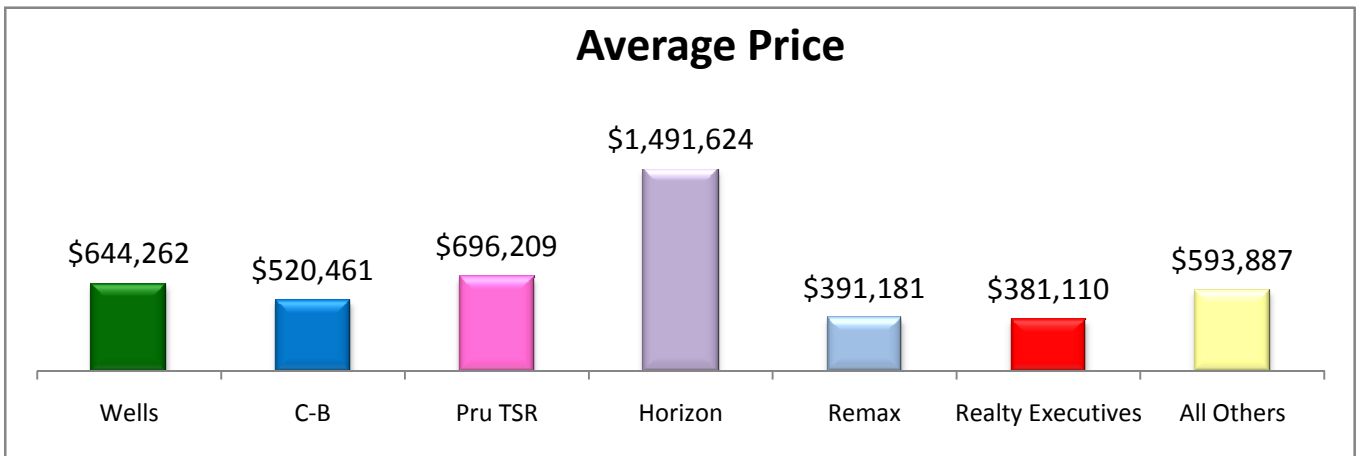
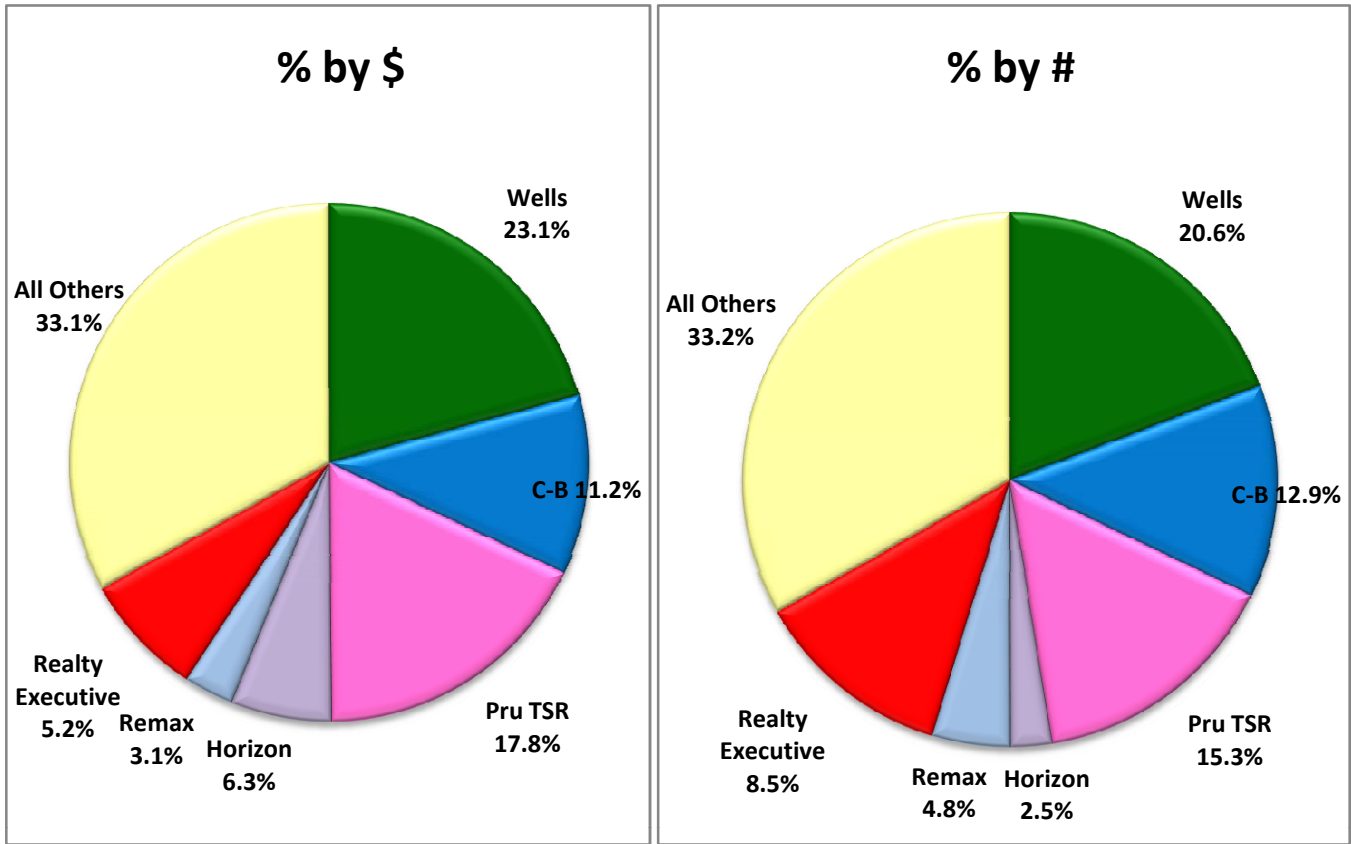
**12/1/2007 - 12/31/2007**



**YTD 1/1/2007 - 12/31/2007**



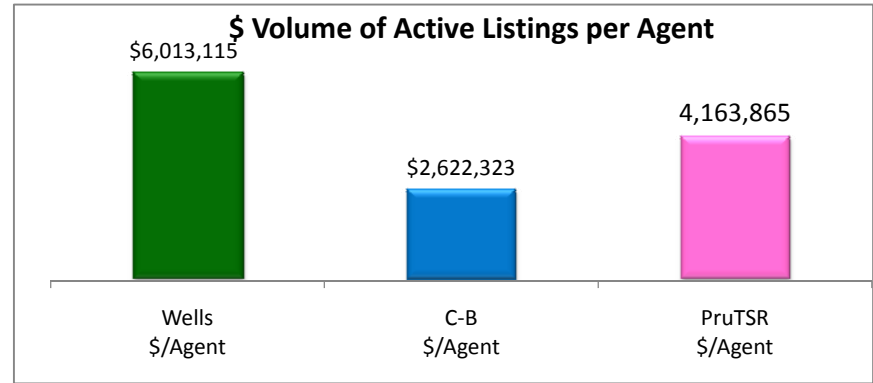
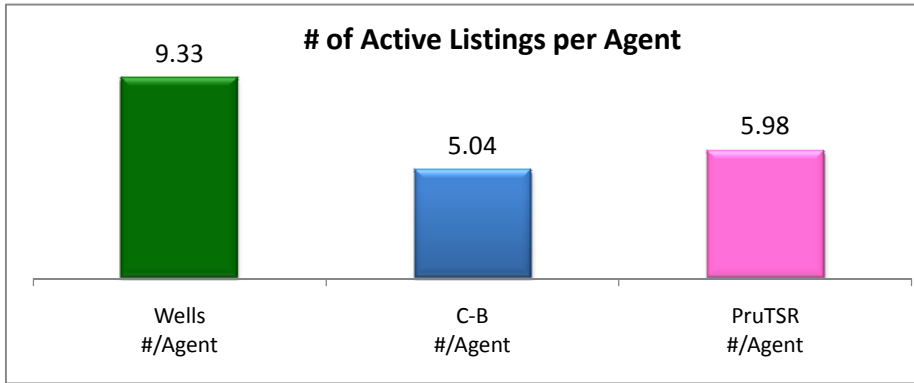
## Market Share: Actives (as of 11/30/2007)



Office	# of Listings	Total \$ Vol	Average Price	Median Price	% by \$	% by #
Wells	392	\$252,550,833	\$644,262	\$382,450	21%	19.3%
C-B	262	\$136,360,796	\$520,461	\$602,500	11%	12.9%
Pru TSR	311	\$216,520,963	\$696,209	\$308,950	18%	15.3%
Horizon	51	\$76,072,800	\$1,491,624	\$500,000	6%	2.5%
Remax	97	\$37,944,538	\$391,181	\$269,000	3%	4.8%
Realty Executives	246	\$93,753,019	\$381,110	\$305,716	7.7%	12.1%
All Others	676	\$401,467,738	\$593,887	\$394,769	33.1%	33.2%
All MLS	2,035	1,214,670,687	\$596,890	\$379,900	100.0%	100.0%

ALL classes and types; LaPlata County plus Mancos.

**Agent Productivity: Actives (as of 11/30/2007)**



Active As Of	Wells					C-B					PruTSR				
	# Agents	# Actives	#/Agent	\$ Volume	\$/Agent	# Agents	# Actives	#/Agent	\$ Volume	\$/Agent	# Agents	# Actives	#/Agent	\$ Volume	\$/Agent
1/31/07	42	268	6.38	\$170,975,168	\$4,070,837	52	215	4.13	\$122,059,394	\$2,347,296	39	323	8.28	\$227,143,860	\$5,824,202
2/28/07	42	295	7.02	\$230,885,107	\$5,497,264	52	248	4.77	\$142,150,294	\$2,733,660	39	382	9.79	\$302,394,210	\$7,753,698
3/31/07	42	303	7.21	\$214,103,411	\$5,097,700	52	251	4.83	\$131,922,094	\$2,536,963	39	348	8.92	\$273,660,309	\$7,016,931
4/30/07	43	362	8.42	\$244,607,699	\$5,688,551	52	276	5.31	\$149,848,798	\$2,881,708	39	347	8.90	\$269,467,629	\$6,909,426
5/31/07	43	402	9.35	\$267,182,515	\$6,213,547	52	304	5.85	\$162,216,398	\$3,119,546	38	368	9.68	\$276,627,777	\$7,279,678
6/30/07	43	422	9.81	\$268,714,065	\$6,249,164	52	331	6.37	\$171,554,298	\$3,299,121	38	381	10.03	\$281,543,577	\$7,409,042
7/31/07	43	424	9.86	\$256,012,386	\$5,953,776	52	311	5.98	\$160,598,698	\$3,088,437	38	371	9.76	\$280,355,659	\$7,377,781
8/31/07	42	386	9.19	\$230,328,985	\$5,484,023	52	280	5.38	\$137,965,597	\$2,653,185	42	330	7.86	\$239,372,122	\$5,699,336
9/30/07	42	407	9.69	\$234,069,096	\$5,573,074	52	281	5.40	\$142,583,998	\$2,742,000	42	241	5.74	\$173,259,019	\$4,125,215
10/31/07	42	349	8.31	\$216,814,346	\$5,162,246	52	218	4.19	\$109,651,599	\$2,108,685	42	226	5.38	\$172,292,842	\$4,102,211
11/30/07	42	357	8.50	\$226,537,946	\$5,393,761	52	230	4.42	\$117,153,200.00	\$2,252,946	52	217	4.17	\$165,038,385	\$3,173,815
12/31/07	42	392	9.33	\$252,550,833	\$6,013,115	52	262	5.04	\$136,360,796	\$2,622,323	52	311	5.98	\$216,520,963	\$4,163,865

### Data for Market Share (Solds)

12/1/07 - 12/31/2007 (by side)

Office	# of Sales	Dollar Volume	Average Price	% by \$	% by #
Wells Listed	18	\$9,040,300	\$502,239	29.7%	25.7%
Wells Sold	15	\$8,645,250	\$576,350	28.4%	21.4%
C-B Listed	14	\$5,040,250	\$360,018	16.6%	20.0%
C-B Sold	15	\$4,075,439	\$271,696	13.4%	21.4%
PruTSR Listed	11	\$3,140,939	\$285,540	10.3%	15.7%
PruTSR Sold	9	\$3,215,600	\$357,289	10.6%	12.9%
Re/Max Listed	1	\$125,000	\$125,000	0.4%	1.4%
Re/Max Sold	1	\$410,000	\$410,000	1.3%	1.4%
B Carll Listed	0	\$0	\$0	0.0%	0.0%
B Carll Sold	0	\$0	\$0	0.0%	0.0%
Gallant Listed	0	\$0	\$0	0.0%	0.0%
Gallant Sold	1	\$360,000	\$360,000	1.2%	1.4%
All MLS Listed	70	\$30,418,182	\$434,545	100.0%	100.0%
All MLS Sold	70	\$30,418,182	\$434,545	100.0%	100.0%

1/1/07 - 12/31/07 (by side)

Office	# of Sales	Dollar Volume	Average Price	% by \$	% by #
Wells Listed	278	\$123,632,033	\$444,720	24.8%	22.7%
Wells Sold	266	\$112,401,379	\$422,562	23.0%	21.6%
C-B Listed	225	\$85,661,772	\$380,719	17.2%	18.4%
C-B Sold	243	\$86,355,216	\$355,371	17.7%	19.8%
PruTSR Listed	181	\$70,525,544	\$389,644	14.2%	14.8%
PruTSR Sold	161	\$77,182,379	\$479,394	15.8%	13.1%
ReMax Listed	71	\$29,484,485	\$415,274	5.9%	5.8%
ReMax Sold	79	\$24,793,492	\$313,842	5.1%	6.4%
B Carll Listed	46	\$13,025,830	\$283,170	2.6%	3.8%
B Carll Sold	51	\$20,547,550	\$402,893	4.2%	4.1%
Realty Execs Listed	87	\$26,670,313	\$306,555	5.4%	7.1%
Realty Execs Sold	54	\$18,836,673	\$348,827	3.9%	4.4%
All MLS Listed	1225	\$498,151,866	\$406,655	100.0%	100.0%
All MLS Sold	1229	\$488,508,116	\$397,484	100.0%	100.0%

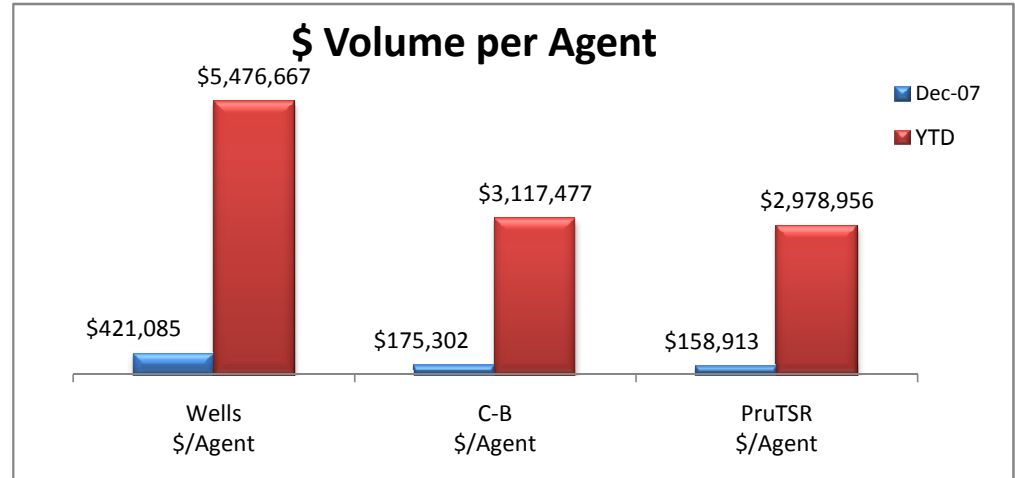
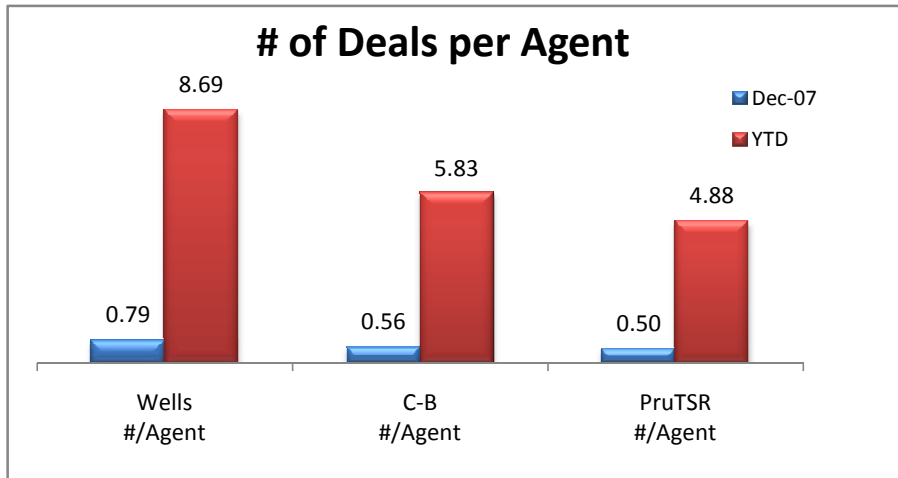
12/1/2007-12/31/2007 (combined)

Office	# of Sales	Dollar Volume	Average Price	% by \$	% by #
Wells	33.0	\$17,685,550	\$535,926	29.1%	23.6%
C-B	20.0	\$6,356,539	\$317,827	10.4%	14.3%
PruTSR	29.0	\$9,115,689	\$314,334	15.0%	20.7%
Re/Max	2.0	\$535,000	\$267,500	0.9%	1.4%
B Carll	0.0	\$0	#DIV/0!	0.0%	0.0%
Gallant	1.0	\$360,000	\$360,000	0.6%	0.7%
All Others	55.0	\$26,783,586	\$486,974	44.0%	39.3%
All MLS	140.0	\$60,836,364	\$434,545	100.0%	100.0%

1/1/07 - 12/31/07 (combined)

Office	# of Sales	Dollar Volume	Average Price	% by \$	% by #
Wells	544.0	\$236,033,412	\$433,885	23.9%	22.2%
C-B	468.0	\$172,016,988	\$367,558	17.4%	19.1%
PruTSR	342.0	\$147,707,923	\$431,895	15.0%	13.9%
ReMax	150.0	\$54,277,977	\$361,853	5.5%	6.1%
B Carll	97.0	\$33,573,380	\$346,117	3.4%	4.0%
Realty Execs	141.0	\$45,506,986	\$322,745	4.6%	5.7%
All Others	712.0	\$297,543,316	\$417,898	30.2%	29.0%
All MLS	2454.0	\$986,659,982	\$402,062	100.0%	100.0%

## Agent Productivity: Solds



Month	Wells					C-B					PruTSR				
	# Agents	# Sold	#/ Agent	\$ Volume	\$/ Agent	# Agents	# Sold	#/ Agent	\$ Volume	\$/ Agent	# Agents	# Sold	#/ Agent	\$ Volume	\$/Agent
Jan-07	44	38.0	0.86	\$13,016,936	\$295,839	52	32.0	0.62	\$10,351,692	\$199,071	39	13.0	0.33	\$5,773,900	\$148,049
Feb-07	42	26.0	0.62	\$8,513,800	\$202,710	52	28.0	0.54	\$17,983,000	\$345,827	39	30.0	0.77	\$12,197,000	\$312,744
Mar-07	42	52.0	1.24	\$22,803,812	\$542,948	52	39.0	0.75	\$15,239,707	\$293,071	39	23.0	0.59	\$7,219,400	\$185,113
Apr-07	42	37.0	0.88	\$13,314,350	\$317,008	52	34.0	0.65	\$12,798,150	\$246,118	38	15.0	0.39	\$4,554,150	\$119,846
May-07	43	53.5	1.24	\$23,126,350	\$537,822	52	35.0	0.67	\$11,867,600	\$228,223	38	20.5	0.54	\$8,928,382	\$234,957
Jun-07	43	54.0	1.26	\$27,223,900	\$633,114	52	41.0	0.79	\$14,189,200	\$272,869	38	24.0	0.63	\$15,135,600	\$398,305
Jul-07	43	56.0	1.30	\$23,102,800	\$537,274	52	43.0	0.83	\$15,544,300	\$298,929	38	24.0	0.63	\$11,152,300	\$293,482
Aug-07	42	54.0	1.29	\$24,585,804	\$585,376	52	51.0	0.98	\$16,729,600	\$321,723	42	42.0	1.00	\$9,934,150	\$236,527
Sep-07	42	43.5	1.04	\$24,157,915	\$575,188	52	36.0	0.69	\$10,753,400	\$206,796	40	41.5	1.04	\$16,533,057	\$413,326
Oct-07	42	43.0	1.02	\$13,485,879	\$321,092	52	35.5	0.68	\$13,035,450	\$250,682	40	22.0	0.55	\$12,901,395	\$322,535
Nov-07	42	43.0	1.02	\$21,284,870	\$506,783	52	34.0	0.65	\$14,501,000	\$278,865	40	15.0	0.38	\$6,238,150	\$155,954
Dec-07	42	33.0	0.79	17,685,550	\$421,085	52	29.0	0.56	\$ 9,115,689.00	\$175,302	40	20.0	0.50	\$6,356,539	\$158,913
YTD	42	533.0	8.7	\$232,301,966	\$5,476,667	52	303.0	5.83	\$162,108,788	\$3,117,477	39	191.5	4.88	\$116,924,023	\$2,978,956

ALL classes and types; La Plata County plus Mancos.