

**ACTIVITY REPORT Jul-07**

ZN	LISTINGS				INVENTORY					INV VALUE (IV)			SUPPLY	CONTRACT VALUE (CV)			CLOSINGS					MARKET FACTS					GENERAL SUMMARY-CALENDAR YEAR TO DATE			
	# OFCS	NEW ML'S	NEW OE'S	TOTAL	RENT	COMM	LAND	RES	AVG PRICE	MEDIAN PRICE	MTHS SUPPLY	UNITS	AVG PRICE	MEDIAN PRICE	#	AVG PRICE	MEDIAN PRICE	% OF AVG CV TO IV	% OF MED CV TO IV	% CO BRK	ORIG\$ SP\$ %DIF	LPS\$ SP\$ %DIF	LISTINGS	UNDER CONTRACT	CLOSED	CLOSING GROSS VOLUME				
20	141	507	13	2,216	196	200	66	1,754	890,900	639,000	10.7	164	719,500	555,000	196	714,700	585,000	81%	87%	70%	6.9	3.9	3,936	1,221	1,009	672,120,600				
21	219	1,091	22	4,611	321	206	51	4,033	438,500	400,000	13.5	298	368,700	365,000	247	400,400	379,000	84%	91%	61%	6.4	3.7	8,277	1,938	1,635	649,933,500				
24	117	409	0	1,857	148	117	63	1,529	604,900	525,000	9.5	161	498,000	450,000	147	520,600	465,000	82%	86%	63%	6.4	4.0	3,242	1,016	872	422,076,000				
25	127	648	10	3,415	225	171	206	2,813	427,800	360,000	15.0	188	357,500	330,000	168	382,300	345,000	84%	92%	64%	6.7	3.7	5,010	1,270	1,062	389,266,100				
28	166	868	3	3,836	305	141	118	3,272	477,800	398,000	11.2	291	386,300	352,700	256	391,800	360,000	81%	89%	70%	6.3	3.3	6,243	1,817	1,458	561,067,900				
30	114	388	2	2,148	199	101	253	1,595	1,081,000	662,500	24.5	65	719,700	557,200	77	665,500	487,500	67%	84%	66%	7.9	4.7	2,759	518	458	324,609,000				
SUF	884	3,911	50	18,083	1,394	936	757	14,996	583,300	439,000	12.9	1,167	458,000	390,000	1,091	487,000	405,000	79%	89%	66%	6.6	3.8	29,467	7,780	6,494	3,019,073,100				
3	305	830	9	3,713	422	198	92	3,001	1,375,900	779,000	9.7	309	861,800	630,000	326	883,500	680,000	63%	81%	63%	7.8	5.0	6,387	2,167	1,733	1,458,881,500				
4	62	299	5	1,045	79	76	5	885	495,800	469,000	6.6	135	428,500	420,000	119	429,700	421,000	86%	90%	63%	6.1	3.7	2,167	834	674	284,922,600				
5	85	384	8	1,334	85	67	15	1,167	617,300	534,500	8.6	135	527,900	475,000	166	533,800	480,000	86%	89%	65%	6.5	4.0	2,571	954	808	414,943,800				
6	240	1,033	6	4,151	525	248	43	3,335	586,900	499,000	12.5	266	468,300	435,000	264	481,800	440,000	80%	87%	60%	8.4	5.1	7,188	1,912	1,591	761,106,500				
8	218	595	21	2,477	256	179	15	2,027	556,300	486,000	12.1	167	528,500	484,000	202	592,800	525,000	95%	100%	48%	7.2	4.2	4,368	1,248	1,106	589,302,100				
NAS	910	3,141	49	12,720	1,367	768	170	10,415	803,900	539,000	10.3	1,012	601,000	470,000	1,077	626,400	495,000	75%	87%	60%	7.4	4.6	22,681	7,115	5,912	3,509,156,500				
10	546	1,377	18	5,635	565	496	77	4,497	590,300	589,000	18.6	242	432,200	415,000	207	443,500	430,000	73%	70%	42%	6.4	4.3	9,438	1,726	1,514	681,735,800				
11	182	458	22	1,947	103	252	24	1,568	682,400	700,000	13.6	115	550,100	590,000	95	562,900	567,000	81%	84%	39%	4.7	3.8	3,469	831	702	382,317,800				
12	191	820	9	2,867	263	239	40	2,325	660,500	609,000	7.5	311	545,100	508,500	258	513,300	520,000	83%	83%	47%	6.8	4.9	6,216	2,145	1,751	895,297,000				
14	80	336	2	1,343	242	85	8	1,008	542,000	535,000	33.6	30	456,900	399,000	26	383,700	379,000	84%	75%	31%	6.1	3.6	2,220	279	244	108,211,800				
15	152	520	4	1,780	336	58	10	1,376	528,800	500,000	18.6	74	487,500	455,000	53	463,000	452,500	92%	91%	47%	4.9	3.8	3,244	558	444	206,099,400				
QNS	1,151	3,511	55	13,572	1,509	1,130	159	10,774	606,400	589,000	14.0	772	501,500	470,000	639	488,600	472,000	83%	80%	43%	6.2	4.4	24,587	5,539	4,655	2,273,661,800				
ALL	2,945	10,563	154	44,375	4,270	2,834	1,086	36,185	653,700	500,000	12.3	2,951	518,400	435,400	2,807	540,900	455,000	79%	87%	58%	6.8	4.2	76,735	20,434	17,061	8,801,891,400				

**LAST MONTH'S ACTIVITY REPORT - JUNE 2007**

SUF	883	3,996	67	18,297	1,435	929	748	15,185	583,500	439,900	13.6	1,120	489,400	410,000	1,081	476,500	420,000	84%	93%	65%	6.8	3.7	25,556	6,613	5,403	2,487,794,200
NAS	910	3,283	45	12,908	1,373	801	160	10,574	809,500	549,000	9.8	1,083	611,700	485,000	1,017	590,500	485,000	76%	88%	62%	7.2	4.4	19,540	6,103	4,835	2,834,449,600
QNS	1,149	3,541	51	14,088	1,569	1,518	150	10,851	604,100	589,000	13.6	799	487,800	469,500	678	503,000	500,000	81%	80%	43%	6.5	4.6	21,076	4,767	4,016	1,961,435,200
ALL	2,942	10,820	163	45,293	4,377	3,248	1,058	36,610	654,900	509,000	12.2	3,002	533,100	450,000	2,776	524,700	457,500	81%	88%	58%	6.9	4.2	66,172	17,483	14,254	7,283,679,000

**LAST YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	846	4,333	151	17,041	1,734	744	629	13,934	-	-	12.5	1,111	462,600	400,000	1,206	449,900	410,000	-	-	61%	5.2	3.0	30,663	8,037	7,102	3,228,823,500
NAS	870	3,372	142	13,194	1,247	653	157	10,137	-	-	11.1	917	592,100	478,300	1,016	618,800	490,000	-	-	57%	6.2	4.1	24,245	6,795	5,929	3,606,826,900
QNS	1,085	3,346	149	12,517	1,635	1,085	144	9,653	-	-	13.2	734	492,400	475,000	803	497,200	499,700	-	-	42%	5.6	3.8	24,042	5,496	4,858	2,383,864,700
ALL	2,801	11,051	442	42,752	4,616	2,482	930	33,724	-	-	12.2	2,762	513,500	445,000	3,025	519,200	452,300	-	-	55%	5.4	3.6	78,950	20,328	17,889	9,219,515,100

**AVERAGE:** The total of all the prices of all the units divided by the number of units.

**MEDIAN:** The point at which 50% of the units are above that price and 50% below that price. Sometimes called the Mid Point.

**INVENTORY VALUE (IV):** The value, both average and median, of what sellers want for their homes in each zone.

**SUPPLY:** The number of available homes each month in the Zone divided by the number of contracts that month.

**CONTRACT VALUE (CV):** The price buyers actually paid for homes in that Zone that month. (Interesting when compared to what (IV) is in that Zone).

**% OF CV TO IV:** IV is always higher (What the seller wants) compared to CV which is always lower (What the buyer is willing to pay). This shows how close

Buyers are actually paying compared to asking price as a percentage. Interesting when getting Seller to price properly for the current market.