

ACTIVITY REPORT Jul-08

		LISTINGS				INVENTORY				INV VALUE (IV)		SUPPLY	CONTRACT VALUE (CV)		CLOSINGS			MARKET FACTS				GENERAL SUMMARY-CALENDAR YEAR TO DATE				
ZN	#	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	LP\$ SP\$ %DIF	LISTINGS	UNDER CONTRACT	CLOSED	CLOSING GROSS VOLUME
20	137	477	13	2,108	211	110	70	1,717	831,800	629,000	10.2	168	654,300	570,000	167	657,700	576,300	79%	91%	67%	8.8	4.7	3,542	1,040	785	506,671,100
21	185	922	24	4,936	332	236	65	4,303	401,000	359,000	17.3	249	323,600	315,000	199	361,400	350,000	81%	88%	63%	9.2	4.8	6,927	1,677	1,108	411,005,400
24	100	352	2	1,753	146	121	72	1,414	582,900	493,700	11.3	125	459,200	430,500	147	459,600	432,500	79%	87%	69%	7.5	4.5	2,745	823	664	301,286,500
25	110	545	5	3,368	214	189	201	2,764	395,000	330,000	18.4	150	306,700	282,000	139	329,600	300,000	78%	85%	66%	10.6	5.4	4,195	974	796	257,294,100
28	144	771	1	3,821	298	163	134	3,226	433,500	359,900	15.0	215	334,700	319,900	193	389,400	337,800	77%	89%	67%	8.1	4.9	5,334	1,469	1,146	414,816,500
30	112	378	2	2,510	319	155	274	1,762	965,400	639,000	30.9	57	653,900	477,500	66	673,000	460,000	68%	75%	44%	13.9	8.3	2,721	442	374	277,437,000
SUF	788	3,445	47	18,496	1,520	974	816	15,186	538,000	399,000	15.8	964	418,200	355,000	911	455,200	389,000	78%	89%	65%	9.2	5.1	25,464	6,425	4,873	2,168,510,600
3	277	922	6	3,856	429	251	96	3,080	1,237,900	725,000	10.0	309	741,300	579,500	269	854,300	600,000	60%	80%	63%	9.7	6.5	6,165	1,667	1,323	1,174,761,800
4	56	279	6	1,073	68	83	5	917	450,400	429,000	8.3	111	389,500	372,300	123	406,300	402,500	86%	87%	69%	7.8	4.5	2,006	684	556	222,190,800
5	80	326	9	1,286	73	68	23	1,122	585,800	499,000	8.9	126	475,300	439,000	128	505,000	455,000	81%	88%	73%	8.0	4.8	2,293	795	687	337,946,600
6	218	949	8	4,632	632	286	63	3,651	550,100	450,000	14.6	250	452,000	399,000	227	448,600	408,800	82%	89%	65%	9.7	5.5	7,081	1,512	1,206	548,422,200
8	204	513	6	2,550	228	199	16	2,107	500,100	439,900	12.6	167	434,900	402,500	142	508,300	435,000	87%	91%	51%	9.7	5.9	4,008	1,005	787	389,947,600
NAS	835	2,989	35	13,397	1,430	887	203	10,877	730,400	490,000	11.3	963	537,700	437,600	889	583,200	458,500	74%	89%	64%	9.2	5.6	21,553	5,663	4,559	2,673,269,000
10	267	586	6	2,337	162	213	16	1,946	532,700	499,000	13.5	144	394,900	349,000	138	373,800	320,000	74%	70%	41%	7.3	5.3	4,368	921	739	281,671,388
11	171	473	6	2,240	97	290	38	1,815	617,400	620,000	17.0	107	441,500	450,000	91	443,900	440,500	72%	73%	38%	9.2	5.3	3,454	740	521	253,957,200
12	259	891	2	3,091	278	297	36	2,480	605,300	539,000	8.2	301	482,400	456,400	271	467,100	466,000	80%	85%	47%	7.6	5.3	6,102	1,769	1,481	719,075,800
13	180	614	3	3,282	210	291	59	2,722	546,800	529,000	31.3	87	421,100	390,000	62	410,000	408,500	77%	74%	31%	11.3	6.1	4,373	578	353	153,102,050
14	73	251	1	1,378	143	98	18	1,119	470,000	450,000	26.6	42	327,900	300,000	31	358,800	315,000	70%	67%	29%	10.1	5.8	1,987	244	139	48,857,600
15	125	364	0	1,713	196	78	11	1,428	474,400	455,000	17.0	84	362,300	375,000	73	384,300	385,000	76%	82%	53%	11.3	5.6	2,758	503	340	137,093,000
QNS	1,075	3,179	18	14,041	1,086	1,267	178	11,510	551,700	509,000	15.0	765	431,600	390,000	666	425,200	399,900	78%	77%	43%	8.6	5.5	23,042	4,755	3,573	1,593,757,038
ALL	2,698	9,613	100	45,934	4,036	3,128	1,197	37,573	597,900	459,000	14.0	2,692	464,700	395,000	2,466	493,200	421,000	78%	86%	59%	9.0	5.4	70,059	16,843	13,005	6,435,536,638

LAST MONTH'S ACTIVITY REPORT- JUNE 2008

SUF	795	3,406	65	18,638	1,526	978	802	15,332	537,900	399,000	14.7	1,041	418,000	360,000	878	460,500	383,000	78%	90%	67%	8.8	4.6	22,019	5,461	3,962	1,753,808,300
NAS	833	2,981	45	13,664	1,495	887	215	11,067	724,900	499,000	12.4	889	624,100	468,000	808	576,900	452,000	86%	94%	60%	9.4	5.6	18,564	4,700	3,670	2,154,836,600
QNS	1,071	3,113	30	14,268	1,130	1,261	180	11,697	558,400	525,000	15.6	752	440,700	410,000	543	431,500	406,500	79%	78%	47%	8.7	5.6	19,863	3,990	2,907	1,310,596,938
ALL	2,699	9,500	140	46,570	4,151	3,126	1,197	38,096	598,500	469,000	14.2	2,682	492,600	410,000	2,229	495,600	415,800	82%	87%	59%	9.0	5.2	60,446	14,151	10,539	5,219,241,838

LAST YEAR'S ACTIVITY REPORT AT THIS TIME

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
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
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

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.