

	Active Listings	Pendings	Pendings (last 30 Days)	Pending Ratio	Market Velocity (Days)	Number of Expired Listings Last Six Mos.	Number of Closings Last Six Months	Sold /Mo	Invent. (Mos.)	Prices Reduced # Last Seven Days	Prices Reduced % vs Active	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	List to Sales Ratio (0 - 30 DOM)	List to Sales Ratio (31 - 60 DOM)	List to Sales Ratio (61 - 90 DOM)	List to Sales Ratio (91 - 120 DOM)	List to Sales Ratio (120+ DOM)	Days on Mkt.
100,000-124,999	523	71	51	13.6%	308	537	455	76	7.4	78	14.9%	\$ 116,583	\$ 112,864	96.8%	98.8%	96.4%	96.2%	96.9%	95.2%	91
125,000-149,999	619	78	66	12.6%	281	625	518	86	7.9	89	14.4%	\$ 141,800	\$ 137,448	96.9%	97.6%	97.1%	97.3%	96.8%	95.8%	81
150,000-174,999	510	62	58	12.2%	264	455	471	79	8.2	74	14.5%	\$ 167,727	\$ 162,099	96.6%	98.1%	96.3%	95.6%	96.1%	96.2%	84
175,000-199,999	424	53	55	12.5%	231	424	403	67	8.0	62	14.6%	\$ 193,355	\$ 186,149	96.3%	97.1%	96.6%	95.2%	95.5%	95.9%	82
200,000-249,999	570	70	76	12.3%	225	534	610	102	8.1	81	14.2%	\$ 232,812	\$ 223,645	96.1%	97.4%	95.9%	95.7%	95.6%	95.7%	79
250,000-299,999	376	40	43	10.6%	262	435	427	71	9.4	63	16.8%	\$ 283,319	\$ 271,812	95.9%	96.8%	95.2%	95.9%	95.8%	94.8%	79
300,000-349,999	295	26	26	8.8%	340	256	310	52	11.3	26	8.8%	\$ 337,333	\$ 322,477	95.6%	97.2%	95.2%	94.9%	95.9%	94.7%	89
350,000-399,999	302	19	12	6.3%	755	213	193	32	15.9	30	9.9%	\$ 391,688	\$ 374,193	95.5%	97.6%	96.0%	94.6%	95.3%	93.5%	84
400,000-449,999	158	13	11	8.2%	431	154	148	25	12.2	12	7.6%	\$ 440,722	\$ 423,423	96.1%	97.0%	96.0%	96.2%	96.7%	93.9%	90
450,000-499,999	159	10	8	6.3%	596	148	110	18	15.9	16	10.1%	\$ 497,443	\$ 473,021	95.1%	98.7%	95.4%	95.0%	94.5%	93.3%	90
500,000-549,999	123	14	8	11.4%	461	82	74	12	8.8	9	7.3%	\$ 545,928	\$ 522,412	95.7%	97.7%	94.9%	96.1%	93.5%	94.1%	94
550,000-599,999	121	7	7	5.8%	519	124	77	13	17.3	19	15.7%	\$ 591,453	\$ 572,355	96.8%	97.9%	97.7%	96.2%	95.2%	95.1%	79
600,000-649,999	66	5	5	7.6%	396	76	53	9	13.2	6	9.1%	\$ 646,705	\$ 621,054	96.0%	97.9%	96.8%	94.2%	94.2%	95.8%	98
650,000-699,999	76	2	1	2.6%	2280	65	47	8	38.0	6	7.9%	\$ 698,642	\$ 673,363	96.4%	99.6%	95.3%	96.6%	96.3%	92.6%	127
700,000-749,999	52	1	1	1.9%	1560	48	42	7	52.0	4	7.7%	\$ 751,672	\$ 720,861	95.9%	97.1%	94.4%	95.6%	0.0%	95.8%	83
750,000-799,999	61	2	2	3.3%	915	51	32	5	30.5	6	9.8%	\$ 798,823	\$ 766,333	95.9%	97.5%	96.2%	96.4%	99.5%	94.3%	96
800+	455	28	14	6.2%	975	166	276	46	16.3	35	7.7%	\$1,324,188	\$1,223,799	92.4%	95.8%	92.5%	92.0%	92.1%	90.4%	110
														97.9%	Cottrell Realty Group Performance					47
Market Totals	4,890	501	444	10.2%	330	4393	4246	708	9.8	616	12.6%	\$ 334,947	\$ 318,689	95.1%	Current Market (Weighted Avg.)					86.2
4 Wks Prior	5,174	563	508	10.9%	306	4296	4364	727	9.2	577	11.2%	\$ 313,186	\$ 299,407	95.6%	4 Weeks Prior					86.4