

| AUGUST                         |                  |           |           |           | Monthly   | Statistics fo | or Laramie C | ounty     |           |           |           |           |
|--------------------------------|------------------|-----------|-----------|-----------|-----------|---------------|--------------|-----------|-----------|-----------|-----------|-----------|
| City Residential               |                  | 2010      | 2011      | 2012      | 2013      | 2014          | 2015         | 2016      | 2017      | 2018      | 2019      | 2020      |
| Median Sales Price             | Total            | \$179,000 | \$185,000 | \$180,000 | \$180,000 | \$198,000     | \$198,500    | \$210,000 | \$244,500 | \$239,000 | \$254,000 | \$285,000 |
|                                | Existing         | \$165,500 | \$176,250 | \$178,750 | \$170,000 | \$192,000     | \$195,000    | \$202,500 | \$239,000 | \$234,500 | \$245,000 | \$279,250 |
|                                | New Construction | \$290,900 | \$279,091 | \$304,540 | \$335,234 | \$327,750     | \$351,950    | \$338,300 | \$373,420 | \$380,000 | \$332,688 | \$369,900 |
| Average Sales Price            | Total            | \$195,193 | \$200,592 | \$197,053 | \$197,847 | \$225,245     | \$212,226    | \$231,440 | \$257,585 | \$257,108 | \$277,687 | \$305,343 |
|                                | Existing         | \$176,847 | \$181,693 | \$185,689 | \$186,483 | \$210,317     | \$207,023    | \$222,351 | \$243,598 | \$247,837 | \$269,542 | \$299,989 |
|                                | New Construction | \$296,096 | \$317,419 | \$326,927 | \$358,199 | \$345,738     | \$256,594    | \$317,030 | \$381,609 | \$397,209 | \$356,004 | \$372,507 |
| Sold Listings                  | Total            | 65        | 79        | 87        | 136       | 127           | 115          | 125       | 148       | 145       | 138       | 149       |
|                                | Existing         | 55        | 68        | 80        | 127       | 113           | 111          | 113       | 133       | 136       | 125       | 138       |
|                                | New Construction | 10        | 11        | 7         | 9         | 14            | 4            | 12        | 15        | 9         | 13        | 11        |
| Active Listings                | Total            | 513       | 430       | 375       | 340       | 303           | 262          | 291       | 267       | 238       | 161       | 165       |
|                                | Existing         | 466       | 400       | 336       | 283       | 257           | 230          | 249       | 229       | 183       | 120       | 122       |
|                                | New Construction | 43        | 30        | 39        | 57        | 46            | 32           | 45        | 38        | 55        | 41        | 43        |
| % of List Price Rcvd at Sale   | Total            | 98.23%    | 98.74%    | 98.73%    | 99.02%    | 98.88%        | 98.82%       | 99.51%    | 99.59%    | 99.19%    | 99.21%    | 99.47%    |
|                                | Existing         | 97.50%    | 97.93%    | 98.31%    | 98.43%    | 98.03%        | 98.70%       | 99.45%    | 98.75%    | 98.82%    | 98.87%    | 99.33%    |
|                                | New Construction | 100.70%   | 101.70%   | 101.51%   | 103.51%   | 103.25%       | 100.81%      | 102.60%   | 104.63%   | 102.81%   | 101.78%   | 100.97%   |
| Avg Days on Market             | Total            | 88        | 88        | 58        | 54        | 57            | 27           | 43        | 35        | 32        | 26        | 26        |
|                                | Existing         | 76        | 91        | 57        | 52        | 52            | 27           | 30        | 30        | 26        | 20        | 18        |
|                                | New Construction | 153       | 71        | 62        | 75        | 95            | 32           | 166       | 84        | 122       | 89        | 122       |
| # Homes Sold in Last 12 Months | Total            | 76.5      | 76.08     | 82.67     | 94.58     | 97.42         | 104.83       | 105.58    | 113       | 113.92    | 113.3     | 112.3     |
|                                | Existing         | 67.42     | 66.67     | 73.5      | 83.92     | 87.92         | 96.5         | 99.58     | 101.75    | 105       | 102.3     | 101.9     |
|                                | New Construction | 8.83      | 9.33      | 9.25      | 10.67     | 9.5           | 8.33         | 9.83      | 11.25     | 8.92      | 11        | 10.42     |
| Months Supply of Inventory     | Total            | 6.7       | 5.7       | 4.5       | 3.6       | 3.1           | 2.5          | 2.8       | 2.4       | 2.1       | 1.4       | 1.5       |
|                                | Existing         | 6.9       | 6         | 4.6       | 3.4       | 2.9           | 2.4          | 2.5       | 2.3       | 1.7       | 1.2       | 1.2       |
|                                | New Construction | 4.9       | 3.2       | 4.2       | 5.3       | 4.8           | 3.8          | 4.6       | 3.4       | 6.2       | 3.7       | 4.1       |











| AUGUST                         |                  |           |           |           | Monthly   | Statistics fo | or Laramie C | ounty     |           |           |           |           |
|--------------------------------|------------------|-----------|-----------|-----------|-----------|---------------|--------------|-----------|-----------|-----------|-----------|-----------|
| Rural Residential              |                  | 2010      | 2011      | 2012      | 2013      | 2014          | 2015         | 2016      | 2017      | 2018      | 2019      | 2020      |
| Median Sales Price             | Total            | \$255,000 | \$305,250 | \$209,000 | \$259,900 | \$346,300     | \$335,950    | \$350,000 | \$359,900 | \$355,000 | \$452,000 | \$464,500 |
|                                | Existing         | \$252,000 | \$315,000 | \$195,500 | \$242,950 | \$325,000     | \$330,000    | \$340,000 | \$348,500 | \$355,000 | \$443,500 | \$459,500 |
|                                | New Construction | \$389,000 | \$290,000 | \$336,216 | \$296,000 | \$372,395     | \$349,900    | \$435,000 | \$427,900 | \$352,500 | \$486,772 | \$484,750 |
| Average Sales Price            | Total            | \$284,620 | \$285,037 | \$260,697 | \$260,121 | \$346,674     | \$351,460    | \$363,347 | \$377,431 | \$356,191 | \$440,725 | \$478,961 |
|                                | Existing         | \$277,164 | \$286,073 | \$248,904 | \$252,181 | \$337,352     | \$340,621    | \$349,335 | \$372,877 | \$367,800 | \$438,007 | \$479,281 |
|                                | New Construction | \$389,000 | \$279,166 | \$347,180 | \$302,466 | \$372,312     | \$379,161    | \$419,395 | \$406,580 | \$311,691 | \$467,901 | \$477,620 |
| Sold Listings                  | Total            | 15        | 20        | 25        | 19        | 30            | 32           | 35        | 37        | 29        | 33        | 52        |
|                                | Existing         | 14        | 17        | 22        | 16        | 22            | 23           | 28        | 32        | 23        | 30        | 42        |
|                                | New Construction | 1         | 3         | 3         | 3         | 8             | 9            | 7         | 5         | 6         | 3         | 10        |
| Active Listings                | Total            | 176       | 165       | 143       | 168       | 135           | 123          | 125       | 114       | 108       | 68        | 64        |
|                                | Existing         | 163       | 146       | 118       | 135       | 112           | 97           | 87        | 90        | 86        | 46        | 44        |
|                                | New Construction | 16        | 19        | 25        | 33        | 23            | 26           | 38        | 24        | 22        | 22        | 20        |
| % of List Price Rcvd at Sale   | Total            | 95.93%    | 97.68%    | 97.07%    | 97.76%    | 99.13%        | 98.97%       | 98.93%    | 98.73%    | 95.69%    | 99.47%    | 99.46%    |
|                                | Existing         | 95.77%    | 97.69%    | 96.09%    | 97.16%    | 97.24%        | 98.30%       | 98.06%    | 98.51%    | 98.55%    | 99.15%    | 98.99%    |
|                                | New Construction | 97.49%    | 97.63%    | 102.56%   | 100.55%   | 104.18%       | 100.56%      | 101.91%   | 100.00%   | 84.61%    | 102.56%   | 101.49%   |
| Avg Days on Market             | Total            | 75        | 85        | 88        | 54        | 94            | 69           | 56        | 54        | 47        | 23        | 46        |
|                                | Existing         | 72        | 81        | 96        | 55        | 79            | 43           | 49        | 46        | 31        | 20        | 28        |
|                                | New Construction | 122       | 104       | 30        | 46        | 137           | 134          | 85        | 105       | 109       | 57        | 120       |
| # Homes Sold in Last 12 Months | Total            | 17.83     | 19.25     | 20.83     | 21.25     | 24.33         | 28.75        | 25.83     | 28.75     | 29.58     | 31.3      | 30.6      |
|                                | Existing         | 15.08     | 16.5      | 18.08     | 17.83     | 19.83         | 23.67        | 21.67     | 22.92     | 23.75     | 24.8      | 22.3      |
|                                | New Construction | 2.75      | 2.75      | 2.75      | 3.42      | 4.5           | 5.08         | 4.83      | 5.83      | 5.83      | 6.5       | 8.3       |
| Months Supply of Inventory     | Total            | 9.9       | 8.6       | 6.9       | 7.9       | 5.5           | 4.3          | 4.8       | 4         | 3.7       | 2.2       | 2.1       |
|                                | Existing         | 10.8      | 8.8       | 6.5       | 7.6       | 5.6           | 4.1          | 4         | 3.9       | 3.6       | 1.9       | 2         |
|                                | New Construction | 5.8       | 6.9       | 9.1       | 9.7       | 5.1           | 5.1          | 7.9       | 4.1       | 3.8       | 3.4       | 2.4       |

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Rural Residential -- Monthly Statistics -- Laramie County

## **AUGUST**







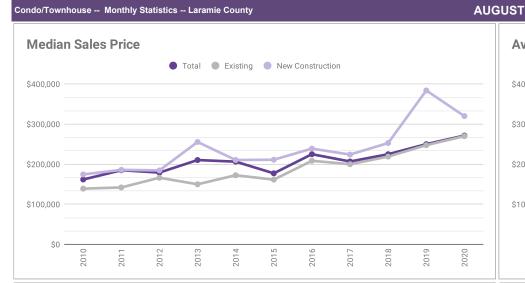




| AUGUST                         |                  |           |           |           | Monthly   | Statistics fo | or Laramie C | ounty     |           |           |           |           |
|--------------------------------|------------------|-----------|-----------|-----------|-----------|---------------|--------------|-----------|-----------|-----------|-----------|-----------|
| Condo/Townhouse                |                  | 2010      | 2011      | 2012      | 2013      | 2014          | 2015         | 2016      | 2017      | 2018      | 2019      | 2020      |
| Median Sales Price             | Total            | \$161,825 | \$184,900 | \$179,139 | \$210,400 | \$206,369     | \$177,250    | \$225,000 | \$206,788 | \$224,900 | \$250,000 | \$271,500 |
|                                | Existing         | \$139,000 | \$142,000 | \$166,250 | \$149,900 | \$172,500     | \$161,500    | \$208,500 | \$200,000 | \$219,000 | \$247,500 | \$270,000 |
|                                | New Construction | \$174,500 | \$185,900 | \$184,500 | \$255,492 | \$210,461     | \$211,200    | \$238,900 | \$224,035 | \$252,835 | \$384,059 | \$320,000 |
| Average Sales Price            | Total            | \$156,440 | \$193,339 | \$185,586 | \$202,147 | \$213,911     | \$187,998    | \$225,587 | \$200,878 | \$228,424 | \$256,963 | \$271,001 |
|                                | Existing         | \$137,163 | \$177,875 | \$175,716 | \$164,457 | \$205,451     | \$176,872    | \$207,862 | \$190,719 | \$212,526 | \$245,409 | \$262,748 |
|                                | New Construction | \$180,001 | \$230,452 | \$207,793 | \$253,298 | \$228,953     | \$228,793    | \$273,442 | \$217,290 | \$268,169 | \$384,059 | \$345,283 |
| Sold Listings                  | Total            | 20        | 17        | 26        | 33        | 25            | 28           | 37        | 34        | 21        | 24        | 30        |
|                                | Existing         | 11        | 12        | 18        | 19        | 16            | 22           | 27        | 21        | 15        | 22        | 27        |
|                                | New Construction | 9         | 5         | 8         | 14        | 9             | 6            | 10        | 13        | 6         | 2         | 3         |
| Active Listings                | Total            | 109       | 70        | 68        | 82        | 84            | 63           | 56        | 70        | 50        | 44        | 15        |
|                                | Existing         | 80        | 60        | 49        | 50        | 40            | 39           | 45        | 33        | 34        | 26        | 12        |
|                                | New Construction | 19        | 10        | 19        | 32        | 44            | 24           | 11        | 37        | 16        | 18        | 3         |
| % of List Price Rcvd at Sale   | Total            | 101.60%   | 99.93%    | 99.05%    | 102.13%   | 100.64%       | 99.42%       | 99.21%    | 99.16%    | 99.31%    | 99.34%    | 99.87%    |
|                                | Existing         | 98.63%    | 97.93%    | 97.73%    | 97.12%    | 98.96%        | 98.71%       | 98.82%    | 98.76%    | 98.33%    | 99.38%    | 99.90%    |
|                                | New Construction | 104.54%   | 103.84%   | 101.65%   | 106.99%   | 103.43%       | 101.49%      | 100.03%   | 99.74%    | 101.32%   | 99.11%    | 99.71%    |
| Avg Days on Market             | Total            | 69        | 102       | 86        | 54        | 46            | 32           | 66        | 47        | 31        | 23        | 30        |
|                                | Existing         | 66        | 103       | 85        | 43        | 35            | 30           | 33        | 21        | 23        | 11        | 12        |
|                                | New Construction | 74        | 100       | 89        | 69        | 65            | 39           | 153       | 90        | 52        | 156       | 188       |
| # Homes Sold in Last 12 Months | Total            | 17.92     | 14.92     | 15.58     | 22.33     | 23.58         | 27.17        | 23.67     | 22.17     | 26.5      | 25.4      | 23.4      |
|                                | Existing         | 10.42     | 10        | 10.25     | 14.75     | 15.33         | 18.67        | 15.67     | 18.67     | 18.92     | 20.7      | 20.8      |
|                                | New Construction | 7.5       | 4.92      | 5.25      | 7.25      | 8.25          | 8.5          | 5.58      | 3.5       | 7.5       | 4.8       | 2.7       |
| Months Supply of Inventory     | Total            | 6.1       | 4.7       | 4.4       | 3.7       | 3.6           | 2.3          | 2.4       | 3.2       | 1.9       | 1.7       | 0.6       |
|                                | Existing         | 7.7       | 6         | 4.8       | 3.4       | 2.6           | 2.1          | 2.9       | 1.8       | 1.8       | 1.3       | 0.6       |
|                                | New Construction | 2.5       | 2         | 3.6       | 4.4       | 5.3           | 2.8          | 2         | 10.6      | 2.1       | 3.8       | 1.1       |

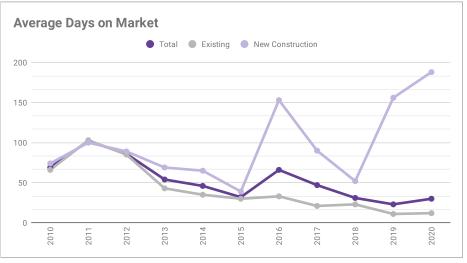
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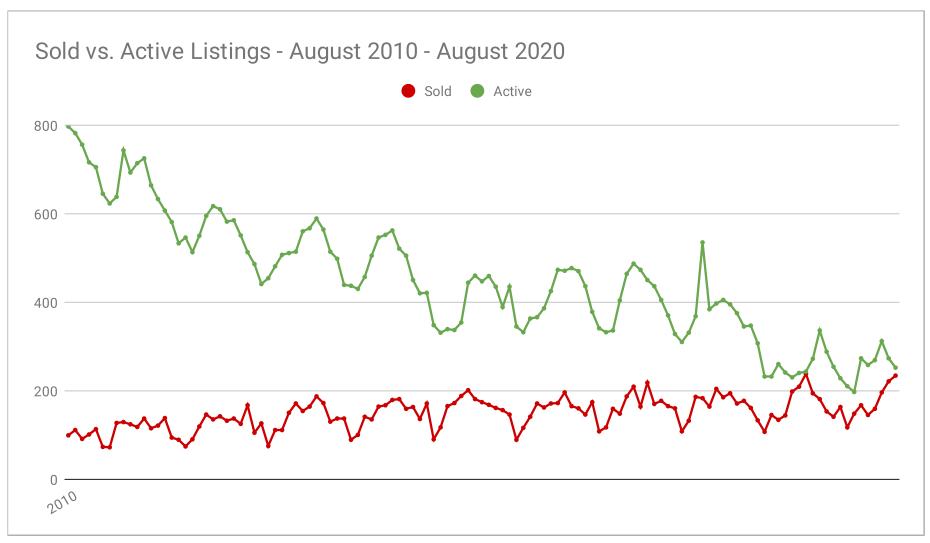












|    | January 1 -August 31, 2020  |           |           |               |               |        |    |  |  |  |
|----|---|-----------|-----------|---------------|---------------|--------|----|--|--|--|
|    | # Sold Average Sale \$   Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DO |           |           |               |               |        |    |  |  |  |
| SF | 925   | \$296,635 | \$280,000 | \$275,817,721 | \$274,387,864 | 99.48% | 26 |  |  |  |
| RR | 255   | \$443,589 | \$436,900 | \$113,404,094 | \$113,115,344 | 99.75% | 44 |  |  |  |
| СТ | 196   | \$240,709 | \$240,751 | \$47,359,850  | \$47,179,046  | 99.62% | 28 |  |  |  |

|    | January 1 -August 31, 2019  |           |           |               |               |        |    |  |  |  |
|----|---|-----------|-----------|---------------|---------------|--------|----|--|--|--|
|    | # Sold Average Sale \$ Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DC |           |           |               |               |        |    |  |  |  |
| SF | 965   | \$267,833 | \$250,000 | \$260,006,737 | \$258,458,868 | 99.40% | 32 |  |  |  |
| RR | 248   | \$413,402 | \$405,000 | \$103,282,461 | \$102,523,879 | 99.27% | 38 |  |  |  |
| СТ | 213   | \$233,395 | \$230,000 | \$50,196,450  | \$49,479,744  | 98.57% | 31 |  |  |  |

|  | January 1 -August 31, 2018 |           |           |               |               |        |    |  |  |  |
|--|----------------------------|-----------|-----------|---------------|---------------|--------|----|--|--|--|
| # Sold Average Sale \$ Median Sale Price Total List \$ Volume Total Sold \$ Volume SP/LP Ratio Average D |                            |           |           |               |               |        |    |  |  |  |
| SF   | 984                        | \$249,309 | \$235,000 | \$247,550,083 | \$245,320,892 | 99.10% | 37 |  |  |  |
| RR   | 253                        | \$354,188 | \$355,000 | \$91,357,644  | \$89,609,730  | 98.09% | 55 |  |  |  |
| СТ   | 234                        | \$217,497 | \$224,700 | \$51,107,230  | \$50,894,433  | 99.58% | 50 |  |  |  |

|    | January 1 -August 31, 2017  |           |           |               |               |        |    |  |  |  |
|----|---|-----------|-----------|---------------|---------------|--------|----|--|--|--|
|    | # Sold Average Sale \$ Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DO |           |           |               |               |        |    |  |  |  |
| SF | 897   | \$237,774 | \$225,000 | \$215,062,183 | \$213,283,730 | 99.17% | 42 |  |  |  |
| RR | 244   | \$353,111 | \$355,000 | \$87,041,747  | \$86,159,252  | 98.99% | 69 |  |  |  |
| СТ | 194   | \$208,106 | \$206,000 | \$40,646,449  | \$40,372,658  | 99.33% | 53 |  |  |  |

|    | January 1 -August 31, 2016  |           |           |               |               |        |    |  |  |  |
|----|---|-----------|-----------|---------------|---------------|--------|----|--|--|--|
|    | # Sold Average Sale \$ Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DC |           |           |               |               |        |    |  |  |  |
| SF | 841   | \$223,517 | \$205,000 | \$189,538,466 | \$187,978,055 | 99.18% | 44 |  |  |  |
| RR | 202   | \$340,862 | \$343,750 | \$69,636,687  | \$68,854,245  | 98.88% | 62 |  |  |  |
| СТ | 200   | \$201,188 | \$202,000 | \$40,675,849  | \$40,237,767  | 98.92% | 55 |  |  |  |

|    | January 1 -August 31, 2015   |           |           |               |               |         |    |  |  |  |
|----|--|-----------|-----------|---------------|---------------|---------|----|--|--|--|
|    | # Sold Average Sale \$   Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DON |           |           |               |               |         |    |  |  |  |
| SF | 855  | \$218,144 | \$200,000 | \$188,600,238 | \$186,513,950 | 98.89%  | 44 |  |  |  |
| RR | 218  | \$329,047 | \$325,000 | \$72,600,345  | \$71,732,331  | 98.80%  | 65 |  |  |  |
| СТ | 232  | \$200,160 | \$204,700 | \$46,256,383  | \$46,437,310  | 100.39% | 64 |  |  |  |

|    | January 1 -August 31, 2014   |           |           |               |               |        |    |  |  |  |
|----|--|-----------|-----------|---------------|---------------|--------|----|--|--|--|
|    | # Sold Average Sale \$ Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DON |           |           |               |               |        |    |  |  |  |
| SF | 791  | \$205,172 | \$187,500 | \$164,158,687 | \$162,291,550 | 98.86% | 58 |  |  |  |
| RR | 195  | \$314,035 | \$305,000 | \$61,941,964  | \$61,236,901  | 98.86% | 79 |  |  |  |
| СТ | 186  | \$186,469 | \$185,000 | \$34,688,170  | \$34,683,234  | 99.99% | 64 |  |  |  |

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 776    | \$200,032       | \$179,900         | \$157,041,725        | \$155,225,384        | 98.84%      | 64          |
| RR | 177    | \$300,029       | \$282,750         | \$54,183,261         | \$53,105,257         | 98.01%      | 83          |
| СТ | 190    | \$181,439       | \$181,000         | \$34,442,863         | \$34,473,418         | 100.09%     | 66          |

|    | January 1 -August 31, 2012  |           |           |               |               |        |    |  |  |  |
|----|---|-----------|-----------|---------------|---------------|--------|----|--|--|--|
|    | # Sold Average Sale \$   Median Sale Price   Total List \$ Volume   Total Sold \$ Volume   SP/LP Ratio   Average DO |           |           |               |               |        |    |  |  |  |
| SF | 681   | \$185,930 | \$172,000 | \$128,471,457 | \$126,618,349 | 98.56% | 73 |  |  |  |
| RR | 175   | \$279,027 | \$276,300 | \$49,870,401  | \$48,829,892  | 97.91% | 87 |  |  |  |
| СТ | 133   | \$175,183 | \$175,000 | \$23,536,376  | \$23,299,449  | 98.99% | 76 |  |  |  |

|    | January 1 -August 31, 2011 |                 |                   |                      |                      |             |             |  |  |  |
|----|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|--|--|--|
|    | # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |  |  |  |
| SF | 616                        | \$180,058       | \$165,000         | \$112,604,235        | \$110,916,072        | 98.50%      | 86          |  |  |  |
| RR | 168                        | \$272,430       | \$267,500         | \$46,776,702         | \$45,768,395         | 97.84%      | 106         |  |  |  |
| СТ | 120                        | \$176,377       | \$173,625         | \$21,524,326         | \$21,165,353         | 98.33%      | 93          |  |  |  |

|    | January 1 -August 31, 2010 |                 |                   |                      |                      |             |             |  |  |  |
|----|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|--|--|--|
|    | # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |  |  |  |
| SF | 581                        | \$184,535       | \$170,000         | \$108,752,194        | \$107,215,236        | 98.59%      | 66          |  |  |  |
| RR | 146                        | \$267,121       | \$252,000         | \$39,910,887         | \$38,999,746         | 97.72%      | 90          |  |  |  |
| СТ | 144                        | \$169,765       | \$169,450         | \$24,532,893         | \$24,446,266         | 99.65%      | 76          |  |  |  |

|    | January 1 -August 31, 2009 |                 |                   |                      |                      |             |             |  |  |  |
|----|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|--|--|--|
|    | # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |  |  |  |
| SF | 619                        | \$173,963       | \$167,000         | \$109,436,310        | \$107,683,668        | 98.40%      | 81          |  |  |  |
| RR | 138                        | \$260,889       | \$247,750         | \$37,100,018         | \$36,002,700         | 97.04%      | 117         |  |  |  |
| СТ | 98                         | \$155,247       | \$148,950         | \$15,448,255         | \$15,214,259         | 98.49%      | 99          |  |  |  |

|    | January 1 -August 31, 2008 |                 |                   |                      |                      |             |             |  |  |  |
|----|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|--|--|--|
|    | # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |  |  |  |
| SF | 681                        | \$179,987       | \$167,500         | \$124,654,038        | \$122,571,369        | 98.33%      | 85          |  |  |  |
| RR | 137                        | \$251,680       | \$242,000         | \$35,231,398         | \$34,480,245         | 97.87%      | 104         |  |  |  |
| СТ | 133                        | \$160,270       | \$157,000         | \$21,712,663         | \$21,315,939         | 98.17%      | 165         |  |  |  |

|    | January 1 -August 31, 2007 |                 |                   |                      |                      |             |             |  |  |  |
|----|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|--|--|--|
|    | # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |  |  |  |
| SF | 809                        | \$176,256       | \$164,000         | \$144,280,167        | \$142,591,520        | 98.83%      | 79          |  |  |  |
| RR | 203                        | \$260,849       | \$249,900         | \$54,332,330         | \$52,952,398         | 97.46%      | 103         |  |  |  |
| СТ | 154                        | \$167,085       | \$150,000         | \$25,759,926         | \$25,731,143         | 99.89%      | 151         |  |  |  |

| January 1 -August 31, 2006 |                 |                   |                      |                      |             |             |
|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |

| SF | 883 | \$171,271 | \$160,000 | \$153,245,282 | \$151,232,598 | 98.69% | 65 |
|----|-----|-----------|-----------|---------------|---------------|--------|----|
| RR | 217 | \$250,208 | \$239,900 | \$54,984,317  | \$54,295,148  | 98.75% | 84 |
| СТ | 163 | \$165,900 | \$148,300 | \$27,058,399  | \$27,041,700  | 99.94% | 92 |

|    | January 1 -August 31, 2005 |                 |                   |                      |                      |             |             |  |  |
|----|----------------------------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|--|--|
|    | # Sold                     | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |  |  |
| SF | 864                        | \$156,877       | \$148,339         | \$137,461,346        | \$136,002,693        | 98.94%      | 111         |  |  |
| RR | 224                        | \$243,917       | \$235,041         | \$55,244,258         | \$54,708,388         | 99.03%      | 128         |  |  |
| СТ | 156                        | \$149,349       | \$139,786         | \$23,026,252         | \$23,084,895         | 100.25%     | 151         |  |  |