



500 E. 18th Street | Cheyenne, WY 82001  
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# JANUARY

## Monthly Statistics for Laramie County

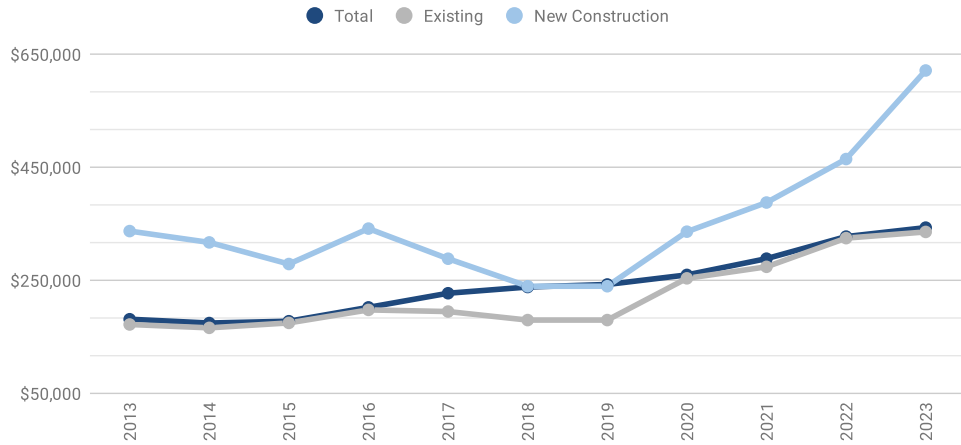
| City Residential               |                         | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------------------------|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Median Sales Price             | <b>Total</b>            | \$181,500 | \$174,750 | \$178,000 | \$202,500 | \$227,500 | \$238,500 | \$243,000 | \$259,950 | \$288,700 | \$327,750 | \$343,632 |
|                                | <b>Existing</b>         | \$172,200 | \$166,250 | \$175,000 | \$198,000 | \$195,100 | \$180,000 | \$180,000 | \$253,875 | \$274,250 | \$325,000 | \$336,000 |
|                                | <b>New Construction</b> | \$337,500 | \$317,469 | \$279,200 | \$341,900 | \$288,600 | \$239,900 | \$239,900 | \$336,444 | \$388,019 | \$465,000 | \$621,734 |
| Average Sales Price            | <b>Total</b>            | \$196,470 | \$182,584 | \$194,009 | \$214,584 | \$236,302 | \$237,126 | \$250,516 | \$285,621 | \$302,287 | \$342,357 | \$361,265 |
|                                | <b>Existing</b>         | \$187,630 | \$169,505 | \$191,121 | \$206,466 | \$215,832 | \$226,952 | \$229,002 | \$282,254 | \$287,211 | \$326,837 | \$339,793 |
|                                | <b>New Construction</b> | \$326,126 | \$309,016 | \$279,200 | \$307,122 | \$377,030 | \$355,827 | \$398,718 | \$341,171 | \$407,823 | \$508,643 | \$583,144 |
| Sold Listings                  | <b>Total</b>            | 47        | 64        | 61        | 62        | 63        | 76        | 71        | 70        | 96        | 82        | 68        |
|                                | <b>Existing</b>         | 44        | 58        | 59        | 57        | 55        | 70        | 62        | 66        | 84        | 75        | 62        |
|                                | <b>New Construction</b> | 3         | 6         | 2         | 5         | 8         | 6         | 9         | 4         | 12        | 7         | 6         |
| Active Listings                | <b>Total</b>            | 286       | 240       | 215       | 193       | 203       | 187       | 130       | 119       | 61        | 59        | 168       |
|                                | <b>Existing</b>         | 286       | 202       | 165       | 154       | 163       | 141       | 90        | 80        | 31        | 41        | 122       |
|                                | <b>New Construction</b> | 48        | 38        | 50        | 39        | 40        | 46        | 40        | 39        | 30        | 18        | 46        |
| % of List Price Rcvd at Sale   | <b>Total</b>            | 96.94%    | 98.16%    | 97.91%    | 98.08%    | 98.74%    | 98.66%    | 98.71%    | 98.71%    | 98.83%    | 99.46%    | 98.63%    |
|                                | <b>Existing</b>         | 96.79%    | 97.74%    | 97.87%    | 97.79%    | 98.36%    | 98.23%    | 98.25%    | 98.45%    | 98.37%    | 99.14%    | 98.56%    |
|                                | <b>New Construction</b> | 98.24%    | 100.41%   | 98.76%    | 100.37%   | 100.27%   | 101.98%   | 100.60%   | 102.39%   | 101.20%   | 101.71%   | 99.05%    |
| Avg Days on Market             | <b>Total</b>            | 66        | 65        | 60        | 57        | 48        | 44        | 43        | 34        | 33        | 22        | 47        |
|                                | <b>Existing</b>         | 66        | 67        | 59        | 51        | 45        | 40        | 41        | 32        | 30        | 20        | 46        |
|                                | <b>New Construction</b> | 54        | 51        | 88        | 97        | 66        | 97        | 60        | 75        | 52        | 39        | 58        |
| # Homes Sold in Last 12 Months | <b>Total</b>            | 87.08     | 97.5      | 99.08     | 108.08    | 107.92    | 111.75    | 111.5     | 113.8     | 129.1     | 127.9     | 98.4      |
|                                | <b>Existing</b>         | 76.42     | 87.75     | 90.5      | 100       | 96.92     | 101.42    | 102.7     | 103.3     | 114.4     | 115.6     | 93.5      |
|                                | <b>New Construction</b> | 10.75     | 9.75      | 8.58      | 8.08      | 11        | 10.33     | 8.8       | 10.58     | 14.67     | 12.33     | 8.42      |
| Months Supply of Inventory     | <b>Total</b>            | 3.3       | 2.5       | 2.2       | 1.8       | 1.9       | 1.7       | 1.2       | 1.0       | 0.5       | 0.5       | 1.7       |
|                                | <b>Existing</b>         | 3.1       | 2.3       | 1.8       | 1.5       | 1.7       | 1.4       | 0.9       | 0.8       | 0.3       | 0.4       | 1.3       |
|                                | <b>New Construction</b> | 4.5       | 3.9       | 5.8       | 4.8       | 3.6       | 4.5       | 4.5       | 3.7       | 2         | 1.5       | 5.5       |

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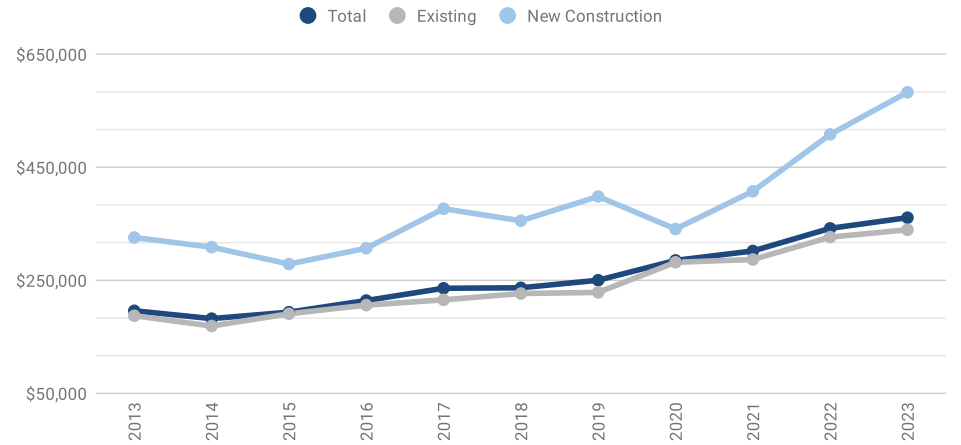
City Residential -- Monthly Statistics -- Laramie County

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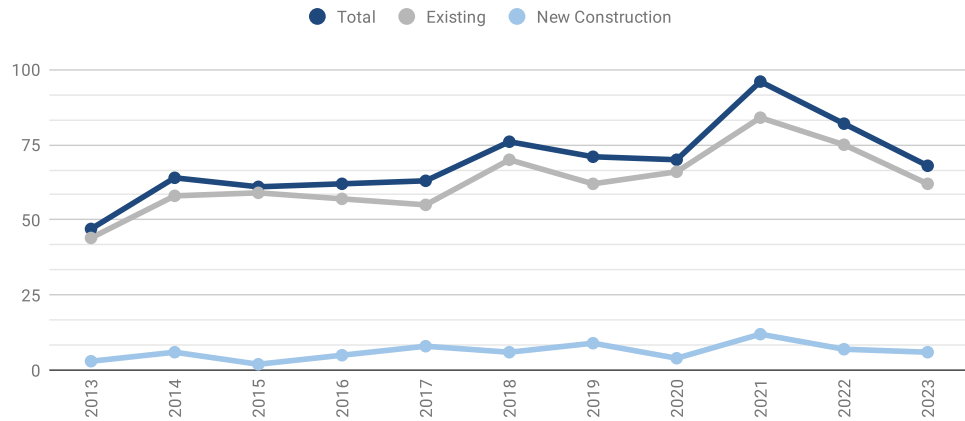
Median Sales Price



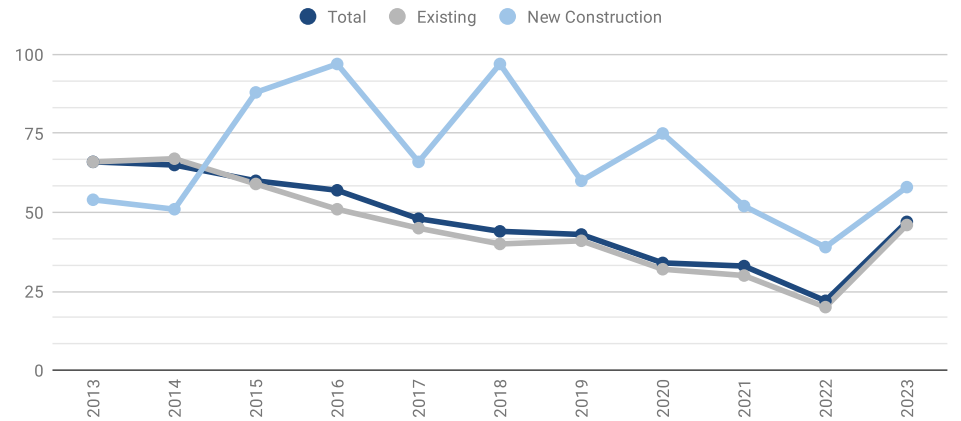
Average Sales Price



Sold Listings



Average Days on Market





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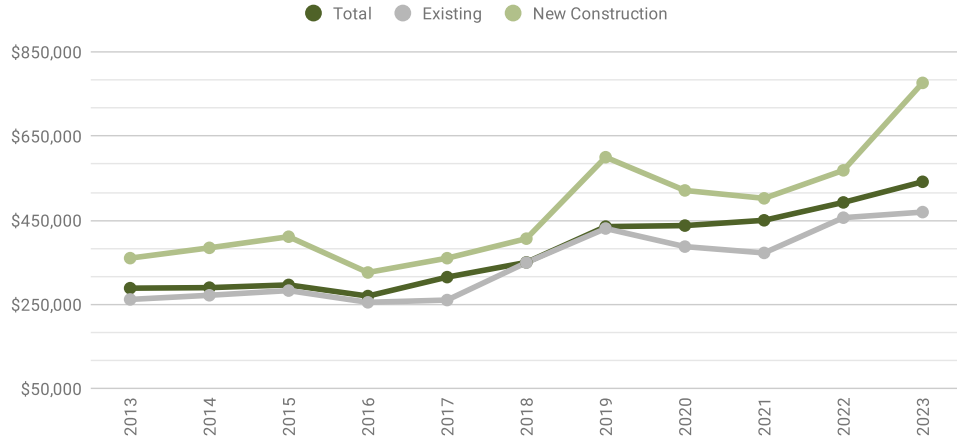
### Monthly Statistics for Laramie County

| Rural Residential              |                  | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023      |
|--------------------------------|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Median Sales Price             | Total            | \$288,750 | \$290,000 | \$296,500 | \$270,000 | \$315,000 | \$350,000 | \$435,000 | \$437,450 | \$450,000 | \$492,500 | \$541,500 |
|                                | Existing         | \$262,000 | \$271,875 | \$283,000 | \$255,120 | \$260,500 | \$349,435 | \$430,500 | \$387,500 | \$372,500 | \$456,250 | \$469,500 |
|                                | New Construction | \$360,104 | \$384,590 | \$411,024 | \$326,000 | \$360,000 | \$406,369 | \$599,910 | \$520,967 | \$502,175 | \$568,711 | \$776,524 |
| Average Sales Price            | Total            | \$309,671 | \$277,326 | \$285,418 | \$297,626 | \$311,962 | \$360,380 | \$456,847 | \$442,429 | \$435,879 | \$518,958 | \$539,506 |
|                                | Existing         | \$284,052 | \$268,387 | \$274,000 | \$281,024 | \$287,431 | \$349,435 | \$458,414 | \$417,021 | \$380,218 | \$457,130 | \$460,500 |
|                                | New Construction | \$386,526 | \$384,590 | \$411,024 | \$339,131 | \$375,041 | \$411,456 | \$599,910 | \$501,713 | \$563,102 | \$605,517 | \$776,524 |
| Sold Listings                  | Total            | 16        | 13        | 12        | 14        | 25        | 17        | 15        | 20        | 23        | 24        | 8         |
|                                | Existing         | 12        | 12        | 11        | 10        | 18        | 14        | 14        | 14        | 16        | 14        | 6         |
|                                | New Construction | 4         | 1         | 1         | 4         | 7         | 3         | 1         | 6         | 7         | 10        | 2         |
| Active Listings                | Total            | 106       | 127       | 84        | 106       | 88        | 81        | 54        | 62        | 33        | 34        | 125       |
|                                | Existing         | 92        | 102       | 64        | 69        | 61        | 50        | 30        | 37        | 19        | 23        | 62        |
|                                | New Construction | 14        | 25        | 20        | 37        | 27        | 31        | 24        | 25        | 14        | 11        | 63        |
| % of List Price Rcvd at Sale   | Total            | 97.91%    | 98.67%    | 99.93%    | 98.42%    | 99.94%    | 98.37%    | 98.75%    | 99.67%    | 97.91%    | 99.68%    | 94.79%    |
|                                | Existing         | 96.31%    | 98.51%    | 98.42%    | 97.49%    | 97.36%    | 98.16%    | 98.63%    | 99.14%    | 96.49%    | 99.08%    | 107.06%   |
|                                | New Construction | 101.65%   | 100.00%   | 112.61%   | 100.42%   | 105.44%   | 99.19%    | 100.00%   | 100.71%   | 100.18%   | 100.33%   | 102.70%   |
| Avg Days on Market             | Total            | 75        | 98        | 102       | 143       | 92        | 55        | 50        | 45        | 66        | 31        | 48        |
|                                | Existing         | 80        | 86        | 104       | 143       | 93        | 58        | 54        | 42        | 45        | 20        | 55        |
|                                | New Construction | 62        | 240       | 79        | 84        | 91        | 42        | 0         | 53        | 115       | 45        | 27        |
| # Homes Sold in Last 12 Months | Total            | 21.33     | 22.42     | 27.08     | 26.67     | 26.75     | 29.92     | 29.8      | 30.4      | 34.4      | 36.7      | 30.3      |
|                                | Existing         | 18.17     | 19.17     | 22.17     | 21.5      | 22.5      | 23.75     | 23.3      | 24.1      | 25.5      | 25.4      | 21.5      |
|                                | New Construction | 3.17      | 3.25      | 4.92      | 5.17      | 4.92      | 6.17      | 6.5       | 6.3       | 8.9       | 11.3      | 8.8       |
| Months Supply of Inventory     | Total            | 5         | 5.7       | 3.1       | 4         | 3.3       | 2.7       | 1.8       | 2         | 1         | 0.9       | 4.1       |
|                                | Existing         | 5.1       | 5.3       | 2.9       | 3.2       | 2.7       | 2.1       | 1.3       | 1.5       | 0.7       | 0.9       | 2.9       |
|                                | New Construction | 4.4       | 7.7       | 4.1       | 7.2       | 5.5       | 5         | 3.7       | 3.9       | 1.6       | 1         | 7.2       |

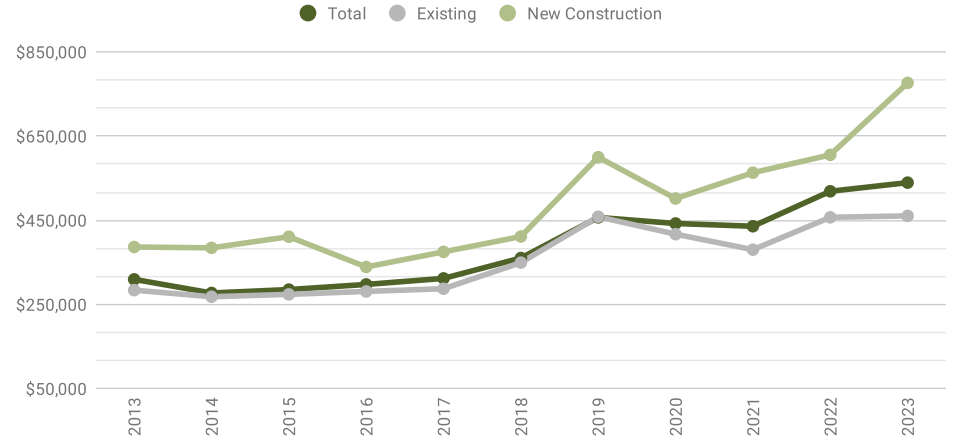
Rural Residential -- Monthly Statistics -- Laramie County

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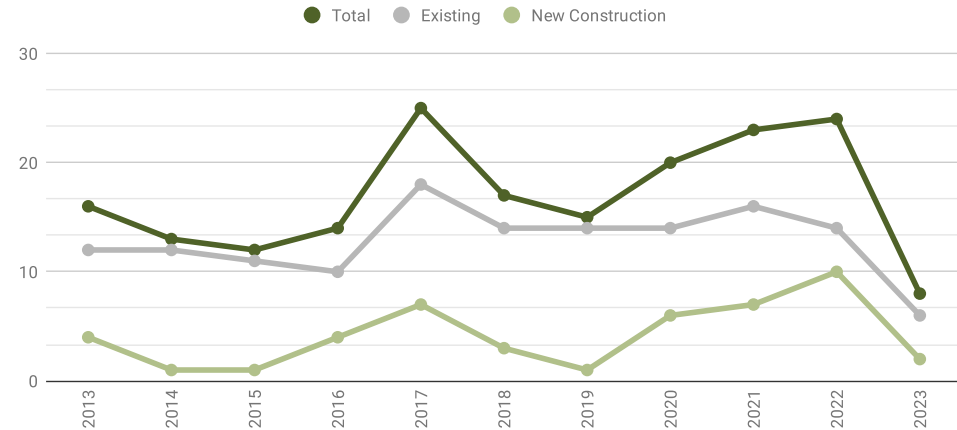
Median Sales Price



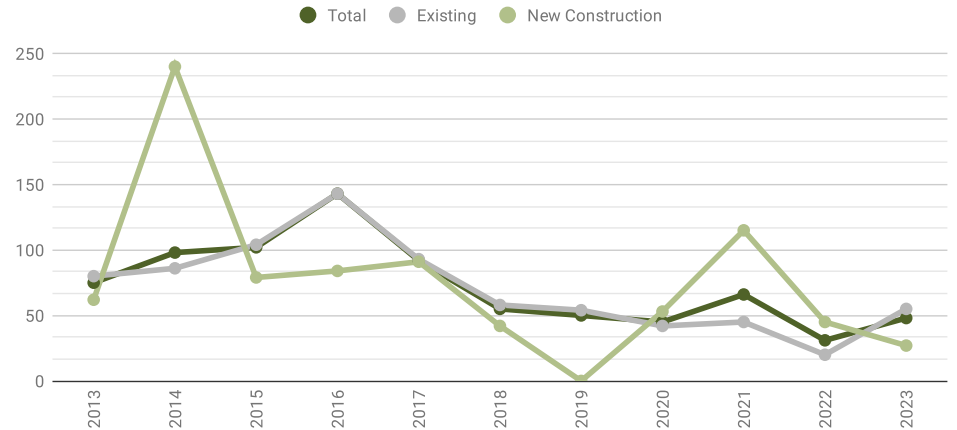
Average Sales Price



Sold Listings



Average Days on Market





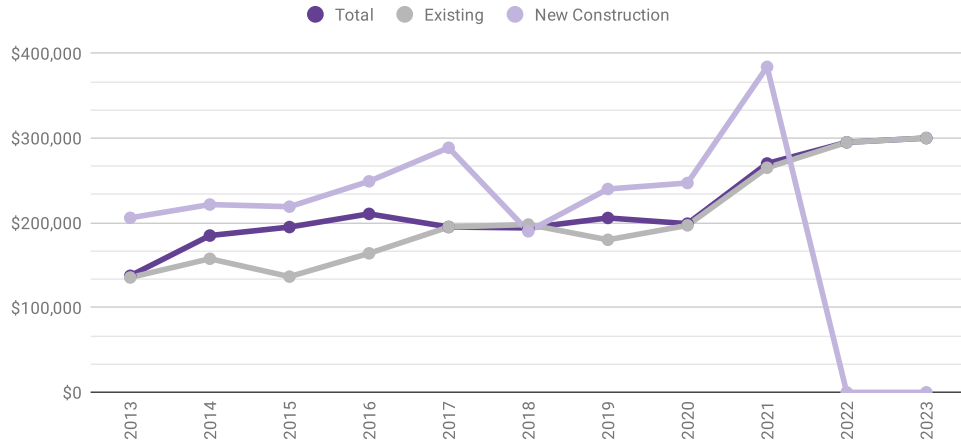
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| <b>JANUARY</b>                        |                         | <b>Monthly Statistics for Laramie County</b> |             |             |             |             |             |             |             |             |             |             |
|---------------------------------------|-------------------------|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Condo/Townhouse</b>                |                         | <b>2013</b>                                  | <b>2014</b> | <b>2015</b> | <b>2016</b> | <b>2017</b> | <b>2018</b> | <b>2019</b> | <b>2020</b> | <b>2021</b> | <b>2022</b> | <b>2023</b> |
| <b>Median Sales Price</b>             | <b>Total</b>            | \$137,500                                    | \$185,000   | \$195,000   | \$210,575   | \$195,100   | \$194,000   | \$205,756   | \$199,000   | \$270,000   | \$295,000   | \$300,000   |
|                                       | <b>Existing</b>         | \$135,500                                    | \$157,615   | \$136,500   | \$164,000   | \$195,100   | \$198,000   | \$180,000   | \$197,000   | \$265,000   | \$295,000   | \$300,000   |
|                                       | <b>New Construction</b> | \$205,900                                    | \$221,576   | \$219,047   | \$248,962   | \$288,600   | \$190,000   | \$239,900   | \$247,000   | \$384,000   | \$0         | \$0         |
| <b>Average Sales Price</b>            | <b>Total</b>            | \$156,834                                    | \$185,785   | \$175,363   | \$199,608   | \$201,295   | \$186,687   | \$208,852   | \$205,991   | \$272,903   | \$326,420   | \$305,638   |
|                                       | <b>Existing</b>         | \$136,100                                    | \$167,028   | \$140,190   | \$180,810   | \$196,930   | \$186,466   | \$202,255   | \$198,515   | \$264,357   | \$326,420   | \$305,638   |
|                                       | <b>New Construction</b> | \$225,950                                    | \$215,797   | \$230,635   | \$246,603   | \$288,600   | \$190,000   | \$236,887   | \$255,833   | \$384,000   | \$0         | \$0         |
| <b>Sold Listings</b>                  | <b>Total</b>            | 13   | 13          | 18          | 14          | 21          | 16          | 22          | 23          | 14          | 13          | 13          |
|                                       | <b>Existing</b>         | 10   | 8           | 11          | 10          | 20          | 15          | 17          | 20          | 13          | 13          | 13          |
|                                       | <b>New Construction</b> | 3  | 5           | 7           | 4           | 1           | 1           | 5           | 3           | 1           | 0           | 0           |
| <b>Active Listings</b>                | <b>Total</b>            | 63   | 71          | 50          | 47          | 51          | 43          | 49          | 25          | 0           | 8           | 27          |
|                                       | <b>Existing</b>         | 41   | 28          | 34          | 29          | 29          | 18          | 16          | 16          | 0           | 4           | 16          |
|                                       | <b>New Construction</b> | 22   | 43          | 16          | 18          | 22          | 25          | 33          | 9           | 0           | 4           | 11          |
| <b>% of List Price Rcvd at Sale</b>   | <b>Total</b>            | 97.90%                                       | 100.72%     | 99.59%      | 98.46%      | 98.25%      | 98.75%      | 92.71%      | 99.19%      | 99.69%      | 99.78%      | 97.18%      |
|                                       | <b>Existing</b>         | 96.81%                                       | 98.43%      | 98.80%      | 98.09%      | 98.12%      | 98.80%      | 99.03%      | 97.91%      | 99.80%      | 99.78%      | 97.18%      |
|                                       | <b>New Construction</b> | 100.16%                                      | 103.69%     | 100.35%     | 99.16%      | 100.00%     | 97.99%      | 75.27%      | 106.38%     | 98.71%      | 0.00%       | 0.00%       |
| <b>Avg Days on Market</b>             | <b>Total</b>            | 76   | 32          | 82          | 115         | 112         | 67          | 39          | 36          | 32          | 16          | 37          |
|                                       | <b>Existing</b>         | 92   | 25          | 60          | 115         | 104         | 56          | 31          | 36          | 10          | 16          | 37          |
|                                       | <b>New Construction</b> | 26   | 42          | 117         | 68          | 279         | 228         | 63          | 33          | 319         | 0           | 0           |
| <b># Homes Sold in Last 12 Months</b> | <b>Total</b>            | 17.5   | 23.83       | 23.67       | 26.08       | 23.17       | 24.5        | 26.1        | 25          | 23.7        | 19.8        | 18.4        |
|                                       | <b>Existing</b>         | 11.42  | 15.5        | 16.42       | 18.08       | 19.5        | 18.83       | 19.1        | 21.5        | 20.6        | 19.7        | 16.5        |
|                                       | <b>New Construction</b> | 5.75   | 8.33        | 7.25        | 8           | 3.67        | 5.67        | 6.9         | 3.5         | 3.1         | 0.1         | 1.9         |
| <b>Months Supply of Inventory</b>     | <b>Total</b>            | 3.6  | 3           | 2.1         | 1.8         | 2.2         | 1.8         | 1.9         | 1.0         | 0.0         | 0.4         | 1.5         |
|                                       | <b>Existing</b>         | 3.6  | 1.8         | 2.1         | 1.6         | 1.5         | 1           | 0.8         | 0.7         | 0           | 0.2         | 1           |
|                                       | <b>New Construction</b> | 3.8  | 5.2         | 2.2         | 2.3         | 6           | 4.4         | 4.8         | 2.6         | 0           | 48          | 5.7         |

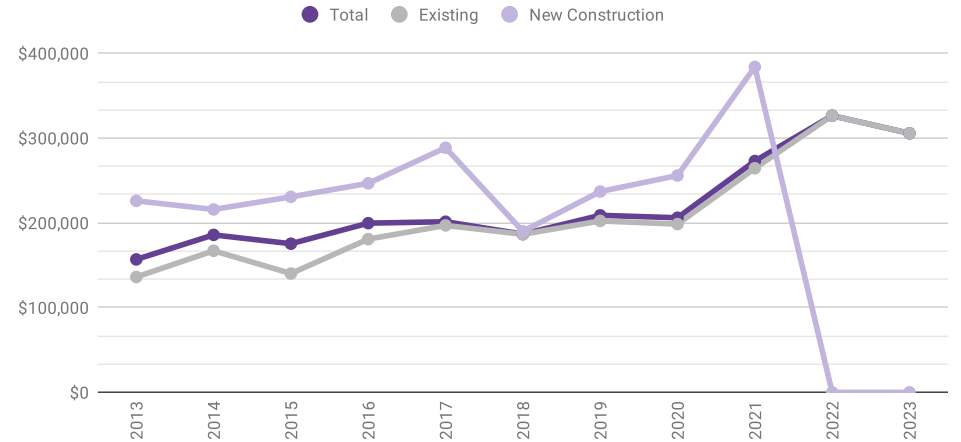
Condo/Townhouse -- Monthly Statistics -- Laramie County

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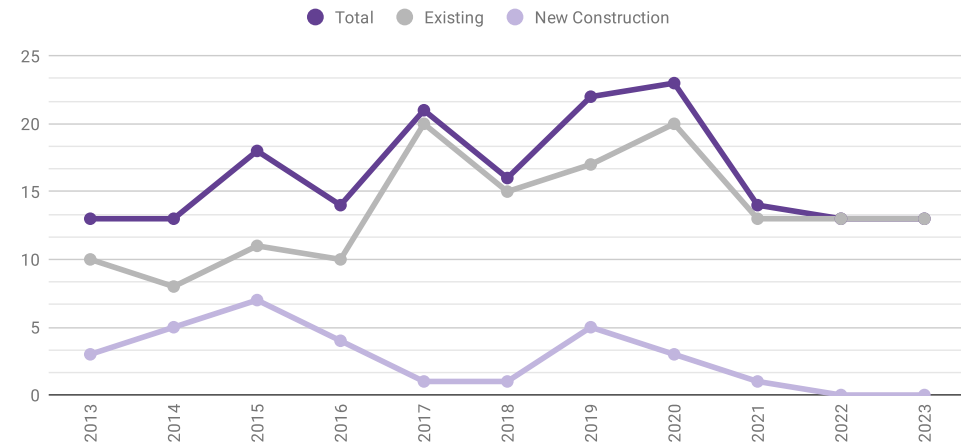
Median Sales Price



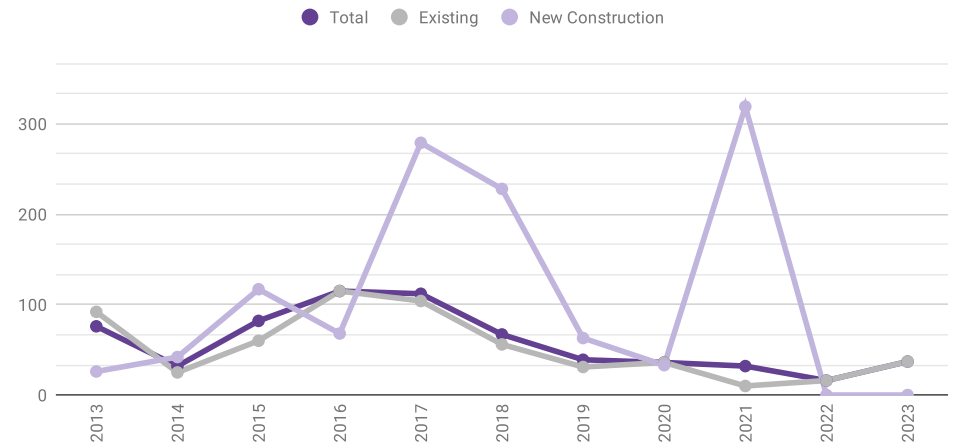
Average Sales Price



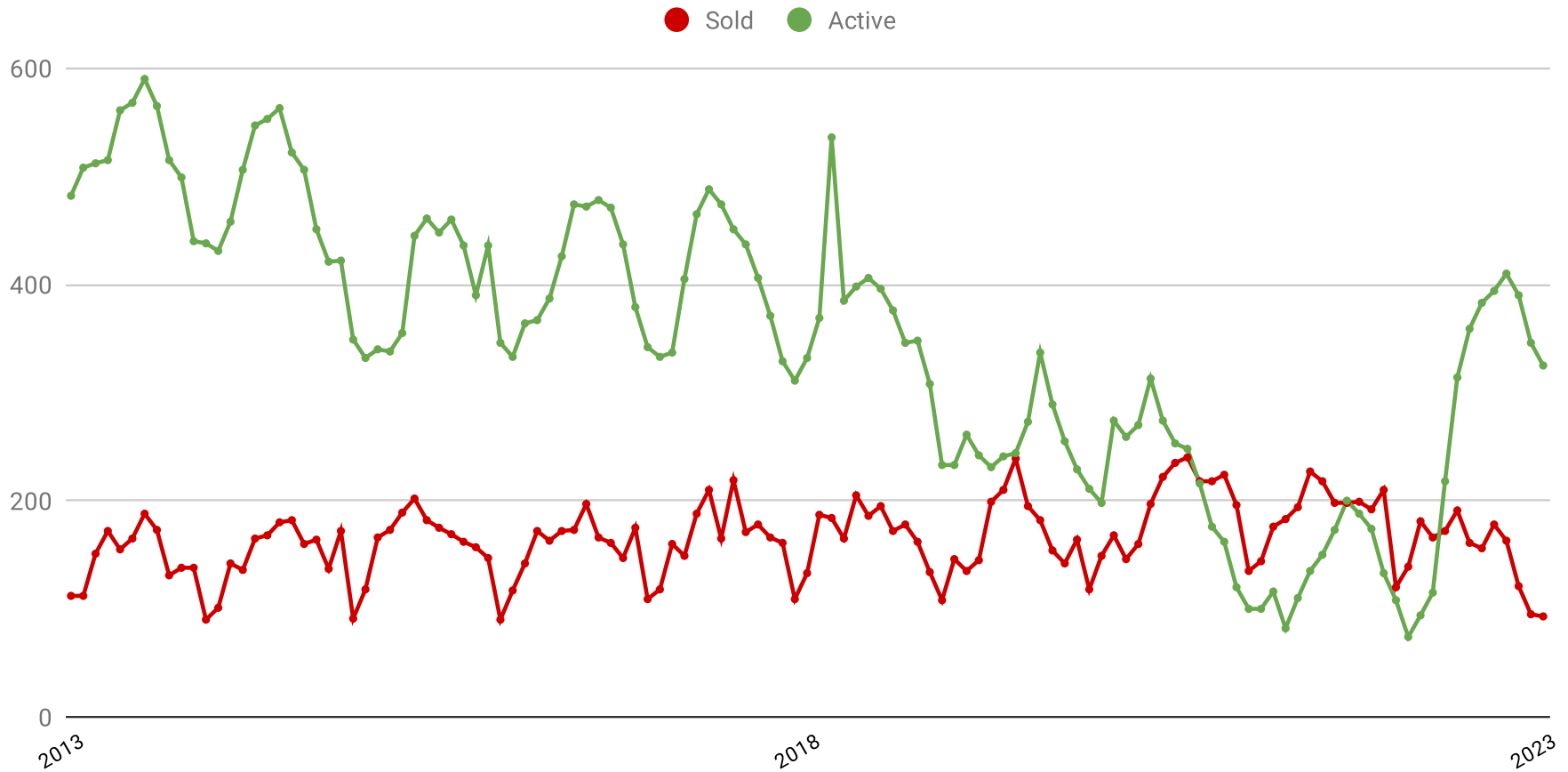
Sold Listings



Average Days on Market



## Sold vs. Active Listings - January 2013 - January 2023



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| January 1 -January 31, 2023 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 68     | \$361,265       | \$343,632         | \$24,908,199         | \$24,566,083         | 98.63%      | 47          |
| RR                          | 8      | \$539,506       | \$541,500         | \$4,553,048          | \$4,316,048          | 94.79%      | 48          |
| CT                          | 13     | \$305,638       | \$300,000         | \$4,088,800          | \$3,973,300          | 97.18%      | 37          |

| January 1 -January 31, 2022 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 82     | \$342,357       | \$327,750         | \$28,225,677         | \$28,073,304         | 99.46%      | 22          |
| RR                          | 24     | \$518,958       | \$492,500         | \$12,494,487         | \$12,455,006         | 99.68%      | 31          |
| CT                          | 13     | \$326,420       | \$295,000         | \$4,252,900          | \$4,243,472          | 99.78%      | 16          |

| January 1 -January 31, 2021 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 96     | \$302,287       | \$288,700         | \$29,362,029         | \$29,019,613         | 98.83%      | 33          |
| RR                          | 24     | \$439,742       | \$453,547         | \$10,794,297         | \$10,553,818         | 97.77%      | 65          |
| CT                          | 14     | \$272,903       | \$270,000         | \$3,832,450          | \$3,820,650          | 99.69%      | 32          |

| January 1 -January 31, 2020 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 70     | \$285,621       | \$259,950         | \$20,254,856         | \$19,993,484         | 98.71%      | 34          |
| RR                          | 20     | \$442,429       | \$437,450         | \$8,877,898          | \$8,848,580          | 99.67%      | 45          |
| CT                          | 23     | \$205,991       | \$199,000         | \$4,776,400          | \$4,737,800          | 99.19%      | 36          |

| January 1 -January 31, 2019 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 71     | \$250,516       | \$243,000         | \$18,018,272         | \$17,786,646         | 98.71%      | 43          |
| RR                          | 15     | \$456,847       | \$435,000         | \$7,106,609          | \$7,017,710          | 98.75%      | 50          |
| CT                          | 22     | \$208,852       | \$205,756         | \$4,730,850          | \$4,385,895          | 92.71%      | 39          |

| January 1 -January 31, 2018 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 76     | \$237,126       | \$238,500         | \$18,266,054         | \$18,021,615         | 98.66%      | 44          |
| RR                          | 17     | \$360,380       | \$350,000         | \$6,228,200          | \$6,126,469          | 98.37%      | 55          |
| CT                          | 16     | \$186,687       | \$194,000         | \$3,024,900          | \$2,987,000          | 98.75%      | 67          |

| January 1 -January 31, 2017 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 63     | \$236,302       | \$227,500         | \$15,076,368         | \$14,887,047         | 98.74%      | 48          |
| RR                          | 25     | \$311,962       | \$315,000         | \$7,803,920          | \$7,799,062          | 99.94%      | 92          |
| CT                          | 21     | \$201,295       | \$195,100         | \$4,302,600          | \$4,227,200          | 98.25%      | 112         |

| January 1 -January 31, 2016 |  |  |  |  |  |  |  |
|-----------------------------|--|--|--|--|--|--|--|
|-----------------------------|--|--|--|--|--|--|--|



|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 62     | \$214,584       | \$202,500         | \$13,564,080         | \$13,304,213         | 98.08%      | 57          |
| RR | 14     | \$507,500       | \$270,000         | \$4,233,511          | \$4,166,765          | 98.42%      | 143         |
| CT | 14     | \$199,608       | \$210,575         | \$2,838,100          | \$2,794,518          | 98.46%      | 115         |

January 1 -January 31, 2015

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 61     | \$194,009       | \$178,000         | \$12,087,399         | \$11,834,549         | 97.91%      | 60          |
| RR | 12     | \$285,418       | \$296,500         | \$3,427,300          | \$3,425,024          | 99.93%      | 102         |
| CT | 18     | \$175,363       | \$195,000         | \$3,169,697          | \$3,156,547          | 99.59%      | 82          |

January 1 -January 31, 2014

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 64     | \$182,584       | \$174,750         | \$11,904,904         | \$11,685,398         | 98.16%      | 65          |
| RR | 13     | \$277,326       | \$290,000         | \$3,653,990          | \$3,605,240          | 98.67%      | 98          |
| CT | 13     | \$185,785       | \$185,000         | \$2,398,069          | \$2,415,216          | 100.72%     | 32          |

January 1 -January 31, 2013

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 47     | \$196,470       | \$181,500         | \$9,525,579          | \$9,234,129          | 96.94%      | 66          |
| RR | 16     | \$309,671       | \$288,750         | \$5,060,448          | \$4,954,739          | 97.91%      | 75          |
| CT | 13     | \$156,834       | \$137,500         | \$2,082,600          | \$2,038,850          | 97.90%      | 76          |

January 1 -January 31, 2012

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 45     | \$157,916       | \$153,000         | \$7,278,510          | \$7,106,240          | 98.83%      | 111         |
| RR | 14     | \$250,682       | \$249,200         | \$3,680,236          | \$3,509,561          | 95.36%      | 70          |
| CT | 16     | \$165,347       | \$147,750         | \$2,683,600          | \$2,645,560          | 98.58%      | 94          |

January 1 -January 31, 2011

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 53     | \$167,186       | \$153,000         | \$8,923,995          | \$8,860,859          | 99.29%      | 85          |
| RR | 13     | \$273,545       | \$281,000         | \$3,628,092          | \$3,556,092          | 98.02%      | 102         |
| CT | 8      | \$165,000       | \$151,000         | \$1,347,500          | \$1,320,000          | 97.96%      | 81          |

January 1 -January 31, 2010

|    | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|----|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
| SF | 37     | \$159,157       | \$161,607         | \$5,992,949          | \$5,888,815          | 98.26%      | 90          |
| RR | 11     | \$264,931       | \$275,000         | \$2,938,630          | \$2,914,244          | 99.17%      | 93          |
| CT | 11     | \$184,084       | \$171,476         | \$2,015,899          | \$2,024,926          | 100.45%     | 54          |

January 1 -January 31, 2009

|  | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
|--|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|--|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|

|    |    |           |           |             |             |        |     |
|----|----|-----------|-----------|-------------|-------------|--------|-----|
| SF | 46 | \$150,950 | \$132,000 | \$7,150,324 | \$6,943,703 | 97.11% | 82  |
| RR | 11 | \$265,445 | \$233,000 | \$3,052,320 | \$2,919,900 | 95.66% | 106 |
| CT | 5  | \$125,580 | \$125,900 | \$642,800   | \$627,900   | 97.68% | 66  |

| January 1 -January 31, 2008 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 54     | \$173,955       | \$159,900         | \$9,653,397          | \$9,393,590          | 97.31%      | 103         |
| RR                          | 13     | \$240,184       | \$240,500         | \$3,177,048          | \$3,122,400          | 98.28%      | 120         |
| CT                          | 14     | \$152,914       | \$142,750         | \$2,199,150          | \$2,140,800          | 97.35%      | 162         |

| January 1 -January 31, 2007 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 69     | \$163,545       | \$149,900         | \$11,316,277         | \$11,284,658         | 99.72%      | 86          |
| RR                          | 19     | \$221,615       | \$235,000         | \$4,318,930          | \$4,210,700          | 97.49%      | 111         |
| CT                          | 11     | \$176,684       | \$159,900         | \$1,994,550          | \$1,943,531          | 97.44%      | 187         |

| January 1 -January 31, 2006 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 78     | \$167,525       | \$160,650         | \$13,298,771         | \$13,066,965         | 98.26%      | 86          |
| RR                          | 14     | \$232,739       | \$224,929         | \$3,332,359          | \$3,258,359          | 97.78%      | 77          |
| CT                          | 12     | \$157,203       | \$152,079         | \$1,930,510          | \$1,886,444          | 97.72%      | 105         |

| January 1 -January 31, 2005 |        |                 |                   |                      |                      |             |             |
|-----------------------------|--------|-----------------|-------------------|----------------------|----------------------|-------------|-------------|
|                             | # Sold | Average Sale \$ | Median Sale Price | Total List \$ Volume | Total Sold \$ Volume | SP/LP Ratio | Average DOM |
| SF                          | 71     | \$150,885       | \$144,000         | \$10,809,749         | \$10,712,880         | 99.10%      | 134         |
| RR                          | 19     | \$258,858       | \$257,900         | \$4,958,879          | \$4,918,320          | 99.18%      | 174         |
| CT                          | 14     | \$147,969       | \$135,500         | \$2,073,140          | \$2,071,578          | 99.92%      | 157         |