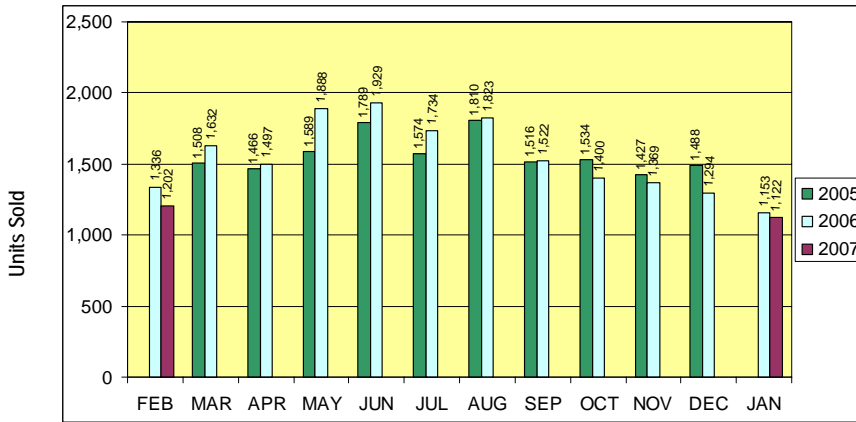
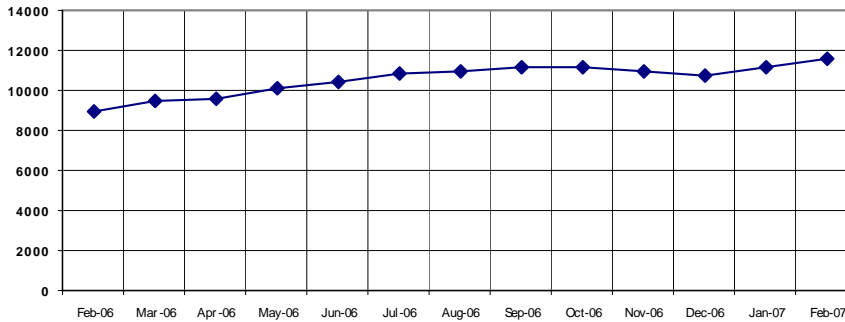


Monthly Sales Comparison



Time on Market	Units
1-30 days	303
31-60 days	154
61-90 days	169
91-120 days	146
More than 120 days	401
Total units sold	1,202
Average market time	103.1

Inventory Trend



Financing of Sales	
Type	# Units
FHA	50
VA	22
Conventional	915
Assumption	1
Cash	167
Owner Financed	0
Other Terms	47

TYPE/Price Class	ACTIVE LISTINGS			SOLD					Total Month	Total YTD
	S/FAM Units	Duplex	Condo/Co-Op	0-2 Bdrms	3 Bdrms	4+ Bdrms	Duplexes	Condo/Co-Op		
\$ 19,999 or under	209	10	8	23	26	5	1	1	56	121
\$ 20,000 - 29,999	205	16	11	10	18	5	1	0	34	84
\$ 30,000 - 39,999	240	18	9	10	28	2	4	0	44	89
\$ 40,000 - 49,999	361	28	17	10	16	0	0	2	28	72
\$ 50,000 - 59,999	490	24	24	7	26	4	1	1	39	78
\$ 60,000 - 69,999	598	18	9	6	33	4	4	2	49	101
\$ 70,000 - 79,999	498	16	13	5	32	8	0	4	49	100
\$ 80,000 - 89,999	439	13	11	7	37	6	1	2	53	105
\$ 90,000 - 99,999	391	10	2	3	38	10	0	4	55	98
\$100,000 - 119,999	705	17	16	1	76	18	2	3	100	185
\$120,000 - 139,999	847	14	14	6	97	9	2	2	116	214
\$140,000 - 159,999	681	2	37	4	60	21	0	2	87	174
\$160,000 - 179,999	711	4	45	0	50	26	0	5	81	157
\$180,000 - 199,999	571	3	29	2	28	36	0	4	70	129
\$200,000 - 249,999	1,134	4	46	1	40	66	1	4	112	228
\$250,000 - 299,999	873	3	58	3	14	63	0	3	83	174
\$300,000 - 399,999	866	3	62	2	10	63	1	3	79	141
\$400,000 - 499,999	418	0	16	1	2	31	0	1	35	60
\$500,000 - 749,999	379	0	7	1	2	20	0	1	24	51
\$750,000 - 999,999	146	0	3	0	0	5	0	0	5	9
\$1,000,000 or over	156	1	3	0	0	3	0	0	3	7
Total Types	10,918	204	440	102	633	405	18	44	1,202	2,377
Average Price	\$214,100	\$92,000	\$212,400	\$78,200	\$121,500	\$270,200	\$87,000	\$163,300	\$168,900	\$165,300
Median Price	\$155,000	\$65,000	\$184,000	\$47,500	\$116,500	\$238,000	\$67,000	\$145,400	\$133,600	\$130,000