

MLS Monthly Update

2006 - 2007	DEC	2006 Total/Avg Full Year	Jan-Dec Variance 05 -'06	2007												% Dec Variance 06 -'07	2007 YTD Total/Avg	Jan-Dec Variance 06 -'07	2008 JAN	% Jan Variance 07 -'08	2008 YTD Total/Avg
				JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC						
Membership:				After Turnoffs																	
Offices	704	694		709	712	714	711	709	709	712	715	709	686	697	705	0.14%	707		704	-0.71%	704
Licensees	6,063	6,015		6,014	6,026	6,057	6,038	6,039	6,040	6,021	6,044	6,003	5,829	5,882	5,844	-3.61%	5,986		5,721	-4.87%	5,721
<b>Active Inventory</b>	<b>18,268</b>	19,669		<b>19,118</b>	<b>19,120</b>	<b>20,086</b>	<b>21,143</b>	<b>22,053</b>	<b>22,713</b>	<b>22,920</b>	<b>22,984</b>	<b>22,758</b>	<b>22,280</b>	<b>21,270</b>	<b>19,107</b>	4.59%	21,296		<b>19,829</b>	3.72%	19,829
Residential	14,053	15,363		14,634	14,628	15,455	16,347	17,107	17,719	17,880	17,884	17,595	17,072	16,183	14,586	3.79%	16,424		15,040	2.77%	15,040
Multi-Fam. & Apts.	1,218	1,304		1,246	1,237	1,288	1,369	1,437	1,497	1,520	1,518	1,522	1,431	1,347	1,201	-1.40%	1,384		1,203	-3.45%	1,203
Commercial & Indus.	730	713		801	829	866	841	867	838	841	865	888	900	894	781	6.99%	851		816	1.87%	816
Land & Lots	2,267	2,288		2,437	2,426	2,477	2,586	2,642	2,659	2,679	2,717	2,753	2,877	2,846	2,539	12.00%	2,637		2,770	13.66%	2,770
New Listings (All)	3,101	62,126		<b>5,121</b>	3,986	5,900	5,917	6,009	5,907	5,462	5,360	4,439	4,673	3,688	2,678	-13.64%	59,140	-4.81%	<b>4,910</b>	-4.12%	4,910
New Listings (SF&C)	2,561	53,077		4,262	3,340	5,004	5,084	5,162	5,013	4,627	4,529	3,711	3,912	3,110	2,252	-12.07%	50,006	-5.79%	4,024	-5.58%	4,024
Expirations	3,029	1,756	27.38%	1,803	1,585	1,656	1,702	1,562	1,717	1,837	1,759	2,204	2,205	2,048	3,142	3.73%	1,935	10.17%	1,861	3.22%	1,861
Cancelled (SF & C)	717	877	35.18%	817	536	786	831	932	959	1,044	1,025	960	987	858	622	-13.25%	863	-1.56%	807	-1.22%	807
Pending Sales																					
New (SF & C)	1,430	2,155	-4.32%	1,922	1,791	2,363	2,378	2,442	2,292	2,261	2,120	1,629	1,814	1,522	1,198	-16.22%	1,978	-8.22%	1,651	-14.10%	1,651
New (Monthly) -Total	1,619	2,446	-5.40%	<b>2,161</b>	1,962	2,586	2,594	2,668	2,502	2,498	2,354	1,804	2,018	1,724	1,341	-17.17%	2,184	-10.69%	<b>1,844</b>	-14.67%	1,844
Pending	1,285			1,831	1,712	2,201	2,256	2,222	1,965	1,833	1,845	1,498	1,601	1,394	1,051				1,574		
Sold	325			316	237	372	330	432	526	644	486	298	398	315	282				256		
Other (C,W,E)	9			14	13	13	8	14	11	21	23	8	19	15	8				14		
BOM (in Month)	605	722		1,037	588	793	838	811	662	843	747	677	814	588	557	-7.93%	746		862	-16.88%	862
Waiting To Close	2,501	3,502		2,947	3,197	3,533	3,832	3,748	3,442	3,353	3,120	2,934	2,784	2,539	2,245	-10.24%	3,140		2,588	-12.18%	2,588
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JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC										
Closings:																					
Total Sold Properties	1,852	27,570	-5.54%	<b>1,536</b>	1,663	2,136	2,140	2,515	2,620	2,298	2,372	1,861	1,917	1,749	1,527	-17.55%	24,334	-11.74%	<b>1,251</b>	-18.55%	1,251
\$ Volume (000's)	\$317,448	\$4,803,115	-6.07%	\$234,040	\$267,628	\$368,829	\$353,799	\$438,517	\$499,931	\$427,109	\$410,278	\$304,125	\$311,405	\$284,362	\$250,816	-20.99%	\$4,150,838	-13.58%	\$187,853	-19.73%	187,853
Single Family	1,510	22,389	-4.69%	1,213	1,354	1,751	1,745	2,059	2,136	1,868	1,943	1,519	1,551	1,425	1,214	-19.60%	19,778	-11.66%	1,013	-16.49%	1,013
\$ Volume (000's)	\$266,944	\$4,057,333	-6.31%	\$193,133	\$226,664	\$310,937	\$304,544	\$371,870	\$430,812	\$364,075	\$352,023	\$253,542	\$262,407	\$238,326	\$207,470	-22.28%	\$3,515,803	-13.35%	\$154,397	-20.06%	154,397
Avg. DOM	81	72	9.42% *	85	85	87	80	78	76	73	73	79	79	80	85	4.94%	79	10.55% *	86	1.53%	86
Avg. Price	\$176,784	\$181,220	-1.70% *	\$159,219	\$167,403	\$177,577	\$174,524	\$180,607	\$201,691	\$194,901	\$181,175	\$166,914	\$169,186	\$167,246	\$170,898	-3.33%	\$177,763	-1.91% *	\$152,416	-4.27%	\$152,416
Median Price	\$139,000	\$145,000	-1.02% *	\$131,000	\$137,000	\$138,000	\$142,000	\$145,000	\$157,900	\$152,900	\$146,000	\$138,843	\$131,750	\$131,500	\$127,250	-8.45%	\$140,500	-3.10% *	\$115,000	-12.21%	\$115,000
Condominiums	169	2,826	-7.74%	157	161	201	223	275	294	245	233	194	190	168	137	-18.93%	2,478	-12.31%	110	-29.94%	110
\$ Volume (000's)	\$27,255	\$439,675	0.96%	\$20,270	\$21,782	\$26,738	\$31,245	\$40,610	\$43,960	\$34,214	\$32,822	\$28,108	\$28,274	\$23,109	\$22,597	-17.09%	\$353,730	-19.55%	\$16,972	-16.27%	16,972
Avg. DOM	98	85	9.70% *	102	96	97	101	96	90	88	82	100	90	93	118	20.41%	95	12.25% *	105	3.45%	105
Avg. Price	\$161,271	\$155,582	9.43% *	\$129,110	\$135,290	\$133,026	\$140,113	\$147,671	\$149,524	\$139,651	\$140,866	\$144,886	\$148,813	\$137,556	\$164,945	2.28%	\$142,748	-8.25% *	\$154,289	19.50%	\$154,289
Median Price	\$123,500	\$126,000	3.71% *	\$114,000	\$118,000	\$120,500	\$119,000	\$125,500	\$131,750	\$117,395	\$118,900	\$121,500	\$123,500	\$125,250	\$143,000	15.79%	\$122,550	-2.74% *	\$127,825	12.13%	\$125,750
Multi-Family (2-4)	81	1,066	-4.74%	74	67	86	79	74	73	89	83	65	82	76	75	-7.41%	923	-13.41%	56	-24.32%	56
\$ Volume (000's)	\$8,294	\$106,246	-15.65%	\$7,193	\$5,965	\$7,955	\$7,043	\$6,465	\$6,107	\$7,687	\$7,479	\$5,920	\$8,183	\$5,215	\$5,457	-34.21%	\$80,669	-24.07%	\$3,943	-45.18%	3,943
Apartments (5+)	10	110	6.80%	9	8	15	7	5	10	10	7	9	10	5	12	20.00%	107	-2.73%	12	33.33%	12
\$ Volume (000's)	\$3,191	\$32,473	3.52%	\$2,969	\$1,357	\$6,333	\$2,480	\$1,479	\$3,945	\$2,711	\$4,428	\$2,089	\$1,105	\$3,328	\$3,328	4.29%	\$35,552	9.48%	\$2,780	-6.37%	2,780
Commercial/Invest	17	213	-17.44%	21	23	26	14	24	22	20	21	24	16	26	19	11.76%	256	20.19%	19	-9.52%	19
\$ Volume (000's)	\$5,043	\$50,749	-9.53%	\$3,252	\$5,221	\$6,387	\$3,511	\$6,468	\$7,115	\$10,234	\$5,149	\$5,515	\$3,069	\$6,012	\$2,882	-42.85%	\$64,815	27.72%	\$4,323	32.93%	4,323
Farms & Acreage	2	52	0.00%	3	2	7	2	2	9	6	4	3	7	5	4	100.00%	54	3.85%	5	66.67%	5
\$ Volume (000's)	\$922	\$22,657	48.54%	\$1,080	\$450	\$2,165	\$378	\$1,350	\$2,178	\$3,016	\$1,299	\$494	\$2,936	\$2,213	\$1,256	36.23%	\$18,815	-16.96%	\$1,546	43.15%	1,546
Construction Lots	63	914	-17.06%	59	48	50	70	76	76	60	81	47	61	44	66	4.76%	738	-19.26%	36	-38.98%	36
\$ Volume (000's)	\$5,799	\$93,982	-20.97%	\$6,143	\$6,190	\$8,313	\$4,597	\$10,276	\$5,814	\$5,171	\$7,078	\$8,457	\$5,430	\$6,159	\$7,825	34.94%	\$81,453	-13.33%	\$3,892	-36.64%	3,892