

| 2005 - 2006 | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC | % Dec Variance 04 -'05 | 2005 YTD Total/Avg | Jan-Dec Variance 04 -'05 | 2006 | | | % Mar Variance 05 -'06 | 2006 YTD Total/Avg | Jan-Mar Variance 05 -'06 | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------------------|-----------------------|--------------------------------|------|---------------|---------------|------------------------------|-----------------------|--------------------------------|---------|
| | JAN | FEB | MAR | | | | | | | | | | | | | | | | | | |
| Membership: | | | | | | | | | | | | | | | | | | | | | |
| Offices | 625 | 631 | 637 | 638 | 645 | 653 | 661 | 661 | 665 | 664 | 671 | 9.64% | 647 | | | 675 | 676 | 684 | 8.40% | 678 | |
| Licensees | 5,567 | 5,610 | 5,650 | 5,679 | 5,735 | 5,767 | 5,821 | 5,817 | 5,819 | 5,824 | 5,823 | 5.45% | 5,722 | | | 5,827 | 5,851 | 5,914 | 5.42% | 5,864 | |
| Active Inventory | 14,036 | 14,606 | 15,186 | 15,823 | 16,592 | 16,850 | 17,333 | 17,503 | 17,583 | 17,305 | 15,887 | 17.94% | 16,055 | | | 16,873 | 17,431 | 18,284 | 25.18% | 17,529 | |
| Residential | 10,644 | 11,124 | 11,696 | 12,259 | 12,916 | 13,149 | 13,430 | 13,500 | 13,523 | 13,263 | 12,245 | 18.31% | 12,364 | | | 12,990 | 13,495 | 14,257 | 28.16% | 13,581 | |
| Multi-Fam. & Apts. | 855 | 888 | 900 | 933 | 977 | 1,047 | 1,101 | 1,158 | 1,159 | 1,162 | 1,065 | 38.67% | 1,004 | | | 1,127 | 1,137 | 1,184 | 33.33% | 1,149 | |
| Commercial & Indus. | 503 | 506 | 519 | 513 | 531 | 546 | 603 | 620 | 612 | 604 | 570 | 21.02% | 552 | | | 619 | 659 | 664 | 31.23% | 647 | |
| Land & Lots | 2,034 | 2,088 | 2,071 | 2,118 | 2,168 | 2,108 | 2,199 | 2,225 | 2,289 | 2,276 | 2,007 | 6.70% | 2,136 | | | 2,137 | 2,140 | 2,179 | 4.36% | 2,152 | |
| New Listings | 3,931 | 5,080 | 5,357 | 5,324 | 5,607 | 5,144 | 5,588 | 5,034 | 4,700 | 3,851 | 2,979 | 14.01% | 56,546 | | | 5,149 | 4,740 | 5,911 | 16.36% | 15,800 | |
| Expirations | 1,106 | 1,166 | 1,086 | 1,129 | 1,163 | 1,300 | 1,307 | 1,598 | 1,536 | 1,524 | 2,372 | 21.27% | 1,379 | 11.79% | | 1,377 | 1,288 | 1,446 | 24.01% | 1,370 | 16.39% |
| Pending Sales | | | | | | | | | | | | | | | | | | | | | |
| New (in Month)-B | | | | | | | | | | | | | | | | | | | | | |
| New (in Month)-R | 2,368 | 2,937 | 3,192 | 3,031 | 2,949 | 2,912 | 3,023 | 2,525 | 2,427 | 2,002 | 1,601 | -0.81% | 2,586 | 2.79% | | 2,251 | 2,372 | 3,000 | 2.15% | 2,541 | 3.49% |
| Pending | 2,105 | 2,524 | 2,844 | 2,630 | 2,502 | 2,562 | 2,498 | 2,074 | 2,014 | 1,694 | 1,270 | | | | | 1,922 | 2,087 | 2,531 | | | |
| Sold | 259 | 404 | 340 | 393 | 433 | 342 | 510 | 444 | 399 | 300 | 323 | | | | | 310 | 277 | 456 | | | |
| Other (C,W,E) | 4 | 9 | 8 | 8 | 14 | 8 | 15 | 7 | 14 | 8 | 8 | | | | | 19 | 8 | 13 | | | |
| BOM (in Month) | 522 | 671 | 675 | 714 | 711 | 740 | 808 | 702 | 654 | 562 | 551 | 12.22% | 661 | | | 632 | 565 | 774 | 15.35% | 657 | |
| Waiting To Close | 3,811 | 4,149 | 4,823 | 4,842 | 4,535 | 4,563 | 4,254 | 3,880 | 3,744 | 3,390 | 2,735 | -5.95% | 3,995 | | | 3,256 | 3,686 | 4,064 | -2.05% | 3,669 | |
| Closings: | | | | | | | | | | | | | | | | | | | | | |
| Total Sold Properties | 1,834 | 2,415 | 2,427 | 2,891 | 3,120 | 2,676 | 3,075 | 2,703 | 2,306 | 2,193 | 1,977 | -0.60% | 29,175 | 3.39% | | 1,557 | 1,895 | 2,495 | 3.31% | 5,947 | 2.41% |
| \$ Volume (000's) | \$310,105 | \$401,555 | \$410,347 | \$513,060 | \$557,476 | \$495,555 | \$551,110 | \$481,731 | \$399,696 | \$387,252 | \$343,276 | 0.55% | \$5,109,248 | 7.60% | | \$270,134 | \$299,600 | \$425,547 | 5.97% | \$995,281 | 2.63% |
| Single Family | 1,460 | 1,947 | 1,937 | 2,346 | 2,548 | 2,143 | 2,486 | 2,204 | 1,882 | 1,764 | 1,541 | -2.90% | 23,487 | 3.63% | | 1,240 | 1,492 | 1,987 | 2.05% | 4,719 | 1.79% |
| \$ Volume (000's) | \$250,698 | \$342,273 | \$342,417 | \$439,643 | \$484,013 | \$423,521 | \$476,559 | \$403,923 | \$341,920 | \$330,247 | \$279,522 | -1.87% | \$4,329,372 | 7.37% | | \$221,975 | \$245,838 | \$354,085 | 3.45% | \$821,899 | 1.77% |
| Avg. DOM | 78 | 75 | 67 | 61 | 59 | 58 | 62 | 62 | 64 | 66 | 70 | -1.41% | 65 | -1.17% | | 73 | 79 | 78 | 4.00% | 77 | 1.39% |
| Avg. Price | \$171,711 | \$175,795 | \$176,777 | \$187,401 | \$189,958 | \$197,630 | \$191,697 | \$183,268 | \$181,679 | \$187,215 | \$181,390 | 1.06% | \$184,331 | 3.61% | | \$179,012 | \$164,771 | \$178,201 | 1.37% | \$174,168 | -0.02% |
| Median Price | \$141,090 | \$143,500 | \$140,000 | \$147,250 | \$155,000 | \$152,000 | \$151,375 | \$148,500 | \$145,000 | \$144,950 | \$143,500 | 0.00% | \$146,500 | | | \$135,000 | \$135,000 | \$142,900 | -0.42% | \$135,000 | |
| Condominiums | 182 | 248 | 258 | 313 | 307 | 302 | 350 | 272 | 239 | 210 | 226 | 10.24% | 3,054 | 6.97% | | 145 | 215 | 264 | 6.45% | 624 | 8.15% |
| \$ Volume (000's) | \$27,120 | \$32,410 | \$33,376 | \$43,152 | \$41,997 | \$42,191 | \$47,966 | \$41,081 | \$34,854 | \$31,371 | \$37,200 | 26.47% | \$432,292 | 13.88% | | \$22,926 | \$32,217 | \$41,104 | 26.83% | \$96,247 | 21.67% |
| Avg. DOM | 95 | 87 | 74 | 78 | 71 | 69 | 76 | 69 | 77 | 83 | 76 | -7.32% | 77 | 9.32% | | 92 | 95 | 97 | 11.49% | 95 | 10.04% |
| Avg. Price | \$149,012 | \$130,684 | \$129,364 | \$137,867 | \$136,798 | \$139,704 | \$137,045 | \$151,032 | \$145,833 | \$149,385 | \$164,600 | 14.72% | \$141,549 | 6.46% | | \$158,111 | \$149,845 | \$155,697 | 19.14% | \$154,242 | 12.51% |
| Median Price | \$123,750 | \$116,750 | \$119,948 | \$119,900 | \$120,000 | \$118,500 | \$120,096 | \$125,813 | \$123,000 | \$122,500 | \$136,250 | 10.77% | \$121,125 | | | \$131,000 | \$127,000 | \$119,000 | 1.93% | \$128,000 | |
| Multi-Family (2-4) | 77 | 93 | 84 | 100 | 108 | 97 | 94 | 98 | 89 | 98 | 99 | 22.22% | 1,119 | -1.84% | | 83 | 86 | 104 | 11.83% | 273 | 8.33% |
| \$ Volume (000's) | \$7,819 | \$9,870 | \$10,161 | \$12,240 | \$13,251 | \$11,429 | \$10,080 | \$10,692 | \$10,225 | \$9,699 | \$11,382 | 33.09% | \$125,955 | 1.30% | | \$9,678 | \$7,746 | \$8,833 | -10.51% | \$26,257 | -2.01% |
| Apartments (5+) | 6 | 14 | 10 | 10 | 7 | 8 | 4 | 12 | 8 | 9 | 7 | -46.15% | 103 | -4.63% | | 7 | 6 | 7 | -50.00% | 20 | -28.57% |
| \$ Volume (000's) | \$2,251 | \$3,904 | \$3,627 | \$2,268 | \$1,720 | \$2,532 | \$488 | \$3,638 | \$2,929 | \$2,615 | \$2,451 | -33.51% | \$31,369 | -22.08% | | \$2,675 | \$1,773 | \$1,833 | -53.05% | \$6,281 | -30.99% |
| Commercial/Invest | 23 | 17 | 26 | 26 | 27 | 25 | 15 | 20 | 18 | 22 | 18 | -28.00% | 258 | 1.98% | | 18 | 14 | 21 | 23.53% | 53 | -13.11% |
| \$ Volume (000's) | \$4,951 | \$3,993 | \$8,157 | \$4,686 | \$4,324 | \$6,001 | \$3,041 | \$4,328 | \$3,205 | \$6,155 | \$2,815 | -27.93% | \$56,095 | 14.51% | | \$2,571 | \$2,321 | \$7,236 | 81.22% | \$12,128 | -9.38% |
| Farms & Acreage | 2 | 4 | 5 | 5 | 7 | 3 | 7 | 7 | 5 | 2 | 3 | -25.00% | 52 | -23.87% | | 6 | 7 | 7 | 75.00% | 20 | 150.00% |
| \$ Volume (000's) | \$585 | \$1,950 | \$1,731 | \$1,559 | \$3,200 | \$586 | \$1,426 | \$1,618 | \$1,408 | \$309 | \$504 | -71.41% | \$15,253 | -32.29% | | \$3,376 | \$1,355 | \$5,000 | 156.41% | \$9,731 | 234.17% |
| Construction Lots | 84 | 92 | 107 | 91 | 116 | 98 | 119 | 90 | 65 | 88 | 83 | 12.16% | 1,102 | -2.56% | | 58 | 75 | 105 | 14.13% | 238 | -2.86% |
| \$ Volume (000's) | \$16,681 | \$7,156 | \$10,878 | \$9,512 | \$8,971 | \$9,295 | \$11,551 | \$16,452 | \$5,155 | \$6,856 | \$9,402 | 2.03% | \$118,913 | 18.42% | | \$6,933 | \$8,350 | \$7,456 | 4.19% | \$22,739 | -26.27% |