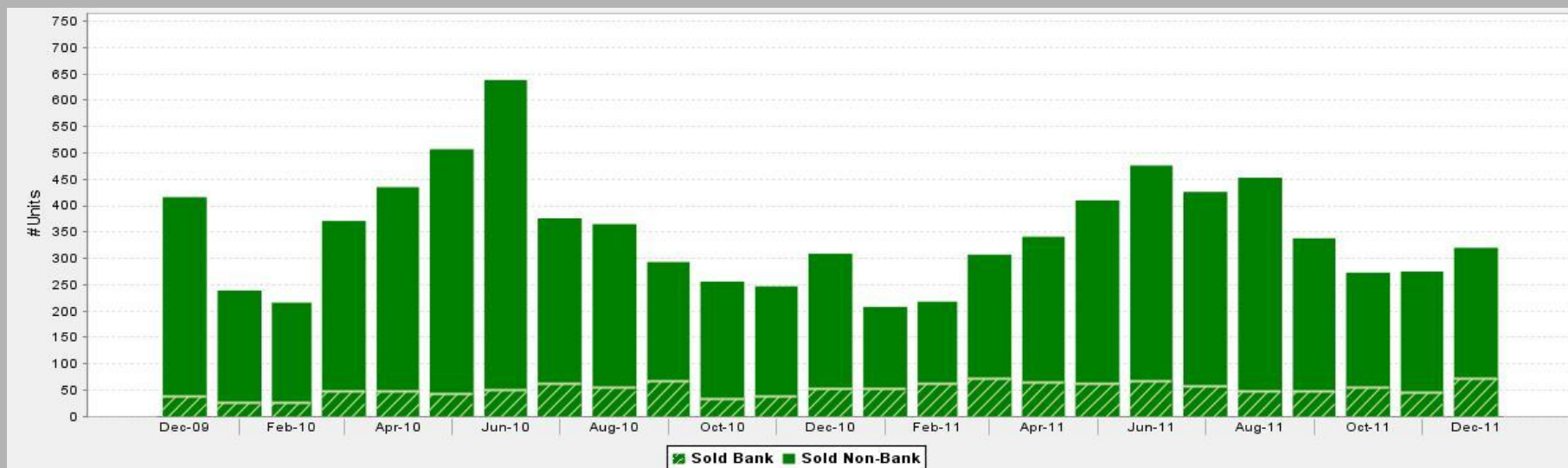


# Market Dynamics

## Sold # Units (Bank, Non-Bank)

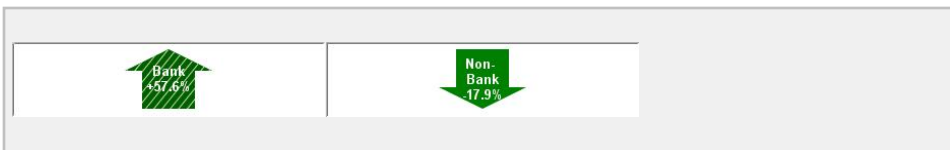
### Dec-09 through Dec-11

Baird & Warner



#### KEY INFORMATION

|          | Monthly Change | Monthly % Change | Total Change | Total % Change |
|----------|----------------|------------------|--------------|----------------|
| Bank     | 0.96           | 2.40             | 23.12        | 57.63          |
| Non-Bank | -2.44          | -0.75            | -58.48       | -17.93         |



|                 |   |            |                        |               |                |               |
|-----------------|---|------------|------------------------|---------------|----------------|---------------|
| MLS: MRED       | Period: 2 Years (Monthly)                                     | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: | Residential: (Detached Single, Attached Single, 2 to 4 Units) |            |                        |               |                | Sq Ft: All    |
| MLS Areas:      | 8007, 8006, 8008  |            |                        |               |                |               |

**Market Dynamics**  
**Sold # Units (Bank, Non-Bank)**  
**Dec-09 through Dec-11**

**Baird & Warner**

| Time Period | All Properties |         | Bank Properties |        |         | Non-Bank Properties |            |         |
|-------------|----------------|---------|-----------------|--------|---------|---------------------|------------|---------|
|             | # Properties   | Avg DOM | # Properties    | % Bank | Avg DOM | # Properties        | % Non-Bank | Avg DOM |
| Dec-11      | 320            | 202     | 72              | 22.5   | 166     | 248                 | 77.5       | 212     |
| Nov-11      | 275            | 171     | 46              | 16.7   | 186     | 229                 | 83.3       | 168     |
| Oct-11      | 273            | 174     | 56              | 20.5   | 166     | 217                 | 79.5       | 175     |
| Sep-11      | 338            | 157     | 47              | 13.9   | 203     | 291                 | 86.1       | 150     |
| Aug-11      | 453            | 148     | 47              | 10.4   | 152     | 406                 | 89.6       | 148     |
| Jul-11      | 426            | 163     | 57              | 13.4   | 164     | 369                 | 86.6       | 162     |
| Jun-11      | 476            | 155     | 68              | 14.3   | 161     | 408                 | 85.7       | 154     |
| May-11      | 410            | 177     | 61              | 14.9   | 194     | 349                 | 85.1       | 174     |
| Apr-11      | 341            | 190     | 65              | 19.1   | 202     | 276                 | 80.9       | 187     |
| Mar-11      | 307            | 194     | 71              | 23.1   | 179     | 236                 | 76.9       | 199     |
| Feb-11      | 218            | 231     | 63              | 28.9   | 189     | 155                 | 71.1       | 248     |
| Jan-11      | 208            | 188     | 52              | 25.0   | 211     | 156                 | 75.0       | 180     |
| Dec-10      | 309            | 163     | 53              | 17.2   | 167     | 256                 | 82.8       | 163     |
| Nov-10      | 247            | 184     | 39              | 15.8   | 190     | 208                 | 84.2       | 183     |
| Oct-10      | 256            | 162     | 34              | 13.3   | 121     | 222                 | 86.7       | 168     |
| Sep-10      | 293            | 156     | 67              | 22.9   | 165     | 226                 | 77.1       | 154     |
| Aug-10      | 365            | 145     | 55              | 15.1   | 166     | 310                 | 84.9       | 142     |
| Jul-10      | 376            | 165     | 61              | 16.2   | 180     | 315                 | 83.8       | 162     |
| Jun-10      | 638            | 138     | 51              | 8.0    | 194     | 587                 | 92.0       | 134     |
| May-10      | 507            | 157     | 43              | 8.5    | 203     | 464                 | 91.5       | 152     |
| Apr-10      | 435            | 163     | 48              | 11.0   | 134     | 387                 | 89.0       | 167     |
| Mar-10      | 371            | 142     | 47              | 12.7   | 98      | 324                 | 87.3       | 149     |
| Feb-10      | 216            | 167     | 26              | 12.0   | 122     | 190                 | 88.0       | 174     |
| Jan-10      | 239            | 144     | 26              | 10.9   | 138     | 213                 | 89.1       | 144     |
| Dec-09      | 416            | 117     | 37              | 8.9    | 162     | 379                 | 91.1       | 112     |