

Compiled from ORRA's Monthly Sales and Inventory Reports

	Compiled from ORRA's Monthly Sales and Inventory Reports														
Мо	Month Interest			Sales (+/-)		Median <u>Aver</u>		rage % Diff		Total	Avg		Inventory	.	
Ye	ear	Rate	Sales	Last Yr	L Mon		(+/-) LY	List Price	Sale Price	Sell/List	Pending	DOM	Current	(+/-) LM	Months
Jan	2000	8.13%	1,059	17.80%	-19.77%	\$106,694	1.03%	\$161,315	\$155,221	96.22%	n/a	70	4,822	237	5.52
Feb	2000	8.00%	1,395	25.45%	31.73%	\$104,612	1.00%	\$138,338	\$134,183	97.00%	n/a	68	4,683	-139	4.05
Mar	2000	8.25%	1,707	17.08%	22.37%	\$107,128	3.41%	\$146,824	\$142,308	96.92%	n/a	63	4,657	-26	3.11
Apr	2000	8.75%	1,567	4.75%	-8.20%	\$106,324	3.61%	\$148,510	\$144,033	96.99%	n/a	60	5,095	438	3.55
May	2000	8.50%	1,753	16.94%	11.87%	\$107,181	2.92%	\$149,761	\$145,440	97.11%	n/a	57	5,121	26	3.17
Jun	2000	8.25%	1,926	7.18%	9.87%	\$107,446	3.65%	\$148,091	\$143,941	97.20%	n/a	53	5,134	13	2.85
Jul	2000	8.25%	1,643	-10.56%	-14.69%	\$109,175	3.98%	\$152,136	\$148,152	97.38%	n/a	48	5,418	284	3.51
Aug	2000	8.13%	1,806	4.88%	9.92%	\$107,268	3.32%	\$150,515	\$146,539	97.36%	n/a	51	5,541	123	3.23
Sep	2000	8.13%	1,515	5.94%	-16.11%	\$108,841	7.51%	\$148,752	\$144,506	97.15%	n/a	52	5,605	64	4.00
Oct	2000	8.00%	1,535	3.79%	1.32%	\$108,157	7.80%	\$150,621	\$145,758	96.77%	n/a	57	5,800	195	4.01
Nov	2000	7.50%	1,482	6.77%	-3.45%	\$107,731	5.12%	\$148,334	\$144,513	97.42%	n/a	54	5,749	-51	4.14
Dec	2000	7.25%	1,484	12.42%	0.13%	\$107,474	2.68%	\$147,318	\$143,154	97.17%	n/a	57	5,432	-317	3.76
Jan	2001	7.00%	1,127	6.42%	-24.06%	\$125,427	17.56%	\$144,582	\$140,100	96.90%	n/a	64	5,683	251	5.04
Feb	2001	7.38%	1,263	-9.46%	12.07%	\$129,530	23.82%	\$150,179	\$146,772	97.73%	n/a	59	5,636	-47	4.46
Mar	2001	7.00%	1,853	8.55%	46.71%	\$120,287	12.28%	\$150,475	\$146,975	97.67%	n/a	59	5,673	37	3.06
Apr	2001	7.63%	1,613	2.94%	-12.95%	\$123,067	15.75%	\$149,690	\$146,011	97.54%	n/a	54	5,627	-46	3.49
May	2001	7.13%	1,894	8.04%	17.42%	\$124,270	15.94%	\$152,055	\$147,897	97.27%	n/a	54	5,594	-33	2.95
Jun	2001	7.13%	2,035	5.66%	7.44%	\$128,475	19.57%	\$164,064	\$159,704	97.34%	n/a	52	5,704	110	2.80
Jul	2001	6.88%	1,919	16.80%	-5.70%	\$130,088	19.16%	\$164,462	\$159,986	97.28%	n/a	55	5,661	-43	2.95
Aug	2001	6.75%	1,831	1.38%	-4.59%	\$128,346	19.65%	\$162,655	\$158,189	97.25%	n/a	53	5,717	56	3.12
Sep	2001	6.25%	1,541	1.72%	-15.84%	\$126,911	16.60%	\$165,742	\$160,871	97.06%	n/a	49	6,068	351	3.94
Oct	2001	6.75%	1,516	-1.24%	-1.62%	\$123,368	14.06%	\$151,720	\$147,706	97.35%	n/a	49	6,537	469	4.31
Nov	2001	7.20%	1,420	-4.18%	-6.33%	\$125,846	16.81%	\$162,495	\$157,478	96.91%	n/a	50	6,676	139	4.70
Dec	2001	7.38%	1,568	5.66%	10.42%	\$130,822	21.72%	\$156,469	\$153,464	98.08%	n/a	57	6,192	-484	3.95
Jan	2002	7.25%	1,312	16.42%	-16.33%	\$123,200	-1.78%	\$155,017	\$151,017	97.38%	n/a	59	6,595	403	5.38
Feb	2002	7.15%	1,399	10.77%	6.63%	\$127,031	-1.93%	\$156,104	\$151,306	96.93%	n/a	60	6,662	67	5.08
Mar	2002	7.31%	1,810	-2.32%	29.38%	\$129,893	7.99%	\$162,289	\$157,042	96.72%	n/a	61	6,689	27	3.84
Apr	2002	7.13%	1,865	15.62%	3.04%	\$130,140	5.75%	\$164,223	\$159,375	97.07%	n/a	56	6,556	-133	3.65
May	2002	7.00%	2,085	10.08%	11.80%	\$137,422	10.58%	\$172,231	\$167,447	97.33%	n/a	57	6,763	207	3.46
Jun	2002	6.80%	1,932	-5.06%	-7.34%	\$139,109	8.28%	\$182,104	\$177,230	97.31%	n/a	55	6,677	-86	3.62
Jul	2002	6.75%	2,040	6.31%	5.59%	\$140,465	7.98%	\$179,872	\$174,795	97.07%	n/a	54	6,946	269	3.62
Aug	2002	6.67%	1,957	6.88%	-4.07%	\$136,173		\$176,984	\$171,967	97.23%	n/a	54	7,211	265	3.85
Sep	2002	6.04%	1,687	9.47%	-13.80%	\$137,403		\$179,503	\$174,997	97.49%	n/a	52	7,363	152	4.62
Oct	2002	6.39%	1,825	20.38%	8.18%	\$135,983	10.23%	\$169,707	\$164,640	96.98%	n/a	53	7,779	416	4.41
Nov	2002	6.48%	1,577	11.06%	-13.59%	\$138,663	10.18%	\$171,195	\$166,323	96.88%	n/a	51	7,880	101	5.39
Dec	2002	6.46%	1,867	19.07%	18.39%	\$140,343	7.28%	\$182,699	\$177,575	97.18%	n/a	57	7,624	-256	4.17
Jan	2003	6.39%	1,461	11.36%	-21.75%	\$132,184	7.29%	\$171,268	\$166,057	96.96%	n/a	54	7,953	329	5.44
Feb	2003	6.04%	1,535	9.72%	5.07%	\$140,158	10.33%	\$172,738	\$167,890	97.19%	n/a	65	7,838	-115	5.11
Mar	2003	5.80%	1,938	7.07%	26.25%	\$144,149	10.98%	\$176,195	\$171,164	97.14%	n/a	62	7,868	30	4.06
Apr	2003	5.95%	1,922	3.06%	-0.83%	\$142,009	9.12%	\$179,114	\$174,343	97.34%	n/a	65	7,561	-307	3.93
May	2003	5.85%	2,166	3.88%	12.70%	\$145,923	6.19%	\$189,080	\$183,880	97.25%	n/a	62	7,610	49	3.51
Jun	2003	5.54%	2,100	10.82%	-1.15%	\$156,914	12.80%	\$201,911	\$196,631	97.38%	n/a	58	7,448	-162	3.48
Jul	2003	5.73%	2,384	16.86%	11.35%	\$161,190	14.75%	\$201,591	\$196,538	97.49%	n/a	60	7,264	-184	3.05
Aug	2003	6.78%	2,304	18.14%	-3.02%	\$157,516	15.67%	\$201,391 \$197,303	\$190,330 \$191,187	96.90%	n/a	57	7,213	-51	3.12
Sep	2003	6.67%	2,260	33.97%	-2.25%	\$150,406		\$197,303 \$194,266	\$191,187 \$188,714	90.90 <i>%</i> 97.14%	n/a	59	7,401	188	3.12
Oct	2003	6.29%	2,200	22.63%	-2.23%	\$150,400 \$150,610	9.40 <i>%</i> 10.76%	\$194,200 \$190,931	\$185,805	97.14 <i>%</i> 97.32%	n/a	61	7,308	-93	3.27
Nov	2003	6.23%	1,569	-0.51%	-29.89%	\$153,567	10.75%	\$190,931 \$200,969	\$185,805 \$195,034	97.05%	n/a	60	n/a	-95 n/a	n/a
Dec	2003	6.23% 5.38%	2,235	-0.51% 19.71%	-29.89% 42.45%	\$153,567 \$150,946	7.55%	\$200,969 \$197,380	\$195,034 \$190,058	97.05% 96.29%	n/a n/a	61	6,712	n/a n/a	3.00
*Correcte			2,200	10.1170	72.7J/0	ψ100,940	1.5570	ψ137,300	ψ130,030	50.2370	11/d	01	0,112		3.00 Roth Report



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Мо	Month Interest		<u>Sales (+/-)</u>		<u>Median</u>		Ave	rage	% Diff	Total	Avg		Inventory	.	
Ye	ear	Rate	Sales	Last Yr	L Mon		(+/-) LY	List Price	Sale Price	Sell/List	Pending	DOM	Current	(+/-) LM	Months
Jan	2004	5.38%	1,564	7.05%	-30.02%	\$148,324		\$199,028	\$193,210	97.08%	n/a	65	6,502	-210	4.16
Feb	2004	5.45%	1,814	18.18%	15.98%	\$155,000	10.59%	\$197,586	\$192,160	97.25%	n/a	101	6,036	-466	3.33
Mar	2004	5.25%	2,416	24.66%	33.19%	\$158,750	10.13%	\$200,642	\$195,584	97.48%	n/a	59	5,411	-625	2.24
Apr	2004	6.04%	2,361	22.84%	-2.28%	\$163,000	14.78%	\$210,407	\$205,088	97.47%	n/a	56	4,821	-590	2.04
May	2004	6.31%	2,490	14.96%	5.46%	\$169,000	15.81%	\$222,401	\$217,338	97.72%	n/a	52	4,637	-184	1.86
Jun	2004	6.31%	2,952	37.88%	18.55%	\$175,000	11.53%	\$230,584	\$225,296	97.71%	n/a	46	4,201	-436	1.42
Jul	2004	5.88%	2,805	17.66%	-4.98%	\$180,000	11.67%	\$223,708	\$219,346	98.05%	n/a	41	4,094	-107	1.46
Aug	2004	5.69%	2,254	-2.51%	-19.64%	\$182,000	15.54%	\$235,432	\$230,710	97.99%	n/a	39	3,940	-154	1.75
Sep	2004	5.73%	1,587	-29.78%	-29.59%	\$179,000	19.01%	\$220,898	\$216,687	98.09%	n/a	39	3,938	-2	2.48
Oct	2004	5.68%	1,763	-21.22%	11.09%	\$182,000	20.84%	\$227,078	\$221,618	97.60%	n/a	44	3,807	-131	2.16
Nov	2004	5.69%	1,897	20.91%	7.60%	\$182,300	18.71%	\$237,458	\$231,339	97.42%	n/a	42	3,681	-126	1.94
Dec	2004	5.53%	2,185	-2.24%	15.18%	\$187,900	24.48%	\$242,317	\$237,162	97.87%	n/a	41	3,395	-286	1.55
Jan	2005	5.55%	1,695	8.38%	-22.43%	\$193,000	30.12%	\$257,714	\$251,015	97.40%	n/a	47	3,317	-78	1.96
Feb	2005	5.49%	1,988	9.59%	17.29%	\$196,000	26.45%	\$254,554	\$248,216	97.51%	n/a	40	3,141	-176	1.58
Mar	2005	5.25%	2,529	4.68%	27.21%	\$202,000	27.24%	\$262,155	\$257,321	98.16%	n/a	37	2,956	-185	1.17
Apr	2005	5.29%	2,557	8.30%	1.11%	\$215,000	31.90%	\$261,900	\$258,479	98.69%	n/a	32	2,947	-9	1.15
May	2005	5.12%	2,806	12.69%	9.74%	\$223,845	32.45%	\$277,970	\$274,159	98.63%	n/a	30	3,253	306	1.16
Jun	2005	5.43%	3,119	5.66%	11.15%	\$239,500	36.86%	\$297,766	\$293,244	98.48%	n/a	28	3,710	457	1.19
Jul	2005	5.55%	2,874	2.46%	-7.86%	\$245,000	36.11%	\$298,792	\$294,363	98.52%	n/a	27	4,473	763	1.56
Aug	2005	5.32%	3,134	39.04%	9.05%	\$245,000	34.62%	\$297,734	\$293,537	98.59%	n/a	27	5,532	1,059	1.77
Sep	2005	5.62%	2,964	86.77%	-5.42%	\$243,900	36.26%	\$296,042	\$291,389	98.43%	n/a	29	6,786	1,254	2.29
Oct	2005	5.95%	2,366	34.20%	-20.18%	\$246,790	35.60%	\$300,487	\$294,424	97.98%	n/a	33	8,992	2,206	3.80
Nov	2005	5.94%	2,423	27.73%	2.41%	\$249,900	37.08%	\$307,105	\$300,078	97.71%	n/a	35	9,685	693	4.00
Dec	2005	6.10%	2,775	27.00%	14.53%	\$239,900	27.67%	\$295,057	\$288,083	97.64%	n/a	37	9,928	243	3.58
Jan *	2006	5.77%	1,917	13.10%	-30.92%	\$241,000	24.87%	\$301,542	\$293,775	97.42%	n/a	46	12,015	2,087	6.27
Feb *	2006	6.07%	2,269	14.13%	18.36%	\$240,000	22.45%	\$301,544	\$293,935	97.48%	n/a	48	12,966	951	5.71
Mar *	2006	6.17%	2,878	13.80%	26.84%	\$240,000	18.81%	\$305,719	\$296,171	96.88%	n/a	50	14,559	1,593	5.06
Apr *	2006	6.27%	2,467	-3.52%	-14.28%	\$249,000	15.81%	\$304,181	\$296,018	97.32%	n/a	53	16,036	1,477	6.50
May *	2006	6.39%	2,842	1.28%	15.20%	\$250,000	11.68%	\$317,318 \$212,452	\$308,237	97.14%	n/a	56	18,179	2,143	6.40
Jun *	2006	6.45%	2,841	-8.91%	-0.04%	\$249,000	3.97%	\$312,153	\$301,325	96.53%	n/a	57	18,437	258	6.49
Jul *	2006	6.53%	2,361	-17.85%	-16.90%	\$254,900	4.04%	\$311,083	\$300,034 \$302,230	96.45%	n/a n/a	61 62	19,827 21,077	1,390	8.40
Aug *	2006	6.20%	2,249	-28.24%	-4.74%	\$250,000	2.04%	\$312,329	\$302,329 \$302,664	96.80%	n/a n/a	62 67	,	1,250	9.37 9.89
Sep * Oct *	2006 2006	6.09% 6.05%	2,054 1,896	-30.70% -19.86%	-8.67% -7.69%	\$250,000 \$253,745	2.50% 2.82%	\$313,464 \$322,013	\$302,664 \$310,532	96.55% 96.43%	n/a 3,186	67 72	20,319	-758 1,005	
								\$322,013 \$307,889				73 74	21,324		11.25
Nov * Dec *	2006 2006	6.10% 5.74%	1,840 1,945	-24.06% -29.91%	-2.95% 5.71%	\$250,000 \$250,000	0.04% 4.21%	\$307,889 \$306,531	\$297,022 \$295,347	96.47% 96.35%	2,952 2,557	74 78	21,122 19,537	-202 -1,585	11.48 10.04
Jan *	2000	5.91%	1,469	-23.37%	-24.47%	\$249,900	3.69%	\$327,370	\$314,389	96.03%	2,504	90	21,266	1,729	14.48
Feb *	2007	5.91% 5.92%	1,541	-23.37%	-24.47% 4.90%	\$249,900 \$255,000	6.25%	\$327,370 \$322,163	\$314,389 \$310,103	96.26%	2,504 3,096	90 91	21,200	789	14.40
Mar *	2007	5.83%	1,779	-38.19%		\$233,000 \$240,000	0.23%	\$322,103 \$310,282	\$310,103 \$297,458		2,893	90	22,035		13.24
	2007	5.93%	-	-37.98%	15.44%	\$240,000 \$242,100	-2.77%	\$310,282 \$312,597		95.87%		90 97		1,492 888	15.24
Apr *		5.93 <i>%</i> 5.94%	1,530 1,745	-38.60%	-14.00% 14.05%	\$242,100 \$250,000	-2.77% 0.00%	\$312,597 \$336,094	\$298,514 \$320,727	95.49% 95.43%	2,948	97 94	24,435	000 1,028	14.59
May * Jun *	2007 2007	5.94% 6.40%	1,745	-38.60% -46.36%	-12.66%	\$250,000	0.00% 1.41%	\$330,094 \$331,051	\$320,727 \$314,202	95.43% 94.91%	2,611 2,700	94 98	25,463 25,923	460	14.59
Jul *	2007	6.50%	1,524	-40.30% -35.45%	-12.00%		3.74%	\$331,051 \$335,257	\$314,202 \$317,369		2,700		25,923 26,018	460 95	
		6.60%	1,524	-35.45% -34.77%	-3.74%	\$264,436 \$244,000	3.74% -2.40%	\$335,257 \$334,242	\$317,369 \$317,587	94.66% 95.02%		96 108	26,018	95 295	17.07
Aug * Sep *	2007 2007	6.60% 6.21%	1,467 970	-34.77% -52.78%	-3.74% -33.88%	\$244,000 \$235,000	-2.40% -6.00%	\$334,242 \$306,913	\$317,587 \$286,675	95.02% 93.41%	2,194 2,012	108	26,313	-3	17.94 27.12
Sep Oct *	2007	6.21%	970 1,090	-52.78% -42.51%	-33.86% 12.37%	\$235,000	-0.00% -7.39%	\$306,913 \$303,162	\$284,874	93.41% 93.97%	2,012 1,923	111	26,310	-3 20	24.16
Nov *	2007	6.08%	1,090	-44.08%	-5.60%	\$235,000 \$234,900	-6.04%	\$303,102 \$320,801	\$204,874 \$300,812	93.97% 93.77%	1,806	114	26,330	-158	25.43
Dec *	2007	6.08% 5.93%	1,029	-44.08%	-5.60% 4.57%	\$234,900 \$225,000		\$320,801 \$314,151	\$300,812 \$291,371	93.77% 92.75%	1,559	114	26,172	-156 -1,874	25.43
*Correcte			1,070	-++.00 /0	4.01 /0	ψΖΖΟ,000	-10.00 /0	ψ 5 14, 151	ψ231,371	JZ.1 J /0	1,008	115	27,290		22.30



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Мо	Month		Interest <u>Sales (+/-)</u>		s (+/-)	/-) <u>Median</u>		Ave	rage	% Diff	Total	Avg <u>Ir</u>		Inventory	.
Ye	ear	Rate	Sales	Last Yr	L Mon		(+/-) LY	List Price	Sale Price	Sell/List	Pending	DOM	Current	(+/-) LM	Months
Jan *	2008	5.60%	813	-44.66%	-24.44%	\$221,500	-11.36%	\$331,473	\$312,125	94.16%	1,731	117	25,724	1,426	31.64
Feb *	2008	5.87%	951	-38.29%	16.97%	\$223,000	-12.55%	\$297,930	\$276,893	92.94%	2,175	123	25,984	260	27.32
Mar *	2008	5.94%	1,120	-37.04%	17.77%	\$220,000	-8.33%	\$313,897	\$292,295	93.12%	2,398	128	25,472	-512	22.74
Apr *	2008	5.77%	1,231	-19.54%	9.91%	\$211,000	-12.85%	\$284,044	\$264,663	93.18%	2,853	120	25,436	-36	20.66
May *	2008	5.94%	1,347	-22.81%	9.42%	\$211,400		\$291,650	\$273,644	93.83%	3,225	115	25,015	-421	18.57
Jun *	2008	6.35%	1,489	-2.30%	10.54%	\$216,000		\$286,134	\$267,273	93.41%	3,329	121	24,575	-440	16.50
Jul *	2008	6.40%	1,472	-3.41%	-1.14%	\$208,000		\$281,022	\$262,862	93.54%	3,258	116	24,742	167	16.81
Aug *	2008	6.39%	1,280	-12.75%	-13.04%	\$200,000	-18.03%	\$266,292	\$247,155	92.81%	3,220	113	24,834	92	19.40
Sep *	2008	6.00%	1,394	43.71%	8.91%	\$181,995		\$235,835	\$222,575	94.38%	3,256	112	24,690	-144	17.71
Oct *	2008	6.30%	1,228	12.66%	-11.91%	\$175,650		\$236,563	\$220,223	93.09%	3,316	110	24,657	-33	20.08
Nov *	2008	6.00%	1,110	7.87%	-9.61%	\$166,000		\$223,777	\$207,536	92.74%	3,326	108	24,408	-249	21.99
Dec *	2008	5.40%	1,445	34.29%	30.18%	\$167,500		\$218,280	\$202,637	92.83%	3,265	107	22,524	-1,884	15.59
Jan *	2009	5.28%	1,050	29.15%	-27.34%	\$148,274	-33.06%	\$205,378	\$190,243	92.63%	3,830	103	22,613	89	21.54
Feb *	2009	5.25%	1,322	39.01%	25.90%	\$149,000		\$186,726	\$173,910	93.14%	4,348	100	22,168	-445	16.77
Mar *	2009	4.67%	1,754	56.61%	32.68%	\$135,000	-38.64%	\$175,209	\$162,496	92.74%	4,906	103	21,448	-720	12.23
Apr *	2009	4.86%	1,854	50.61%	5.70%	\$130,000		\$171,394	\$159,739	93.20%	5,818	102	20,194	-1,254	10.89
May *	2009	4.90%	1,882	39.72%	1.51%	\$130,000		\$165,371	\$155,876	94.26%	6,603	103	19,123	-1,071	10.16
Jun *	2009	5.48%	2,220	49.09%	17.96%	\$131,175	-39.27%	\$171,227	\$160,667	93.83%	7,230	104	17,831	-1,292	8.03
Jul *	2009	5.34%	2,299	56.18%	3.56%	\$133,000		\$173,425	\$163,083	94.04%	7,713	101	17,231	-600	7.49
Aug *	2009	5.26%	2,190	71.09%	-4.74%	\$128,000		\$167,990	\$158,644	94.44%	8,237	94	16,361	-870	7.47
Sep *	2009	5.09%	2,292	64.42%	4.66%	\$125,000	-31.32%	\$163,849	\$154,398	94.23%	8,790	96	15,967	-394	6.97
Oct *	2009	5.02%	2,319	88.84%	1.18%	\$130,000	-25.99%	\$171,187	\$161,292	94.22%	9,050	92	15,743	-224	6.79
Nov *	2009	4.95%	2,329	109.82%	0.43%	\$123,000		\$162,087	\$153,828	94.90%	8,633	85	16,002	259	6.87
Dec *	2009	5.03%	2,410	66.78%	3.48%	\$120,000		\$170,248	\$159,942	93.95%	8,163	89	15,549	-453	6.45
Jan *	2010	5.05%	1,820	73.33%	-24.48%	\$102,000		\$149,810	\$140,422	93.73%	8,590	89	15,911	362	8.74
Feb *	2010	4.96%	1,973	49.24%	8.41%	\$105,000		\$146,858	\$139,326	94.87%	9,462	91	16,051	140	8.14
Mar *	2010	4.99%	2,610	48.80%	32.29%	\$110,000		\$153,579	\$145,270	94.59%	10,179	91	16,223	172	6.22
Apr *	2010	5.12%	2,644	42.61%	1.30%	\$115,000		\$147,164	\$140,994	95.81%	10,832	81	15,766	-457	5.96
May *	2010	4.89%	2,783	47.87%	5.26%	\$115,000		\$158,083	\$149,777	94.75%	10,351	83	15,963	197	5.74
Jun *	2010	4.84%	3,059	37.79%	9.92%	\$115,000		\$159,574	\$152,289	95.43%	9,625	85	16,304	341	5.33
Jul *	2010	4.67%	2,516	9.44%	-17.75%	\$108,700		\$155,705	\$147,041	94.44%	9,133	84 00	16,563	259	6.58
Aug *	2010	4.61%	2,566	17.17%	1.99%	\$99,900	-21.95%	\$147,600	\$140,433	95.14%	8,945	83 07	16,535	-28	6.44
Sep *	2010	4.46%	2,374	3.58%	-7.48%	\$105,000		\$140,201	\$133,458	95.19%	8,713	87	16,359	-176	6.89
Oct *	2010	4.28%	1,953	-15.78%	-17.73%	\$105,000		\$151,402	\$143,334 \$140,004	94.67%	8,817	91 00	15,441	-918	7.91
Nov *	2010	4.48%	1,936 2,467	-16.87%	-0.87% 27.43%	\$105,000 \$105,000		\$149,790 \$153,708	\$140,994 \$145,172	94.13% 04.45%	8,998 8,363	96 07	15,192	-249 -199	7.85 6.08
Dec *	2010	4.92%	2,467	2.37%	27.43%	\$105,000		\$153,708	\$145,172 \$122,250	94.45%	8,363	97	14,993		
Jan * Feb *	2011	4.84% 4.88%	2,041 2,170	12.14% 9.98%	-17.27% 6.32%	\$94,900 \$95,000	-6.96% -9.52%	\$141,071 \$140,585	\$133,350 \$133,056	94.53%	8,777	96 99	14,398 13,480	-595 -918	7.05 6.21
	2011		-						\$132,956 \$135,538	94.57%	9,223				
Mar *	2011	4.91%	2,613	0.11%	20.41%	\$102,000 \$105,000	-7.27%	\$142,146 \$156,115	\$135,528 \$146,016	95.34%	9,510	103	12,533	-947	4.80
Apr *	2011	4.89%	2,464	-6.81%	-5.70%		-8.70%	\$156,115 \$151,455	\$146,916 \$142,062	94.11%	9,955	104	11,480	-1,053	4.66
May *	2011	4.66% 4.56%	2,483	-10.78% -14.65%	0.77% 5.16%	\$110,000 \$110,000	-4.35% -4.35%	\$151,455 \$159,721	\$143,962 \$151,025	95.05% 05.12%	10,210	104 102	10,969	-511 -410	4.42 4.04
Jun * Jul *	2011		2,611		5.16%				\$151,925 \$155,910	95.12%	10,087		10,559		
	2011 2011	4.53% 4.26%	2,294 2,500	-8.82% -2.57%	-12.14% 8.98%	\$115,500 \$114,700	6.26% 14.81%	\$163,898 \$156,182	\$155,819 \$148,501	95.07% 95.08%	9,869 9,502	101 101	10,349 10,055	-210 -294	4.51 4.02
Aug *		4.26% 4.19%	2,500 2,243	-2.57% -5.52%	8.98% -10.28%	\$114,700 \$112,500	14.81% 7.14%	\$156,182 \$160,366	\$148,501 \$150,552	95.08% 93.88%	9,502 9,369	101	10,055 9,931		4.02 4.43
Sep * Oct *	2011	4.19% 4.21%	2,243 2,132	-5.52% 9.17%	-10.28% -4.95%	\$112,500		\$160,366 \$160,105	\$150,552 \$151,561			102	9,931 9,973	-124 42	4.43 4.68
	2011						7.14%			94.66% 95.10%	8,937 8,000				
Nov *	2011	4.10%	2,027	4.70%	-4.92%	\$115,000 \$110,000		\$161,622 \$184,835	\$153,853 \$171.088	95.19% 92.56%	8,909 8,005	99 102	10,136	163 -404	5.00
Dec *	2011	3.99%	2,213	-10.30%	9.18%	\$119,000	13.33%	\$184,835	\$171,088	92.56%	8,095	102	9,732	-404	4.40



Compiled from ORRA's Monthly Sales and Inventory Reports

Image Image <t< th=""><th></th><th colspan="12">Compiled from ORRA's Monthly Sales and Inventory Reports</th></t<>		Compiled from ORRA's Monthly Sales and Inventory Reports														
jan 2012 4.01% 1.33 4.19% 7.27% 8108.000 13.20% 13.75 4.89% 14.00% 511.000 16.84% 519.37.37 512.898 93.38% 9.348 94 9.253 -5 4.66 2012 3.02% 2.438 6.61 2.23% 511.000 12.75% 516.284 515.125 94.44% 9.74 8.76 8.76 3.78 7.842 -243 566 2012 3.80% 2.448 -6.66 1.35% 512.000 9.074 516.848 9.063 3.4 -899 3.34 2012 3.80% 2.468 7.46 5.80% 512.000 9.09% 517.03% 52.80 7.8 5.8 3.32 3.00 2.123 3.46% 2.662 1.30% 512.000 1.90% 517.03% 516.244 516.249 50.48 9.03% 8.27 78 8.07 3.8 4.4 3.90 3.30 3.00 3.24% 510.001	Мо	nth	Interest	est <u>Sales (+/-)</u>		s (+/-)			Ave	1	% Diff	Total			Inventory	
Fab 2012 3.2.90 1.2.70 8.1.900 1.1.800 1.6.8.40 \$151.200 512.200 512.200 512.200 512.200 512.200 512.200 512.200 512.200 512.200 512.200 515.2	Ye	-						. ,				-	DOM		(+/-) LM	
Mart S121 S.9.9. 2.433 6.3.9.1. 6.1.9.0.0 17.0.00 17.2.9. 515.1.2. 94.944 9.7.8 8.6.64 1.0.7.8 1.0.8.8 1.0.7.8 1.0.8.8 1.0.8.8 1.0.8.8 1.0.8.8 <th1.0.8.8< th=""> <th1.0.8.8< <="" td=""><td>Jan *</td><td></td><td></td><td>· ·</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>,</td><td></td><td>,</td><td></td><td></td></th1.0.8.8<></th1.0.8.8<>	Jan *			· ·								,		,		
Apr. Apr. Apr. Apr. Apr. Bit Apr.	Feb *			-								-	-			
May Old 3.89% 2.489 0.569% 1.95% 1.95% 1.95% 1.95% 1.95% 1.95% 1.95% 1.95% 1.94.989 9.4.88% 9.9.28% 9.7.28 8.5 8.1.6 9.3.0 1.01 2.012 3.78% 2.702 8.08% 1.92% 5.120.0 1.0.99% 1.91.25 1.95.26% 9.7.48 8.7 1.8.18 1.95.26% 1.92.86% 9.2.88 4.7 8.1.28 2.2.0 3.0.1 2.012 3.47% 2.5.02 1.1.46% 1.12.0% 1.17.105 1.81.92.4 1.95.27%	Mar *			-							94.94%	,	-	,		
Junt 2012 3.0% 2.644 0.11% 5.73% S12.000 13.4% S173.67 S165.040 96.28% 9.70 8.2 8.16 00 3.10 2012 3.78% 2.702 8.68% 9.133 S12.030 4.84% S160.244 96.28% 9.212 3.68 8.16 0.10 3.10 2012 3.68% 2.582 2.36% 15.03% S12.200 8.46% S162.21 96.33% 6.847 8.2 7.84 -247 3.13 Now 2103 3.44% 2.015 11.41% 19.56% S172.00 17.04% S177.07 61.64% 8.42 8.0 7.38 4.46 2.66 1013 3.45% 2.717 17.32% 14.99% S172.00 17.47 S18.924 96.35% 6.79 7.6 6.847 2.66 7.70 6.847 7.202 2.65 7.70 6.847 7.90 6.3 8.964 8.97 7.90 6.3 8.96 8.	Apr *			-									-			
Jun* Zinz J. Zinz <thj. th="" zinz<=""> <thj. th="" zinz<=""> <thj. td="" zinz<=""><td>May *</td><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td><td></td><td>-</td><td></td><td></td></thj.></thj.></thj.>	May *			-								-		-		
Aug State S				-								-		-		
Sep 2012 3.68% 2.686 2.160 1.50% 1202% 1570.304 5170.304 5170.310.300 5170.310.300 5170				-								-		-		
Oct 2012 3.49% 2.582 21.11% 12.46% \$12.200 8.89% \$155.224 \$159.219 96.37% 92.25 79 8.044 21 3.13 Num* 2012 3.47% 2.500 2.500 2.500 3.139 -7.884 \$172.982 96.25% 7.883 80 7.384 4.83 3.64 2013 3.44% 2.015 1.6.41% 11.96% \$173.000 17.894 \$172.912 96.03% 8.792 84.2 80 7.386 4.84 3.64 2013 3.65% 2.770 11.29% 14.99% \$141.000 2.24% \$183.244 \$167.102 96.85% 7.814 8.627 6.707 6.631 6.707 6.83 4.244 2.44 515.002 2.020% 520.321 \$197.92 97.15% 8.64 7.64 3.64 2.707 8.615 2.807.77 8.615 8.70 8.615 8.20 7.69 6.8 4.41 3.64 3.70 7.717 <td< td=""><td></td><td></td><td></td><td>· ·</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td><td></td><td>-</td><td></td><td></td></td<>				· ·								-		-		
New 2012 3.47% 2.560 2.630% 5127.950 11.24% \$172.962 96.33% 6.847 7.88 80 7.384 6.42 2.56 1013 3.44% 2.051 13.14% -2.15% \$172.902 172.903 96.25% 7.883 80 7.384 4.98 3.64 2013 3.21% 2.317 17.32% 14.99% \$130.00 19.82% \$179.941 1513.04 96.25% 8.725 67 7.02 2.65 2.60 Mar 2013 3.64% 2.963 7.70% 154.5% 515.00 2.82% \$139.143 \$187.162 8.644 68 7.64 8.64 2.68 3.64 2.77 6.68 7.77 6.68 7.77 6.63 7.69 7.78 6.341 68 7.78 6.341 68 7.78 6.341 68 7.79 6.35 7.77 2.66 3.77 2.79 7.78 7.816 7.83 7.77 7.64 7.78				-								-	-	,		
bace 212 3.46% 2.565 13.19 -2.15% 13.260 11.34% 177.091 167.07 96.04% 1.4.28 0 7.38 4.93 3.10 Jan ² 213 3.45% 2.115 10.73% 1.92% 17.304 11.92% 11.92% 11.92% 11.94% 11.92% 1.92% 11.94% 11.92% 1.92% 11.94% 11.92% 1.92% 11.94% 11.92% 1.92% 11.94% 11.92% 1.92% 11.94% 11.92% 1.92% 11.94% 11.94% 1.92% 1.91% 1.817.62 96.03% 8.799 69 7.02 2.64% 2.44 Jun ³ 2.65% 1.72% 1.91% 1.91% 1.917.00 2.018% 1.917.00 1.917.00 1.91% 8.441 64 7.06 3.44 2.44 1.92% 1.91% 9.183.00 2.21% 2.00% 2.02% 1.91% 1.91% 1.91% 3.91% 3.91% 3.91% 3.91% 3.91% 3.91% 3.91% </td <td></td> <td>_</td> <td>,</td> <td></td> <td></td>													_	,		
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Fab 2013 3.21% 2.317 17.32% 14.99% \$13.3000 19.82% \$179.481 \$177.691 96.22% 8.825 8.4 7.183 -1.53 3.101 Mar 2013 3.64% 2.701 11.29% 16.69% \$140.000 21.24% \$157.780 \$159.240 66.85% 67.657 76 7.02 26.5 2.60 Mar 2013 3.64% 2.984 10.36% \$150.250 2.20% \$139.241 \$167.162 66.85% 7.619 67 8.09 4.34 2.74 Jun 2013 4.84% 2.000 7.33% 1.96% \$150.000 24.69% \$200.077 9.69% 6.70 6.8 9.177 4.518 3.79 Sep 2013 4.44% 6.45% 1.757% \$156.000 27.14% \$190.058 96.69% 6.206 67 9.609 9.170 43.39 Nov 2013 4.67% 4.36% 1.66% 1.66% 1.75% 1.90				-										-		
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Dec * 2015 4.02% 2,639 -5.85% 13.51% \$185,000 9.47% \$230,807 \$223,692 96.92% 4,472 72 10,634 -666 4.03																
Corrected monthly sales The Both Report	Dec *	2015	4.02%	2,639	-5.85%	13.51%	\$185,000	9.47%	\$230,807	\$223,692	96.92%	4,472	72	10,634		



Compiled from ORRA's Monthly Sales and Inventory Reports

Мо	nth	Interest		Sale	s (+/-)	Med	lian	Ave	rage	% Diff	Total	Avg		Inventory	
Ye		Rate	Sales	Last Yr	L Mon		(+/-) LY	List Price	Sale Price	Sell/List	Pending	DOM	Current	(+/-) LM	Months
Jan *	2016	3.93%	2,146	1.23%	-18.68%	\$180,000	16.13%	\$226,349	\$218,879	96.70%	4,932	76	10,777	143	5.02
Feb *	2016	3.75%	2,415	-1.71%	12.53%	\$185,000	12.19%	\$225,136	\$217,718	96.71%	5,424	82	10,696	-81	4.43
Mar *	2016	3.70%	3,058	-2.36%	26.63%	\$195,000	10.12%	\$237,549	\$230,798	97.16%	5,798	70	10,583	-113	3.46
Apr *	2016	3.63%	3,172	2.09%	3.73%	\$192,000	9.71%	\$237,122	\$230,282	97.12%	6,075	69	10,447	-136	3.29
May *	2016	3.62%	3,347	7.38%	5.52%	\$203,000	12.15%	\$250,905	\$243,790	97.16%	6,169	67	10,553	106	3.15
Jun *	2016	3.45%	3,556	-1.30%	6.24%	\$207,000	15.00%	\$258,957	\$251,011	96.93%	5,512	62	10,629	76	2.99
Jul *	2016	3.45%	3,353	-5.97%	-5.71%	\$206,000	12.38%	\$250,564	\$243,762	97.29%	5,178	60	10,648	19	3.18
Aug *	2016	3.49%	3,451	8.01%	2.92%	\$205,000	13.26%	\$249,867	\$243,149	97.31%	4,955	56	10,505	-143	3.04
Sep *	2016	3.53%	3,110	3.22%	-9.88%	\$205,000	12.33%	\$254,381	\$246,957	97.08%	4,594	60	10,362	-143	3.33
Oct *	2016	3.57%	2,701	-6.12%	-13.15%	\$205,000	13.95%	\$255,842	\$247,950	96.92%	4,719	61	10,025	-337	3.71
Nov *	2016	3.82%	2,523	8.52%	-6.59%	\$201,000	9.24%	\$250,548	\$243,012	96.99%	5,122	66	9,270	-755	3.67
Dec *	2016	4.32%	2,997	13.57%	18.79%	\$208,500	12.70%	\$246,758	\$239,907	97.22%	4,476	65	8,590	-680	2.87
Jan *	2017	4.30%	2,213	3.12%	-26.16%	\$199,900	11.06%	\$253,086	\$245,541	97.02%	5,145	70	8,550	-40	3.86
Feb *	2017	4.29%	2,482	2.77%	12.16%	\$206,500	11.62%	\$248,266	\$240,101	96.71%	5,849	69	8,457	-93	3.41
Mar *	2017	4.29%	3,477	13.70%	40.09%	\$218,000	11.79%	\$263,370	\$255,419	96.98%	6,125	64	8,537	80	2.46
Apr *	2017	4.11%	3,092	-2.52%	-11.07%	\$215,000	11.98%	\$261,166	\$253,549	97.08%	6,461	63	8,675	138	2.81
May *	2017	4.09%	3,845	14.88%	24.35%	\$218,000	7.39%	\$265,266	\$258,238	97.35%	6,524	54	8,781	106	2.28
Jun *	2017	3.98%	3,882	9.17%	0.96%	\$223,950	8.19%	\$277,443	\$270,562	97.52%	5,886	54	9,141	360	2.35
Jul *	2017	4.01%	3,381	0.84%	-12.91%	\$220,000	6.80%	\$271,144	\$264,095	97.40%	5,819	52	9,051	-90	2.68
Aug *	2017	3.92%	3,580	3.74%	5.89%	\$225,000	9.76%	\$267,518	\$260,145	97.24%	5,666	54	8,833	-218	2.47
Sep *	2017	3.84%	2,552	-17.94%	-28.72%	\$225,000	9.76%	\$277,329	\$268,627	96.86%	4,881	57	8,643	-190	3.39
Oct *	2017	4.03%	2,921	8.15%	14.46%	\$219,000	6.83%	\$267,178	\$259,746	97.22%	4,953	56	8,464	-179	2.90
Nov *	2017	3.96%	2,767	9.67%	-5.27%	\$224,995	11.94%	\$273,529	\$265,494	97.06%	4,829	62	8,294	-170	3.00
Dec *	2017	3.97%	3,045	1.60%	10.05%	\$230,000	10.31%	\$288,700	\$280,382	97.12%	3,792	62	7,508	-786	2.47
Jan *	2018	4.07%	2,249	1.63%	-26.14%	\$225,000	12.56%	\$287,225	\$278,408	96.93%	4,801	62	7,604	96	3.38
Feb *	2018	4.39%	2,538	2.26%	12.85%	\$229,000	10.90%	\$272,237	\$265,105	97.38%	5,523	64	7,706	102	3.04
Mar *	2018	4.29%	3,530	1.52%	39.09%	\$230,000	5.50%	\$281,110	\$274,147	97.52%	5,724	60	7,710	4	2.18
Apr *	2018	4.51%	3,371	9.02%	-4.50%	\$238,000	10.70%	\$294,602	\$287,198	97.49%	6,241	54	7,740	30	2.30
May *	2018	4.64%	3,426	-10.90%	1.63%	\$233,000	6.88%	\$288,103	\$279,870	97.14%	5,778	50	7,486	-254	2.19
Jun *	2018	4.61%	3,461	-10.84%	1.02%	\$238,000	6.27%	\$287,935	\$278,201	96.62%	5,206	47	7,558	72	2.18
Jul *	2018	4.59%	3,394	0.38%	-1.94%	\$235,000	6.82%	\$285,214	\$277,759	97.39%	4,742	45	7,525	-33	2.22
Aug *	2018	4.57%	3,381	-5.56%	-0.38%	\$230,000	2.22%	\$276,290	\$268,637	97.23%	4,453	49	7,808	283	2.31
	2018	4.66%	2,776	8.78%		\$233,000	3.56%	\$271,100	\$263,735	97.28%	4,188	48	8,092	284	2.91
	2018		2,924	0.10%	5.33%	\$229,000	4.57%	\$270,587	\$262,991	97.19%	3,979	52	8,272	180	2.83
	2018	4.97%	2,585	-6.58%	-11.59%	\$233,000	3.56%	\$275,419	\$266,782	96.86%	3,592	53	8,432	160	3.26
	2018		2,422	-20.46%	-6.31%	\$232,000	0.87%	\$286,629	\$276,117	96.33%	3,212	56	7,872	-560	3.25
	2019	4.32%	1,938	-13.83%	-19.98%	\$226,500	0.67%	\$273,996	\$263,885	96.31%	4,010	60	8,243	371	4.25
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