

**For Immediate  
Release:**

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# **Tucson Association of REALTORS®**

## *Multiple Listing Service*

### **Monthly Statistics**

#### **2011 YEAR END**

"The past is behind, learn from it. The future is ahead, prepare for it. The present is here, live it."<sup>1</sup> Looking at the stats for 2011 reveals a bit of history. More importantly, what do the stats reveal about the past that is meaningful, that will lead us to prepare for a successful 2012? What is embedded in them that we can use to help the lives of our clients, our customers and ourselves?

Tucson Association of REALTORS® Multiple Listing Service provides MULTIPLE business opportunities to our participants LISTING the participants' collective properties for sale with the offer of cooperation and compensation to our members. And TAR/MLS provides stellar SERVICE through an impressive array of cutting edge tools and communications for today's real estate professional. Check out the MLS Magazine as the latest example of the heightened communication we're receiving from MLS staff and leaders.

Review these stats, and tell me what you glean from them! Here are a few that stand out for me:

- Across all property types, there was a \$26k decrease in Average Sales Price, which is close to 14%
- Total Units sold showed a healthy increase, ending at just over 1600 units. This is a continued trend up and is the biggest jump since the market's deep dive of yore
- Total Sales Volume decreased even with increased units sold
- Average Days on Market decreased by about 5 days
- List Price to Sales Price Ratio is holding at 95%
- Type of Financing showed quite a shift towards the Cash category:
  - 2010 – Cash 28%, Conventional 31%, FHA 27%
  - 2011 – Cash 35%, Conventional 30%, FHA 24%

In 2011 we advanced our mastery of FLEXMLS, learned the significance of distressed sales in our marketplace, and experienced the peak and decline of REO's and the escalation of Short Sales, no doubt to be heightened throughout 2012.

Due to the outstanding leadership of our 2011 MLS President Greg Hollman, the astute guidance of CEO Phillip Tedesco and the talented MLS staff, 2011 will go down as a successful year for TAR/MLS. And with our brilliant MLS Executive Vice President Sean Murphy, and Eric Klamm who joins the team as Senior MLS Support Representative, 2012 is going to be good! Very good! On behalf of our entire Board of Directors, we are thrilled to be serving you this year and look forward to being your partner in success.

Best Always,

Sue Cartun  
2012 President  
Tucson Association of REALTORS®, Inc. MLS

<sup>1</sup> Thomas S. Monson



#### **Lifestyle Opportunities:**

**No matter what area or type of home you are interested in, you have a variety of options.**

#### **Financial:**

**Multiple financing opportunities are available**

**Talk to a REALTOR®!**

**With the complexity of a real estate transaction, you need a REALTOR®.**



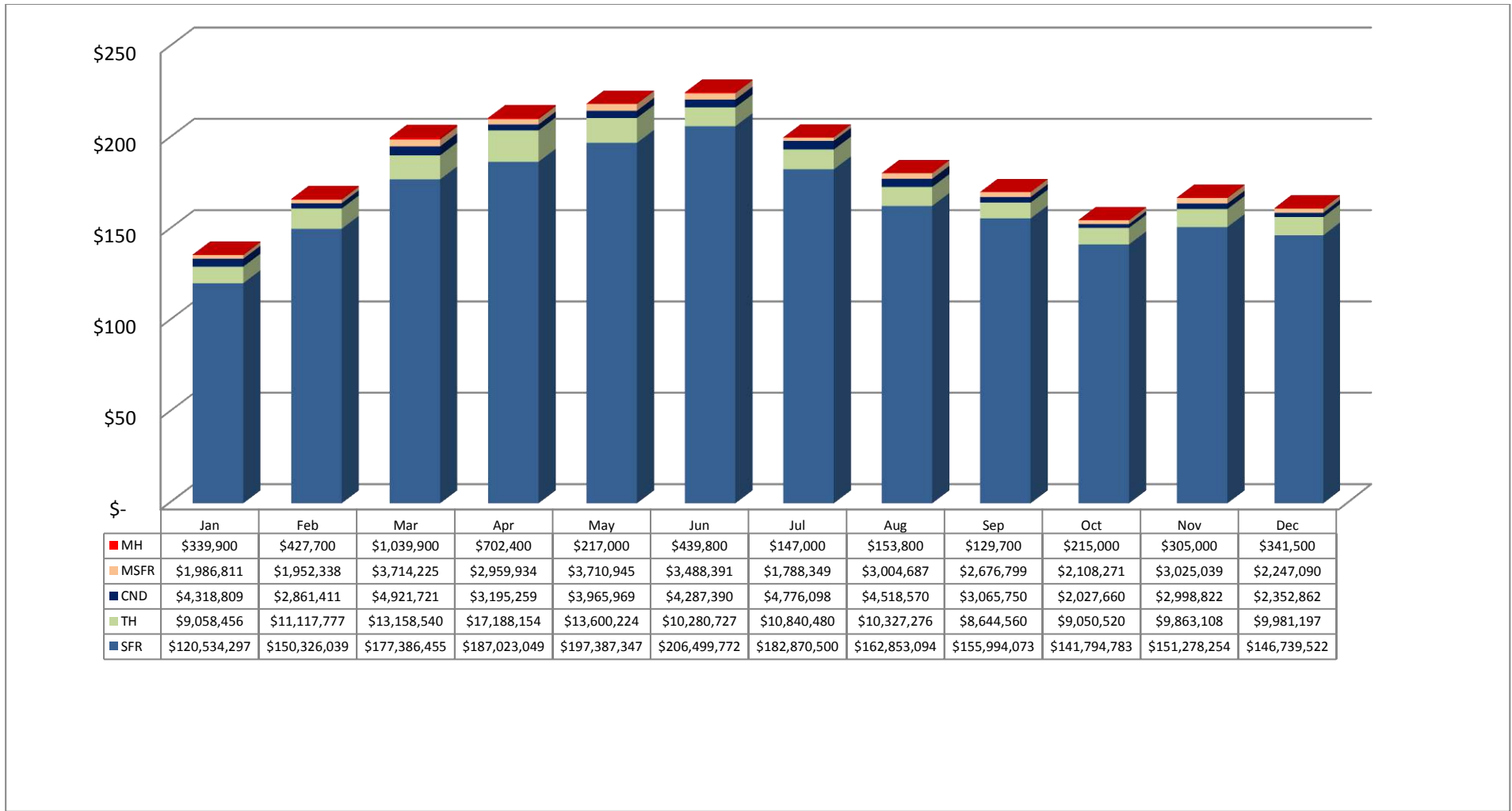
*The Tucson Multiple Listing Service, Inc. is a wholly owned subsidiary of the Tucson Association of REALTORS®, dedicated to providing a reliable real estate database for members and the public. The Association represents the interests of 5,400 professionals in the real estate industry, and is affiliated with the National Association of REALTORS®. REALTOR® is a registered collective membership mark which may only be used by professionals who are members and subscribe to its strict code of ethics.*

## 2011 MLS Year in Review Summary

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
<b>Total Sales Volume</b>	\$ 1,939,990,077	\$ 2,232,461,481	\$ 2,573,924,021	\$ 3,427,229,140	\$ 4,613,211,685	\$ 4,247,270,446	\$ 3,522,942,997	\$ 2,560,571,338	\$2,345,672,056	2,234,884,205	2,194,210,104
<b>Total Sales Units</b>	12,076	13,135	14,351	16,557	18,003	15,726	12,939	10,578	11,661	11,802	13,418
<b>Total Units Listed</b>	18,908	20,564	21,201	20,998	25,080	33,992	33,022	26,592	22,170	31,914	29,719
<b>Average List Price</b>	\$164,854	\$174,395	\$183,604	\$211,159	\$258,941	\$277,904	\$284,014	\$254,247	\$211,524	\$199,197	\$171,767
<b>Average Sale Price</b>	\$160,648	\$169,963	\$179,355	\$206,996	\$256,247	\$270,080	\$272,273	\$242,066	\$201,155	\$189,352	\$163,527
<b>Average DOM /CDOM</b>	48 / 69	51 / 68	58 / 75	54 / 75	31 / 39	49 / 69	67 / 104	78 / 123	78/113	88/121	82/107
<b>Average % of LP received on Sales</b>	97.45%	97.46%	97.69%	98.03%	98.96%	97.18%	95.87%	95.21%	95.10%	94.59%	95.20%

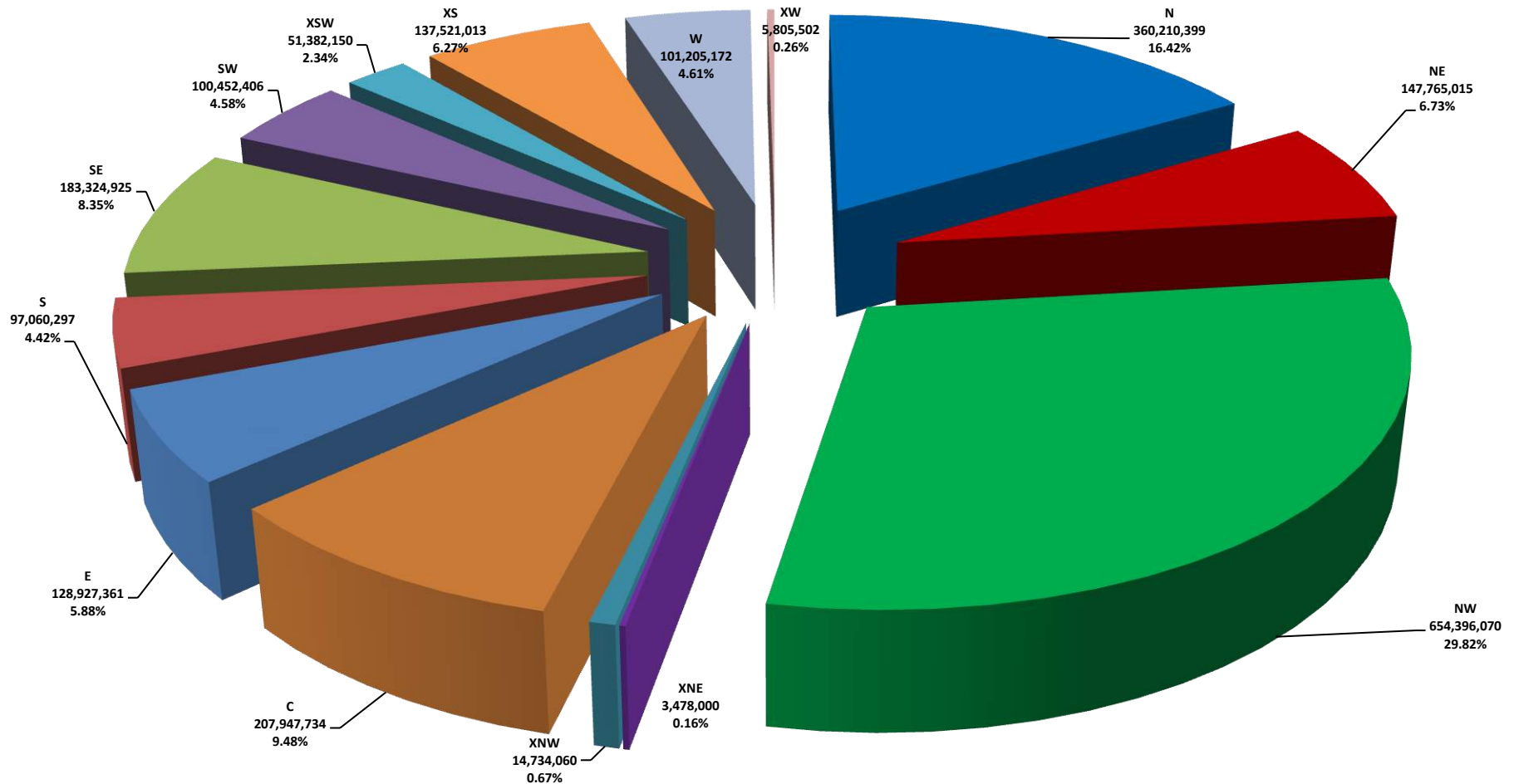
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## 2011 All Residential Total Sales Volume by Month and Sub-Type



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## 2011 All Residential Total Sales Volume % of Market by Area



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YEAR END 2011 RESIDENTIAL SALES STATISTICS

**2011 Residential Total Sales Units**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	290	342	262	80	974
NE	88	251	188	33	560
NW	625	1,521	949	155	3,250
XNE	5	5	1	1	12
XNW	18	80	46	8	152
C	563	849	179	36	1,627
E	149	568	248	26	991
S	205	728	309	19	1,261
SE	104	745	438	38	1,325
SW	150	581	374	35	1,140
XSW	238	127	41	3	409
XS	146	364	333	63	906
W	175	403	148	11	737
XW	8	47	19		74
<b>Total</b>	<b>2764</b>	<b>6611</b>	<b>3535</b>	<b>508</b>	<b>13,418</b>

**2011 TH Total Sales Units**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	102	69	3		174
NE	48	43	2		93
NW	142	38	1		181
XNE					
XNW					
C	98	46	2		146
E	65	33		1	99
S	65	17	1		83
SE	32	24			56
SW	32	9	1		42
XSW	82	10			92
XS	46	5			51
W	53	33	1		87
XW					
<b>Total</b>	<b>765</b>	<b>327</b>	<b>11</b>	<b>1</b>	<b>1,104</b>

**2011 MH Total Sales Units**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N					
NE					
NW	8	7		1	16
XNE					
XNW	2	1	1		4
C	2				2
E		1			1
S		2			3
SE	1				1
SW	38	12	1		51
XSW	3				3
XS					
W	5				5
XW					
<b>Total</b>	<b>59</b>	<b>24</b>	<b>2</b>	<b>1</b>	<b>86</b>

**2011 SFR Total Sales Units**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	38	254	259	80	631
NE	12	207	186	33	438
NW	420	1,411	931	151	2,913
XNE	5	3		1	9
XNW	11	34	24	6	75
C	346	777	176	36	1,335
E	25	529	248	25	827
S	137	669	295	18	1,119
SE	67	688	426	38	1,219
SW	43	498	356	33	930
XSW	130	91	28	1	250
XS	93	336	324	61	814
W	65	343	144	11	563
XW	3	5	5		13
<b>Total</b>	<b>1,395</b>	<b>5,845</b>	<b>3,402</b>	<b>494</b>	<b>11,136</b>

**2011 CND Total Sales Units**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	150	19			169
NE	28	1			29
NW	40	6	2		48
XNE					
XNW					
C	115	18	1		134
E	59	4			63
S					
SE	1	1			2
SW	7	1			8
XSW	16				16
XS	3				3
W	48	8			56
XW					
<b>Total</b>	<b>467</b>	<b>58</b>	<b>3</b>		<b>528</b>

**2011 MSFR Total Sales Units**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N					
NE					
NW	15	59	15	3	92
XNE		2	1		3
XNW	5	45	21	2	73
C	2	8			10
E	0	1			1
S	2	40	13	1	56
SE	4	31	12		47
SW	30	61	16	16	109
XSW	7	26	13	2	48
XS	4	23	9	2	38
W	4	19	3		26
XW	5	42	14		61
<b>Total</b>	<b>78</b>	<b>357</b>	<b>117</b>	<b>12</b>	<b>564</b>

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## 2011 All Residential Total Unit Sales by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under		13	18		14	39	17	152	18	44	32	5	34	11	397
30,000 - 39,999	1	11	30	1	24	115	25	142	24	81	16	8	49	13	540
40,000 - 49,999	3	7	21	1	14	120	36	100	55	71	13	13	53	5	512
50,000 - 59,999	13	2	26	1	9	130	40	70	74	80	12	11	47	5	520
60,000 - 69,999	22	4	52		13	111	49	116	57	94	24	17	54	1	614
70,000 - 79,999	8	4	54		6	100	69	135	58	129	17	16	53	5	654
80,000 - 89,999	17	8	84		7	89	68	114	68	157	24	42	41	7	726
90,000 - 99,999	17	4	114		11	86	68	107	80	126	20	46	24	9	712
100,000 - 119,999	54	23	336		13	167	142	165	204	163	71	166	66	10	1,580
120,000 - 139,999	43	25	440		13	136	154	57	183	90	44	139	67	2	1,393
140,000 - 159,999	42	44	352	2	7	122	93	43	151	34	35	117	55	2	1,099
160,000 - 179,999	22	42	277		5	94	87	31	86	42	16	101	28	1	832
180,000 - 199,999	43	43	273			66	46	14	59	14	23	57	28	1	667
200,000 - 249,999	108	100	476	1	6	107	55	11	86	10	32	104	36	1	1,133
250,000 - 299,999	94	65	248	1	2	52	11	4	60	3	20	30	22		612
300,000 - 399,999	176	85	238	4	8	44	14		39	1	6	25	43		683
400,000 - 499,999	87	28	106			27	9		15	1	3	7	25	1	309
500,000 - 749,999	145	36	76			19	4		7		1	1	10		299
750,000 - 999,999	37	13	13			3	2		1			1	2		72
1,000,000 +	42	3	16	1			2								64
<b>ALL Price Ranges</b>	<b>974</b>	<b>560</b>	<b>3,250</b>	<b>12</b>	<b>152</b>	<b>1,627</b>	<b>991</b>	<b>1,261</b>	<b>1,325</b>	<b>1,140</b>	<b>409</b>	<b>906</b>	<b>737</b>	<b>74</b>	<b>13,418</b>

## 2011 SFR Total Unit Sales by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under					3	21		108	2	10	3	2	11		160
30,000 - 39,999			3	1	4	85	8	106	4	39	1	2	18	1	272
40,000 - 49,999			7		1	96	15	84	31	33	3	2	24		296
50,000 - 59,999			12		2	104	26	51	58	62	2	2	26		345
60,000 - 69,999	1		37		5	81	37	101	49	76	7	8	31		433
70,000 - 79,999	1		40		1	80	51	127	49	113	7	10	32		511
80,000 - 89,999	1	2	67		4	69	57	112	66	143	12	3	26	2	596
90,000 - 99,999	3		97		7	61	54	107	77	123	14	41	20	1	605
100,000 - 119,999	6	5	293		9	132	117	163	200	149	52	157	63	5	1,351
120,000 - 139,999	3	7	391		13	108	144	57	181	82	30	130	66	1	1,213
140,000 - 159,999	6	26	322	1	6	107	92	43	149	30	28	112	54	1	977
160,000 - 179,999	10	35	259		4	89	85	31	86	41	15	96	28		779
180,000 - 199,999	22	38	249			62	45	14	59	14	22	55	27		607
200,000 - 249,999	63	95	450	1	6	102	54	11	86	10	28	99	35	1	1,041
250,000 - 299,999	66	65	240	1	2	49	11	4	60	3	16	30	22		569
300,000 - 399,999	147	85	235	4	8	43	14		39	1	6	25	43		650
400,000 - 499,999	83	28	106			24	9		15	1	3	6	25	1	301
500,000 - 749,999	140	36	76			19	4		7		1	1	10		294
750,000 - 999,999	37	13	13			3	2		1			1	2		72
1,000,000 and Over	42	3	16	1			2								64
<b>ALL Price Ranges</b>	<b>631</b>	<b>438</b>	<b>2,913</b>	<b>9</b>	<b>75</b>	<b>1,335</b>	<b>827</b>	<b>1,119</b>	<b>1,219</b>	<b>930</b>	<b>250</b>	<b>814</b>	<b>563</b>	<b>13</b>	<b>11,136</b>

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## 2011 TH Total Unit Sales by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under		1				4		28	7	12			7		59
30,000 - 39,999		2	2			11	4	14	11	7	1	1	8		61
40,000 - 49,999		5	1			10	6	6	14	7	3	4	14		70
50,000 - 59,999	1	1	1			9	7	16	9	2	4	4	18		72
60,000 - 69,999	3	1	4			10	8	11	6	5	13	6	14		81
70,000 - 79,999		3	4			7	13	7	4	5	8	4	10		65
80,000 - 89,999	2	5	6			13	10			4	9	4	7		60
90,000 - 99,999		4	10			15	12		2		5	2	2		52
100,000 - 119,999	10	18	27			25	24	1	1		18	4	3		131
120,000 - 139,999	15	18	32			18	10				14	9	1		117
140,000 - 159,999	17	18	23			10	1		2		7	4	1		83
160,000 - 179,999	7	7	14			4	2				1	5			40
180,000 - 199,999	15	5	20			4	1				1		1		47
200,000 - 249,999	43	5	26			5	1				4	3	1		88
250,000 - 299,999	24		8			1					4				37
300,000 - 399,999	28		3												31
400,000 - 499,999	4											1			5
500,000 - 749,999	5														5
750,000 - 999,999															
1,000,000 +															
<b>ALL Price Ranges</b>	<b>174</b>	<b>93</b>	<b>181</b>			<b>146</b>	<b>99</b>	<b>83</b>	<b>56</b>	<b>42</b>	<b>92</b>	<b>51</b>	<b>87</b>		<b>1,104</b>

## 2011 CND Total Unit Sales by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under		12	8			11	17		1	5	4	1	10		69
30,000 - 39,999	1	9	3			14	12		1	1			11		52
40,000 - 49,999	3	2	3			13	15			1	5		6		48
50,000 - 59,999	12	1	1			16	6				4	1	1		42
60,000 - 69,999	18	3				19	4				1		8		53
70,000 - 79,999	7	1	1			12	5						11		37
80,000 - 89,999	14	1	2			7	1			1			7		33
90,000 - 99,999	14		4			10	2				1		2		33
100,000 - 119,999	38		11			10	1				1	1			62
120,000 - 139,999	25		5			10									40
140,000 - 159,999	19		4			5									28
160,000 - 179,999	5		3			1									9
180,000 - 199,999	6		3												9
200,000 - 249,999	2														2
250,000 - 299,999	4					2									6
300,000 - 399,999	1					1									2
400,000 - 499,999						3									3
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>	<b>169</b>	<b>29</b>	<b>48</b>			<b>134</b>	<b>63</b>		<b>2</b>	<b>8</b>	<b>16</b>	<b>3</b>	<b>56</b>		<b>528</b>

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## 2011 MH Total Unit Sales by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under			2		2	2		1		5			2		14
30,000 - 39,999			3		2			1		10	1		3		20
40,000 - 49,999									1	9	1				11
50,000 - 59,999			4				1	1		8					14
60,000 - 69,999			2							7					9
70,000 - 79,999			3							3					6
80,000 - 89,999										4	1				5
90,000 - 99,999															
100,000 - 119,999			1							4					5
120,000 - 139,999			1							1					2
140,000 - 159,999															
160,000 - 179,999															
180,000 - 199,999															
200,000 - 249,999															
250,000 - 299,999															
300,000 - 399,999															
400,000 - 499,999															
500,000 - 749,999															
750,000 - 999,999															
1,000,000 +															
<b>ALL Price Ranges</b>			16		4	2	1	3	1	51	3		5		86

## 2011 MSFR Total Unit Sales by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under			8		9	1		15	8	12	25	2	4	11	95
30,000 - 39,999			19		18	5	1	21	8	24	13	5	9	12	135
40,000 - 49,999			10	1	13	1		10	9	21	1	7	9	5	87
50,000 - 59,999			8	1	7	1		2	7	8	2	4	2	5	47
60,000 - 69,999			9		8	1		4	2	6	3	3	1	1	38
70,000 - 79,999			6		5	1		1	5	8	2	2		5	35
80,000 - 89,999			9		3			2	2	5	2	3	1	5	32
90,000 - 99,999			3		4				1	3		3		8	22
100,000 - 119,999			4		4			1	3	10		4		5	31
120,000 - 139,999			11						2	7				1	21
140,000 - 159,999			3	1	1					4		1		1	11
160,000 - 179,999			1		1					1				1	4
180,000 - 199,999			1											1	4
200,000 - 249,999															
250,000 - 299,999															
300,000 - 399,999															
400,000 - 499,999															
500,000 - 749,999															
750,000 - 999,999															
1,000,000 +															
<b>ALL Price Ranges</b>			92	3	73	10	1	56	47	109	48	36	26	61	564

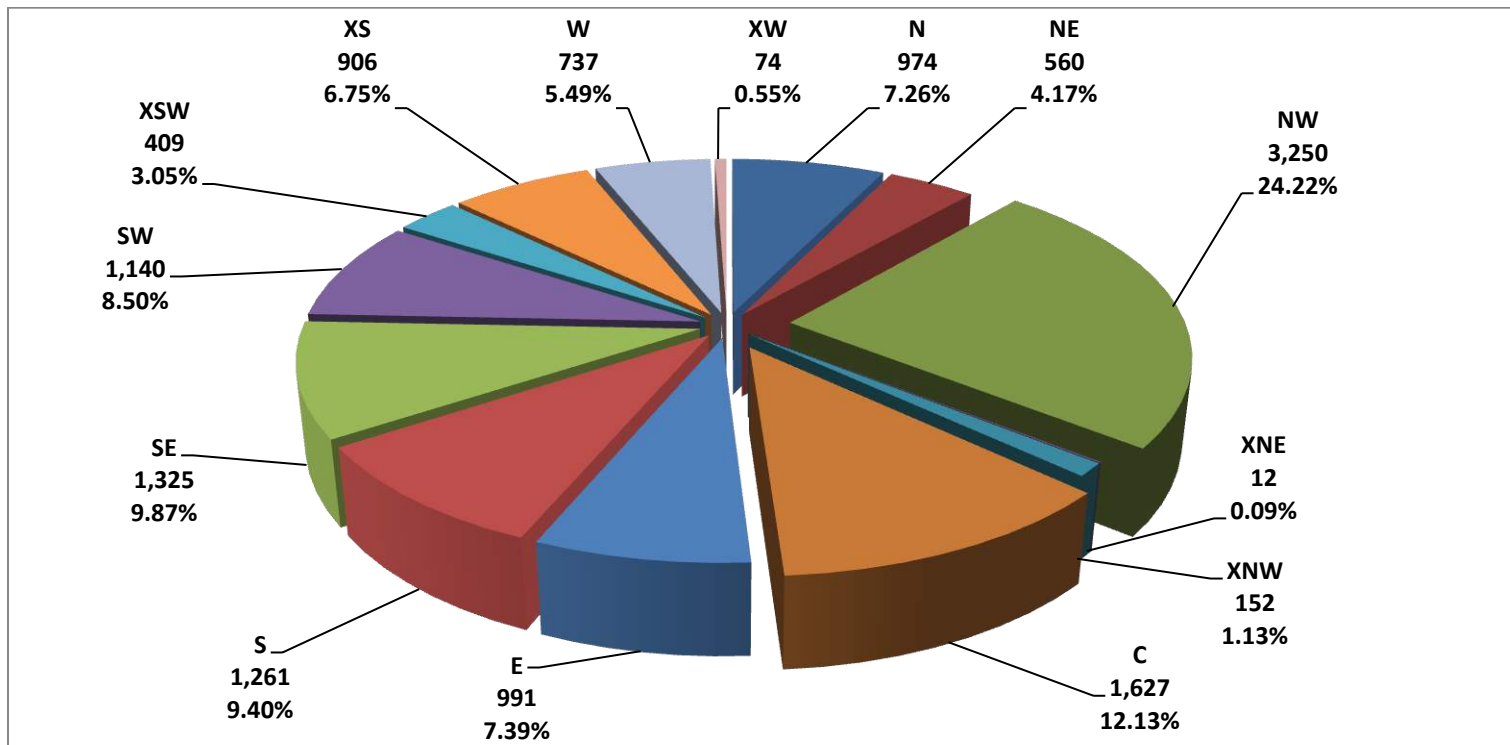
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## 2011 All RESIDENTIAL – Total Unit Sales by Type

	SFR	TH	CND	MH	MSFR	Total
Jan	650	74	56	8	31	819
Feb	773	77	30	7	37	924
Mar	982	107	65	18	57	1,229
Apr	985	126	35	11	52	1,209
May	1,090	114	44	5	59	1,312
Jun	1,154	90	41	9	54	1,348
Jul	991	93	51	2	28	1,165
Aug	973	93	50	3	51	1,170
Sep	967	81	42	3	56	1,149
Oct	861	80	33	6	44	1,024
Nov	871	83	42	7	53	1,056
Dec	839	36	39	7	42	1,013

## 2011 RESIDENTIAL Total Sales Units by Area



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YEAR END 2011 RESIDENTIAL SALES STATISTICS

**All RESIDENTIAL – Avg. Sale Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	172,255	324,186	513,671	810,041	369,826
NE	102,336	229,271	344,225	499,942	263,866
NW	182,123	175,179	238,662	307,299	201,353
XNE	265,800	183,200	53,000	1,180,000	289,833
XNW	52,978	74,594	129,436	232,363	96,935
C	93,524	131,004	198,175	238,832	127,811
E	72,140	121,321	164,087	329,788	130,098
S	40,467	75,116	102,857	120,906	76,971
SE	102,280	119,348	168,323	264,422	138,358
SW	62,237	81,037	104,424	142,283	88,116
XSW	132,076	117,196	114,615	121,633	125,628
XS	137,324	137,121	163,641	207,417	151,789
W	72,377	130,600	217,358	339,855	137,320
XW	63,488	81,943	76,120	-	784,453
<b>Total</b>	<b>119,898</b>	<b>141,256</b>	<b>210,843</b>	<b>361,496</b>	<b>163,527</b>

**All TH – Avg. Sale Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	222,588	239,759	339,583	-	231,414
NE	109,895	140,100	187,375	-	125,527
NW	153,192	155,867	52,000	-	153,194
XNE	-	-	-	-	-
XNW	-	-	-	-	-
C	89,941	115,105	124,000	-	98,336
E	88,896	91,220	-	180,000	90,591
S	42,728	48,466	32,500	-	43,780
SE	55,590	50,359	-	-	53,348
SW	49,689	40,821	24,900	-	47,199
XSW	11,811	100,320	-	-	110,562
XS	117,226	89,446	-	-	114,502
W	57,835	67,337	215,000	-	63,246
XW	-	-	-	-	-
<b>Total</b>	<b>115,159</b>	<b>131,096</b>	<b>178,718</b>	<b>180,000</b>	<b>120,572</b>

**All MH – Avg. Sale Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	-	-	-	-	-
NE	-	-	-	-	-
NW	66,313	50,200	-	58,000	58,744
XNE	-	-	-	-	-
XNW	22,500	32,000	38,000	-	28,750
C	23,250	-	-	-	23,250
E	-	50,000	-	-	50,000
S	32,000	42,000	-	-	38,667
SE	-	43,000	-	-	43,000
SW	54,782	60,983	35,500	-	55,863
XSW	52,433	-	-	-	52,433
XS	-	-	-	-	-
W	28,400	-	-	-	28,400
XW	-	-	-	-	-
<b>Total</b>	<b>51,441</b>	<b>53,842</b>	<b>36,750</b>	<b>58,000</b>	<b>51,845</b>

**All SFR– Avg. Sale Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	293,738	359,559	515,687	810,041	476,793
NE	226,663	248,626	345,912	499,942	308,272
NW	207,158	180,905	241,874	313,135	211,030
XNE	265,800	241,667	-	1,180,000	359,333
XNW	65,155	106,725	189,348	279,000	140,849
C	100,996	133,130	197,530	238,832	136,142
E	96,066	123,932	164,087	335,780	141,536
S	39,513	78,066	105,782	125,129	81,410
SE	129,380	124,819	171,469	264,422	145,725
SW	71,792	85,029	107,169	147,088	95,094
XSW	161,999	142,143	153,250	240,000	154,104
XS	151,928	142,340	166,273	207,136	157,817
W	105,576	142,984	221,009	339,855	162,469
XW	95,633	211,420	100,590	-	142,073
<b>Total</b>	<b>143,217</b>	<b>147,599</b>	<b>216,339</b>	<b>368,824</b>	<b>177,863</b>

**All CND– Avg. Sale Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	107,252	157,900	-	-	112,946
NE	36,097	57,000	-	-	36,818
NW	90,231	149,633	35,250	-	95,365
XNE	-	-	-	-	-
XNW	-	-	-	-	-
C	75,991	119,411	460,000	-	84,689
E	43,541	63,238	-	-	44,791
S	-	-	-	-	-
SE	23,000	31,000	-	-	27,000
SW	36,649	38,500	-	-	36,880
XSW	51,189	-	-	-	51,189
XS	65,167	-	-	-	65,167
W	50,747	73,438	-	-	53,988
XW	-	-	-	-	-
<b>Total</b>	<b>76,543</b>	<b>120,935</b>	<b>176,833</b>	<b>-</b>	<b>81,460</b>

**All MSFR – Avg. Sale Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	-	-	-	-	-
NE	-	-	-	-	-
NW	61,840	68,108	78,870	96,666	69,772
XNE	-	95,500	53,000	-	81,333
XNW	38,380	51,264	65,319	92,450	55,553
C	55,000	42,045	-	-	44,636
E	-	37,000	-	-	37,000
S	36,500	38,765	41,902	44,900	39,522
SE	41,697	56,633	56,651	-	55,366
SW	77,341	59,024	52,613	63,000	63,197
XSW	32,786	36,371	31,402	62,450	35,589
XS	83,038	71,241	68,893	216,000	79,546
W	40,125	40,973	42,900	-	41,065
XW	44,200	66,529	67,381	-	64,894
<b>Total</b>	<b>60,675</b>	<b>55,891</b>	<b>57,901</b>	<b>100,225</b>	<b>57,913</b>

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YEAR END 2011 RESIDENTIAL SALES STATISTICS

**All RESIDENTIAL – Avg. List Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	182,668	344,402	548,415	895,193	396,365
NE	107,721	240,631	364,687	537,251	278,872
NW	192,993	183,212	249,581	322,950	211,137
XNE	284,580	195,580	53,000	1,500,000	329,483
XNW	54,491	79,255	132,737	240,850	101,013
C	99,152	137,505	209,365	270,814	135,089
E	76,070	126,158	170,421	353,476	135,668
S	42,695	76,987	105,469	123,805	79,097
SE	108,062	123,158	173,022	269,392	142,650
SW	66,756	83,681	106,561	145,591	90,861
XSW	140,767	123,909	123,837	125,133	133,721
XS	146,487	142,747	169,912	213,288	158,240
W	76,104	136,763	228,196	365,655	144,137
XW	72,947	85,921	81,768	-	83,452
<b>Total</b>	<b>127,146</b>	<b>147,608</b>	<b>220,710</b>	<b>388,362</b>	<b>171,767</b>

**All TH– Avg. List Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	236,237	255,884	354,633	-	246,069
NE	115,521	148,130	229,000	-	133,039
NW	163,388	1654,336	60,000	-	163,016
XNE	-	-	-	-	-
XNW	-	-	-	-	-
C	95,557	121,821	134,500	-	104,365
E	93,609	100,997	-	197,900	97,125
S	45,165	51,361	27,900	-	46,226
SE	59,300	52,791	-	-	56,511
SW	53,036	41,744	24,900	-	49,946
XSW	118,345	104,360	-	-	116,825
XS	126,863	92,820	-	-	123,525
W	60,058	73,377	240,000	-	67,178
XW	-	-	-	-	-
<b>Total</b>	<b>122,281</b>	<b>139,608</b>	<b>194,882</b>	<b>197,900</b>	<b>128,205</b>

**All MH – Avg. List Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	-	-	-	-	-
NE	-	-	-	-	-
NW	71,100	55,189	-	69,000	64,008
XNE	-	-	-	-	-
XNW	26,913	35,000	49,000	-	34,456
C	28,900	-	-	-	28,900
E	-	50,000	-	-	50,000
S	39,500	44,400	-	-	42,767
SE	-	44,900	-	-	44,900
SW	61,353	67,242	33,900	-	62,200
XSW	54,900	-	-	-	54,900
XS	-	-	-	-	-
W	35,160	-	-	-	35,160
XW	-	-	-	-	-
<b>Total</b>	<b>57,489</b>	<b>58,830</b>	<b>41,450</b>	<b>69,000</b>	<b>57,624</b>

**All SFR– Avg. List Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	314,179	382,048	550,659	895,193	512,227
NE	236,150	260,720	366,146	537,251	325,651
NW	218,476	188,999	252,910	329,128	220,939
XNE	284,580	258,300	-	1,500,000	410,867
XNW	65,028	113,029	192,534	291,983	145,747
C	106,523	139,652	208,570	270,814	143,688
E	100,008	128,466	170,421	359,699	147,177
S	41,656	79,970	108,534	128,189	83,585
SE	136,450	128,603	176,198	269,392	150,058
SW	74,234	87,388	109,225	150,400	97,375
XSW	173,017	150,715	165,215	250,000	164,333
XS	161,367	148,044	172,443	213,881	164,211
W	110,328	149,459	231,938	365,655	170,261
XW	93,967	212,430	113,120	-	146,896
<b>Total</b>	<b>151,272</b>	<b>153,987</b>	<b>226,396</b>	<b>396,484</b>	<b>186,525</b>

**All CND– Avg. List Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	112,925	162,599	-	-	118,509
NE	39,309	59,900	-	-	40,019
NW	101,542	162,200	38,400	-	106,493
XNE	-	-	-	-	-
XNW	-	-	-	-	-
C	81,993	126,622	499,000	-	91,100
E	46,604	69,038	-	-	48,028
S	-	-	-	-	-
SE	24,900	30,000	-	-	27,450
SW	36,147	39,900	-	-	36,616
XSW	56,637	-	-	-	56,637
XS	69,633	-	-	-	69,633
W	54,236	72,420	-	-	56,833
XW	-	-	-	-	-
<b>Total</b>	<b>81,962</b>	<b>126,329</b>	<b>191,933</b>	<b>-</b>	<b>87,460</b>

**All MSFR – Avg. List Price**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	-	-	-	-	-
NE	-	-	-	-	-
NW	68,580	74,305	83,761	96,633	75,641
XNE	-	101,500	53,000	-	85,333
XNW	42,340	54,720	68,386	87,450	58,670
C	57,115	43,643	-	-	46,337
E	-	40,000	-	-	40,000
S	35,200	39,610	41,892	44,900	40,077
SE	42,766	62,322	60,275	-	60,135
SW	84,661	63,555	56,946	66,250	68,443
XSW	33,600	37,607	34,715	62,700	37,285
XS	83,868	76,226	78,822	195,200	83,907
W	46,175	44,770	44,667	-	44,974
XW	60,335	70,860	70,571	-	69,931
<b>Total</b>	<b>66,576</b>	<b>59,914</b>	<b>61,600</b>	<b>96,500</b>	<b>61,964</b>

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YEAR END 2011 RESIDENTIAL SALES STATISTICS

**All RESIDENTIAL – Avg. DOM**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	92	93	105	93	96
NE	91	98	99	85	96
NW	115	77	84	86	87
XNE	98	90	11	212	97
XNW	95	98	81	97	92
C	73	75	72	91	74
E	87	72	73	117	75
S	67	66	70	63	67
SE	101	74	81	56	78
SW	103	81	66	73	79
XSW	106	97	70	90	100
XS	130	84	93	83	95
W	67	73	87	88	75
XW	126	83	82	-	88
<b>Total</b>	<b>94</b>	<b>78</b>	<b>82</b>	<b>85</b>	<b>82</b>

**All TH – Avg. DOM**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	80	98	43	-	86
NE	97	67	213	-	86
NW	120	81	81	-	112
XNE	-	-	-	-	-
XNW	-	-	-	-	-
C	79	100	90	-	86
E	91	92	-	45	91
S	64	62	13	-	63
SE	90	56	-	-	75
SW	87	45	12	-	76
XSW	120	121	-	-	120
XS	132	79	-	-	127
W	52	91	19	-	67
XW	-	-	-	-	-
<b>Total</b>	<b>94</b>	<b>85</b>	<b>78</b>	<b>45</b>	<b>91</b>

**All MH – Avg. DOM**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	-	-	-	-	-
NE	-	-	-	-	-
NW	228	212	-	265	223
XNE	-	-	-	-	-
XNW	107	10	1,016	-	310
C	124	-	-	-	124
E	-	3	-	-	3
S	64	50	-	-	55
SE	-	34	-	-	34
SW	155	109	9	-	140
XSW	63	-	-	-	63
XS	-	-	-	-	-
W	127	-	-	-	127
XW	-	-	-	-	-
<b>Total</b>	<b>153</b>	<b>122</b>	<b>513</b>	<b>265</b>	<b>154</b>

**All SFR – Avg. DOM**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	96	90	105	93	97
NE	128	105	97	85	101
NW	110	77	83	84	84
XNE	98	91	-	212	108
XNW	94	127	57	87	96
C	72	73	72	91	73
E	80	70	73	119	73
S	69	66	69	66	67
SE	110	74	81	56	78
SW	69	78	64	75	72
XSW	106	97	68	170	99
XS	132	85	92	83	93
W	73	75	88	88	78
XW	58	145	66	-	95
<b>Total</b>	<b>93</b>	<b>77</b>	<b>82</b>	<b>85</b>	<b>81</b>

**All CND – Avg. DOM**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	100	126	-	-	103
NE	64	1	-	-	62
NW	124	81	56	-	115
XNE	-	-	-	-	-
XNW	-	-	-	-	-
C	71	97	3	-	74
E	84	99	-	-	85
S	-	-	-	-	-
SE	50	55	-	-	53
SW	103	9	-	-	92
XSW	71	-	-	-	71
XS	107	-	-	-	107
W	71	27	-	-	65
XW	-	-	-	-	-
<b>Total</b>	<b>87</b>	<b>91</b>	<b>38</b>	<b>-</b>	<b>87</b>

**All MSFR – Avg. DOM**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	-	-	-	-	-
NE	-	-	-	-	-
NW	148	70	132	164	96
XNE	-	87	11	-	62
XNW	94	79	63	127	76
C	37	67	-	-	61
E	-	135	-	-	135
S	23	64	90	18	68
SE	48	78	86	-	78
SW	118	107	106	35	109
XSW	56	85	76	50	77
XS	84	77	101	92	84
W	56	39	50	-	43
XW	166	76	87	-	86
<b>Total</b>	<b>107</b>	<b>78</b>	<b>89</b>	<b>93</b>	<b>85</b>

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## 2011 Residential Avg. DOM by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	Total
29,999 or under		87	111		83	79	101	60	97	77	81	152	56	78	74
30,000 - 39,999	93	58	55	71	116	56	66	64	60	84	40	99	79	56	69
40,000 - 49,999	94	73	71	106	44	72	71	66	81	91	80	83	76	74	75
50,000 - 59,999	51	13	148	11	91	73	69	64	83	79	67	71	77	79	77
60,000 - 69,999	53	64	107		80	80	65	75	63	84	99	87	63	365	78
70,000 - 79,999	187	111	97		51	82	71	63	81	79	76	95	80	118	79
80,000 - 89,999	78	81	83		138	72	63	67	82	76	150	91	67	109	78
90,000 - 99,999	79	33	73		38	64	72	59	84	72	123	97	63	80	73
100,000 - 119,999	55	57	73		49	79	82	68	69	77	92	72	60	90	73
120,000 - 139,999	105	106	70		172	68	70	62	71	79	103	78	66	59	74
140,000 - 159,999	138	105	75	73	176	69	70	120	66	77	115	98	67	139	82
160,000 - 179,999	127	80	88		83	83	83	69	83	70	118	106	94	86	88
180,000 - 199,999	145	108	101		114	91	86	48	106	28	67	138	67	115	100
200,000 - 249,999	89	107	89	159		67	80	106	93	95	144	90	69	103	90
250,000 - 299,999	92	68	93	111	171	89	64	29	84	113	92	128	116		91
300,000 - 399,999	78	124	100	86	47	80	76		85	519	86	113	92		94
400,000 - 499,999	83	92	118			77	193		95	185	66	226	117	92	105
500,000 - 749,999	123	114	123			115	71		83		196	62	96		119
750,000 - 999,999	101	91	97			35	45		4			630	136		101
1,000,000 and Over	100	78	122	212			149								108
ALL Price Ranges	96	96	87	97	92	74	75	67	78	79	100	95	75	88	82

## 2011 SFR Avg. DOM by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	Total
29,999 or under					24	70		62	231	101	63	161	58		68
30,000 - 39,999			24	71	44	58	66	65	28	68	71	125	114	150	66
40,000 - 49,999			86		20	69	66	64	87	69	81	135	94		72
50,000 - 59,999			109		72	67	63	60	85	67	94	37	84		71
60,000 - 69,999	109		91		62	81	53	75	61	82	104	98	71		76
70,000 - 79,999	93		91		3	79	62	65	83	71	41	87	67	87	72
80,000 - 89,999	97	113	76		174	68	62	68	81	67	96	96	74	106	73
90,000 - 99,999	43		65		82	64	63	66	81	70	111	93	68	7	71
100,000 - 119,999	60	28	68		50	82	82	67	69	72	96	72	61	115	72
120,000 - 139,999	61	84	66		172	57	67	62	70	77	100	74	63	75	69
140,000 - 159,999	105	115	73	78	202	68	71	120	66	57	97	96	67	14	78
160,000 - 179,999	85	84	87		73	83	81	69	83	70	123	100	94		86
180,000 - 199,999	111	111	87			92	87	48	106	28	69	137	68		93
200,000 - 249,999	97	107	87	159	114	66	79	106	93	95	146	89	71	103	89
250,000 - 299,999	97	68	93	111	171	87	64	29	84	113	73	128	116		91
300,000 - 399,999	80	124	99	86	47	81	76		85	519	86	113	92		95
400,000 - 499,999	83	92	118			83	193		95	185	66	206	117	92	106
500,000 - 749,999	123	114	123			115	71		83		196	62	96		119
750,000 - 999,999	101	91	97			35	45		4			630	136		101
1,000,000 and Over	100	78	122	212			149								108
ALL Price Ranges	97	101	84	108	96	73	73	67	78	72	99	93	78	95	81

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## 2011 TH Avg. DOM by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	Total
29,999 or under		110				44		57	83	48			34		55
30,000 - 39,999		52	55			60	65	51	55	53	16	67	43		53
40,000 - 49,999		80	74			96	64	86	77	65	67	119	74		80
50,000 - 59,999	162	24	81			97	97	78	97	91	69	98	71		84
60,000 - 69,999	40	78	99			80	117	68	58	69	100	73	58		79
70,000 - 79,999		137	64			139	90	45	85	93	74	136	77		90
80,000 - 89,999	89	83	79			100	66			205	240	72	84		115
90,000 - 99,999		33	97			55	119		57		6	150	96		93
100,000 - 119,999	62	65	95			77	80	56	95		85	144	40		81
120,000 - 139,999	80	115	103			123	110				110	127	268		109
140,000 - 159,999	102	90	74			58	16		90		189	171	76		96
160,000 - 179,999	119	61	79			64	150				29	217			101
180,000 - 199,999	127	87	261			74	45				10		58		169
200,000 - 249,999	78	98	113			79	127				129	39	19		90
250,000 - 299,999	84		85			268					170				99
300,000 - 399,999	71		132												77
400,000 - 499,999	73											352			129
500,000 - 749,999	118														118
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>	<b>86</b>	<b>86</b>	<b>112</b>			<b>86</b>	<b>91</b>	<b>63</b>	<b>75</b>	<b>76</b>	<b>120</b>	<b>127</b>	<b>67</b>		<b>91</b>

## 2011 CND Avg. DOM by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	Total
29,999 or under		85	63			99	101		50	96	75	267	72		89
30,000 - 39,999	93	59	49			49	62		55	9			47		53
40,000 - 49,999	94	54	42			70	78			218	84		73		77
50,000 - 59,999	42	1	188			90	73				65	31	13		68
60,000 - 69,999	52	26				79	79				87		42		62
70,000 - 79,999	200	32	173			70	107						121		116
80,000 - 89,999	76	8	217			52	116			23			36		68
90,000 - 99,999	86		119			68	92				6		12		78
100,000 - 119,999	52		111			55	161				56	22			65
120,000 - 139,999	125		151			86									119
140,000 - 159,999	180		140			125									165
160,000 - 179,999	221		190			164									204
180,000 - 199,999	311		127												250
200,000 - 249,999	72														72
250,000 - 299,999	59					52									57
300,000 - 399,999	2					51									27
400,000 - 499,999						26									26
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>	<b>103</b>	<b>62</b>	<b>115</b>			<b>74</b>	<b>85</b>		<b>53</b>	<b>92</b>	<b>71</b>	<b>107</b>	<b>65</b>		<b>87</b>

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## 2011 MH Avg. DOM by Price and Area

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	Total
29,999 or under			464		107	124		36		78			17		132
30,000 - 39,999			68		513			64		151			201		171
40,000 - 49,999									34	235	25				197
50,000 - 59,999			308				3	64		168					189
60,000 - 69,999			332							118					166
70,000 - 79,999			141							107					124
80,000 - 89,999										116	156				124
90,000 - 99,999															
100,000 - 119,999			101							42					54
120,000 - 139,999			21							12					17
140,000 - 159,999															
160,000 - 179,999															
180,000 - 199,999															
200,000 - 249,999															
250,000 - 299,999															
300,000 - 399,999															
400,000 - 499,999															
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>			223		310	124	3	55	34	140	63		127		154

## 2011 MSFR Avg. DOM by Price and Area

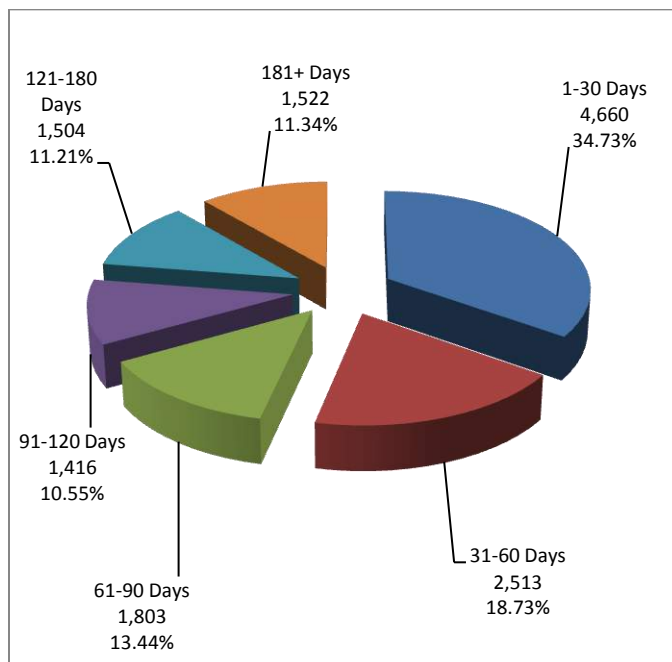
	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	Total
29,999 or under			72		97	119		56	81	79	84	86	70	78	78
30,000 - 39,999			58		88	40	135	67	84	95	42	95	38	48	69
40,000 - 49,999			68	106	45	67		73	72	67	144	48	32	74	62
50,000 - 59,999			131	11	97	181		68	51	75	40	71	77	79	83
60,000 - 69,999			126		91	6		91	120	78	887	83	34	365	101
70,000 - 79,999			123		61	35		11	54	179	211	52		118	111
80,000 - 89,999			107		91			28	102	210	70	56	7	110	106
90,000 - 99,999			147		51				121	117		178		90	108
100,000 - 119,999					56				134	130		10		114	108
120,000 - 139,999			91						171	104				43	101
140,000 - 159,999			114	68	21					224		16		264	146
160,000 - 179,999			155		122					92				86	114
180,000 - 199,999			108									137		115	124
200,000 - 249,999												207			207
250,000 - 299,999															
300,000 - 399,999															
400,000 - 499,999															
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>			96	62	76	61	135	68	78	109	77	84	43	86	85

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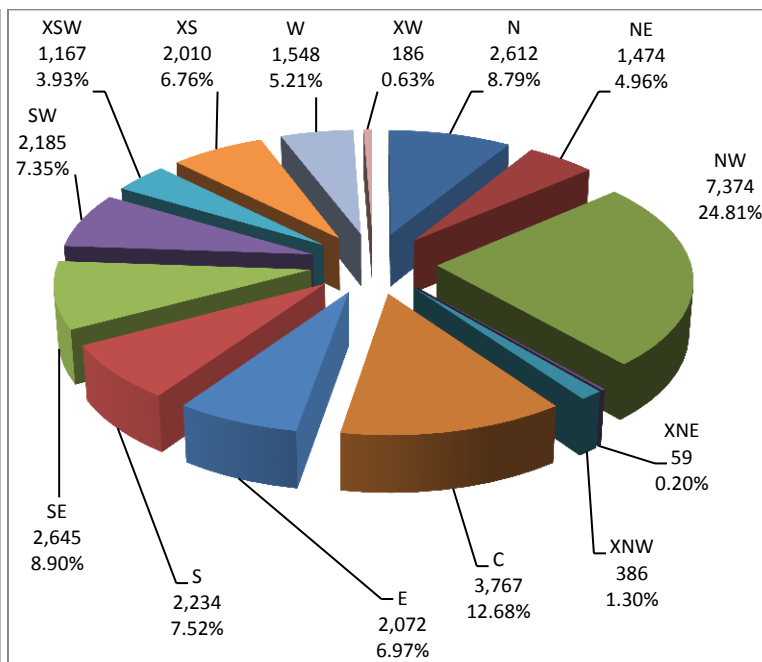
**All RESIDENTIAL Avg. % - SP/LP**

	SFR	TH	CND	MH	MSFR
N	93.08%	94.04%	95.31%	-	-
NE	94.66%	94.35%	92%	-	-
NW	95.52%	93.97%	90%	91.78%	92.24%
XNE	87.46%	-	-	-	95.31%
XNW	96.82%	-	-	83.44%	94.69%
C	94.75%	94.22%	92.96%	80.45%	96.33%
E	96.17%	93.27%	93.26%	100%	92.5%
S	97.40%	94.71%	-	90.41%	98.62%
SE	97.11%	94.40%	98.36%	95.77%	92.07%
SW	97.66%	94.50%	100.72%	89.81%	92.34%
XSW	93.78%	94.64%	90.38%	95.51%	95.45%
XS	96.11%	92.70%	93.59%	-	94.80%
W	95.42%	94.15%	94.99%	80.77%	91.31%
XW	96.72%	-	-	-	92.80%
ALL	95.36%	94.05%	93.74%	89.97%	93.46%

**All RESIDENTIAL - Days on Market**



**Total Listings By Area**



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**All RESIDENTIAL – Total Listings**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	717	870	728	297	2,612
NE	204	586	508	176	1,474
NW	1,744	3,188	2,045	397	7,374
XNE	21	31	4	3	59
XNW	50	213	107	16	386
C	1,274	1,891	479	123	3,767
E	360	1,142	507	63	2,072
S	374	1,277	546	37	2,234
SE	244	1,453	855	93	2,645
SW	384	1,093	635	73	2,185
XSW	693	352	110	12	1,167
XS	454	785	637	134	2,010
W	355	783	362	48	1,548
XW	21	111	49	5	186
<b>Total</b>	<b>6,895</b>	<b>13,775</b>	<b>7,572</b>	<b>1,477</b>	<b>29,719</b>

**All CND – Total Listings**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	363	69			432
NE	61	2	1		64
NW	116	22	2		140
XNE					
XNW					
C	313	61	3		374
E	165	14	1		180
S					
SE	2	2	1		5
SW	11	3			14
XSW	52				52
XS	8				8
W	95	15			110
XW					
<b>Total</b>	<b>1,186</b>	<b>188</b>	<b>8</b>		<b>1,382</b>

**All SFR – Total Listings**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	104	631	719	297	1,751
NE	37	478	500	176	1,191
NW	1,146	2,872	1,998	387	6,403
XNE	21	29	3	3	56
XNW	26	78	55	9	168
C	704	1,665	467	123	2,959
E	60	1,046	505	59	1,670
S	256	1,166	518	36	1,976
SE	172	1,328	823	91	2,414
SW	107	895	594	67	1,663
XSW	374	252	74	9	709
XS	273	715	611	129	1,728
W	132	675	353	48	1,208
XW	11	19	20	3	53
<b>Total</b>	<b>3,423</b>	<b>11,849</b>	<b>7,240</b>	<b>1,438</b>	<b>23,949</b>

**All MH – Total Listings**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N					
NE					
NW	19	11	4	1	35
XNE					
XNW	2	8	1		11
C	3	1			4
E		1			1
S	3	3	1		7
SE		3			3
SW	109	32	4		145
XSW	10	9			19
XS	3	1	1		5
W	6		1		7
XW	2	3	1		6
<b>Total</b>	<b>157</b>	<b>72</b>	<b>13</b>	<b>1</b>	<b>243</b>

**All TH – Total Listings**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N	250	170	9		429
NE	106	106	7		219
NW	404	100	2	2	508
XNE					
XNW					
C	249	146	9		404
E	135	79	1	4	219
S	110	29	3		142
SE	64	40	1		105
SW	54	15	1		70
XSW	228	19			247
XS	154	13			167
W	112	59	1		172
XW					
<b>Total</b>	<b>1,866</b>	<b>776</b>	<b>34</b>	<b>6</b>	<b>2,682</b>

**All MSFR – Total Listings**

	0-2 BR	3 BR	4 BR	5+ BR	ALL BR
N					
NE					
NW	59	183	39	7	288
XNE		2	1		3
XNW	22	127	51	7	207
C	5	19			23
E		2			2
S	5	79	24	1	109
SE	6	80	30	2	118
SW	103	148	36	6	293
XSW	29	72	36	3	140
XS	16	56	25	5	102
W	10	34	7		51
XW	8	89	28	2	127
<b>Total</b>	<b>263</b>	<b>890</b>	<b>277</b>	<b>33</b>	<b>1,463</b>

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## 2011 All RESIDENTIAL – Total Listings by Price and Area (1/1/11- 12/31/11)

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	All Areas
29,999 or under		13	22	2	19	58	26	146	14	44	33	4	37	7	425
30,000 - 39,999	1	8	30	1	19	125	33	154	26	72	16	7	55	17	564
40,000 - 49,999	3	14	38		29	156	52	125	60	80	37	10	70	10	684
50,000 - 59,999	12	12	42	1	14	144	65	132	70	124	27	19	54	6	722
60,000 - 69,999	25	8	71		19	171	66	165	86	124	41	16	66	8	866
70,000 - 79,999	8	3	78		11	140	74	171	78	186	35	34	77	7	902
80,000 - 89,999	18	13	119		12	146	110	155	90	192	31	48	60	11	1,005
90,000 - 99,999	20	4	149		20	158	80	154	138	131	39	69	42	13	1,017
100,000 - 119,999	71	29	384		23	258	189	191	276	190	100	210	96	10	2,027
120,000 - 139,999	41	45	539		21	230	221	72	257	143	70	180	95	16	1,930
140,000 - 159,999	45	41	455		10	212	163	38	169	65	63	170	69	4	1,504
160,000 - 179,999	76	69	415	2	11	142	123	43	144	42	46	146	42	2	1,303
180,000 - 199,999	52	68	369	1	8	123	88	23	95	29	41	97	45	5	1,044
200,000 - 249,999	158	133	724		8	197	86	21	139	27	57	140	55	3	1,748
250,000 - 299,999	181	131	467	3	4	123	27	8	90	15	60	68	57	1	1,235
300,000 - 399,999	277	136	442	8	19	107	31	1	83	15	45	74	81	2	1,321
400,000 - 499,999	188	93	213	6	4	68	14		24	7	10	26	41	3	697
500,000 - 749,999	234	104	212	16	2	42	11	1	25		6	12	37	1	703
750,000 - 999,999	113	48	78	1		16	5		3		1	3	9	3	279
1,000,000 and Over	155	34	81	4		5	1		4			1	2	1	288
All Price Ranges	1,678	1,006	4,928	45	253	2,621	1,465	1,600	1,871	1,486	758	1,334	1,090	129	20,264

## 2011 All SFR – Total Listings by Price and Area (1/1/11- 12/31/11)

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under			1	2	6	27	2	106		7	4	2	13		170
30,000 - 39,999			4	1	2	80	7	117	8	28		3	18		268
40,000 - 49,999			7		7	115	12	105	28	44	6	2	28		354
50,000 - 59,999						111	38	102	50	91	4	3	31	1	452
60,000 - 69,999	1	1	38		4	125	48	137	69	95	7	3	35	1	564
70,000 - 79,999	1		52		2	108	58	163	65	155	14	17	46	1	682
80,000 - 89,999	2	2	91		4	111	78	147	83	168	12	40	42	3	783
90,000 - 99,999	2		112		8	106	62	152	129	114	22	53	30	4	794
100,000 - 119,999	3	11	331		13	187	154	188	262	169	65	180	90	5	1,658
120,000 - 139,999	2	17	449		16	166	198	71	249	115	39	152	90	5	1,569
140,000 - 159,999	7	28	403		6	168	158	38	164	51	49	156	67	2	1,297
160,000 - 179,999	10	50	365	2	6	131	116	43	143	40	34	140	42	1	1,123
180,000 - 199,999	28	54	325	1	8	108	85	23	92	25	36	89	43	3	920
200,000 - 249,999	73	121	643		6	179	85	21	136	23	51	129	52	2	1,521
250,000 - 299,999	132	126	436	3	3	121	27	8	90	14	50	66	57	1	1,134
300,000 - 399,999	234	132	438	8	18	96	31	1	83	15	42	74	81	2	1,255
400,000 - 499,999	165	93	210	6	4	61	14		24	7	10	26	41	3	664
500,000 - 749,999	219	104	212	16	2	42	11	1	25		6	12	37	1	688
750,000 - 999,999	113	48	78	1		16	5		3		1	3	9	2	279
1,000,000 and Over	155	33	81	4		5	1		4			1	2	1	287
ALL Price Ranges	1,147	820	4,297	44	115	2,063	1,190	1,423	1,707	1,161	452	1,151	854	38	16,462

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## 2011 All TH – Total Listings by Price and Area (1/1/11- 12/31/11)

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under						6		26	7	13			7		59
30,000 - 39,999		2	1			10	5	14	9	6	1		10		58
40,000 - 49,999		8	1			14	9	13	20	9	2	2	23		101
50,000 - 59,999		3	2			13	8	22	10	3	3	7	20		91
60,000 - 69,999	3		4			16	7	20	9	5	14	9	22		109
70,000 - 79,999	1	1	7			9	8	5	3	4	15	11	15		79
80,000 - 89,999	1	8	6			17	24	3	2	5	13	4	5		88
90,000 - 99,999	1	4	17			32	16		4	1	12	12	7		106
100,000 - 119,999	7	18	27			47	34	1	2	1	32	14	5		188
120,000 - 139,999	15	28	51			42	22		1	6	25	17	4		211
140,000 - 159,999	15	13	33			30	5		2		13	11	1		123
160,000 - 179,999	28	19	34			7	7		1		11	4			111
180,000 - 199,999	15	14	34			8	3		3		4	4	2		87
200,000 - 249,999	62	12	74			17	1		2		6	9	3		186
250,000 - 299,999	42	5	30			1					10	2			90
300,000 - 399,999	43	4	4			6					1				58
400,000 - 499,999	23		3			1									27
500,000 - 749,999	15														15
750,000 - 999,999															
1,000,000 and Over		1													1
<b>ALL Price Ranges</b>	<b>271</b>	<b>140</b>	<b>328</b>			<b>276</b>	<b>149</b>	<b>104</b>	<b>75</b>	<b>53</b>	<b>162</b>	<b>106</b>	<b>124</b>		<b>1,788</b>

## 2011 All CND – Total Listings by Price and Area (1/1/11- 12/31/11)

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under		13	13			22	24		1	6	1		13		93
30,000 - 39,999	1	6	7			31	21		1	5	2		16		90
40,000 - 49,999	3	6	6			26	29				15	1	6		92
50,000 - 59,999	12	9	1			17	18				11	1			69
60,000 - 69,999	21	7	2			29	11				8		6		84
70,000 - 79,999	6	2	3			20	8				1	1	13		54
80,000 - 89,999	15	3	5			18	8			1			9		59
90,000 - 99,999	17		3			20	2				1		3		46
100,000 - 119,999	61		10			24	1					2			98
120,000 - 139,999	24		13			22	1				1				61
140,000 - 159,999	23		5			14			1						43
160,000 - 179,999	38		8			4									50
180,000 - 199,999	9		7			7									23
200,000 - 249,999	23		1			1									25
250,000 - 299,999	7		1			1									9
300,000 - 399,999						5									5
400,000 - 499,999						6									6
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>	<b>260</b>	<b>46</b>	<b>85</b>			<b>267</b>	<b>123</b>		<b>3</b>	<b>12</b>	<b>40</b>	<b>5</b>	<b>66</b>		<b>907</b>

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## 2011 All MSFR – Total Listings by Price and Area (1/1/11- 12/31/11)

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under			6		12	1		14	6	14	24	2	2	7	88
30,000 - 39,999			15		16	4		21	8	22	12	4	9	15	126
40,000 - 49,999			20		19	1	2	6	10	20	10	5	12	10	115
50,000 - 59,999			16	1	13	3		8	10	17	9	8	3	4	92
60,000 - 69,999			20		15	1		7	8	16	12	4	3	7	93
70,000 - 79,999			15		8	3		3	10	20	4	5	3	6	77
80,000 - 89,999			16		8			4	5	14	6	4	4	7	68
90,000 - 99,999			16		12			2	5	11	4	4	2	9	65
100,000 - 119,999			16		10			2	11	10	3	13	1	5	71
120,000 - 139,999			24		5			1	7	18	5	11	1	11	83
140,000 - 159,999			14		4				2	13		3	1	2	39
160,000 - 179,999			8		5					2	1	2			18
180,000 - 199,999			3		2					4	1	4		2	16
200,000 - 249,999			6						1	4		1		1	13
250,000 - 299,999					1					1					2
300,000 - 399,999					1						2				3
400,000 - 499,999															
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>			195	1	131	13	2	68	83	186	93	70	41	86	969

## 2011 All MH – Total Listings by Price and Area (1/1/11- 12/31/11)

	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under			2		1	2				4	4		2		15
30,000 - 39,999			3		1			2		11	1		2	2	22
40,000 - 49,999			4		3			1	2	7	4		1		22
50,000 - 59,999			2		1		1			13				1	18
60,000 - 69,999			7					1		8					16
70,000 - 79,999			1		1					7	1				10
80,000 - 89,999			1					1		4				1	7
90,000 - 99,999			1							5					6
100,000 - 119,999									1	10		1			12
120,000 - 139,999			2							4					6
140,000 - 159,999										1	1				2
160,000 - 179,999														1	1
180,000 - 199,999															
200,000 - 249,999												1			1
250,000 - 299,999															
300,000 - 399,999															
400,000 - 499,999															
500,000 - 749,999															
750,000 - 999,999															
1,000,000 and Over															
<b>ALL Price Ranges</b>			23		7	2	1	5	3	74	11	2	5	5	138

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**2011 All RESIDENTIAL - Expired Listings**

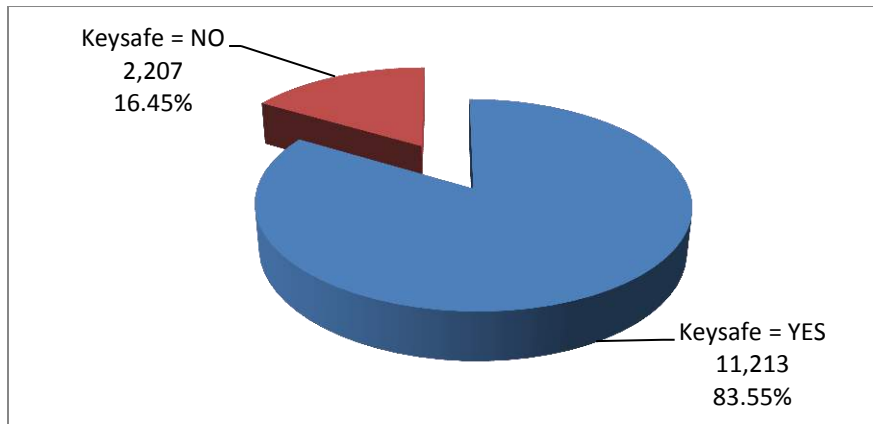
	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under		1	2	1	1	9	1	5		5	2	2	3	1	33
30,000 - 39,999			4		1	11	8	9	1	6	3	1	4	1	49
40,000 - 49,999	1	4	7		1	16	7	17	3	7	10	2	11	1	87
50,000 - 59,999		3	7		3	14	8	8	3	15	9	5	9	5	89
60,000 - 69,999	4	1	6		4	28	10	33	7	21	13	4	6		137
70,000 - 79,999			12		4	25	8	20	10	23	15	4	8	4	133
80,000 - 89,999	2	3	12		4	32	15	23	11	19	6	6	10	2	145
90,000 - 99,999		2	10		8	41	13	22	14	18	11	8	12	1	160
100,000 - 119,999	7	5	39		8	53	18	25	32	29	22	23	16	4	281
120,000 - 139,999	13	9	58		5	50	41	16	33	28	19	36	15	3	326
140,000 - 159,999	10	4	44		3	54	26	9	25	15	24	37	10	3	264
160,000 - 179,999	25	15	72		2	43	20	6	32	8	21	33	6	4	287
180,000 - 199,999	17	15	88	1	3	28	22	1	18	6	15	16	9	4	243
200,000 - 249,999	26	21	152		2	54	14	1	30	9	23	21	8		361
250,000 - 299,999	37	22	106		2	37	8	2	16	9	13	24	14		290
300,000 - 399,999	56	34	111	1	4	32	9	1	22	9	21	29	19		348
400,000 - 499,999	45	41	57	4	2	17	5	1	9	3	5	15	11	1	216
500,000 - 749,999	81	40	67	6	2	11	8	1	9		1	8	14		248
750,000 - 999,999	35	14	28			5	1		2		1	1	9		96
1,000,000 and Over	52	11	33	2		1			2			2	4		107
<b>ALL Price Ranges</b>	<b>411</b>	<b>245</b>	<b>915</b>	<b>15</b>	<b>59</b>	<b>561</b>	<b>242</b>	<b>200</b>	<b>279</b>	<b>230</b>	<b>234</b>	<b>277</b>	<b>198</b>	<b>34</b>	<b>3,900</b>

**2011 All RESIDENTIAL - Cancelled Listings**

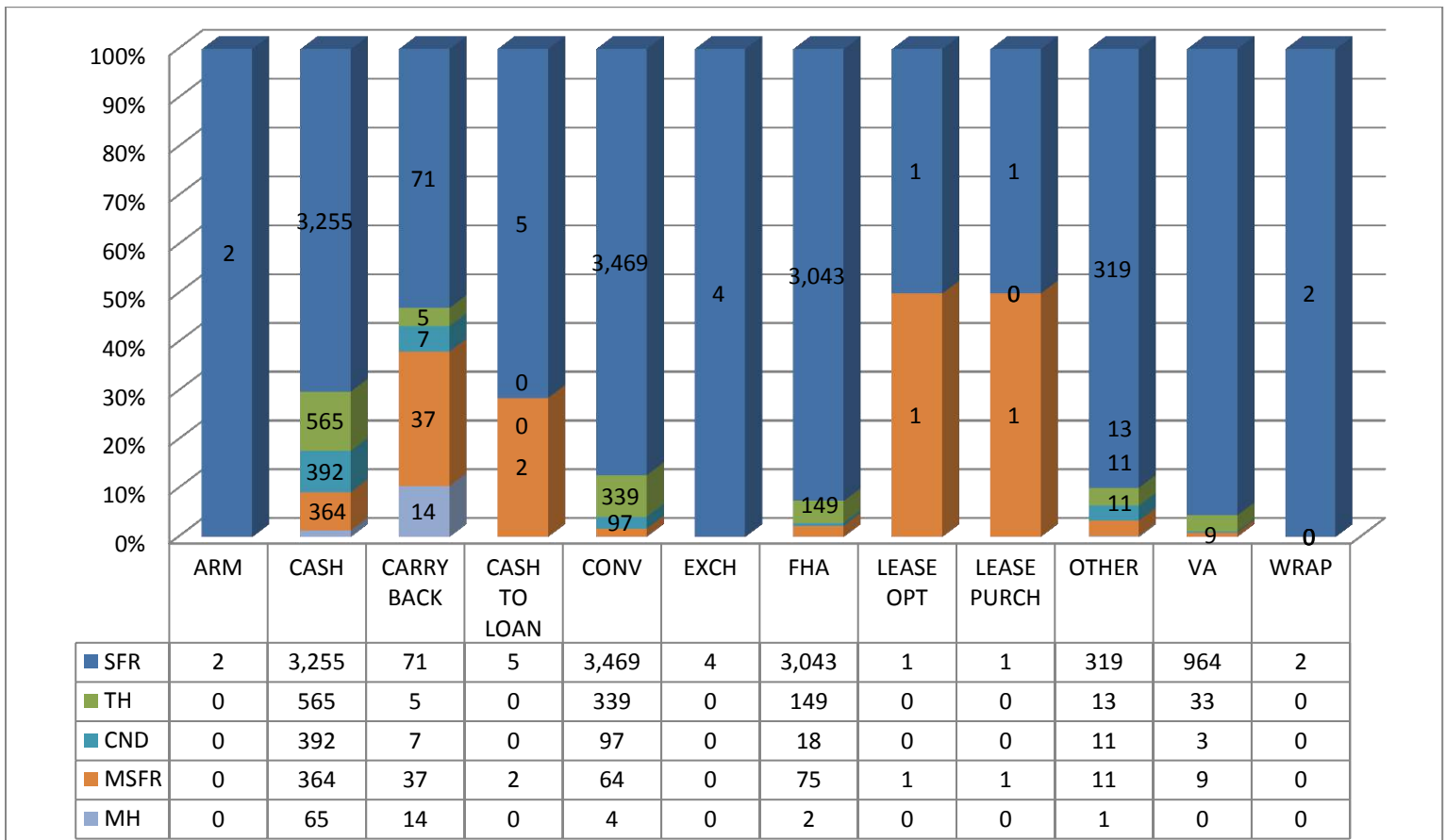
	N	NE	NW	XNE	XNW	C	E	S	SE	SW	XSW	XS	W	XW	ALL Areas
29,999 or under		3	3	1	3	11	3	12		4	7	1	3		51
30,000 - 39,999		1	5		5	16	5	24	2	8	1		8	3	78
40,000 - 49,999	1	3	9		11	29	7	26	7	9	7		16	3	128
50,000 - 59,999	2	4	7		5	25	4	36	10	18	3	3	7	3	127
60,000 - 69,999	7	2	12		1	42	16	35	12	35	9	2	12	1	186
70,000 - 79,999	4	1	18		4	40	19	45	13	31	7	5	17	2	206
80,000 - 89,999	4	4	30		5	47	16	40	21	47	6	6	19	2	247
90,000 - 99,999	4	1	33		5	38	13	41	32	28	9	14	18	6	242
100,000 - 119,999	13	6	77		6	71	42	40	60	39	15	34	28	1	432
120,000 - 139,999	18	8	104		9	69	61	16	63	39	16	34	23	6	466
140,000 - 159,999	15	7	110		8	61	46	5	52	21	17	31	20	1	394
160,000 - 179,999	20	10	107	1	5	50	27	10	35	7	10	22	15		319
180,000 - 199,999	16	16	93		2	56	24	5	21	8	8	22	17	1	289
200,000 - 249,999	55	33	173		2	58	20	6	33	4	12	35	13	1	445
250,000 - 299,999	34	33	123		2	45	12	2	25	5	12	19	12		324
300,000 - 399,999	94	39	138	1	5	46	10		30	6	3	25	27		424
400,000 - 499,999	59	31	63		2	36	4		10	3	6	10	9		233
500,000 - 749,999	73	38	89	6	2	24	4		5	1	1	3	22		268
750,000 - 999,999	45	21	38			3	1		1				5		114
1,000,000 and Over	77	9	43	1		4			7			1	2		144
<b>ALL Price Ranges</b>	<b>541</b>	<b>270</b>	<b>1,275</b>	<b>10</b>	<b>82</b>	<b>771</b>	<b>334</b>	<b>343</b>	<b>439</b>	<b>313</b>	<b>149</b>	<b>267</b>	<b>293</b>	<b>30</b>	<b>5,117</b>

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## 2011 Sold Properties Keysafe Analysis – All Residential



## 2011 All Residential Terms of Sale by Terms and Type



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