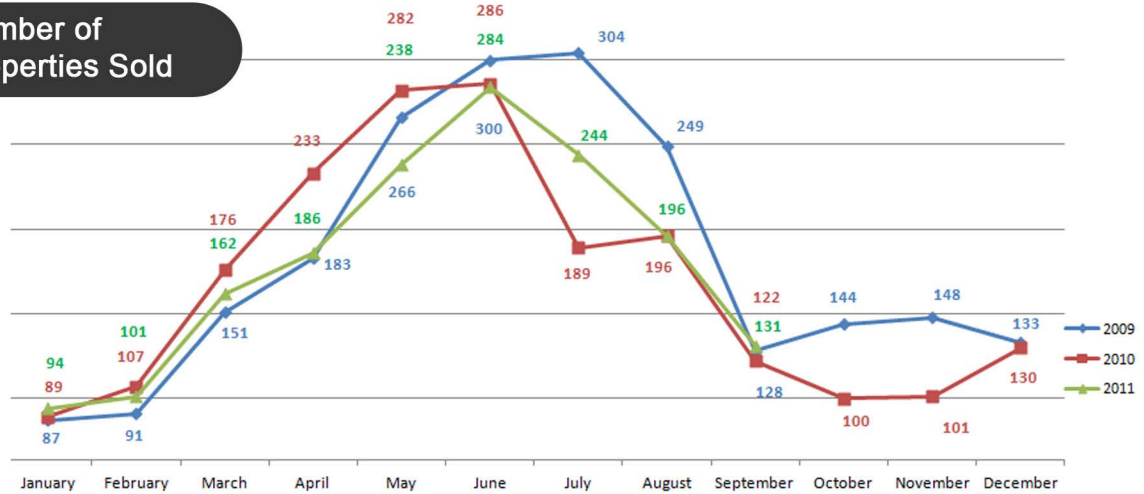


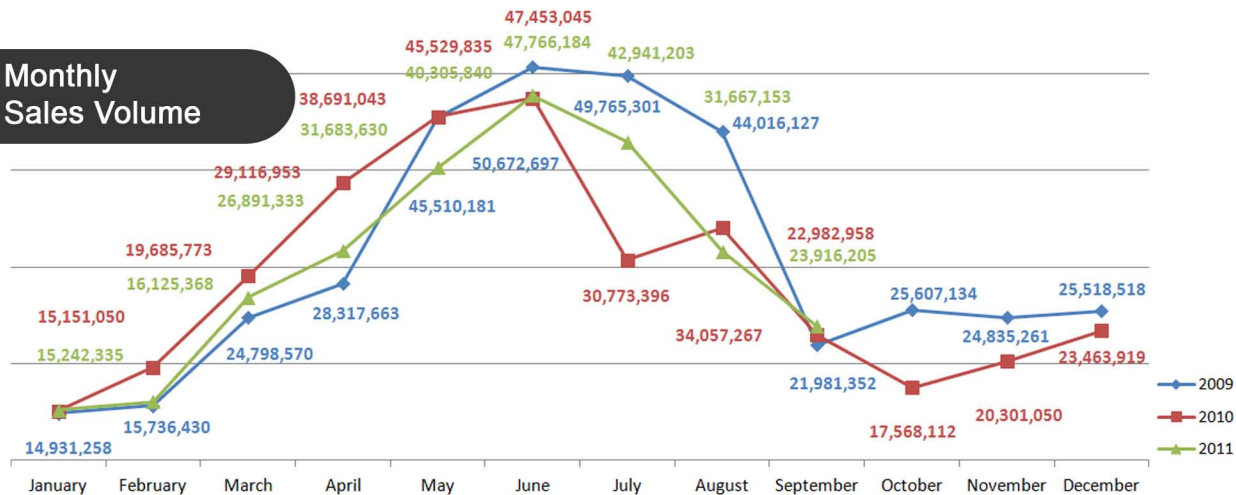
Sales Trend - September Property Sales were 131 properties sold, 33% lower than 196 sales last month. September 2011 sales were at a higher level compared to September of 2010 and 2009. September YTD sales of 1636 are running 44 behind last year's sales of 1680 YTD.

Number of Properties Sold



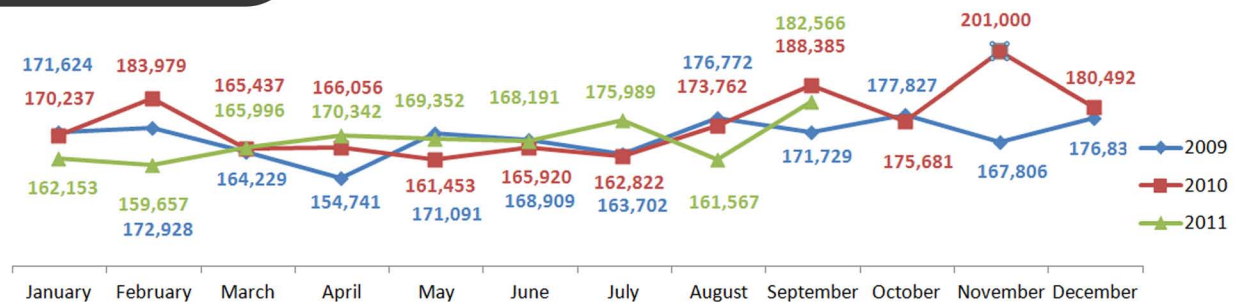
Sales Volume - The Sales volume for September 2011 was \$23,916,205 which is up 4% from September 2010. The total Sales Volume for the year is down 2% from YTD 2010.

Monthly Sales Volume



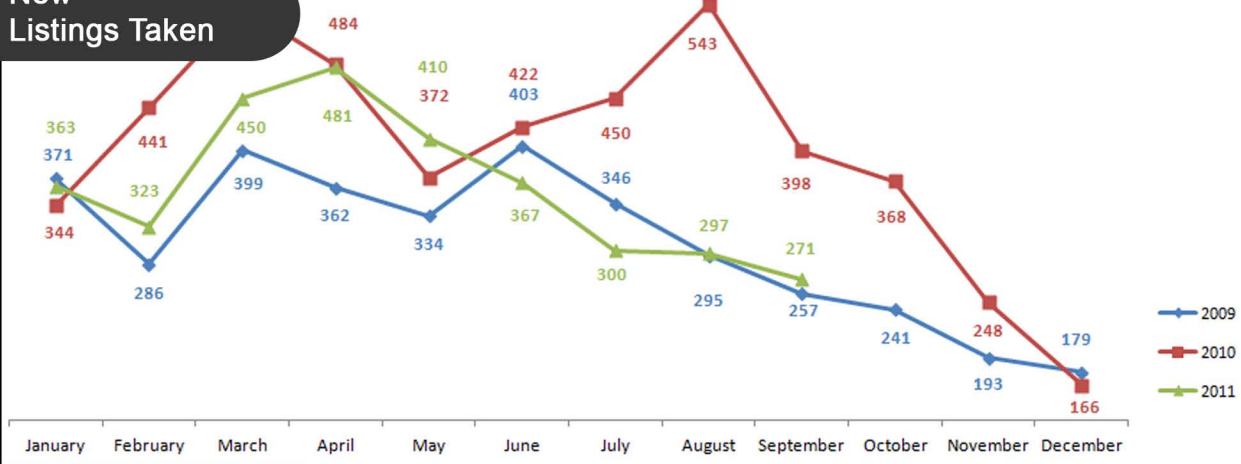
Sales Price - The Average Sales Price for September 2011 is \$182,566, which is a 3% decrease from \$188,385 from September 2010 but a significant increase over 2009. The Average Sales Price is not a terribly important number since just a few sales, high or low, can greatly skew the numbers.

Monthly Average Sales

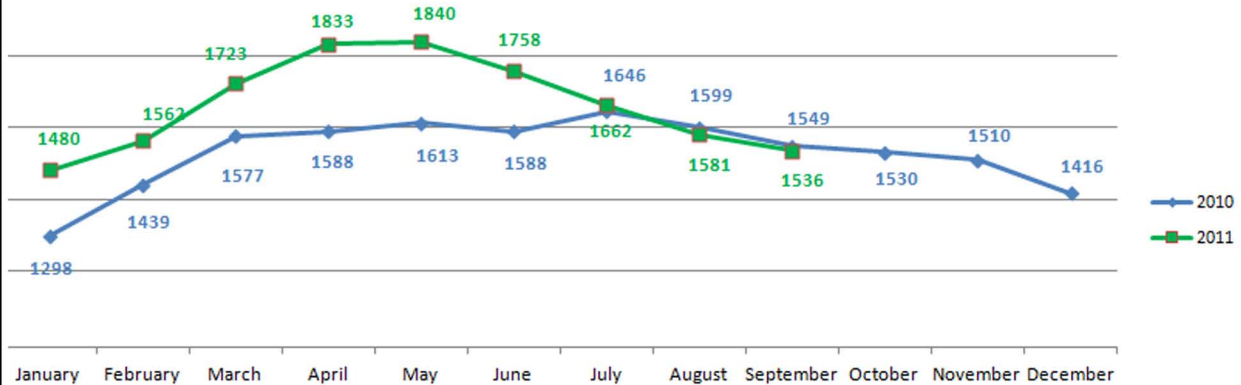


New Listings Taken - The number of New Listings Taken for September 2011 is 271 which is a 32% decrease from September 2010 and a slight increase from September 2009. The number of listings continue to drop each month but the number of properties available shown on the Inventory Trend Report have not.

New Listings Taken

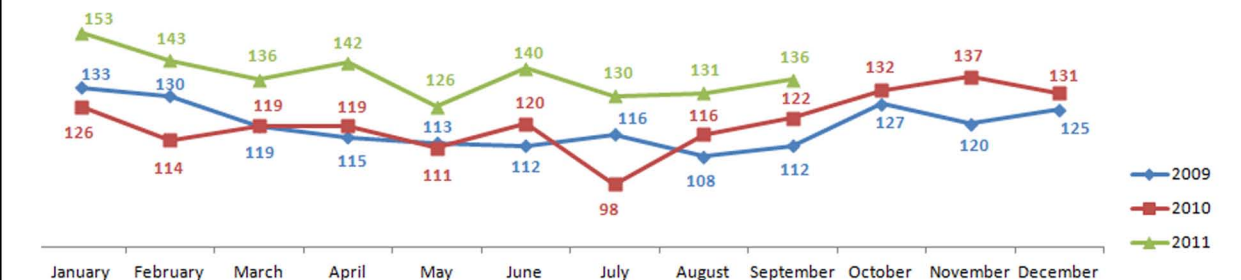


Total Inventory



Inventory and MSI (Monthly Sales Inventory) - The total Inventory of Properties available for sale as of September 2011 was 1,536, down 1% from 1,549 from September 2010 and down 3% from August 2011.

Average Marketing Time - DOM



Market Time - DOM - The Average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a seller's market. The DOM for September was 136, up from 122 days in September 2010 which is an 11% increase.