

2Q 2011 Quarterly Metro Market Profile

Single Family Detached Residences
 PREVIOUS LISTING PERIODS INCLUDED
 2Q ONLY

What's the REAL STORY?

Many times listed properties will have expired or been withdrawn one or more times prior to the listing period in which they sold. Including the original listing prices and cumulative days on market from those previous listing periods, results in a more realistic set of measurements.

Total Closed Listings
 (100%)
 85.7% S/L*
 118 DOM*

* **Medians:** Half are above and half are below

Price Reduced
 (66.9% of Total)
 77.5% S/L*
 205 DOM*

No Price Reduction
 (33.1% of Total)
 97.2% S/L*
 25 DOM*

Previously Listed
 (34.8% of Total)
 70.3% S/L*
 341 DOM*

Not Previously Listed
 (32.1% of Total)
 83.4% S/L*
 105 DOM*

Previously Listed
 (1.1% of Total)
 95.9% S/L*
 214 DOM*

Not Previously Listed
 (31.9% of Total)
 97.3% S/L*
 24 DOM*

Wrong Price/Wrong Agent

Right Agent/Wrong Price

Right Price/Wrong Agent

Right Price/Right Agent

FMLS Data for single family detached residence sales. Data is believed to be accurate, but is not warranted.