

Sales by Area

Fort Collins

Data Excludes Timeshares

Provided by IRES, LLC

Up

2009: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	369	92	16	4	2	26	1	
% Dif Prev Yr	-21%	-27%	45%	-43%	-60%	-49%	N/A	
Sales Volume	\$96,984,385	\$15,070,453	\$6,380,800	\$196,985	\$390,000	\$2,751,186	\$1,100,000	\$1.
% Dif Prev Yr	-27%	-27%	90%	20548%	-93%	-70%	N/A	
Median Price	\$220,000	\$145,000	\$218,300	\$795	\$115,000	\$70,000	\$1,100,000	
% Dif Prev Yr	-4%	0%	-14%	6015%	-85%	-20%	N/A	

2009: Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	654	182	6	3	3	51	3	
% Dif Prev Yr	-18%	-28%	-25%	-50%	-25%	13%	N/A	
YTD	1023	274	22	7	5	77	4	
YTD % Dif Prev Yr	-19%	-28%	16%	-46%	-44%	-20%	N/A	
Sales Volume	\$173,959,979	\$29,654,333	\$1,478,400	\$2,206	\$2,976,390	\$4,985,550	\$1,643,000	\$2
% Dif Prev Yr	-21%	-27%	-47%	-50%	186%	-40%	N/A	
YTD	\$270,944,364	\$44,724,786	\$7,859,200	\$199,191	\$3,366,390	\$7,736,736	\$2,743,000	\$3
YTD % Dif Prev Yr	-23%	-27%	27%	3612%	-47%	-55%	N/A	
Median Price	\$231,000	\$155,000	\$228,400	\$795	\$278,390	\$57,500	\$425,000	
% Dif Prev Yr	-1%	4%	1%	N/A	209%	-30%	N/A	

2009: Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	684	228	4	1	4	41	0	
% Dif Prev Yr	-7%	25%	-50%	-83%	100%	-32%	N/A	
YTD	1707	502	26	8	9	118	4	
YTD % Dif Prev Yr	-15%	-11%	-4%	-58%	-18%	-24%	N/A	
Sales Volume	\$180,480,194	\$36,110,190	\$1,251,450	\$850	\$2,658,879	\$2,827,350	\$0	\$2
% Dif Prev Yr	-12%	22%	-46%	-87%	239%	-60%	N/A	
YTD	\$451,424,558	\$80,834,976	\$9,110,650	\$200,041	\$6,025,269	\$10,564,086	\$2,743,000	\$5
YTD % Dif Prev Yr	-19%	-11%	7%	1572%	-15%	-57%	N/A	
Median Price	\$225,000	\$148,000	\$287,700	\$850	\$375,000	\$47,900	\$0	
% Dif Prev Yr	-4%	-6%	43%	N/A	213%	-7%	N/A	

2009: Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	563	125	7	6	6	42	1	
% Dif Prev Yr	34%	21%	-30%	20%	-25%	14%	N/A	
YTD	2270	627	33	14	15	160	5	
YTD % Dif Prev Yr	-6%	-6%	-11%	-42%	-21%	-17%	N/A	
Sales Volume	\$142,124,736	\$19,803,329	\$2,045,008	\$193,254	\$1,439,000	\$3,957,805	\$500,000	\$1
% Dif Prev Yr	29%	7%	-57%	6251%	-54%	25%	N/A	
YTD	\$593,549,294	\$100,638,305	\$11,155,658	\$393,295	\$7,464,269	\$14,521,891	\$3,243,000	\$7
YTD % Dif Prev Yr	-11%	-8%	-15%	2521%	-27%	-47%	N/A	
Median Price	\$227,000	\$151,000	\$291,000	\$278	\$73,000	\$75,000	\$500,000	
% Dif Prev Yr	-1%	-6%	29%	N/A	-76%	32%	N/A	

2009 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2270	627	33	14	15	160	5	

% Dif Prev Yr	-6%	-6%	-11%	-42%	-21%	-17%	N/A	
Sales Volume	\$593,549,294	\$100,638,305	\$11,155,658	\$393,295	\$7,464,269	\$14,521,891	\$3,243,000	\$7
% Dif Prev Yr	-11%	-8%	-15%	2521%	-27%	-47%	N/A	
Median Price	\$226,000	\$150,000	\$280,508	\$795	\$115,000	\$62,000	\$500,000	
% Dif Prev Yr	-3%	-1%	18%	N/A	-62%	-5%	N/A	

2008: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	468	126	11	7	5	51	0	
% Dif Prev Yr	-14%	-6%	-31%	17%	-71%	13%	N/A	
Sales Volume	\$132,508,135	\$20,639,979	\$3,364,950	\$954	\$5,280,500	\$9,124,611	\$0	\$1
% Dif Prev Yr	-10%	-1%	-64%	4%	-29%	13%	N/A	
Median Price	\$229,900	\$145,000	\$255,000	\$13	\$750,000	\$87,900	\$0	
% Dif Prev Yr	-1%	-6%	15%	-10%	268%	13%	N/A	

2008: Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	798	254	8	6	4	45	0	
% Dif Prev Yr	-13%	2%	-38%	0%	-73%	-43%	-100%	
YTD	1266	380	19	13	9	96	0	
YTD % Dif Prev Yr	-14%	-1%	-34%	8%	-72%	-23%	-100%	
Sales Volume	\$219,603,310	\$40,384,816	\$2,804,000	\$4,412	\$1,040,000	\$8,250,280	\$0	\$2
% Dif Prev Yr	-12%	-9%	-40%	98%	-90%	23%	-100%	
YTD	\$352,111,445	\$61,024,795	\$6,168,950	\$5,366	\$6,320,500	\$17,374,891	\$0	\$4
YTD % Dif Prev Yr	-11%	-7%	-56%	70%	-65%	18%	-100%	
Median Price	\$233,500	\$148,900	\$227,000	\$15	\$90,000	\$82,000	\$0	
% Dif Prev Yr	-1%	-5%	-24%	N/A	-75%	22%	-100%	

2008: Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	735	183	8	6	2	60	0	
% Dif Prev Yr	-14%	-20%	-53%	-14%	-60%	-47%	-100%	
YTD	2001	563	27	19	11	156	0	
YTD % Dif Prev Yr	-14%	-8%	-41%	0%	-70%	-34%	-100%	
Sales Volume	\$204,413,870	\$29,652,528	\$2,319,300	\$6,599	\$785,000	\$6,982,466	\$0	\$2
% Dif Prev Yr	-13%	-23%	-56%	-100%	-64%	-40%	-100%	
YTD	\$556,525,315	\$90,677,323	\$8,488,250	\$11,965	\$7,105,500	\$24,357,357	\$0	\$6
YTD % Dif Prev Yr	-12%	-13%	-56%	-99%	-65%	-7%	-100%	
Median Price	\$235,000	\$156,900	\$200,800	\$1,000	\$120,000	\$51,500	\$0	
% Dif Prev Yr	0%	2%	-18%	N/A	-64%	-36%	-100%	

2008: Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	420	103	10	5	8	37	0	
% Dif Prev Yr	-19%	-13%	25%	-38%	0%	-26%	-100%	
YTD	2421	666	37	24	19	193	0	
YTD % Dif Prev Yr	-15%	-9%	-31%	-11%	-58%	-33%	-100%	
Sales Volume	\$110,111,020	\$18,528,990	\$4,711,500	\$3,043	\$3,124,000	\$3,154,650	\$0	\$1
% Dif Prev Yr	-27%	-17%	75%	-100%	-24%	-55%	-100%	
YTD	\$666,636,335	\$109,206,313	\$13,199,750	\$15,008	\$10,229,500	\$27,512,007	\$0	\$8
YTD % Dif Prev Yr	-15%	-13%	-40%	-100%	-58%	-18%	-100%	
Median Price	\$230,000	\$160,000	\$225,000	\$395	\$300,000	\$57,000	\$0	
% Dif Prev Yr	-4%	4%	-15%	N/A	-47%	-43%	-100%	

2008: TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2421	666	37	24	19	193	0	

% Dif Prev Yr	-15%	-9%	-31%	-11%	-58%	-33%	-100%	
Sales Volume	\$666,636,335	\$109,206,313	\$13,199,750	\$15,008	\$10,229,500	\$27,512,007	\$0	\$8
% Dif Prev Yr	-15%	-13%	-40%	-100%	-58%	-18%	-100%	
Median Price	\$233,000	\$151,000	\$238,000	N/A	\$304,500	\$65,000	\$0	
% Dif Prev Yr	-1%	-3%	-7%	N/A	-9%	-19%	N/A	

2007: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	547	134	16	6	17	45	0	
% Dif Prev Yr	1%	3%	33%	20%	113%	-49%	-100%	
Sales Volume	\$146,596,471	\$20,919,094	\$9,316,050	\$919	\$7,394,613	\$8,060,400	\$0	\$1
% Dif Prev Yr	1%	-9%	120%	-100%	82%	-34%	-100%	
Median Price	\$232,500	\$153,650	\$222,450	\$15	\$204,000	\$77,600	\$0	
% Dif Prev Yr	4%	-6%	-8%	-99%	-56%	-3%	-100%	

2007: Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	921	250	13	6	15	79	2	
% Dif Prev Yr	3%	4%	44%	-40%	150%	-18%	0%	
YTD	1468	384	29	12	32	124	2	
YTD % Dif Prev Yr	2%	4%	38%	-20%	129%	-33%	-67%	
Sales Volume	\$249,992,088	\$44,484,652	\$4,640,652	\$2,232	\$10,700,050	\$6,714,750	\$1,388,957	\$3
% Dif Prev Yr	6%	10%	30%	-50%	140%	-53%	-24%	
YTD	\$396,588,559	\$65,403,746	\$13,956,702	\$3,151	\$18,094,663	\$14,775,150	\$1,388,957	\$5
YTD % Dif Prev Yr	4%	3%	79%	-99%	113%	-45%	-76%	
Median Price	\$235,000	\$157,500	\$300,000	\$11	\$360,000	\$67,400	\$210,000	
% Dif Prev Yr	4%	0%	1%	N/A	36%	-17%	-52%	

2007: Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	853	229	17	7	5	113	1	
% Dif Prev Yr	4%	-9%	-15%	-42%	-67%	19%	-67%	
YTD	2321	613	46	19	37	237	3	
YTD % Dif Prev Yr	3%	-2%	12%	-30%	28%	-15%	-67%	
Sales Volume	\$233,977,803	\$38,312,533	\$5,233,300	\$2,024,551	\$2,179,500	\$11,553,271	\$385,000	\$2
% Dif Prev Yr	5%	-3%	-5%	-1%	-68%	23%	-84%	
YTD	\$630,566,362	\$103,716,279	\$19,190,002	\$2,027,702	\$20,274,163	\$26,328,421	\$1,773,957	\$8
YTD % Dif Prev Yr	4%	1%	44%	-22%	32%	-27%	-78%	
Median Price	\$234,900	\$154,536	\$245,000	\$15	\$335,000	\$81,000	\$385,000	
% Dif Prev Yr	1%	2%	-12%	N/A	69%	62%	-63%	

2007: Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	521	118	8	8	8	50	1	
% Dif Prev Yr	-17%	-22%	-64%	-27%	-11%	-37%	0%	
YTD	2842	731	54	27	45	287	4	
YTD % Dif Prev Yr	-2%	-6%	-14%	-29%	18%	-20%	-60%	
Sales Volume	\$150,003,406	\$22,323,893	\$2,699,500	\$2,352,953	\$4,097,000	\$7,024,627	\$310,000	\$1
% Dif Prev Yr	-16%	-11%	-58%	66632%	68%	-46%	-80%	
YTD	\$780,569,768	\$126,040,172	\$21,889,502	\$4,380,655	\$24,371,163	\$33,353,048	\$2,083,957	\$9
YTD % Dif Prev Yr	0%	-1%	11%	68%	37%	-32%	-79%	
Median Price	\$240,000	\$153,845	\$265,000	\$21	\$563,000	\$100,000	\$310,000	
% Dif Prev Yr	1%	3%	8%	N/A	170%	69%	-80%	

2007 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2842	731	54	27	45	287	4	

% Dif Prev Yr	-2%	-6%	-14%	-29%	18%	-20%	-60%	
Sales Volume	\$780,569,768	\$126,040,172	\$21,889,502	\$4,380,655	\$24,371,163	\$33,353,048	\$2,083,957	\$9
% Dif Prev Yr	0%	-1%	11%	68%	37%	-32%	-79%	
Median Price	\$235,000	\$155,000	\$255,000	\$0	\$335,000	\$80,000	\$0	
% Dif Prev Yr	2%	-1%	-8%	N/A	19%	4%	-100%	

2006: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	542	130	12	5	8	89	4	
% Dif Prev Yr	-1%	-21%	33%	25%	-38%	-5%	100%	
Sales Volume	\$145,762,359	\$23,072,292	\$4,225,300	\$549,104	\$4,055,218	\$12,284,060	\$3,985,000	\$1
% Dif Prev Yr	1%	-19%	67%	110162%	-60%	14%	65%	
Median Price	\$224,000	\$163,000	\$241,000	\$1,695	\$465,000	\$79,825	\$500,000	
% Dif Prev Yr	2%	5%	-20%	9871%	15%	0%	-59%	

2006:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	898	241	9	10	6	96	2	
% Dif Prev Yr	-6%	-14%	-55%	25%	-50%	-22%	100%	
YTD	1440	371	21	15	14	185	6	
YTD % Dif Prev Yr	-4%	-16%	-28%	25%	-44%	-15%	100%	
Sales Volume	\$236,328,579	\$40,268,551	\$3,568,279	\$4,498	\$4,457,000	\$14,383,860	\$1,835,000	\$3
% Dif Prev Yr	-3%	-12%	-45%	310%	-59%	-25%	649%	
YTD	\$382,090,938	\$63,340,843	\$7,793,579	\$553,602	\$8,512,218	\$26,667,920	\$5,820,000	\$4
YTD % Dif Prev Yr	-2%	-15%	-13%	34630%	-60%	-11%	118%	
Median Price	\$225,000	\$157,000	\$295,800	\$375	\$265,000	\$81,000	\$435,000	
% Dif Prev Yr	2%	-1%	17%	N/A	23%	-1%	78%	

2006:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	821	253	20	12	15	95	3	
% Dif Prev Yr	-12%	-13%	25%	71%	0%	3%	50%	
YTD	2261	624	41	27	29	280	9	
YTD % Dif Prev Yr	-7%	-15%	-9%	42%	-28%	-9%	80%	
Sales Volume	\$222,647,302	\$39,423,570	\$5,529,900	\$2,048,898	\$6,850,928	\$9,407,756	\$2,350,000	\$2
% Dif Prev Yr	-12%	-18%	23%	83700%	-8%	-51%	-7%	
YTD	\$604,738,240	\$102,764,413	\$13,323,479	\$2,602,500	\$15,363,146	\$36,075,676	\$8,170,000	\$7
YTD % Dif Prev Yr	-6%	-16%	-1%	64334%	-46%	-27%	57%	
Median Price	\$232,600	\$152,000	\$278,100	\$385	\$198,000	\$50,000	\$1,040,000	
% Dif Prev Yr	-1%	-3%	9%	N/A	-6%	-9%	63%	

2006:Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	627	151	22	11	9	79	1	
% Dif Prev Yr	-1%	2%	47%	22%	-10%	-5%	0%	
YTD	2888	775	63	38	38	359	10	
YTD % Dif Prev Yr	-6%	-12%	5%	36%	-24%	-8%	67%	
Sales Volume	\$178,774,231	\$25,008,369	\$6,442,250	\$3,526	\$2,443,395	\$12,923,752	\$1,575,000	\$2
% Dif Prev Yr	0%	-12%	37%	-100%	-34%	21%	-37%	
YTD	\$783,512,471	\$127,772,782	\$19,765,729	\$2,606,026	\$17,806,541	\$48,999,428	\$9,745,000	\$10
YTD % Dif Prev Yr	-4%	-15%	9%	-13%	-45%	-18%	26%	
Median Price	\$238,120	\$149,900	\$245,000	\$12	\$208,220	\$59,000	\$1,575,000	
% Dif Prev Yr	-1%	-5%	-18%	N/A	-30%	-9%	-37%	

2006 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2888	775	63	38	38	359	10	

% Dif Prev Yr	-6%	-12%	5%	36%	-24%	-8%	67%	
Sales Volume	\$783,512,471	\$127,772,782	\$19,765,729	\$2,606,026	\$17,806,541	\$48,999,428	\$9,745,000	\$1,000,000
% Dif Prev Yr	-4%	-15%	9%	-13%	-45%	-18%	26%	
Median Price	\$230,000	\$156,000	\$278,100	\$380	\$281,250	\$77,000	\$865,000	
% Dif Prev Yr	0%	-1%	4%	N/A	-6%	-1%	-29%	

2005: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	550	164	9	4	13	94	2	
% Dif Prev Yr	2%	3%	-18%	N/A	18%	-5%	N/A	
Sales Volume	\$143,907,422	\$28,521,607	\$2,523,925	\$498	\$10,114,000	\$10,789,380	\$2,420,000	\$1,000,000
% Dif Prev Yr	8%	15%	-54%	N/A	69%	-2%	N/A	
Median Price	\$219,900	\$155,000	\$300,000	\$17	\$403,000	\$79,540	\$1,210,000	
% Dif Prev Yr	1%	-1%	22%	N/A	126%	-8%	N/A	

2005:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	955	279	20	8	12	123	1	
% Dif Prev Yr	-7%	-14%	5%	33%	-29%	3%	0%	
YTD	1505	443	29	12	25	217	3	
YTD % Dif Prev Yr	-4%	-8%	-3%	-43%	-11%	0%	200%	
Sales Volume	\$244,254,432	\$45,977,424	\$6,464,800	\$1,096	\$10,987,384	\$19,235,398	\$245,000	\$3,000,000
% Dif Prev Yr	-4%	-11%	23%	-100%	110%	40%	-74%	
YTD	\$388,161,854	\$74,499,031	\$8,988,725	\$1,594	\$21,101,384	\$30,024,778	\$2,665,000	\$5,000,000
YTD % Dif Prev Yr	0%	-2%	-17%	-100%	88%	21%	188%	
Median Price	\$221,312	\$157,900	\$252,000	\$13	\$215,000	\$82,000	\$245,000	
% Dif Prev Yr	3%	0%	15%	N/A	-10%	22%	-74%	

2005:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	929	292	16	7	15	92	2	
% Dif Prev Yr	4%	-14%	-20%	75%	114%	-22%	100%	
YTD	2434	735	45	19	40	309	5	
YTD % Dif Prev Yr	-1%	-10%	-10%	-24%	14%	-8%	150%	
Sales Volume	\$251,942,886	\$48,195,830	\$4,500,900	\$2,445	\$7,469,614	\$19,256,227	\$2,540,000	\$3,000,000
% Dif Prev Yr	10%	-9%	-39%	226%	109%	98%	12290%	
YTD	\$640,104,740	\$122,694,861	\$13,489,625	\$4,039	\$28,570,998	\$49,281,005	\$5,205,000	\$8,000,000
YTD % Dif Prev Yr	4%	-5%	-26%	-100%	93%	43%	451%	
Median Price	\$235,000	\$156,900	\$256,000	\$10	\$209,900	\$55,200	\$640,000	
% Dif Prev Yr	5%	2%	-4%	N/A	83%	-15%	3022%	

2005:Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	632	148	15	9	10	83	1	
% Dif Prev Yr	3%	1%	50%	80%	0%	-2%	N/A	
YTD	3066	883	60	28	50	392	6	
YTD % Dif Prev Yr	0%	-9%	0%	-7%	11%	-7%	200%	
Sales Volume	\$178,891,143	\$28,483,018	\$4,710,500	\$3,001,756	\$3,718,000	\$10,687,561	\$2,500,000	\$2,000,000
% Dif Prev Yr	11%	17%	95%	219006%	-11%	-22%	N/A	
YTD	\$818,995,883	\$151,177,879	\$18,200,125	\$3,005,795	\$32,288,998	\$59,968,566	\$7,705,000	\$1,000,000
YTD % Dif Prev Yr	5%	-2%	-12%	197%	70%	24%	715%	
Median Price	\$240,000	\$157,500	\$298,000	\$450	\$299,500	\$65,000	\$2,500,000	
% Dif Prev Yr	3%	-5%	19%	N/A	-27%	-13%	N/A	

2005 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	3066	883	60	28	50	392	6	

% Dif Prev Yr	0%	-9%	0%	-7%	11%	-7%	200%	
Sales Volume	\$818,995,883	\$151,177,879	\$18,200,125	\$3,005,795	\$32,288,998	\$59,968,566	\$7,705,000	\$1,000,000
% Dif Prev Yr	5%	-2%	-12%	197%	70%	24%	715%	
Median Price	\$229,900	\$157,281	\$267,500	\$16	\$300,000	\$78,000	\$1,210,000	
% Dif Prev Yr	5%	0%	6%	N/A	25%	12%	5802%	

2004: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	537	159	11	15	11	99	0	
% Dif Prev Yr	6%	6%	22%	N/A	38%	24%	-100%	
Sales Volume	\$132,952,744	\$24,772,102	\$5,516,400	\$370,474	\$5,991,300	\$11,058,515	\$0	\$1,000,000
% Dif Prev Yr	8%	12%	147%	N/A	239%	67%	-100%	
Median Price	\$218,000	\$155,900	\$245,000	\$0	\$178,000	\$86,000	\$0	
% Dif Prev Yr	1%	6%	11%	N/A	10%	23%	-100%	

2004:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	1030	323	19	6	17	119	1	
% Dif Prev Yr	20%	11%	111%	-45%	183%	113%	N/A	
YTD	1567	482	30	21	28	218	1	
YTD % Dif Prev Yr	15%	10%	67%	24%	100%	60%	-75%	
Sales Volume	\$254,552,585	\$51,595,250	\$5,268,300	\$640,049	\$5,227,470	\$13,699,491	\$925,000	\$3,000,000
% Dif Prev Yr	22%	18%	123%	14%	250%	168%	N/A	
YTD	\$387,505,329	\$76,367,352	\$10,784,700	\$1,010,523	\$11,218,770	\$24,758,006	\$925,000	\$5,000,000
YTD % Dif Prev Yr	17%	16%	135%	79%	244%	111%	33%	
Median Price	\$215,000	\$158,000	\$219,900	\$11	\$240,000	\$67,000	\$925,000	
% Dif Prev Yr	1%	6%	-2%	N/A	2%	-11%	N/A	

2004:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	894	339	20	4	7	118	1	
% Dif Prev Yr	-1%	9%	18%	-83%	-13%	36%	0%	
YTD	2461	821	50	25	35	336	2	
YTD % Dif Prev Yr	8%	9%	43%	-38%	59%	51%	-60%	
Sales Volume	\$229,308,617	\$53,229,901	\$7,369,200	\$751	\$3,567,600	\$9,731,609	\$20,500	\$3,000,000
% Dif Prev Yr	1%	11%	66%	-85%	4%	13%	-76%	
YTD	\$616,813,946	\$129,597,253	\$18,153,900	\$1,011,274	\$14,786,370	\$34,489,615	\$945,500	\$8,000,000
YTD % Dif Prev Yr	10%	14%	101%	77%	121%	70%	21%	
Median Price	\$224,500	\$153,250	\$268,000	\$21	\$115,000	\$65,000	\$20,500	
% Dif Prev Yr	0%	0%	9%	N/A	-44%	31%	-76%	

2004:Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	611	146	10	5	10	85	0	
% Dif Prev Yr	15%	-12%	25%	-55%	-17%	-59%	-100%	
YTD	3072	967	60	30	45	421	2	
YTD % Dif Prev Yr	10%	5%	40%	-41%	32%	-3%	-67%	
Sales Volume	\$161,591,723	\$24,386,804	\$2,412,400	\$1,370	\$4,180,086	\$13,769,188	\$0	\$2,000,000
% Dif Prev Yr	16%	-3%	-45%	-99%	13%	-10%	-100%	
YTD	\$778,405,669	\$153,984,057	\$20,566,300	\$1,012,644	\$18,966,456	\$48,258,803	\$945,500	\$1,000,000
YTD % Dif Prev Yr	11%	11%	53%	39%	83%	35%	1%	
Median Price	\$233,400	\$165,000	\$249,900	\$10	\$407,500	\$75,000	\$0	
% Dif Prev Yr	3%	9%	-32%	N/A	71%	68%	-100%	

2004 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	3072	967	60	30	45	421	2	

% Dif Prev Yr	10%	5%	40%	-41%	32%	-3%	-67%	
Sales Volume	\$778,405,669	\$153,984,057	\$20,566,300	\$1,012,644	\$18,966,456	\$48,258,803	\$945,500	\$1,012,644
% Dif Prev Yr	11%	11%	53%	39%	83%	35%	1%	
Median Price	\$220,000	\$157,900	\$253,000	\$20	\$240,000	\$69,900	\$20,500	
% Dif Prev Yr	1%	5%	-3%	N/A	13%	57%	-76%	

2003: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	506	150	9	6	8	80	4	
% Dif Prev Yr	-18%	-34%	-40%	N/A	-50%	-27%	100%	
Sales Volume	\$123,224,351	\$22,193,136	\$2,232,600	\$3,240	\$1,766,000	\$6,639,254	\$695,000	\$1,012,644
% Dif Prev Yr	-15%	-32%	-42%	N/A	-67%	-36%	-66%	
Median Price	\$214,900	\$146,500	\$219,900	\$0	\$162,000	\$70,000	\$160,000	
% Dif Prev Yr	6%	3%	-2%	N/A	-21%	40%	12%	

2003:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	861	290	9	11	6	56	0	
% Dif Prev Yr	-7%	-21%	-47%	N/A	-45%	-54%	-100%	
YTD	1367	440	18	17	14	136	4	
YTD % Dif Prev Yr	-11%	-26%	-44%	N/A	-48%	-42%	-33%	
Sales Volume	\$208,738,807	\$43,644,976	\$2,364,850	\$562,766	\$1,493,165	\$5,105,550	\$0	\$2,364,850
% Dif Prev Yr	-8%	-19%	-50%	N/A	-76%	-45%	-100%	
YTD	\$331,963,158	\$65,838,112	\$4,597,450	\$566,006	\$3,259,165	\$11,744,804	\$695,000	\$4,597,450
YTD % Dif Prev Yr	-11%	-24%	-46%	N/A	-72%	-40%	-77%	
Median Price	\$212,000	\$149,000	\$225,500	\$0	\$235,000	\$75,000	\$0	
% Dif Prev Yr	0%	2%	-13%	N/A	-51%	32%	-100%	

2003:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	905	312	17	23	8	87	1	
% Dif Prev Yr	10%	-18%	55%	N/A	14%	-14%	-50%	
YTD	2272	752	35	40	22	223	5	
YTD % Dif Prev Yr	-4%	-23%	-19%	N/A	-35%	-33%	-38%	
Sales Volume	\$227,366,277	\$48,008,059	\$4,427,360	\$5,030	\$3,419,525	\$8,578,625	\$85,000	\$2,364,850
% Dif Prev Yr	10%	-15%	49%	N/A	2%	20%	-82%	
YTD	\$559,329,435	\$113,846,171	\$9,024,810	\$571,036	\$6,678,690	\$20,323,429	\$780,000	\$7,959,700
YTD % Dif Prev Yr	-3%	-21%	-22%	N/A	-55%	-24%	-77%	
Median Price	\$223,900	\$153,190	\$245,000	\$0	\$205,000	\$49,500	\$85,000	
% Dif Prev Yr	1%	3%	12%	N/A	22%	16%	25%	

2003:Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	532	165	8	11	12	209	1	
% Dif Prev Yr	-12%	-9%	-33%	N/A	9%	122%	0%	
YTD	2804	917	43	51	34	432	6	
YTD % Dif Prev Yr	-5%	-21%	-22%	N/A	-24%	1%	N/A	
Sales Volume	\$139,207,666	\$25,075,263	\$4,422,470	\$158,989	\$3,695,726	\$15,295,310	\$157,500	\$1,012,644
% Dif Prev Yr	-4%	-13%	40%	N/A	-11%	12%	-5%	
YTD	\$698,537,101	\$138,921,434	\$13,447,280	\$730,025	\$10,374,416	\$35,618,739	\$937,500	\$8,972,344
YTD % Dif Prev Yr	-3%	-19%	-9%	N/A	-46%	-12%	N/A	
Median Price	\$225,900	\$151,000	\$365,000	\$0	\$239,000	\$44,620	\$157,500	
% Dif Prev Yr	5%	-4%	71%	N/A	-20%	-50%	-5%	

2003 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2804	917	43	51	34	432	6	

% Dif Prev Yr	-5%	-21%	-22%	N/A	-24%	1%	-33%	
Sales Volume	\$698,537,101	\$138,921,434	\$13,447,280	\$730,025	\$10,374,416	\$35,618,739	\$937,500	\$8
% Dif Prev Yr	-3%	-19%	-9%	N/A	-46%	-12%	-74%	
Median Price	\$218,000	\$151,000	\$260,000	\$0	\$211,655	\$44,620	\$85,000	
% Dif Prev Yr	2%	2%	18%	N/A	-28%	-26%	-41%	

2002:Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	614	229	15	2	16	110	2	
% Dif Prev Yr	1%	36%	50%	N/A	-11%	-34%	*	
Sales Volume	\$145,151,254	\$32,866,337	\$3,876,500	\$16,360	\$5,280,350	\$10,311,720	\$2,043,000	\$1
% Dif Prev Yr	5%	45%	47%	N/A	49%	-34%	*	
Median Price	\$203,000	\$141,950	\$225,000	\$0	\$206,000	\$50,000	\$143,000	
% Dif Prev Yr	3%	-33%	6%	N/A	127%	2%	*	

2002:Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	926	369	17	1	11	123	4	
% Dif Prev Yr	3%	13%	-6%	N/A	-8%	-28%	*	
YTD	1540	598	32	3	27	233	6	
YTD % Dif Prev Yr	2%	21%	14%	N/A	-10%	-31%	*	
Sales Volume	\$226,750,853	\$54,111,929	\$4,706,900	\$140,000	\$6,273,500	\$9,245,610	\$916,235	\$3
% Dif Prev Yr	9%	12%	-33%	N/A	140%	-50%	*	
YTD	\$371,902,107	\$86,978,266	\$8,583,400	\$156,360	\$11,553,850	\$19,557,330	\$2,959,235	\$5
YTD % Dif Prev Yr	7%	22%	-11%	N/A	87%	-43%	*	
Median Price	\$212,000	\$145,900	\$260,000	\$0	\$480,000	\$56,900	\$83,000	
% Dif Prev Yr	5%	-1%	25%	N/A	178%	2%	*	

2002:Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	825	379	11	0	7	101	2	
% Dif Prev Yr	-10%	47%	-21%	N/A	0%	-10%	*	
YTD	2365	977	43	3	34	334	8	
YTD % Dif Prev Yr	-2%	30%	2%	N/A	-8%	-26%	*	
Sales Volume	\$206,041,644	\$56,572,628	\$2,971,175	\$0	\$3,358,000	\$7,173,526	\$470,000	\$2
% Dif Prev Yr	-2%	60%	-25%	N/A	-14%	-51%	*	
YTD	\$577,943,751	\$143,550,894	\$11,554,575	\$156,360	\$14,911,850	\$26,730,856	\$3,429,235	\$7
YTD % Dif Prev Yr	4%	35%	-15%	N/A	48%	-45%	*	
Median Price	\$221,714	\$148,500	\$218,500	\$0	\$167,500	\$42,500	\$68,000	
% Dif Prev Yr	9%	5%	-10%	N/A	-54%	-46%	*	

2002: Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	602	181	12	6	11	94	1	
% Dif Prev Yr	-16%	-10%	0%	N/A	-21%	24%	*	
YTD	2967	1158	55	9	45	428	0	
YTD % Dif Prev Yr	-5%	21%	2%	N/A	-12%	-18%	*	
Sales Volume	\$145,146,831	\$28,702,950	\$3,157,103	\$3,916	\$4,130,591	\$13,628,071	\$165,000	\$1
% Dif Prev Yr	-20%	3%	-48%	N/A	-37%	75%	*	
YTD	\$723,090,582	\$172,253,844	\$14,711,678	\$160,276	\$19,042,441	\$40,358,927	\$0	\$9
YTD % Dif Prev Yr	-2%	28%	-25%	N/A	15%	-29%	*	
Median Price	\$215,000	\$156,900	\$214,000	\$0	\$300,000	\$89,000	\$165,000	
% Dif Prev Yr	0%	12%	-34%	N/A	67%	89%	*	

2002 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2967	1158	55	9	45	428	9	

% Dif Prev Yr	-5%	21%	2%	N/A	-12%	-18%	*	
Sales Volume	\$723,090,582	\$172,253,844	\$14,711,678	\$160,276	\$19,042,441	\$40,358,927	\$3,594,235	\$9
% Dif Prev Yr	-2%	28%	-25%	N/A	15%	-29%	*	
Median Price	\$214,400	\$148,000	\$220,000	\$0	\$295,000	\$60,000	\$143,000	
% Dif Prev Yr	5%	5%	-2%	N/A	71%	0%	*	

2001: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	606	168	10	0	18	166	2	
% Dif Prev Yr	2%	7%	-52%	N/A	80%	21%	*	
Sales Volume	\$138,784,698	\$22,593,632	\$2,638,000	\$0	\$3,554,718	\$15,590,269	\$267,900	\$1
% Dif Prev Yr	12%	19%	-69%	N/A	132%	0%	*	
Median Price	\$198,000	\$212,000	\$212,000	\$0	\$90,720	\$49,000	\$132,900	
% Dif Prev Yr	13%	69%	-12%	N/A	-14%	-27%	*	

2001: Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	903	328	18	2	12	171	0	
% Dif Prev Yr	10%	29%	13%	N/A	33%	29%	*	
YTD	1509	496	28	2	30	337	0	
YTD % Dif Prev Yr	7%	20%	-24%	N/A	58%	25%	*	
Sales Volume	\$207,607,199	\$48,457,100	\$7,028,215	\$276,523	\$2,615,150	\$18,635,080	\$0	\$2
% Dif Prev Yr	18%	55%	124%	N/A	53%	6%	*	
YTD	\$346,391,897	\$71,050,732	\$9,666,215	\$276,523	\$6,169,868	\$34,225,349	\$0	\$4
YTD % Dif Prev Yr	15%	42%	-17%	N/A	90%	4%	*	
Median Price	\$202,100	\$147,310	\$208,500	\$0	\$172,500	\$55,950	0	
% Dif Prev Yr	10%	15%	29%	N/A	42%	-9%	*	

2001: Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	913	258	14	1	7	112	1	
% Dif Prev Yr	24%	-21%	-36%	N/A	-36%	-27%	*	
YTD	2422	754	42	3	37	449	0	
YTD % Dif Prev Yr	13%	2%	-29%	N/A	23%	6%	*	
Sales Volume	\$210,434,601	\$35,260,167	\$3,938,500	\$150,000	\$3,916,250	\$14,497,591	\$243,500	\$2
% Dif Prev Yr	29%	-10%	-35%	N/A	63%	14%	*	
YTD	\$556,826,498	\$106,310,899	\$13,604,715	\$426,523	\$10,086,118	\$48,722,940	\$0	\$7
YTD % Dif Prev Yr	20%	19%	-23%	N/A	79%	6%	*	
Median Price	\$204,000	\$141,000	\$242,000	\$0	\$364,339	\$78,000	\$243,500	
% Dif Prev Yr	7%	26%	32%	N/A	204%	53%	*	

2001: Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	715	201	12	3	14	76	1	
% Dif Prev Yr	22%	12%	-25%	N/A	133%	-30%	*	
YTD	3137	955	54	6	51	525	0	
YTD % Dif Prev Yr	15%	4%	-28%	N/A	42%	-1%	*	
Sales Volume	\$180,439,490	\$27,943,982	\$6,126,922	\$257,361	\$6,510,550	\$7,789,400	\$268,000	\$2
% Dif Prev Yr	31%	14%	71%	N/A	559%	-7%	*	
YTD	\$737,265,988	\$134,254,881	\$19,731,637	\$683,884	\$16,596,668	\$56,512,340	\$0	\$9
YTD % Dif Prev Yr	23%	18%	-7%	N/A	151%	4%	*	
Median Price	\$216,000	\$139,500	\$322,400	\$0	\$180,000	\$47,000	\$268,000	
% Dif Prev Yr	4%	3%	74%	N/A	13%	27%	*	

2001 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	3137	955	54	6	51	525	*	

% Dif Prev Yr	15%	4%	-28%	N/A	42%	-1%	*	
Sales Volume	\$737,265,988	\$134,254,881	\$19,731,637	\$683,884	\$16,596,668	\$56,512,340	*	\$9
% Dif Prev Yr	23%	18%	-7%	N/A	151%	4%	*	
Median Price	\$205,000	\$141,200	\$225,000	\$0	\$172,500	\$60,000	*	
% Dif Prev Yr	9%	13%	16%	N/A	-67%	4%	*	

2000: Q1

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	592	157	21	18	10	137	*	
Sales Volume	\$123,751,060	\$18,962,255	\$8,443,500	\$3,608	\$1,531,500	\$15,548,307	*	\$1
Median Price	\$174,500	\$125,700	\$240,000	\$0	\$105,000	\$67,000	*	

2000: Q2

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	821	255	16	4	9	133	*	
YTD	1413	412	37	22	19	270	*	
Sales Volume	\$176,417,100	\$31,250,276	\$3,142,050	\$5,461	\$1,709,950	\$17,513,681	*	\$2
YTD	\$300,168,160	\$50,212,531	\$11,585,550	\$9,069	\$3,241,450	\$33,061,988	*	\$3
Median Price	\$183,500	\$127,900	\$161,500	\$0	\$121,540	\$61,500	*	

2000: Q3

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	735	326	22	1	11	154	*	
YTD	2148	738	59	23	30	424	*	
Sales Volume	\$163,157,608	\$39,314,532	\$6,058,645	\$7,200	\$2,396,270	\$12,710,190	*	\$2
YTD	\$463,325,768	\$89,527,063	\$17,644,195	\$16,269	\$5,637,720	\$45,772,178	*	\$6
Median Price	\$190,000	\$112,000	\$183,000	\$0	\$120,000	\$51,000	*	

2000: Q4

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	587	180	16	1	6	108	*	
YTD	2735	918	75	24	36	532	*	
Sales Volume	\$137,924,977	\$24,592,510	\$3,583,900	\$16	\$987,500	\$8,344,250	*	\$1
YTD	\$601,250,745	\$114,119,573	\$21,228,095	\$16,285	\$6,625,220	\$54,116,428	*	\$7
Median Price	\$206,897	\$136,000	\$185,500	0	\$159,548	\$36,900	*	

2000 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2735	918	75	24	36	532	*	
% Dif Prev Yr	-6%	-3%	44%	N/A	6%	-1%	*	
Sales Volume	\$601,250,745	\$114,119,573	\$21,228,095	\$16,285	\$6,625,220	\$54,116,428	*	\$7
% Dif Prev Yr	5%	5%	37%	N/A	-55%	45%	*	
Median Price	\$187,900	\$124,995	\$194,000	\$0	\$525,000	\$57,500	*	
% Dif Prev Yr	11%	8%	-7%	N/A	198%	6%	*	

1999 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2917	947	52	6	34	535	8	
% Dif Prev Yr	-3%	13%	4%	N/A	100%	15%	*	
Sales Volume	\$575,102,401	\$108,453,683	\$15,551,050	\$252,150	\$14,647,600	\$37,386,171	\$2,240,900	\$7
% Dif Prev Yr	10%	21%	53%	N/A	87%	23%	*	
Median Price	\$169,000	\$115,800	\$209,000	0	\$176,300	\$54,000	\$165,000	
% Dif Prev Yr	9%	10%	19%	N/A	-17%	35%	*	

1998 TOTALS

	Residential	Attached	Income	Lease	Commercial	Land	Farm/Ranch	
Units Sold	2993	835	50	4	17	465	5	

Sales Volume	\$522,337,864	\$89,413,273	\$10,187,885	\$326,312	\$7,812,250	\$30,501,202	\$454,400	\$6
Median Price	\$155,500	\$105,736	\$175,000	0	\$212,500	\$40,000	\$25,600	

* Data not available