

Sales by Area

Data Excludes Timeshares

Loveland & Berthoud (Area 8)

Provided by IRES, LLC

Updated: 01/15/2010

2009: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-----------|-------|------------|-------------|------------|--------------|
| Units Sold | 237 | 20 | 1 | 3 | 3 | 8 | 0 | 272 |
| % Dif Prev Yr | -22% | -13% | -80% | -50% | 0% | -56% | -100% | |
| Sales Volume | \$60,443,901 | \$2,818,706 | \$155,000 | \$24 | \$202,006 | \$1,357,900 | \$0 | \$64,977,537 |
| % Dif Prev Yr | -25% | -31% | -85% | -100% | -73% | -72% | -100% | |
| Median Price | \$220,000 | \$140,000 | \$155,000 | \$8 | \$98,000 | \$80,000 | \$0 | |
| % Dif Prev Yr | -2% | 0% | -29% | 14% | -61% | -58% | -100% | |

2009: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|-------------|------------|---------------|
| Units Sold | 352 | 48 | 4 | 5 | 8 | 7 | 0 | 424 |
| % Dif Prev Yr | -20% | 4% | -50% | 0% | 167% | -75% | -100% | |
| YTD | 589 | 68 | 5 | 8 | 11 | 15 | 0 | 696 |
| YTD % Dif Prev Yr | -21% | -1% | -62% | -27% | 83% | -67% | -100% | |
| Sales Volume | \$83,930,501 | \$7,313,404 | \$881,600 | \$2,625 | \$1,830,825 | \$681,950 | \$0 | \$94,640,905 |
| % Dif Prev Yr | -29% | -4% | -50% | 67% | -28% | -83% | -100% | |
| YTD | \$144,374,402 | \$10,132,110 | \$1,036,600 | \$2,649 | \$2,032,831 | \$2,039,850 | \$0 | \$159,618,442 |
| YTD % Dif Prev Yr | -28% | -13% | -63% | -80% | -38% | -77% | -100% | |
| Median Price | \$200,000 | \$147,500 | \$215,000 | \$12 | \$148,000 | \$64,000 | \$0 | |
| % Dif Prev Yr | -9% | -1% | -7% | N/A | -8% | -49% | -100% | |

2009: Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|-------------|------------|---------------|
| Units Sold | 413 | 48 | 2 | 3 | 1 | 16 | 1 | 484 |
| % Dif Prev Yr | 9% | -24% | -71% | -40% | -80% | 7% | N/A | |
| YTD | 1002 | 116 | 7 | 11 | 12 | 31 | 1 | 1180 |
| YTD % Dif Prev Yr | -11% | -12% | -65% | -31% | 9% | -49% | -67% | |
| Sales Volume | \$101,241,175 | \$7,571,913 | \$474,500 | \$18 | \$185,000 | \$2,640,500 | \$615,000 | \$112,728,106 |
| % Dif Prev Yr | -4% | -23% | -74% | -54% | -90% | -18% | N/A | |
| YTD | \$245,615,577 | \$17,704,023 | \$1,511,100 | \$2,667 | \$2,217,831 | \$4,680,350 | \$615,000 | \$272,346,548 |
| YTD % Dif Prev Yr | -19% | -18% | -67% | -80% | -56% | -61% | -63% | |
| Median Price | \$205,000 | \$155,000 | \$197,000 | \$7 | \$185,000 | \$85,000 | \$615,000 | |
| % Dif Prev Yr | -7% | 5% | -10% | N/A | -7% | -29% | N/A | |

2009: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|-------------|-------------|---------------|
| Units Sold | 321 | 50 | 8 | 1 | 4 | 10 | 1 | 395 |
| % Dif Prev Yr | 9% | 79% | 33% | -83% | 33% | -33% | 0% | |
| YTD | 1323 | 166 | 15 | 12 | 16 | 41 | 2 | 1575 |
| YTD % Dif Prev Yr | -7% | 4% | -42% | -45% | 14% | -46% | -50% | |
| Sales Volume | \$82,737,371 | \$8,343,348 | \$1,867,450 | \$4 | \$3,515,750 | \$1,429,000 | \$512,000 | \$98,404,923 |
| % Dif Prev Yr | 11% | 89% | 45% | -100% | 75% | -34% | -49% | |
| YTD | \$328,352,948 | \$26,047,371 | \$3,378,550 | \$2,671 | \$5,733,581 | \$6,109,350 | \$1,127,000 | \$370,751,471 |
| YTD % Dif Prev Yr | -13% | 1% | -43% | -99% | -19% | -57% | -58% | |
| Median Price | \$213,000 | \$151,500 | \$200,000 | \$4 | \$540,750 | \$140,000 | \$512,000 | |
| % Dif Prev Yr | 1% | 6% | 5% | N/A | -35% | 141% | -49% | |

2009 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|-------------|-------------|---------------|
| Units Sold | 1323 | 166 | 15 | 12 | 16 | 41 | 2 | 1575 |
| % Dif Prev Yr | -7% | 4% | -42% | -45% | 14% | -46% | -50% | |
| Sales Volume | \$328,352,948 | \$26,047,371 | \$3,378,550 | \$2,671 | \$5,733,581 | \$6,109,350 | \$1,127,000 | \$370,751,471 |
| % Dif Prev Yr | -13% | 1% | -43% | -99% | -19% | -57% | -58% | |
| Median Price | \$205,000 | \$150,000 | \$215,000 | \$8 | \$155,000 | \$132,000 | \$512,000 | |
| % Dif Prev Yr | -6% | 3% | -2% | N/A | -22% | 6% | N/A | |

2008: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-------------|----------|------------|-------------|-------------|--------------|
| Units Sold | 303 | 23 | 5 | 6 | 3 | 18 | 2 | 360 |
| % Dif Prev Yr | -6% | -32% | 25% | 200% | -81% | -42% | N/A | |
| Sales Volume | \$80,560,835 | \$4,058,106 | \$1,023,075 | \$11,867 | \$752,400 | \$4,824,350 | \$1,255,000 | \$92,485,633 |
| % Dif Prev Yr | -11% | -26% | 2% | 74069% | -79% | -59% | N/A | |
| Median Price | \$225,000 | \$140,000 | \$217,000 | \$7 | \$250,800 | \$192,000 | \$500,000 | |
| % Dif Prev Yr | -4% | -9% | -14% | -13% | 35% | 23% | N/A | |

2008: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|----------|-------------|-------------|-------------|---------------|
| Units Sold | 439 | 46 | 8 | 5 | 3 | 28 | 1 | 530 |
| % Dif Prev Yr | -9% | -29% | 33% | -50% | -57% | -18% | N/A | |
| YTD | 742 | 69 | 13 | 11 | 6 | 46 | 3 | 890 |
| YTD % Dif Prev Yr | -8% | -30% | 30% | -8% | -74% | -29% | N/A | |
| Sales Volume | \$118,766,713 | \$7,585,728 | \$1,776,100 | \$1,568 | \$2,533,125 | \$3,929,250 | \$419,000 | \$135,011,484 |
| % Dif Prev Yr | -15% | -35% | 35% | 1860% | -39% | -33% | N/A | |
| YTD | \$199,327,548 | \$11,643,834 | \$2,799,175 | \$13,435 | \$3,285,525 | \$8,753,600 | \$1,674,000 | \$227,497,117 |
| YTD % Dif Prev Yr | -14% | -32% | 21% | 13895% | -57% | -51% | N/A | |
| Median Price | \$220,000 | \$149,000 | \$230,000 | \$12 | \$160,125 | \$125,000 | \$419,000 | |
| % Dif Prev Yr | -4% | -1% | 27% | N/A | -18% | -3% | N/A | |

2008: Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|----------|-------------|--------------|-------------|---------------|
| Units Sold | 379 | 63 | 7 | 5 | 5 | 15 | 0 | 474 |
| % Dif Prev Yr | -13% | 17% | 40% | 25% | 400% | -48% | -100% | |
| YTD | 1121 | 132 | 20 | 16 | 11 | 61 | 3 | 1364 |
| YTD % Dif Prev Yr | -9% | -14% | 33% | 0% | -54% | -35% | 200% | |
| Sales Volume | \$105,450,868 | \$9,825,548 | \$1,819,000 | \$39 | \$1,776,000 | \$3,226,602 | \$0 | \$122,098,057 |
| % Dif Prev Yr | -12% | -1% | 67% | -100% | 169% | -50% | -100% | |
| YTD | \$304,778,416 | \$21,469,382 | \$4,618,175 | \$13,474 | \$5,061,525 | \$11,980,202 | \$1,674,000 | \$349,595,174 |
| YTD % Dif Prev Yr | -13% | -21% | 36% | -99% | -39% | -50% | 46% | |
| Median Price | \$220,000 | \$147,500 | \$220,000 | \$10 | \$199,000 | \$120,000 | \$0 | |
| % Dif Prev Yr | -4% | -10% | 5% | N/A | -70% | -31% | -100% | |

2008: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|-------------|---------------|
| Units Sold | 294 | 28 | 6 | 6 | 3 | 15 | 1 | 353 |
| % Dif Prev Yr | -14% | -26% | 20% | -45% | -63% | 0% | 0% | |
| YTD | 1415 | 160 | 26 | 22 | 14 | 76 | 4 | 1717 |
| YTD % Dif Prev Yr | -10% | -16% | 30% | -19% | -56% | -30% | 100% | |
| Sales Volume | \$74,557,909 | \$4,423,254 | \$1,284,000 | \$326,804 | \$2,006,174 | \$2,150,488 | \$1,000,000 | \$85,748,629 |
| % Dif Prev Yr | -19% | -28% | -10% | 326704% | -43% | -12% | 2% | |
| YTD | \$379,336,325 | \$25,892,636 | \$5,902,175 | \$340,278 | \$7,067,699 | \$14,130,690 | \$2,674,000 | \$435,343,803 |
| YTD % Dif Prev Yr | -14% | -22% | 22% | -68% | -40% | -47% | 25% | |
| Median Price | \$210,000 | \$142,900 | \$191,000 | \$14 | \$826,424 | \$58,000 | \$1,000,000 | |
| % Dif Prev Yr | -2% | -1% | -11% | N/A | 295% | -67% | 2% | |

2008: TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|-------------|---------------|
| Units Sold | 1415 | 160 | 26 | 22 | 14 | 76 | 4 | 1717 |
| % Dif Prev Yr | -10% | -16% | 30% | -19% | -56% | -30% | 100% | |
| Sales Volume | \$379,336,325 | \$25,892,636 | \$5,902,175 | \$340,278 | \$7,067,699 | \$14,130,690 | \$2,674,000 | \$435,343,803 |
| % Dif Prev Yr | -14% | -22% | 22% | -68% | -40% | -47% | 25% | |
| Median Price | \$217,000 | \$146,000 | \$219,400 | \$0 | \$199,000 | \$125,000 | \$0 | |
| % Dif Prev Yr | -5% | -5% | 2% | N/A | -5% | -21% | N/A | |

2007: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-----------|-------|-------------|--------------|------------|---------------|
| Units Sold | 323 | 34 | 4 | 2 | 16 | 31 | 0 | 410 |
| % Dif Prev Yr | -12% | -24% | 33% | 0% | 167% | -39% | N/A | |
| Sales Volume | \$90,993,621 | \$5,468,880 | \$998,250 | \$16 | \$3,537,950 | \$11,848,734 | \$0 | \$112,847,451 |
| % Dif Prev Yr | -15% | -27% | 31% | -100% | 32% | 35% | N/A | |
| Median Price | \$235,000 | \$153,750 | \$253,500 | \$8 | \$186,000 | \$156,000 | \$0 | |

| | | | | | | | |
|---------------|----|-----|-----|-------|------|-----|-----|
| % Dif Prev Yr | 1% | -4% | -1% | -100% | -44% | 13% | N/A |
|---------------|----|-----|-----|-------|------|-----|-----|

2007: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-------|-------------|--------------|------------|---------------|
| Units Sold | 480 | 65 | 6 | 10 | 7 | 34 | 0 | 602 |
| % Dif Prev Yr | -13% | 8% | -33% | 100% | -42% | -29% | -100% | |
| YTD | 803 | 99 | 10 | 12 | 23 | 65 | 0 | 1012 |
| YTD % Dif Prev Yr | -13% | -6% | -17% | 71% | 28% | -34% | -100% | |
| Sales Volume | \$140,341,514 | \$11,632,065 | \$1,316,000 | \$80 | \$4,125,500 | \$5,847,745 | \$0 | \$163,262,904 |
| % Dif Prev Yr | -10% | 12% | -47% | 111% | -30% | -60% | -100% | |
| YTD | \$231,335,135 | \$17,100,945 | \$2,314,250 | \$96 | \$7,663,450 | \$17,696,479 | \$0 | \$276,110,355 |
| YTD % Dif Prev Yr | -12% | -5% | -29% | -98% | -11% | -24% | -100% | |
| Median Price | \$229,000 | \$151,000 | \$181,000 | \$8 | \$195,000 | \$129,000 | \$0 | |
| % Dif Prev Yr | -4% | -7% | -31% | N/A | -1% | 22% | -100% | |

2007: Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-------------|-------------|--------------|-------------|---------------|
| Units Sold | 434 | 54 | 5 | 4 | 1 | 29 | 1 | 528 |
| % Dif Prev Yr | -7% | -29% | -67% | -60% | -86% | -38% | N/A | |
| YTD | 1237 | 153 | 15 | 16 | 24 | 94 | 1 | 1540 |
| YTD % Dif Prev Yr | -11% | -15% | -44% | -6% | -4% | -36% | 0% | |
| Sales Volume | \$119,729,402 | \$9,913,133 | \$1,086,500 | \$1,080,033 | \$659,000 | \$6,469,998 | \$1,150,000 | \$140,088,066 |
| % Dif Prev Yr | -11% | -23% | -77% | 2114% | -86% | -5% | N/A | |
| YTD | \$351,064,537 | \$27,014,078 | \$3,400,750 | \$1,080,129 | \$8,322,450 | \$24,166,477 | \$1,150,000 | \$416,198,421 |
| YTD % Dif Prev Yr | -12% | -12% | -57% | 1946% | -38% | -20% | -45% | |
| Median Price | \$230,000 | \$164,450 | \$210,000 | \$8 | \$659,000 | \$173,100 | \$1,150,000 | |
| % Dif Prev Yr | -8% | 10% | -31% | N/A | 17% | 24% | N/A | |

2007: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-------------|--------------|--------------|-------------|---------------|
| Units Sold | 342 | 38 | 5 | 11 | 8 | 15 | 1 | 420 |
| % Dif Prev Yr | -13% | -19% | -58% | 83% | -20% | -56% | N/A | |
| YTD | 1579 | 191 | 20 | 27 | 32 | 109 | 2 | 1960 |
| YTD % Dif Prev Yr | -11% | -16% | -49% | 17% | -9% | -39% | 100% | |
| Sales Volume | \$92,437,532 | \$6,162,463 | \$1,422,825 | \$100 | \$3,517,000 | \$2,433,158 | \$985,000 | \$106,958,078 |
| % Dif Prev Yr | -19% | -16% | -64% | -87% | 16% | -57% | N/A | |
| YTD | \$443,502,069 | \$33,176,541 | \$4,823,575 | \$1,080,229 | \$11,839,450 | \$26,599,635 | \$2,135,000 | \$523,156,499 |
| YTD % Dif Prev Yr | -14% | -13% | -59% | 1917% | -28% | -26% | 2% | |
| Median Price | \$215,000 | \$145,000 | \$214,825 | \$9 | \$209,000 | \$175,000 | \$985,000 | |
| % Dif Prev Yr | -9% | -3% | -14% | N/A | 3% | 12% | N/A | |

2007: TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|--|-------------|----------|--------|-------|------------|------|------------|-------|
|--|-------------|----------|--------|-------|------------|------|------------|-------|

| | | | | | | | | |
|---------------------|---------------|--------------|-------------|-------------|--------------|--------------|-------------|---------------|
| Units Sold | 1579 | 191 | 20 | 27 | 32 | 109 | 2 | 1960 |
| % Dif Prev Yr | -11% | -16% | -49% | 17% | -9% | -39% | 100% | |
| Sales Volume | \$443,502,069 | \$33,176,541 | \$4,823,575 | \$1,080,229 | \$11,839,450 | \$26,599,635 | \$2,135,000 | \$523,156,499 |
| % Dif Prev Yr | -14% | -13% | -59% | 1917% | -28% | -26% | 2% | |
| Median Price | \$227,600 | \$153,627 | \$214,825 | \$0 | \$209,000 | \$159,000 | \$0 | |
| % Dif Prev Yr | -5% | -3% | -28% | N/A | -29% | 14% | -100% | |

2006: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|-------------|-----------|---------|-------------|-------------|------------|---------------|
| Units Sold | 366 | 45 | 3 | 2 | 6 | 51 | 0 | 473 |
| % Dif Prev Yr | -12% | 7% | -75% | -33% | -14% | -9% | -100% | |
| Sales Volume | \$107,030,861 | \$7,540,422 | \$760,000 | \$3,990 | \$2,687,900 | \$8,791,050 | \$0 | \$126,814,223 |
| % Dif Prev Yr | -3% | -4% | -76% | 144% | 25% | -48% | -100% | |
| Median Price | \$232,000 | \$160,138 | \$255,000 | \$1,650 | \$335,000 | \$138,500 | \$0 | |
| % Dif Prev Yr | 5% | -11% | -2% | 144% | 79% | -14% | -100% | |

2006: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|--------------|-------------|---------------|
| Units Sold | 552 | 60 | 9 | 5 | 12 | 48 | 1 | 687 |
| % Dif Prev Yr | -2% | -23% | -18% | 400% | 100% | -14% | -67% | |
| YTD | 918 | 105 | 12 | 7 | 18 | 99 | 1 | 1160 |
| YTD % Dif Prev Yr | -6% | -13% | -48% | 75% | 38% | -12% | -80% | |
| Sales Volume | \$156,600,980 | \$10,388,019 | \$2,490,000 | \$38 | \$5,917,800 | \$14,600,150 | \$2,090,000 | \$192,086,987 |
| % Dif Prev Yr | 1% | -21% | 4% | -98% | 429% | 30% | -14% | |
| YTD | \$263,631,841 | \$17,928,441 | \$3,250,000 | \$4,028 | \$8,605,700 | \$23,391,200 | \$2,090,000 | \$318,901,210 |
| YTD % Dif Prev Yr | -1% | -15% | -41% | 4% | 163% | -17% | -37% | |
| Median Price | \$238,466 | \$161,925 | \$263,000 | \$7 | \$197,000 | \$106,000 | \$2,090,000 | |
| % Dif Prev Yr | 4% | 5% | 12% | N/A | 6% | -43% | 120% | |

2006: Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|----------|--------------|--------------|-------------|---------------|
| Units Sold | 466 | 76 | 15 | 10 | 7 | 47 | 0 | 621 |
| % Dif Prev Yr | -22% | -3% | 88% | 900% | 75% | -2% | -100% | |
| YTD | 1384 | 181 | 27 | 17 | 25 | 146 | 1 | 1781 |
| YTD % Dif Prev Yr | -12% | -9% | -13% | 240% | 47% | -9% | -83% | |
| Sales Volume | \$134,699,424 | \$12,870,790 | \$4,625,338 | \$48,775 | \$4,759,300 | \$6,813,690 | \$0 | \$163,817,317 |
| % Dif Prev Yr | -17% | -9% | 81% | 5638% | 342% | -27% | -100% | |
| YTD | \$398,331,265 | \$30,799,231 | \$7,875,338 | \$52,803 | \$13,365,000 | \$30,204,890 | \$2,090,000 | \$482,718,527 |
| YTD % Dif Prev Yr | -7% | -13% | -3% | 1015% | 207% | -19% | -50% | |
| Median Price | \$249,596 | \$149,900 | \$305,000 | \$8 | \$565,000 | \$139,130 | \$0 | |
| % Dif Prev Yr | 7% | -11% | 17% | N/A | 113% | -5% | -100% | |

2006: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|----------|--------------|--------------|-------------|---------------|
| Units Sold | 394 | 47 | 12 | 6 | 10 | 34 | 0 | 503 |
| % Dif Prev Yr | -15% | -38% | 20% | 500% | 0% | -15% | N/A | |
| YTD | 1778 | 228 | 39 | 23 | 35 | 180 | 1 | 2284 |
| YTD % Dif Prev Yr | -13% | -17% | -5% | 283% | 30% | -10% | -83% | |
| Sales Volume | \$114,719,027 | \$7,361,006 | \$3,940,850 | \$763 | \$3,020,225 | \$5,648,150 | \$0 | \$134,690,021 |
| % Dif Prev Yr | -16% | -45% | 57% | -60% | -5% | -17% | N/A | |
| YTD | \$513,050,292 | \$38,160,237 | \$11,816,188 | \$53,566 | \$16,385,225 | \$35,853,040 | \$2,090,000 | \$617,408,548 |
| YTD % Dif Prev Yr | -9% | -21% | 11% | 708% | 118% | -19% | -50% | |
| Median Price | \$236,843 | \$150,000 | \$250,000 | \$12 | \$203,000 | \$156,000 | \$0 | |
| % Dif Prev Yr | -4% | -8% | 0% | N/A | 74% | 43% | N/A | |

2006: TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|----------|--------------|--------------|-------------|---------------|
| Units Sold | 1778 | 228 | 39 | 23 | 35 | 180 | 1 | 2284 |
| % Dif Prev Yr | -13% | -17% | -5% | 283% | 30% | -10% | -83% | |
| Sales Volume | \$513,050,292 | \$38,160,237 | \$11,816,188 | \$53,566 | \$16,385,225 | \$35,853,040 | \$2,090,000 | \$617,408,548 |
| % Dif Prev Yr | -9% | -21% | 11% | 708% | 118% | -19% | -50% | |
| Median Price | \$239,419 | \$157,900 | \$299,500 | \$11 | \$292,383 | \$139,130 | \$2,090,000 | |
| % Dif Prev Yr | 3% | -4% | 20% | N/A | 56% | -13% | 306% | |

2005: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|-------------|-------------|---------|-------------|--------------|------------|---------------|
| Units Sold | 415 | 42 | 12 | 3 | 7 | 56 | 2 | 537 |
| % Dif Prev Yr | 7% | -14% | -14% | N/A | 75% | 143% | 0% | |
| Sales Volume | \$110,401,780 | \$7,881,579 | \$3,149,000 | \$1,635 | \$2,157,500 | \$16,842,536 | \$887,500 | \$141,321,530 |
| % Dif Prev Yr | 14% | -8% | -12% | N/A | 226% | 333% | 31% | |
| Median Price | \$220,020 | \$180,000 | \$260,000 | \$675 | \$187,500 | \$161,500 | \$387,500 | |
| % Dif Prev Yr | 3% | 16% | 10% | N/A | 25% | 11% | 82% | |

2005: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|--------------|-------------|---------------|
| Units Sold | 563 | 78 | 11 | 1 | 6 | 56 | 3 | 718 |
| % Dif Prev Yr | -11% | -11% | -31% | -67% | -40% | 24% | 200% | |
| YTD | 978 | 120 | 23 | 4 | 13 | 112 | 5 | 1255 |
| YTD % Dif Prev Yr | -4% | -12% | -23% | -20% | -7% | 65% | 67% | |
| Sales Volume | \$154,934,191 | \$13,207,977 | \$2,382,800 | \$2,250 | \$1,118,625 | \$11,245,320 | \$2,440,000 | \$185,331,163 |
| % Dif Prev Yr | -5% | -18% | -51% | -64% | -59% | 7% | 771% | |
| YTD | \$265,335,971 | \$21,089,556 | \$5,531,800 | \$3,885 | \$3,276,125 | \$28,087,856 | \$3,327,500 | \$326,652,693 |
| YTD % Dif Prev Yr | 2% | -14% | -35% | -46% | -4% | 95% | 247% | |
| Median Price | \$228,500 | \$153,900 | \$235,000 | \$2,250 | \$185,000 | \$187,500 | \$950,000 | |
| % Dif Prev Yr | 1% | -5% | -2% | N/A | 9% | 4% | 239% | |

2005:Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|--------------|-------------|---------------|
| Units Sold | 598 | 78 | 8 | 1 | 4 | 48 | 1 | 738 |
| % Dif Prev Yr | 3% | 3% | -38% | 0% | -60% | 17% | -50% | |
| YTD | 1576 | 198 | 31 | 5 | 17 | 160 | 6 | 1993 |
| YTD % Dif Prev Yr | -1% | -7% | -28% | -17% | -29% | 47% | 20% | |
| Sales Volume | \$161,587,918 | \$14,144,486 | \$2,552,400 | \$850 | \$1,076,000 | \$9,340,535 | \$814,000 | \$189,516,189 |
| % Dif Prev Yr | 9% | 4% | -20% | -30% | -58% | -20% | 24% | |
| YTD | \$426,923,889 | \$35,234,042 | \$8,084,200 | \$4,735 | \$4,352,125 | \$37,428,391 | \$4,141,500 | \$516,168,882 |
| YTD % Dif Prev Yr | 4% | -8% | -31% | -43% | -27% | 44% | 157% | |
| Median Price | \$232,375 | \$167,500 | \$259,900 | \$850 | \$265,000 | \$147,000 | \$814,000 | |
| % Dif Prev Yr | 7% | 3% | 15% | N/A | 6% | -17% | 317% | |

2005:Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|---------|-------------|--------------|-------------|---------------|
| Units Sold | 462 | 76 | 10 | 1 | 10 | 40 | 0 | 599 |
| % Dif Prev Yr | 5% | 49% | 67% | -50% | 0% | -42% | -100% | |
| YTD | 2038 | 274 | 41 | 6 | 27 | 200 | 6 | 2592 |
| YTD % Dif Prev Yr | 0% | 4% | -16% | -25% | -21% | 12% | 0% | |
| Sales Volume | \$137,237,336 | \$13,342,897 | \$2,516,500 | \$1,897 | \$3,180,200 | \$6,825,185 | \$0 | \$163,104,015 |
| % Dif Prev Yr | 18% | 51% | 52% | -41% | 3% | -46% | -100% | |
| YTD | \$564,161,225 | \$48,576,939 | \$10,600,700 | \$6,632 | \$7,532,325 | \$44,253,576 | \$4,141,500 | \$679,272,897 |
| YTD % Dif Prev Yr | 7% | 3% | -20% | -43% | -17% | 15% | 109% | |
| Median Price | \$245,870 | \$162,919 | \$250,000 | \$1,897 | \$116,700 | \$109,000 | \$0 | |
| % Dif Prev Yr | 9% | -1% | -21% | N/A | -51% | 5% | -100% | |

2005 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|---------|-------------|--------------|-------------|---------------|
| Units Sold | 2038 | 274 | 41 | 6 | 27 | 200 | 6 | 2592 |
| % Dif Prev Yr | 0% | 4% | -16% | -25% | -21% | 12% | 0% | |
| Sales Volume | \$564,161,225 | \$48,576,939 | \$10,600,700 | \$6,632 | \$7,532,325 | \$44,253,576 | \$4,141,500 | \$679,272,897 |
| % Dif Prev Yr | 7% | 3% | -20% | -43% | -17% | 15% | 109% | |
| Median Price | \$232,900 | \$164,500 | \$249,500 | \$850 | \$187,500 | \$160,000 | \$515,000 | |
| % Dif Prev Yr | 6% | 2% | 4% | N/A | -15% | 10% | 84% | |

2004: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-------------|-------|------------|-------------|------------|---------------|
| Units Sold | 387 | 49 | 14 | 2 | 4 | 23 | 2 | 481 |
| % Dif Prev Yr | 6% | -18% | 75% | N/A | -60% | 92% | N/A | |
| Sales Volume | \$96,611,455 | \$8,593,575 | \$3,585,975 | \$911 | \$661,470 | \$3,889,150 | \$678,336 | \$114,020,872 |
| % Dif Prev Yr | 11% | -15% | 87% | N/A | -75% | 52% | N/A | |
| Median Price | \$214,000 | \$154,900 | \$236,900 | \$16 | \$150,000 | \$145,000 | \$213,336 | |

| | | | | | | | |
|---------------|----|-----|-----|-----|------|----|-----|
| % Dif Prev Yr | 7% | -6% | 30% | N/A | -29% | 0% | N/A |
|---------------|----|-----|-----|-----|------|----|-----|

2004:Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|--------------|------------|---------------|
| Units Sold | 632 | 88 | 16 | 3 | 10 | 45 | 1 | 795 |
| % Dif Prev Yr | 27% | 24% | 220% | -25% | 67% | 150% | 0% | |
| YTD | 1019 | 137 | 30 | 5 | 14 | 68 | 3 | 1276 |
| YTD % Dif Prev Yr | 18% | 5% | 131% | 0% | -13% | 127% | 200% | |
| Sales Volume | \$163,949,777 | \$16,022,699 | \$4,874,031 | \$6,250 | \$2,747,700 | \$10,550,368 | \$280,000 | \$198,430,825 |
| % Dif Prev Yr | 41% | 28% | 64% | 42% | 37% | 145% | 15% | |
| YTD | \$260,561,232 | \$24,616,274 | \$8,460,006 | \$7,161 | \$3,409,170 | \$14,439,518 | \$958,336 | \$312,451,697 |
| YTD % Dif Prev Yr | 28% | 9% | 73% | 21% | -26% | 110% | 292% | |
| Median Price | \$225,365 | \$161,900 | \$240,000 | \$500 | \$170,000 | \$180,000 | \$280,000 | |
| % Dif Prev Yr | 10% | -2% | 35% | N/A | 0% | 11% | 15% | |

2004:Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|---------|-------------|--------------|-------------|---------------|
| Units Sold | 579 | 76 | 13 | 1 | 10 | 41 | 2 | 722 |
| % Dif Prev Yr | 1% | 19% | 0% | -86% | 67% | 52% | N/A | |
| YTD | 1598 | 213 | 43 | 6 | 24 | 109 | 5 | 1998 |
| YTD % Dif Prev Yr | 11% | 9% | 65% | -50% | 9% | 91% | 400% | |
| Sales Volume | \$148,608,361 | \$13,592,080 | \$3,187,400 | \$1,219 | \$2,542,500 | \$11,636,398 | \$655,000 | \$180,222,958 |
| % Dif Prev Yr | 7% | 25% | -11% | -78% | 30% | 80% | N/A | |
| YTD | \$409,169,593 | \$38,208,354 | \$11,647,406 | \$8,380 | \$5,951,670 | \$26,075,916 | \$1,613,336 | \$492,674,655 |
| YTD % Dif Prev Yr | 19% | 14% | 38% | -26% | -10% | 95% | 560% | |
| Median Price | \$218,000 | \$162,000 | \$225,900 | \$1,219 | \$250,000 | \$177,000 | \$195,000 | |
| % Dif Prev Yr | 4% | -2% | 7% | N/A | -10% | 7% | N/A | |

2004:Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|----------|-------------|--------------|-------------|---------------|
| Units Sold | 438 | 51 | 6 | 2 | 10 | 69 | 1 | 577 |
| % Dif Prev Yr | 7% | 11% | -40% | -33% | 43% | 263% | N/A | |
| YTD | 2036 | 264 | 49 | 8 | 34 | 178 | 6 | 2575 |
| YTD % Dif Prev Yr | 10% | 10% | 36% | -47% | 17% | 134% | 500% | |
| Sales Volume | \$116,727,493 | \$8,854,625 | \$1,660,000 | \$3,190 | \$3,080,578 | \$12,543,043 | \$365,000 | \$143,233,929 |
| % Dif Prev Yr | 20% | 11% | -38% | 49% | 42% | 289% | N/A | |
| YTD | \$525,897,086 | \$47,062,979 | \$13,307,406 | \$11,570 | \$9,032,248 | \$38,618,959 | \$1,978,336 | \$635,908,584 |
| YTD % Dif Prev Yr | 20% | 14% | 20% | -14% | 3% | 133% | 709% | |
| Median Price | \$224,900 | \$165,000 | \$318,000 | \$1,495 | \$239,450 | \$104,000 | \$365,000 | |
| % Dif Prev Yr | 10% | -3% | 52% | N/A | -11% | -39% | N/A | |

2004 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|--|-------------|----------|--------|-------|------------|------|------------|-------|
|--|-------------|----------|--------|-------|------------|------|------------|-------|

| | | | | | | | | |
|---------------------|---------------|--------------|--------------|----------|-------------|--------------|-------------|---------------|
| Units Sold | 2036 | 264 | 49 | 8 | 34 | 178 | 6 | 2575 |
| % Dif Prev Yr | 10% | 10% | 36% | -47% | 17% | 134% | 500% | |
| Sales Volume | \$525,897,086 | \$47,062,979 | \$13,307,406 | \$11,570 | \$9,032,248 | \$38,618,959 | \$1,978,336 | \$635,908,584 |
| % Dif Prev Yr | 20% | 14% | 20% | -14% | 3% | 133% | 709% | |
| Median Price | \$220,500 | \$161,900 | \$240,000 | \$895 | \$220,000 | \$145,000 | \$280,000 | |
| % Dif Prev Yr | 8% | -2% | 15% | N/A | 0% | -12% | 15% | |

2003: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|--------------|-------------|---------|-------------|-------------|------------|---------------|
| Units Sold | 366 | 60 | 8 | 1 | 10 | 12 | 0 | 457 |
| % Dif Prev Yr | 0% | 71% | -27% | N/A | 100% | -40% | -100% | |
| Sales Volume | \$86,940,100 | \$10,099,945 | \$1,919,230 | \$1,495 | \$2,625,801 | \$2,560,885 | \$0 | \$104,147,456 |
| % Dif Prev Yr | 8% | 69% | -31% | N/A | 159% | -15% | -100% | |
| Median Price | \$200,000 | \$164,500 | \$182,900 | \$0 | \$210,000 | \$145,000 | \$0 | |
| % Dif Prev Yr | 6% | 4% | -15% | N/A | 23% | -9% | -100% | |

2003:Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|---------|-------------|-------------|------------|---------------|
| Units Sold | 497 | 71 | 5 | 4 | 6 | 18 | 1 | 602 |
| % Dif Prev Yr | -10% | 29% | -29% | N/A | -68% | -40% | N/A | |
| YTD | 863 | 131 | 13 | 5 | 16 | 30 | 1 | 1059 |
| YTD % Dif Prev Yr | -6% | 46% | -28% | N/A | -33% | -40% | 0% | |
| Sales Volume | \$116,058,143 | \$12,539,220 | \$2,965,700 | \$4,402 | \$2,000,000 | \$4,310,800 | \$244,480 | \$138,122,745 |
| % Dif Prev Yr | -5% | 42% | 46% | N/A | -64% | -52% | N/A | |
| YTD | \$202,998,243 | \$22,639,165 | \$4,884,930 | \$5,897 | \$4,625,801 | \$6,871,685 | \$244,480 | \$242,270,201 |
| YTD % Dif Prev Yr | 0% | 53% | 1% | N/A | -29% | -42% | -32% | |
| Median Price | \$205,000 | \$164,900 | \$178,300 | \$0 | \$170,000 | \$162,000 | \$244,480 | |
| % Dif Prev Yr | 8% | 12% | -41% | N/A | -9% | 3% | N/A | |

2003:Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|----------|-------------|--------------|------------|---------------|
| Units Sold | 573 | 64 | 13 | 7 | 6 | 27 | 0 | 690 |
| % Dif Prev Yr | 18% | -18% | 86% | N/A | 20% | -23% | -100% | |
| YTD | 1436 | 195 | 26 | 12 | 22 | 57 | 1 | 1749 |
| YTD % Dif Prev Yr | 2% | 16% | 4% | N/A | -24% | -33% | -67% | |
| Sales Volume | \$139,449,015 | \$10,856,592 | \$3,575,075 | \$5,470 | \$1,961,500 | \$6,474,033 | \$0 | \$162,321,685 |
| % Dif Prev Yr | 27% | -17% | 144% | N/A | 85% | -10% | -100% | |
| YTD | \$342,447,258 | \$33,495,757 | \$8,460,005 | \$11,367 | \$6,587,301 | \$13,345,718 | \$244,480 | \$404,591,886 |
| YTD % Dif Prev Yr | 9% | 20% | 35% | N/A | -13% | -30% | -79% | |
| Median Price | \$210,000 | \$165,000 | \$212,000 | \$0 | \$279,000 | \$165,000 | \$0 | |
| % Dif Prev Yr | 6% | 8% | 19% | N/A | 16% | 0% | -100% | |

2003:Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|----------|-------------|--------------|------------|---------------|
| Units Sold | 411 | 46 | 10 | 3 | 7 | 19 | 0 | 496 |
| % Dif Prev Yr | 7% | -23% | 11% | N/A | 250% | 27% | N/A | |
| YTD | 1847 | 241 | 36 | 15 | 29 | 76 | 1 | 2245 |
| YTD % Dif Prev Yr | 3% | 6% | 6% | N/A | -6% | -24% | N/A | |
| Sales Volume | \$97,133,127 | \$7,959,029 | \$2,662,900 | \$2,145 | \$2,169,950 | \$3,222,550 | \$0 | \$113,149,701 |
| % Dif Prev Yr | 10% | -24% | 32% | N/A | 755% | -38% | N/A | |
| YTD | \$439,580,385 | \$41,454,786 | \$11,122,905 | \$13,512 | \$8,757,251 | \$16,568,268 | \$244,480 | \$517,741,587 |
| YTD % Dif Prev Yr | 9% | 8% | 34% | N/A | 12% | -32% | N/A | |
| Median Price | \$205,000 | \$169,900 | \$209,000 | \$0 | \$270,000 | \$170,000 | \$0 | |
| % Dif Prev Yr | 3% | 6% | -6% | N/A | 117% | 9% | N/A | |

2003 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|----------|-------------|--------------|------------|---------------|
| Units Sold | 1847 | 241 | 36 | 15 | 29 | 76 | 1 | 2245 |
| % Dif Prev Yr | 3% | 6% | 6% | N/A | -6% | -24% | -67% | |
| Sales Volume | \$439,580,385 | \$41,454,786 | \$11,122,905 | \$13,512 | \$8,757,251 | \$16,568,268 | \$244,480 | \$517,741,587 |
| % Dif Prev Yr | 9% | 8% | 34% | N/A | 12% | -32% | -79% | |
| Median Price | \$205,000 | \$165,000 | \$209,000 | \$0 | \$220,000 | \$165,000 | \$244,480 | |
| % Dif Prev Yr | 5% | 7% | -6% | N/A | 29% | 3% | 220% | |

2002:Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-------------|-------|-------------|-------------|------------|--------------|
| Units Sold | 365 | 35 | 11 | 0 | 5 | 20 | 1 | 437 |
| % Dif Prev Yr | 1% | -3% | -21% | N/A | -58% | -53% | * | |
| Sales Volume | \$80,789,082 | \$5,991,689 | \$2,784,400 | \$0 | \$1,012,625 | \$3,029,291 | \$361,900 | \$93,968,987 |
| % Dif Prev Yr | 3% | -3% | -29% | N/A | -52% | -63% | * | |
| Median Price | \$188,868 | \$157,500 | \$214,900 | \$0 | \$171,000 | \$159,900 | \$361,900 | |
| % Dif Prev Yr | 1% | 4% | -19% | N/A | 114% | -16% | * | |

2002:Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 555 | 55 | 7 | 1 | 19 | 30 | 0 | 667 |
| % Dif Prev Yr | 11% | 15% | 0% | N/A | 280% | 43% | * | |
| YTD | 920 | 90 | 18 | 1 | 24 | 50 | 1 | 1104 |
| YTD % Dif Prev Yr | 7% | 7% | -14% | N/A | 41% | -22% | * | |
| Sales Volume | \$122,468,889 | \$8,804,078 | \$2,037,500 | \$157,500 | \$5,515,325 | \$8,909,756 | \$0 | \$147,893,048 |
| % Dif Prev Yr | 14% | 6% | 22% | N/A | 1042% | 121% | * | |
| YTD | \$203,257,971 | \$14,795,767 | \$4,821,900 | \$157,500 | \$6,527,950 | \$11,939,047 | \$361,900 | \$241,862,035 |
| YTD % Dif Prev Yr | 10% | 2% | -14% | N/A | 153% | -2% | * | |
| Median Price | \$190,481 | \$147,501 | \$300,000 | \$0 | \$186,000 | \$158,000 | \$0 | |
| % Dif Prev Yr | 4% | -2% | 33% | N/A | 119% | -12% | * | |

2002:Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|-------------|---------------|
| Units Sold | 486 | 78 | 7 | 0 | 5 | 35 | 2 | 613 |
| % Dif Prev Yr | 4% | 44% | -53% | N/A | 0% | 59% | * | |
| YTD | 1406 | 168 | 25 | 1 | 29 | 85 | 3 | 1717 |
| YTD % Dif Prev Yr | 6% | 22% | -31% | N/A | 32% | -1% | * | |
| Sales Volume | \$109,879,503 | \$13,114,847 | \$1,463,950 | \$0 | \$1,061,000 | \$7,202,200 | \$826,500 | \$133,548,000 |
| % Dif Prev Yr | 8% | 44% | -69% | N/A | -40% | 114% | * | |
| YTD | \$313,137,474 | \$27,910,614 | \$6,285,850 | \$157,500 | \$7,588,950 | \$19,141,247 | \$1,188,400 | \$375,410,035 |
| YTD % Dif Prev Yr | 9% | 19% | -39% | N/A | 75% | 23% | * | |
| Median Price | \$198,655 | \$152,899 | \$178,500 | \$0 | \$240,000 | \$165,000 | \$76,500 | |
| % Dif Prev Yr | 7% | -2% | -20% | N/A | -35% | 3% | * | |

2002: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 385 | 60 | 9 | 0 | 2 | 15 | 0 | 471 |
| % Dif Prev Yr | 2% | 82% | 13% | N/A | -78% | -12% | * | |
| YTD | 1791 | 228 | 34 | 1 | 31 | 100 | 0 | 2185 |
| YTD % Dif Prev Yr | 5% | 33% | -23% | N/A | 0% | -3% | * | |
| Sales Volume | \$88,533,729 | \$10,455,700 | \$2,012,000 | \$0 | \$253,875 | \$5,159,160 | \$0 | \$106,414,464 |
| % Dif Prev Yr | 10% | 77% | -2% | N/A | -87% | 51% | * | |
| YTD | \$401,671,203 | \$38,366,314 | \$8,297,850 | \$157,500 | \$7,842,825 | \$24,300,407 | \$0 | \$480,636,099 |
| YTD % Dif Prev Yr | 9% | 30% | -33% | N/A | 25% | 28% | * | |
| Median Price | \$198,975 | \$159,900 | \$223,100 | \$0 | \$124,500 | \$156,000 | \$0 | |
| % Dif Prev Yr | 6% | -1% | 9% | N/A | -22% | -3% | * | |

2002 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|-------------|---------------|
| Units Sold | 1791 | 228 | 34 | 1 | 31 | 100 | 3 | 2188 |
| % Dif Prev Yr | 5% | 33% | -23% | N/A | 0% | -3% | * | |
| Sales Volume | \$401,671,203 | \$38,366,314 | \$8,297,850 | \$157,500 | \$7,842,825 | \$24,300,407 | \$1,188,400 | \$481,824,499 |
| % Dif Prev Yr | 9% | 30% | -33% | N/A | 25% | 28% | * | |
| Median Price | \$194,500 | \$154,500 | \$223,100 | \$0 | \$171,000 | \$160,000 | \$76,500 | |
| % Dif Prev Yr | 5% | -1% | -3% | N/A | 43% | -6% | * | |

2001: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-------------|-------|-------------|-------------|------------|--------------|
| Units Sold | 362 | 36 | 14 | 0 | 12 | 43 | 1 | 468 |
| % Dif Prev Yr | -1% | -28% | 56% | N/A | 500% | -16% | * | |
| Sales Volume | \$78,209,859 | \$6,150,468 | \$3,937,650 | \$0 | \$2,095,905 | \$8,207,742 | \$288,000 | \$98,889,624 |
| % Dif Prev Yr | 14% | -25% | 93% | N/A | 178% | -22% | * | |
| Median Price | \$187,000 | \$151,900 | \$265,000 | \$0 | \$80,000 | \$190,000 | \$288,000 | |

| | | | | | | | |
|---------------|-----|----|-----|-----|------|------|---|
| % Dif Prev Yr | 19% | 6% | 35% | N/A | -56% | 124% | * |
|---------------|-----|----|-----|-----|------|------|---|

2001: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-------|-------------|--------------|-------------|---------------|
| Units Sold | 501 | 48 | 7 | 0 | 5 | 21 | 1 | 583 |
| % Dif Prev Yr | 25% | -9% | -53% | N/A | 25% | -58% | * | |
| YTD | 863 | 84 | 21 | 0 | 17 | 64 | 0 | 1049 |
| YTD % Dif Prev Yr | 13% | -18% | -13% | N/A | 183% | -37% | * | |
| Sales Volume | \$107,310,244 | \$8,294,207 | \$1,666,900 | \$0 | \$482,901 | \$4,031,008 | \$1,060,000 | \$122,845,260 |
| % Dif Prev Yr | 5% | -2% | -39% | N/A | -72% | -30% | * | |
| YTD | \$185,520,103 | \$14,444,675 | \$5,604,550 | \$0 | \$2,578,806 | \$12,238,750 | \$0 | \$220,386,884 |
| YTD % Dif Prev Yr | 9% | -13% | 18% | N/A | 5% | -25% | * | |
| Median Price | \$183,000 | \$150,900 | \$225,000 | \$0 | \$85,000 | \$180,000 | 1060000 | |
| % Dif Prev Yr | 19% | 1% | 23% | N/A | -64% | 76% | * | |

2001: Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 469 | 54 | 15 | 1 | 5 | 22 | 1 | 567 |
| % Dif Prev Yr | -5% | 0% | 50% | N/A | -38% | -54% | * | |
| YTD | 1332 | 138 | 36 | 1 | 22 | 86 | 0 | 1615 |
| YTD % Dif Prev Yr | 6% | -12% | 6% | N/A | 57% | -42% | * | |
| Sales Volume | \$101,275,324 | \$9,083,598 | \$4,685,675 | \$312,060 | \$1,756,000 | \$3,363,300 | \$250,000 | \$120,725,957 |
| % Dif Prev Yr | 4% | 10% | 140% | N/A | -45% | -68% | * | |
| YTD | \$286,795,427 | \$23,528,273 | \$10,290,225 | \$312,060 | \$4,334,806 | \$15,602,050 | \$0 | \$340,862,841 |
| YTD % Dif Prev Yr | 7% | -6% | 54% | N/A | -23% | -42% | * | |
| Median Price | \$185,000 | \$156,778 | \$224,000 | \$0 | \$367,500 | \$159,900 | \$250,000 | |
| % Dif Prev Yr | 10% | 13% | 21% | N/A | 51% | 74% | * | |

2001: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 379 | 33 | 8 | 0 | 9 | 17 | 1 | 447 |
| % Dif Prev Yr | 1% | -20% | 167% | N/A | 125% | -54% | * | |
| YTD | 1711 | 171 | 44 | 1 | 31 | 103 | 0 | 2061 |
| YTD % Dif Prev Yr | 5% | -14% | 19% | N/A | 72% | -45% | * | |
| Sales Volume | \$80,168,498 | \$5,896,036 | \$2,052,778 | \$0 | \$1,956,350 | \$3,413,500 | \$85,000 | \$93,572,162 |
| % Dif Prev Yr | -1% | -13% | 188% | N/A | -35% | -62% | * | |
| YTD | \$366,963,925 | \$29,424,309 | \$12,343,003 | \$312,060 | \$6,291,156 | \$19,015,550 | \$0 | \$434,350,003 |
| YTD % Dif Prev Yr | 5% | -7% | 66% | N/A | -28% | -47% | * | |
| Median Price | \$187,500 | \$160,761 | \$205,000 | \$0 | \$160,000 | \$160,000 | \$85,000 | |
| % Dif Prev Yr | 5% | 14% | -15% | N/A | -66% | 7% | * | |

2001 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch |
|--|-------------|----------|--------|-------|------------|------|------------|
|--|-------------|----------|--------|-------|------------|------|------------|

| | | | | | | | | |
|---------------------|---------------|--------------|--------------|-----------|-------------|--------------|---|-----------|
| Units Sold | 1711 | 171 | 44 | 1 | 31 | 103 | * | Total |
| % Dif Prev Yr | 5% | -14% | 19% | N/A | 72% | -45% | * | 2061 |
| Sales Volume | \$366,963,925 | \$29,424,309 | \$12,343,003 | \$312,060 | \$6,291,156 | \$19,015,550 | * | |
| % Dif Prev Yr | 5% | -7% | 66% | 0% | -28% | -47% | * | 434350003 |
| Median Price | \$185,000 | \$156,778 | \$229,900 | N/A | \$120,000 | \$170,000 | * | |
| % Dif Prev Yr | 13% | 9% | 21% | N/A | -60% | 59% | * | |

2000: Q1

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|--------------|-------------|-------------|-----------|------------|--------------|------------|--------------|
| Units Sold | 364 | 50 | 9 | 5 | 2 | 51 | * | 481 |
| Sales Volume | \$68,313,428 | \$8,216,962 | \$2,037,900 | \$612,000 | \$755,000 | \$10,495,961 | * | \$90,431,251 |
| Median Price | \$156,640 | \$143,000 | \$197,000 | \$0 | \$180,000 | \$84,900 | * | |

2000: Q2

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 400 | 53 | 15 | 0 | 4 | 50 | * | 522 |
| YTD | 764 | 103 | 24 | 5 | 6 | 101 | * | 1003 |
| Sales Volume | \$102,360,589 | \$8,452,680 | \$2,713,600 | \$0 | \$1,703,900 | \$5,765,125 | * | \$120,995,894 |
| YTD | \$170,674,017 | \$16,669,642 | \$4,751,500 | \$612,000 | \$2,458,900 | \$16,261,086 | * | \$211,427,145 |
| Median Price | \$153,622 | \$149,500 | \$182,500 | \$0 | \$237,500 | \$102,000 | * | |

2000: Q3

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 496 | 54 | 10 | 1 | 8 | 48 | * | 617 |
| YTD | 1260 | 157 | 34 | 6 | 14 | 149 | * | 1620 |
| Sales Volume | \$97,393,786 | \$8,244,320 | \$1,950,189 | \$1,914 | \$3,206,800 | \$10,437,700 | * | \$121,234,709 |
| YTD | \$268,067,803 | \$24,913,962 | \$6,701,689 | \$613,914 | \$5,665,700 | \$26,698,786 | * | \$332,661,854 |
| Median Price | \$168,000 | \$138,150 | \$185,000 | \$0 | \$244,000 | \$92,000 | * | |

2000: Q4

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 375 | 41 | 3 | 0 | 4 | 37 | * | 460 |
| YTD | 1635 | 198 | 37 | 6 | 18 | 186 | * | 2080 |
| Sales Volume | \$80,632,425 | \$6,762,640 | \$712,000 | \$0 | \$3,024,400 | \$8,976,900 | * | \$100,108,365 |
| YTD | \$348,700,228 | \$31,676,602 | \$7,413,689 | \$613,914 | \$8,690,100 | \$35,675,686 | * | \$432,770,219 |
| Median Price | \$179,200 | \$140,868 | \$240,000 | 0 | \$475,000 | \$149,900 | * | |

2000 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 1635 | 198 | 37 | 6 | 18 | 186 | * | 2080 |
| % Dif Prev Yr | 1% | 49% | -16% | N/A | 6% | -34% | * | |
| Sales Volume | \$348,700,228 | \$31,676,602 | \$7,413,689 | \$613,914 | \$8,690,100 | \$35,675,686 | * | \$432,770,219 |
| % Dif Prev Yr | 19% | 74% | -27% | N/A | 109% | 2% | * | |

| | | | | | | | |
|---------------------|-----------|-----------|-----------|-----|-----------|-----------|---|
| Median Price | \$163,500 | \$143,500 | \$189,595 | \$0 | \$300,000 | \$107,000 | * |
| % Dif Prev Yr | 3% | 6% | -2% | N/A | 71% | 26% | * |

1999 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|--------------|-----------|-------------|--------------|-------------|---------------|
| Units Sold | 1620 | 133 | 44 | 8 | 17 | 280 | 4 | 2106 |
| % Dif Prev Yr | -5% | 17% | 5% | N/A | -26% | 23% | * | |
| Sales Volume | \$293,472,734 | \$18,177,614 | \$10,178,100 | \$875,707 | \$4,160,800 | \$34,910,881 | \$4,995,000 | \$366,770,836 |
| % Dif Prev Yr | 7% | 32% | 18% | N/A | -46% | 50% | * | |
| Median Price | \$159,244 | \$135,000 | \$194,000 | 0 | \$175,000 | \$85,000 | \$850,000 | |
| % Dif Prev Yr | 11% | 14% | 5% | N/A | 25% | 16% | * | |

1998 TOTALS

| | Residential | Attached | Income | Lease | Commercial | Land | Farm/Ranch | Total |
|---------------------|---------------|--------------|-------------|-----------|-------------|--------------|------------|---------------|
| Units Sold | 1698 | 114 | 42 | 1 | 23 | 228 | 0 | 2106 |
| Sales Volume | \$274,530,219 | \$13,802,177 | \$8,618,532 | \$152,500 | \$7,739,706 | \$23,276,486 | \$0 | \$328,119,620 |
| Median Price | \$142,900 | \$118,168 | \$185,500 | 0 | \$140,000 | \$73,375 | \$0 | |

* Data not available