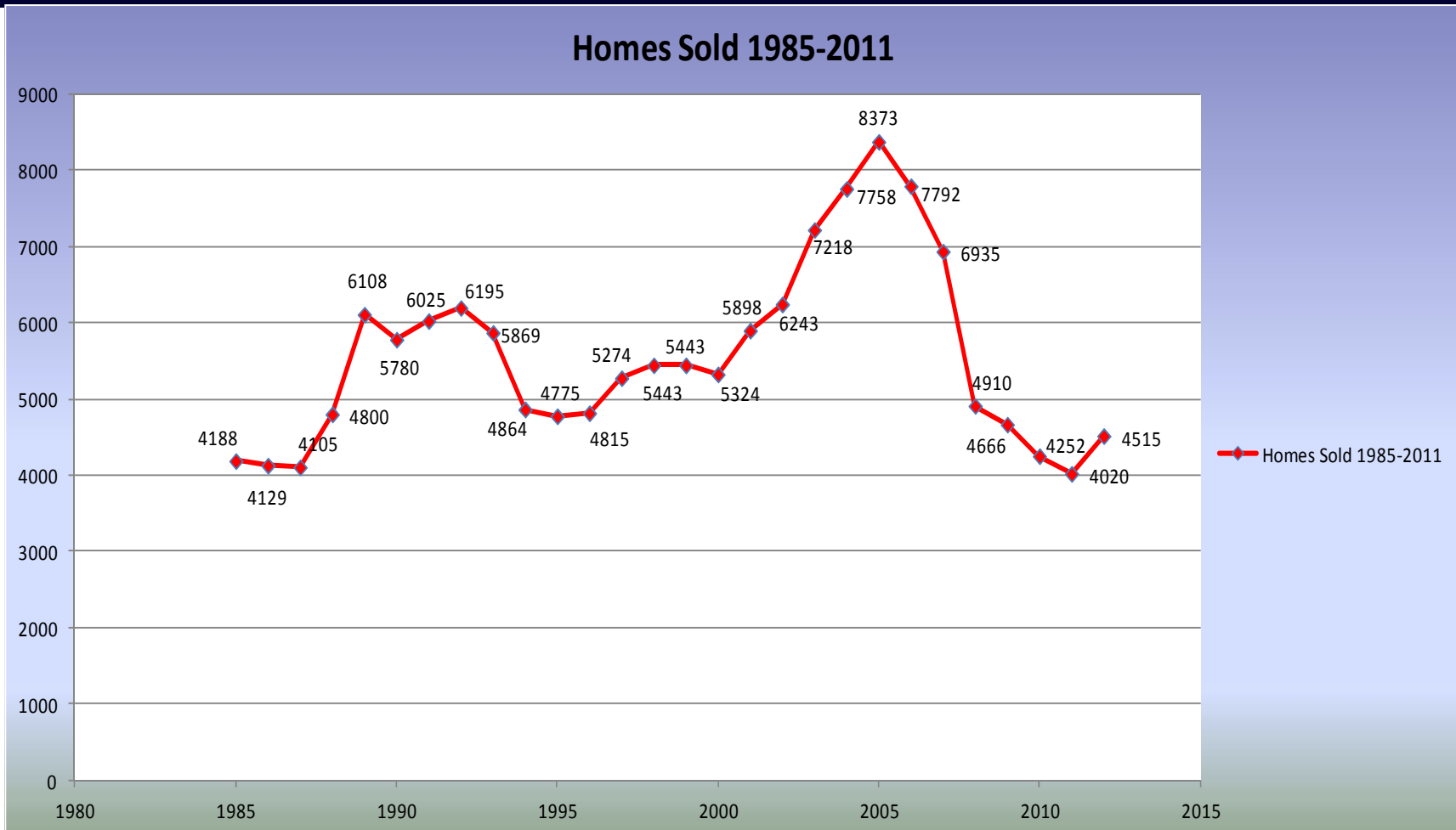


HOMES SOLD 1985-2012



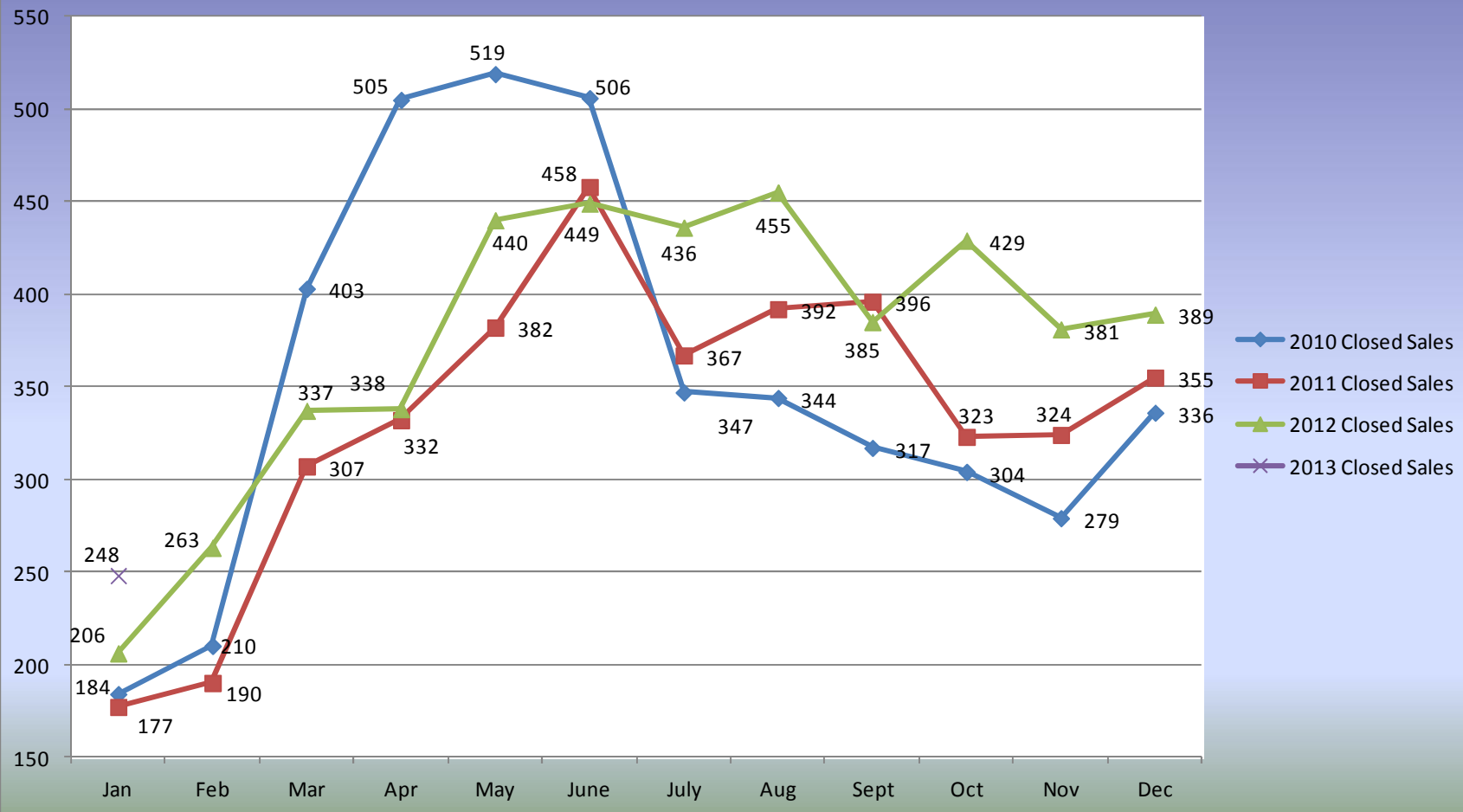
This is a graph of homes sold from 1985 to 2012. Statistics were first kept in 1985, and since that year, 2011 is the lowest number of homes sold. 2012 jumped higher than the number of homes sold since 2009; possibly another sign that the market has seen the bottom

ANNUAL AVERAGE AND MEDIAN HOME SALES 2000-2012



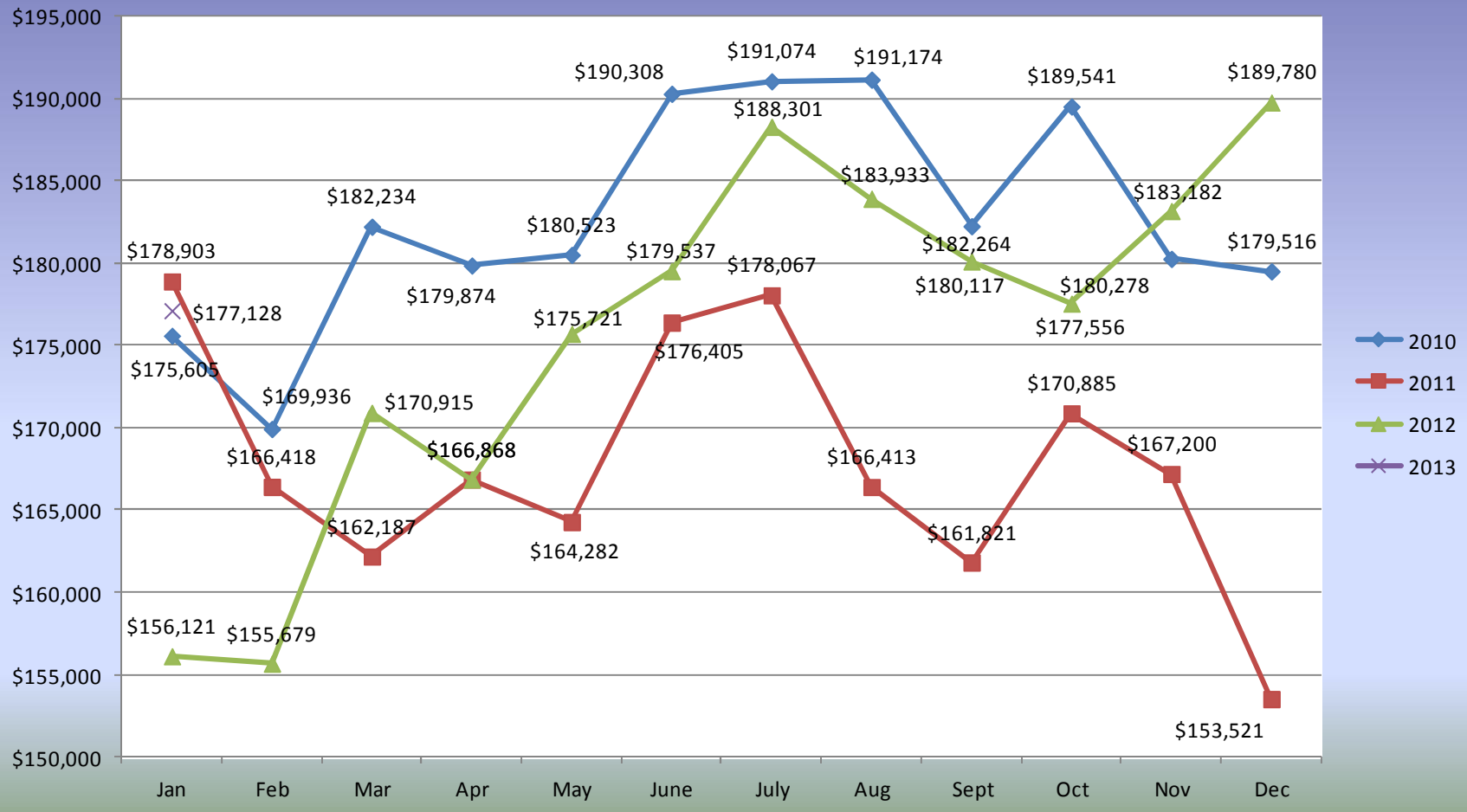
This graph shows the average and median sales price of residential single family homes from the year 2000-2011. Values in 2012 have either leveled or turned which gives hope that we've seen the bottom of the Real Estate market.

HOMES SOLD PER MONTH JAN. 2013



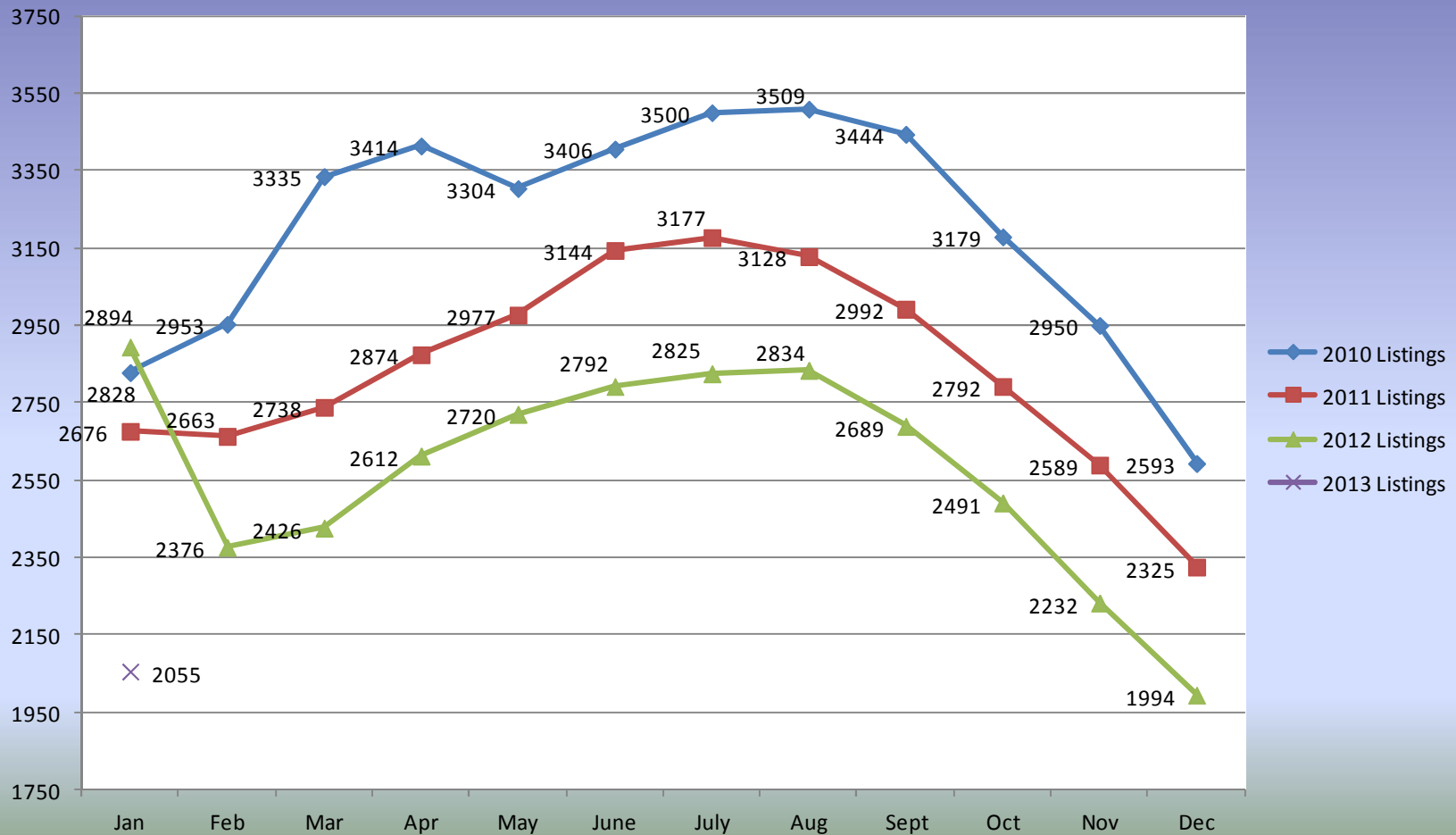
Closed sales is down from Dec. 2012, but at the highest point for a January in 3 years.

AVERAGE SALES PRICE BY MONTH JAN. 2013



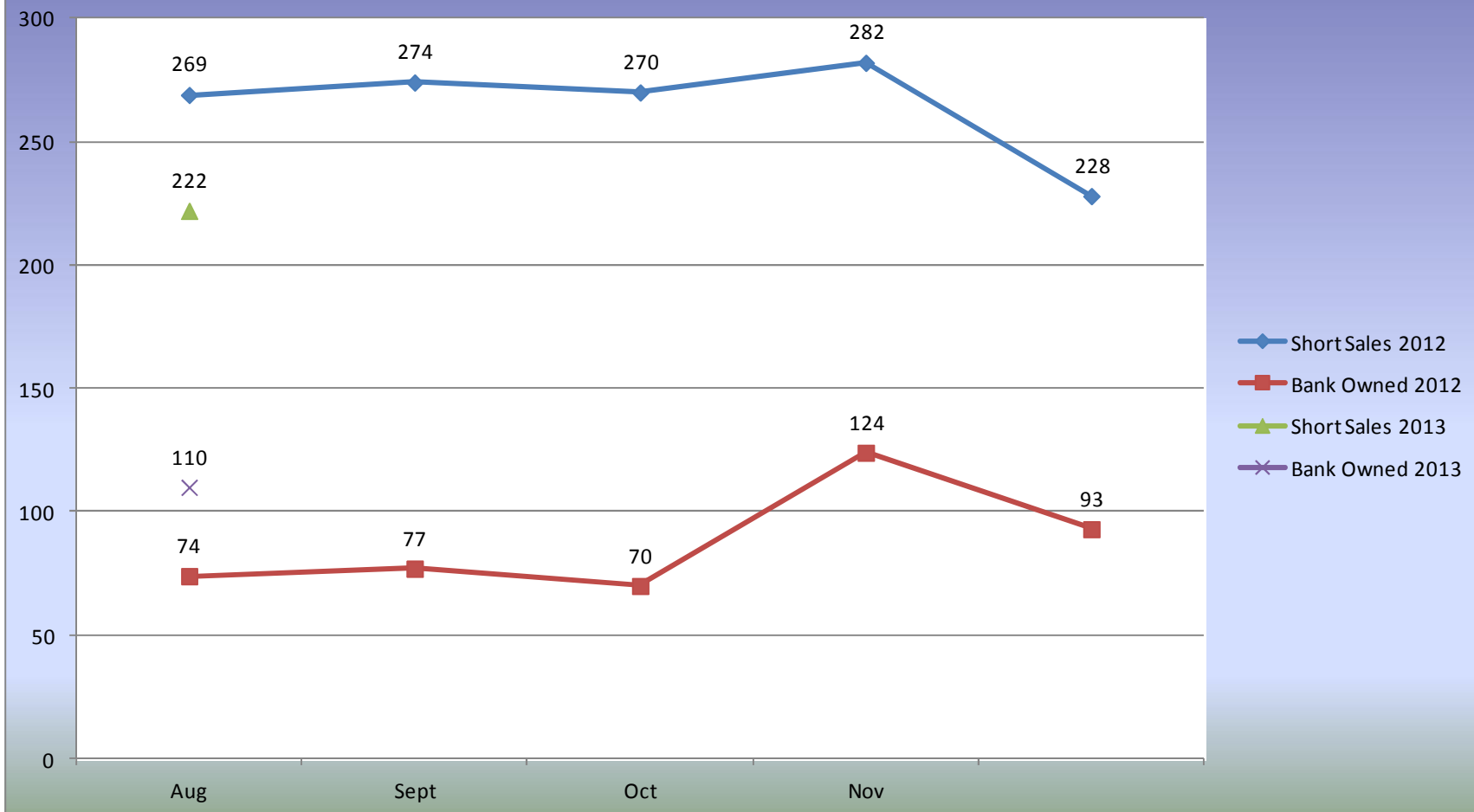
Average sales price dropped from Dec. 2012 but is at the highest point for Jan. since 2011.

HOMES FOR SALE JAN. 2013



Active listings are up just slightly from Dec. 2012, but still way down from the last 3 years. This will help those sellers that are still trying to sell since the competition is lower.

SHORT SALES AND BANK OWNED HOMES FOR SALE JAN. 2013



Short sales are still down from the last end of 2012 while Bank Owned homes jumped back up in January.

HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY JAN. 2013

12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
9-12 Months of Inventory	Normal Buyer's Market	Moderate Depreciation
6-9 Months of Inventory	Balanced Market	Flat/Slight Depreciation
3-6 Months of Inventory	Normal Seller's Market	Moderate Appreciation
0-3 Months of Inventory	Extreme Seller's Market	High Appreciation

Price Range	Active Listings	Homes Sold	Months of Inventory
\$0-\$75,000	101	29	3.5
\$76,000-\$100,000	134	16	8.4
\$101,000-\$125,000	153	26	5.9
\$126,000-\$150,000	206	29	7.1
\$151,000-\$175,000	189	43	4.4
\$176,000-\$200,000	182	21	8.7
\$201,000-\$225,000	116	23	5
\$226,000-\$250,000	121	20	6.1
\$251,000-\$275,000	92	14	6.6
\$276,000-\$300,000	99	3	33

Even the lower half of the market which had been pretty healthy at the end of 2012 suffered from the typical winter lull.

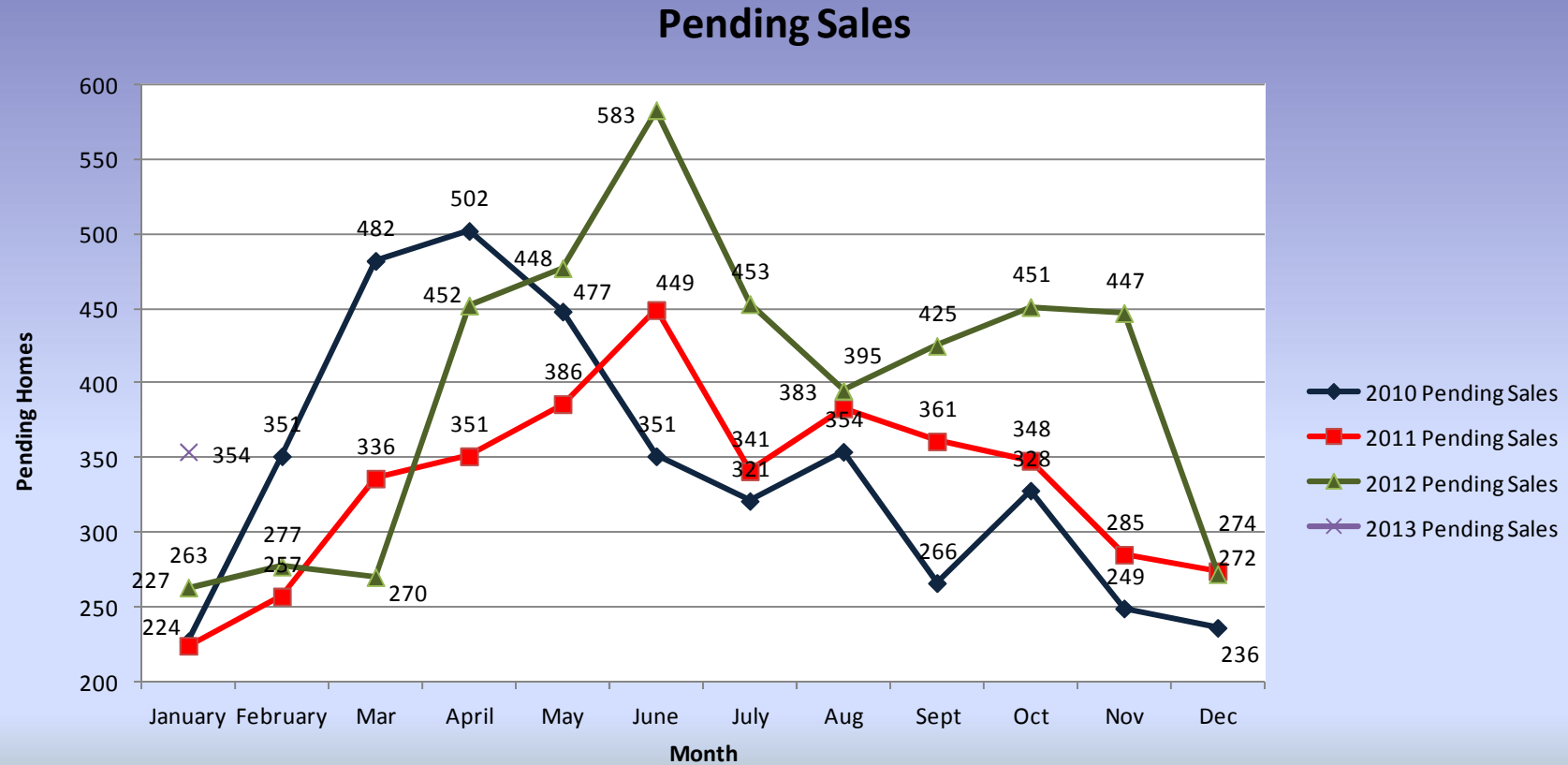
HOMES SOLD BY PRICE RANGE AND # OF MONTHS OF INVENTORY JAN. 2013

12+ Months of Inventory	Extreme Buyer's Market	High Depreciation
9-12 Months of Inventory	Normal Buyer's Market	Moderate Depreciation
6-9 Months of Inventory	Balanced Market	Flat/Slight Depreciation
3-6 Months of Inventory	Normal Seller's Market	Moderate Appreciation
0-3 Months of Inventory	Extreme Seller's Market	High Appreciation

Price Range	Active Listings	Homes Sold	Months of Inventory
\$301,000-\$325,000	44	7	6.3
\$326,000-\$350,000	48	2	24
\$351,000-\$375,000	42	5	8.4
\$376,000-\$400,000	51	5	10.2
\$401,000-\$450,000	55	11	5.5
\$451,000-\$500,000	50	4	12.5
\$501,000-\$600,000	43		
\$601,000-\$700,000	28	1	28
\$701,000-\$800,000	19	1	19
\$801,000-\$900,000	6	2	3
\$901,000-\$1,000,000	7		
\$1,000,100+	14		

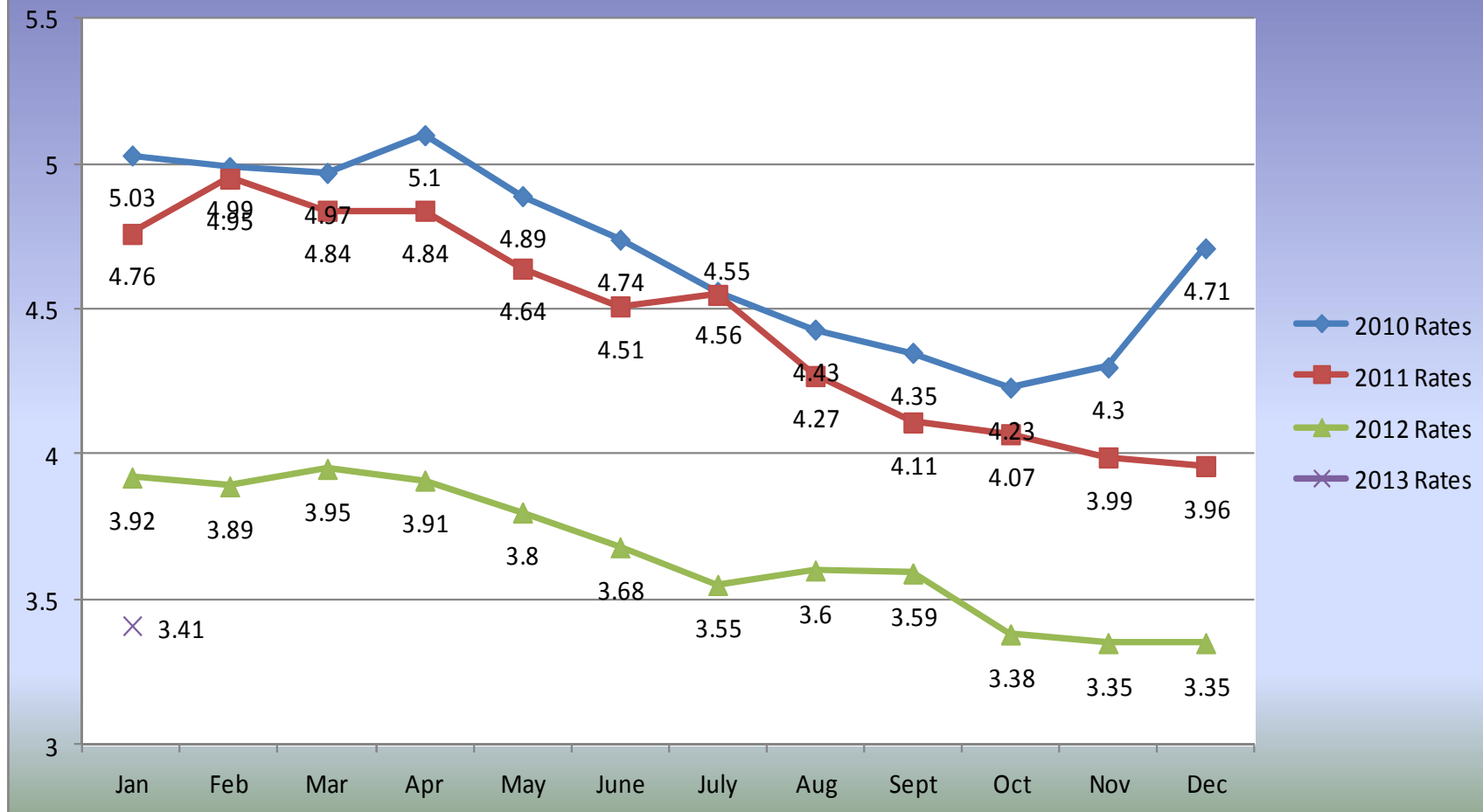
Except for a couple of outliers, the top half of the market looks pretty red.

PENDING SALES JAN. 2013



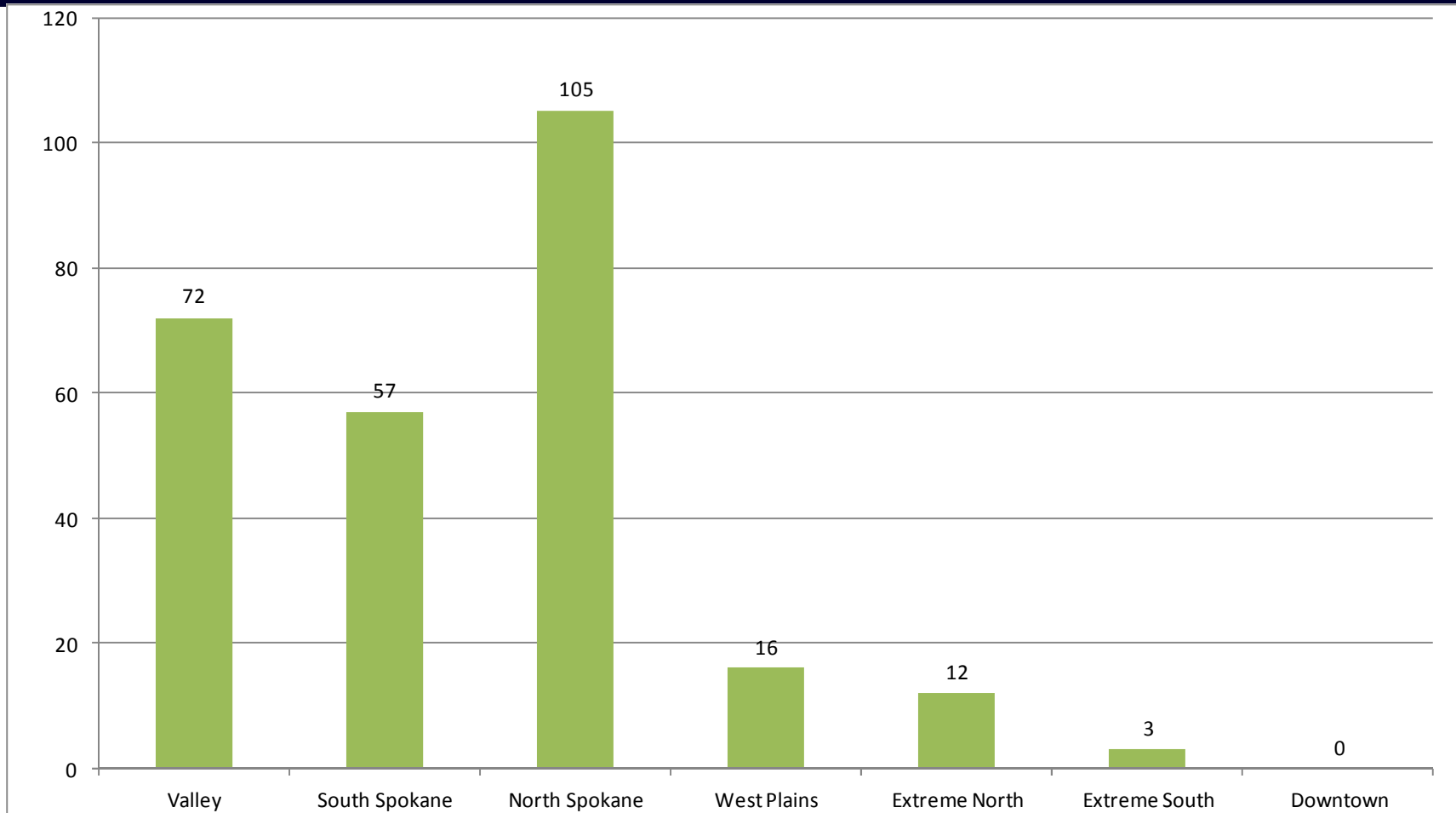
Pending sales jumped substantially in Jan. 2013 which is unusual, but a great sign for the market for 2013. It's up almost 100 pending sales from Jan. 2012.

INTEREST RATES BY MONTH 2010-JAN. 2013



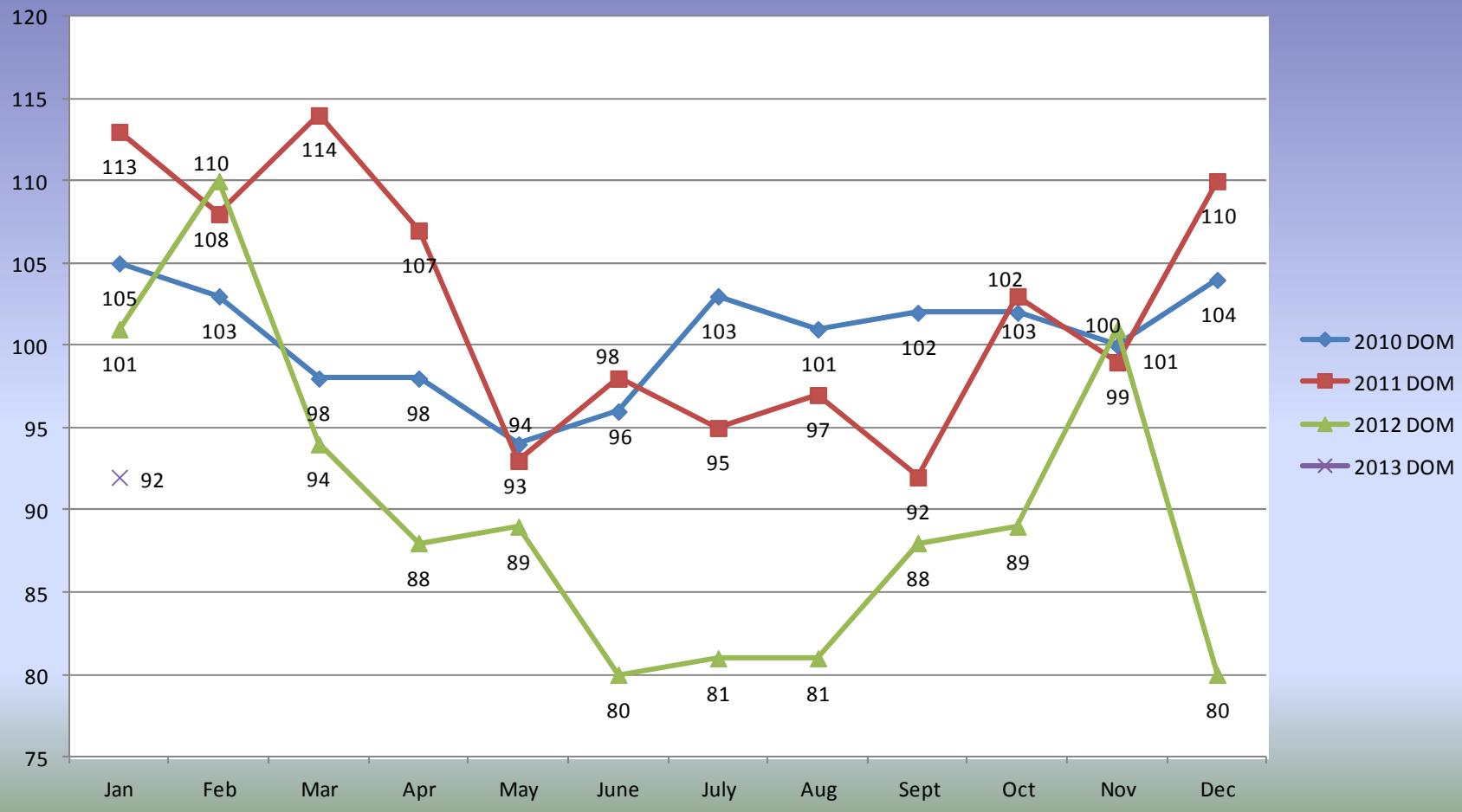
Interest rates climbed slightly over the previous 3 months, but still down over 1/2 a percent from Jan. 2012.

HOMES SOLD BY AREA JAN. 2013



Total number of homes is down quite a bit in Jan. 2013, a lot of that has to do with the Pending sale being way down in Dec. 2012.

DAYS ON MARKET 2010 TO JAN. 2013



Days are market is the lowest it's been for a January in 4 years. This corresponds with the number of pending homes in the month.