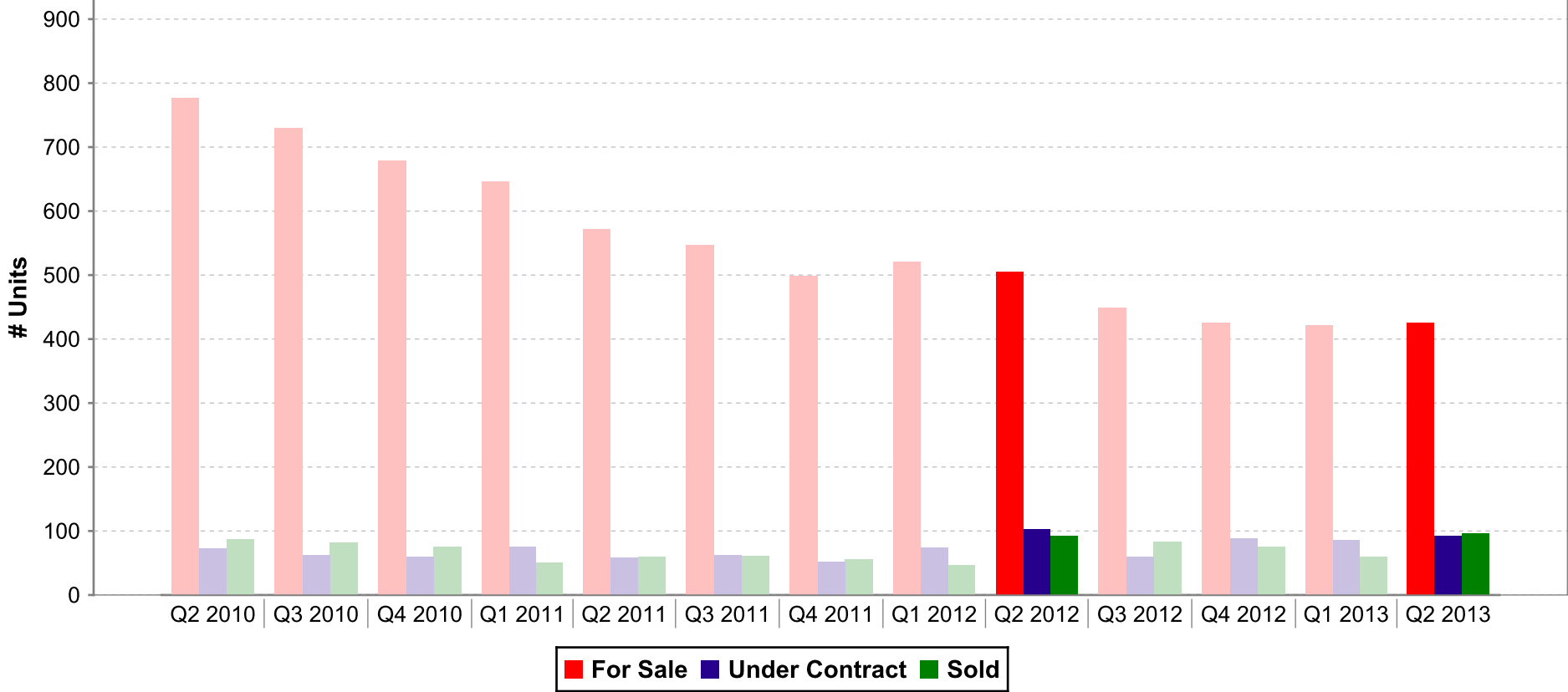


# Market Dynamics

## Supply & Demand - # Units (FS, UC, Sold)

### Q2 2012 through Q2 2013



**■ For Sale ■ Under Contract ■ Sold**

**KEY INFORMATION**

|                | Q2 2012 | Q2 2013 | # Units Change |       |
|----------------|---------|---------|----------------|-------|
| For Sale       | 505.0   | 425.0   | -80.0          | -15.8 |
| Under Contract | 103.0   | 92.0    | -11.0          | -10.7 |
| Sold           | 92.0    | 96.0    | 4.0            | 4.3   |

For Sale  
-15.8%

UC  
-10.7%

Sold  
+4.3%

|                          |  |                      |                        |               |                |               |
|--------------------------|--|----------------------|------------------------|---------------|----------------|---------------|
| MLS: MRED                | Period: 3 Years (Quarterly)                  | Price: \$1,000,000 - | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All |
| Property Types: Downtown | Residential: (Attached Single)<br>8032, 8008 |                      |                        |               |                | Sq Ft: All    |

**Market Dynamics**  
**Supply & Demand - # Units (FS, UC, Sold)**  
**Q2 2012 through Q2 2013**

**Baird & Warner**

| Time Period | FOR SALE     |             | UNDER CONTRACT |             | SOLD         |             | EXPIRED      |             | NEW LISTINGS |
|-------------|--------------|-------------|----------------|-------------|--------------|-------------|--------------|-------------|--------------|
|             | # Properties | Average DOM | # Properties   | Average DOM | # Properties | Average DOM | # Properties | Average DOM | # Properties |
| Q2 2013     | 425          | 245         | 92             | 140         | 96           | 231         | 102          | 710         | 184          |
| Q1 2013     | 421          | 288         | 86             | 254         | 60           | 291         | 94           | 412         | 173          |
| Q4 2012     | 425          | 349         | 88             | 263         | 75           | 175         | 89           | 579         | 113          |
| Q3 2012     | 449          | 320         | 60             | 198         | 83           | 244         | 77           | 364         | 139          |
| Q2 2012     | 505          | 299         | 103            | 253         | 92           | 269         | 92           | 412         | 171          |