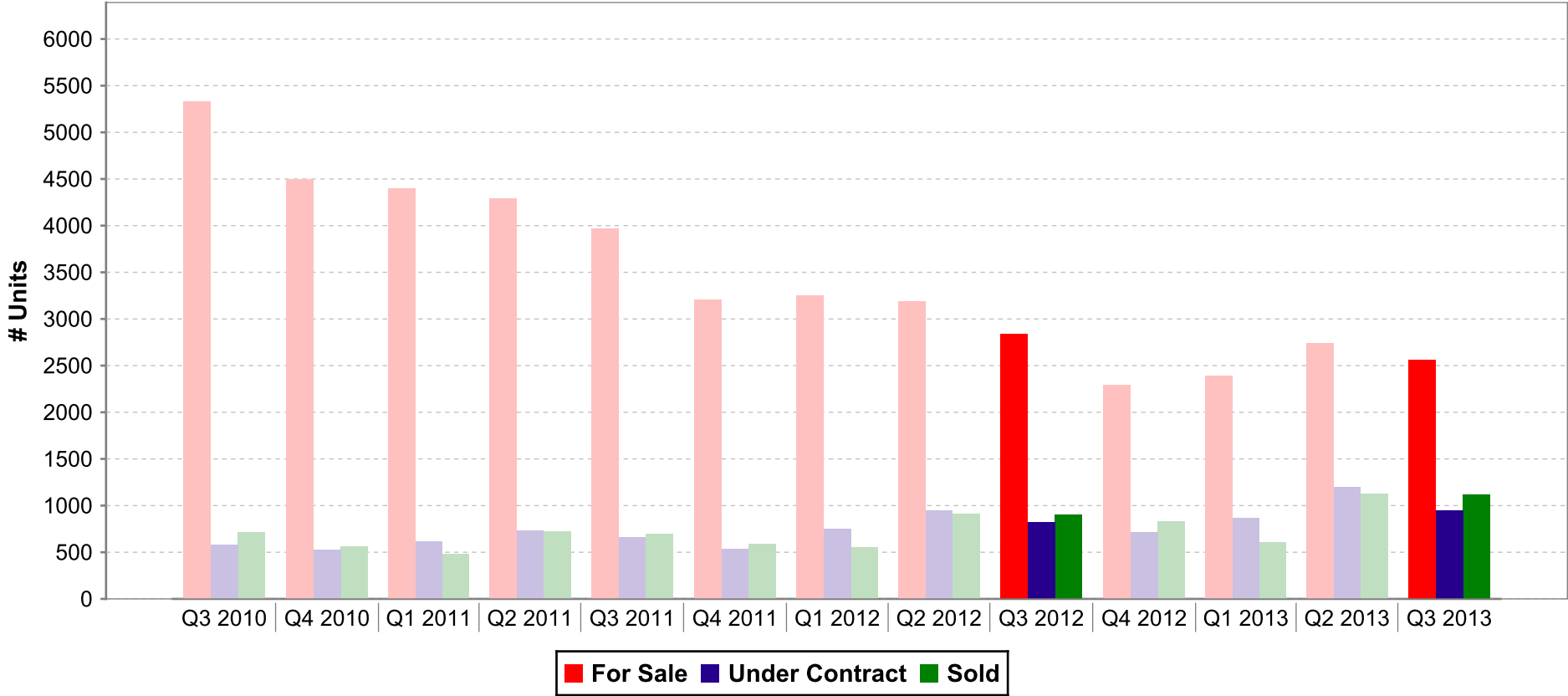


Market Dynamics

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

Q3 2012 through Q3 2013



■ For Sale ■ Under Contract ■ Sold

KEY INFORMATION

	Q3 2012	Q3 2013	# Units Change	
For Sale	2,834.0	2,564.0	-270.0	-9.5
Under Contract	818.0	943.0	125.0	15.3
Sold	901.0	1,115.0	214.0	23.8

For Sale
-9.5%

UC
+15.3%

Sold
+23.8%

MLS: MRED	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Downtown	Residential: (Detached Single, Attached Single)	8032, 8008				Sq Ft: All

Market Dynamics
Supply & Demand - # Units (FS, UC, Sold)
Q3 2012 through Q3 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
Q3 2013	2,564	86	943	74	1,115	67	519	188	1,539
Q2 2013	2,736	108	1,197	77	1,123	100	514	277	1,669
Q1 2013	2,393	146	862	115	603	130	464	297	1,312
Q4 2012	2,292	193	715	145	831	127	496	347	823
Q3 2012	2,834	170	818	130	901	134	547	252	1,226