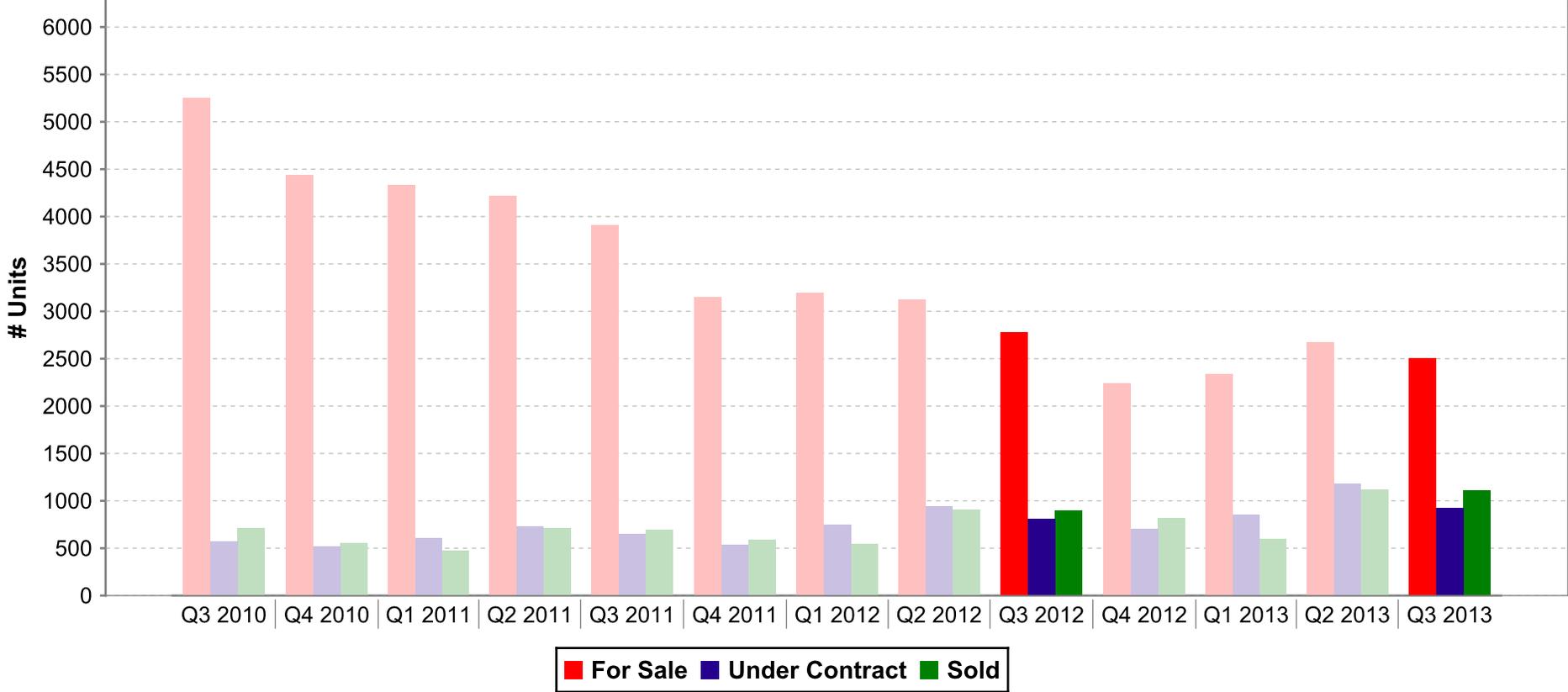


Market Dynamics

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	2,774.0	2,499.0	-275.0	-9.9
Under Contract	810.0	920.0	110.0	13.6
Sold	894.0	1,109.0	215.0	24.0

For Sale
-9.9%

UC
+13.6%

Sold
+24.0%

MLS: MRED	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Downtown	Residential: (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	2,499	85	920	75	1,109	67	497	181	1,504
Q2 2013	2,670	107	1,183	77	1,114	96	492	280	1,637
Q1 2013	2,338	145	855	112	597	130	450	295	1,288
Q4 2012	2,237	192	705	144	821	126	482	347	809
Q3 2012	2,774	170	810	129	894	132	536	251	1,207