



MIS Monthly Comparison

INNOVATIVE REAL ESTATE GROUP
Single Family (Res & Condo)

	Jun-06	Jun-07	Jun-08	Jul-06	Jul-07	Jul-08	Aug-06	Aug-07	Aug-08	Sep-06	Sep-07	Sep-08	YTD 2006	YTD 2007	YTD 2008
Residential															
NEW Listings YTD	60,048	55,360	51,857	70,480	65,495	60,514	81,991	76,152	68,322	90,837	84,845	75,831	90,837	84,845	75,831
Active	23,230	22,514	20,105	23,442	22,643	19,788	23,307	23,229	19,050	23,202	23,027	18,496	23,202	23,027	18,496
Avg List Price	\$399,666	\$430,213	\$490,076	\$401,896	\$431,165	\$497,935	\$408,158	\$428,098	\$508,573	\$408,537	\$434,080	\$510,402	\$408,537	\$434,080	\$510,402
Under Contract	4,728	4,867	5,091	4,398	4,698	4,764	4,476	4,185	4,443	3,727	3,453	4,243	3,727	3,453	4,243
Sold	4,449	4,066	3,847	3,799	3,899	4,154	3,921	3,943	3,761	3,210	2,928	3,366	3,210	2,928	3,366
Avg DOM	90	94	94	90	90	97	92	92	97	95	100	95	95	100	95
Median Price	\$261,750	\$263,000	\$280,000	\$259,500	\$255,000	\$229,200	\$252,900	\$257,500	\$225,000	\$243,500	\$245,000	\$216,150	\$243,500	\$245,000	\$216,150
Avg Price	\$335,111	\$334,833	\$286,887	\$328,721	\$316,024	\$283,680	\$320,092	\$329,783	\$284,531	\$308,908	\$305,459	\$260,113	\$308,908	\$305,459	\$260,113
Expired	1,146	1,129	1,086	1,529	1,429	1,337	1,501	1,453	1,204	1,604	1,418	1,123	1,604	1,418	1,123
Condo															
NEW Listings YTD	19,434	17,271	13,936	22,669	20,192	16,139	25,947	23,125	18,139	28,867	25,517	20,152	28,867	25,517	20,152
Active	8,670	7,742	5,999	8,547	7,629	5,885	8,357	7,598	5,698	8,248	73,008	5,427	8,248	73,008	5,427
Avg List Price	\$205,557	\$241,476	\$291,319	\$208,880	\$244,822	\$299,974	\$212,489	\$249,763	\$313,550	\$216,897	\$251,792	\$312,795	\$216,897	\$251,792	\$312,795
Under Contract	1,321	1,269	1,217	1,145	1,253	1,114	1,197	1,140	1,147	1,013	876	1,026	1,013	876	1,026
Sold	1,179	1,063	998	1,051	1,081	969	1,104	1,067	961	898	809	899	898	809	899
Avg DOM	117	108	108	113	112	100	121	102	104	126	105	102	126	105	102
Median Price	\$159,900	\$157,960	\$148,345	\$163,000	\$153,000	\$149,000	\$160,000	\$152,500	\$140,000	\$156,250	\$148,000	\$139,900	\$156,250	\$148,000	\$139,900
Avg Price	\$184,566	\$186,328	\$190,367	\$194,705	\$192,885	\$169,474	\$196,659	\$182,741	\$173,823	\$191,006	\$181,458	\$161,960	\$191,006	\$181,458	\$161,960
Expired	465	425	295	656	501	389	625	493	348	637	532	332	637	532	332
Income															
Active	1019	1023	855	1085	1070	838	1107	1066	871	1087	1062	898	1087	1062	898
Avg List Price	\$464,187	\$453,517	\$522,383	\$459,453	\$442,230	\$528,330	\$459,689	\$461,965	\$517,694	\$454,120	\$451,268	\$527,515	\$454,120	\$451,268	\$527,515
Under Contract	101	78	74	74	80	77	80	80	71	93	65	61	93	65	61
Sold	56	48	43	61	40	52	58	35	39	52	40	52	52	40	52
Avg DOM	131	113	147	112	103	97	79	171	137	83	114	138	83	114	138
Median Price	\$325,000	\$289,950	\$225,000	\$295,000	\$302,500	\$233,500	\$300,500	\$330,000	\$229,000	\$332,097	\$249,950	\$174,950	\$332,097	\$249,950	\$174,950
Avg Price	\$399,482	\$492,957	\$325,750	\$343,165	\$461,079	\$390,910	\$380,253	\$461,254	\$368,453	\$404,830	\$371,924	\$273,879	\$404,830	\$371,924	\$273,879
Expired	83	87	67	86	92	90	99	117	101	100	87	54	100	87	54
Land															
Active	2,425	2,895	3,214	2,461	2,901	3,295	2,557	2,969	3,365	2,593	3,050	3,411	2,593	3,050	3,411
Avg List Price	\$368,576	\$362,908	\$392,922	\$361,201	\$372,532	\$398,415	\$361,907	\$355,016	\$405,236	\$367,631	\$364,085	\$407,476	\$367,631	\$364,085	\$407,476
Under Contract	131	129	71	129	118	57	135	125	62	131	98	53	131	98	53
Sold	140	94	57	103	84	59	120	103	37	106	54	50	106	54	50
Avg DOM	271	196	221	272	252	142	250	271	140	242	258	321	242	258	321
Median Price	\$120,000	\$154,775	\$100,000	\$115,500	\$122,500	\$93,000	\$102,500	\$113,380	\$150,000	\$96,000	\$87,000	\$74,000	\$96,000	\$87,000	\$74,000
Avg Price	\$205,370	\$224,071	\$212,260	\$167,342	\$237,370	\$169,086	\$226,050	\$269,088	\$185,200	\$179,543	\$212,168	\$121,544	\$179,543	\$212,168	\$121,544
Expired	138	162	202	162	273	253	139	154	186	171	173	179	171	173	179
Total															
Active	35,344	34,174	30,173	35,535	34,243	29,806	35,328	34,862	28,954	35,130	34,447	28,232	35,130	34,447	28,232
Under Contract	6,281	6,343	6,453	5,741	6,149	6,012	5,888	5,530	5,733	4,964	4,492	5,383	4,964	4,492	5,383
Sold	5,824	5,271	4,945	5,014	5,104	5,234	5,203	5,148	4,618	4,266	3,851	4,367	4,266	3,851	4,367
Expired	1,832	1,808	1,650	2,433	2,295	2,069	2,364	2,227	1,839	2,512	2,210	1,698	2,512	2,210	1,698
	19,312	19,847	17,558	19,312	19,847	17,558	19,312	19,847	17,558	19,312	19,847	17,558	19,312	19,847	17,558



INNOVATIVE
REAL ESTATE GROUP

MLS Monthly Comparison

Single Family (Res & Condo)

	Jan-06	Jan-07	Jan-08	Feb-06	Feb-07	Feb-08	Mar-06	Mar-07	Mar-08	Apr-06	Apr-07	Apr-08	May-06	May-07	May-08
Residential															
NEW Listings	8,613	7,325	8,195	16,718	14,520	16,084	27,054	24,095	24,512	37,038	38,634	33,785	48,436	44,536	43,027
Active	17,408	17,985	18,716	18,201	18,297	19,067	19,642	19,513	19,509	20,965	20,477	20,054	22,069	21,505	20,287
Avg List Price	\$385,452	\$409,061	\$424,067	\$389,252	\$412,893	\$487,033	\$389,291	\$419,428	\$450,183	\$399,196	\$429,265	\$469,917	\$396,070	\$456,457	\$480,337
Under Contract	8,347	8,380	8,658	8,806	8,888	8,888	4,791	4,809	4,750	4,897	4,898	5,068	5,130	5,045	5,116
Sold	2,188	2,667	2,351	2,559	2,413	2,342	3,432	3,315	2,951	3,803	3,472	3,853	3,893	3,952	3,717
Avg DOM	102	117	113	105	125	111	99	117	109	100	108	103	89	98	99
Median Price	\$245,000	\$286,000	\$216,950	\$238,500	\$235,000	\$221,486	\$247,500	\$240,000	\$224,900	\$260,000	\$248,000	\$222,550	\$350,943	\$251,155	\$226,500
Avg Price	\$306,982	\$297,368	\$281,208	\$305,017	\$292,143	\$278,871	\$313,339	\$302,084	\$274,693	\$318,949	\$322,510	\$267,259	\$315,257	\$318,904	\$276,374
Expired	1,813	2,362	2,137	1,021	1,066	1,248	1,188	1,334	1,093	1,035	1,181	1,112	1,206	1,242	1,124
Condo															
NEW Listings	3,058	2,462	2,273	5,858	4,756	4,453	9,169	7,880	6,665	12,379	10,931	9,156	15,867	14,182	11,567
Active	6,979	6,365	5,773	7,283	6,541	5,970	7,667	6,917	6,007	8,080	7,381	6,117	8,388	7,505	6,046
Avg List Price	\$201,607	\$226,620	\$275,292	\$202,357	\$222,363	\$276,389	\$201,091	\$226,938	\$281,113	\$222,570	\$231,620	\$283,953	\$203,359	\$236,457	\$283,342
Under Contract	919	912	892	1,108	1,041	982	1,311	1,313	1,124	1,216	1,275	1,219	1,329	1,308	1,222
Sold	655	873	686	714	677	659	973	959	758	997	927	912	1,117	1,129	947
Avg DOM	133	131	116	126	126	128	126	127	118	112	117	119	123	118	104
Median Price	\$155,000	\$164,900	\$134,000	\$149,440	\$144,950	\$138,750	\$159,900	\$153,000	\$132,000	\$157,400	\$148,900	\$134,500	\$160,000	\$155,000	\$148,000
Avg Price	\$192,271	\$170,440	\$165,510	\$175,422	\$169,498	\$171,817	\$182,727	\$183,451	\$173,493	\$188,146	\$182,549	\$175,245	\$189,986	\$183,896	\$175,755
Expired	929	919	795	417	417	361	507	611	316	455	380	326	494	428	312
Income															
Active	798	860	853	851	905	833	900	966	832	937	982	822	968	967	817
Avg List Price	\$448,881	\$498,071	\$505,761	\$444,959	\$495,652	\$511,152	\$469,942	\$468,937	\$506,031	\$473,780	\$457,610	\$519,335	\$472,391	\$464,865	\$536,245
Under Contract	86	65	84	81	103	84	114	93	83	110	86	85	104	75	68
Sold	56	53	38	48	37	47	60	48	42	53	39	44	73	54	53
Avg DOM	118	149	98	142	156	175	134	147	108	138	124	225	138	100	130
Median Price	\$338,720	\$301,950	\$240,750	\$294,000	\$280,000	\$305,000	\$287,700	\$280,000	\$257,000	\$290,600	\$294,900	\$292,250	\$300,700	\$278,000	\$170,000
Avg Price	\$387,918	\$374,520	\$290,990	\$343,982	\$359,636	\$305,176	\$383,785	\$305,901	\$344,630	\$527,672	\$379,808	\$393,148	\$352,823	\$365,444	\$329,591
Expired	126	142	151	59	68	87	76	104	77	74	86	73	85	99	101
Land															
Active	1,988	2,318	2,947	1,983	2,394	2,968	2,087	2,520	2,903	2,139	2,614	3,007	2,267	2,773	3,118
Avg List Price	\$64,801	\$371,363	\$357,273	\$364,976	\$359,600	\$361,773	\$367,487	\$371,121	\$384,439	\$361,603	\$374,099	\$380,076	\$358,363	\$364,001	\$389,252
Under Contract	105	96	64	146	84	63	188	112	87	159	96	76	151	113	83
Sold	90	92	45	91	63	41	130	100	53	125	84	64	132	61	52
Avg DOM	200	213	274	240	270	297	233	216	260	218	240	344	259	274	233
Median Price	\$144,500	\$189,000	\$150,000	\$165,000	\$129,996	\$168,000	\$120,000	\$107,000	\$125,000	\$118,600	\$108,500	\$148,000	\$120,000	\$135,000	\$96,250
Avg Price	\$498,846	\$227,848	\$305,346	\$220,545	\$310,967	\$209,083	\$180,814	\$164,089	\$190,132	\$212,812	\$186,412	\$239,014	\$175,347	\$251,096	\$131,258
Expired	240	303	330	97	150	144	134	161	206	90	116	155	125	143	164
Total															
Active	27,173	27,528	28,289	28,318	28,137	28,838	30,246	29,916	29,241	32,121	31,454	30,000	33,692	32,870	30,266
Under Contract	4,457	4,453	4,698	5,141	5,116	5,273	6,404	6,327	6,044	6,082	6,355	6,443	6,714	6,541	6,489
Sold	2,989	3,685	3,070	3,412	3,190	3,089	4,595	4,422	3,804	4,478	4,522	4,373	5,215	5,196	4,769
Expired	3,108	3,726	3,413	1,594	1,701	1,840	1,905	2,210	1,992	1,654	1,763	1,666	1,910	1,912	1,701