



MLS Residential Condo & Townhouse Sales Figures

November
2011

	November 2011	October 2011	November 2010	<u>% change from Year to Year</u>	<u>2011 Cumulative Year to Date</u>	<u>2010 Cumulative Year to Date*</u>	<u>2011 / 2010 Y/Y Percent Change</u>	<u>2009 Cumulative Year to Date</u>	<u>2011 / 2009 Y/Y Percent Change</u>
<i>As of 1/3/2012</i>									
Units Pended	517	618	550	-6%	8,355	8,919	-6%	9,791	-15%
Units Closed	701	722	647	8%	7,929	8,508	-7%	9,181	-14%
Average Price Closed Sales	131,068	132,205	136,866	-4%	136,240	135,036	1%	127,640	7%
Median Price Closed Sales	111,700	116,700	116,000	-4%	115,000	116,000	-1%	111,830	3%
Active Listings	5,145	5,805	5,163	0%	-----	-----	-----	-----	-----
New Listings	960	1,170	1,031	-7%	16,084	17,248	-7%	16,638	-3%
Dollar Volume Closed Sales	91,878,805	95,452,108	88,552,337	4%	1,080,245,298	1,148,886,408	-6%	1,171,862,592	-8%

* = Tax Credit Year

The gap between last year and this year continues to close as we gained a percent point in the Cumulative Closed, Pending and Dollar Volume. We had a better November then last year up 4% in Dollar Volume and up 8% in Units closed. New Listings are down 7% which is a lot more than expected as the weather has been better than expected. Looking back over the last 10 years this trend is very similar and there is no indications that our market is in a downturn at this time.