

## Units Pended by Contract Date By Month

Pending SALES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	5 YR AVG	To Prv Yr	To Prv Mo
JAN	622	639	644	673	635	635	742	796	664	503	565	559	607	580	9%	38%
FEB	782	791	702	675	781	786	788	813	700	567	783	578	649	655	12%	7%
MAR	1074	1007	922	942	1029	955	1017	984	781	815	975	763		864	-22%	32%
APR	938	1037	1009	1052	1034	1080	962	1105	1017	947	1281	877		1045	-32%	15%
MAY	1032	1035	1041	1080	1029	1093	1093	1101	1002	943	863	862		954	0%	-2%
JUN	966	1021	907	1036	1044	1094	1006	1132	932	974	689	872		920	27%	1%
JUL	865	934	879	1047	991	971	946	1030	895	938	720	800		877	11%	-8%
AUG	937	967	968	936	934	1072	1002	1042	834	813	799	784		854	-2%	-2%
SEP	810	724	874	806	824	866	871	793	738	857	668	709		753	6%	-10%
OCT	806	778	830	831	804	797	672	829	559	677	661	618		669	-7%	-13%
NOV	526	650	606	615	679	612	645	605	482	425	550	517		516	-6%	-16%
DEC	417	548	515	543	547	521	592	501	386	423	424	441		435	4%	-15%
February	782	791	702	675	781	786	788	813	700	567	783	578	649		-26%	
Jan - Feb	1,404	1,430	1,346	1,348	1,416	1,421	1,530	1,609	1,364	1,070	1,348	1,137	1,256		-16%	
To Prev YR		2%	-6%	0%	5%	0%	8%	5%	-15%	-22%	26%	-16%	10%			
<i>*Low and High</i>																