

2009-2011 Listing to Pending Ratios All Areas

12/31/2011

2009	Listings	Pendings	%
1/5/2009	4075	498	12%
1/12/2009	4079	464	11%
1/19/2009	4108	484	12%
1/26/2009	4138	496	12%
2/2/2009	4096	515	13%
2/9/2009	4105	535	13%
2/16/2009	4058	586	14%
2/23/2009	4049	611	15%
3/2/2009	3954	617	16%
3/12/2009	3972	623	16%
3/17/2009	3969	638	16%
3/24/2009	3957	653	17%
3/31/2009	3837	649	17%
4/7/2009	3802	674	18%
4/14/2009	3764	736	20%
4/21/2009	3745	771	21%
4/28/2009	3741	806	22%
5/5/2009	3746	791	21%
5/12/2009	3772	823	22%
5/19/2009	3768	837	22%
5/26/2009	3751	875	23%
6/2/2009	3673	886	24%
6/9/2009	3641	946	26%
6/16/2009	3642	958	26%
6/23/2009	3656	968	26%
6/30/2009	3673	955	26%
7/7/2009	3611	930	26%
7/14/2009	3607	926	26%
7/21/2009	3612	946	26%
7/28/2009	3620	954	26%
8/4/2009	3603	913	25%
8/11/2009	3582	931	26%
8/18/2009	3583	947	26%
8/25/2009	3572	960	27%
9/1/2009	3474	956	28%
9/8/2009	3467	949	27%
9/15/2009	3413	984	29%
9/22/2009	3414	993	29%
9/30/2009	3387	989	29%
10/6/2009	3366	990	29%
10/13/2009	3357	987	29%
10/20/2009	3316	989	30%
10/26/2009	3318	972	29%
11/3/2009	3175	902	28%
11/10/2009	3194	885	28%
11/17/2009	3228	850	26%
11/24/2009	3199	849	27%
12/1/2009	3160	811	26%
12/8/2009	3199	754	24%
12/15/2009	3193	730	23%
12/22/2009	3142	698	22%
12/31/2009	2850	654	23%
Average	3623	805	22%

2010	Listings	Pendings	%
1/5/2010	2947	639	22%
1/12/2010	2939	658	22%
1/19/2010	2984	688	23%
1/26/2010	3058	711	23%
2/2/2010	3055	698	23%
2/9/2010	3095	725	23%
2/16/2010	3132	765	24%
2/23/2010	3187	805	25%
3/2/2010	3154	832	26%
3/9/2010	3122	894	29%
3/16/2010	3140	929	30%
3/23/2010	3163	960	30%
3/31/2010	3160	979	31%
4/6/2010	3135	977	31%
4/13/2010	3155	1034	33%
4/20/2010	3205	1057	33%
4/27/2010	3190	1081	34%
5/4/2010	3126	1079	35%
5/11/2010	3130	1062	34%
5/18/2010	3134	1048	33%
5/25/2010	3117	1038	33%
6/1/2010	3121	971	31%
6/8/2010	3146	886	28%
6/15/2010	3203	827	26%
6/22/2010	3196	840	26%
6/30/2010	3117	738	24%
7/6/2010	3157	724	23%
7/13/2010	3205	730	23%
7/20/2010	3238	722	22%
7/27/2010	3306	725	22%
8/3/2010	3303	726	22%
8/10/2010	3346	736	22%
8/17/2010	3357	755	22%
8/24/2010	3397	776	23%
8/31/2010	3327	765	23%
9/7/2010	3293	740	22%
9/14/2010	3300	723	22%
9/21/2010	3281	699	21%
9/30/2010	3186	670	21%
10/7/2010	3179	651	20%
10/14/2010	3162	674	21%
10/21/2010	3141	668	21%
10/28/2010	3120	640	21%
11/5/2010	3044	643	21%
11/12/2010	3051	649	21%
11/19/2010	3051	635	21%
11/26/2010	3037	629	21%
12/3/2010	2957	631	21%
12/10/2010	2908	613	21%
12/17/2010	2897	587	20%
12/24/2010	2869	564	20%
12/31/2010	2807	562	20%
Average	3135	780	25%

2011	Listings	Pendings	%
1/7/2011	2715	558	21%
1/14/2011	2732	560	20%
1/21/2011	2744	580	21%
1/28/2011	2732	602	22%
2/4/2011	2734	586	21%
2/11/2011	2726	593	22%
2/18/2011	2758	598	22%
2/25/2011	2743	596	22%
3/4/2011	2742	612	22%
3/11/2011	2705	631	23%
3/18/2011	2723	640	24%
3/25/2011	2730	656	24%
3/31/2011	2701	653	24%
4/8/2011	2722	679	25%
4/15/2011	2755	699	25%
4/22/2011	2754	715	26%
4/29/2011	2760	702	25%
5/6/2011	2738	703	26%
5/13/2011	2786	704	25%
5/20/2011	2805	724	26%
5/27/2011	2827	708	25%
6/3/2011	2788	730	26%
6/10/2011	2806	750	27%
6/17/2011	2824	744	26%
6/24/2011	2816	729	26%
6/30/2011	2784	687	25%
7/8/2011	2797	671	24%
7/15/2011	2818	670	24%
7/22/2011	2785	689	25%
7/29/2011	2816	668	24%
8/5/2011	2810	642	23%
8/12/2011	2832	669	24%
8/19/2011	2846	702	25%
8/26/2011	2701	786	29%
9/2/2011	2627	786	30%
9/9/2011	2590	775	30%
9/16/2011	2608	776	30%
9/23/2011	2601	772	30%
9/30/2011	2579	730	28%
10/7/2011	2542	701	28%
10/14/2011	2526	721	29%
10/21/2011	2528	714	28%
10/28/2011	2486	731	29%
11/4/2011	2424	707	29%
11/11/2011	2410	709	29%
11/18/2011	2409	723	30%
11/25/2011	2382	729	31%
12/2/2011	2335	709	30%
12/9/2011	2352	698	30%
12/16/2011	2325	679	29%
12/23/2011	2275	670	29%
12/31/2011	2259	621	27%
Average	2660	684	26%

2009-2011 Listing to Pending Ratios All Areas (no \$150 - \$200)

12/31/2011

2009	Listings	Pendings	%
1/5/09	3323	335	10%
1/12/09	3291	340	10%
1/19/09	3297	356	11%
1/26/09	3316	370	11%
2/2/09	3263	383	12%
2/9/09	3266	395	12%
2/16/09	3217	438	14%
2/23/09	3205	445	14%
3/2/09	3133	449	14%
3/12/09	3145	447	14%
3/17/09	3150	453	14%
3/24/09	3147	470	15%
3/31/09	3023	466	15%
4/7/09	3001	478	16%
4/14/09	2975	520	17%
4/21/09	2984	530	18%
4/28/09	3003	538	18%
5/5/09	3013	523	17%
5/12/09	3034	533	18%
5/19/09	3027	552	18%
5/26/09	3015	564	19%
6/2/09	2949	573	19%
6/9/09	2945	609	21%
6/16/09	2934	627	21%
6/23/09	2943	643	22%
6/30/09	2959	635	21%
7/7/09	2882	625	22%
7/14/09	2885	627	22%
7/21/09	2890	629	22%
7/28/09	2890	628	22%
8/4/09	2869	595	21%
8/11/09	2834	605	21%
8/18/09	2831	601	21%
8/25/09	2815	596	21%
9/1/09	2743	585	21%
9/8/09	2737	584	21%
9/15/09	2686	598	22%
9/22/09	2670	602	23%
9/30/09	2656	599	23%
10/6/09	2624	604	23%
10/13/09	2598	597	23%
10/20/09	2560	609	24%
10/26/09	2548	599	24%
11/3/09	2392	578	24%
11/10/09	2394	570	24%
11/17/09	2402	557	23%
11/24/09	2375	568	24%
12/1/09	2329	545	23%
12/8/09	2356	504	21%
12/15/09	2362	483	20%
12/22/09	2304	474	21%
12/31/09	2095	448	21%
Average	2852	532	19%

2010	Listings	Pendings	%
1/5/2010	2125	437	21%
1/12/2010	2101	444	21%
1/19/2010	2133	461	22%
1/26/2010	2172	474	22%
2/2/2010	2178	449	21%
2/9/2010	2193	466	21%
2/16/2010	2223	485	22%
2/23/2010	2263	518	23%
3/2/2010	2253	538	24%
3/9/2010	2233	580	26%
3/16/2010	2258	586	26%
3/23/2010	2283	602	26%
3/31/2010	2262	625	28%
4/6/2010	2241	620	28%
4/13/2010	2265	646	29%
4/20/2010	2333	655	28%
4/27/2010	2324	672	29%
5/4/2010	2290	671	29%
5/11/2010	2293	659	29%
5/18/2010	2292	654	29%
5/25/2010	2278	664	29%
6/1/2010	2278	630	28%
6/8/2010	2287	580	25%
6/15/2010	2335	539	23%
6/22/2010	2344	552	24%
6/30/2010	2281	477	21%
7/6/2010	2310	467	20%
7/13/2010	2350	469	20%
7/20/2010	2378	465	20%
7/27/2010	2428	470	19%
8/3/2010	2405	476	20%
8/10/2010	2423	505	21%
8/17/2010	2421	520	21%
8/24/2010	2439	530	22%
8/31/2010	2400	509	21%
9/7/2010	2381	491	21%
9/14/2010	2370	480	20%
9/21/2010	2356	475	20%
9/30/2010	2285	461	20%
10/7/2010	2273	431	19%
10/14/2010	2257	439	19%
10/21/2010	2245	434	19%
10/28/2010	2226	416	19%
11/5/2010	2174	430	20%
11/12/2010	2171	444	20%
11/19/2010	2150	438	20%
11/26/2010	2125	438	21%
12/3/2010	2061	443	21%
12/10/2010	2039	415	20%
12/17/2010	2028	393	19%
12/24/2010	2013	369	18%
12/31/2010	1973	370	19%
Average	2254	509	23%

2011	Listings	Pendings	%
1/7/2011	1920	369	19%
1/14/2011	1935	361	19%
1/21/2011	1936	376	19%
1/28/2011	1919	393	20%
2/4/2011	1908	382	20%
2/11/2011	1910	388	20%
2/18/2011	1938	395	20%
2/25/2011	1929	395	20%
3/4/2011	1921	410	21%
3/11/2011	1894	417	22%
3/18/2011	1913	417	22%
3/25/2011	1921	438	23%
3/31/2011	1908	442	23%
4/8/2011	1911	465	24%
4/15/2011	1936	468	24%
4/22/2011	1928	475	25%
4/29/2011	1931	462	24%
5/6/2011	1930	457	24%
5/13/2011	1992	463	23%
5/20/2011	2018	473	23%
5/27/2011	2050	464	23%
6/3/2011	2037	469	23%
6/10/2011	2035	484	24%
6/17/2011	2058	477	23%
6/24/2011	2052	469	23%
6/30/2011	2028	448	22%
7/8/2011	2048	438	21%
7/15/2011	2084	433	21%
7/22/2011	2068	442	21%
7/29/2011	2093	434	21%
8/5/2011	2075	426	21%
8/12/2011	2106	438	21%
8/19/2011	2113	457	22%
8/26/2011	2041	481	24%
9/2/2011	1984	484	24%
9/9/2011	1955	484	25%
9/16/2011	1994	490	25%
9/23/2011	1988	485	24%
9/30/2011	1966	451	23%
10/7/2011	1930	435	23%
10/14/2011	1924	443	23%
10/21/2011	1936	440	23%
10/28/2011	1899	459	24%
11/4/2011	1857	439	24%
11/11/2011	1830	438	24%
11/18/2011	1824	449	25%
11/25/2011	1801	456	25%
12/2/2011	1758	434	25%
12/9/2011	1776	424	24%
12/16/2011	1764	408	23%
12/23/2011	1721	399	23%
12/31/2011	1719	367	21%
Average	1944	438	23%