

## Arizona Regional Multiple Listing Service Statistics

The real estate market is currently going through some interesting changes that are similar to the supply and demand issues of the late 80's and early 90's. During that time we developed a "6 Step Selling System" to improve the odds of selling for property owners. Using this system we produced an 11 year track record of selling 100% of the property we were hired to sell. Those calendar years that did not contain an expired (unsold) listing are labeled on the report as **(JAY SOLD 100%)**. A 100% success rate for 11 years is rare as illustrated by the percentage of homes that sold, shown below on the historic record of sales reported by Arizona Regional MLS. More information regarding this track record can be found at **SELLING TIPS** on our RE/MAX Excalibur Realty website at [www.haugenhomes.com](http://www.haugenhomes.com).

### WHERE HAS THE MARKET BEEN?

It is interesting to review the statistics since the peak of the housing boom in 2005 until now to try and spot trends for recovery. The MLS provides the number of sales each year and the number of homes placed in the MLS that did not sell within the listing period (expired). These two sets of numbers show the demand for property during the year.

Year	Total Units Sold	Units Per Day	Total Units Expired	Units Per Day
2005	104,169	285.40	8,978	24.60
2006	74,073	202.94	33,298	92.87
2007	54,238	148.60	44,145	120.95
2008	60,108	164.68	45,707	125.22

### APPRECIATION

Based on the average sale prices reported in the multiple listing system, it is difficult to predict future appreciation considering the wide swings detailed below.

Years	Average Sale Price	Avg. Percent Price Growth
1984-1994	\$89,025 - \$111,334	2.28% per year (25.06% over 11 years)
1995-2000	\$111,334 - \$172,500	9.16% per year (54.94% over 6 years)
2001-2006	\$172,500 - \$335,311	15.65% per year (93.9% over 6 years)
2007	\$335,311 - \$333,575	-1% Flat
2008	\$333,575 - \$252,265	-24.38% (2.03% per month)
2002	\$181,734	4.83%
2003	\$202,917	11.7%
2004	\$220,509	8.7%
2005	\$299,125	35.7%
2006	\$335,311	21%
2007	\$333,575	-1%
2008	\$247,985	-25.66%

So the question is; What is the percentage of your salary change? Since most people did not receive a 35.7% increase in 2005 it is no wonder the market values are adjusting to be in line with salaries

Note the change in sale prices in the May and June 2009 sales figures that follow, have we turned a corner?

## WHO CONTROLS THE MARKET?

There are two housing markets developing in Arizona, homes for sale by banks and homes for sale by individuals. As you can see by the statistics below the bank owned market is growing and based on the percentage of the bank inventory that is under contract they are a home owner's prime competition for a buyer. To determine the most aggressive sellers in the market we calculated the percentage of those homes in each group that are under contract.

Date	<u>Homeowners Units</u>				<u>Bank Units</u>			
	For Sale	Under Contract	Avg. P Ask\$	Percent Units P	For Sale	Under Contract	Avg. P Ask\$	Percent Units P
7-12-09	27,138	12,194	\$195,418	31.00%	4,776	6,496	\$137,774	57.53%
6-1-09	29,626	10,208	\$211,911	25.63%	4,926	7,356	\$119,616	59.89%
5-2-09	32,804	8,424	\$235,230	20.43%	6,511	8,435	\$108,263	56.44%
4-7-09	35,769	6,730	\$258,504	15.84%	9,319	7,913	\$115,015	45.92%
3-2-09	38,172	4,803	\$283,961	11.18%	11,204	6,399	\$108,373	36.35%
2-1-09	39,140	3,661	\$286,649	8.55%	12,514	4,857	\$133,500	27.96%
1-5-09	39,380	3,108	<u>\$286,652</u>	7.32%	12,679	3,594	<u>\$140,137</u>	22.09%
12-3-08	44,207	4,138	\$280,811	8.56%	10,410	3,081	\$147,369	22.84%
11-3-08	44,556	4,330	\$254,074	8.86%	9,179	2,675	\$129,042	22.57%
10-1-08	44,529	4,797	\$278,765	9.73%	7,842	2,637	\$154,155	25.16%
9-3-08	44,783	5,071	\$280,408	10.17%	6,982	2,731	\$168,649	28.12%
8-1-08	46,283	5,765	\$306,053	11.08%	6,584	2,716	\$192,253	29.20%
7-2-08	46,266	5,873	\$307,780	11.26%	6,007	2,593	\$177,667	30.15%
6-2-08	47,600	5,957	\$302,759	11.12%	5,229	2,364	\$191,989	31.13%
5-9-08	49,340	6,286	\$306,655	11.30%	5,103	2,236	\$195,614	30.47%
4-1-08	50,807	5,245	\$317,186	9.36%	4,837	1,528	\$209,880	24.01%
3-3-08	51,471	4,913	\$349,262	8.71%	4,266	1,207	\$202,059	22.05%
2-5-08	51,527	4,156	\$364,222	7.46%	3,882	876	\$219,564	18.41%
1-2-08	49,049	3,190	\$385,793	6.11%	3,380	497	\$237,125	12.82%

The statistics above indicate

Average homeowner unit prices have declined in 2008

\$385,793 - \$286,652 = \$99,141 (25.70% = 2.14% per month)

Average bank owned unit prices have declined in 2008

\$237,125 - \$140,137 = \$96,988 (40.90% = 3.41% per month)

2009 May & June show a market change in the positive for both value & absorbtion.

## Arizona Regional Multiple Listing Service Statistics

NOTE: This representation is based in whole or in part on data supplied by the Arizona Regional Multiple Listing Service. ARMLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by ARMLS may not reflect all real estate activity in the market. The statistics are not guaranteed, verified or actuarially determined by Jay Haugen or ARMLS

### **ACTIVE MARKET 2,079% Increase in bank owned property April 2007 to March 2009**

**1) Active Listings:** Homes available for sale.

**2) Active But Contingent:** Homes with a contingent offer pending.

**3) Offer Pending:** Contingencies are removed, waiting to close.

**Total Units For Sale:** Total of all 3 statuses of property for sale.

**Posted as vacant:** The ARMLS system lists how to show a property and those posted as vacant could become Lender Owned depending on the owner's ability to make payments on a vacant property.

**Lender owned:** (Bank Repo's) The ARMLS system has a field that identifies repossessed homes as "LENDER OWNED PROPERTY" The number of units identified in ARMLS as lender owned are show below since this is a growing area of interest for buyers. (a cumulative number of all 3 statuses is listed)

<b>2009</b>	Active	Active But	Offer	Total Units	% of Market	% of Market
<u>Date</u>	<u>Listings</u>	<u>Contingent</u>	<u>Pending</u>	<u>For Sale</u>	<u>Posted As</u>	<u>Lender</u>
					<u>Vacant</u>	<u>Owned</u>
7-12-09	31,916	5612	13,049	50,577	29,741-58.8%	11,245-22.23%
6-1-09	34,552	4665	12,899	52,116	30,662-58.8%	12,282-23.57%
5-2-09	39,315	3551	13,308	56,174	33,873-60.3%	14,946-26.61%
4-7-09	45,088	2551	12,092	59,371	36,669-61.4%	17,232-28.85%
3-2-09	49,376	1573	9,629	60,578	37,388-61.7%	17,603-29.06%
2-1-09	51,654	1151	7,367	60,712	37,600-61.9%	17,371-28.61%
1-5-09	52,059	912	5,790	58,761	37,053-63.1%	16,273-27.69%

<b>2008</b>	Active	Active But	Offer	Total Units	% of Market	% of Market
<u>Date</u>	<u>Listings</u>	<u>Contingent</u>	<u>Pending</u>	<u>For Sale</u>	<u>Posted As</u>	<u>Lender</u>
					<u>Vacant</u>	<u>Owned</u>
1-5-09	52,059	912	5,790	58,761	37,053-63.1%	16,273-27.69%
12-3-08	54,617	987	6,232	61,836	37,747-61.0%	13,491-21.82%
11-3-08	53,735	978	6,027	60,740	36,039-59.3%	11,854-19.52%
10-1-08	52,371	991	6,443	59,805	34,419-57.6%	10,479-17.52%
9-3-08	51,765	974	6,828	58,567	33,610-56.4%	9,713-16.31%
8-1-08	52,868	1452	7,029	61,348	28,536-46.5%	9,300-15.16%
7-2-08	52,273	1482	6,984	60,739	28,055-46.2%	8,600-14.16%
6-2-08	52,829	1424	6,897	61,150	27,344-44.7%	7,593-12.42%
5-9-08	54,443	1388	7,134	62,965	27,936-44.4%	7,339-11.66%
4-1-08	55,644	1106	5,667	62,417	27,320-43.8%	6,365-10.20%
3-3-08	55,737	918	5,202	61,857	26,885-43.5%	5,473-8.85%
2-5-08	55,409	752	4,280	60,441	26,336-43.6%	4,758-7.87%
1-2-08	54,429	466	3,221	56,116	24,663-44.0%	3,877-6.91%

% of Market    % of Market

<b>2007</b>	Active	Active But	Offer	Total Units	Posted As	Lender
<u>Date</u>	<u>Listings</u>	<u>Contingent</u>	<u>Pending</u>	<u>For Sale</u>	<u>Vacant</u>	<u>Owned</u>
1-2-08	54,429	466	3,221	56,116	24,663-44.0%	3,877-6.91%
12-5-07	56,467	454	3,815	60,736	25,969-42.7%	3,335-5.50%
11-6-07	57,453	465	4,037	61,955	25,809-41.7%	2,804-4.53%
10-10-07	57,263	443	4,028	61,734	25,437-41.2%	2,312-3.75%
9-1-07	56,174	511	4,031	60,716	24,681-40.7%	1,932-3.18%
8-16-07	55,303	588	4,756	60,647	24,432-40.3%	1,750-2.89%
7-31-07	54,682	681	5,111	60,474	24,086-39.8%	1,561-2.58%
6-29-07	54,254	758	5,757	60,769		1,304-2.15%
6-5-07	53,223	837	6,089	60,149		1,103-1.83%
4-19-07	51,820	845	6,794	59,459		808-1.36%
3-14-07	47,750	974	7,252	55,976		
2-12-07	45,712	842	6,778	53,332		
1-2-07	41,223	574	4,650	46,447		

<b>2006</b>	Active	Active But	Offer	Total Units
<u>Date</u>	<u>Listings</u>	<u>Contingent</u>	<u>Pending</u>	<u>For Sale</u>
12-5-06	45,082	709	5,808	51,599
11-7-06	47,121	785	6,112	54,018
11-1-06	46,989	745	5,775	53,509
9-28-06	47,946	889	6,476	55,311
9-12-06	47,125	904	6,419	54,448
8-26-06	46,997	915	6,618	54,530
8-1-06	45,879	917	6,101	52,897
7-24-06	45,808	1006	6,909	53,723
7-17-06	45,247	983	6,842	53,072
6-26-06	44,235	1,078	7,575	52,888
6-19-06	43,460	1,094	7,571	52,125
6-13-06	42,954	1,098	7,697	51,749
5-11-06	39,394	1,284	8,603	49,281
5-1-06	38,335	1,280	8,248	47,863
4-26-06	38,073	1,325	8,777	48,175
4-19-06	37,430	1,334	8,622	47,386
4-12-06	36,792	1,381	8,605	46,778
4-3-06	35,712	1,303	7,801	44,816
3-24-06	35,015	1,318	8,192	44,525
3-10-06	33,397	1,234	8,100	42,731
3-3-06	32,375	1,171	7,536	41,082
2-27-06	32,121	1,296	8,191	41,608
2-20-06	31,125	1,244	8,208	40,577
2-12-06	30,341	1,173	7,797	39,311
2-6-06	29,244	1,108	7,289	37,641
1-23-06	27,534	1,014	6,263	34,811
1-19-06	26,932	1,004	6,080	34,016

<b>2005</b>	Active	Active But	Offer	Total Units
<u>Date</u>	<u>Listings</u>	<u>Contingent</u>	<u>Pending</u>	<u>For Sale</u>
12-1-05	23,100	1,089	6,994	31,183
11-16-05	22,330	1,296	8,117	31,743
11-2-05	20,521	1,287	7,917	29,725
10-24-05	19,535	1,418	8,811	29,764
9-20-05	15,078	1,540	10,091	26,709
9-12-05	14,216	1,548	10,062	25,826
8-30-05	12,739	1,586	10,253	24,578
8-13-05	11,785	1,569	10,627	23,981
7-27-05	10,475	1,635	10,801	22,911
7-14-05	9,867	1,612	11,000	22,479
7-8-05	9,576	1,581	10,493	21,650
6-26-05	8,914	1,620	11,299	21,833
6-11-05	8,388	1,636	11,038	21,062
6-6-05	8,109	1,623	10,728	20,460
5-23-05	7,515	1,710	11,810	21,035
5-10-05	7,237	1,745	11,404	20,386

## MARKET SALES

The active market shown above provides supply side statistics, but absorption is important to price stability. The results listed below give insight into average sale price and days on market. The highest average sale price was set June 2007 at \$349,126 and the change in average prices are adjusting to what average salaries can support.

<u>Year</u>	<u>Avg. Sale Price</u>	<u>Avg. Sq. Ft.</u>	<u>Avg. Days on Market (cumulative)</u>	<u>Avg. Units per Day</u>	<u>Total Units</u>
2008	\$252,264	1993	122	164.68	60,108
2007	\$336,458	1927	112	148.90	54,350
2006	\$335,311	1834	72	203.15	74,237
2005	\$303,166	1827	31	285.4	104,169

<u>2009 MLS</u>	<u>Avg. Sale Price</u>	<u>Avg. Sq. Ft.</u>	<u>Avg. Days on Market (cumulative)</u>	<u>Units</u>
June	\$171,576	1946	117	9,341
May	\$165,490	1926	121	9,236
April	\$168,214	1902	122	8,506
March	\$168,279	1913	127	7,624
February	\$182,404	1929	123	5,440
January	\$182,112	1942	114	4,669

<u>2008 MLS</u>	<u>Avg. Sale Price</u>	<u>Avg. Sq. Ft.</u>	<u>Avg. Days on Market (cumulative)</u>	<u>Units</u>
December	\$150,920	1928	98	7,491
November	\$216,832	1998	111	4,316
October	\$222,298	1977	103	5,242
September	\$225,142	2012	113	5,827
August	\$255,590	2012	113	5,827
July	\$249,580	2012	123	5,944
June	\$265,132	2038	131	5,710
May	\$269,469	2012	128	5,617
April	\$276,060	1997	135	4,888
March	\$291,917	1996	131	4,209
February	\$298,471	1972	137	3,384
January	\$314,431	2005	137	2,875

<u>2007 MLS</u>	<u>Avg. Sale Price</u>	<u>Avg. Sq. Ft.</u>	<u>Avg. Days on Market (cumulative)</u>	<u>Units</u>
December	\$309,779	2003	127	3,405
November	\$318,131	1956	121	3,307
October	\$324,186	1959	121	3,460
September	\$306,985	1934	113	3,436
August	\$342,047	1966	113	4,302
July	\$340,655	1942	113	4,687
June	<b>\$349,126</b>	1956	105	5,437
May	\$349,105	1902	105	5,791
April	\$334,629	1850	106	5,490
March	\$347,404	1900	107	5,924
February	\$334,691	1881	112	4,903
January	\$343,302	1893	108	4,349

<u>2006 MLS</u>	<u>Avg. Sale Price</u>	<u>Avg. Sq. Ft.</u>	<u>Avg. Days on Market (cumulative)</u>	<u>Units</u>
December	\$337,273	1902	99	5,488
November	\$337,694	1891	94	5,310
October	\$330,602	1874	77	5,566
September	\$325,440	1834	81	5,593
August	\$331,388	1854	77	6,134
July	\$332,907	1851	72	6,075
June	\$349,237	1856	67	7,185
May	\$345,755	1826	64	7,592
April	\$330,568	1767	61	6,707
March	\$329,621	1781	58	7,492
February	\$335,493	1791	56	5,860
January	\$337,706	1807	50	5,235

# Annual Summary

The tables below give a historic record of sales reported by Arizona Regional MLS for 1984 through 1994 and 2001 through the most recent ending quarter. Records were not available for the years 1995 through 2000. Percentage of homes sold measures the number of homes that sold during their first listing period. Dividing units sold by the number of new listings gives the percentage chance of selling in the first listing period.

Annual Total	Units Sold	Average Sale Price	Percentage of Homes Sold	Cumulative Days On Market
<b>2008</b>	60,108	\$252,264	37%	122
<b>2007</b>	54,823	\$333,575	33%	112
<b>2006</b>	74,237	\$335,311	43%	72
<b>2005</b>	104,181	\$299,886	73% (JAY SOLD 100%)	31
<b>2004</b>	98,301	\$221,805	79% (JAY SOLD 100%)	51
<b>2003</b>	80,072	\$202,917	60%	
<b>2002</b>	67,950	\$181,734	54% (JAY SOLD 100%)	
<b>2001</b>	62,414	\$173,367	56%	
<b>2000</b>	Records Not Available-----		(JAY SOLD 100%)	
<b>1999</b>	Records Not Available-----		(JAY SOLD 100%)	
<b>1998</b>	Records Not Available-----			
<b>1997</b>	Records Not Available-----			
<b>1996</b>	Records Not Available-----			
<b>1995</b>	Records Not Available-----		(JAY SOLD 100%)	
<b>1994</b>	36,070	\$111,334	70%	
<b>1993</b>	30,913	\$108,554	55% (JAY SOLD 100%)	
<b>1992</b>	25,334	\$102,593	44% (JAY SOLD 100%)	
<b>1991</b>	23,092	\$101,541	40% (JAY SOLD 100%)	
<b>1990</b>	21,930	\$99,691	37%	
<b>1989</b>	21,207	\$98,510	33%	
<b>1988</b>	21,982	\$98,600	31%	
<b>1987</b>	23,928	\$99,481	33%	
<b>1986</b>	21,434	\$94,204	29%	
<b>1985</b>	21,386	\$92,377	32%	
<b>1984</b>	19,036	\$89,025	30%	
<b>1983</b>	Records Not Available-----		(JAY SOLD 100%)	
<b>1982</b>	Records Not Available-----		(JAY SOLD 100%)	

Quarterly details of this summary follow.....

<b>2008 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold	Cumulative Days On Market
1 <sup>st</sup> Quarter	10,653	\$299,933	25.30%	135
2 <sup>nd</sup> Quarter	16,283	\$270,500	40.78%	131
3 <sup>rd</sup> Quarter	17,857	\$235,354	43.30%	116
4 <sup>th</sup> Quarter	15,315	\$203,269	39.37%	104
Annual Total	60,108	\$252,264	37%	122



<b>2007 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold	Cumulative Days On Market
1 <sup>st</sup> Quarter	15,337	\$340,400	33.45%	109
2 <sup>nd</sup> Quarter	16,768	\$344,533	38.02%	105
3 <sup>rd</sup> Quarter	12,523	\$330,700	30.46%	113
4 <sup>th</sup> Quarter	10,195	\$318,667	29.52%	123
Annual Total	54,823	\$333,575	33%	112

<b>2006 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold	Cumulative Days On Market
1 <sup>st</sup> Quarter	18,587	\$333,762	39.12%	55
2 <sup>nd</sup> Quarter	21,484	\$342,178	44.42%	64
3 <sup>rd</sup> Quarter	17,802	\$330,038	40.44%	77
4 <sup>th</sup> Quarter	16,364	\$335,129	48.91%	94
Annual Total	74,237	\$335,311	43%	72

<b>2005 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold	Cumulative Days On Market
1 <sup>st</sup> Quarter	24,264	\$260,076	78.20%	37
2 <sup>nd</sup> Quarter	29,645	\$300,326	81.25%	28
3 <sup>rd</sup> Quarter	28,481	\$315,567	69.63%	26
4 <sup>th</sup> Quarter	21,791	\$323,578	62.61%	36
Annual Total	104,181	\$299,886	73% <b>(JAY SOLD 100%)</b>	31

<b>2004 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold	Cumulative Days On Market
1 <sup>st</sup> Quarter	19,949	\$209,345	54.74%	62
2 <sup>nd</sup> Quarter	27,790	\$220,138	82.56%	57
3 <sup>rd</sup> Quarter	26,590	\$223,103	86.17%	48
4 <sup>th</sup> Quarter	23,972	\$234,634	92.61%	38
Annual Total	98,301	\$221,805	79% <b>(JAY SOLD 100%)</b>	51

<b>2003 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	16,798	\$186,200	46.21%
2 <sup>nd</sup> Quarter	22,447	\$196,033	64.81%
3 <sup>rd</sup> Quarter	22,236	\$197,833	67.11%
4 <sup>th</sup> Quarter	18,591	\$231,600	63.43%
Annual Total	80,072	\$202,917	60%

<b>2002 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	14,151	\$177,167	42.86%
2 <sup>nd</sup> Quarter	19,318	\$183,800	62.76%
3 <sup>rd</sup> Quarter	17,453	\$181,867	53.28%
4 <sup>th</sup> Quarter	17,028	\$184,100	58.34%
Annual Total	67,950	\$181,734	54% <b>(JAY SOLD 100%)</b>

<b>2001 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	14,013	\$172,500	44.40%
2 <sup>nd</sup> Quarter	18,241	\$175,233	61.97%
3 <sup>rd</sup> Quarter	16,167	\$173,267	56.31%
4 <sup>th</sup> Quarter	13,993	\$172,467	56.67%
Annual Total	62,414	\$173,367	56%

**2000 – 1995 Not Available**

**In 2000 (JAY SOLD 100%)  
In 1999 (JAY SOLD 100%)  
In 1995 (JAY SOLD 100%)**

<b>1994 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	7,672	\$108,003	55.80%
2 <sup>nd</sup> Quarter	9,525	\$111,265	67.05%
3 <sup>rd</sup> Quarter	10,694	\$112,727	75.83%
4 <sup>th</sup> Quarter	8,179	\$113,339	82.24%
Annual Total	36,070	\$111,334	70%

<b>1993 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	5,559	\$108,833	37.32%
2 <sup>nd</sup> Quarter	7,612	\$107,751	51.90%
3 <sup>rd</sup> Quarter	9,509	\$107,382	69.93%
4 <sup>th</sup> Quarter	8,233	\$110,251	62.38%
Annual Total	30,913	\$108,554	55% (JAY SOLD 100%)

<b>1992 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	4,555	\$99,824	29.24%
2 <sup>nd</sup> Quarter	6,960	\$104,052	47.53%
3 <sup>rd</sup> Quarter	6,924	\$103,452	45.89%
4 <sup>th</sup> Quarter	6,895	\$103,046	54.55%
Annual Total	25,334	\$102,593	44% (JAY SOLD 100%)

<b>1991 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	4,614	\$99,567	32.69%
2 <sup>nd</sup> Quarter	6,038	\$103,842	38.58%
3 <sup>rd</sup> Quarter	6,813	\$102,525	47.03%
4 <sup>th</sup> Quarter	5,627	\$100,231	42.36%
Annual Total	23,092	\$101,541	40% (JAY SOLD 100%)

<b>1990 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	5,511	\$96,443	33.39%
2 <sup>nd</sup> Quarter	5,647	\$103,435	35.86%
3 <sup>rd</sup> Quarter	6,003	\$103,248	41.09%
4 <sup>th</sup> Quarter	4,769	\$95,638	37.35%
Annual Total	21,930	\$99,691	37%

<b>1989 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	4,814	\$97,258	26.12%
2 <sup>nd</sup> Quarter	5,399	\$99,870	31.51%
3 <sup>rd</sup> Quarter	6,132	\$95,597	38.59%
4 <sup>th</sup> Quarter	4,862	\$101,316	35.75%
Annual Total	21,207	\$98,510	33%

<b>1988 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	4,332	\$99,007	21.16%
2 <sup>nd</sup> Quarter	6,122	\$97,109	34.34%
3 <sup>rd</sup> Quarter	6,404	\$100,468	36.42%
4 <sup>th</sup> Quarter	5,124	\$97,814	32.78%
Annual Total	21,982	\$98,600	31%

<b>1987 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	5,397	\$97,702	27.10%
2 <sup>nd</sup> Quarter	6,814	\$99,075	36.97%
3 <sup>rd</sup> Quarter	6,671	\$101,859	37.80%
4 <sup>th</sup> Quarter	5,046	\$99,287	29.69%
Annual Total	23,928	\$99,481	33%

<b>1986 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	2,786	\$88,765	14.26%
2 <sup>nd</sup> Quarter	5,310	\$96,252	27.16%
3 <sup>rd</sup> Quarter	7,316	\$94,806	37.54%
4 <sup>th</sup> Quarter	6,022	\$96,994	35.25%
Annual Total	21,434	\$94,204	29%

<b>1985 Statistics</b>	Units Sold	Average Sale Price	Percentage of Homes Sold
1 <sup>st</sup> Quarter	4,464	\$88,530	26.78%
2 <sup>nd</sup> Quarter	5,449	\$92,145	30.77%
3 <sup>rd</sup> Quarter	6,193	\$97,675	34.77%
4 <sup>th</sup> Quarter	5,281	\$91,157	34.21%
Annual Total	21,386	\$92,377	32%

<b>1984 Statistics</b>	<b>Units Sold</b>	<b>Average Sale Price</b>	<b>Percentage of Homes Sold</b>
1 <sup>st</sup> Quarter	3,842	\$90,265	21.92%
2 <sup>nd</sup> Quarter	5,508	\$81,590	35.29%
3 <sup>rd</sup> Quarter	5,345	\$92,928	34.10%
4 <sup>th</sup> Quarter	4,341	\$91,315	29.98%
Annual Total	19,036	\$89,025	30%

**In 1983 (JAY SOLD 100%)**

**In 1982 (JAY SOLD 100%)**