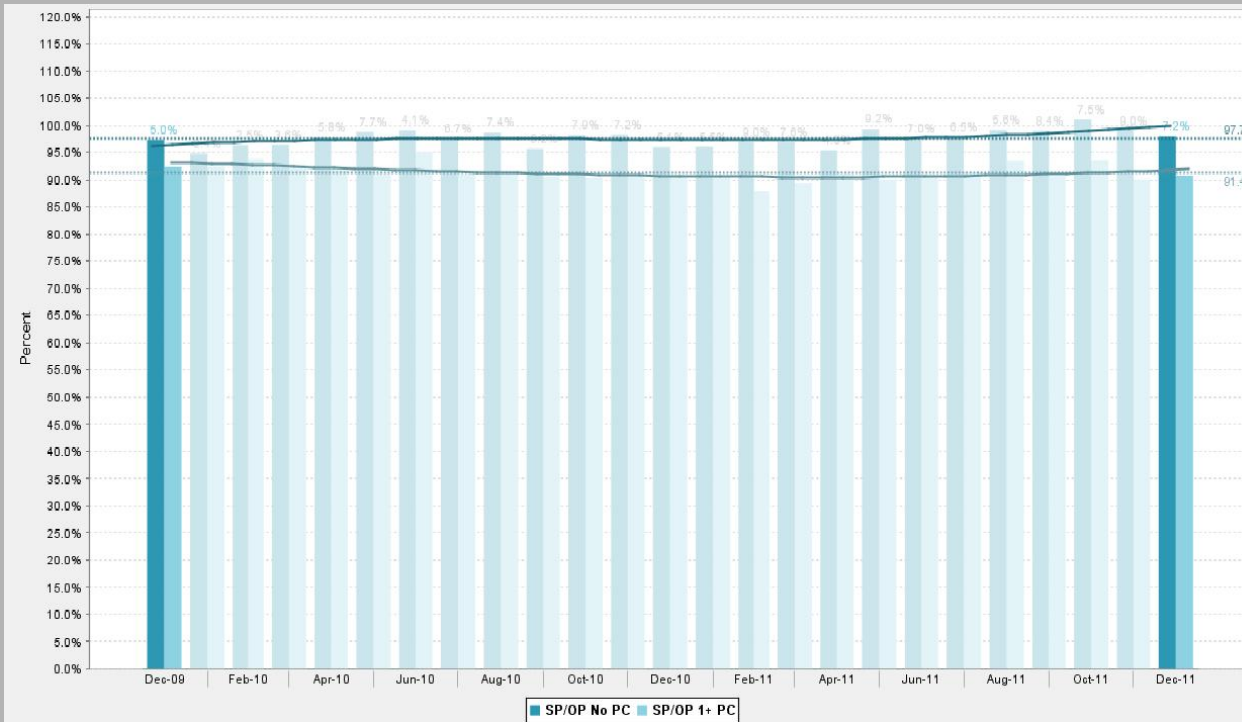


# Market Dynamics

Triad Multiple Listing Service

## Average SP/OP Comparison – No Price Changes vs. 1+ Price Changes 2 Years (Monthly) 12/01/09 - 12/31/11



### KEY INFORMATION

	Dec-09	Dec-11	Change	Percent Change
SP/OP - No Price	97.35	97.97	0.62	0.64
SP/OP - 1+ Price	92.38	90.73	-1.65	-1.79



MLS: TRIAD	Period: 2 Years (Monthly)	Price: All	Construction Type: New	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single, Townhouse, Condominium, Manufactured, Cluster, Modular, Duplex, Other)			Sq Ft: All		
All MLS:	TRIAD Multiple Listing Service					

## Market Dynamics

Triad Multiple Listing Service

### Average SP/OP Comparison – No Price Changes vs. 1+ Price Changes 2 Years (Monthly) 12/01/09 - 12/31/11

Time Period	No Price Changes			1+ Price Changes		
	# Sold	Average SP/OP	Average DOM	# Sold	Average SP/OP	Average DOM
Dec-11	70	98.0	91	44	90.7	311
Nov-11	56	99.1	63	46	90.1	265
Oct-11	55	101.2	67	42	93.6	209
Sep-11	75	99.0	40	58	90.6	255
Aug-11	63	99.1	56	67	93.6	211
Jul-11	62	97.9	44	77	91.4	321
Jun-11	61	97.5	94	72	90.6	205
May-11	64	99.3	60	64	90.1	258
Apr-11	58	95.4	86	63	91.0	245
Mar-11	47	97.0	93	80	89.3	300
Feb-11	38	97.0	42	50	87.9	245
Jan-11	54	96.0	70	56	90.5	260
Dec-10	50	96.0	87	61	90.9	241
Nov-10	62	98.3	67	51	91.1	181
Oct-10	69	98.2	58	49	90.4	248
Sep-10	56	95.7	77	64	90.5	228
Aug-10	72	98.6	68	54	91.2	258
Jul-10	55	97.7	48	58	91.0	236
Jun-10	125	99.1	62	90	95.0	225
May-10	96	98.8	78	81	91.1	210
Apr-10	97	97.7	98	89	91.9	253
Mar-10	83	96.5	82	76	92.8	259
Feb-10	61	96.4	89	50	93.9	219
Jan-10	50	94.8	95	41	92.4	305
Dec-09	110	97.4	69	61	92.4	280