

**2012 Sold Market Analysis**

| <b>TOTAL YEAR-TO-DATE 2012</b> | <u>Total</u> | <u>Dollar Volume</u> | <u>Avg Price</u> | <u>Median Price</u> | <u>DOM</u> |
|--------------------------------|--------------|----------------------|------------------|---------------------|------------|
| All Sold Listings              | 370          | \$50,052,160         | \$135,276        | \$103,000           | 209        |
| Residential                    | 286          | \$40,120,116         | \$140,280        | \$120,000           | 190        |
| Land                           | 70           | \$5,744,244          | \$82,061         | \$42,500            | 284        |
| Commercial                     | 10           | \$1,957,800          | \$195,780        | \$165,000           | 222        |
| Multi-Family                   | 2            | \$870,000            | \$435,000        | \$435,000           | 117        |
| Farm/Ranch                     | 2            | \$1,360,000          | \$680,000        | \$680,000           | 359        |

| <b>Fourth Quarter 2012</b> | <u>Total</u> | <u>Dollar Volume</u> | <u>Avg Price</u> | <u>Median Price</u> | <u>DOM</u> |
|----------------------------|--------------|----------------------|------------------|---------------------|------------|
| All Sold Listings          | 99           | \$13,747,111         | \$138,860        | \$112,000           | 225        |
| Residential                | 77           | \$11,199,847         | \$145,453        | \$129,000           | 221        |
| Land                       | 20           | \$2,057,264          | \$102,863        | \$48,832            | 231        |
| Commercial                 | 1            | \$30,000             | \$30,000         | \$30,000            | 46         |
| Multi-Family               | -            | --                   | --               | --                  | --         |
| Farm/Ranch                 | 1            | \$460,000            | \$460,000        | \$460,000           | 665        |

| <b>Third Quarter 2012</b> | <u>Total</u> | <u>Dollar Volume</u> | <u>Avg Price</u> | <u>Median Price</u> | <u>DOM</u> |
|---------------------------|--------------|----------------------|------------------|---------------------|------------|
| All Sold Listings         | 91           | \$12,268,510         | \$134,819        | \$98,000            | 178        |
| Residential               | 71           | \$9,843,154          | \$138,636        | \$110,500           | 167        |
| Land                      | 17           | \$1,317,356          | \$77,492         | \$48,000            | 226        |
| Commercial                | 2            | \$208,000            | \$104,000        | \$104,000           | 245        |
| Multi-Family              | 0            | --                   | --               | --                  | --         |
| Farm/Ranch                | 1            | \$900,000            | \$900,000        | \$900,000           | 62         |

| <b>Second Quarter 2012</b> | <u>Total</u> | <u>Dollar Volume</u> | <u>Avg Price</u> | <u>Median Price</u> | <u>DOM</u> |
|----------------------------|--------------|----------------------|------------------|---------------------|------------|
| All Sold Listings          | 112          | \$14,348,764         | \$128,114        | \$98,585            | 226        |
| Residential                | 80           | \$10,807,240         | \$135,091        | \$128,000           | 179        |
| Land                       | 26           | \$1,913,724          | \$73,605         | \$36,162            | 382        |
| Commercial                 | 4            | \$757,800            | \$189,450        | \$181,900           | 215        |
| Multi-Family               | 2            | \$870,000            | \$435,000        | \$435,000           | 117        |
| Farm/Ranch                 | 0            | --                   | --               | --                  | --         |

| <b>First Quarter 2012</b> | <u>Total</u> | <u>Dollar Volume</u> | <u>Avg Price</u> | <u>Median Price</u> | <u>DOM</u> |
|---------------------------|--------------|----------------------|------------------|---------------------|------------|
| All Sold Listings         | 68           | \$9,687,775          | \$142,467        | \$105,250           | 198        |
| Residential               | 58           | \$ 8,269,875         | \$ 142,584       | \$ 111,500          | 193        |
| Land                      | 7            | \$ 455,900           | \$ 65,128        | \$29,900            | 216        |
| Commercial                | 3            | \$ 962,000           | \$320,667        | \$200,000           | 275        |
| Multi-Family              | 0            | --                   | --               | --                  | --         |
| Farm/Ranch                | 0            | --                   | --               | --                  | --         |