

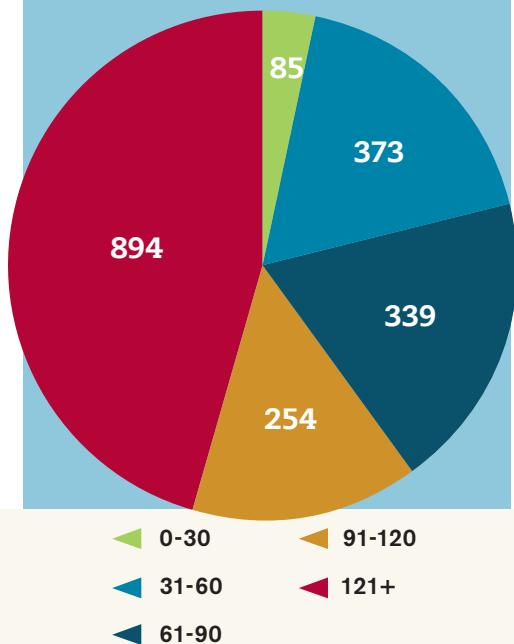
SALES TRENDS

"Days on market" vs. "List to Close"

For years, CMSL has been reporting in this magazine the number of days between the list date and the closing date and calling it the "Days on Market." It was brought to our attention by several astute members that this report should really be called "List to Close" and that we should offer another report. The new "Days on Market" will use the days-on market numbers as reported by the TEMPO™ system, which do not include the days the listing was off-market (like "Pending"). Please see the Days on Market chart and information on page 48.

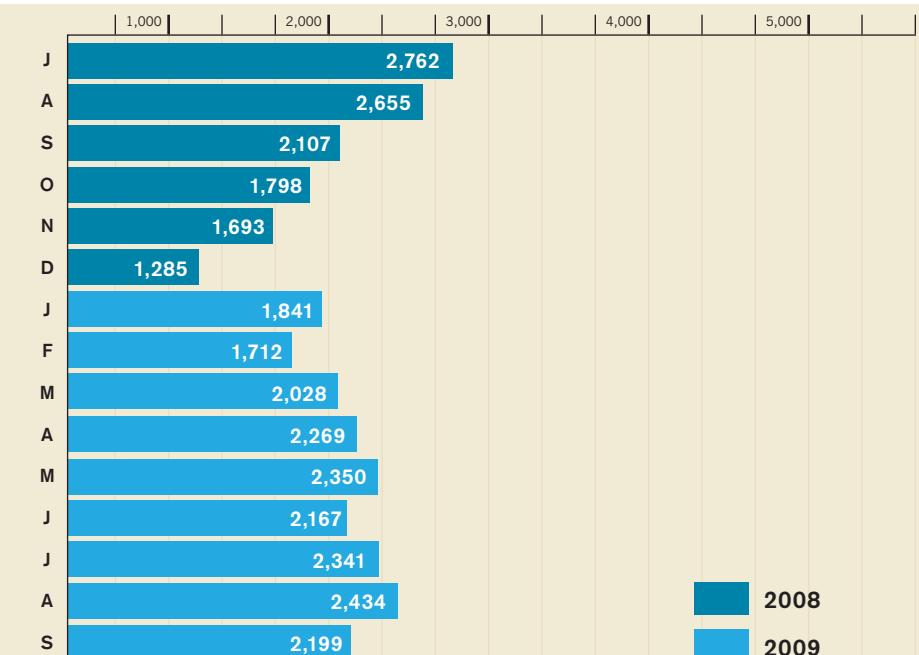
List to close

Of reported home sales that closed from Sept. 6, 2009 through Oct. 5, 2009, 46 percent closed in 121 days or more; 13 percent closed between 91 and 120 days; 17 percent closed between 61 and 90 days; and 24 percent closed in 60 days or fewer. Percentages are rounded to reflect 100 percent. Average list to close: 142.6



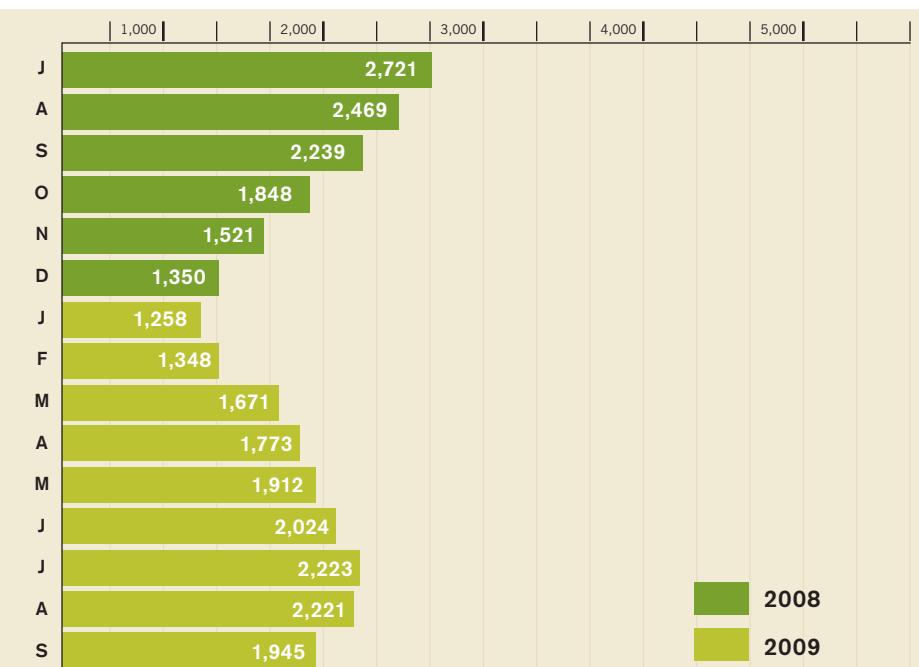
Listing and Sales Prices (Sept. 6, 2009 through Oct. 5, 2009) The average listing price of solds was \$219,925. The average sales price was \$196,760.

Residential contracts reported



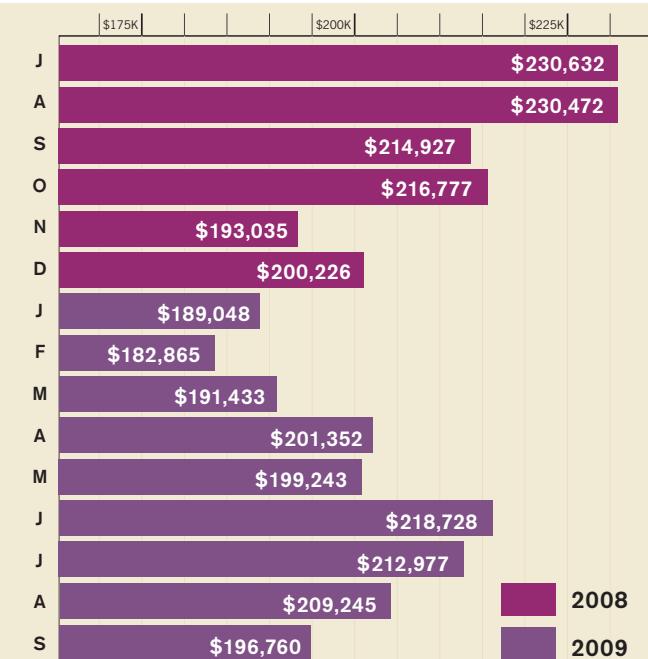
Contracts reported from Sept. 6, 2009 through Oct. 5, 2009 increased 4.4 percent over the same period a year ago.

Residential closings reported



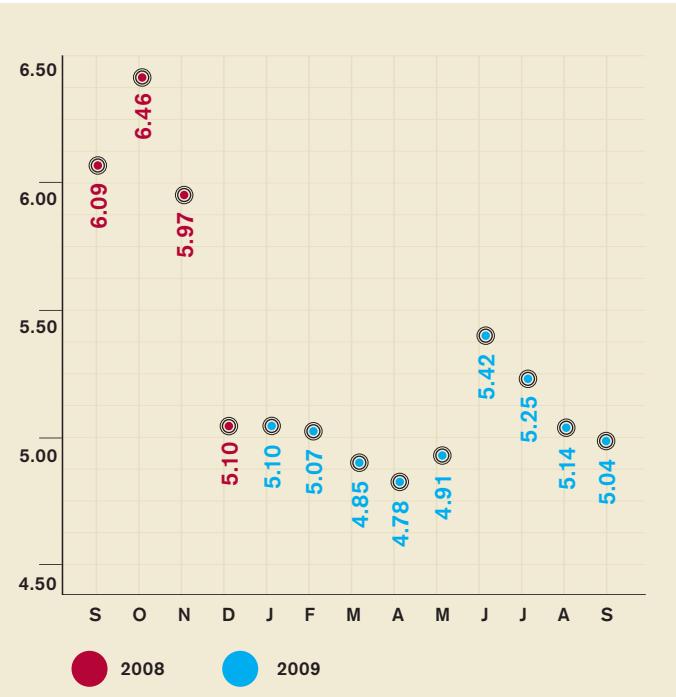
Closings reported from Sept. 6, 2009 through Oct. 5, 2009 decreased 13.1 percent when compared to the same period a year ago.

Average residential closing price



The average closing price from Sept. 6, 2009 through Oct. 5, 2009 decreased 8.5 percent when compared to the same period a year ago.

Mortgage rates



Source: Freddie Mac, Primary Mortgage Market Survey, 30-Year Fixed Mortgage Rate, compilation of Weekly Surveys

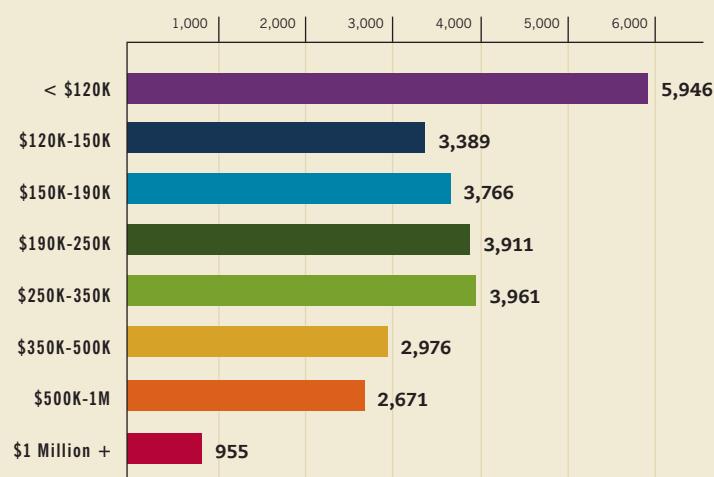
CMLS listings by price range

CLOSED



TOTAL CLOSED: 1,945

ACTIVE



TOTAL ACTIVE: 27,580