

HELEN ADAMS REALTY

JANUARY 15, 2013

2012 REVIEW & FORECAST

Sales by Price Range, by Year

CRRA: ALL MLS

Price Range	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011*	2012*	Pre Recession Comparable to Year 2013	2013
\$1.1M + % change year to year	87	95 +9%	114 +1%	131 +15%	220 +68%	325 +48%	426 +31%	481 +13%	300 -38%	160 -47%	225 +41%	228 +1.3%	234 +3%	2004	241 +3%
\$501 - \$1M % change year to year	502	510 +2%	722 +42%	930 +29%	1375 +48%	1876 +36%	2305 +23%	2327 +1%	1495 -36%	966 -35%	1139 +18%	1163 +2.1%	1415 +22%	2005	1689 +20%
\$351 - \$500K % change year to year	920	1044 +13%	1178 +13%	1475 +25%	2087 +41%	2695 +29%	3389 +26%	3256 -4%	2120 -35%	1384 -35%	1531 +11%	1701 -10%	2180 28%	2005	2695 +24%
\$251 - \$350K % change year to year	1952	2009 +3%	2200 +10%	2510 +25%	3488 +39%	4316 +24%	5114 +18%	5137 -	3392 -34%	2511 -26%	2511 0%	2716 +8.2%	3638 +34%	2005	4316 +19%
\$191 - \$250K % change year to year	2366	2561 +8%	3023 +18%	3139 +4%	4004 +28%	4787 +20%	5980 +25%	6016 +1%	3964 -34%	3142 -21%	2882 -8%	2972 0%	3736 26%	2005	4787 +28%
\$151 - \$190K % change year to year	3253	3725 +15%	4051 +8%	4011 -1%	5305 +32%	6446 +22%	7071 +10%	6400 -10%	4294 -33%	3321 -23%	2991 -10%	2992 -9%	3734 25%	2003	4107 10%
\$121 - \$150K % change year to year	4081	4626 +13%	4554 -2%	4675 +3%	5817 +24%	6836 +18%	7360 +8%	6198 -16%	4116 -34%	3471 -16%	3127 -10%	2845 -8%	3371 +19%	Pre-2000	3628 +8%
\$0 - \$120K % change year to year	8247	7731 -6%	7950 +3%	8425 +6%	10,612 +26%	11,302 +7%	11,959 +6%	10,165 -15%	8021 -21%	7154 -11%	7616 +6.4%	7912 +3.9%	8502 +8%	2003	8028 -6%

* Source: 2000-2010 = CRRA; 2011-2012 = Broker Metrics