

Homes Sold Report - Real Estate Trends Indicator

| | | | | | |
|-----------------------|---------------|---------------|-------------------------------------|-------------------------|------------|
| Type: | Single Family | City: | Lake Havasu City | Sell Date Start: | 01/01/2011 |
| Sell Date End: | 11/21/2011 | Board: | Lake Havasu Association of REALTORS | | |

Selling Range - Closed Units by Bedrooms

| From | Thru | -2 | 3 | 4+ | Total | Avg DOM |
|---------|--------------|------------|------------|-----------|-------------|------------|
| 0 | 19999 | 0 | 0 | 0 | 0 | 0 |
| 20000 | 39999 | 1 | 2 | 0 | 3 | 40 |
| 40000 | 59999 | 17 | 18 | 0 | 35 | 83 |
| 60000 | 79999 | 23 | 56 | 4 | 83 | 94 |
| 80000 | 99999 | 35 | 78 | 6 | 119 | 96 |
| 100000 | 119999 | 48 | 106 | 5 | 159 | 100 |
| 120000 | 139999 | 26 | 125 | 10 | 161 | 97 |
| 140000 | 159999 | 9 | 116 | 4 | 129 | 101 |
| 160000 | 179999 | 4 | 103 | 2 | 109 | 130 |
| 180000 | 199999 | 3 | 79 | 4 | 86 | 137 |
| 200000 | 219999 | 0 | 47 | 2 | 49 | 142 |
| 220000 | 239999 | 2 | 52 | 3 | 57 | 131 |
| 240000 | 259999 | 0 | 38 | 6 | 44 | 132 |
| 260000 | 299999 | 0 | 45 | 5 | 50 | 135 |
| 300000 | 349999 | 0 | 42 | 8 | 50 | 139 |
| 350000 | 399999 | 1 | 22 | 3 | 26 | 99 |
| 400000 | 499999 | 0 | 18 | 12 | 30 | 188 |
| 500000 | 999999 | 1 | 9 | 12 | 22 | 195 |
| 1000000 | 999999999 | 0 | 0 | 1 | 1 | 476 |
| | Total | 170 | 956 | 87 | 1213 | 115 |

Price by Bedrooms

| | -2 | 3 | 4+ | Total |
|-------------------|--------------|---------------|--------------|---------------|
| Sell Price Volume | \$18,249,047 | \$168,336,567 | \$26,351,554 | \$212,937,168 |
| List Price Volume | \$19,069,247 | \$175,727,950 | \$28,066,732 | \$222,863,929 |
| AVG Sell Price | \$107,347 | \$176,084 | \$302,891 | \$175,546 |
| AVG List Price | \$112,172 | \$183,816 | \$322,606 | \$183,730 |
| List/Sell Ratio | 96% | 96% | 94% | 96% |
| Median List Price | \$109,500 | \$159,900 | \$259,900 | \$149,900 |
| Median Sell Price | \$104,550 | \$155,000 | \$250,000 | \$145,000 |

Days on Market for Units Closed

Types of Financing for Units Closed

| From | Thru | Units | Type Financing | Units | Type Financing | Units |
|------|--------------|--------------|-------------------|-------|----------------------|-------|
| 0 | 30 | 131 | Contract For Deed | 0 | Owner Carry | 29 |
| 31 | 60 | 309 | Cash | 582 | Residential Exchange | 0 |
| 61 | 90 | 231 | Conventional | 450 | Commercial Exchange | 0 |
| 91 | 120 | 132 | Lease/Option | 2 | Personal Prop. Exch. | 0 |
| 121 | 180 | 194 | FHA | 79 | 1031 Exchange | 2 |
| 181 | 365 | 179 | VA | 48 | Other | 21 |
| 366 | 720 | 36 | Assumable | 0 | USDA | 0 |
| 721 | 99999 | 1 | | | | |
| | Total | 1,213 | | | | |

Created on: 11/21/2011 11:33:16 am