

MARKET HISTORY

Includes data through 1/2012

Mercer County, NJ Single-Family



Market History Report

The Market History Report details current and historical statistical information for single-family listings recorded within TREND. This statistical report is organized by county and contains valuable month-over-month, year-over-year statistical information for each of the last 10 years. The Market History Report details activity in a particular market over a 10-year period – from where it's been to where it's at now. The easy-to-read month-over-month, year-over-year chart and graph enables you to clearly identify the year-over-year changes while accounting for seasonal and market trends.

Utilizing the report allows you to gain a better understanding of your market. This will give you new insights and increase your company's value when working with consumers. This powerful report is provided exclusively to TREND members.

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Definitions

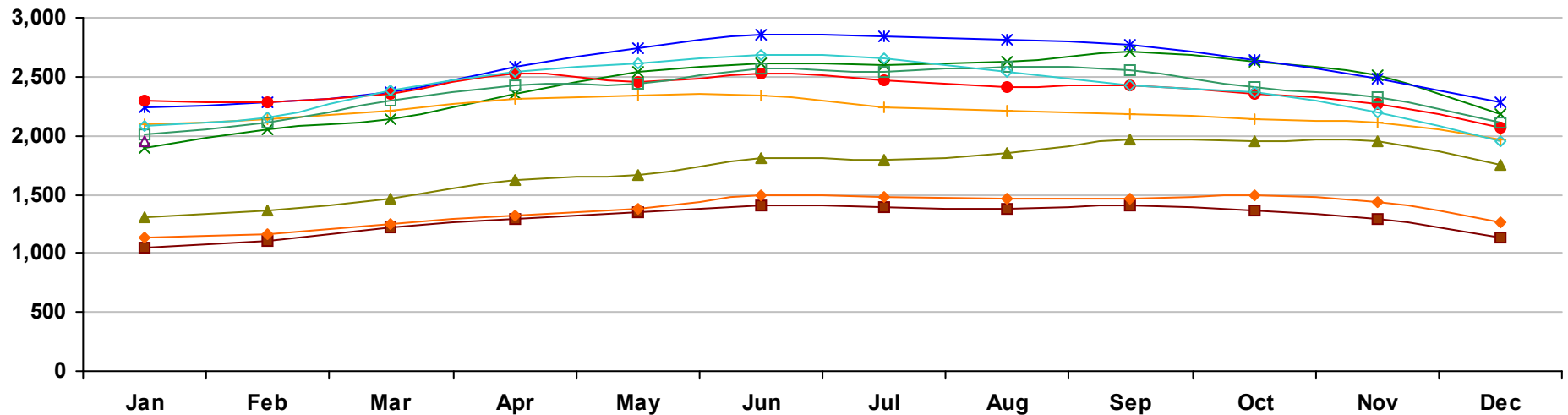
Total Inventory	The number of active single-family listings on the market on the last day of the specified month.
Inventory Accumulation	The number of months it would take to exhaust the current supply of single-family listings at the current absorption rate.
Absorption Rate	The average number of single-family listings sold in the market per month over the previous 12 months.
Pending Units	The number of single-family listings with Pending dates during the specified month.
Settled Units	The number of single-family listings with Settled dates during the specified month.
Total Settled Volume	The total dollar volume of single-family listings that have settled during the specified month.

Median Settled Price	The median price that single-family listings settled for during the specified month. Determined by arranging all Settled Listings in numerical order by price and then selecting the middle value.
Average Settled Price	The average price that single-family listings settled for during the specified month. Determined by dividing the Total Settled Volume by the number of Settled Listings.
Average Settled Price / Original Price	The average percentage of the Original Price that single-family listings settled for during the specified month. This number is determined by dividing the Settled Price by the Original Price for every listing, summing them and then dividing by the number of settled listings. TREND excludes listings if the Settled Price is greater than 150 percent or less than 50 percent of the Original Price. This ensures the percentage is more representative of listings in the market area.
Percent Change	The change in value as compared to the same month of the previous year. Indicated by +/-0.0%.

Notes on Statistics

- All statistics are from TREND's monthly Residential Activity Reports. Due to the fluid nature of MLS data, insignificant statistical variations may occur with regard to sales activity between the various TREND reports.
- Mobile homes and condominiums are excluded from these statistics.
- This report includes information on listings and transactions facilitated through TREND and does not reflect the total number of listings and transactions of a given market area.
- All monetary statistics are rounded to the nearest \$10.

Mercer County, NJ - Single-Family - Total Inventory

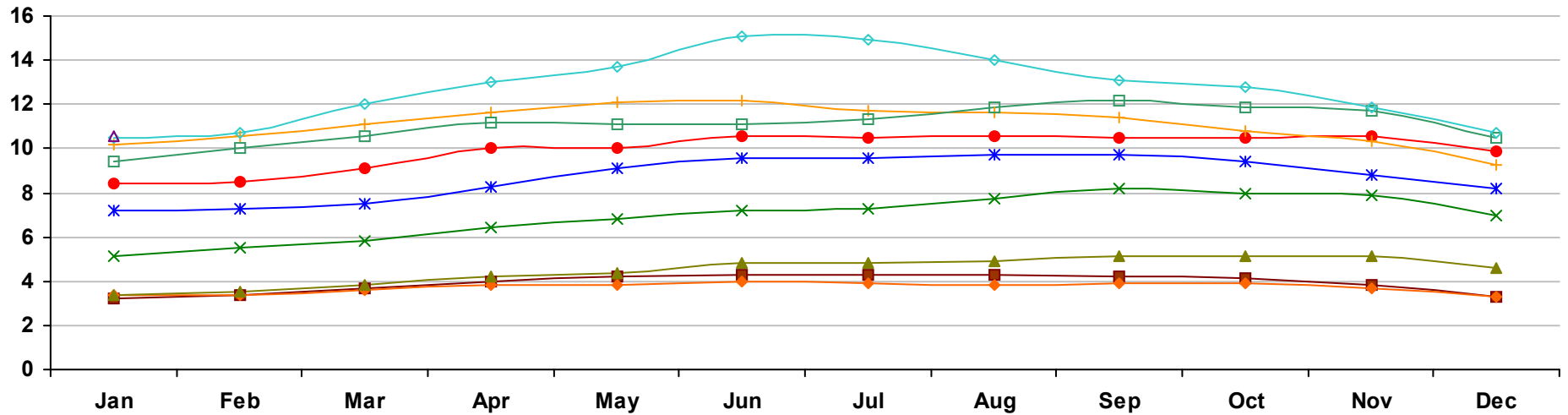


2003	1,051	1,106	1,213	1,298	1,354	1,400	1,388	1,381	1,400	1,369	1,288	1,132
	-13.1%	-9.2%	0.5%	3.8%	7.9%	19.7%	21.9%	20.1%	13.8%	13.0%	11.9%	7.5%
2004	1,140	1,167	1,248	1,326	1,379	1,500	1,474	1,458	1,467	1,486	1,429	1,263
	8.5%	5.5%	2.9%	2.2%	1.8%	7.1%	6.2%	5.6%	4.8%	8.5%	10.9%	11.6%
2005	1,306	1,362	1,468	1,626	1,670	1,814	1,788	1,858	1,961	1,946	1,954	1,757
	14.6%	16.7%	17.6%	22.6%	21.1%	20.9%	21.3%	27.4%	33.7%	31.0%	36.7%	39.1%
2006	1,892	2,047	2,142	2,359	2,537	2,615	2,600	2,632	2,712	2,629	2,518	2,184
	44.9%	50.3%	45.9%	45.1%	51.9%	44.2%	45.4%	41.7%	38.3%	35.1%	28.9%	24.3%
2007	2,244	2,280	2,368	2,577	2,747	2,855	2,848	2,810	2,766	2,634	2,484	2,284
	18.6%	11.4%	10.6%	9.2%	8.3%	9.2%	9.5%	6.8%	2.0%	0.2%	-1.4%	4.6%
2008	2,299	2,283	2,352	2,526	2,459	2,529	2,471	2,412	2,427	2,359	2,274	2,065
	2.5%	0.1%	-0.7%	-2.0%	-10.5%	-11.4%	-13.2%	-14.2%	-12.3%	-10.4%	-8.5%	-9.6%
2009	2,091	2,139	2,206	2,311	2,338	2,334	2,237	2,209	2,185	2,136	2,115	1,960
	-9.0%	-6.3%	-6.2%	-8.5%	-4.9%	-7.7%	-9.5%	-8.4%	-10.0%	-9.5%	-7.0%	-5.1%
2010	2,005	2,116	2,302	2,420	2,445	2,572	2,542	2,588	2,557	2,416	2,329	2,103
	-4.1%	-1.1%	4.4%	4.7%	4.6%	10.2%	13.6%	17.2%	17.0%	13.1%	10.1%	7.3%
2011	2,088	2,146	2,388	2,547	2,616	2,686	2,653	2,536	2,426	2,372	2,200	1,959
	4.1%	1.4%	3.7%	5.2%	7.0%	4.4%	4.4%	-2.0%	-5.1%	-1.8%	-5.5%	-6.8%
2012	1,955											
	-6.4%											

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Mercer County, NJ - Single-Family - Inventory Accumulation

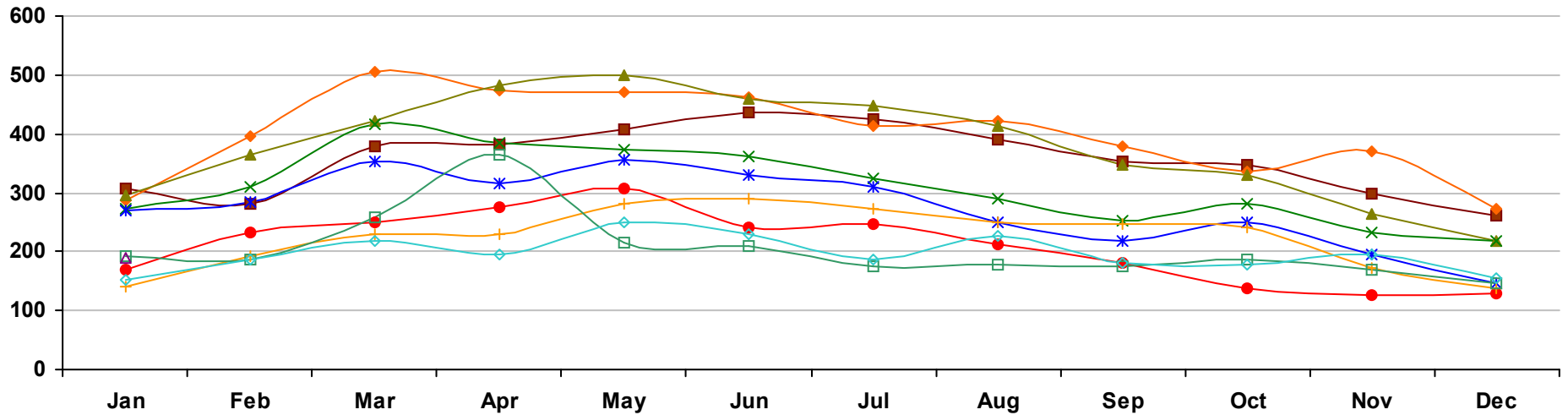


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003	3.2 -23.8%	3.4 -20.9%	3.7 -9.8%	4.0 -4.8%	4.2 0.0%	4.3 10.3%	4.3 16.2%	4.3 16.2%	4.2 7.7%	4.1 5.1%	3.8 5.6%	3.3 0.0%
2004	3.4 6.2%	3.4 0.0%	3.6 -2.7%	3.8 -5.0%	3.8 -9.5%	4.0 -7.0%	3.9 -9.3%	3.8 -11.6%	3.9 -7.1%	3.9 -4.9%	3.7 -2.6%	3.3 0.0%
2005	3.4 0.0%	3.5 2.9%	3.8 5.6%	4.2 10.5%	4.4 15.8%	4.8 20.0%	4.8 23.1%	4.9 28.9%	5.1 30.8%	5.1 30.8%	5.1 37.8%	4.6 39.4%
2006	5.1 50.0%	5.5 57.1%	5.8 52.6%	6.4 52.4%	6.8 54.5%	7.2 50.0%	7.3 52.1%	7.7 57.1%	8.2 60.8%	8.0 56.9%	7.9 54.9%	7.0 52.2%
2007	7.2 41.2%	7.3 32.7%	7.5 29.3%	8.3 29.7%	9.1 33.8%	9.6 33.3%	9.6 31.5%	9.7 26.0%	9.7 18.3%	9.4 17.5%	8.8 11.4%	8.2 17.1%
2008	8.4 16.7%	8.5 16.4%	9.1 21.3%	10.0 20.5%	10.0 9.9%	10.6 10.4%	10.5 9.4%	10.6 9.3%	10.5 8.2%	10.5 11.7%	10.6 20.5%	9.9 20.7%
2009	10.2 21.4%	10.6 24.7%	11.1 22.0%	11.6 16.0%	12.1 21.0%	12.2 15.1%	11.7 11.4%	11.6 9.4%	11.4 8.6%	10.8 2.9%	10.3 -2.8%	9.3 -6.1%
2010	9.4 -7.8%	10.0 -5.7%	10.6 -4.5%	11.2 -3.4%	11.1 -8.3%	11.1 -9.0%	11.3 -3.4%	11.9 2.6%	12.2 7.0%	11.9 10.2%	11.7 13.6%	10.5 12.9%
2011	10.5 11.7%	10.7 7.0%	12.0 13.2%	13.0 16.1%	13.7 23.4%	15.1 36.0%	14.9 31.9%	14.0 17.6%	13.1 7.4%	12.8 7.6%	11.9 1.7%	10.7 1.9%
2012	10.6 1.0%											

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Mercer County, NJ - Single-Family - Pending Units

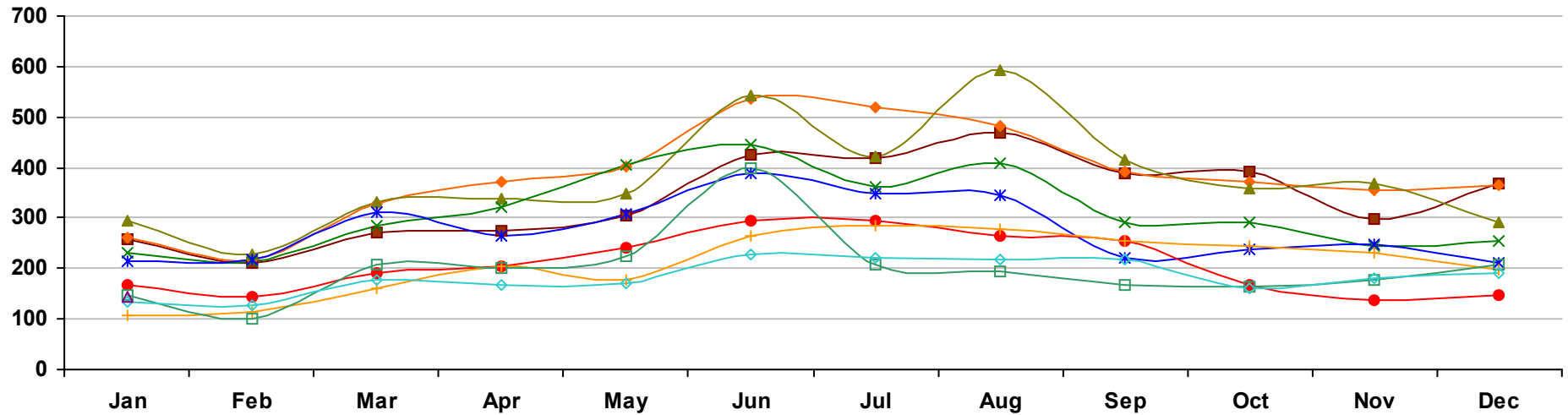


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003	307 4.4%	280 -17.9%	379 -1.3%	381 -6.2%	407 3.0%	437 9.5%	424 2.7%	390 20.4%	353 11.0%	346 -1.1%	299 3.5%	262 24.8%
2004	286 -6.8%	397 41.8%	505 33.2%	475 24.7%	470 15.5%	461 5.5%	412 -2.8%	422 8.2%	378 7.1%	335 -3.2%	371 24.1%	272 3.8%
2005	297 3.8%	366 -7.8%	421 -16.6%	481 1.3%	499 6.2%	459 -0.4%	447 8.5%	414 -1.9%	348 -7.9%	330 -1.5%	265 -28.6%	219 -19.5%
2006	272 -8.4%	310 -15.3%	416 -1.2%	385 -20.0%	373 -25.3%	361 -21.4%	325 -27.3%	290 -30.0%	254 -27.0%	282 -14.5%	233 -12.1%	218 -0.5%
2007	271 -0.4%	284 -8.4%	352 -15.4%	315 -18.2%	355 -4.8%	329 -8.9%	310 -4.6%	249 -14.1%	219 -13.8%	251 -11.0%	194 -16.7%	147 -32.6%
2008	168 -38.0%	233 -18.0%	251 -28.7%	275 -12.7%	308 -13.2%	242 -26.4%	247 -20.3%	213 -14.5%	180 -17.8%	137 -45.4%	127 -34.5%	128 -12.9%
2009	141 -16.1%	193 -17.2%	230 -8.4%	230 -16.4%	281 -8.8%	290 19.8%	272 10.1%	249 16.9%	248 37.8%	240 75.2%	173 36.2%	138 7.8%
2010	193 36.9%	188 -2.6%	259 12.6%	364 58.3%	216 -23.1%	211 -27.2%	174 -36.0%	177 -28.9%	175 -29.4%	188 -21.7%	168 -2.9%	145 5.1%
2011	151 -21.8%	187 -0.5%	219 -15.4%	196 -46.2%	249 15.3%	231 9.5%	186 6.9%	227 28.2%	182 4.0%	177 -5.9%	195 16.1%	155 6.9%
2012	189 25.2%											

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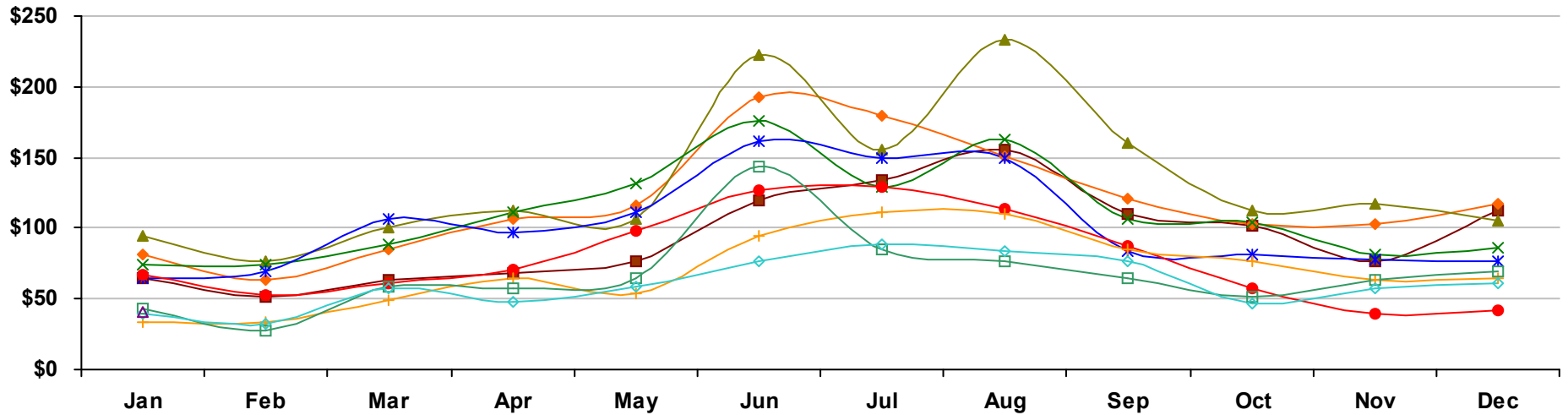
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Mercer County, NJ - Single-Family - Settled Units



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003	259 16.1%	210 0.0%	271 -7.5%	276 -7.1%	304 -9.3%	425 7.9%	418 -5.9%	470 6.6%	389 24.3%	391 27.8%	297 -3.6%	368 13.9%
2004	262 1.2%	218 3.8%	327 20.7%	372 34.8%	401 31.9%	537 26.4%	520 24.4%	481 2.3%	391 0.5%	372 -4.9%	354 19.2%	365 -0.8%
2005	295 12.6%	229 5.0%	333 1.8%	339 -8.9%	347 -13.5%	544 1.3%	421 -19.0%	593 23.3%	415 6.1%	360 -3.2%	367 3.7%	293 -19.7%
2006	230 -22.0%	215 -6.1%	284 -14.7%	320 -5.6%	406 17.0%	445 -18.2%	361 -14.3%	407 -31.4%	290 -30.1%	291 -19.2%	246 -33.0%	254 -13.3%
2007	216 -6.1%	217 0.9%	311 9.5%	264 -17.5%	308 -24.1%	387 -13.0%	347 -3.9%	345 -15.2%	221 -23.8%	238 -18.2%	248 0.8%	210 -17.3%
2008	166 -23.1%	145 -33.2%	191 -38.6%	204 -22.7%	241 -21.8%	294 -24.0%	296 -14.7%	266 -22.9%	253 14.5%	167 -29.8%	136 -45.2%	148 -29.5%
2009	108 -34.9%	114 -21.4%	160 -16.2%	203 -0.5%	178 -26.1%	265 -9.9%	284 -4.1%	278 4.5%	255 0.8%	243 45.5%	232 70.6%	197 33.1%
2010	146 35.2%	102 -10.5%	208 30.0%	202 -0.5%	223 25.3%	399 50.6%	209 -26.4%	194 -30.2%	167 -34.5%	163 -32.9%	177 -23.7%	208 5.6%
2011	135 -7.5%	127 24.5%	179 -13.9%	168 -16.8%	170 -23.8%	228 -42.9%	222 6.2%	218 12.4%	219 31.1%	160 -1.8%	180 1.7%	191 -8.2%
2012	143 5.9%											

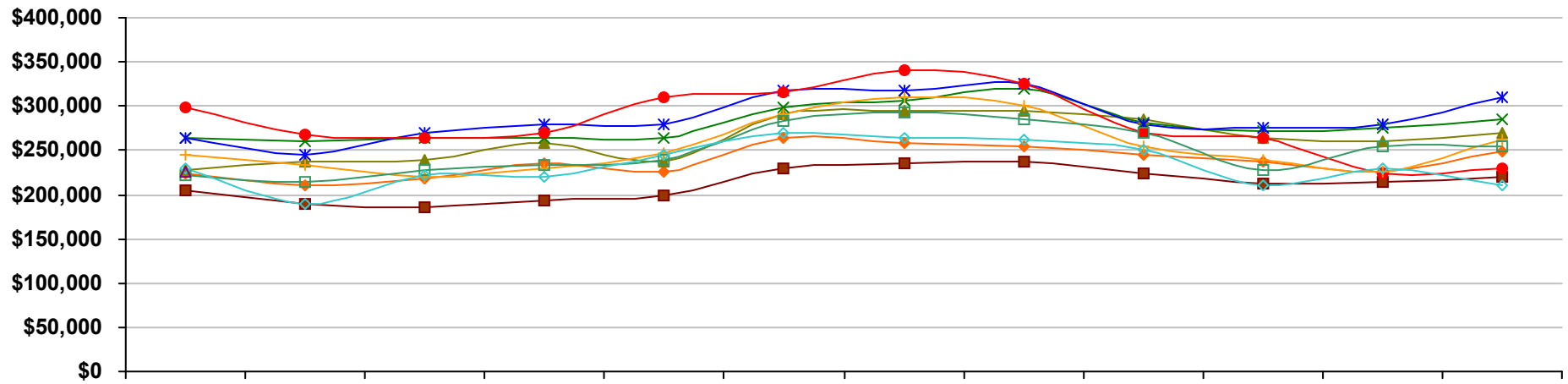
Mercer County, NJ - Single-Family - Total Settled Volume



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003	\$65 21.6%	\$51 16.0%	\$63 -1.3%	\$68 6.1%	\$77 -7.8%	\$120 -2.2%	\$134 2.5%	\$155 13.8%	\$110 42.2%	\$102 36.1%	\$76 15.1%	\$112 22.5%
2004	\$81 24.7%	\$63 22.8%	\$85 34.5%	\$107 56.8%	\$116 49.6%	\$193 60.6%	\$179 33.5%	\$151 -2.6%	\$121 10.1%	\$103 1.1%	\$103 35.1%	\$117 4.8%
2005	\$95 17.0%	\$77 21.8%	\$100 18.1%	\$112 4.9%	\$106 -8.5%	\$222 14.8%	\$155 -13.0%	\$233 54.5%	\$160 31.8%	\$113 9.8%	\$117 13.6%	\$105 -10.2%
2006	\$74 -22.6%	\$74 -3.4%	\$89 -10.8%	\$111 -0.9%	\$131 23.6%	\$176 -20.5%	\$129 -16.9%	\$163 -30.1%	\$106 -33.6%	\$104 -7.6%	\$81 -31.0%	\$86 -18.1%
2007	\$64 -13.4%	\$69 -7.0%	\$107 19.3%	\$97 -13.0%	\$111 -15.4%	\$161 -8.7%	\$150 15.8%	\$150 -7.7%	\$84 -21.4%	\$81 -22.3%	\$78 -3.0%	\$77 -10.1%
2008	\$67 4.8%	\$53 -23.9%	\$61 -42.7%	\$71 -27.1%	\$98 -11.4%	\$127 -21.4%	\$129 -13.9%	\$114 -24.0%	\$87 3.7%	\$57 -29.4%	\$39 -50.3%	\$42 -46.0%
2009	\$34 -48.5%	\$33 -37.9%	\$49 -19.8%	\$64 -9.1%	\$54 -44.8%	\$94 -25.9%	\$111 -14.0%	\$110 -3.8%	\$85 -1.8%	\$76 32.3%	\$63 60.4%	\$65 56.5%
2010	\$43 24.3%	\$27 -16.7%	\$59 19.5%	\$58 -9.0%	\$65 19.3%	\$144 53.9%	\$85 -23.3%	\$77 -29.7%	\$64 -24.5%	\$51 -33.3%	\$63 0.9%	\$69 6.0%
2011	\$39 -9.9%	\$32 18.2%	\$57 -2.5%	\$48 -18.0%	\$59 -9.5%	\$77 -46.9%	\$89 4.6%	\$84 8.6%	\$76 18.9%	\$47 -7.0%	\$58 -8.4%	\$61 -12.3%
2012	\$41 5.7%											

Values on this report are displayed in Millions

Mercer County, NJ - Single-Family - Median Settled Price

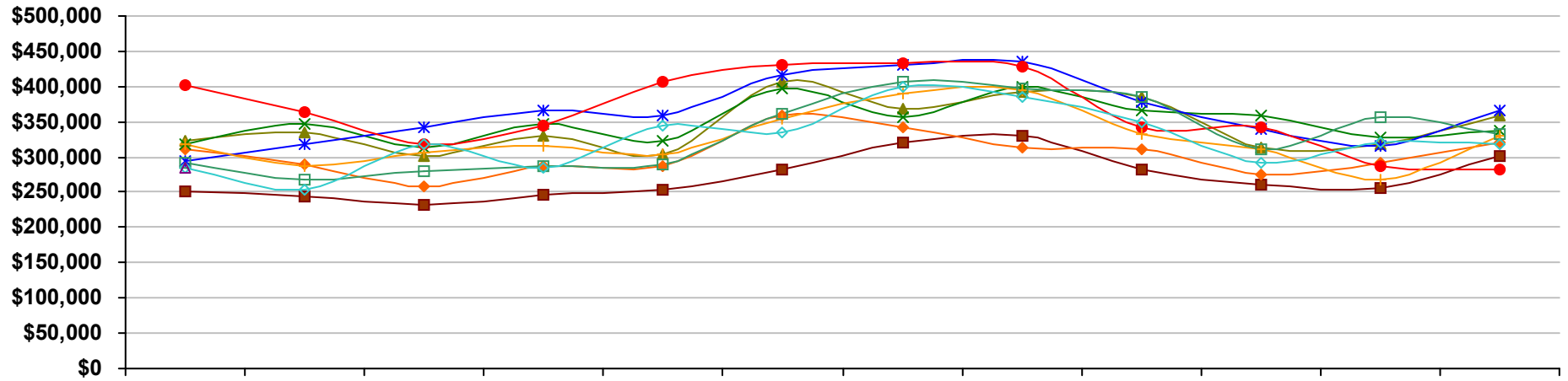


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2003	\$205,000 21.3%	\$189,000 18.1%	\$185,000 9.5%	\$194,000 15.5%	\$200,000 11.1%	\$230,000 4.1%	\$235,000 17.5%	\$237,000 10.7%	\$224,000 25.1%	\$212,000 13.4%	\$215,000 28.0%	\$220,000 11.1%
◆ 2004	\$223,000 8.8%	\$210,000 11.1%	\$218,000 17.8%	\$235,000 21.1%	\$225,000 12.5%	\$265,000 15.2%	\$259,000 10.2%	\$254,000 7.2%	\$245,000 9.4%	\$237,000 11.8%	\$225,000 4.7%	\$249,000 13.2%
▲ 2005	\$228,000 2.2%	\$237,000 12.9%	\$240,000 10.1%	\$259,000 10.2%	\$237,000 5.3%	\$291,000 9.8%	\$295,000 13.9%	\$295,000 16.1%	\$285,000 16.3%	\$265,000 11.8%	\$260,000 15.6%	\$270,000 8.4%
✕ 2006	\$265,000 16.2%	\$260,000 9.7%	\$265,000 10.4%	\$265,000 2.3%	\$265,000 11.8%	\$299,000 2.7%	\$306,000 3.7%	\$320,000 8.5%	\$282,000 -1.1%	\$272,000 2.6%	\$275,000 5.8%	\$285,000 5.6%
✱ 2007	\$265,000 0.0%	\$245,000 -5.8%	\$270,000 1.9%	\$280,000 5.7%	\$280,000 5.7%	\$318,000 6.4%	\$317,000 3.6%	\$326,000 1.9%	\$280,000 -0.7%	\$275,000 1.1%	\$280,000 1.8%	\$310,000 8.8%
● 2008	\$298,000 12.5%	\$268,000 9.4%	\$264,000 -2.2%	\$269,000 -3.9%	\$310,000 10.7%	\$315,000 -0.9%	\$340,000 7.3%	\$325,000 -0.3%	\$270,000 -3.6%	\$265,000 -3.6%	\$224,000 -20.0%	\$230,000 -25.8%
✚ 2009	\$245,000 -17.8%	\$233,000 -13.1%	\$221,000 -16.3%	\$230,000 -14.5%	\$246,000 -20.6%	\$290,000 -7.9%	\$310,000 -8.8%	\$301,000 -7.4%	\$255,000 -5.6%	\$239,000 -9.8%	\$225,000 0.4%	\$263,000 14.3%
▣ 2010	\$222,000 -9.4%	\$215,000 -7.7%	\$228,000 3.2%	\$234,000 1.7%	\$240,000 -2.4%	\$284,000 -2.1%	\$292,000 -5.8%	\$285,000 -5.3%	\$270,000 5.9%	\$228,000 -4.6%	\$255,000 13.3%	\$254,000 -3.4%
◇ 2011	\$230,000 3.6%	\$189,000 -12.1%	\$222,000 -2.6%	\$220,000 -6.0%	\$245,000 2.1%	\$270,000 -4.9%	\$265,000 -9.2%	\$262,000 -8.1%	\$250,000 -7.4%	\$210,000 -7.9%	\$230,000 -9.8%	\$210,000 -17.3%
△ 2012	\$225,000 -2.2%											

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Mercer County, NJ - Single-Family - Average Settled Price

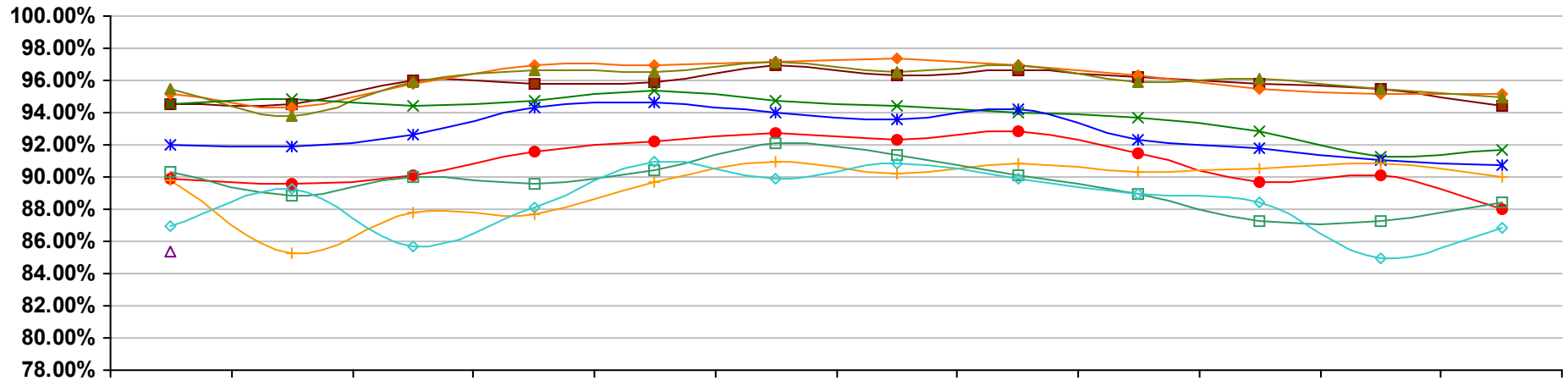


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2003	\$251,000 4.6%	\$245,000 16.1%	\$233,000 6.9%	\$247,000 14.4%	\$254,000 1.6%	\$283,000 -9.3%	\$320,000 8.8%	\$329,000 6.8%	\$283,000 14.6%	\$260,000 6.6%	\$256,000 19.1%	\$302,000 7.5%
◆ 2004	\$310,000 23.5%	\$290,000 18.4%	\$259,000 11.2%	\$287,000 16.2%	\$288,000 13.4%	\$359,000 26.9%	\$343,000 7.2%	\$313,000 -4.9%	\$310,000 9.5%	\$276,000 6.2%	\$291,000 13.7%	\$320,000 6.0%
▲ 2005	\$322,000 3.9%	\$336,000 15.9%	\$301,000 16.2%	\$330,000 15.0%	\$305,000 5.9%	\$407,000 13.4%	\$369,000 7.6%	\$392,000 25.2%	\$385,000 24.2%	\$313,000 13.4%	\$319,000 9.6%	\$358,000 11.9%
✕ 2006	\$319,000 -0.9%	\$346,000 3.0%	\$314,000 4.3%	\$347,000 5.2%	\$322,000 5.6%	\$396,000 -2.7%	\$357,000 -3.3%	\$399,000 1.8%	\$366,000 -4.9%	\$358,000 14.4%	\$328,000 2.8%	\$338,000 -5.6%
✱ 2007	\$294,000 -7.8%	\$318,000 -8.1%	\$342,000 8.9%	\$366,000 5.5%	\$359,000 11.5%	\$416,000 5.1%	\$430,000 20.4%	\$435,000 9.0%	\$378,000 3.3%	\$340,000 -5.0%	\$316,000 -3.7%	\$367,000 8.6%
● 2008	\$401,000 36.4%	\$363,000 14.2%	\$319,000 -6.7%	\$345,000 -5.7%	\$407,000 13.4%	\$430,000 3.4%	\$434,000 0.9%	\$429,000 -1.4%	\$342,000 -9.5%	\$343,000 0.9%	\$286,000 -9.5%	\$282,000 -23.2%
✚ 2009	\$318,000 -20.7%	\$287,000 -20.9%	\$306,000 -4.1%	\$315,000 -8.7%	\$304,000 -25.3%	\$353,000 -17.9%	\$389,000 -10.4%	\$394,000 -8.2%	\$333,000 -2.6%	\$312,000 -9.0%	\$269,000 -5.9%	\$331,000 17.4%
◻ 2010	\$292,000 -8.2%	\$267,000 -7.0%	\$281,000 -8.2%	\$288,000 -8.6%	\$289,000 -4.9%	\$361,000 2.3%	\$406,000 4.4%	\$397,000 0.8%	\$384,000 15.3%	\$310,000 -0.6%	\$356,000 32.3%	\$333,000 0.6%
◇ 2011	\$285,000 -2.4%	\$253,000 -5.2%	\$318,000 13.2%	\$284,000 -1.4%	\$344,000 19.0%	\$336,000 -6.9%	\$400,000 -1.5%	\$384,000 -3.3%	\$349,000 -9.1%	\$293,000 -5.5%	\$321,000 -9.8%	\$318,000 -4.5%
△ 2012	\$284,000 -0.4%											

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Mercer County, NJ - Single-Family - Average Settled Price/Original Price



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2003	94.5% -0.4%	94.5% 0.4%	96.0% 0.4%	95.8% 0.9%	95.9% -0.1%	97.0% 0.2%	96.3% -0.6%	96.6% 0.7%	96.2% -0.2%	95.8% -0.2%	95.5% 0.8%	94.4% -0.8%
2004	95.2% 0.8%	94.3% -0.1%	95.8% -0.2%	96.9% 1.1%	97.0% 1.2%	97.2% 0.1%	97.4% 1.2%	97.0% 0.4%	96.3% 0.1%	95.5% -0.4%	95.2% -0.3%	95.2% 0.8%
2005	95.5% 0.3%	93.8% -0.6%	95.9% 0.1%	96.6% -0.3%	96.5% -0.5%	97.2% 0.0%	96.5% -0.9%	96.9% -0.1%	95.9% -0.4%	96.1% 0.7%	95.5% 0.3%	95.0% -0.3%
2006	94.5% -1.1%	94.8% 1.1%	94.4% -1.6%	94.7% -1.9%	95.4% -1.2%	94.7% -2.5%	94.4% -2.2%	94.0% -3.0%	93.7% -2.3%	92.8% -3.5%	91.3% -4.4%	91.7% -3.5%
2007	92.0% -2.6%	91.9% -3.1%	92.6% -1.9%	94.3% -0.5%	94.6% -0.8%	94.0% -0.8%	93.6% -0.9%	94.2% 0.2%	92.3% -1.5%	91.8% -1.1%	91.1% -0.3%	90.7% -1.1%
2008	89.9% -2.3%	89.6% -2.5%	90.1% -2.7%	91.6% -2.8%	92.2% -2.5%	92.7% -1.4%	92.3% -1.3%	92.8% -1.4%	91.5% -0.9%	89.7% -2.3%	90.1% -1.1%	88.0% -2.9%
2009	89.8% -0.2%	85.3% -4.8%	87.8% -2.6%	87.7% -4.3%	89.7% -2.7%	90.9% -1.9%	90.2% -2.3%	90.8% -2.2%	90.3% -1.3%	90.5% 0.9%	90.8% 0.9%	90.0% 2.3%
2010	90.3% 0.6%	88.8% 4.2%	90.0% 2.5%	89.6% 2.2%	90.4% 0.8%	92.1% 1.4%	91.4% 1.3%	90.1% -0.7%	89.0% -1.4%	87.3% -3.5%	87.3% -3.9%	88.4% -1.9%
2011	87.0% -3.6%	89.3% 0.5%	85.7% -4.8%	88.1% -1.7%	90.9% 0.5%	89.9% -2.5%	90.8% -0.8%	89.9% -0.2%	89.0% 0.0%	88.4% 1.3%	84.9% -2.7%	86.8% -1.7%
2012	85.4% -1.8%											

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