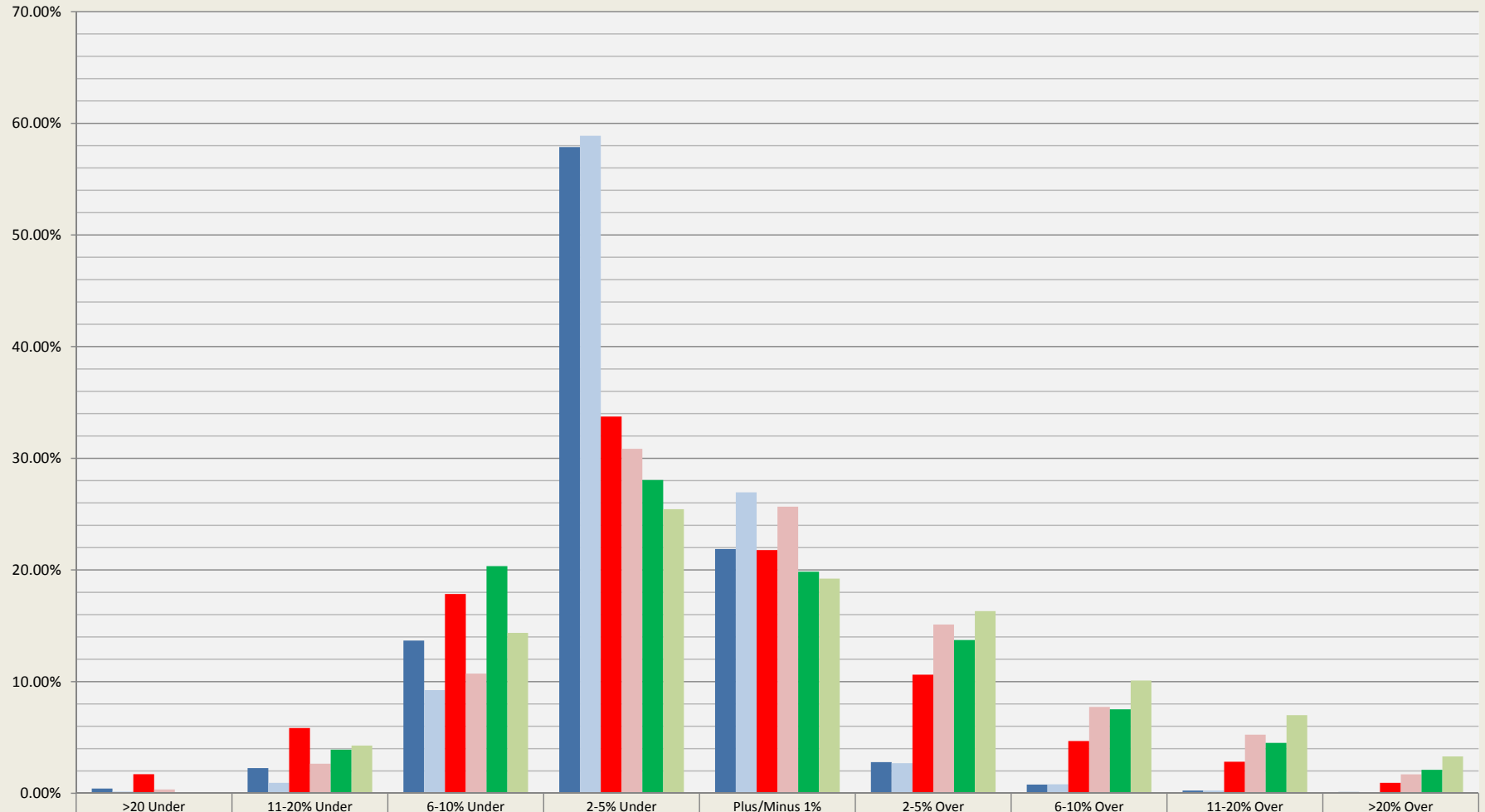


Difference Between List Price and Sale Price: All Sales vs. Under Contract Less Than 30 Days

Sales through MLS System Only: "Normal" Sales Include all MLS Sales Except New Construction, Bank Sales, and HUD Sales



	>20 Under	11-20% Under	6-10% Under	2-5% Under	Plus/Minus 1%	2-5% Over	6-10% Over	11-20% Over	>20% Over
■ Normal: All Sales	0.4%	2.3%	13.7%	57.9%	21.9%	2.8%	0.8%	0.2%	0.1%
■ Normal: Contract < 30 Days	0.2%	0.9%	9.2%	58.9%	26.9%	2.7%	0.8%	0.2%	0.1%
■ Bank: All Sales	1.7%	5.8%	17.8%	33.7%	21.8%	10.6%	4.7%	2.8%	0.9%
■ Bank: Contract < 30 Days	0.3%	2.7%	10.7%	30.9%	25.7%	15.1%	7.7%	5.2%	1.7%
■ HUD: All Sales	0.0%	3.9%	20.3%	28.1%	19.8%	13.7%	7.5%	4.5%	2.1%
■ HUD: Contract < 30 Days	0.0%	4.3%	14.4%	25.4%	19.2%	16.3%	10.1%	7.0%	3.3%