

SCAOR Condo/Townhome Statistics 1996-1998

| <b>1998</b>        | <b>INVENTORY *</b> | <b>NEW</b> | <b>SOLD</b> | <b>AVERAGE</b>   | <b>MEDIAN</b>    |
|--------------------|--------------------|------------|-------------|------------------|------------------|
| JANUARY            | 145                | 50         | 41          | \$168,500        | \$161,000        |
| FEBRUARY           | 121                | 37         | 28          | \$214,858        | \$202,500        |
| MARCH              | 152                | 67         | 45          | \$191,094        | \$162,000        |
| APRIL              | 182                | 83         | 61          | \$191,724        | \$180,000        |
| MAY                | 166                | 60         | 60          | \$185,229        | \$170,625        |
| JUNE               | 185                | 86         | 81          | \$200,223        | \$189,000        |
| JULY               | 208                | 98         | 67          | \$195,488        | \$190,000        |
| AUGUST             | 173                | 72         | 55          | \$193,911        | \$185,000        |
| SEPTEMBER          | 181                | 64         | 86          | \$207,450        | \$189,500        |
| OCTOBER            | 163                | 57         | 46          | \$190,952        | \$197,000        |
| NOVEMBER           | 152                | 49         | 45          | \$201,316        | \$180,000        |
| DECEMBER           | 127                | 29         | 60          | \$196,839        | \$193,250        |
| <b>TOTAL 1998:</b> | <b>1,955</b>       | <b>752</b> | <b>675</b>  | <b>\$194,798</b> | <b>\$187,000</b> |

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|--------------------|--------------------|------------|-------------|------------------|------------------|
| JANUARY            | 166                | 41         | 13          | \$213,303        | \$189,500        |
| FEBRUARY           | 201                | 50         | 27          | \$184,607        | \$169,500        |
| MARCH              | 249                | 63         | 47          | \$191,687        | \$172,500        |
| APRIL              | 253                | 58         | 48          | \$161,614        | \$157,000        |
| MAY                | 257                | 66         | 41          | \$185,883        | \$177,500        |
| JUNE               | 255                | 67         | 49          | \$176,797        | \$165,000        |
| JULY               | 237                | 70         | 54          | \$206,250        | \$168,750        |
| AUGUST             | 211                | 55         | 64          | \$176,778        | \$168,000        |
| SEPTEMBER          | 210                | 65         | 53          | \$189,183        | \$168,900        |
| OCTOBER            | 200                | 56         | 59          | \$174,692        | \$168,500        |
| NOVEMBER           | 183                | 49         | 38          | \$203,081        | \$165,000        |
| DECEMBER           | 147                | 41         | 59          | \$189,621        | \$172,500        |
| <b>TOTAL 1997:</b> | <b>2,569</b>       | <b>681</b> | <b>552</b>  | <b>\$187,791</b> | <b>\$168,825</b> |

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|--------------------|--------------------|------------|-------------|------------------|------------------|
| JANUARY            | NA                 | NA         | NA          | NA               | NA               |
| FEBRUARY           | NA                 | NA         | NA          | NA               | NA               |
| MARCH              | 362                | 88         | 44          | \$164,579        | \$159,000        |
| APRIL              | 364                | 68         | 40          | \$176,642        | \$173,500        |
| MAY                | 356                | 65         | 37          | \$169,936        | \$166,600        |
| JUNE               | 342                | 80         | 44          | \$179,654        | \$167,000        |
| JULY               | 328                | 72         | 33          | \$164,053        | \$156,900        |
| AUGUST             | 288                | 53         | 42          | \$165,558        | \$169,000        |
| SEPTEMBER          | 303                | 57         | 37          | \$162,182        | \$153,500        |
| OCTOBER            | 258                | 45         | 41          | \$173,174        | \$164,000        |
| NOVEMBER           | 194                | 21         | 26          | \$149,942        | \$155,000        |
| DECEMBER           | 185                | 19         | 28          | \$163,508        | \$165,000        |
| <b>TOTAL 1996:</b> | <b>2,980</b>       | <b>568</b> | <b>372</b>  | <b>\$166,922</b> | <b>\$164,500</b> |

\* The number in the Inventory column is the total Active, Pending-Release, and Pending-Show listings