



Lane Thrush  
Point of Difference Team

# Metropolitan Regional Information Systems, Inc.

## Real Estate Trend Indicator - \$500K Format

Franklin County, PA  
From: 08/01/2007 to 08/31/2007

Statistics generated on: 09/07/2007

Price Class	Residential Unit Sales Number of Bedrooms				Active Listings		Time on Market	
	2 Or Less	3	4 or More	Condo Coop and Ground Rent	Residential	Condo Coop and Ground Rent	of Units Sold (No. of Units)	
Under \$30,000	1	2	0	1	4	7	1 -30 Days	49
\$30,000-\$39,000	0	0	0	0	1	3	31-60 Days	26
\$40,000-\$49,999	0	0	0	1	0	1	61 - 90 Days	21
\$50,000-\$59,999	1	0	0	0	1	2	91-120 Days	17
\$60,000-\$69,999	0	0	0	0	3	3	Over 120 Days	44
\$70,000-\$79,999	2	0	0	0	5	8	Total	157
\$80,000-\$89,999	1	1	0	1	5	3		
\$90,000-\$99,999	1	1	1	0	11	1	<b>Type of Financing of Units Sold (No. of Units)</b>	
\$100,000-\$119,999	4	5	0	0	26	6	Conventional	111
\$120,000-\$139,999	2	7	1	0	61	1	FHA	10
\$140,000-\$159,999	2	15	2	0	106	13	VA	6
\$160,000-\$179,999	8	13	6	0	144	11	Assumption	5
\$180,000-\$199,999	4	12	0	0	157	1	Cash	21
\$200,000-\$249,999	2	23	9	2	274	2	Owner Finance	0
\$250,000-\$299,999	1	4	7	0	251	0	All Other	4
\$300,000-\$399,999	0	2	10	0	165	4	Unreported	0
\$400,000-\$499,999	0	0	1	0	50	0	Total	157
Over \$500,000	0	0	1	0	62	0		
Totals	29	85	38	5	1326	66		
Grand Totals	157			1392				

Source: Metropolitan Regional Information Systems, Inc. - MLS Resale Data

	<u>2007</u>	<u>2006</u>	<u>% Change</u>	
<b>Total Sold Dollar Volume:</b>	\$ 30,109,473	\$ 38,393,824	- 21.58 %	<b>Total Number of NEW listings</b>
<b>Average Sold Price:</b>	\$ 191,780	\$ 203,142	- 5.59 %	<b>taken for the month: 322</b>
<b>Median Sold Price:</b>	\$ 179,900	\$ 185,000	- 2.76 %	<b>Total Number of Properties</b>
<b>Total Units Sold:</b>	157	189	- 16.93 %	<b>marked Contract for the month: 106</b>
<b>Average Days on Market:</b>	105			<b>Total Number of Properties</b>
	57	84.21 %		<b>marked Contingent for the month: 26</b>
<b>Average List Price for Solds:</b>	\$ 203,254	\$ 209,678	- 3.06 %	<b>Total Number of NEW pendings</b>
<b>Avg Sale Price as a percentage of Avg List Price:</b>	94.35 %	96.88 %		<b>(CONTRACTS + CONTINGENTS): 132</b>

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