

## #1 in Bay Oaks Sales since 1999

### Bay Oaks Monthly Market Report Dec 2011

**LISTING INVENTORY BY MONTH - 2011** (statistics compiled on first day of month)

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg	%
Below \$399,999	12	11	10	15	16	19	22	20	19	17	13	13	16	34%
\$400,000 - \$499,999	13	15	16	17	13	9	8	11	9	7	7	7	11	24%
\$500,000 - \$599,999	7	8	9	8	8	8	7	5	3	3	4	4	6	13%
\$600,000 - \$699,999	6	5	6	7	6	6	9	9	7	6	7	7	7	15%
\$700,000 - \$799,999	2	2	1	1	3	4	3		1		1	2	2	4%
\$800,000 - \$899,999	2	3	3	3	2			1					1	3%
\$900,000 - \$999,999	2	1		2	1	2	2	1	1	2	1	1	1	3%
\$1,000,000+	3	2	3	2	3	2	2	2	3	3	3	3	3	6%
<b>TOTALS</b>	<b>47</b>	<b>47</b>	<b>48</b>	<b>55</b>	<b>52</b>	<b>50</b>	<b>53</b>	<b>49</b>	<b>43</b>	<b>38</b>	<b>36</b>	<b>37</b>	<b>46</b>	<b>100%</b>

**SALES BY MONTH - 2011** (statistics compiled after month-end)

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	%
Below \$399,999	2	3						4	3	5	1	5	23	47%
\$400,000 - \$499,999				2		2		2	1				7	14%
\$500,000 - \$599,999			1		1		1	2	1		1	1	8	16%
\$600,000 - \$699,999								2			1	2	5	10%
\$700,000 - \$799,999							1		1				2	4%
\$800,000 - \$899,999				1								1	2	4%
\$900,000 - \$999,999											1		1	2%
\$1,000,000+			1										1	2%
<b>TOTALS</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>10</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>9</b>	<b>49</b>	<b>100%</b>

**SALES BY MONTH - LAST 12 MONTHS** (statistics compiled after month-end)

Price Range	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	%
Below \$399,999	2	3						4	3	5	1	5	23	47%
\$400,000 - \$499,999				2		2		2	1				7	13%
\$500,000 - \$599,999			1		1		1	2	1		1	1	8	16%
\$600,000 - \$699,999								2			1	2	5	11%
\$700,000 - \$799,999							1		1				2	3%
\$800,000 - \$899,999				1								1	2	0%
\$900,000 - \$999,999											1		1	3%
\$1,000,000+			1										1	8%
<b>TOTALS</b>	<b>2</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>10</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>9</b>	<b>49</b>	<b>100%</b>

## Bay Oaks Sales History

Total Sales by Year					
Year	Total Sales \$	Units	AvgSale\$ Unit	% Change AvgSale\$ Unit	Avg \$\$F Unit
1997	12,672,098	41	309,076		72.86
1998	19,191,405	60	319,857	3.5%	86.25
1999	29,492,970	79	373,329	16.7%	94.25
2000	21,169,714	57	371,398	-0.5%	97.60
2001	25,927,256	60	432,121	16.3%	105.99
2002	26,834,720	65	412,842	-4.5%	103.37
2003	31,641,142	69	458,567	11.1%	111.55
2004	29,934,603	68	440,215	-4.0%	110.57
2005	31,603,120	60	526,719	19.7%	124.20
2006	30,337,053	55	551,583	4.7%	129.11
2007	31,923,300	61	523,333	-5.1%	127.22
2008	23,814,483	43	553,825	5.8%	130.22
2009	22,322,700	40	558,068	0.8%	131.67
	336,864,564	758	448,533	80.6%	109.60