

January 2012

20002 - Condo & Coop

New Listings**21** **40.0%**from Dec 2011:
15 **31.3%**from Jan 2011:
16

| YTD | 2012 | 2011 | +/- |
|-----|-----------|-----------|-------|
| | 21 | 16 | 31.3% |

5-year Jan average: **23****New Pendings****13** **18.2%**from Dec 2011:
11 **85.7%**from Jan 2011:
7

| YTD | 2012 | 2011 | +/- |
|-----|-----------|----------|-------|
| | 13 | 8 | 62.5% |

5-year Jan average: **10****Closed Sales****15** **-6.3%**from Dec 2011:
16 **275.0%**from Jan 2011:
4

| YTD | 2012 | 2011 | +/- |
|-----|-----------|----------|--------|
| | 15 | 5 | 200.0% |

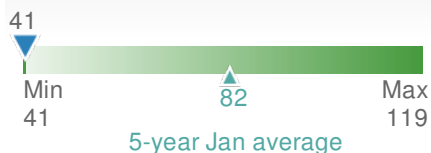
5-year Jan average: **8****Median
Sold Price****\$278,000** **-27.8%**from Dec 2011:
\$385,000 **44.4%**from Jan 2011:
\$192,500

| YTD | 2012 | 2011 | +/- |
|-----|------------------|------------------|-------|
| | \$278,000 | \$207,000 | 34.3% |

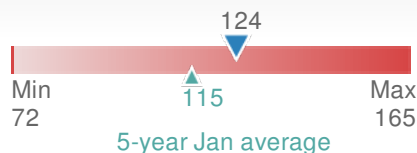
5-year Jan average: **\$250,500****Summary**

In 20002, the median sold price for Condo & Coop properties for January was \$278,000, representing a decrease of 27.8% compared to last month and an increase of 44.4% from Jan 2011. The average days on market for units sold in January was 124 days, 8% above the 5-year January average of 115 days. There was a 18.2% month over month increase in new contract activity with 13 New Pendings; a 22.2% MoM decrease in All Pendings (new contracts + contracts carried over from December) to 21; and a 2.5% increase in supply to 41 active units.

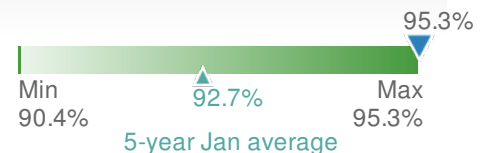
This activity resulted in a Contract Ratio of 0.51 pendings per active listing, down from 0.68 in December and an increase from 0.31 in January 2011. The Contract Ratio is 80% higher than the 5-year January average of 0.28. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings**41**

| Dec 2011 | Jan 2011 |
|-----------|-----------|
| 40 | 58 |

Avg DOM**124**

| Dec 2011 | Jan 2011 | YTD |
|-----------|------------|------------|
| 57 | 165 | 124 |

**Avg Sold to
OLP Ratio****95.3%**

| Dec 2011 | Jan 2011 | YTD |
|--------------|--------------|--------------|
| 95.9% | 92.5% | 95.3% |