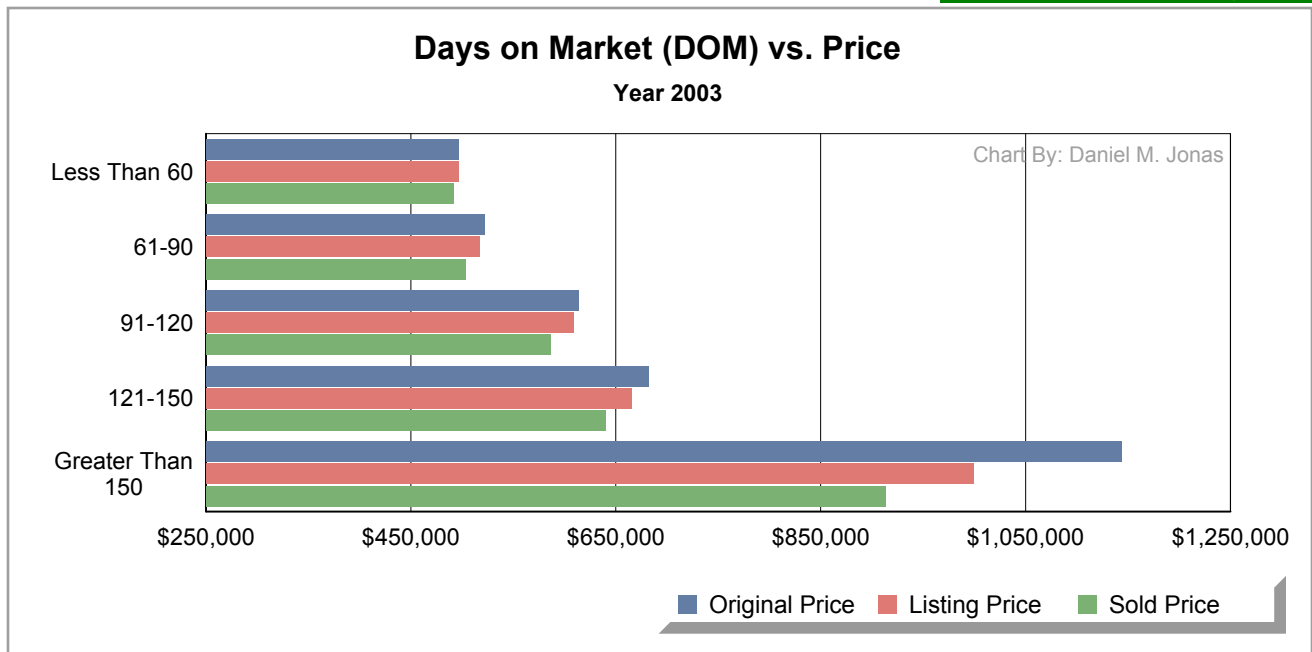


DOM vs. Price Analysis



Year: 2003

| Days on Market | # Prop. | Average OLP | Average LP | Average Adjustment | Average Sold Price | Percent SP/OLP | Percent SP/LP |
|------------------|---------|-------------|------------|--------------------|--------------------|----------------|---------------|
| Less Than 60 | 519 | \$496,596 | \$496,024 | \$572 | \$491,861 | 99.05 | 99.16 |
| 61-90 | 357 | \$521,457 | \$516,840 | \$4,618 | \$503,208 | 96.50 | 97.36 |
| 91-120 | 210 | \$614,028 | \$608,976 | \$5,052 | \$585,856 | 95.41 | 96.20 |
| 121-150 | 105 | \$682,289 | \$665,897 | \$16,392 | \$639,602 | 93.74 | 96.05 |
| Greater Than 150 | 185 | \$1,144,027 | \$999,507 | \$144,521 | \$913,050 | 79.81 | 91.35 |

Total #

1,376

OLP - Original List Price, LP - List Price, SP - Sold Price

The general thinking is that lower priced homes sell faster, and properly priced homes sell faster and closer to their asking price. While this appears to state the obvious, it does not hurt to see that this thinking is clearly exhibited in these charts and data.

The Original List Price (OLP) is the price first entered into the system along with the listing. The Listing Price (LP) is the last offered price prior to the sale. The Listing Price represents the final amount from any Seller initiated changes to price during marketing.

Theoretically, the OLP is the beginning marketing price. There are some instances where this is not true, for example, when a mistake is made during input and the wrong price is entered. In these instances the correction does not supplant the OLP, but adjusts the LP. This is true even if the adjustment is made immediately. For these reports, the data are reviewed for large anomalies between OLP, LP, and SP. Where obvious errors in the original input of OLP are encountered the OLP has been adjusted to either reflect what the agent intended (i.e. 25,000,000 adjusted to 250,000) or if not clear the OLP was adjusted to the LP. In any event, these adjustments have a minimal effect on the averages while the mistakes can cause significant deviations in results.

The information is drawn from data that has not been verified and is not guaranteed. See note at end of report.