

BRB CONDOMINIUM SALES STATISTICS

JAN-01-06 thru JAN-31-06

| | <u>BRBE</u> | <u>BRBW</u> | <u>BRB TOT</u> | <u>EXT</u> | <u>TOTAL</u> |
|---|-------------|-------------|----------------|------------|--------------|
| ACTIVE INVENTORY: | | | | | |
| New Listings | 26 | 8 | 34 | 4 | 38 |
| Total Active Listings | 48 | 18 | 66 | 9 | 75 |
| Active Average Days on Market..... | 54 | 61 | 56 | 66 | 57 |
| Active Average List Price in thousands... | 569.3 | 572.1 | 570.1 | 553.0 | 568.0 |
| Median List Price in thousands | 549.0 | 614.9 | 599.0 | 439.0 | 599.0 |
| BOMS | 1 | 1 | 2 | 0 | 2 |
| Average BOM Price in thousands | 399.0 | 489.0 | 444.0 | .0 | 444.0 |
| BOM to Sale Ratio | 9.1 | 50.0 | 15.4 | .0 | 13.3 |
| Expirations | 6 | 3 | 9 | 2 | 11 |
| PENDING SALES: | | | | | |
| New Escrows Opened..... | 13 | 3 | 16 | 2 | 18 |
| Total YTD Escrows Opened..... | 13 | 3 | 16 | 2 | 18 |
| New Open Escrows Average Days on Market.. | 57 | 88 | 63 | 61 | 63 |
| New Open Escrows Average List Price..... | 491.7 | 549.3 | 502.5 | 442.5 | 495.9 |
| CLOSED SALES: | | | | | |
| New Escrows Closed..... | 11 | 2 | 13 | 2 | 15 |
| Total YTD Escrows Closed..... | 11 | 2 | 13 | 2 | 15 |
| Volume of New Sale Dollars in millions .. | 5.013 | 1.105 | 6.118 | .913 | 7.031 |
| Volume of Total YTD Sales in millions.... | 5.013 | 1.105 | 6.118 | .913 | 7.031 |
| Average Sale Price in thousands | 455.8 | 552.5 | 470.6 | 456.5 | 468.8 |
| Median Sale Price in thousands | 435.0 | 395.0 | 455.0 | 433.0 | 435.0 |
| Coop Sales | 7 | 2 | 9 | 2 | 11 |
| Percent of Coop Sales | 63.6 | 100.0 | 69.2 | 100.0 | 73.3 |
| Average Days on Market..... | 73 | 69 | 73 | 70 | 72 |
| Sales at List Price | 4 | 0 | 4 | 0 | 4 |
| Percent of Sales at List Price | 36.4 | .0 | 30.8 | .0 | 26.7 |
| Sales to Listing Inventory Ratio | 22.9 | 11.1 | 19.7 | 22.2 | 20.0 |
| Final Sale to New Listing Ratio | 42.3 | 25.0 | 38.2 | 50.0 | 39.5 |

BRB RESIDENTIAL SALES STATISTICS

JAN-01-06 thru JAN-31-06

| | <u>BRBE</u> | <u>BRBW</u> | <u>BRB TOT</u> | <u>EXT</u> | <u>TOTAL</u> |
|---|-------------|-------------|----------------|------------|--------------|
| ACTIVE INVENTORY: | | | | | |
| New Listings | 59 | 48 | 107 | 23 | 130 |
| Total Active Listings | 122 | 99 | 221 | 41 | 262 |
| Active Average Days on Market..... | 70 | 70 | 70 | 58 | 68 |
| Active Average List Price in thousands... | 792.9 | 687.5 | 745.7 | 595.0 | 722.1 |
| Median List Price in thousands | 729.0 | 654.0 | 679.0 | 579.0 | 669.0 |
| BOMS | 3 | 11 | 14 | 2 | 16 |
| Average BOM Price in thousands | 802.7 | 736.0 | 750.3 | 662.8 | 739.3 |
| BOM to Sale Ratio | 15.0 | 57.9 | 35.9 | 25.0 | 34.0 |
| Expirations | 11 | 11 | 22 | 6 | 28 |
| PENDING SALES: | | | | | |
| New Escrows Opened..... | 24 | 33 | 57 | 11 | 68 |
| Total YTD Escrows Opened..... | 24 | 33 | 57 | 11 | 68 |
| New Open Escrows Average Days on Market.. | 50 | 51 | 50 | 45 | 49 |
| New Open Escrows Average List Price..... | 657.6 | 656.7 | 657.1 | 459.9 | 625.2 |
| CLOSED SALES: | | | | | |
| New Escrows Closed..... | 20 | 19 | 39 | 8 | 47 |
| Total YTD Escrows Closed..... | 20 | 19 | 39 | 8 | 47 |
| Volume of New Sale Dollars in millions .. | 12.878 | 11.726 | 24.604 | 3.385 | 27.989 |
| Volume of Total YTD Sales in millions.... | 12.878 | 11.726 | 24.604 | 3.385 | 27.989 |
| Average Sale Price in thousands | 643.9 | 617.2 | 630.9 | 423.1 | 595.5 |
| Median Sale Price in thousands | 500.0 | 620.0 | 610.0 | 360.0 | 561.1 |
| Coop Sales | 11 | 12 | 23 | 8 | 31 |
| Percent of Coop Sales | 55.0 | 63.2 | 59.0 | 100.0 | 66.0 |
| Average Days on Market..... | 86 | 85 | 86 | 80 | 85 |
| Sales at List Price | 7 | 7 | 14 | 5 | 19 |
| Percent of Sales at List Price | 35.0 | 36.8 | 35.9 | 62.5 | 40.4 |
| Sales to Listing Inventory Ratio | 16.4 | 19.2 | 17.6 | 19.5 | 17.9 |
| Final Sale to New Listing Ratio | 33.9 | 39.6 | 36.4 | 34.8 | 36.2 |

BRB SINGLE FAMILY SALES STATISTICS

JAN-01-06 thru JAN-31-06

| | <u>BRBE</u> | <u>BRBW</u> | <u>BRB TOT</u> | <u>EXT</u> | <u>TOTAL</u> |
|---|-------------|-------------|----------------|------------|--------------|
| ACTIVE INVENTORY: | | | | | |
| New Listings | 33 | 40 | 73 | 19 | 92 |
| Total Active Listings | 74 | 81 | 155 | 32 | 187 |
| Average Days on Market..... | 79 | 72 | 76 | 55 | 72 |
| Average List Price in thousands..... | 937.9 | 713.2 | 820.4 | 606.8 | 783.9 |
| Median List Price in thousands | 849.0 | 669.0 | 729.9 | 579.0 | 700.0 |
| BOMS | 2 | 10 | 12 | 2 | 14 |
| Average BOM Price in thousands | 1,004.5 | 760.7 | 801.3 | 662.8 | 781.5 |
| BOM to Sale Ratio | 22.2 | 58.8 | 46.2 | 33.3 | 43.8 |
| Expirations | 5 | 8 | 13 | 4 | 17 |
| PENDING SALES: | | | | | |
| New Escrows Opened..... | 11 | 30 | 41 | 9 | 50 |
| Total YTD Escrows Opened..... | 11 | 30 | 41 | 9 | 50 |
| New Open Escrows Average Days on Market.. | 41 | 47 | 45 | 42 | 45 |
| New Open Escrows Average List Price..... | 853.7 | 667.4 | 717.4 | 463.8 | 671.7 |
| CLOSED SALES: | | | | | |
| New Escrows Closed..... | 9 | 17 | 26 | 6 | 32 |
| Total YTD Escrows Closed..... | 9 | 17 | 26 | 6 | 32 |
| Volume of New Sale Dollars in millions .. | 7.865 | 10.621 | 18.486 | 2.472 | 20.958 |
| Volume of Total YTD Sales in millions.... | 7.865 | 10.621 | 18.486 | 2.472 | 20.958 |
| Average Sale Price in thousands | 873.9 | 624.8 | 711.0 | 412.0 | 654.9 |
| Median Sale Price in thousands | 830.0 | 620.0 | 649.0 | 335.0 | 622.5 |
| Coop Sales | 4 | 10 | 14 | 6 | 20 |
| Percent of Coop Sales | 44.4 | 58.8 | 53.8 | 100.0 | 62.5 |
| Average Days on Market..... | 102 | 87 | 93 | 83 | 91 |
| Sales at List Price | 3 | 7 | 10 | 5 | 15 |
| Percent of Sales at List Price | 33.3 | 41.2 | 38.5 | 83.3 | 46.9 |
| Sales to Listing Inventory Ratio | 12.2 | 21.0 | 16.8 | 18.8 | 17.1 |
| Final Sale to New Listing Ratio | 27.3 | 42.5 | 35.6 | 31.6 | 34.8 |