

Greater Augusta Association of REALTORS
2008 Monthly Sales Trend Indicator

Price Range	Sales by Price Range - Residential												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Feb	YTD
\$1 - \$49,999	35	22	0	0	0	0	0	0	0	0	0	0	57	7.53%	9.58%
\$50,000 - \$59,999	7	13	0	0	0	0	0	0	0	0	0	0	20	4.45%	3.36%
\$60,000 - \$69,999	9	14	0	0	0	0	0	0	0	0	0	0	23	4.79%	3.87%
\$70,000 - \$79,999	16	10	0	0	0	0	0	0	0	0	0	0	26	3.42%	4.37%
\$80,000 - \$89,999	12	14	0	0	0	0	0	0	0	0	0	0	26	4.79%	4.37%
\$90,000 - \$99,999	12	8	0	0	0	0	0	0	0	0	0	0	20	2.74%	3.36%
\$100,000 - \$119,999	35	31	0	0	0	0	0	0	0	0	0	0	66	10.62%	11.09%
\$120,000 - \$139,999	30	36	0	0	0	0	0	0	0	0	0	0	66	12.33%	11.09%
\$140,000 - \$159,999	34	39	0	0	0	0	0	0	0	0	0	0	73	13.36%	12.27%
\$160,000 - \$179,999	23	22	0	0	0	0	0	0	0	0	0	0	45	7.53%	7.56%
\$180,000 - \$199,999	23	16	0	0	0	0	0	0	0	0	0	0	39	5.48%	6.55%
\$200,000 - \$249,999	25	25	0	0	0	0	0	0	0	0	0	0	50	8.56%	8.40%
\$250,000 - \$299,999	15	21	0	0	0	0	0	0	0	0	0	0	36	7.19%	6.05%
\$300,000 - \$349,999	10	11	0	0	0	0	0	0	0	0	0	0	21	3.77%	3.53%
\$350,000 - \$399,999	8	2	0	0	0	0	0	0	0	0	0	0	10	0.68%	1.68%
\$400,000 - \$499,999	7	4	0	0	0	0	0	0	0	0	0	0	11	1.37%	1.85%
\$500,000 - \$599,999	1	4	0	0	0	0	0	0	0	0	0	0	5	1.37%	0.84%
\$600,000 - \$699,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.17%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	303	292	0	0	0	0	0	0	0	0	0	0	595	100.00%	100.00%
Prior Year Total	383	404	501	534	617	561	513	584	410	409	380	355	787		
% Change	-21%	-28%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-24%		
Current YTD	303	595	0	0	0	0	0	0	0	0	0	0			
Prior YTD	383	787	1,288	1,822	2,439	3,000	3,513	4,097	4,507	4,916	5,296	5,651			
% Change YTD	-21%	-24%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

Price Range	Sales by Price Range - Manufactured Home												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Feb	YTD
\$1 - \$49,999	3	4	0	0	0	0	0	0	0	0	0	0	7	40.00%	41.18%
\$50,000 - \$59,999	1	2	0	0	0	0	0	0	0	0	0	0	3	20.00%	17.65%
\$60,000 - \$69,999	2	0	0	0	0	0	0	0	0	0	0	0	2	0.00%	11.76%
\$70,000 - \$79,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	5.88%
\$80,000 - \$89,999	0	2	0	0	0	0	0	0	0	0	0	0	2	20.00%	11.76%
\$90,000 - \$99,999	0	2	0	0	0	0	0	0	0	0	0	0	2	20.00%	11.76%
\$100,000 - \$119,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$120,000 - \$139,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$140,000 - \$159,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$160,000 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180,000 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200,000 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250,000 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300,000 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$350,000 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	7	10	0	0	0	0	0	0	0	0	0	0	17	100.00%	100.00%
Prior Year Total	12	14	13	19	24	14	16	19	11	14	17	14	26		
% Change	-42%	-29%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-35%		
Current YTD	7	17	0	0	0	0	0	0	0	0	0	0			
Prior YTD	12	26	39	58	82	96	112	131	142	156	173	187			
% Change YTD	-42%	-35%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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Price Range	Sales by Price Range - Condo												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Feb	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	16.67%
\$60,000 - \$69,999	0	1	0	0	0	0	0	0	0	0	0	0	1	20.00%	16.67%
\$70,000 - \$79,999	0	1	0	0	0	0	0	0	0	0	0	0	1	20.00%	16.67%
\$80,000 - \$89,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$90,000 - \$99,999	0	3	0	0	0	0	0	0	0	0	0	0	3	60.00%	50.00%
\$100,000 - \$119,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$120,000 - \$139,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$140,000 - \$159,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$160,000 - \$179,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$180,000 - \$199,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$200,000 - \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$250,000 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300,000 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$350,000 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	1	5	0	0	0	0	0	0	0	0	0	0	6	100.00%	100.00%
Prior Year Total	5	5	4	3	9	10	4	6	3	5	3	3	10		
% Change	-80%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-40%		
Current YTD	1	6	0	0	0	0	0	0	0	0	0	0			
Prior YTD	5	10	14	17	26	36	40	46	49	54	57	60			
% Change YTD	-80%	-40%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

Price Range	Sales by Price Range - Residential Attached												YTD	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Feb	YTD
\$1 - \$49,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$50,000 - \$59,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$60,000 - \$69,999	0	1	0	0	0	0	0	0	0	0	0	0	1	2.22%	1.06%
\$70,000 - \$79,999	1	1	0	0	0	0	0	0	0	0	0	0	2	2.22%	2.13%
\$80,000 - \$89,999	13	6	0	0	0	0	0	0	0	0	0	0	19	13.33%	20.21%
\$90,000 - \$99,999	7	8	0	0	0	0	0	0	0	0	0	0	15	17.78%	15.96%
\$100,000 - \$119,999	13	12	0	0	0	0	0	0	0	0	0	0	25	26.67%	26.60%
\$120,000 - \$139,999	12	7	0	0	0	0	0	0	0	0	0	0	19	15.56%	20.21%
\$140,000 - \$159,999	2	2	0	0	0	0	0	0	0	0	0	0	4	4.44%	4.26%
\$160,000 - \$179,999	1	6	0	0	0	0	0	0	0	0	0	0	7	13.33%	7.45%
\$180,000 - \$199,999	0	1	0	0	0	0	0	0	0	0	0	0	1	2.22%	1.06%
\$200,000 - \$249,999	0	1	0	0	0	0	0	0	0	0	0	0	1	2.22%	1.06%
\$250,000 - \$299,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$300,000 - \$349,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$350,000 - \$399,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$400,000 - \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$500,000 - \$599,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$600,000 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	49	45	0	0	0	0	0	0	0	0	0	0	94	100.00%	100.00%
Prior Year Total	34	39	34	33	49	41	64	50	47	58	45	38	73		
% Change	44%	15%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	29%		
Current YTD	49	94	0	0	0	0	0	0	0	0	0	0			
Prior YTD	34	73	107	140	189	230	294	344	391	449	494	532			
% Change YTD	44%	29%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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Price Range	Sales by Price Range - Total Listings												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	YTD
\$1 - \$49,999	38	26	0	0	0	0	0	0	0	0	0	0	64	7.39%	8.99%
\$50,000 - \$59,999	9	15	0	0	0	0	0	0	0	0	0	0	24	4.26%	3.37%
\$60,000 - \$69,999	11	16	0	0	0	0	0	0	0	0	0	0	27	4.55%	3.79%
\$70,000 - \$79,999	18	12	0	0	0	0	0	0	0	0	0	0	30	3.41%	4.21%
\$80,000 - \$89,999	25	22	0	0	0	0	0	0	0	0	0	0	47	6.25%	6.60%
\$90,000 - \$99,999	19	21	0	0	0	0	0	0	0	0	0	0	40	5.97%	5.62%
\$100,000 - \$119,999	48	43	0	0	0	0	0	0	0	0	0	0	91	12.22%	12.78%
\$120,000 - \$139,999	42	43	0	0	0	0	0	0	0	0	0	0	85	12.22%	11.94%
\$140,000 - \$159,999	36	41	0	0	0	0	0	0	0	0	0	0	77	11.65%	10.81%
\$160,000 - \$179,999	24	28	0	0	0	0	0	0	0	0	0	0	52	7.95%	7.30%
\$180,000 - \$199,999	23	17	0	0	0	0	0	0	0	0	0	0	40	4.83%	5.62%
\$200,000 - \$249,999	25	26	0	0	0	0	0	0	0	0	0	0	51	7.39%	7.16%
\$250,000 - \$299,999	15	21	0	0	0	0	0	0	0	0	0	0	36	5.97%	5.06%
\$300,000 - \$349,999	10	11	0	0	0	0	0	0	0	0	0	0	21	3.13%	2.95%
\$350,000 - \$399,999	8	2	0	0	0	0	0	0	0	0	0	0	10	0.57%	1.40%
\$400,000 - \$499,999	7	4	0	0	0	0	0	0	0	0	0	0	11	1.14%	1.54%
\$500,000 - \$599,999	1	4	0	0	0	0	0	0	0	0	0	0	5	1.14%	0.70%
\$600,000 - \$699,999	1	0	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.14%
\$700,000 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800,000 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900,000 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 - and over	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	360	352	0	0	0	0	0	0	0	0	0	0	712	100.00%	100.00%
Prior Year Total	434	462	552	589	699	626	597	659	471	486	445	410	896		
% Change	-17%	-24%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-21%		
Current YTD	360	712	0	0	0	0	0	0	0	0	0	0			
Prior YTD	434	896	1,448	2,037	2,736	3,362	3,959	4,618	5,089	5,575	6,020	6,430			
% Change YTD	-17%	-21%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%			

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Financing Type	Sales by Type of Financing												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	YTD
Assumption	3	1	0	0	0	0	0	0	0	0	0	0	4	0.28%	0.56%
Cash	47	56	0	0	0	0	0	0	0	0	0	0	103	15.91%	14.47%
Conventional	183	185	0	0	0	0	0	0	0	0	0	0	368	52.56%	51.69%
FHA	66	64	0	0	0	0	0	0	0	0	0	0	130	18.18%	18.26%
Lease / Purchase	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Owner Financed	2	1	0	0	0	0	0	0	0	0	0	0	3	0.28%	0.42%
Rent w/Option	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Rural Housing	0	1	0	0	0	0	0	0	0	0	0	0	1	0.28%	0.14%
Trade / Exchange	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
VA	59	44	0	0	0	0	0	0	0	0	0	0	103	12.50%	14.47%
RDHA	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	360	352	0	0	0	0	0	0	0	0	0	0	712	100.00%	100.00%

Bedrooms	Sales by Bedroom Count												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	YTD
0	0	1	0	0	0	0	0	0	0	0	0	0	1	0.28%	0.14%
1	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
2	62	53	0	0	0	0	0	0	0	0	0	0	115	15.10%	16.17%
3	167	186	0	0	0	0	0	0	0	0	0	0	353	52.99%	49.65%
4	105	89	0	0	0	0	0	0	0	0	0	0	194	25.36%	27.29%
5	25	19	0	0	0	0	0	0	0	0	0	0	44	5.41%	6.19%
6+	1	3	0	0	0	0	0	0	0	0	0	0	4	0.85%	0.56%
Current Year Total	360	351	0	0	0	0	0	0	0	0	0	0	711	100.00%	100.00%

Bathrooms	Sales by Bathroom Count												YTD Total	Percent	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		Feb	YTD
0	0	1	0	0	0	0	0	0	0	0	0	0	1	0.28%	0.14%
1	49	56	0	0	0	0	0	0	0	0	0	0	105	15.95%	14.77%
2	250	251	0	0	0	0	0	0	0	0	0	0	501	71.51%	70.46%
3	53	38	0	0	0	0	0	0	0	0	0	0	91	10.83%	12.80%
4	8	4	0	0	0	0	0	0	0	0	0	0	12	1.14%	1.69%
5	0	1	0	0	0	0	0	0	0	0	0	0	1	0.28%	0.14%
6+	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Current Year Total	360	351	0	0	0	0	0	0	0	0	0	0	711	100.00%	100.00%