



<b>FOX POINT</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	21	-14%	18	22%	22	0%	22	-18%	18	22%	22	-18%	18	-11%	16	-31%	11	0%	11	0%	11	18%	13	
LEAST EXPENSIVE	\$ 283,500	-6%	\$ 267,450	-1%	\$ 265,000	36%	\$ 360,000	-3%	\$ 349,000	3%	\$ 360,000	-4%	\$ 344,000	13%	\$ 390,000	4%	\$ 407,500	0%	\$ 407,500	41%	\$ 575,000	-18%	\$ 470,000	
MOST EXPENSIVE	\$ 500,000	-6%	\$ 472,000	12%	\$ 526,500	7%	\$ 565,000	3%	\$ 582,500	18%	\$ 685,000	1%	\$ 695,000	4%	\$ 724,000	-2%	\$ 709,500	0%	\$ 709,500	35%	\$ 959,900	-11%	\$ 850,000	
AVERAGE SALE	\$ 371,019	7%	\$ 396,627	1%	\$ 399,950	10%	\$ 438,295	3%	\$ 452,277	6%	\$ 478,954	5%	\$ 505,222	8%	\$ 544,250	1%	\$ 551,136	0%	\$ 551,136	28%	\$ 707,536	-6%	\$ 668,270	
MEDIAN AVERAGE	\$ 350,000	15%	\$ 404,000	-2%	\$ 395,000	6%	\$ 419,000	6%	\$ 443,500	4%	\$ 462,000	6%	\$ 489,500	9%	\$ 535,000	0%	\$ 534,000	0%	\$ 534,000	25%	\$ 670,000	-1%	\$ 662,500	
MARKET TIME	81		58		47		47		85		113		112		98									
<b>"TALK TO TOM"</b>																								
<b>GLEN ACRES</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	3	-33%	2	-50%	1	0%	1	0%	1	200%	3	-100%	0	0%	2	0%	2	0%	2	0%	2	-50%	1	
LEAST EXPENSIVE	\$ 360,000	-21%	\$ 285,000	77%	\$ 505,000	-11%	\$ 450,000	-22%	\$ 353,000	3%	\$ 365,000		\$ 480,000		\$ 538,000		\$ 538,000	25%	\$ 674,500	6%	\$ 715,000		\$ 715,000	
MOST EXPENSIVE	\$ 370,000	45%	\$ 535,000	-6%	\$ 505,000	-11%	\$ 450,000	-22%	\$ 353,000	47%	\$ 520,000		\$ 482,500		\$ 600,000		\$ 600,000	-82%	\$ 108,000	562%	\$ 715,000		\$ 715,000	
AVERAGE SALE	\$ 366,666	12%	\$ 410,000	23%	\$ 505,000	-11%	\$ 450,000	-22%	\$ 353,000	31%	\$ 461,666		\$ 481,250		\$ 569,000		\$ 569,000	52%	\$ 866,250	-17%	\$ 715,000		\$ 715,000	
MEDIAN AVERAGE	\$ 365,000	12%	\$ 410,000	23%	\$ 505,000	-11%	\$ 450,000	-22%	\$ 353,000	42%	\$ 500,000		\$ 481,250		\$ 569,000		\$ 569,000	52%	\$ 866,250	-17%	\$ 715,000		\$ 715,000	
MARKET TIME	58		48		81		35		243		48				171									
<b>"TALK TO TOM"</b>																								
<b>INVERNESS SHORES</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2003</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	3	33%	4	-75%	1	300%	4	-75%	1	200%	3	67%	5	-60%	2	300%	8	0%	8	-63%	3	-33%	2	
LEAST EXPENSIVE	\$ 480,000	-23%	\$ 369,000	19%	\$ 440,000	17%	\$ 513,000	23%	\$ 632,500	-21%	\$ 500,000	8%	\$ 540,000	52%	\$ 821,000	-34%	\$ 545,000	0%	\$ 545,000	37%	\$ 749,000	-10%	\$ 675,000	
MOST EXPENSIVE	\$ 649,000	-10%	\$ 585,000	-25%	\$ 440,000	184%	\$ 1,250,000	-49%	\$ 632,500	2%	\$ 645,000	86%	\$ 1,200,000	-27%	\$ 875,000	35%	\$ 1,180,000	0%	\$ 1,180,000	3%	\$ 1,218,850	-19%	\$ 989,000	
AVERAGE SALE	\$ 569,833	-8%	\$ 525,625	-16%	\$ 440,000	69%	\$ 743,125	-15%	\$ 632,500	-7%	\$ 585,666	22%	\$ 713,800	19%	\$ 848,000	-5%	\$ 801,875	0%	\$ 801,875	14%	\$ 917,616	-9%	\$ 832,000	
MEDIAN AVERAGE	\$ 580,500	-1%	\$ 574,250	-23%	\$ 440,000	37%	\$ 604,750	5%	\$ 632,500	-3%	\$ 612,000	-4%	\$ 585,000	45%	\$ 848,000	-19%	\$ 690,000	0%	\$ 690,000	14%	\$ 785,000	6%	\$ 832,000	
MARKET TIME	162		55		153		153		83		238		155		213									
<b>"TALK TO TOM"</b>																								
<b>JEWEL PARK</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	11	-55%	5	-20%	4	150%	10	0%	10	20%	12	-58%	5	40%	7	-57%	3	0%	3	133%	7	-43%	4	
LEAST EXPENSIVE	\$ 223,250	7%	\$ 239,000	1%	\$ 241,500	-5%	\$ 230,000	4%	\$ 238,500	28%	\$ 305,000	3%	\$ 315,000	46%	\$ 460,000	-23%	\$ 355,000	0%	\$ 355,000	27%	\$ 450,000	8%	\$ 485,000	
MOST EXPENSIVE	\$ 556,000	-31%	\$ 385,000	28%	\$ 494,000	20%	\$ 595,000	3%	\$ 612,000	-18%	\$ 501,400	25%	\$ 625,000	5%	\$ 657,500	4%	\$ 685,000	0%	\$ 685,000	15%	\$ 790,000	0%	\$ 790,000	
AVERAGE SALE	\$ 334,568	-2%	\$ 328,630	23%	\$ 404,000	-4%	\$ 387,430	5%	\$ 405,100	-1%	\$ 400,825	20%	\$ 480,600	12%	\$ 538,571	0%	\$ 539,000	0%	\$ 539,000	12%	\$ 605,714	4%	\$ 632,837	
MEDIAN AVERAGE	\$ 310,000	4%	\$ 321,000	42%	\$ 454,450	-14%	\$ 389,100	-1%	\$ 387,000	3%	\$ 400,000	21%	\$ 485,000	2%	\$ 496,250	16%	\$ 577,000	0%	\$ 577,000	-6%	\$ 540,000	16%	\$ 628,175	
MARKET TIME	79		59		49		64		86		117		172		123									
<b>"TALK TO TOM"</b>																								
<b>LAKEVIEW</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	3	33%	4	25%	5	-40%	3	-33%	2	0%	2	100%	4	0%	4	-50%	2	0%	2	200%	6	-17%	5	
LEAST EXPENSIVE	\$ 470,000	8%	\$ 507,000	-16%	\$ 425,000	36%	\$ 576,500	8%	\$ 620,000	-14%	\$ 535,000	7%	\$ 575,000	24%	\$ 713,000	15%	\$ 820,000	0%	\$ 820,000	-3%	\$ 797,500	0%	\$ 795,000	
MOST EXPENSIVE	\$ 550,000	5%	\$ 580,000	12%	\$ 648,000	1%	\$ 655,000	-2%	\$ 640,000	11%	\$ 710,000	19%	\$ 842,500	-12%	\$ 740,000	32%	\$ 975,000	0%	\$ 975,000	-9%	\$ 890,000	15%	\$ 1,020,000	
AVERAGE SALE	\$ 521,666	4%	\$ 540,250	-3%	\$ 525,900	19%	\$ 623,833	1%	\$ 630,000	-1%	\$ 622,500	18%	\$ 734,125	-1%	\$ 728,250	23%	\$ 897,500	0%	\$ 897,500	-5%	\$ 852,291	2%	\$ 867,600	
MEDIAN AVERAGE	\$ 545,000	-1%	\$ 537,000	1%	\$ 545,000	17%	\$ 640,000	-2%	\$ 630,000	-1%	\$ 622,500	22%	\$ 759,500	-4%	\$ 730,000	23%	\$ 897,500	0%	\$ 897,500	-4%	\$ 858,125	-3%	\$ 831,500	
MARKET TIME	154		170		119		22		58		103		139		116									
<b>"TALK TO TOM"</b>																								
<b>PARK BARRINGTON</b>	<b>1996</b>		<b>1997</b>		<b>1998</b>		<b>1999</b>		<b>2000</b>		<b>2001</b>		<b>2002</b>		<b>2003</b>		<b>2004</b>		<b>2005</b>		<b>2006</b>		<b>2007</b>	
UNITS SOLD	4	75%	7	-43%	4	75%	7	0%	7	-57%	3	33%	4	25%	5	60%	8	0%	8	13%	9	-56%	4	
LEAST EXPENSIVE	\$ 262,000	3%	\$ 270,000	-1%	\$ 266,000	3%	\$ 275,000	5%	\$ 290,000	9%	\$ 315,000	13%	\$ 355,000	3%	\$ 365,000	1%	\$ 370,000	0%	\$ 370,000	19%	\$ 439,000	-3%	\$ 425,000	
MOST EXPENSIVE	\$ 313,000	-2%	\$ 308,000	5%	\$ 323,000	-1%	\$ 320,000	13%	\$ 360,000	-3%	\$ 347,500	19%	\$ 415,000	1%	\$ 420,000	5%	\$ 440,000	0%	\$ 440,000	20%	\$ 528,000	-3%	\$ 513,000	
AVERAGE SALE	\$ 276,225	5%	\$ 290,357	1%	\$ 292,375	1%	\$ 296,571	8%	\$ 321,642	2%	\$ 329,166	15%	\$ 378,750	5%	\$ 398,800	2%	\$ 406,875	0%	\$ 406,875	20%	\$ 490,055	-4%	\$ 468,250	
MEDIAN AVERAGE	\$ 265,000	9%	\$ 290,000	0%	\$ 290,250	0%	\$ 290,000	7%	\$ 310,000	5%	\$ 325,000	15%	\$ 372,500	7%	\$ 400,000	2%	\$ 410,000	0%	\$ 410,000	22%	\$ 502,000	-7%	\$ 467,500	
MARKET TIME	24		68		90		68		48		17		42		64									
<b>"TALK TO TOM"</b>																								

<b>TALL TREES</b>																							
	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007											
UNITS SOLD	3	-33%	2	50%	3	-67%	1	300%	4	-25%	3	-67%	1	100%	2	-50%	1	100%	2	-100%	0	#DIV/0!	1
LEAST EXPENSIVE	\$ 293,500	8%	\$ 317,742	6%	\$ 337,000	22%	\$ 410,000	-1%	\$ 406,000	-9%	\$ 370,000	9%	\$ 405,000	9%	\$ 440,000	10%	\$ 485,000	7%	\$ 518,000	-100%	\$ -	#DIV/0!	\$ 616,000
MOST EXPENSIVE	\$ 375,000	-3%	\$ 364,000	10%	\$ 400,000	2%	\$ 410,000	5%	\$ 432,000	1%	\$ 435,000	-7%	\$ 405,000	16%	\$ 469,000	3%	\$ 485,000	7%	\$ 520,000	-100%	\$ -	#DIV/0!	\$ 616,000
AVERAGE SALE	\$ 339,500	-1%	\$ 335,580	11%	\$ 371,000	11%	\$ 410,000	2%	\$ 418,750	-2%	\$ 411,000	-1%	\$ 405,000	12%	\$ 454,500	7%	\$ 485,000	7%	\$ 520,000	-100%	\$ -	#DIV/0!	\$ 616,000
MEDIAN AVERAGE	\$ 350,000	-7%	\$ 325,000	16%	\$ 376,000	9%	\$ 410,000	2%	\$ 418,500	2%	\$ 428,000	-5%	\$ 405,000	12%	\$ 454,500	7%	\$ 485,000	7%	\$ 520,000	-100%	\$ -	#DIV/0!	\$ 616,000
MARKET TIME	120		174		63		8		72		131		141		162								
<b>"TALK TO TOM"</b>																							
<b>THUNDERBIRD</b>																							
	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007											
UNITS SOLD	0	#DIV/0!	2	-50%	1	300%	4	-50%	2	0%	2	-100%	0	#DIV/0!	0	#DIV/0!	1	0%	1	0%	1	-100%	0
LEAST EXPENSIVE	\$ -		\$ 240,000	51%	\$ 363,000	-26%	\$ 268,000	21%	\$ 325,000	11%	\$ 360,000		\$ 430,000		\$ 430,000	44%	\$ 430,000	44%	\$ 620,000	-100%	\$ -		
MOST EXPENSIVE	\$ -		\$ 265,000	37%	\$ 363,000	18%	\$ 429,000	-6%	\$ 403,000	3%	\$ 414,500		\$ 430,000		\$ 430,000	44%	\$ 430,000	44%	\$ 620,000	-100%	\$ -		
AVERAGE SALE	\$ -		\$ 252,500	44%	\$ 363,000	-11%	\$ 322,437	13%	\$ 364,000	6%	\$ 387,250		\$ 430,000		\$ 430,000	44%	\$ 430,000	44%	\$ 620,000	-100%	\$ -		
MEDIAN AVERAGE			\$ 252,500	44%	\$ 363,000	-18%	\$ 296,000	23%	\$ 364,000	6%	\$ 387,250		\$ 430,000		\$ 430,000	44%	\$ 430,000	44%	\$ 620,000	-100%	\$ -		
MARKET TIME	0		99		7		98		44		110												
<b>"TALK TO TOM"</b>																							
<b>WYNGATE</b>																							
	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007											
UNITS SOLD	1	100%	2	100%	4	-50%	2	50%	3	0%	3	-33%	2	100%	4	-100%	0	#DIV/0!	0	#DIV/0!	3	0%	3
LEAST EXPENSIVE	\$ 335,000	-28%	\$ 240,000	28%	\$ 306,000	10%	\$ 338,000	-2%	\$ 330,000	7%	\$ 352,500	35%	\$ 477,500	-16%	\$ 400,000		\$ -		\$ -		\$ 535,000	-18%	\$ 440,000
MOST EXPENSIVE	\$ 335,000	-16%	\$ 280,000	40%	\$ 392,500	-12%	\$ 345,000	11%	\$ 382,500	12%	\$ 429,900	14%	\$ 488,000	-6%	\$ 460,000		\$ -		\$ -		\$ 675,500	-18%	\$ 551,000
AVERAGE SALE	\$ 335,000	-22%	\$ 260,000	28%	\$ 333,500	2%	\$ 341,500	5%	\$ 359,166	11%	\$ 398,800	21%	\$ 482,750	-10%	\$ 433,725		\$ -		\$ -		\$ 612,833	-16%	\$ 512,633
MEDIAN AVERAGE	\$ 335,000	-22%	\$ 260,000	22%	\$ 317,750	7%	\$ 341,500	7%	\$ 365,000	13%	\$ 414,000	17%	\$ 482,750	-9%	\$ 437,450		\$ -		\$ -		\$ 628,000	-18%	\$ 512,633
MARKET TIME	171		155		112		32		66		84		125		74								