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DETACHED	JAN 31	DEC 31	% CHG
Units Sold	86	62	39%
Active Listings	796	558	43%
Absorption	9.3 mo.	9.0 mo.	

TOWNHOMES	JAN 31	DEC 31	% CHG
Units Sold	26	31	-16%
Active Listings	233	209	11%
Absorption	9.0 mo.	6.7 mo.	

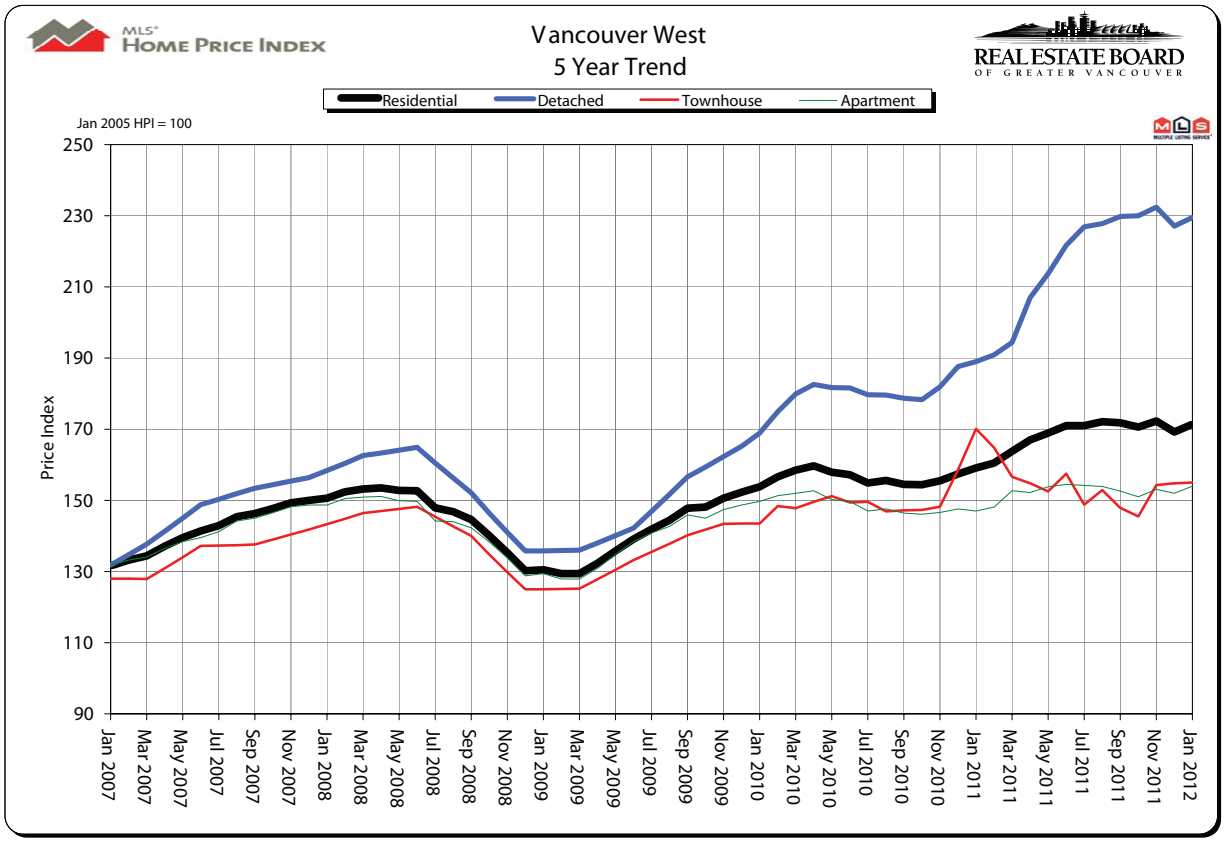
CONDOS	JAN 31	DEC 31	% CHG
Units Sold	211	262	-19%
Active Listings	1,506	1,315	15%
Absorption	7.1 mo.	5.0 mo.	

As we look at January's numbers we see a change in the market. Of note:

We have a buyer's market in all three categories…this has not happened since February 2009; January units sold are below the 10 year average; January active listings are above the 10 year average. If this climate holds we will see downward pricing pressure. Good for buyers and not so good for sellers.

This change affects detached product the most as there has been tight absorption for almost 3 years whereas condos/townhouses have been mostly balanced for 2 years.

Housing Price Index graph to the right. **See page 2** for absorption chart.



THREE YEAR ABSORPTION

Seller's Market | Balanced Market | Buyer's Market

DETACHED

Month	Active 2009	Sold 2009	Absorption	Active 2010	Sold 2010	Absorption	Active 2011	Sold 2011	Absorption	Active 2012	Sold 2012	Absorption
January	694	46	15.1	380	102	3.7	402	134	3.0	796	86	9.3
February	708	100	7.1	430	130	3.3	463	242	1.9			
March	677	144	4.7	521	208	2.5	525	279	1.9			
April	653	193	3.4	669	193	3.5	590	214	2.8			
May	591	232	2.5	794	150	5.3	599	228	2.6			
June	586	200	2.9	797	147	5.4	603	213	2.8			
July	551	180	3.1	720	122	5.9	632	139	4.5			
August	497	202	2.5	681	134	5.1	643	130	4.9			
September	570	175	3.3	675	143	4.7	823	104	7.9			
October	527	200	2.6	575	161	3.6	827	120	6.9			
November	451	141	3.2	450	161	2.8	705	121	5.8			
December	325	133	2.4	331	116	2.9	558	62	9.0			

TOWNHOUSE

Month	Active 2009	Sold 2009	Absorption	Active 2010	Sold 2010	Absorption	Active 2011	Sold 2011	Absorption	Active 2012	Sold 2012	Absorption
January	380	14	27.1	174	30	5.8	219	36	6.1	233	26	9.0
February	395	37	10.7	184	54	3.4	222	77	2.9			
March	397	61	6.5	253	64	4.0	258	90	2.9			
April	368	98	3.8	327	88	3.7	242	95	2.5			
May	347	102	3.4	381	65	5.9	273	70	3.9			
June	327	122	2.7	393	81	4.9	289	70	4.1			
July	273	105	2.6	342	62	5.5	266	62	4.3			
August	233	84	2.8	305	53	5.8	254	57	4.5			
September	242	81	3.0	325	48	6.8	296	52	5.7			
October	211	78	2.7	298	51	5.8	288	45	6.4			
November	193	64	3.0	252	56	4.5	283	48	5.9			
December	123	62	2.0	186	46	4.0	209	31	6.7			

CONDO

Month	Active 2009	Sold 2009	Absorption	Active 2010	Sold 2010	Absorption	Active 2011	Sold 2011	Absorption	Active 2012	Sold 2012	Absorption
January	1867	117	16.0	1391	298	4.7	1362	226	6.0	1506	211	7.1
February	1927	245	7.9	1482	342	4.3	1558	404	3.9			
March	1875	334	5.6	1979	387	5.1	1698	581	2.9			
April	1693	418	4.1	2308	539	4.3	1766	451	3.9			
May	1496	529	2.8	2453	486	5.0	1776	441	4.0			
June	1427	627	2.3	2490	419	5.9	1917	374	5.1			
July	1305	584	2.2	2203	369	6.0	1941	341	5.7			
August	1267	509	2.5	2082	324	6.4	1836	337	5.4			
September	1385	477	2.9	2091	325	6.4	1970	317	6.2			
October	1479	529	2.8	1916	337	5.7	1889	327	5.8			
November	1407	483	2.9	1666	352	4.7	1707	360	4.7			
December	1131	397	2.8	1283	269	4.8	1315	262	5.0			