

RESIDENTIAL SALES TRENDS

Figures are taken from a comprehensive report compiled monthly by the MLS Service of Springfield REALTORS®, Inc.

Number of Units SOLD----- Number of Units Financed

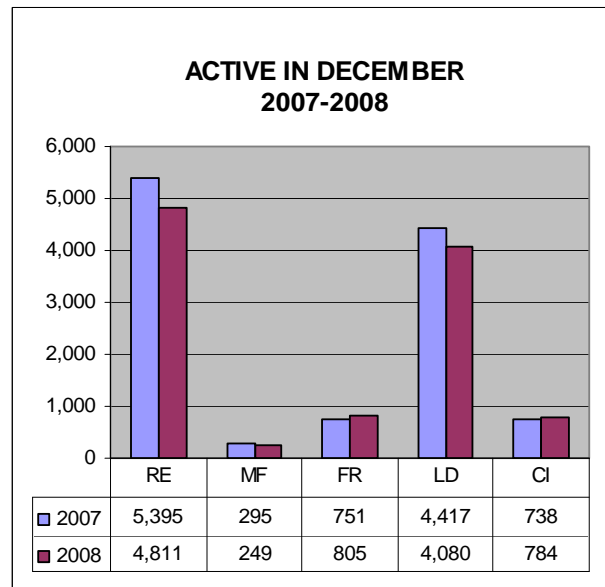
Year	Total	1-2 Bed	3 Bed	4+ Bed	Conv.	FHA	VA	Cash	Own	Lease Purch.	FMHA	Other
2003	7,688	1,122	4,741	1,825	5,195	1,061	187	864	50	4	30	293
2004	7,845	1,061	4,808	1,976	5,644	790	129	898	58	4	27	293
2005	8,817	1,121	5,351	2,336	6,540	673	159	1,092	74	11	9	250
2006	8,563	1,194	5,234	2,135	6,201	669	145	1,045	57	25	12	407
2007	7,438	1,048	4,443	1,947	5,380	511	126	872	25	13	11	499
4 th Qtr. 2007	1,515	215	920	380	1,052	113	25	197	7	6	2	113
4 th Qtr. 2008	1,179	166	692	321	589	241	31	173	8	3	7	127
Dec.07	446	61	285	100	299	39	8	67	3	2	1	27
Dec.08	339	51	193	95	168	65	7	55	1	0	2	41

Days on Market Statistics – Dec. 2008

1-30 Days: 107 31-60 Days: 71 61-90 Days: 63 91-120 Days: 32 121-180 Days: 42 181+ Days: 24
Total Units Sold: 339 Avg. Market Time: 77 Avg. Sold Price: \$120,875

RESIDENTIAL		Dec. 07		Dec. 08	
Zone	Unit Sales	Ave. Sale Price	Unit Sales	Ave. Sale Price	
CE1-6	53	\$63,000z	44	\$123,417	
CW1-4	26	\$176,458	22	\$145,241	
NE1-4	25	\$ 82,982	19	\$ 61,513	
NE5-7	12	\$166,771	7	\$196,943	
NW1-4	33	\$ 58,623	14	\$ 51,875	
NW5-7	17	\$128,800	19	\$120,706	
CZ-NE	16	\$ 83,311	11	\$ 99,182	
CZ-NW	31	\$118,844	25	\$ 93,958	
CZ-SE	4	\$115,575	1	\$ 50,000	
CZ-SW	33	\$140,818	22	\$ 87,409	
SE1-4	40	\$150,751	35	\$128,134z	
SE5-7	16	\$339,681	24	\$231,238	
SW1-4	32	\$ 98,246	32	\$ 92,242	
SW5-7	80	\$151,092	46	\$145,595	
WC1-6	28	\$130,705	18	\$ 93,753	
TOTAL	446	\$138,128	339	\$120,875	

Date	New RE List.	Avg. List Price	Sold List.	Avg. Sold Price	Median Sold Price
Dec. 2007	876	\$169,782	446	\$138,128	\$117,950
Dec. 2008	778	\$173,933	339	\$120,875	\$110,000



- *ONE = Dallas, Laclede & ONE Zones
- *ONW = Cedar, Dade, Hickory, Polk, St. Clair & ONW Zones
- *OSE = Douglas, Wright and OSE Zones
- *OSW = Barry, Lawrence, Stone, Taney & OSW Zones

**Averages with a (z) are those where some of the sale prices were withheld and the last list price was used to compute.