

**Sample Price Analysis**

**Average Pricing & Absorption by Community**

**MARKETPOINTE RESIDENTIAL TRENDS**

		Bdrm					
City	Data	2	3	4	5	6	Grand Total
HEMET	Weighted Avg Price	\$324,620	\$360,232	\$397,041	\$411,334	\$379,990	\$363,721
	Weighted Avg Sqft	1,817	2,533	2,640	2,844	2,669	2,372
	Weighted Avg \$/Sqft	\$178.62	\$142.21	\$150.38	\$144.64	\$142.37	\$153.36
	Offered	72	79	68	19	3	241
	Sold	41	47	32	10	1	131
	Unsold	31	32	36	9	2	110
	RemainForDev	1,040	318	265	32	0	1,655
	Total Inventory	1,071	350	301	41	2	1,765
	Avg Lot Size	4,810	7,297	7,750	9,055	7,200	6,808
	CurQtrSPW	3.31	4.07	2.54	0.83	0.07	10.82
CumulativeSPW	4.57	5.45	5.03	1.63	0.07	16.75	
LAKE ELSINORE	Weighted Avg Price		\$366,923	\$408,602	\$439,759	\$454,434	\$414,360
	Weighted Avg Sqft		1,981	2,554	3,149	3,808	2,724
	Weighted Avg \$/Sqft		\$185.23	\$159.98	\$139.66	\$119.33	\$152.10
	Offered		59	163	146	17	385
	Sold		38	75	69	9	191
	Unsold		21	88	77	8	194
	RemainForDev		107	488	315	3	913
	Total Inventory	0	128	576	392	11	1,107
	Avg Lot Size		5,580	5,581	6,063	6,000	5,781
	CurQtrSPW		2.87	5.67	5.04	0.53	14.11
CumulativeSPW		3.40	6.95	6.51	1.01	17.87	
<b>Total Weighted Avg Price</b>		<b>\$324,620</b>	<b>\$363,223</b>	<b>\$404,748</b>	<b>\$436,080</b>	<b>\$446,990</b>	<b>\$393,411</b>
<b>Total Weighted Avg Sqft</b>		<b>1,817</b>	<b>2,286</b>	<b>2,583</b>	<b>3,109</b>	<b>3,694</b>	<b>2,578</b>
<b>Total Weighted Avg \$/Sqft</b>		<b>\$178.62</b>	<b>\$158.87</b>	<b>\$156.71</b>	<b>\$140.25</b>	<b>\$121.00</b>	<b>\$152.58</b>
<b>Total Offered</b>		<b>72</b>	<b>138</b>	<b>231</b>	<b>165</b>	<b>20</b>	<b>626</b>
<b>Total Sold</b>		<b>41</b>	<b>85</b>	<b>107</b>	<b>79</b>	<b>10</b>	<b>322</b>
<b>Total Unsold</b>		<b>31</b>	<b>53</b>	<b>124</b>	<b>86</b>	<b>10</b>	<b>304</b>
<b>Total RemainForDev</b>		<b>1,040</b>	<b>424</b>	<b>753</b>	<b>347</b>	<b>3</b>	<b>2,568</b>
<b>Total Total Inventory</b>		<b>1,071</b>	<b>477</b>	<b>877</b>	<b>433</b>	<b>13</b>	<b>2,872</b>
<b>Total Avg Lot Size</b>		<b>4,810</b>	<b>6,530</b>	<b>6,304</b>	<b>6,450</b>	<b>6,120</b>	<b>6,206</b>
<b>Total CurQtrSPW</b>		<b>3.31</b>	<b>6.94</b>	<b>8.21</b>	<b>5.87</b>	<b>0.60</b>	<b>24.93</b>
<b>Total CumulativeSPW</b>		<b>4.57</b>	<b>8.85</b>	<b>11.98</b>	<b>8.14</b>	<b>1.08</b>	<b>34.62</b>