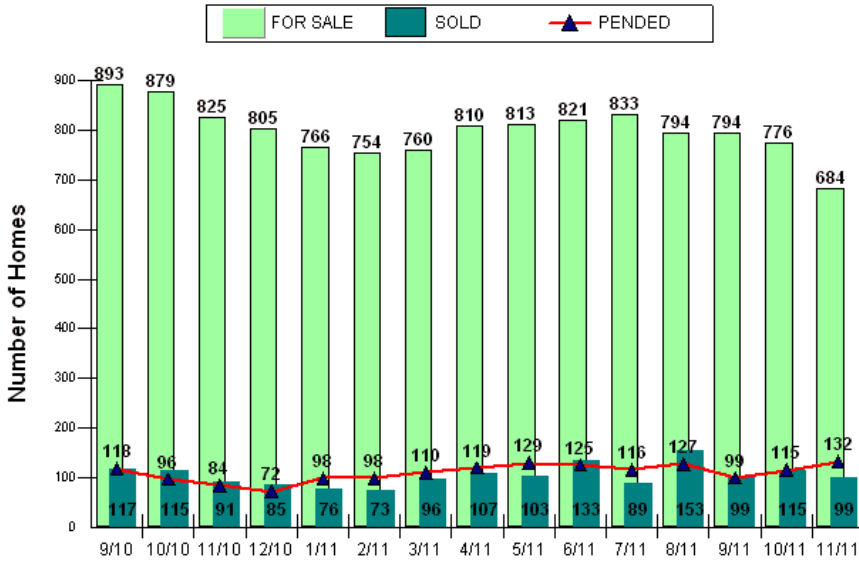




### Iowa MLS Areas Combined\*

Property types: All Residential Property Types - Resale & New Construction  
 Price Range: 0 - No Limit

#### Number of homes for Sale vs. Sold vs. Pending



Homes Closed in Nov. 2011: **99**  
 Homes Placed under Contract in Nov. 2011: **132**  
 Supply of Homes – Months of inventory: **6.9**  
 (Assuming no others were to enter market)  
 Market Advantage - **Buyer**  
 (Buyer's market: more than 6 months of inventory  
 Seller's market: less than 3 months of inventory  
 Neutral market: 3 - 6 months of inventory)

\*Area 1 - 12, 14A, 14B, 14C, Harlan, Mo Valley/Logan, Nebraska, Southwest Iowa

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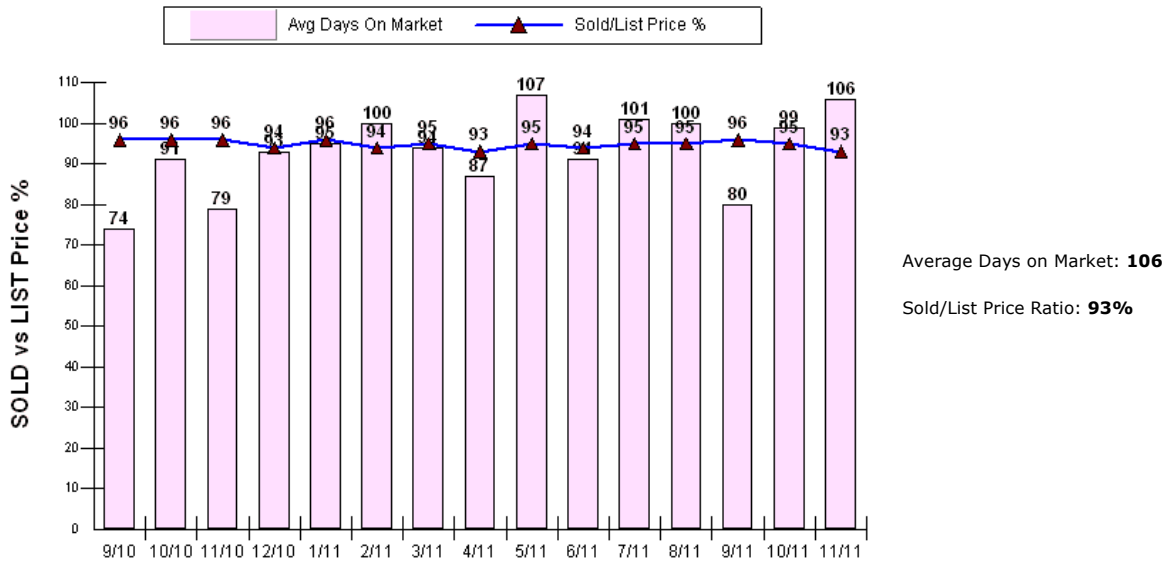




### Iowa MLS Areas Combined\*

Property types: All Residential Property Types - Resale & New Construction  
 Price Range: 0 - No Limit

#### Days on Market & Sold/List Price %



\*Area 1 - 12, 14A, 14B, 14C, Harlan, Mo Valley/Logan, Nebraska, Southwest Iowa

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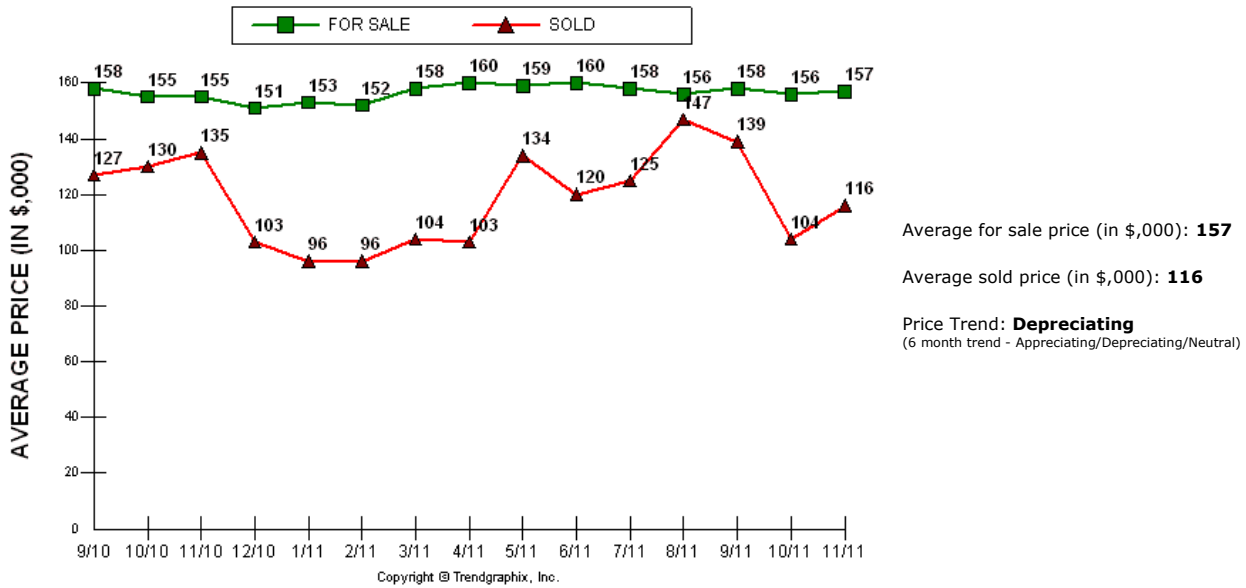




### Iowa MLS Areas Combined\*

Property types: All Residential Property Types - Resale & New Construction  
 Price Range: 0 - No Limit

#### Average Price for Sale & Sold



\*Area 1 - 12, 14A, 14B, 14C, Harlan, Mo Valley/Logan, Nebraska, Southwest Iowa

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