

# Lexington-Bluegrass

Association of Realtors®

**Apr-12**

## Statistical Report Residential Condo, & Townhouses

| MONTHLY SUMMARY                 | April-11 |              | April-12 |               | % CHANGE |
|---------------------------------|----------|--------------|----------|---------------|----------|
| New Listings                    |          | 1540         |          | 1542          | 0%       |
| Month Inventory                 |          | 11.5         |          | 9.4           | -18%     |
| % of List Price                 |          | 95.13        |          | 95.75         | 1%       |
| <b><u>Residential</u></b>       |          |              |          |               |          |
| Sales                           | 534      | \$87,356,636 | 607      | \$99,638,550  | 14%      |
| Avg Sales Price                 |          | \$163,589    |          | \$164,149     | 0%       |
| Median Sales Price              |          | \$135,000    |          | \$135,000     | 0%       |
| Avg Days on Market              |          | 128          |          | 102           | -20%     |
| <b><u>Townhouses/Condos</u></b> |          |              |          |               |          |
| Sales                           | 52       | \$6,421,501  | 42       | \$5,692,137   | -19%     |
| Avg Sales Price                 |          | \$123,490    |          | \$135,527     | 10%      |
| Median Sales Price              |          | \$106,450    |          | \$111,500     | 5%       |
| Avg Days on Market              |          | 151          |          | 179           | 19%      |
| Total Activity                  | 586      | \$93,778,137 | 649      | \$105,330,687 | 11%      |

| CUMMULATIVE SUMMARY             | Jan 11 - Apr 11 |               | Jan 12 - Apr 12 |               | % CHANGE |
|---------------------------------|-----------------|---------------|-----------------|---------------|----------|
| New Listings                    |                 | 5,772         |                 | 5,635         | -2%      |
| <b><u>Residential</u></b>       |                 |               |                 |               |          |
| Sales                           | 1,740           | \$278,665,135 | 2,042           | \$323,991,897 | 17%      |
| Avg Sales Price                 |                 | \$160,152     |                 | \$158,664     | -1%      |
| Median Sales Price              |                 | \$133,400     |                 | \$131,000     | -2%      |
| Avg Days on Market              |                 | 124           |                 | 101           | -19%     |
| <b><u>Townhouses/Condos</u></b> |                 |               |                 |               |          |
| Sales                           | 128             | \$19,613,392  | 122             | \$17,916,101  | -5%      |
| Avg Sales Price                 |                 | \$153,230     |                 | \$146,853     | -4%      |
| Median Sales Price              |                 | \$115,000     |                 | \$121,500     | 6%       |
| Avg Days on Market              |                 | 149           |                 | 153           | 3%       |
| Total Activity                  | 1,868           | \$298,278,527 | 2,164           | \$341,907,998 | 16%      |

| Total Active by Month |      |      |      |      |      |      |      |      |      |      |      |      |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|
|                       | JAN  | FEB  | MAR  | APR  | MAY  | JUNE | JULY | AUG  | SEPT | OCT  | NOV  | DEC  |
| 2012                  | 5611 | 5694 | 5969 | 6103 |      |      |      |      |      |      |      |      |
| 2011                  | 5975 | 6273 | 6492 | 6742 | 6776 | 6772 | 6716 | 6635 | 6545 | 6374 | 5914 | 5503 |
| 2010                  | 5834 | 6032 | 6507 | 6462 | 6642 | 6842 | 7106 | 7057 | 6897 | 6616 | 6401 | 5955 |

| Total Pendings by Month |     |     |     |      |     |      |      |     |      |     |     |     |
|-------------------------|-----|-----|-----|------|-----|------|------|-----|------|-----|-----|-----|
|                         | JAN | FEB | MAR | APR  | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                    | 556 | 650 | 753 | 816  |     |      |      |     |      |     |     |     |
| 2011                    | 456 | 515 | 652 | 648  | 753 | 648  | 621  | 669 | 527  | 570 | 568 | 427 |
| 2010                    | 555 | 610 | 909 | 1143 | 522 | 575  | 540  | 561 | 488  | 444 | 428 | 324 |

| Total Sales by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|----------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                      | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                 | 400 | 448 | 632 | 649 |     |      |      |     |      |     |     |     |
| 2011                 | 328 | 352 | 520 | 586 | 657 | 720  | 614  | 713 | 610  | 512 | 552 | 596 |
| 2010                 | 384 | 468 | 569 | 740 | 917 | 871  | 585  | 539 | 465  | 442 | 438 | 521 |

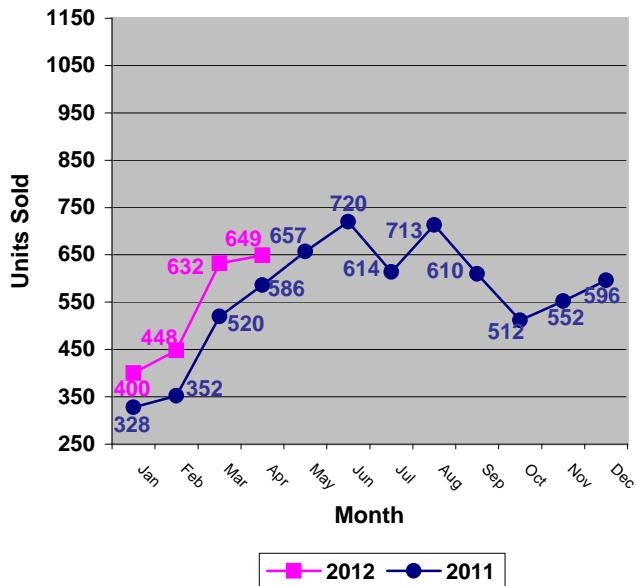
# Lexington-Bluegrass

Association of Realtors®

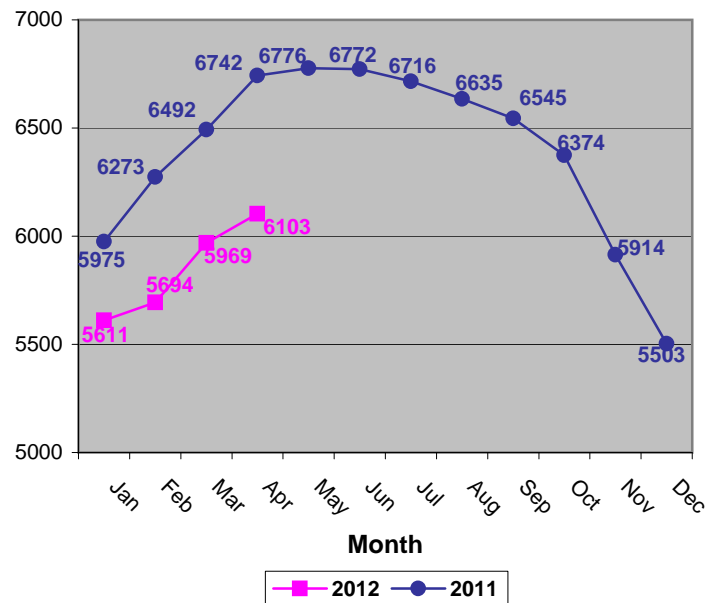
All Residential SALES and INVENTORY with PENDING

| Apr-12               |    |           |                 |                  |                  |                  | Current          | Current    | Current          | April      |
|----------------------|----|-----------|-----------------|------------------|------------------|------------------|------------------|------------|------------------|------------|
|                      |    |           |                 |                  |                  | Sales            | Inventory        | Pending    | Pending          |            |
| Price Range          |    |           | 0-2             | 3                | 4+               | Total            | Single           | Months     | Single           | Single     |
|                      |    |           | Bedrm           | Bedrm            | Bedrm            | Units            | Units            | Inv.       | Units            | Units      |
| 49,999               | OR | UNDER     | 23              | 27               | 8                | 58               | 217              | 3.7        | 87               | 69         |
| 50,000               | -  | 99,999    | 29              | 78               | 12               | 119              | 985              | 8.3        | 225              | 123        |
| 100,000              | -  | 119,999   | 11              | 57               | 12               | 80               | 524              | 6.6        | 131              | 70         |
| 120,000              | -  | 139,999   | 6               | 74               | 16               | 96               | 747              | 7.8        | 198              | 128        |
| 140,000              | -  | 159,999   | 3               | 31               | 21               | 55               | 618              | 11.2       | 152              | 94         |
| 160,000              | -  | 179,999   | 2               | 27               | 17               | 46               | 418              | 9.1        | 109              | 58         |
| 180,000              | -  | 199,999   | 1               | 18               | 14               | 33               | 385              | 11.7       | 103              | 40         |
| 200,000              | -  | 249,999   | 1               | 25               | 42               | 68               | 634              | 9.3        | 204              | 83         |
| 250,000              | -  | 299,999   | 0               | 8                | 25               | 33               | 456              | 13.8       | 97               | 54         |
| 300,000              | -  | 499,999   | 3               | 7                | 39               | 49               | 685              | 14.0       | 129              | 75         |
| 500,000              | -  | 749,999   | 2               | 0                | 8                | 10               | 230              | 23.0       | 38               | 17         |
| 750,000              | -  | 999,999   | 0               | 0                | 2                | 2                | 117              | 58.5       | 10               | 2          |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                | 21               | 21.0       | 3                | 1          |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                | 25               | 25.0       | 1                | 1          |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                | 25               | 25.0       | 1                | 1          |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                | 16               | 16.0       | 0                | 0          |
| <b>Total</b>         |    |           | <b>81</b>       | <b>352</b>       | <b>216</b>       | <b>649</b>       | <b>6103</b>      | <b>9.4</b> | <b>1488</b>      | <b>816</b> |
| <b>Median Price</b>  |    |           | <b>\$75,000</b> | <b>\$123,650</b> | <b>\$210,000</b> | <b>\$132,000</b> | <b>\$159,900</b> |            | <b>\$154,900</b> |            |
| <b>Average Price</b> |    |           | <b>\$98,081</b> | <b>\$129,892</b> | <b>\$236,123</b> | <b>\$161,123</b> | <b>\$230,755</b> |            | <b>\$189,808</b> |            |

**Sales 11 vs 12**



**Inventory 11 vs 12**



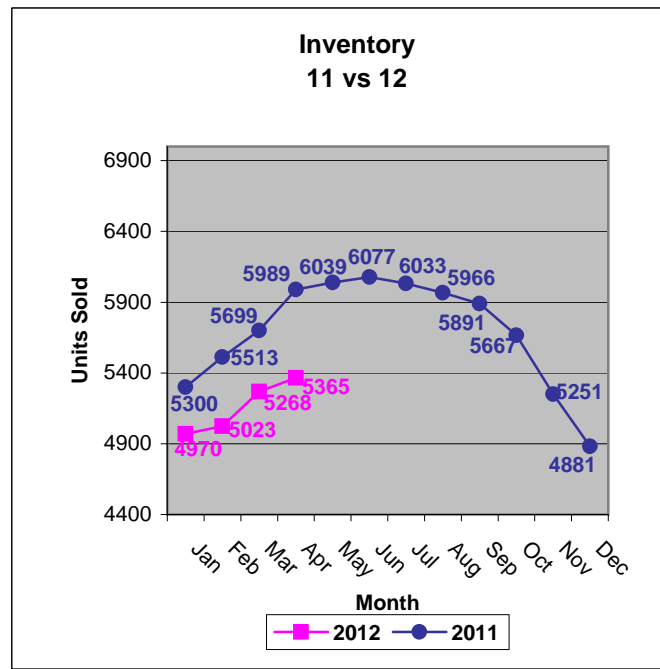
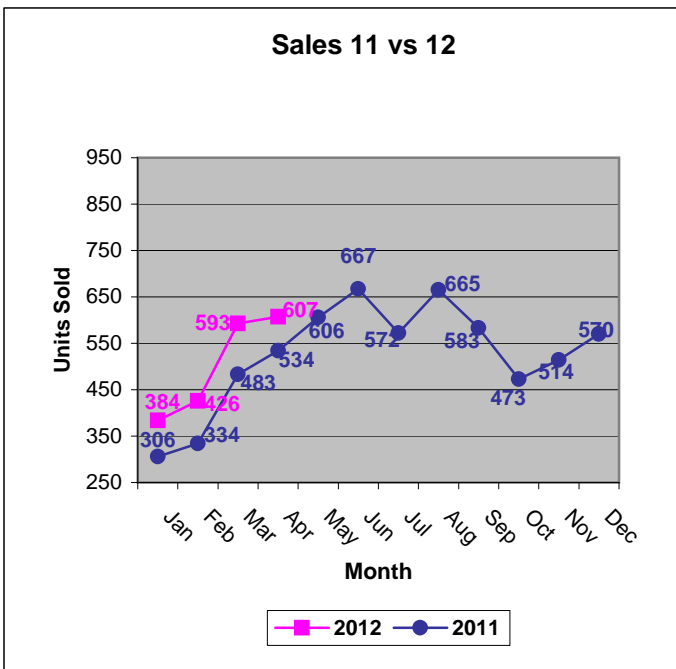
# Lexington-Bluegrass

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## Single Family SALES and INVENTORY and PENDING

Apr-12

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  |             |                  |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 20              | 26               | 8                | 54                | 202              | 3.7         | 80               |
| 50,000               | -  | 99,999    | 21              | 73               | 12               | 106               | 801              | 7.6         | 204              |
| 100,000              | -  | 119,999   | 7               | 54               | 12               | 73                | 478              | 6.5         | 120              |
| 120,000              | -  | 139,999   | 2               | 72               | 15               | 89                | 639              | 7.2         | 192              |
| 140,000              | -  | 159,999   | 1               | 30               | 21               | 52                | 568              | 10.9        | 144              |
| 160,000              | -  | 179,999   | 1               | 27               | 17               | 45                | 364              | 8.1         | 103              |
| 180,000              | -  | 199,999   | 1               | 18               | 14               | 33                | 326              | 9.9         | 96               |
| 200,000              | -  | 249,999   | 0               | 22               | 42               | 64                | 564              | 8.8         | 193              |
| 250,000              | -  | 299,999   | 0               | 7                | 25               | 32                | 378              | 11.8        | 95               |
| 300,000              | -  | 499,999   | 3               | 7                | 38               | 48                | 618              | 12.9        | 121              |
| 500,000              | -  | 749,999   | 2               | 0                | 7                | 9                 | 224              | 24.9        | 37               |
| 750,000              | -  | 999,999   | 0               | 0                | 2                | 2                 | 116              | 58.0        | 9                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 21               | 21.0        | 3                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 25               | 25.0        | 1                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 25               | 25.0        | 1                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 16               | 16.0        | 0                |
| <b>Total</b>         |    |           | <b>58</b>       | <b>336</b>       | <b>213</b>       | <b>607</b>        | <b>5365</b>      | <b>8.8</b>  | <b>1399</b>      |
| <b>Median Price</b>  |    |           | <b>\$62,000</b> | <b>\$124,000</b> | <b>\$210,000</b> | <b>\$135,000</b>  | <b>\$159,900</b> |             | <b>\$155,000</b> |
| <b>Average Price</b> |    |           | <b>\$98,081</b> | <b>\$129,714</b> | <b>\$233,987</b> | <b>\$163,282</b>  | <b>\$238,328</b> |             | <b>\$191,112</b> |



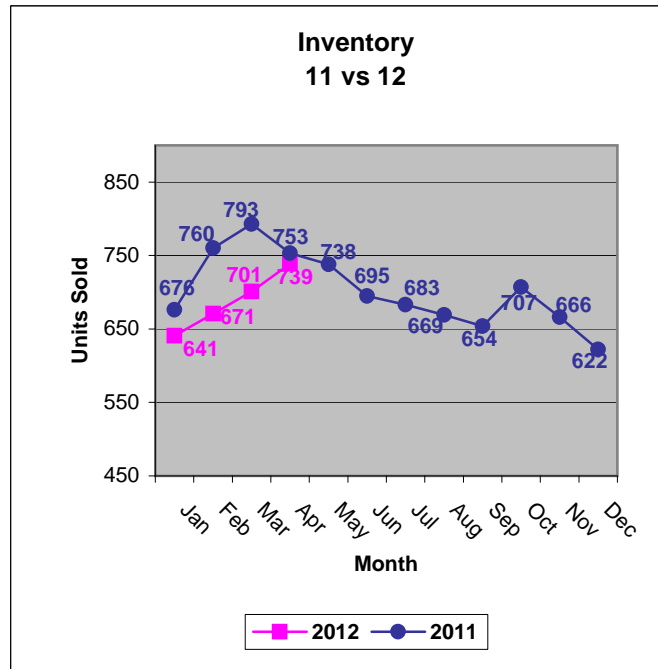
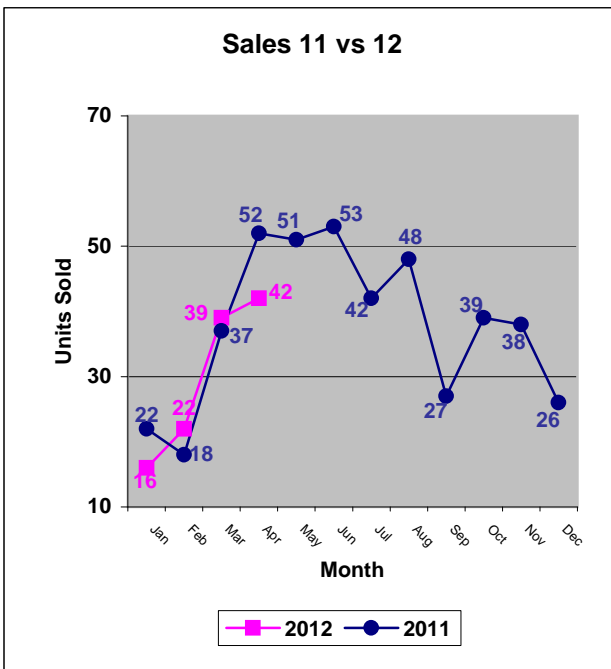
# Lexington-Bluegrass

Association of Realtors®

## Townhouse and Condo SALES and INVENTORY and PENDING

Apr-12

| Price Range          |             | Sales            |                  |                  | Current Inventory |                  |             |                  |
|----------------------|-------------|------------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |             | 0-2 Bedrm        | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR UNDER    | 3                | 1                | 0                | 4                 | 15               | 3.8         | 7                |
| 50,000               | - 99,999    | 8                | 5                | 0                | 13                | 185              | 14.2        | 21               |
| 100,000              | - 119,999   | 4                | 3                | 0                | 7                 | 46               | 6.6         | 11               |
| 120,000              | - 139,999   | 4                | 2                | 1                | 7                 | 108              | 15.4        | 6                |
| 140,000              | - 159,999   | 2                | 1                | 0                | 3                 | 50               | 16.7        | 8                |
| 160,000              | - 179,999   | 1                | 0                | 0                | 1                 | 54               | 54.0        | 6                |
| 180,000              | - 199,999   | 0                | 0                | 0                | 0                 | 59               | 59.0        | 7                |
| 200,000              | - 249,999   | 1                | 3                | 0                | 4                 | 70               | 17.5        | 11               |
| 250,000              | - 299,999   | 0                | 1                | 0                | 1                 | 78               | 78.0        | 2                |
| 300,000              | - 499,999   | 0                | 0                | 1                | 1                 | 67               | 67.0        | 8                |
| 500,000              | - 749,999   | 0                | 0                | 1                | 1                 | 6                | 6.0         | 1                |
| 750,000              | - 999,999   | 0                | 0                | 0                | 0                 | 1                | 1.0         | 1                |
| 1,000,000            | - 1,249,999 | 0                | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,250,000            | - 1,499,999 | 0                | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | - 1,999,999 | 0                | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 2,000,000            | - OVER      | 0                | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |             | <b>23</b>        | <b>16</b>        | <b>3</b>         | <b>42</b>         | <b>739</b>       | <b>17.6</b> | <b>89</b>        |
| <b>Median Price</b>  |             | <b>\$105,000</b> | <b>\$113,750</b> | <b>\$329,000</b> | <b>\$110,750</b>  | <b>\$147,000</b> |             | <b>\$139,900</b> |
| <b>Average Price</b> |             | <b>\$98,080</b>  | <b>\$133,625</b> | <b>\$387,761</b> | <b>\$132,313</b>  | <b>\$175,543</b> |             | <b>\$169,310</b> |



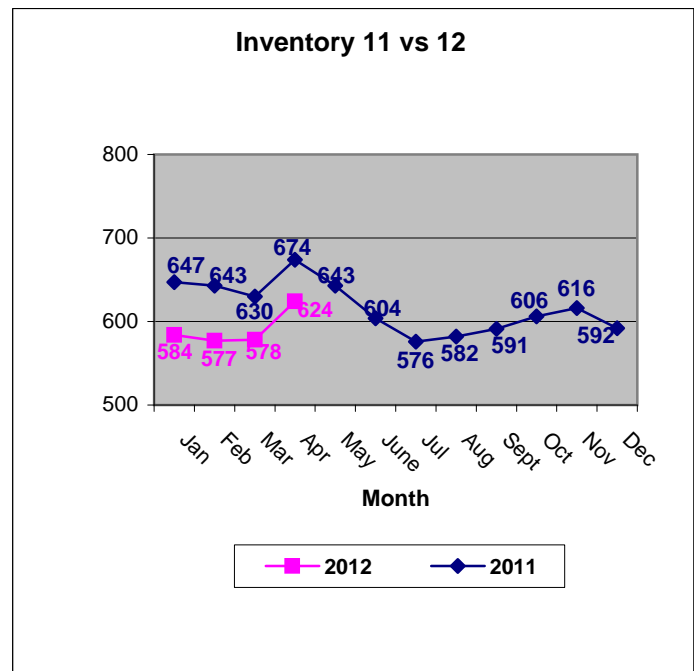
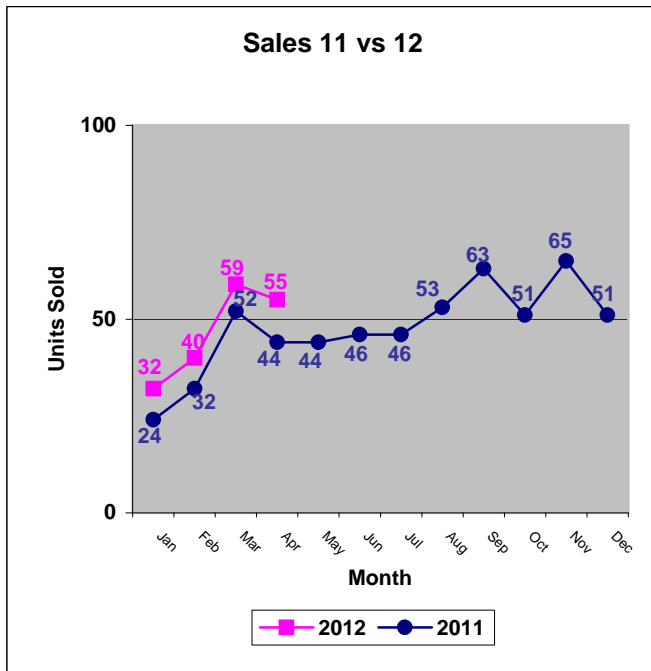
# Lexington-Bluegrass

Association of Realtors®

## New Construction SALES and INVENTORY and PENDING

Apr-12

| Price Range          |             | Sales      |                  |                  | Current Inventory |                  |             |                  |
|----------------------|-------------|------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |             | 0-2 Bedrm  | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR UNDER    | 0          | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| 50,000               | - 99,999    | 0          | 0                | 0                | 0                 | 8                | 8.0         | 3                |
| 100,000              | - 119,999   | 0          | 6                | 0                | 6                 | 30               | 5.0         | 16               |
| 120,000              | - 139,999   | 0          | 8                | 1                | 9                 | 80               | 8.9         | 25               |
| 140,000              | - 159,999   | 0          | 4                | 0                | 4                 | 76               | 19.0        | 33               |
| 160,000              | - 179,999   | 0          | 2                | 2                | 4                 | 48               | 12.0        | 15               |
| 180,000              | - 199,999   | 0          | 1                | 1                | 2                 | 51               | 25.5        | 36               |
| 200,000              | - 249,999   | 0          | 5                | 9                | 14                | 134              | 9.6         | 107              |
| 250,000              | - 299,999   | 0          | 1                | 7                | 8                 | 86               | 10.8        | 24               |
| 300,000              | - 499,999   | 0          | 2                | 3                | 5                 | 71               | 14.2        | 20               |
| 500,000              | - 749,999   | 0          | 0                | 2                | 2                 | 26               | 13.0        | 13               |
| 750,000              | - 999,999   | 0          | 0                | 1                | 1                 | 10               | 10.0        | 1                |
| 1,000,000            | - 1,249,999 | 0          | 0                | 0                | 0                 | 0                | 0.0         | 1                |
| 1,250,000            | - 1,499,999 | 0          | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | - 1,999,999 | 0          | 0                | 0                | 0                 | 2                | 2.0         | 1                |
| 2,000,000            | - OVER      | 0          | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| <b>Total</b>         |             | <b>0</b>   | <b>29</b>        | <b>26</b>        | <b>55</b>         | <b>624</b>       | <b>11.3</b> | <b>295</b>       |
| <b>Median Price</b>  |             | <b>\$0</b> | <b>\$151,132</b> | <b>\$250,500</b> | <b>\$211,994</b>  | <b>\$208,530</b> |             | <b>\$208,250</b> |
| <b>Average Price</b> |             | <b>\$0</b> | <b>\$168,173</b> | <b>\$301,289</b> | <b>\$231,101</b>  | <b>\$253,499</b> |             | <b>\$236,289</b> |

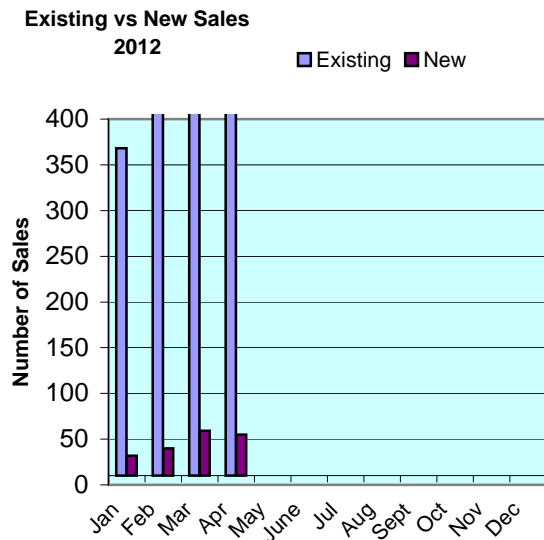
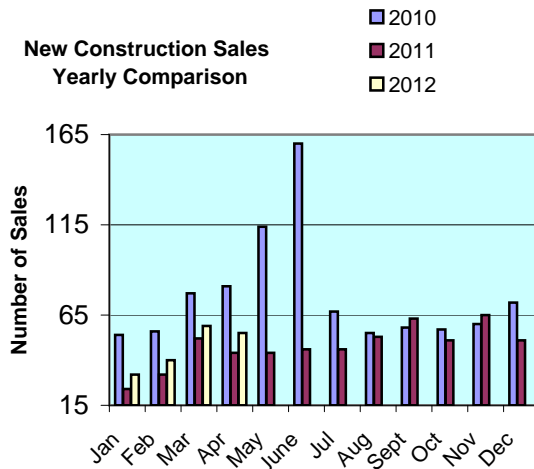
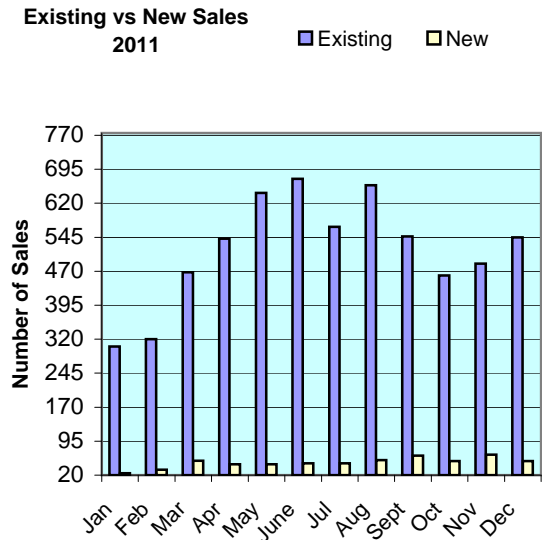
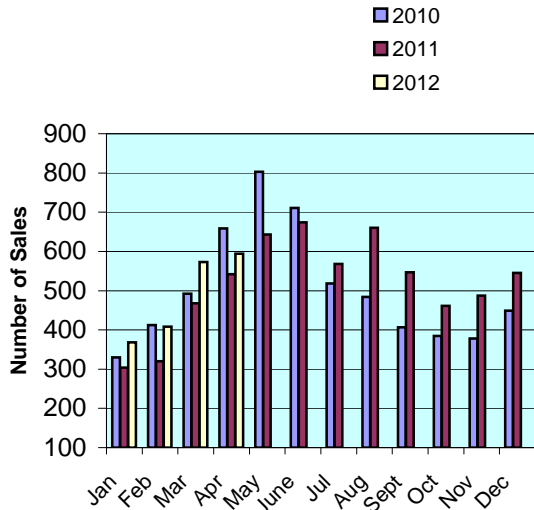


## Existing Homes Sales

|      | <u>2010</u> | <u>2011</u> | <u>2012</u> |
|------|-------------|-------------|-------------|
| Jan  | 330         | 304         | 368         |
| Feb  | 412         | 320         | 408         |
| Mar  | 492         | 468         | 573         |
| Apr  | 659         | 542         | 594         |
| May  | 803         | 643         |             |
| June | 711         | 674         |             |
| Jul  | 518         | 568         |             |
| Aug  | 484         | 660         |             |
| Sept | 407         | 547         |             |
| Oct  | 385         | 461         |             |
| Nov  | 378         | 487         |             |
| Dec  | 449         | 545         |             |

## New Construction Sales

|      | <u>2010</u> | <u>2011</u> | <u>2012</u> |
|------|-------------|-------------|-------------|
| Jan  | 54          | 24          | 32          |
| Feb  | 56          | 32          | 40          |
| Mar  | 77          | 52          | 59          |
| Apr  | 81          | 44          | 55          |
| May  | 114         | 44          |             |
| June | 160         | 46          |             |
| Jul  | 67          | 46          |             |
| Aug  | 55          | 53          |             |
| Sept | 58          | 63          |             |
| Oct  | 57          | 51          |             |
| Nov  | 60          | 65          |             |
| Dec  | 72          | 51          |             |



### Median Price by County

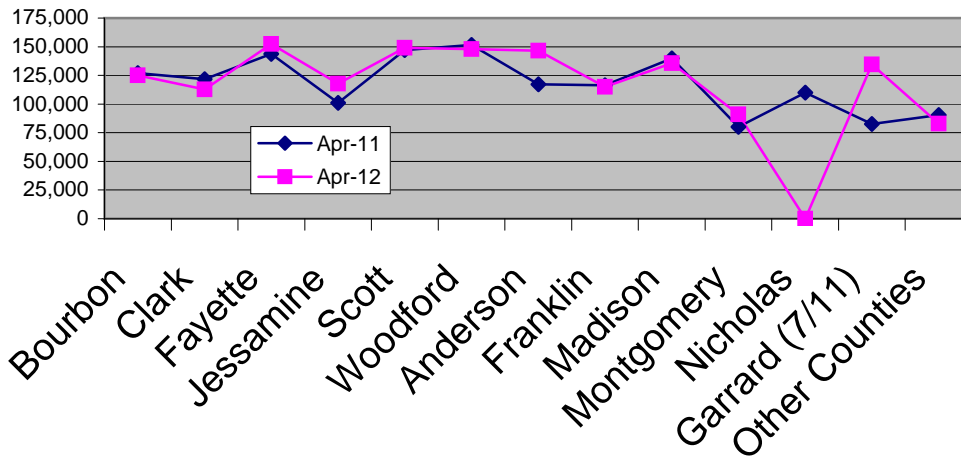
| <u>County</u>  | Apr-11                    |              | Apr-12                    |              |
|----------------|---------------------------|--------------|---------------------------|--------------|
|                | <u>median sales price</u> | <u>Total</u> | <u>median sales price</u> | <u>Total</u> |
| Bourbon        | 127,000                   | 10           | 125,000                   | 13           |
| Clark          | 121,750                   | 18           | 112,800                   | 29           |
| Fayette        | 143,750                   | 286          | 152,500                   | 318          |
| Jessamine      | 101,000                   | 43           | 117,701                   | 38           |
| Scott          | 147,000                   | 42           | 149,000                   | 61           |
| Woodford       | 151,616                   | 18           | 148,000                   | 21           |
| Anderson       | 117,250                   | 14           | 146,500                   | 10           |
| Franklin       | 116,450                   | 26           | 115,000                   | 29           |
| Madison        | 139,950                   | 40           | 135,550                   | 45           |
| Montgomery     | 80,000                    | 11           | 91,000                    | 25           |
| Nicholas       | 110,000                   | 3            | 0                         | 0            |
| Garrard (7/11) | 82,500                    | 12           | 134,500                   | 7            |
| Other Counties | 90,500                    | <u>63</u>    | 82,909                    | <u>53</u>    |
|                |                           | <b>586</b>   |                           | <b>649</b>   |

| <u>County</u>  | Year to Date<br>4/30/11   |              | Year to Date<br>4/30/12   |              |
|----------------|---------------------------|--------------|---------------------------|--------------|
|                | <u>median sales price</u> | <u>Total</u> | <u>median sales price</u> | <u>Total</u> |
| Bourbon        | 106,400                   | 37           | 93,000                    | 40           |
| Clark          | 115,000                   | 61           | 116,000                   | 74           |
| Fayette        | 149,950                   | 890          | 151,000                   | 997          |
| Jessamine      | 113,500                   | 137          | 119,950                   | 136          |
| Scott          | 155,000                   | 136          | 137,700                   | 202          |
| Woodford       | 147,500                   | 59           | 148,950                   | 62           |
| Anderson       | 117,000                   | 49           | 130,900                   | 43           |
| Franklin       | 112,000                   | 82           | 115,000                   | 115          |
| Madison        | 136,000                   | 134          | 135,000                   | 172          |
| Montgomery     | 73,250                    | 56           | 87,000                    | 76           |
| Nicholas       | 56,770                    | 10           | 66,000                    | 2            |
| Garrard (7/11) | 110,000                   | 41           | 120,000                   | 27           |
| Other Counties | 89,950                    | <u>176</u>   | 70,000                    | <u>218</u>   |
|                |                           | <b>1868</b>  |                           | <b>2164</b>  |

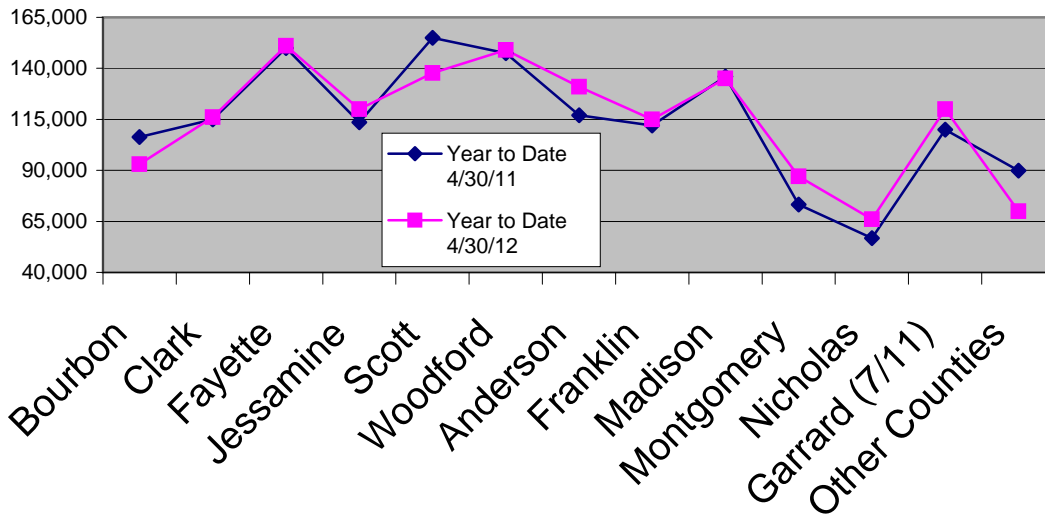


## Median Price by County

### Apr 11 vs Apr 12 Median



### Year to date 4/30/11 vs 4/30/12 Median





# Lexington-Bluegrass

Association of Realtors™

Apr-12

## Statistical Report Residential Condo, & Townhouses

### Financing of Sales

|      |     |               |   |              |   |               |    |
|------|-----|---------------|---|--------------|---|---------------|----|
| CASH | 145 | FmHA          | 5 | LA-Fixed     | 0 | Owner Finance | 1  |
| CONV | 276 | FLB           | 0 | L/A-Variable | 0 | VA            | 26 |
| EXCH | 0   | FNMA          | 2 | L/A + 2nd    | 0 | Wrap Around   | 0  |
| FHA  | 135 | L/A Escalated | 0 | SBA          | 0 | Other         | 59 |

### Other Statistics

|                       | Fayette | Anderson | Bourbon | Clark | Franklin | Garrard | Jess | Mad | Montg | Nich | Scott | Woodford | Others | TOTAL |
|-----------------------|---------|----------|---------|-------|----------|---------|------|-----|-------|------|-------|----------|--------|-------|
| Out of County Buyer   | 64      | 4        | 6       | 9     | 3        | 4       | 11   | 8   | 9     | 0    | 26    | 6        | 12     | 162   |
| Out of State Buyer    | 31      | 0        | 2       | 2     | 1        | 0       | 3    | 4   | 2     | 0    | 5     | 2        | 2      | 54    |
| Seller Leaving County | 102     | 4        | 6       | 9     | 4        | 4       | 7    | 11  | 7     | 0    | 16    | 9        | 12     | 191   |
| Seller leaving State  | 60      | 1        | 3       | 2     | 2        | 1       | 4    | 9   | 1     | 0    | 10    | 4        | 4      | 101   |
| New Construction      | 31      | 1        | 0       | 0     | 0        | 0       | 4    | 5   | 0     | 0    | 11    | 3        | 0      | 55    |
| First Time Buyer      | 81      | 4        | 1       | 10    | 2        | 0       | 6    | 4   | 8     | 0    | 16    | 3        | 11     | 146   |
| Listing FSBO          | 6       | 0        | 0       | 0     | 0        | 0       | 1    | 2   | 2     | 0    | 0     | 0        | 0      | 11    |
| YDT Listing FSBO      | 27      | 0        | 2       | 0     | 1        | 0       | 4    | 3   | 4     | 0    | 4     | 2        | 3      | 50    |

# Lexington-Bluegrass

Association of Realtors®

**Apr-12**

## Statistical Report Residential, Condo, & Townhouses

### ANDERSON COUNTY

| MONTHLY SUMMARY | April-11 |  | April-12 |  | % CHANGE |
|-----------------|----------|--|----------|--|----------|
| New Listings    | 38       |  | 33       |  | -13%     |
| Month Inventory | 14.1     |  | 19.1     |  | 35%      |
| % of List Price | 96.43    |  | 98.17    |  |          |

**Residential**

|                    |    |             |    |             |      |
|--------------------|----|-------------|----|-------------|------|
| Sales              | 14 | \$1,604,603 | 10 | \$1,531,150 | -29% |
| Avg Sales Price    |    | \$114,615   |    | \$153,115   | 34%  |
| Median Sales Price |    | \$117,250   |    | \$146,500   | 25%  |
| Avg Days on Market |    | 140         |    | 115         | -18% |

| CUMMULATIVE SUMMARY | Jan 11 - Apr 11 |  | Jan 12 - Apr 12 |  | % CHANGE |
|---------------------|-----------------|--|-----------------|--|----------|
| New Listings        | 155             |  | 142             |  | -8%      |

**Residential**

|                    |    |             |    |             |      |
|--------------------|----|-------------|----|-------------|------|
| Sales              | 49 | \$6,162,500 | 43 | \$5,227,690 | -12% |
| Avg Sales Price    |    | \$125,765   |    | \$121,574   | -3%  |
| Median Sales Price |    | \$117,000   |    | \$130,900   | 12%  |
| Avg Days on Market |    | 97          |    | 127         | 31%  |

#### Total Pendings by Month

|      | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 2012 | 13  | 12  | 19  | 12  |     |      |      |     |      |     |     |     |
| 2011 | 15  | 20  | 13  | 22  | 16  | 21   | 24   | 22  | 16   | 13  | 20  | 9   |
| 2010 | 18  | 26  | 26  | 39  | 15  | 18   | 19   | 20  | 20   | 13  | 19  | 5   |

# Lexington-Bluegrass

Association of Realtors®

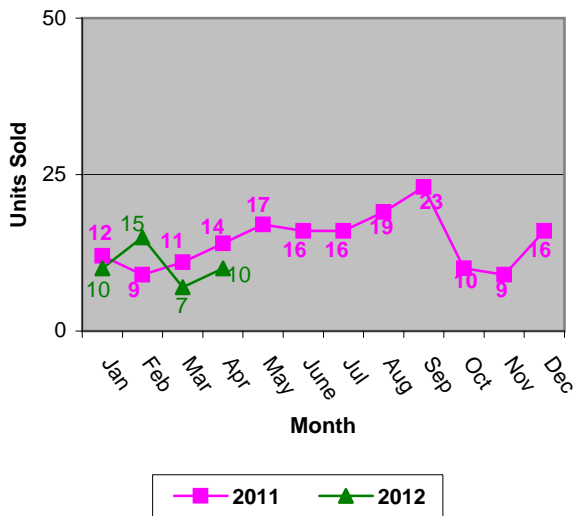
## Single Family SALES and INVENTORY and PENDING

Apr-12

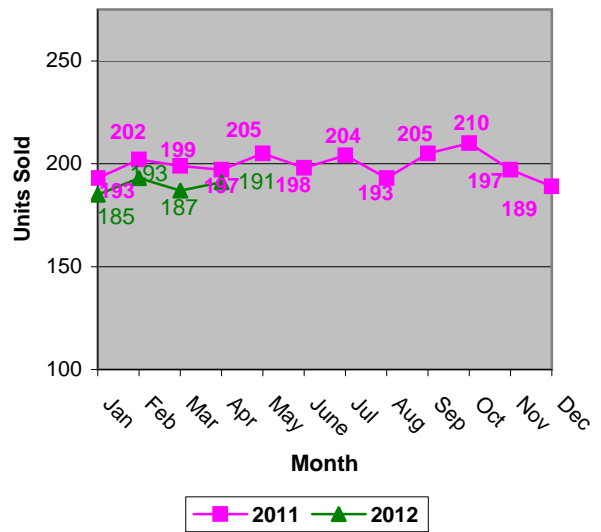
### ANDERSON COUNTY

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  |             |                  |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 1               | 0                | 0                | 1                 | 6                | 6.0         | 3                |
| 50,000               | -  | 99,999    | 0               | 1                | 0                | 1                 | 37               | 37.0        | 9                |
| 100,000              | -  | 119,999   | 0               | 1                | 0                | 1                 | 19               | 19.0        | 6                |
| 120,000              | -  | 139,999   | 0               | 0                | 1                | 1                 | 30               | 30.0        | 6                |
| 140,000              | -  | 159,999   | 1               | 1                | 0                | 2                 | 23               | 11.5        | 2                |
| 160,000              | -  | 179,999   | 0               | 0                | 0                | 0                 | 16               | 16.0        | 2                |
| 180,000              | -  | 199,999   | 0               | 1                | 1                | 2                 | 17               | 8.5         | 2                |
| 200,000              | -  | 249,999   | 0               | 0                | 1                | 1                 | 16               | 16.0        | 0                |
| 250,000              | -  | 299,999   | 0               | 0                | 0                | 0                 | 13               | 13.0        | 2                |
| 300,000              | -  | 499,999   | 0               | 1                | 0                | 1                 | 14               | 14.0        | 1                |
| 500,000              | -  | 749,999   | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 750,000              | -  | 999,999   | 0               | 0                | 0                | 0                 | 0                | 0.0         | 1                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |    |           | <b>2</b>        | <b>5</b>         | <b>3</b>         | <b>10</b>         | <b>191</b>       | <b>19.1</b> | <b>34</b>        |
| <b>Median Price</b>  |    |           | <b>\$83,500</b> | <b>\$147,000</b> | <b>\$180,000</b> | <b>\$146,500</b>  | <b>\$145,500</b> |             | <b>\$119,400</b> |
| <b>Average Price</b> |    |           | <b>\$83,500</b> | <b>\$168,200</b> | <b>\$174,383</b> | <b>\$153,115</b>  | <b>\$164,485</b> |             | <b>\$148,892</b> |

**Sales 2011 vs 2012**



**Inventory 2011 vs 2012**



# Lexington-Bluegrass

Association of Realtors®

**Apr-12**

## Statistical Report Residential, Condo, & Townhouses

### BOURBON COUNTY

| MONTHLY SUMMARY | April-11 |  | April-12 |  | % CHANGE |
|-----------------|----------|--|----------|--|----------|
| New Listings    | 19       |  | 33       |  | 74%      |
| Month Inventory | 13.0     |  | 9.5      |  | -27%     |
| % of List Price | 94.32    |  | 91.85    |  |          |

**Residential**

|                    |    |             |    |             |      |
|--------------------|----|-------------|----|-------------|------|
| Sales              | 10 | \$2,522,700 | 13 | \$1,539,949 | 30%  |
| Avg Sales Price    |    | \$252,270   |    | \$118,458   | -53% |
| Median Sales Price |    | \$127,000   |    | \$125,000   | -2%  |
| Avg Days on Market |    | 104         |    | 147         | 41%  |

| CUMMULATIVE SUMMARY | Jan 11 - Apr 11 |  | Jan 12 - Apr 12 |  | % CHANGE |
|---------------------|-----------------|--|-----------------|--|----------|
| New Listings        | 100             |  | 110             |  | 10%      |

**Residential**

|                    |    |             |    |             |      |
|--------------------|----|-------------|----|-------------|------|
| Sales              | 37 | \$5,826,850 | 40 | \$5,353,119 | 8%   |
| Avg Sales Price    |    | \$157,482   |    | \$133,828   | -15% |
| Median Sales Price |    | \$106,400   |    | \$93,000    | -13% |
| Avg Days on Market |    | 111         |    | 104         | -6%  |

#### Total Pendings by Month

|      | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 2012 | 13  | 7   | 15  | 11  |     |      |      |     |      |     |     |     |
| 2011 | 6   | 11  | 11  | 9   | 10  | 9    | 13   | 8   | 17   | 10  | 13  | 7   |
| 2010 | 9   | 7   | 6   | 16  | 10  | 13   | 7    | 10  | 12   | 9   | 12  | 9   |

# Lexington-Bluegrass

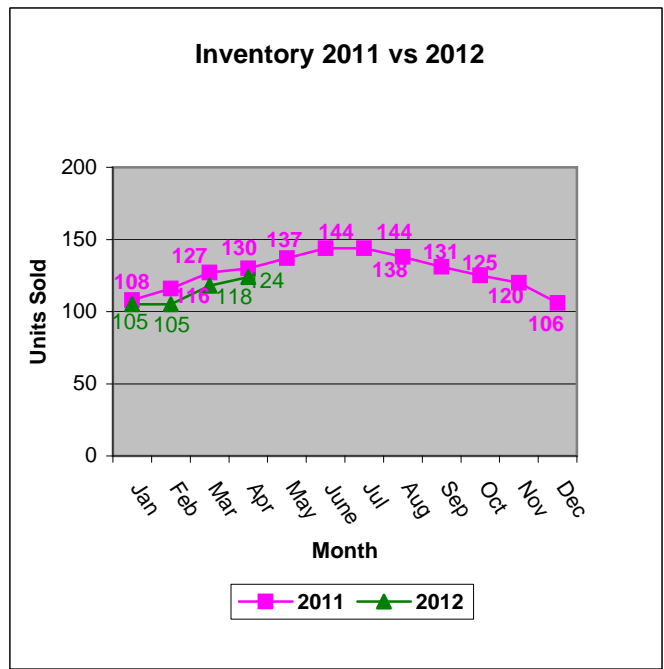
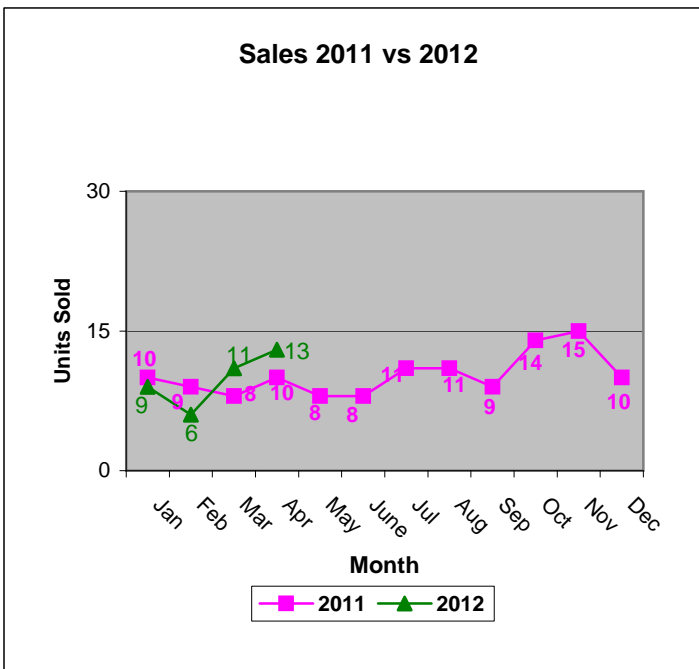
Association of Realtors®

## Single Family SALES and INVENTORY and PENDING

Apr-12

BOURBON COUNTY

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  |                |                  |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|----------------|------------------|
|                      |    |           | 0-2<br>Bedrm    | 3<br>Bedrm       | 4+<br>Bedrm      | Total<br>Units    | Single<br>Units  | Months<br>Inv. | Pending          |
| 49,999               | OR | UNDER     | 0               | 1                | 0                | 1                 | 10               | 10.0           | 3                |
| 50,000               | -  | 99,999    | 2               | 2                | 1                | 5                 | 21               | 4.2            | 8                |
| 100,000              | -  | 119,999   | 0               | 0                | 0                | 0                 | 8                | 8.0            | 0                |
| 120,000              | -  | 139,999   | 0               | 3                | 0                | 3                 | 9                | 3.0            | 0                |
| 140,000              | -  | 159,999   | 0               | 2                | 0                | 2                 | 11               | 5.5            | 2                |
| 160,000              | -  | 179,999   | 0               | 0                | 0                | 0                 | 3                | 3.0            | 1                |
| 180,000              | -  | 199,999   | 0               | 0                | 0                | 0                 | 6                | 6.0            | 1                |
| 200,000              | -  | 249,999   | 0               | 0                | 1                | 1                 | 8                | 8.0            | 1                |
| 250,000              | -  | 299,999   | 0               | 0                | 1                | 1                 | 14               | 14.0           | 0                |
| 300,000              | -  | 499,999   | 0               | 0                | 0                | 0                 | 19               | 19.0           | 1                |
| 500,000              | -  | 749,999   | 0               | 0                | 0                | 0                 | 5                | 5.0            | 0                |
| 750,000              | -  | 999,999   | 0               | 0                | 0                | 0                 | 4                | 4.0            | 0                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 2                | 2.0            | 0                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 3                | 3.0            | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 0                | 0.0            | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 1                | 1.0            | 0                |
| <b>Total</b>         |    |           | <b>2</b>        | <b>8</b>         | <b>3</b>         | <b>13</b>         | <b>124</b>       | <b>9.5</b>     | <b>17</b>        |
| <b>Median Price</b>  |    |           | <b>\$81,000</b> | <b>\$127,250</b> | <b>\$225,000</b> | <b>\$125,000</b>  | <b>\$180,000</b> |                | <b>\$84,900</b>  |
| <b>Average Price</b> |    |           | <b>\$81,000</b> | <b>\$104,244</b> | <b>\$181,333</b> | <b>\$118,458</b>  | <b>\$285,602</b> |                | <b>\$114,382</b> |



# Lexington-Bluegrass

Association of Realtors®

Apr-12

## Statistical Report Residential Condo, & Townhouses CLARK COUNTY

| MONTHLY SUMMARY           | April-11 |             | April-12 |             | % CHANGE |
|---------------------------|----------|-------------|----------|-------------|----------|
| New Listings              | 51       |             | 59       |             | 16%      |
| Month Inventory           | 17.0     |             | 10.3     |             | -39%     |
| % of List Price           | 94.53    |             | 94.48    |             |          |
| <b><u>Residential</u></b> |          |             |          |             |          |
| Sales                     | 18       | \$2,419,649 | 29       | \$3,319,649 | 61%      |
| Avg Sales Price           |          | \$134,425   |          | \$114,471   | -15%     |
| Median Sales Price        |          | \$121,750   |          | \$112,800   | -7%      |
| Avg Days on Market        |          | 149         |          | 145         | -3%      |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |             | Jan 12 - Apr 12 |             | % CHANGE |
|---------------------------|-----------------|-------------|-----------------|-------------|----------|
| New Listings              | 208             |             | 217             |             | 4%       |
| <b><u>Residential</u></b> |                 |             |                 |             |          |
| Sales                     | 61              | \$8,308,029 | 74              | \$9,209,961 | 21%      |
| Avg Sales Price           |                 | \$136,197   |                 | \$124,459   | -9%      |
| Median Sales Price        |                 | \$115,000   |                 | \$116,000   | 1%       |
| Avg Days on Market        |                 | 136         |                 | 135         | -1%      |

| Total Pendings by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                         | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                    | 14  | 21  | 26  | 38  |     |      |      |     |      |     |     |     |
| 2011                    | 12  | 19  | 17  | 18  | 25  | 24   | 29   | 39  | 23   | 20  | 19  | 16  |
| 2010                    | 20  | 27  | 27  | 45  | 19  | 11   | 26   | 27  | 23   | 14  | 16  | 17  |

# Lexington-Bluegrass

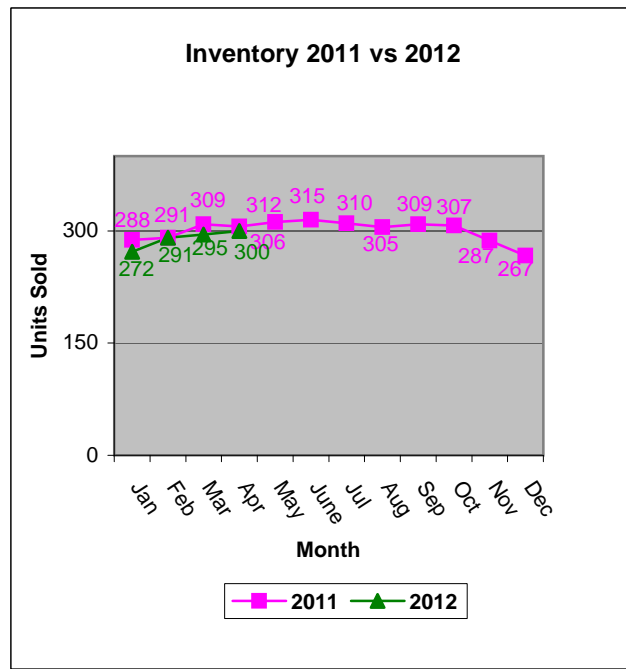
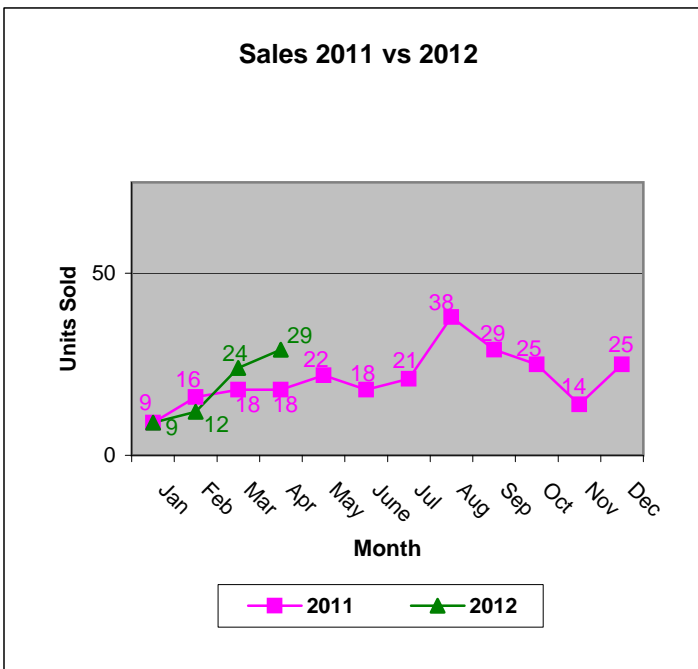
Association of Realtors<sup>®</sup>

## Single Family SALES and INVENTORY and PENDING

Apr-12

CLARK COUNTY

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  |             |                  |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 2               | 0                | 1                | 3                 | 15               | 5.0         | 4                |
| 50,000               | -  | 99,999    | 3               | 8                | 0                | 11                | 73               | 6.6         | 10               |
| 100,000              | -  | 119,999   | 0               | 2                | 1                | 3                 | 34               | 11.3        | 4                |
| 120,000              | -  | 139,999   | 0               | 3                | 0                | 3                 | 32               | 10.7        | 9                |
| 140,000              | -  | 159,999   | 0               | 1                | 0                | 1                 | 35               | 35.0        | 3                |
| 160,000              | -  | 179,999   | 0               | 0                | 1                | 1                 | 18               | 18.0        | 5                |
| 180,000              | -  | 199,999   | 0               | 3                | 1                | 4                 | 14               | 3.5         | 3                |
| 200,000              | -  | 249,999   | 0               | 2                | 1                | 3                 | 27               | 9.0         | 1                |
| 250,000              | -  | 299,999   | 0               | 0                | 0                | 0                 | 15               | 15.0        | 3                |
| 300,000              | -  | 499,999   | 0               | 0                | 0                | 0                 | 28               | 28.0        | 6                |
| 500,000              | -  | 749,999   | 0               | 0                | 0                | 0                 | 5                | 5.0         | 1                |
| 750,000              | -  | 999,999   | 0               | 0                | 0                | 0                 | 3                | 3.0         | 0                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |    |           | <b>5</b>        | <b>19</b>        | <b>5</b>         | <b>29</b>         | <b>300</b>       | <b>10.3</b> | <b>49</b>        |
| <b>Median Price</b>  |    |           | <b>\$58,500</b> | <b>\$115,000</b> | <b>\$175,000</b> | <b>\$112,800</b>  | <b>\$138,500</b> |             | <b>\$134,900</b> |
| <b>Average Price</b> |    |           | <b>\$52,590</b> | <b>\$123,389</b> | <b>\$142,460</b> | <b>\$114,471</b>  | <b>\$175,829</b> |             | <b>\$167,153</b> |



# Lexington-Bluegrass

Association of Realtors®

**Apr-12**

## Statistical Report Residential Condo, & Townhouses

### FAYETTE COUNTY

| MONTHLY SUMMARY           | April-11 |              | April-12 |              | % CHANGE |
|---------------------------|----------|--------------|----------|--------------|----------|
| New Listings              | 686      |              | 711      |              | 4%       |
| Month Inventory           | 9.2      |              | 7.4      |              | -20%     |
| % of List Price           | 95.39    |              | 96.65    |              |          |
| <b><u>Residential</u></b> |          |              |          |              |          |
| Sales                     | 286      | \$52,398,470 | 318      | \$59,015,590 | 11%      |
| Avg Sales Price           |          | \$183,211    |          | \$185,584    | 1%       |
| Median Sales Price        |          | \$143,750    |          | \$152,500    | 6%       |
| Avg Days on Market        |          | 82           |          | 84           | 2%       |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |               | Jan 12 - Apr 12 |               | % CHANGE |
|---------------------------|-----------------|---------------|-----------------|---------------|----------|
| New Listings              | 2,739           |               | 2,669           |               | -3%      |
| <b><u>Residential</u></b> |                 |               |                 |               |          |
| Sales                     | 890             | \$163,143,635 | 997             | \$185,026,017 | 12%      |
| Avg Sales Price           |                 | \$183,307     |                 | \$185,583     | 1%       |
| Median Sales Price        |                 | \$149,950     |                 | \$151,000     | 1%       |
| Avg Days on Market        |                 | 82            |                 | 87            | 6%       |

| Total Pendings by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                         | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                    | 253 | 325 | 410 | 424 |     |      |      |     |      |     |     |     |
| 2011                    | 227 | 263 | 326 | 344 | 370 | 317  | 286  | 285 | 206  | 239 | 263 | 182 |
| 2010                    | 239 | 306 | 493 | 638 | 245 | 267  | 251  | 262 | 194  | 204 | 203 | 125 |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

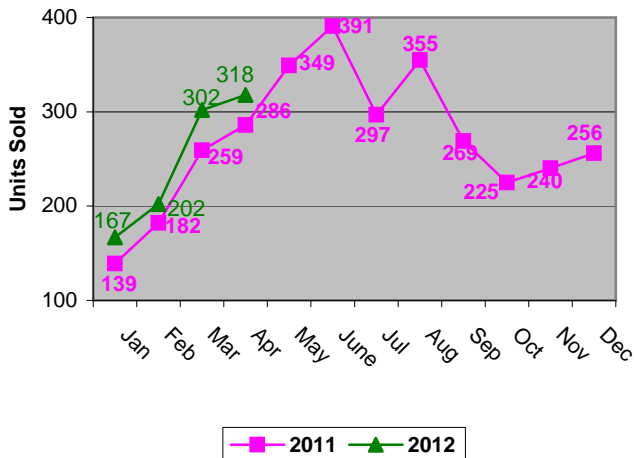
## Single Family SALES and INVENTORY and PENDING

Apr-12

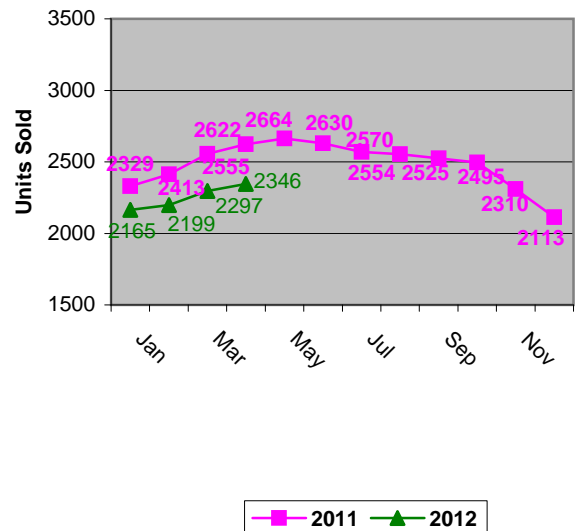
FAYETTE COUNTY

| Price Range          |    |           | Sales            |                  |                  | Current Inventory |                  |             |                  |
|----------------------|----|-----------|------------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm        | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 8                | 7                | 1                | 16                | 39               | 2.4         | 21               |
| 50,000               | -  | 99,999    | 16               | 21               | 6                | 43                | 301              | 7.0         | 74               |
| 100,000              | -  | 119,999   | 6                | 25               | 3                | 34                | 184              | 5.4         | 74               |
| 120,000              | -  | 139,999   | 6                | 37               | 7                | 50                | 311              | 6.2         | 100              |
| 140,000              | -  | 159,999   | 1                | 17               | 10               | 28                | 213              | 7.6         | 71               |
| 160,000              | -  | 179,999   | 1                | 17               | 9                | 27                | 163              | 6.0         | 59               |
| 180,000              | -  | 199,999   | 1                | 11               | 7                | 19                | 165              | 8.7         | 53               |
| 200,000              | -  | 249,999   | 1                | 15               | 24               | 40                | 286              | 7.2         | 142              |
| 250,000              | -  | 299,999   | 0                | 4                | 14               | 18                | 167              | 9.3         | 56               |
| 300,000              | -  | 499,999   | 3                | 3                | 26               | 32                | 290              | 9.1         | 85               |
| 500,000              | -  | 749,999   | 2                | 0                | 8                | 10                | 119              | 11.9        | 23               |
| 750,000              | -  | 999,999   | 0                | 0                | 1                | 1                 | 56               | 56.0        | 5                |
| 1,000,000            | -  | 1,249,999 | 0                | 0                | 0                | 0                 | 11               | 11.0        | 2                |
| 1,250,000            | -  | 1,499,999 | 0                | 0                | 0                | 0                 | 12               | 12.0        | 1                |
| 1,500,000            | -  | 1,999,999 | 0                | 0                | 0                | 0                 | 15               | 15.0        | 1                |
| 2,000,000            | -  | OVER      | 0                | 0                | 0                | 0                 | 14               | 14.0        | 0                |
| <b>Total</b>         |    |           | <b>45</b>        | <b>157</b>       | <b>116</b>       | <b>318</b>        | <b>2346</b>      | <b>7.4</b>  | <b>767</b>       |
| <b>Median Price</b>  |    |           | <b>\$94,000</b>  | <b>\$131,000</b> | <b>\$231,000</b> | <b>\$152,500</b>  | <b>\$174,900</b> |             | <b>\$175,000</b> |
| <b>Average Price</b> |    |           | <b>\$124,704</b> | <b>\$143,654</b> | <b>\$265,950</b> | <b>\$185,584</b>  | <b>\$265,219</b> |             | <b>\$211,737</b> |

**Sales 2011 vs 2012**



**Inventory 2011 vs 2012**



# Lexington-Bluegrass

Association of Realtors®

**Apr-12**

## Statistical Report Residential, Condo, & Townhouses

### FRANKLIN COUNTY

| MONTHLY SUMMARY | April-11 |  | April-12 |  | % CHANGE |
|-----------------|----------|--|----------|--|----------|
| New Listings    | 76       |  | 84       |  | 11%      |
| Month Inventory | 13.9     |  | 11.2     |  | -19%     |
| % of List Price | 95.85    |  | 91.54    |  |          |

**Residential**

|                    |    |             |    |             |     |
|--------------------|----|-------------|----|-------------|-----|
| Sales              | 26 | \$3,074,373 | 29 | \$3,181,246 | 12% |
| Avg Sales Price    |    | \$118,245   |    | \$109,698   | -7% |
| Median Sales Price |    | \$116,450   |    | \$115,000   | -1% |
| Avg Days on Market |    | 141         |    | 135         | -4% |

| CUMMULATIVE SUMMARY | Jan 11 - Apr 11 |  | Jan 12 - Apr 12 |  | % CHANGE |
|---------------------|-----------------|--|-----------------|--|----------|
| New Listings        | 286             |  | 296             |  | 3%       |

**Residential**

|                    |    |             |     |              |      |
|--------------------|----|-------------|-----|--------------|------|
| Sales              | 82 | \$9,628,924 | 115 | \$13,911,766 | 40%  |
| Avg Sales Price    |    | \$117,426   |     | \$120,972    | 3%   |
| Median Sales Price |    | \$112,000   |     | \$115,000    | 3%   |
| Avg Days on Market |    | 139         |     | 118          | -15% |

#### Total Pendings by Month

|      | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 2012 | 44  | 39  | 35  | 39  |     |      |      |     |      |     |     |     |
| 2011 | 24  | 20  | 29  | 24  | 32  | 31   | 21   | 27  | 30   | 23  | 25  | 23  |
| 2010 | 40  | 29  | 58  | 58  | 18  | 32   | 30   | 32  | 35   | 27  | 18  | 20  |

# Lexington-Bluegrass Association of Realtors®

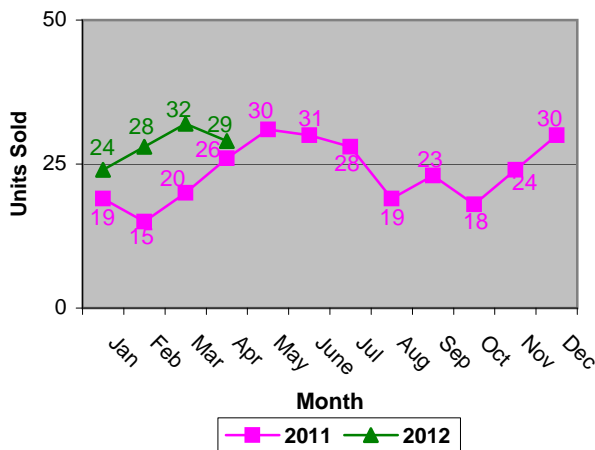
## Single Family SALES and INVENTORY and PENDING

Apr-12

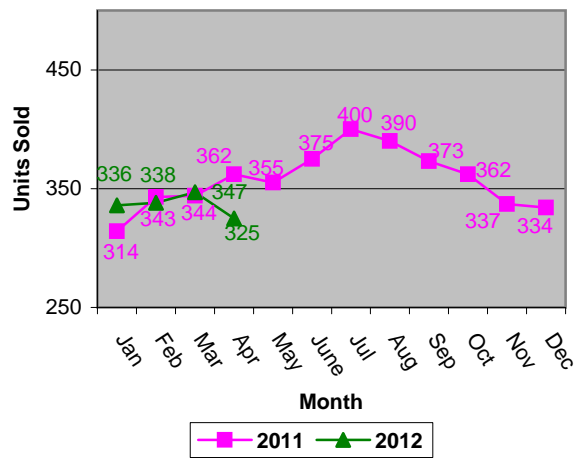
Franklin County

| Price Range          |          |           | Sales           |                  |                  | Current Inventory |                  | Pending     |                  |
|----------------------|----------|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |          |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     |             | Months Inv.      |
| 49,999               | OR UNDER |           | 3               | 4                | 0                | 7                 | 17               | 2.4         | 7                |
| 50,000               | -        | 99,999    | 0               | 4                | 0                | 4                 | 47               | 11.8        | 20               |
| 100,000              | -        | 119,999   | 3               | 4                | 2                | 9                 | 39               | 4.3         | 9                |
| 120,000              | -        | 139,999   | 0               | 2                | 1                | 3                 | 52               | 17.3        | 6                |
| 140,000              | -        | 159,999   | 0               | 1                | 1                | 2                 | 32               | 16.0        | 8                |
| 160,000              | -        | 179,999   | 0               | 0                | 0                | 0                 | 25               | 25.0        | 5                |
| 180,000              | -        | 199,999   | 0               | 1                | 1                | 2                 | 20               | 10.0        | 4                |
| 200,000              | -        | 249,999   | 0               | 1                | 0                | 1                 | 36               | 36.0        | 4                |
| 250,000              | -        | 299,999   | 0               | 0                | 0                | 0                 | 23               | 23.0        | 4                |
| 300,000              | -        | 499,999   | 0               | 0                | 1                | 1                 | 28               | 28.0        | 2                |
| 500,000              | -        | 749,999   | 0               | 0                | 0                | 0                 | 4                | 4.0         | 0                |
| 750,000              | -        | 999,999   | 0               | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| 1,000,000            | -        | 1,249,999 | 0               | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| 1,250,000            | -        | 1,499,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | -        | 1,999,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 2,000,000            | -        | OVER      | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |          |           | <b>6</b>        | <b>17</b>        | <b>6</b>         | <b>29</b>         | <b>325</b>       | <b>11.2</b> | <b>69</b>        |
| <b>Median Price</b>  |          |           | <b>\$79,000</b> | <b>\$115,000</b> | <b>\$137,500</b> | <b>\$115,000</b>  | <b>\$149,000</b> |             | <b>\$119,900</b> |
| <b>Average Price</b> |          |           | <b>\$73,750</b> | <b>\$102,167</b> | <b>\$177,983</b> | <b>\$109,698</b>  | <b>\$178,856</b> |             | <b>\$134,467</b> |

**Sales 2011 vs 2012**



**Inventory 2011 vs 2012**



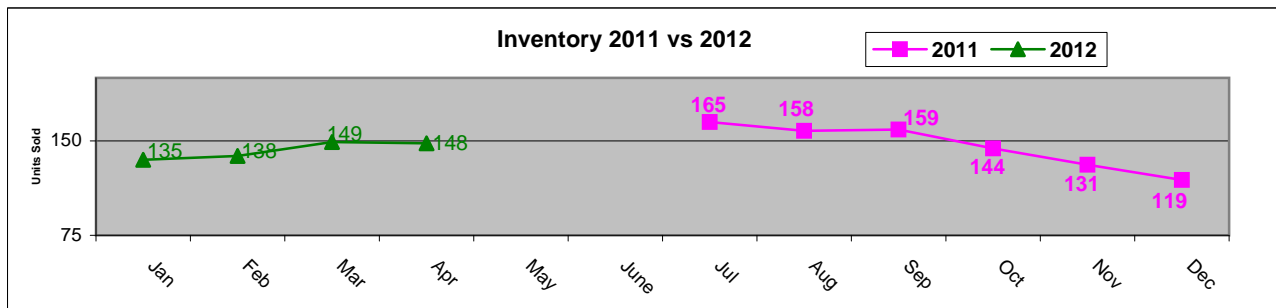
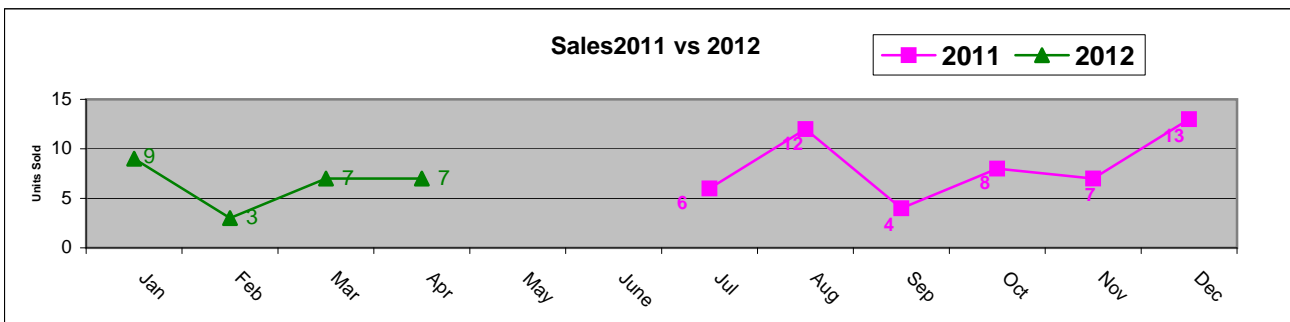


## Single Family SALES and INVENTORY and PENDING

Apr-12

GARRARD COUNTY

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  |             |                  |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 1               | 0                | 0                | 1                 | 13               | 13.0        | 0                |
| 50,000               | -  | 99,999    | 0               | 1                | 0                | 1                 | 28               | 28.0        | 5                |
| 100,000              | -  | 119,999   | 0               | 0                | 1                | 1                 | 11               | 11.0        | 0                |
| 120,000              | -  | 139,999   | 0               | 2                | 0                | 2                 | 23               | 11.5        | 2                |
| 140,000              | -  | 159,999   | 0               | 0                | 0                | 0                 | 19               | 19.0        | 0                |
| 160,000              | -  | 179,999   | 0               | 0                | 0                | 0                 | 13               | 13.0        | 1                |
| 180,000              | -  | 199,999   | 0               | 0                | 0                | 0                 | 9                | 9.0         | 2                |
| 200,000              | -  | 249,999   | 0               | 0                | 0                | 0                 | 11               | 11.0        | 2                |
| 250,000              | -  | 299,999   | 0               | 0                | 1                | 1                 | 10               | 10.0        | 1                |
| 300,000              | -  | 499,999   | 0               | 1                | 0                | 1                 | 10               | 10.0        | 0                |
| 500,000              | -  | 749,999   | 0               | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| 750,000              | -  | 999,999   | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |    |           | <b>1</b>        | <b>4</b>         | <b>2</b>         | <b>7</b>          | <b>148</b>       | <b>21.1</b> | <b>13</b>        |
| <b>Median Price</b>  |    |           | <b>\$15,000</b> | <b>\$135,250</b> | <b>\$177,900</b> | <b>\$134,500</b>  | <b>\$139,900</b> |             | <b>\$137,500</b> |
| <b>Average Price</b> |    |           | <b>\$15,000</b> | <b>\$166,375</b> | <b>\$177,900</b> | <b>\$148,043</b>  | <b>\$157,710</b> |             | <b>\$145,762</b> |



# Lexington-Bluegrass

Association of Realtors™

## Apr-12 Statistical Report Residential, Condo, & Townhouses JESSAMINE COUNTY

| MONTHLY SUMMARY           | April-11 |             | April-12 |             | % CHANGE |
|---------------------------|----------|-------------|----------|-------------|----------|
| New Listings              | 121      |             | 94       |             | -22%     |
| Month Inventory           | 12.2     |             | 11.6     |             | -5%      |
| % of List Price           | 93.75    |             | 96.45    |             |          |
| <b><u>Residential</u></b> |          |             |          |             |          |
| Sales                     | 43       | \$5,967,350 | 39       | \$6,291,501 | -9%      |
| Avg Sales Price           |          | \$138,776   |          | \$161,321   | 16%      |
| Median Sales Price        |          | \$101,000   |          | \$117,900   | 17%      |
| Avg Days on Market        |          | 90          |          | 77          | -14%     |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |              | Jan 12 - Apr 12 |              | % CHANGE |
|---------------------------|-----------------|--------------|-----------------|--------------|----------|
| New Listings              | 471             |              | 410             |              | -13%     |
| <b><u>Residential</u></b> |                 |              |                 |              |          |
| Sales                     | 137             | \$22,383,245 | 137             | \$22,400,371 | 0%       |
| Avg Sales Price           |                 | \$163,381    |                 | \$163,506    | 0%       |
| Median Sales Price        |                 | \$113,500    |                 | \$120,000    | 6%       |
| Avg Days on Market        |                 | 96           |                 | 80           | -17%     |

| Total Pendings by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                         | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                    | 29  | 46  | 39  | 60  |     |      |      |     |      |     |     |     |
| 2011                    | 31  | 31  | 55  | 48  | 53  | 47   | 41   | 45  | 55   | 38  | 46  | 21  |
| 2010                    | 52  | 39  | 56  | 68  | 37  | 34   | 30   | 37  | 36   | 28  | 32  | 26  |

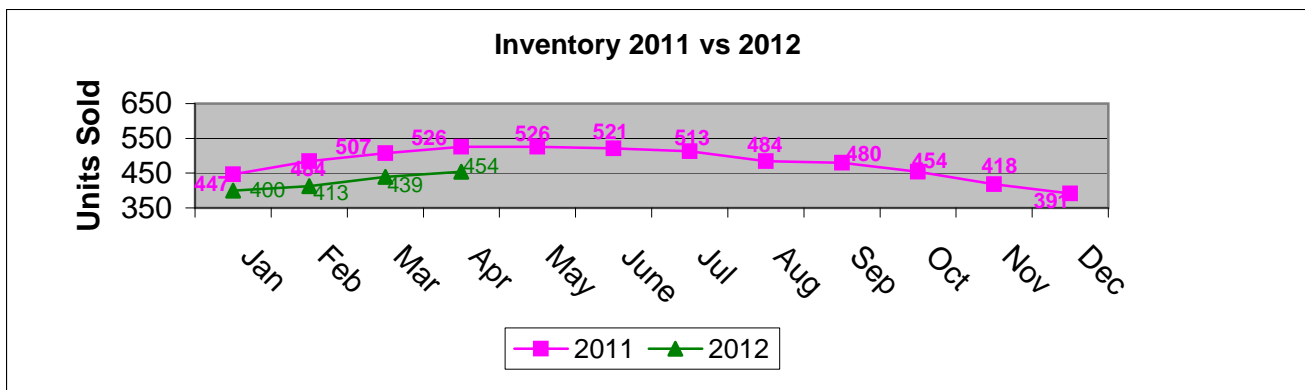
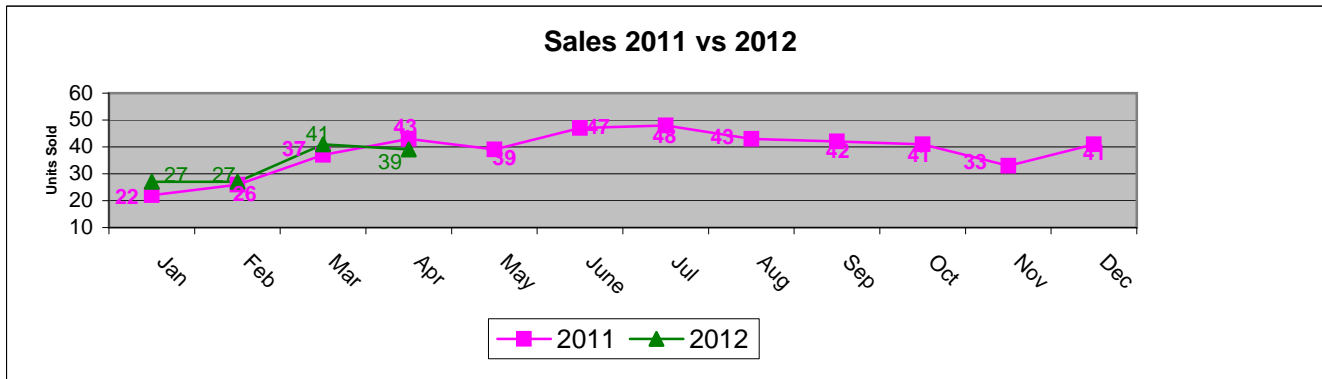
# Lexington-Bluegrass

Association of Realtors®

Apr-12

Single Family SALES and INVENTORY and PENDING  
JESSAMINE COUNTY

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  | Months Inv. | Pending          |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     |             |                  |
| 49,999               | OR | UNDER     | 1               | 1                | 0                | 2                 | 11               | 5.5         | 4                |
| 50,000               | -  | 99,999    | 1               | 10               | 1                | 12                | 94               | 7.8         | 17               |
| 100,000              | -  | 119,999   | 1               | 5                | 1                | 7                 | 44               | 6.3         | 9                |
| 120,000              | -  | 139,999   | 0               | 1                | 2                | 3                 | 43               | 14.3        | 14               |
| 140,000              | -  | 159,999   | 0               | 1                | 1                | 2                 | 28               | 14.0        | 15               |
| 160,000              | -  | 179,999   | 0               | 1                | 1                | 2                 | 24               | 12.0        | 6                |
| 180,000              | -  | 199,999   | 0               | 1                | 3                | 4                 | 13               | 3.3         | 1                |
| 200,000              | -  | 249,999   | 0               | 1                | 1                | 2                 | 40               | 20.0        | 4                |
| 250,000              | -  | 299,999   | 0               | 0                | 1                | 1                 | 27               | 27.0        | 5                |
| 300,000              | -  | 499,999   | 0               | 1                | 2                | 3                 | 48               | 16.0        | 6                |
| 500,000              | -  | 749,999   | 0               | 0                | 0                | 0                 | 39               | 39.0        | 8                |
| 750,000              | -  | 999,999   | 0               | 0                | 1                | 1                 | 30               | 30.0        | 2                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 1                | 1.0         | 2                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 7                | 7.0         | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 5                | 5.0         | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |    |           | <b>3</b>        | <b>22</b>        | <b>14</b>        | <b>39</b>         | <b>454</b>       | <b>11.6</b> | <b>93</b>        |
| <b>Median Price</b>  |    |           | <b>\$63,000</b> | <b>\$103,000</b> | <b>\$187,000</b> | <b>\$117,900</b>  | <b>\$164,850</b> |             | <b>\$145,000</b> |
| <b>Average Price</b> |    |           | <b>\$66,833</b> | <b>\$116,414</b> | <b>\$252,136</b> | <b>\$161,321</b>  | <b>\$296,421</b> |             | <b>\$231,485</b> |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

## Apr-12 Statistical Report Residential, Condo, & Townhouses MADISON COUNTY

| MONTHLY SUMMARY           | April-11 |             | April-12 |             | % CHANGE |
|---------------------------|----------|-------------|----------|-------------|----------|
| New Listings              | 134      |             | 140      |             | 4%       |
| Month Inventory           | 14.7     |             | 11.9     |             | -19%     |
| % of List Price           | 96.31    |             | 94.83    |             |          |
| <b><u>Residential</u></b> |          |             |          |             |          |
| Sales                     | 40       | \$6,440,504 | 46       | \$7,577,399 | 15%      |
| Avg Sales Price           |          | \$161,013   |          | \$164,726   | 2%       |
| Median Sales Price        |          | \$139,950   |          | \$135,275   | -3%      |
| Avg Days on Market        |          | 96          |          | 156         | 63%      |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |              | Jan 12 - Apr 12 |              | % CHANGE |
|---------------------------|-----------------|--------------|-----------------|--------------|----------|
| New Listings              | 481             |              | 443             |              | -8%      |
| <b><u>Residential</u></b> |                 |              |                 |              |          |
| Sales                     | 134             | \$19,294,352 | 173             | \$25,919,270 | 29%      |
| Avg Sales Price           |                 | \$143,988    |                 | \$149,822    | 4%       |
| Median Sales Price        |                 | \$136,000    |                 | \$135,000    | -1%      |
| Avg Days on Market        |                 | 114          |                 | 142          | 25%      |

| Total Pending by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                        | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                   | 39  | 41  | 47  | 50  |     |      |      |     |      |     |     |     |
| 2011                   | 30  | 31  | 37  | 39  | 69  | 47   | 44   | 48  | 41   | 52  | 50  | 32  |
| 2010                   | 36  | 45  | 49  | 73  | 45  | 45   | 44   | 41  | 54   | 39  | 36  | 30  |

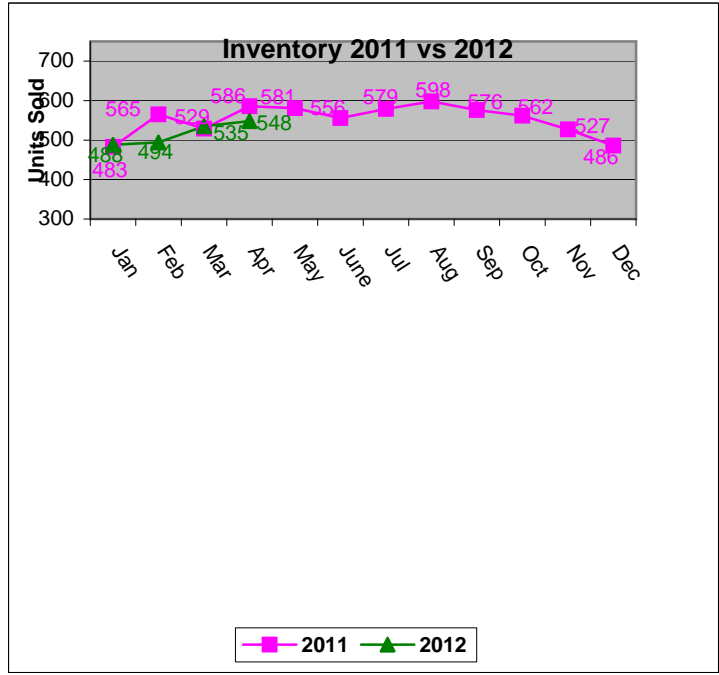
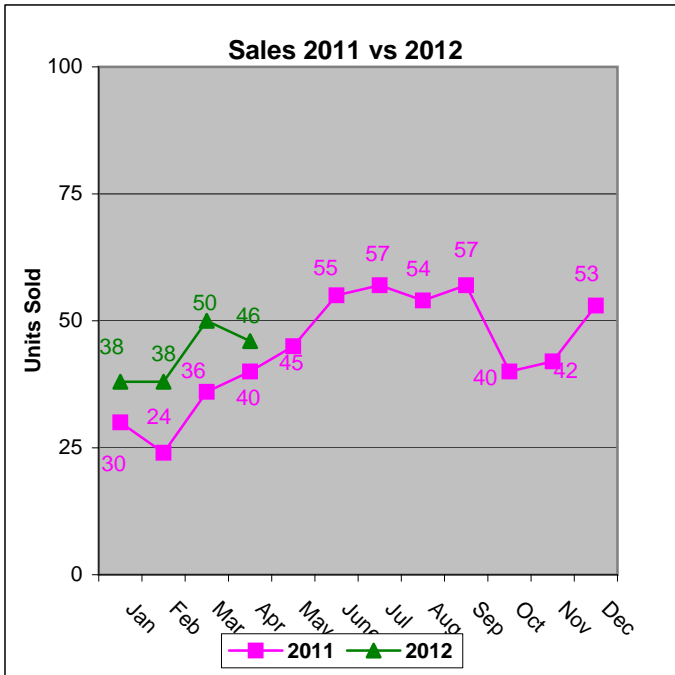


# Lexington-Bluegrass

Association of Realtors®

**Single Family SALES and INVENTORY and PENDING**  
**Apr-12**  
**MADISON COUNTY**

| Price Range          |           |           |                 | Sales            |                  | Current Inventory |                  |             |                  |
|----------------------|-----------|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      | 0-2 Bedrm | 3 Bedrm   | 4+ Bedrm        | Total Units      | Single Units     | Months Inv.       | Pending          |             |                  |
| 49,999               | OR        | UNDER     | 0               | 0                | 13               | 13.0              | 4                |             |                  |
| 50,000               | -         | 99,999    | 1               | 10               | 61               | 5.5               | 9                |             |                  |
| 100,000              | -         | 119,999   | 0               | 5                | 42               | 8.4               | 10               |             |                  |
| 120,000              | -         | 139,999   | 0               | 8                | 70               | 8.8               | 17               |             |                  |
| 140,000              | -         | 159,999   | 0               | 2                | 82               | 20.5              | 22               |             |                  |
| 160,000              | -         | 179,999   | 0               | 2                | 46               | 9.2               | 9                |             |                  |
| 180,000              | -         | 199,999   | 0               | 0                | 38               | 38.0              | 13               |             |                  |
| 200,000              | -         | 249,999   | 0               | 1                | 48               | 9.6               | 10               |             |                  |
| 250,000              | -         | 299,999   | 0               | 1                | 64               | 21.3              | 6                |             |                  |
| 300,000              | -         | 499,999   | 0               | 0                | 67               | 16.8              | 6                |             |                  |
| 500,000              | -         | 749,999   | 0               | 0                | 10               | 10.0              | 1                |             |                  |
| 750,000              | -         | 999,999   | 0               | 0                | 6                | 6.0               | 1                |             |                  |
| 1,000,000            | -         | 1,249,999 | 0               | 0                | 1                | 1.0               | 0                |             |                  |
| 1,250,000            | -         | 1,499,999 | 0               | 0                | 0                | 0.0               | 0                |             |                  |
| 1,500,000            | -         | 1,999,999 | 0               | 0                | 0                | 0.0               | 0                |             |                  |
| 2,000,000            | -         | OVER      | 0               | 0                | 0                | 0.0               | 0                |             |                  |
| <b>Total</b>         |           |           | <b>1</b>        | <b>29</b>        | <b>16</b>        | <b>46</b>         | <b>548</b>       | <b>11.9</b> | <b>108</b>       |
| <b>Median Price</b>  |           |           | <b>\$53,000</b> | <b>\$118,000</b> | <b>\$227,500</b> | <b>\$135,275</b>  | <b>\$164,500</b> |             | <b>\$154,900</b> |
| <b>Average Price</b> |           |           | <b>\$53,000</b> | <b>\$124,238</b> | <b>\$245,094</b> | <b>\$164,726</b>  | <b>\$206,521</b> |             | <b>\$178,008</b> |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

## Apr-12 Statistical Report Residential, Condo, & Townhouses MONTGOMERY COUNTY

| MONTHLY SUMMARY           | April-11 |             | April-12 |             | % CHANGE |
|---------------------------|----------|-------------|----------|-------------|----------|
| New Listings              | 51       |             | 51       |             | 0%       |
| Month Inventory           | 25.1     |             | 10.0     |             | -60%     |
| % of List Price           | 87.75    |             | 94.01    |             |          |
| <b><u>Residential</u></b> |          |             |          |             |          |
| Sales                     | 11       | \$1,005,700 | 25       | \$2,433,217 | 127%     |
| Avg Sales Price           |          | \$91,427    |          | \$97,329    | 6%       |
| Median Sales Price        |          | \$80,000    |          | \$91,000    | 14%      |
| Avg Days on Market        |          | 134         |          | 172         | 28%      |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |             | Jan 12 - Apr 12 |             | % CHANGE |
|---------------------------|-----------------|-------------|-----------------|-------------|----------|
| New Listings              | 187             |             | 171             |             | -9%      |
| <b><u>Residential</u></b> |                 |             |                 |             |          |
| Sales                     | 56              | \$4,728,797 | 76              | \$7,620,399 | 36%      |
| Avg Sales Price           |                 | \$84,443    |                 | \$100,268   | 19%      |
| Median Sales Price        |                 | \$73,250    |                 | \$87,000    | 19%      |
| Avg Days on Market        |                 | 118         |                 | 129         | 9%       |

| Total Pending by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                        | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                   | 22  | 13  | 30  | 17  |     |      |      |     |      |     |     |     |
| 2011                   | 21  | 15  | 22  | 20  | 24  | 17   | 16   | 24  | 14   | 30  | 10  | 15  |
| 2010                   | 11  | 14  | 20  | 21  | 21  | 20   | 16   | 15  | 11   | 17  | 9   | 11  |

# Lexington-Bluegrass

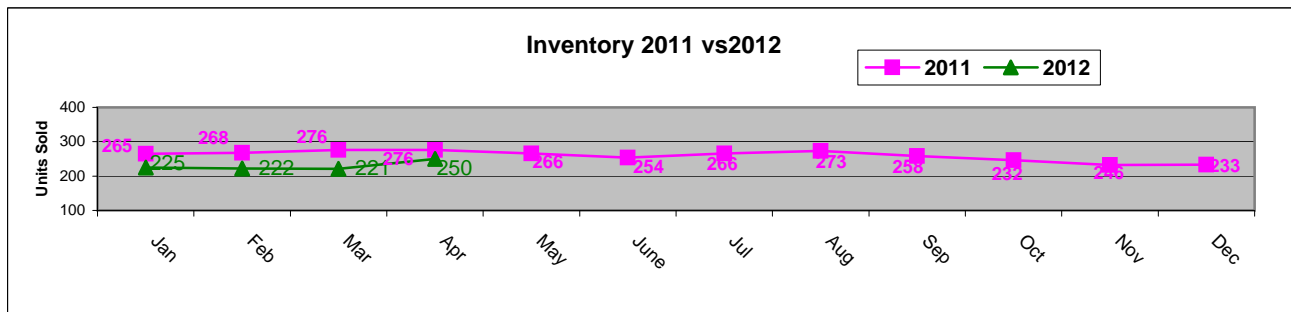
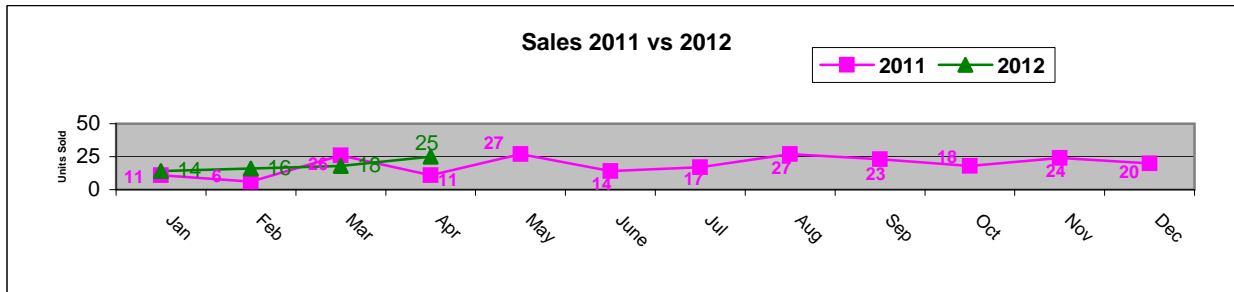
Association of Realtors®

## Single Family SALES and INVENTORY and PENDING

Apr-12

MONTGOMERY COUNTY

| Price Range          |    |           | Current Sales   |                  |                 | Current Inventory |                  |             |                  |
|----------------------|----|-----------|-----------------|------------------|-----------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm        | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 3               | 2                | 1               | 6                 | 23               | 3.8         | 7                |
| 50,000               | -  | 99,999    | 1               | 8                | 0               | 9                 | 75               | 8.3         | 9                |
| 100,000              | -  | 119,999   | 0               | 3                | 1               | 4                 | 24               | 6.0         | 0                |
| 120,000              | -  | 139,999   | 0               | 3                | 0               | 3                 | 30               | 10.0        | 4                |
| 140,000              | -  | 159,999   | 0               | 0                | 0               | 0                 | 27               | 27.0        | 1                |
| 160,000              | -  | 179,999   | 1               | 0                | 0               | 1                 | 9                | 9.0         | 1                |
| 180,000              | -  | 199,999   | 0               | 0                | 0               | 0                 | 15               | 15.0        | 2                |
| 200,000              | -  | 249,999   | 0               | 1                | 0               | 1                 | 19               | 19.0        | 1                |
| 250,000              | -  | 299,999   | 0               | 1                | 0               | 1                 | 10               | 10.0        | 1                |
| 300,000              | -  | 499,999   | 0               | 0                | 0               | 0                 | 12               | 12.0        | 1                |
| 500,000              | -  | 749,999   | 0               | 0                | 0               | 0                 | 3                | 3.0         | 0                |
| 750,000              | -  | 999,999   | 0               | 0                | 0               | 0                 | 1                | 1.0         | 1                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0               | 0                 | 0                | 0.0         | 0                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0               | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0               | 0                 | 2                | 2.0         | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0               | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |    |           | <b>5</b>        | <b>18</b>        | <b>2</b>        | <b>25</b>         | <b>250</b>       | <b>10.0</b> | <b>28</b>        |
| <b>Median Price</b>  |    |           | <b>\$38,500</b> | <b>\$95,000</b>  | <b>\$70,000</b> | <b>\$91,000</b>   | <b>\$122,000</b> |             | <b>\$81,450</b>  |
| <b>Average Price</b> |    |           | <b>\$71,030</b> | <b>\$107,670</b> | <b>\$70,000</b> | <b>\$97,329</b>   | <b>\$158,989</b> |             | <b>\$138,628</b> |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

## Apr-12 Statistical Report Residential, Condo, & Townhouses NICHOLAS COUNTY

| MONTHLY SUMMARY           | April-11 |           | April-12 |      | % CHANGE |
|---------------------------|----------|-----------|----------|------|----------|
| New Listings              |          | 8         |          | 16   | 100%     |
| Month Inventory           |          | 18.3      |          | 59.0 | 222%     |
| % of List Price           |          | 84.81     |          | 0.00 |          |
| <b><u>Residential</u></b> |          |           |          |      |          |
| Sales                     | 3        | \$309,040 |          | \$0  | 0%       |
| Avg Sales Price           |          | \$103,013 |          | \$0  | 0%       |
| Median Sales Price        |          | \$110,000 |          | \$0  | 0%       |
| Avg Days on Market        |          | 82        |          | 0    | 0%       |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |           | Jan 12 - Apr 12 |           | % CHANGE |
|---------------------------|-----------------|-----------|-----------------|-----------|----------|
| New Listings              |                 | 32        |                 | 31        | -3%      |
| <b><u>Residential</u></b> |                 |           |                 |           |          |
| Sales                     | 10              | \$711,040 | 2               | \$132,000 | -80%     |
| Avg Sales Price           |                 | \$71,104  |                 | \$66,000  | -7%      |
| Median Sales Price        |                 | \$56,770  |                 | \$66,000  | 16%      |
| Avg Days on Market        |                 | 50        |                 | 301       | 502%     |

|      | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
|------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| 2012 | 0   | 1   | 0   | 2   |     |      |      |     |      |     |     |     |
| 2011 | 0   | 3   | 2   | 4   | 6   | 9    | 5    | 5   | 1    | 2   | 3   | 1   |
| 2010 | 4   | 2   | 1   | 7   | 4   | 5    | 1    | 4   | 2    | 1   | 5   | 3   |

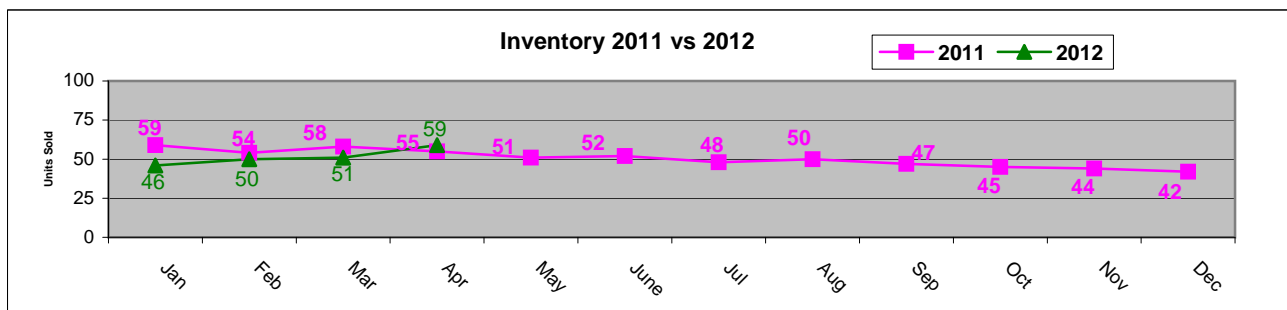
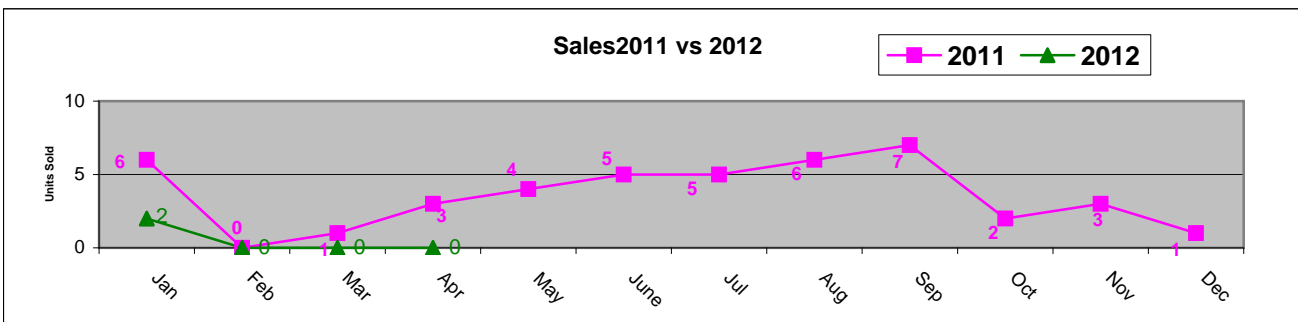
# Lexington-Bluegrass Association of Realtors®

## Single Family SALES and INVENTORY and PENDING

Apr-12

NICHOLAS COUNTY

| Price Range          |    |           | Sales      |            |            | Current Inventory |                  |             |                 |
|----------------------|----|-----------|------------|------------|------------|-------------------|------------------|-------------|-----------------|
|                      |    |           | 0-2 Bedrm  | 3 Bedrm    | 4+ Bedrm   | Total Units       | Single Units     | Months Inv. | Pending         |
| 49,999               | OR | UNDER     | 0          | 0          | 0          | 0                 | 12               | 12.0        | 0               |
| 50,000               | -  | 99,999    | 0          | 0          | 0          | 0                 | 24               | 24.0        | 1               |
| 100,000              | -  | 119,999   | 0          | 0          | 0          | 0                 | 4                | 4.0         | 0               |
| 120,000              | -  | 139,999   | 0          | 0          | 0          | 0                 | 5                | 5.0         | 1               |
| 140,000              | -  | 159,999   | 0          | 0          | 0          | 0                 | 6                | 6.0         | 0               |
| 160,000              | -  | 179,999   | 0          | 0          | 0          | 0                 | 2                | 2.0         | 0               |
| 180,000              | -  | 199,999   | 0          | 0          | 0          | 0                 | 2                | 2.0         | 0               |
| 200,000              | -  | 249,999   | 0          | 0          | 0          | 0                 | 0                | 0.0         | 0               |
| 250,000              | -  | 299,999   | 0          | 0          | 0          | 0                 | 2                | 2.0         | 0               |
| 300,000              | -  | 499,999   | 0          | 0          | 0          | 0                 | 1                | 1.0         | 0               |
| 500,000              | -  | 749,999   | 0          | 0          | 0          | 0                 | 1                | 1.0         | 0               |
| 750,000              | -  | 999,999   | 0          | 0          | 0          | 0                 | 0                | 0.0         | 0               |
| 1,000,000            | -  | 1,249,999 | 0          | 0          | 0          | 0                 | 0                | 0.0         | 0               |
| 1,250,000            | -  | 1,499,999 | 0          | 0          | 0          | 0                 | 0                | 0.0         | 0               |
| 1,500,000            | -  | 1,999,999 | 0          | 0          | 0          | 0                 | 0                | 0.0         | 0               |
| 2,000,000            | -  | OVER      | 0          | 0          | 0          | 0                 | 0                | 0.0         | 0               |
| <b>Total</b>         |    |           | <b>0</b>   | <b>0</b>   | <b>0</b>   | <b>0</b>          | <b>59</b>        | <b>59.0</b> | <b>2</b>        |
| <b>Median Price</b>  |    |           | <b>\$0</b> | <b>\$0</b> | <b>\$0</b> | <b>\$0</b>        | <b>\$82,000</b>  |             | <b>\$89,500</b> |
| <b>Average Price</b> |    |           | <b>\$0</b> | <b>\$0</b> | <b>\$0</b> | <b>\$0</b>        | <b>\$107,581</b> |             | <b>\$89,500</b> |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

## Apr-12 Statistical Report Residential, Condo, & Townhouses SCOTT COUNTY

| MONTHLY SUMMARY           | April-11 |             | April-12 |              | % CHANGE |
|---------------------------|----------|-------------|----------|--------------|----------|
| New Listings              |          | 129         |          | 120          | -7%      |
| Month Inventory           |          | 14.4        |          | 8.2          | -43%     |
| % of List Price           |          | 95.58       |          | 96.88        |          |
| <b><u>Residential</u></b> |          |             |          |              |          |
| Sales                     | 42       | \$6,750,978 | 61       | \$10,743,293 | 45%      |
| Avg Sales Price           |          | \$160,738   |          | \$176,120    | 10%      |
| Median Sales Price        |          | \$147,000   |          | \$149,000    | 1%       |
| Avg Days on Market        |          | 129         |          | 126          | -2%      |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |              | Jan 12 - Apr 12 |              | % CHANGE |
|---------------------------|-----------------|--------------|-----------------|--------------|----------|
| New Listings              |                 | 468          |                 | 472          | 1%       |
| <b><u>Residential</u></b> |                 |              |                 |              |          |
| Sales                     | 136             | \$24,787,619 | 202             | \$32,177,857 | 49%      |
| Avg Sales Price           |                 | \$182,262    |                 | \$159,296    | -13%     |
| Median Sales Price        |                 | \$155,000    |                 | \$137,700    | -11%     |
| Avg Days on Market        |                 | 124          |                 | 112          | -10%     |

| Total Pendings by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                         | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                    | 49  | 60  | 63  | 64  |     |      |      |     |      |     |     |     |
| 2011                    | 35  | 42  | 50  | 46  | 60  | 44   | 59   | 61  | 48   | 56  | 42  | 54  |
| 2010                    | 58  | 51  | 82  | 88  | 48  | 49   | 43   | 38  | 39   | 37  | 29  | 27  |

# Lexington-Bluegrass

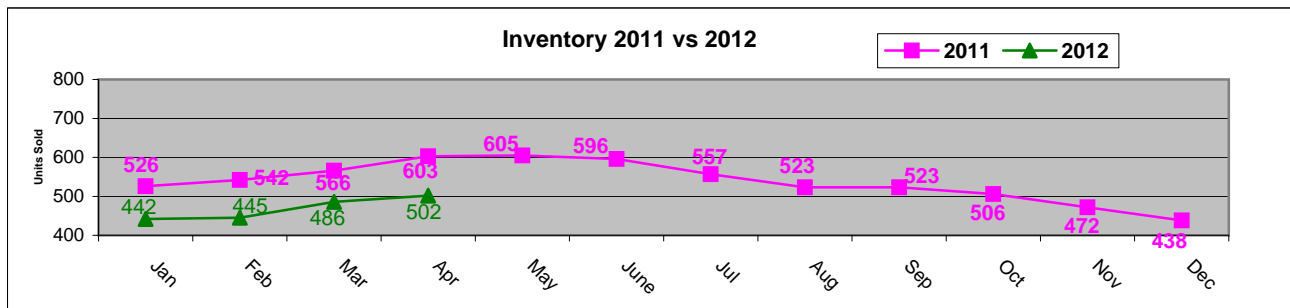
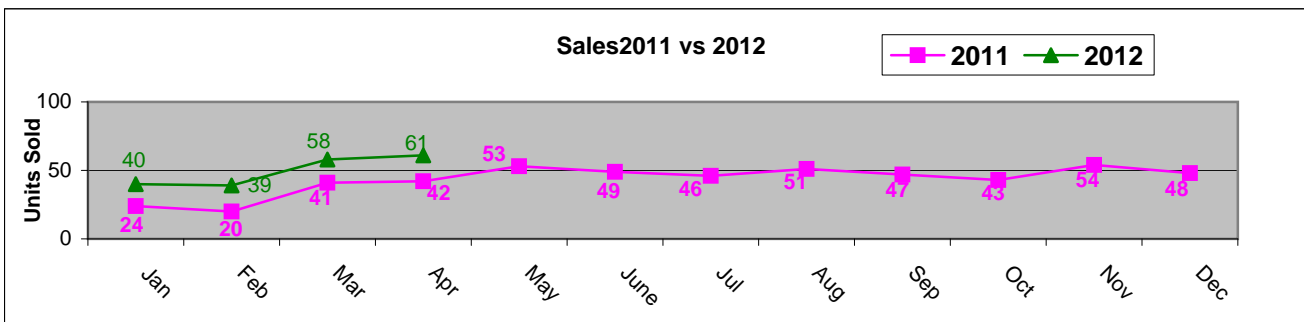
Association of Realtors®

## Single Family SALES and INVENTORY and PENDING

Apr-12

### SCOTT COUNTY

| Price Range          |    |           | Sales           |                  |                  | Current Inventory |                  |             |                  |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
|                      |    |           | 0-2 Bedrm       | 3 Bedrm          | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999               | OR | UNDER     | 1               | 1                | 1                | 3                 | 8                | 2.7         | 1                |
| 50,000               | -  | 99,999    | 1               | 2                | 0                | 3                 | 24               | 8.0         | 20               |
| 100,000              | -  | 119,999   | 0               | 7                | 3                | 10                | 51               | 5.1         | 14               |
| 120,000              | -  | 139,999   | 0               | 7                | 2                | 9                 | 57               | 6.3         | 26               |
| 140,000              | -  | 159,999   | 1               | 5                | 4                | 10                | 74               | 7.4         | 15               |
| 160,000              | -  | 179,999   | 0               | 5                | 2                | 7                 | 57               | 8.1         | 9                |
| 180,000              | -  | 199,999   | 0               | 1                | 0                | 1                 | 33               | 33.0        | 12               |
| 200,000              | -  | 249,999   | 0               | 2                | 5                | 7                 | 48               | 6.9         | 21               |
| 250,000              | -  | 299,999   | 0               | 2                | 4                | 6                 | 45               | 7.5         | 12               |
| 300,000              | -  | 499,999   | 0               | 1                | 4                | 5                 | 87               | 17.4        | 12               |
| 500,000              | -  | 749,999   | 0               | 0                | 0                | 0                 | 17               | 17.0        | 0                |
| 750,000              | -  | 999,999   | 0               | 0                | 0                | 0                 | 1                | 1.0         | 0                |
| 1,000,000            | -  | 1,249,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,250,000            | -  | 1,499,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 1,500,000            | -  | 1,999,999 | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| 2,000,000            | -  | OVER      | 0               | 0                | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>         |    |           | <b>3</b>        | <b>33</b>        | <b>25</b>        | <b>61</b>         | <b>502</b>       | <b>8.2</b>  | <b>142</b>       |
| <b>Median Price</b>  |    |           | <b>\$93,500</b> | <b>\$139,000</b> | <b>\$204,000</b> | <b>\$149,000</b>  | <b>\$174,900</b> |             | <b>\$151,250</b> |
| <b>Average Price</b> |    |           | <b>\$83,167</b> | <b>\$150,737</b> | <b>\$220,779</b> | <b>\$176,120</b>  | <b>\$219,192</b> |             | <b>\$177,713</b> |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

## Apr-12 Statistical Report Residential, Condo, & Townhouses WOODFORD COUNTY

| MONTHLY SUMMARY           | April-11 |             | April-12 |             | % CHANGE |
|---------------------------|----------|-------------|----------|-------------|----------|
| New Listings              | 62       |             | 43       |             | -31%     |
| Month Inventory           | 13.8     |             | 9.6      |             | -30%     |
| % of List Price           | 97.83    |             | 97.94    |             |          |
| <b><u>Residential</u></b> |          |             |          |             |          |
| Sales                     | 18       | \$2,847,180 | 21       | \$3,752,348 | 17%      |
| Avg Sales Price           |          | \$158,177   |          | \$178,683   | 13%      |
| Median Sales Price        |          | \$151,616   |          | \$148,000   | -2%      |
| Avg Days on Market        |          | 86          |          | 109         | 27%      |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |             | Jan 12 - Apr 12 |             | % CHANGE |
|---------------------------|-----------------|-------------|-----------------|-------------|----------|
| New Listings              | 181             |             | 156             |             | -14%     |
| <b><u>Residential</u></b> |                 |             |                 |             |          |
| Sales                     | 59              | \$9,043,776 | 62              | \$9,925,697 | 5%       |
| Avg Sales Price           |                 | \$153,284   |                 | \$160,092   | 4%       |
| Median Sales Price        |                 | \$147,500   |                 | \$148,950   | 1%       |
| Avg Days on Market        |                 | 93          |                 | 101         | 9%       |

| Total Pending by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                        | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                   | 17  | 21  | 14  | 23  |     |      |      |     |      |     |     |     |
| 2011                   | 10  | 15  | 24  | 14  | 26  | 20   | 17   | 21  | 21   | 27  | 14  | 6   |
| 2010                   | 18  | 20  | 39  | 22  | 14  | 22   | 18   | 27  | 15   | 19  | 16  | 12  |



# Lexington-Bluegrass

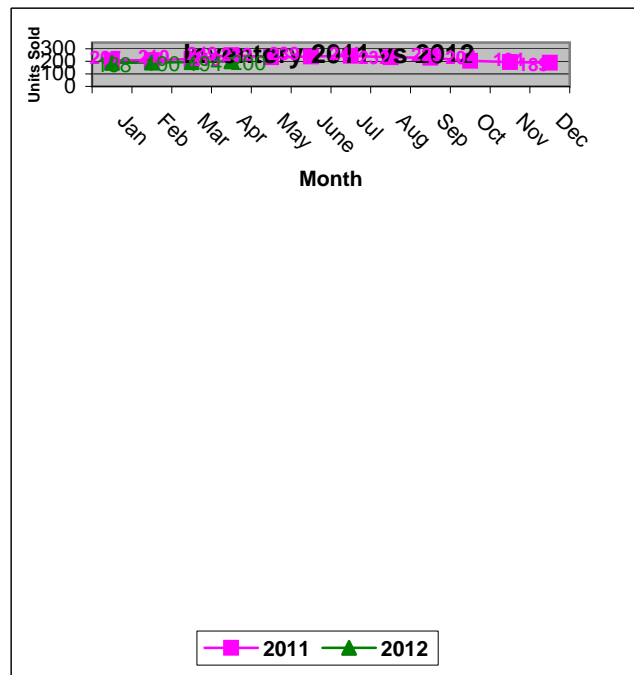
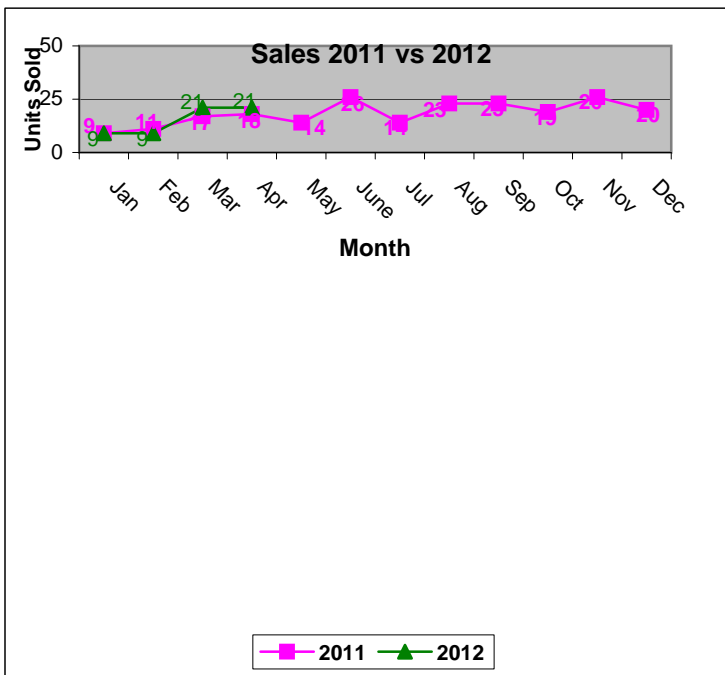
Association of Realtors<sup>®</sup>

## Single Family SALES and INVENTORY and PENDING

Apr-12

WOODFORD COUNTY

| Price Range          |    |           | Sales        |                  |                  | Current Inventory |                  |                |                  |
|----------------------|----|-----------|--------------|------------------|------------------|-------------------|------------------|----------------|------------------|
|                      |    |           | 0-2<br>Bedrm | 3<br>Bedrm       | 4+<br>Bedrm      | Total<br>Units    | Single<br>Units  | Months<br>Inv. | Pending          |
| 49,999               | OR | UNDER     | 0            | 1                | 0                | 1                 | 1                | 1.0            | 1                |
| 50,000               | -  | 99,999    | 0            | 2                | 1                | 3                 | 26               | 8.7            | 4                |
| 100,000              | -  | 119,999   | 0            | 2                | 0                | 2                 | 14               | 7.0            | 2                |
| 120,000              | -  | 139,999   | 0            | 3                | 0                | 3                 | 10               | 3.3            | 6                |
| 140,000              | -  | 159,999   | 0            | 0                | 2                | 2                 | 13               | 6.5            | 4                |
| 160,000              | -  | 179,999   | 0            | 0                | 0                | 0                 | 9                | 9.0            | 3                |
| 180,000              | -  | 199,999   | 0            | 0                | 0                | 0                 | 17               | 17.0           | 2                |
| 200,000              | -  | 249,999   | 0            | 2                | 4                | 6                 | 35               | 5.8            | 16               |
| 250,000              | -  | 299,999   | 0            | 0                | 2                | 2                 | 27               | 13.5           | 4                |
| 300,000              | -  | 499,999   | 0            | 0                | 2                | 2                 | 26               | 13.0           | 2                |
| 500,000              | -  | 749,999   | 0            | 0                | 0                | 0                 | 10               | 10.0           | 1                |
| 750,000              | -  | 999,999   | 0            | 0                | 0                | 0                 | 7                | 7.0            | 0                |
| 1,000,000            | -  | 1,249,999 | 0            | 0                | 0                | 0                 | 1                | 1.0            | 0                |
| 1,250,000            | -  | 1,499,999 | 0            | 0                | 0                | 0                 | 1                | 1.0            | 0                |
| 1,500,000            | -  | 1,999,999 | 0            | 0                | 0                | 0                 | 3                | 3.0            | 0                |
| 2,000,000            | -  | OVER      | 0            | 0                | 0                | 0                 | 1                | 1.0            | 0                |
| <b>Total</b>         |    |           | <b>0</b>     | <b>10</b>        | <b>11</b>        | <b>21</b>         | <b>201</b>       | <b>9.6</b>     | <b>45</b>        |
| <b>Median Price</b>  |    |           | <b>\$0</b>   | <b>\$121,150</b> | <b>\$219,900</b> | <b>\$148,000</b>  | <b>\$214,950</b> |                | <b>\$204,950</b> |
| <b>Average Price</b> |    |           | <b>\$0</b>   | <b>\$125,995</b> | <b>\$226,581</b> | <b>\$178,683</b>  | <b>\$305,817</b> |                | <b>\$198,417</b> |



# Lexington-Bluegrass

Association of Realtors<sup>®</sup>

Apr-12

## Statistical Report Residential, Condo, & Townhouses

### OTHER COUNTIES

| MONTHLY SUMMARY           | April-11 |             | April-12 |             | % CHANGE |
|---------------------------|----------|-------------|----------|-------------|----------|
| New Listings              | 167      |             | 133      |             | -20%     |
| Month Inventory           | 11.3     |             | 12.5     |             | 11%      |
| % of List Price           | 92.61    |             | 93.96    |             |          |
| <b><u>Residential</u></b> |          |             |          |             |          |
| Sales                     | 76       | \$7,306,290 | 53       | \$4,590,545 | -30%     |
| Avg Sales Price           |          | \$96,135    |          | \$86,614    | -10%     |
| Median Sales Price        |          | \$88,250    |          | \$82,909    | -6%      |
| Avg Days on Market        |          | 144         |          | 110         | -24%     |

| CUMMULATIVE SUMMARY       | Jan 11 - Apr 11 |              | Jan 12 - Apr 12 |              | % CHANGE |
|---------------------------|-----------------|--------------|-----------------|--------------|----------|
| New Listings              | 590             |              | 509             |              | -14%     |
| <b><u>Residential</u></b> |                 |              |                 |              |          |
| Sales                     | 219             | \$21,934,435 | 218             | \$20,375,426 | 0%       |
| Avg Sales Price           |                 | \$100,157    |                 | \$93,465     | -7%      |
| Median Sales Price        |                 | \$89,900     |                 | \$70,000     | -22%     |
| Avg Days on Market        |                 | 124          |                 | 118          | -5%      |

| Total Pendings by Month |     |     |     |     |     |      |      |     |      |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
|                         | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012                    | 57  | 61  | 51  | 72  |     |      |      |     |      |     |     |     |
| 2011                    | 51  | 48  | 67  | 61  | 66  | 62   | 60   | 74  | 51   | 56  | 55  | 54  |
| 2010                    | 50  | 46  | 53  | 74  | 47  | 62   | 60   | 50  | 48   | 41  | 37  | 40  |

# Lexington-Bluegrass

Association of Realtors®

## Single Family SALES and INVENTORY and PENDING

Apr-12

OTHER COUNTIES

| Price Range           | Sales           |                 |                  | Current Inventory |                  |             |                  |
|-----------------------|-----------------|-----------------|------------------|-------------------|------------------|-------------|------------------|
|                       | 0-2 Bedrm       | 3 Bedrm         | 4+ Bedrm         | Total Units       | Single Units     | Months Inv. | Pending          |
| 49,999 OR UNDER       | 3               | 10              | 4                | 17                | 45               | 2.6         | 38               |
| 50,000 - 99,999       | 4               | 10              | 3                | 17                | 175              | 10.3        | 41               |
| 100,000 - 119,999     | 1               | 3               | 0                | 4                 | 48               | 12.0        | 7                |
| 120,000 - 139,999     | 0               | 5               | 3                | 8                 | 75               | 9.4         | 9                |
| 140,000 - 159,999     | 0               | 1               | 1                | 2                 | 55               | 27.5        | 6                |
| 160,000 - 179,999     | 0               | 2               | 1                | 3                 | 38               | 12.7        | 8                |
| 180,000 - 199,999     | 0               | 0               | 0                | 0                 | 34               | 34.0        | 9                |
| 200,000 - 249,999     | 0               | 0               | 1                | 1                 | 58               | 58.0        | 4                |
| 250,000 - 299,999     | 0               | 0               | 1                | 1                 | 42               | 42.0        | 2                |
| 300,000 - 499,999     | 0               | 0               | 0                | 0                 | 59               | 59.0        | 4                |
| 500,000 - 749,999     | 0               | 0               | 0                | 0                 | 19               | 19.0        | 3                |
| 750,000 - 999,999     | 0               | 0               | 0                | 0                 | 9                | 9.0         | 0                |
| 1,000,000 - 1,249,999 | 0               | 0               | 0                | 0                 | 3                | 3.0         | 0                |
| 1,250,000 - 1,499,999 | 0               | 0               | 0                | 0                 | 1                | 1.0         | 0                |
| 1,500,000 - 1,999,999 | 0               | 0               | 0                | 0                 | 1                | 1.0         | 0                |
| 2,000,000 OVER        | 0               | 0               | 0                | 0                 | 0                | 0.0         | 0                |
| <b>Total</b>          | <b>8</b>        | <b>31</b>       | <b>14</b>        | <b>53</b>         | <b>662</b>       | <b>12.5</b> | <b>131</b>       |
| <b>Median Price</b>   | <b>\$50,750</b> | <b>\$82,909</b> | <b>\$112,250</b> | <b>\$82,909</b>   | <b>\$139,500</b> |             | <b>\$73,900</b>  |
| <b>Average Price</b>  | <b>\$53,163</b> | <b>\$80,590</b> | <b>\$119,067</b> | <b>\$86,614</b>   | <b>\$189,290</b> |             | <b>\$115,754</b> |

