

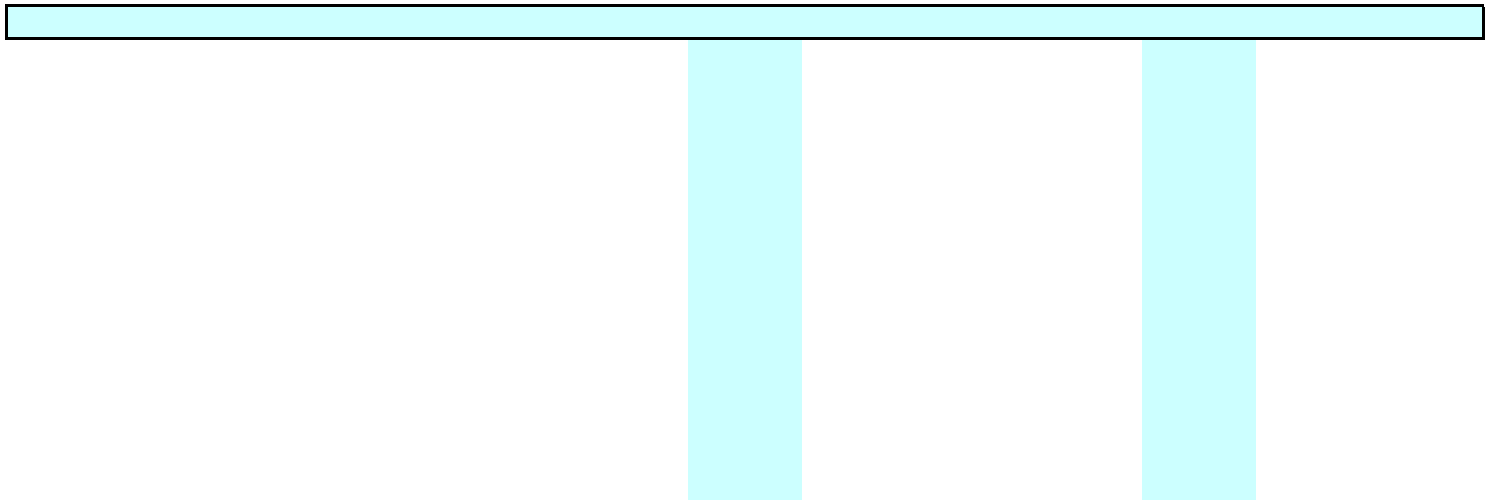
Lexington-Bluegrass

Association of Realtors®

Jan-12

Statistical Report Residential Condo, & Townhouses

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------------|------------|--------------|------------|--------------|----------|
| New Listings | | 1192 | | 1211 | 2% |
| Month Inventory | | 18.2 | | 14.0 | -23% |
| % of List Price | | 94.19 | | 95.20 | 1% |
| <u>Residential</u> | | | | | |
| Sales | 306 | \$46,311,300 | 384 | \$58,299,875 | 25% |
| Avg Sales Price | | \$151,344 | | \$151,823 | 0% |
| Median Sales Price | | \$126,900 | | \$127,500 | 0% |
| Avg Days on Market | | 143 | | 101 | -29% |
| <u>Townhouses/Condos</u> | | | | | |
| Sales | 22 | \$3,510,800 | 16 | \$2,660,529 | -27% |
| Avg Sales Price | | \$159,582 | | \$166,283 | 4% |
| Median Sales Price | | \$112,750 | | \$130,000 | 15% |
| Avg Days on Market | | 159 | | 90 | -43% |
| Total Activity | 328 | \$49,822,100 | 400 | \$60,960,404 | 22% |



| Total Active by Month | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 5611 | | | | | | | | | | | |
| 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 Pending by Month | | | | | | | | | | | | |
|------------------------|-----|-----|-----|------|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 556 | | | | | | | | | | | |
| 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 | | | | | | | | | | | |
| 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 |

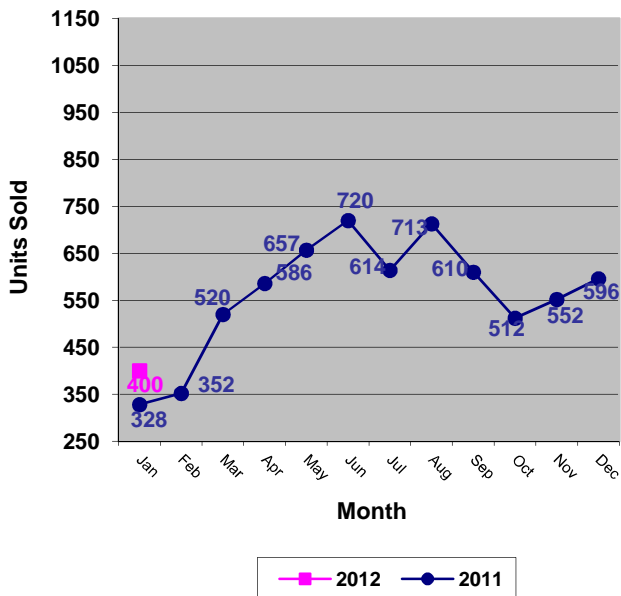
Lexington-Bluegrass

Association of Realtors®

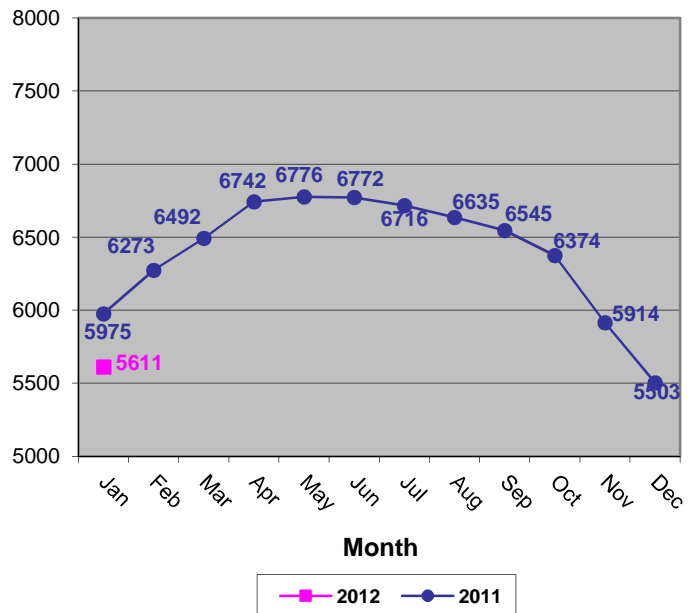
All Residential SALES and INVENTORY with PENDING

| Jan-12 | | | | | | | Current | Current | Current | Jan |
|----------------------|----|-----------|-----------------|------------------|------------------|------------------|------------------|-------------|------------------|------------|
| | | | | | | Sales | Inventory | Inventory | Pending | |
| Price Range | | | 0-2 | 3 | 4+ | Total | Single | Months | Single | Single |
| | | | Bedrm | Bedrm | Bedrm | Units | Units | Inv. | Units | Units |
| 49,999 | OR | UNDER | 19 | 27 | 8 | 54 | 210 | 3.9 | 79 | 61 |
| 50,000 | - | 99,999 | 18 | 58 | 14 | 90 | 946 | 10.5 | 190 | 121 |
| 100,000 | - | 119,999 | 3 | 34 | 3 | 40 | 484 | 12.1 | 97 | 59 |
| 120,000 | - | 139,999 | 3 | 31 | 7 | 41 | 715 | 17.4 | 130 | 66 |
| 140,000 | - | 159,999 | 1 | 24 | 7 | 32 | 549 | 17.2 | 90 | 56 |
| 160,000 | - | 179,999 | 1 | 21 | 8 | 30 | 391 | 13.0 | 61 | 34 |
| 180,000 | - | 199,999 | 0 | 10 | 9 | 19 | 328 | 17.3 | 82 | 36 |
| 200,000 | - | 249,999 | 0 | 11 | 19 | 30 | 573 | 19.1 | 101 | 61 |
| 250,000 | - | 299,999 | 1 | 9 | 22 | 32 | 420 | 13.1 | 57 | 20 |
| 300,000 | - | 499,999 | 0 | 4 | 23 | 27 | 627 | 23.2 | 59 | 32 |
| 500,000 | - | 749,999 | 0 | 0 | 4 | 4 | 186 | 46.5 | 17 | 8 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 101 | 101.0 | 5 | 1 |
| 1,000,000 | - | 1,249,999 | 0 | 0 | 1 | 1 | 20 | 20.0 | 3 | 1 |
| 1,250,000 | - | 1,499,999 | 0 | 0 | 0 | 0 | 18 | 18.0 | 0 | 0 |
| 1,500,000 | - | 1,999,999 | 0 | 0 | 0 | 0 | 27 | 27.0 | 0 | 0 |
| 2,000,000 | - | OVER | 0 | 0 | 0 | 0 | 16 | 16.0 | 0 | 0 |
| Total | | | 46 | 229 | 125 | 400 | 5611 | 14.0 | 971 | 556 |
| Median Price | | | \$71,950 | \$117,000 | \$210,000 | \$128,000 | \$159,000 | | \$139,900 | |
| Average Price | | | \$71,553 | \$123,812 | \$233,816 | \$152,179 | \$228,363 | | \$168,947 | |

Sales 11 vs 12



Inventory 11 vs 12



Lexington-Bluegrass

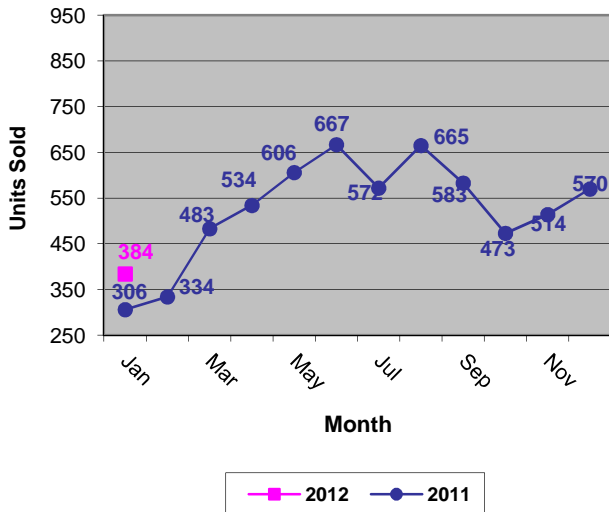
Association of Realtors[®]

Single Family SALES and INVENTORY and PENDING

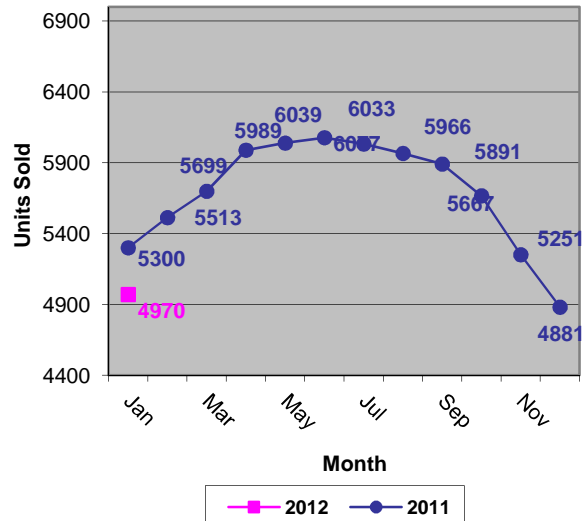
Jan-12

| Price Range | | | Sales | | | Current Inventory | | | |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
| | | | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | Months Inv. | Pending |
| 49,999 | OR | UNDER | 19 | 27 | 8 | 54 | 190 | 3.5 | 78 |
| 50,000 | - | 99,999 | 16 | 56 | 14 | 86 | 774 | 9.0 | 170 |
| 100,000 | - | 119,999 | 2 | 34 | 3 | 39 | 434 | 11.1 | 91 |
| 120,000 | - | 139,999 | 1 | 30 | 7 | 38 | 626 | 16.5 | 122 |
| 140,000 | - | 159,999 | 1 | 23 | 7 | 31 | 504 | 16.3 | 85 |
| 160,000 | - | 179,999 | 0 | 21 | 8 | 29 | 355 | 12.2 | 56 |
| 180,000 | - | 199,999 | 0 | 7 | 9 | 16 | 284 | 17.8 | 71 |
| 200,000 | - | 249,999 | 0 | 10 | 19 | 29 | 514 | 17.7 | 97 |
| 250,000 | - | 299,999 | 1 | 8 | 22 | 31 | 350 | 11.3 | 55 |
| 300,000 | - | 499,999 | 0 | 4 | 22 | 26 | 575 | 22.1 | 53 |
| 500,000 | - | 749,999 | 0 | 0 | 4 | 4 | 183 | 45.8 | 17 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 100 | 100.0 | 5 |
| 1,000,000 | - | 1,249,999 | 0 | 0 | 1 | 1 | 20 | 20.0 | 3 |
| 1,250,000 | - | 1,499,999 | 0 | 0 | 0 | 0 | 18 | 18.0 | 0 |
| 1,500,000 | - | 1,999,999 | 0 | 0 | 0 | 0 | 27 | 27.0 | 0 |
| 2,000,000 | - | OVER | 0 | 0 | 0 | 0 | 16 | 16.0 | 0 |
| Total | | | 40 | 220 | 124 | 384 | 4970 | 12.9 | 903 |
| Median Price | | | \$59,150 | \$116,000 | \$209,651 | \$127,500 | \$159,900 | | \$139,900 |
| Average Price | | | \$64,761 | \$122,147 | \$232,557 | \$151,823 | \$236,008 | | \$169,327 |

Sales 11 vs 12



Inventory 11 vs 12



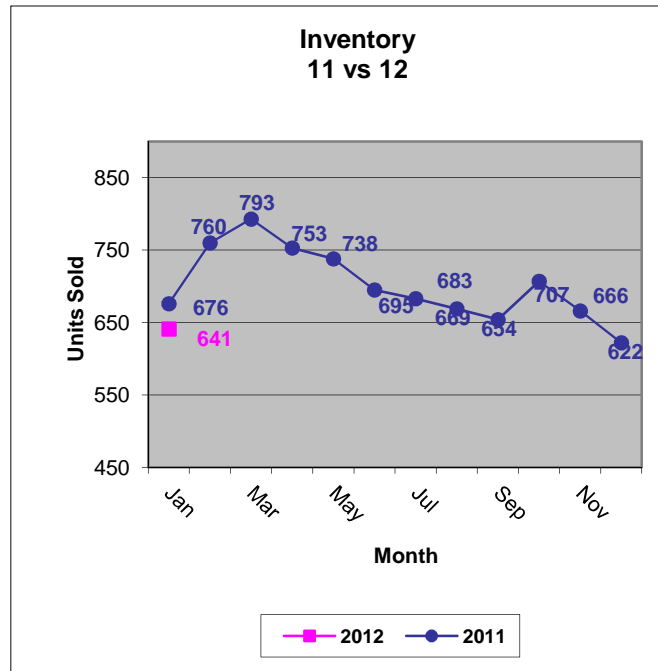
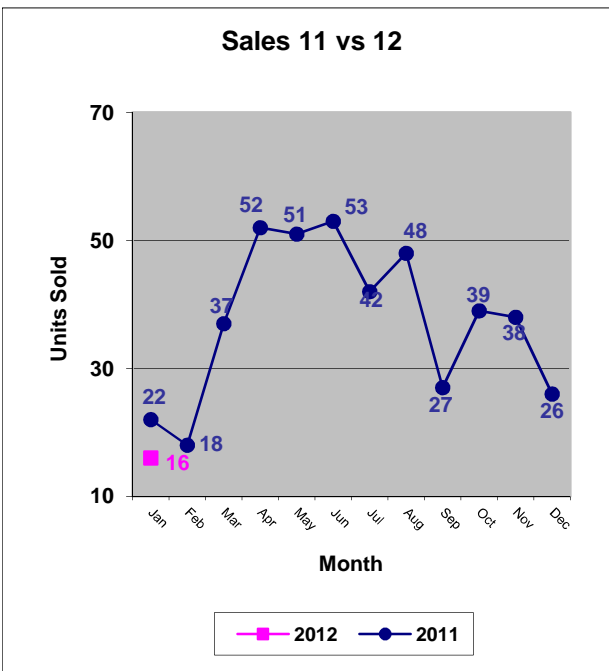
Lexington-Bluegrass

Association of Realtors®

Townhouse and Condo SALES and INVENTORY and PENDING

Jan-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 | 20 | 20.0 | 1 |
| 50,000 | - 99,999 | 2 | 2 | 0 | 4 | 172 | 43.0 | 20 |
| 100,000 | - 119,999 | 1 | 0 | 0 | 1 | 50 | 50.0 | 6 |
| 120,000 | - 139,999 | 2 | 1 | 0 | 3 | 89 | 29.7 | 8 |
| 140,000 | - 159,999 | 0 | 1 | 0 | 1 | 45 | 45.0 | 5 |
| 160,000 | - 179,999 | 1 | 0 | 0 | 1 | 36 | 36.0 | 5 |
| 180,000 | - 199,999 | 0 | 3 | 0 | 3 | 44 | 14.7 | 11 |
| 200,000 | - 249,999 | 0 | 1 | 0 | 1 | 59 | 59.0 | 4 |
| 250,000 | - 299,999 | 0 | 1 | 0 | 1 | 70 | 70.0 | 2 |
| 300,000 | - 499,999 | 0 | 0 | 1 | 1 | 52 | 52.0 | 6 |
| 500,000 | - 749,999 | 0 | 0 | 0 | 0 | 3 | 3.0 | 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 |
| Total | | 6 | 9 | 1 | 16 | 641 | 40.1 | 68 |
| Median Price | | \$116,000 | \$185,000 | \$390,000 | \$141,500 | \$139,900 | | \$136,350 |
| Average Price | | \$116,833 | \$164,503 | \$390,000 | \$160,721 | \$169,090 | | \$163,895 |



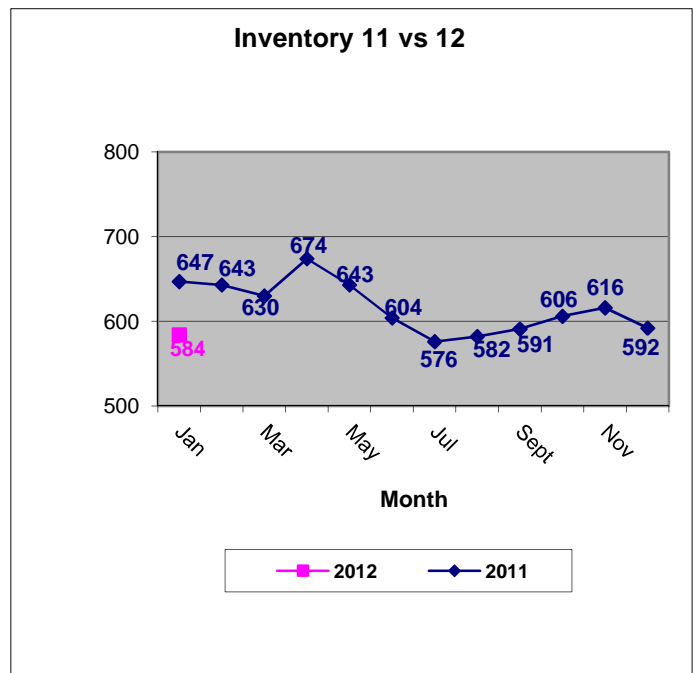
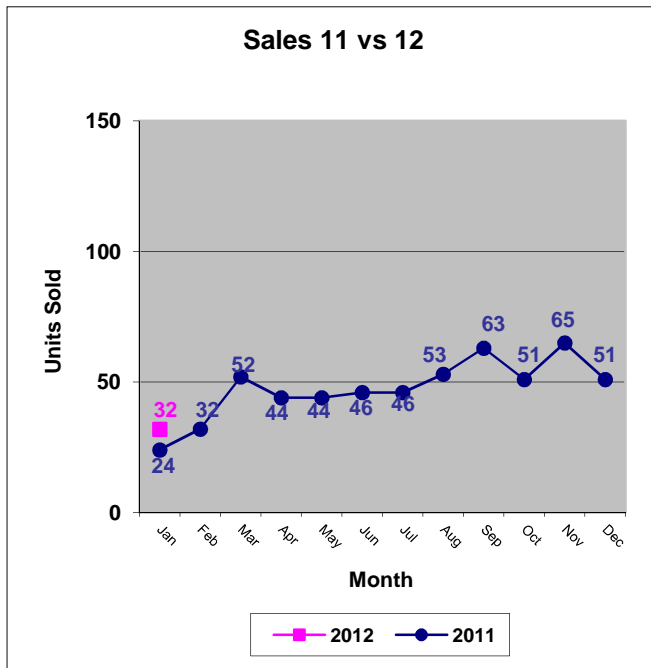
Lexington-Bluegrass

Association of Realtors®

New Construction SALES and INVENTORY and PENDING

Jan-12

| Price Range | Sales | | | Current Inventory | | Months Inv. | Pending |
|-----------------------|------------|------------------|------------------|-------------------|------------------|-------------|------------------|
| | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | | |
| 49,999 OR UNDER | 0 | 0 | 0 | 0 | 2 | 2.0 | 0 |
| 50,000 - 99,999 | 0 | 0 | 0 | 0 | 9 | 9.0 | 2 |
| 100,000 - 119,999 | 0 | 2 | 0 | 2 | 28 | 14.0 | 12 |
| 120,000 - 139,999 | 0 | 3 | 0 | 3 | 81 | 27.0 | 12 |
| 140,000 - 159,999 | 0 | 2 | 0 | 2 | 63 | 31.5 | 17 |
| 160,000 - 179,999 | 0 | 1 | 0 | 1 | 42 | 42.0 | 14 |
| 180,000 - 199,999 | 0 | 1 | 2 | 3 | 60 | 20.0 | 24 |
| 200,000 - 249,999 | 0 | 4 | 5 | 9 | 122 | 13.6 | 44 |
| 250,000 - 299,999 | 0 | 3 | 6 | 9 | 70 | 7.8 | 20 |
| 300,000 - 499,999 | 0 | 2 | 1 | 3 | 58 | 19.3 | 19 |
| 500,000 - 749,999 | 0 | 0 | 0 | 0 | 36 | 36.0 | 5 |
| 750,000 - 999,999 | 0 | 0 | 0 | 0 | 9 | 9.0 | 1 |
| 1,000,000 - 1,249,999 | 0 | 0 | 0 | 0 | 1 | 1.0 | 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 | 0 |
| 2,000,000 - OVER | 0 | 0 | 0 | 0 | 1 | 1.0 | 0 |
| Total | 0 | 18 | 14 | 32 | 584 | 18.3 | 171 |
| Median Price | \$0 | \$205,250 | \$249,696 | \$238,888 | \$204,885 | | \$204,900 |
| Average Price | \$0 | \$203,635 | \$256,896 | \$226,937 | \$254,925 | | \$236,408 |

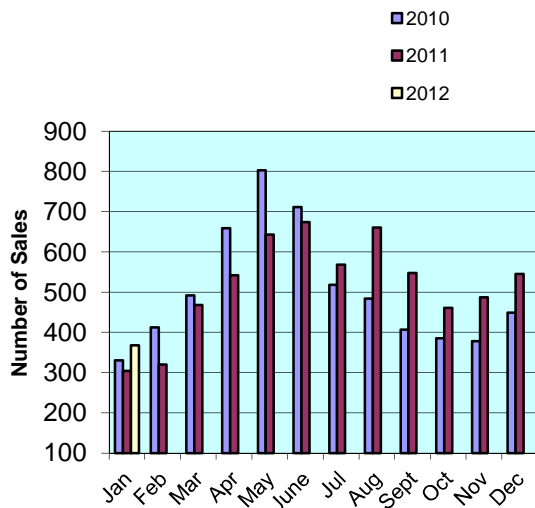


Existing Homes Sales

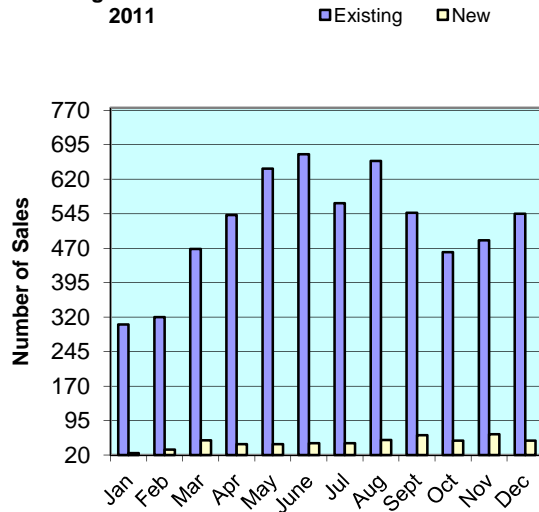
| | <u>2010</u> | <u>2011</u> | <u>2012</u> |
|------|-------------|-------------|-------------|
| Jan | 330 | 304 | 368 |
| Feb | 412 | 320 | |
| Mar | 492 | 468 | |
| Apr | 659 | 542 | |
| May | 803 | 643 | |
| June | 711 | 674 | |
| Jul | 518 | 568 | |
| Aug | 484 | 660 | |
| Sept | 407 | 547 | |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

New Construction Sales

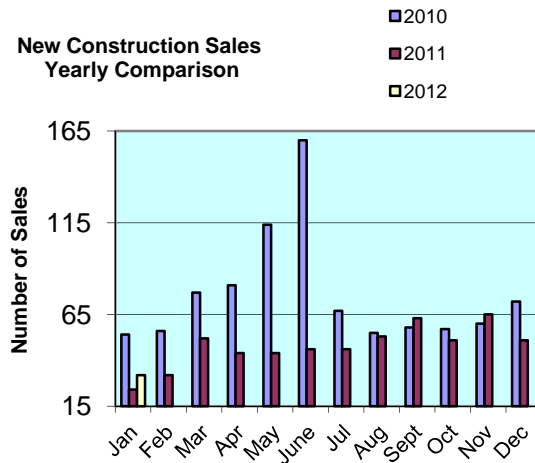
| | <u>2010</u> | <u>2011</u> | <u>2012</u> |
|------|-------------|-------------|-------------|
| Jan | 54 | 24 | 32 |
| Feb | 56 | 32 | |
| Mar | 77 | 52 | |
| Apr | 81 | 44 | |
| May | 114 | 44 | |
| June | 160 | 46 | |
| Jul | 67 | 46 | |
| Aug | 55 | 53 | |
| Sept | 58 | 63 | |
| Oct | 57 | 51 |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



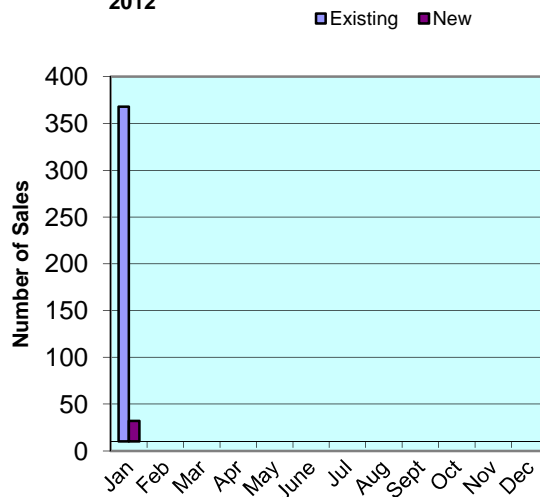
Existing vs New Sales 2011



New Construction Sales Yearly Comparison



Existing vs New Sales 2012



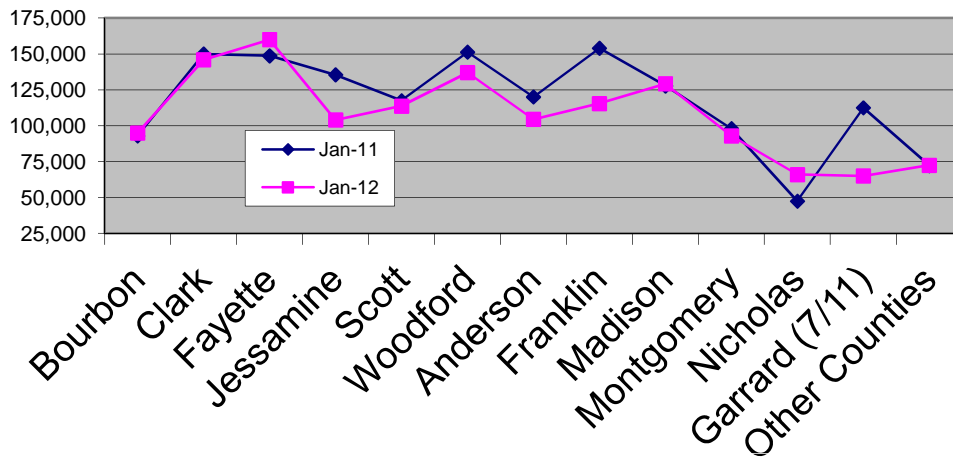
Median Price by County

| <u>County</u> | Jan-11 | | Jan-12 | |
|----------------|---------------------------|--------------|---------------------------|--------------|
| | <u>median sales price</u> | <u>Total</u> | <u>median sales price</u> | <u>Total</u> |
| Bourbon | 93,000 | 10 | 95,000 | 9 |
| Clark | 150,000 | 9 | 146,000 | 9 |
| Fayette | 148,750 | 136 | 160,000 | 167 |
| Jessamine | 135,500 | 21 | 104,000 | 27 |
| Scott | 117,500 | 24 | 113,700 | 40 |
| Woodford | 151,250 | 8 | 137,000 | 9 |
| Anderson | 120,075 | 12 | 104,500 | 10 |
| Franklin | 154,000 | 19 | 115,500 | 24 |
| Madison | 127,800 | 28 | 129,250 | 38 |
| Montgomery | 98,000 | 11 | 93,000 | 14 |
| Nicholas | 47,500 | 6 | 66,000 | 2 |
| Garrard (7/11) | 112,500 | 5 | 65,000 | 9 |
| Other Counties | 72,250 | <u>39</u> | 72,500 | <u>42</u> |
| | | 328 | | 400 |



Median Price by County

Jan 11 vs Jan 12 Median



Lexington-Bluegrass

Association of Realtors™

Jan-12

Statistical Report Residential Condo, & Townhouses

Financing of Sales

| | | | | | | | |
|------|-----|---------------|---|--------------|---|---------------|----|
| CASH | 113 | FmHA | 2 | LA-Fixed | 0 | Owner Finance | 1 |
| CONV | 166 | FLB | 0 | L/A-Variable | 0 | VA | 12 |
| EXCH | 0 | FNMA | 0 | L/A + 2nd | 0 | Wrap Around | 1 |
| FHA | 67 | L/A Escalated | 0 | SBA | 0 | Other | 38 |

Other Statistics

| | Fayette | Anderson | Bourbon | Clark | Franklin | Jess | Madison | Montg | Nicholas | Scott | Woodford | Others | TOTAL |
|-----------------------|---------|----------|---------|-------|----------|------|---------|-------|----------|-------|----------|--------|-------|
| Out of County Buyer | 39 | 3 | 0 | 4 | 2 | 10 | 7 | 5 | 0 | 12 | 3 | 10 | 95 |
| Out of State Buyer | 19 | 1 | 0 | 0 | 2 | 3 | 2 | 1 | 0 | 2 | 2 | 3 | 35 |
| Seller Leaving County | 53 | 2 | 1 | 1 | 3 | 8 | 7 | 2 | 1 | 8 | 3 | 8 | 97 |
| Seller leaving State | 35 | 0 | 0 | 1 | 2 | 2 | 3 | 0 | 1 | 4 | 2 | 3 | 53 |
| New Construction | 19 | 1 | 0 | 0 | 1 | 1 | 3 | 1 | 0 | 5 | 0 | 1 | 32 |
| First Time Buyer | 31 | 3 | 4 | 1 | 4 | 5 | 4 | 3 | 0 | 9 | 3 | 10 | 77 |
| Listing FSBO | 5 | 0 | 0 | 0 | 1 | 1 | 1 | 2 | 0 | 2 | 1 | 1 | 14 |
| YDT Listing FSBO | 5 | 0 | 0 | 0 | 1 | 1 | 1 | 2 | 0 | 2 | 1 | 1 | 14 |

Lexington-Bluegrass

Association of Realtors®

Jan-12

Statistical Report Residential, Condo, & Townhouses

ANDERSON COUNTY

| MONTHLY SUMMARY | January-11 | January-12 | % CHANGE |
|-----------------|------------|------------|----------|
| New Listings | 28 | 38 | 36% |
| Month Inventory | 16.1 | 18.5 | 15% |
| % of List Price | 97.67 | 95.41 | |

Residential

| | | | | | |
|--------------------|----|-------------|----|-------------|------|
| Sales | 12 | \$1,457,416 | 10 | \$1,104,650 | -17% |
| Avg Sales Price | | \$121,451 | | \$110,465 | -9% |
| Median Sales Price | | \$120,075 | | \$104,500 | -13% |
| Avg Days on Market | | 130 | | 142 | 9% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2011 | 13 | | | | | | | | | | | |
| 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

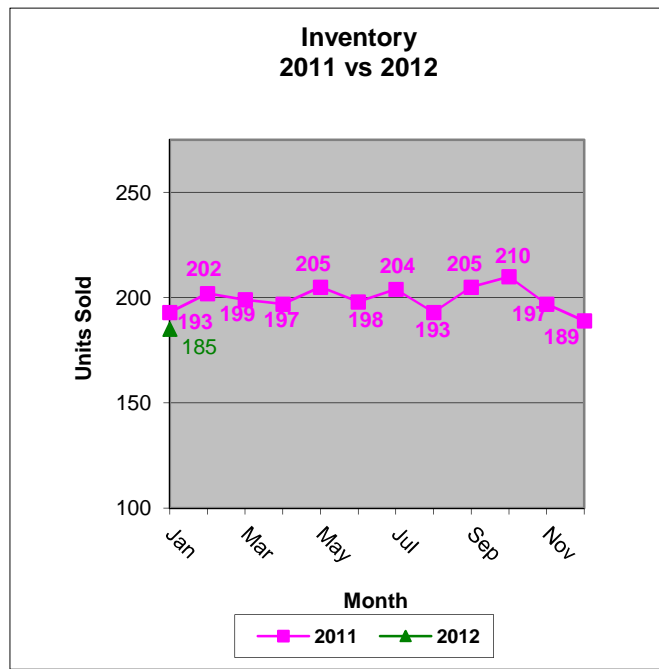
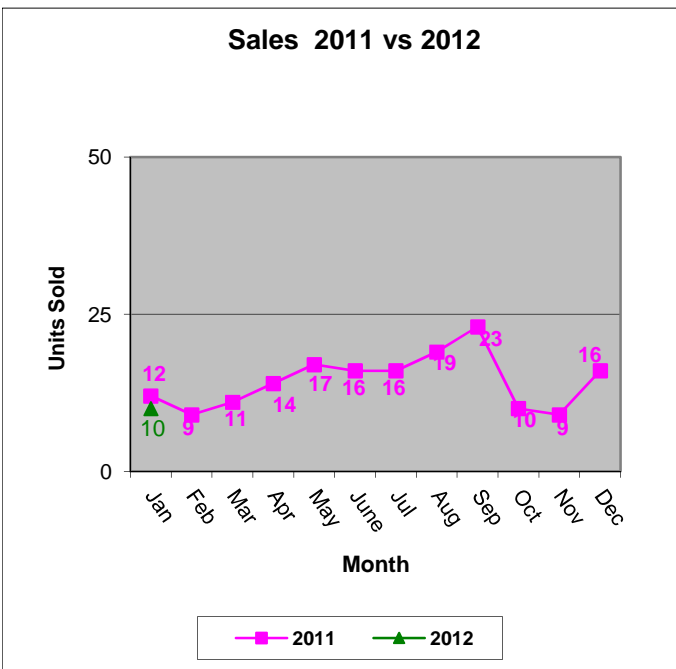
Association of Realtors®

Single Family SALES and INVENTORY and PENDING

Jan-12

ANDERSON COUNTY

| Price Range | | | Sales | | | Current Inventory | | Pending | |
|----------------------|-------------|--|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
| | | | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | | Months Inv. |
| 49,999 | OR UNDER | | 1 | 0 | 1 | 2 | 4 | 2.0 | 3 |
| 50,000 | - 99,999 | | 1 | 2 | 0 | 3 | 36 | 12.0 | 5 |
| 100,000 | - 119,999 | | 0 | 1 | 0 | 1 | 19 | 19.0 | 3 |
| 120,000 | - 139,999 | | 0 | 0 | 1 | 1 | 24 | 24.0 | 4 |
| 140,000 | - 159,999 | | 0 | 1 | 0 | 1 | 26 | 26.0 | 6 |
| 160,000 | - 179,999 | | 0 | 1 | 0 | 1 | 19 | 19.0 | 0 |
| 180,000 | - 199,999 | | 0 | 0 | 0 | 0 | 15 | 15.0 | 5 |
| 200,000 | - 249,999 | | 0 | 0 | 1 | 1 | 14 | 14.0 | 0 |
| 250,000 | - 299,999 | | 0 | 0 | 0 | 0 | 13 | 13.0 | 0 |
| 300,000 | - 499,999 | | 0 | 0 | 0 | 0 | 13 | 13.0 | 1 |
| 500,000 | - 749,999 | | 0 | 0 | 0 | 0 | 0 | 0.0 | 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 |
| Total | | | 2 | 5 | 3 | 10 | 185 | 18.5 | 27 |
| Median Price | | | \$62,750 | \$110,000 | \$135,000 | \$104,500 | \$147,000 | | \$134,900 |
| Average Price | | | \$62,750 | \$117,650 | \$130,300 | \$110,465 | \$172,762 | | \$134,474 |



Lexington-Bluegrass

Association of Realtors®

Jan-12

Statistical Report Residential, Condo, & Townhouses BOURBON COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-----------|------------|-------------|----------|
| New Listings | 14 | | 29 | | 107% |
| Month Inventory | 10.8 | | 11.7 | | 8% |
| % of List Price | 94.30 | | 96.01 | | |
| <u>Residential</u> | | | | | |
| Sales | 10 | \$843,900 | 9 | \$1,144,650 | -10% |
| Avg Sales Price | | \$84,390 | | \$127,183 | 51% |
| Median Sales Price | | \$93,000 | | \$95,000 | 2% |
| Avg Days on Market | | 53 | | 76 | 43% |

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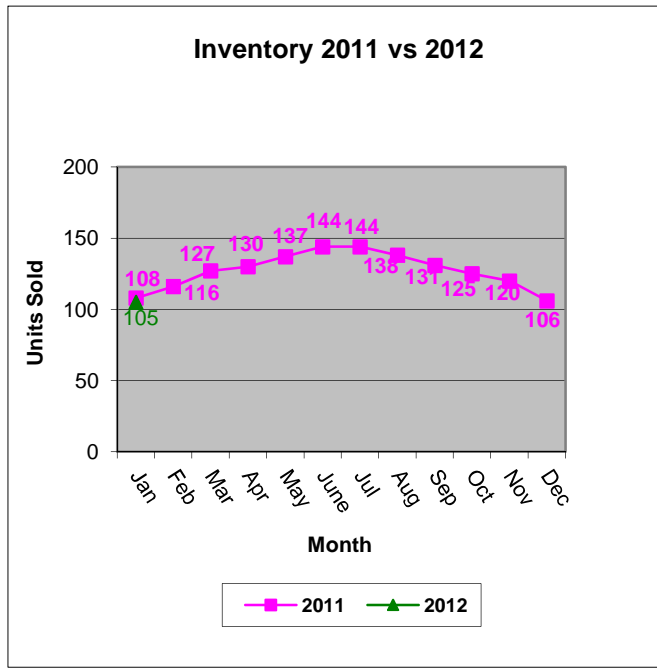
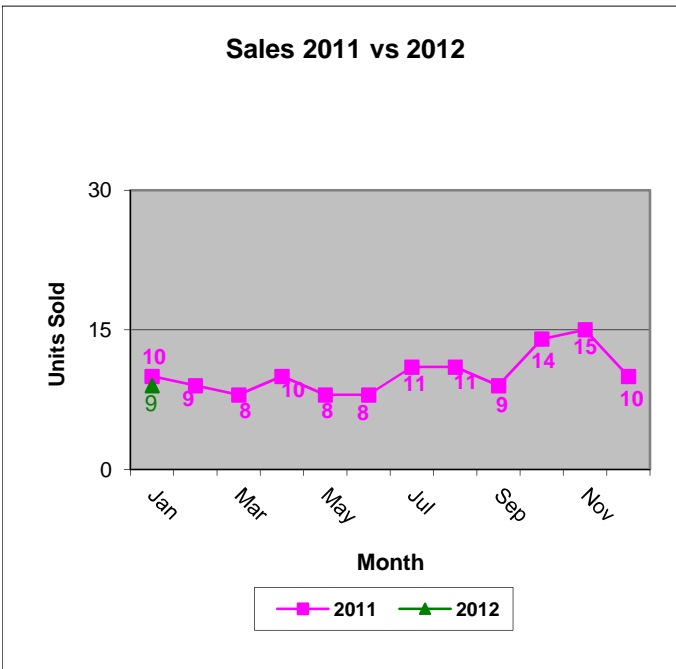
| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 13 | | | | | | | | | | | |
| 2011 | 6 | 11 | 11 | 9 | 10 | 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 Jan-12 BOURBON COUNTY

| Price Range | | | Sales | | | Current Inventory | | Pending | |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|-----------------|
| | | | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | | Months Inv. |
| 49,999 | OR | UNDER | 0 | 0 | 1 | 1 | 6 | 6.0 | 3 |
| 50,000 | - | 99,999 | 1 | 3 | 0 | 4 | 20 | 5.0 | 8 |
| 100,000 | - | 119,999 | 0 | 1 | 0 | 1 | 9 | 9.0 | 2 |
| 120,000 | - | 139,999 | 0 | 1 | 0 | 1 | 9 | 9.0 | 0 |
| 140,000 | - | 159,999 | 0 | 0 | 0 | 0 | 10 | 10.0 | 1 |
| 160,000 | - | 179,999 | 0 | 0 | 0 | 0 | 3 | 3.0 | 0 |
| 180,000 | - | 199,999 | 0 | 0 | 1 | 1 | 5 | 5.0 | 1 |
| 200,000 | - | 249,999 | 0 | 0 | 0 | 0 | 6 | 6.0 | 0 |
| 250,000 | - | 299,999 | 0 | 0 | 0 | 0 | 10 | 10.0 | 1 |
| 300,000 | - | 499,999 | 0 | 0 | 1 | 1 | 18 | 18.0 | 0 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 4 | 4.0 | 0 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 2 | 2.0 | 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 | 1 | 1.0 | 0 |
| 2,000,000 | - | OVER | 0 | 0 | 0 | 0 | 1 | 1.0 | 0 |
| Total | | | 1 | 5 | 3 | 9 | 105 | 11.7 | 16 |
| Median Price | | | \$80,000 | \$95,000 | \$185,000 | \$95,000 | \$159,000 | | \$82,500 |
| Average Price | | | \$80,000 | \$101,080 | \$186,417 | \$127,183 | \$264,827 | | \$96,463 |



Lexington-Bluegrass

Association of Realtors®

Jan-12

Statistical Report Residential Condo, & Townhouses CLARK COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-------------|------------|-------------|----------|
| New Listings | 36 | | 54 | | 50% |
| Month Inventory | 32.0 | | 30.2 | | -6% |
| % of List Price | 93.65 | | 95.70 | | |
| <u>Residential</u> | | | | | |
| Sales | 9 | \$1,298,500 | 9 | \$1,155,050 | 0% |
| Avg Sales Price | | \$144,278 | | \$128,339 | -11% |
| Median Sales Price | | \$140,000 | | \$146,000 | 4% |
| Avg Days on Market | | 179 | | 151 | -16% |

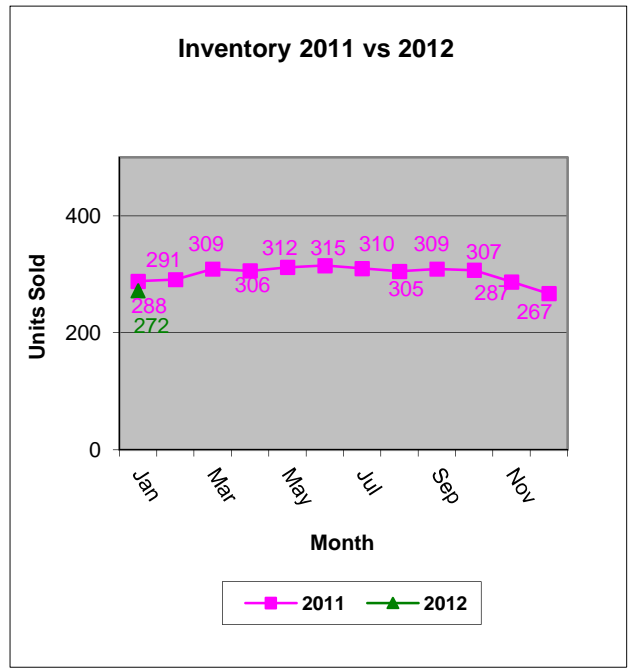
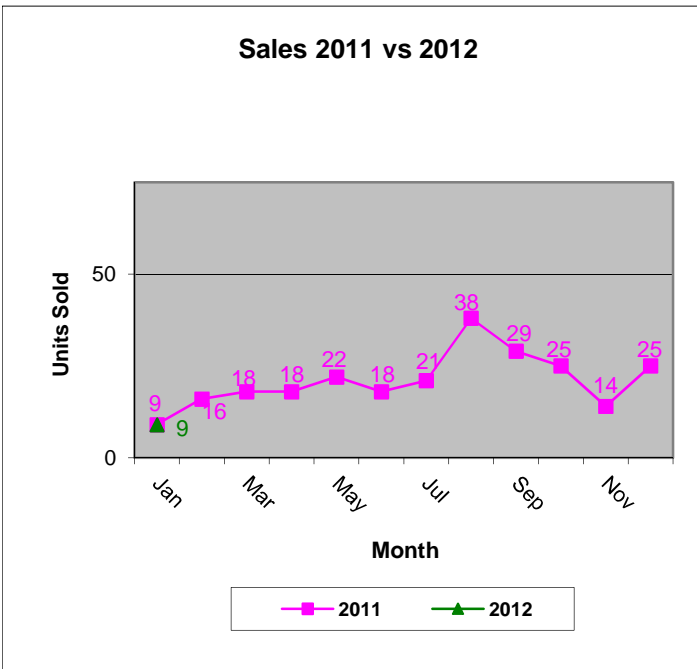
| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 14 | | | | | | | | | | | |
| 2011 | 12 | 19 | 17 | 18 | 25 | 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®

Single Family SALES and INVENTORY and PENDING
 Jan-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 | 1 | 0 | 0 | 1 | 10 | 10.0 | 2 |
| 50,000 | - | 99,999 | 0 | 1 | 1 | 2 | 62 | 31.0 | 6 |
| 100,000 | - | 119,999 | 0 | 1 | 0 | 1 | 25 | 25.0 | 5 |
| 120,000 | - | 139,999 | 0 | 0 | 0 | 0 | 37 | 37.0 | 4 |
| 140,000 | - | 159,999 | 0 | 0 | 2 | 2 | 32 | 16.0 | 4 |
| 160,000 | - | 179,999 | 0 | 1 | 0 | 1 | 22 | 22.0 | 1 |
| 180,000 | - | 199,999 | 0 | 0 | 0 | 0 | 13 | 13.0 | 3 |
| 200,000 | - | 249,999 | 0 | 1 | 1 | 2 | 22 | 11.0 | 1 |
| 250,000 | - | 299,999 | 0 | 0 | 0 | 0 | 14 | 14.0 | 1 |
| 300,000 | - | 499,999 | 0 | 0 | 0 | 0 | 26 | 26.0 | 1 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 6 | 6.0 | 0 |
| 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 | 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 |
| Total | | | 1 | 4 | 4 | 9 | 272 | 30.2 | 28 |
| Median Price | | | \$30,050 | \$141,750 | \$148,500 | \$146,000 | \$141,750 | | \$125,000 |
| Average Price | | | \$30,050 | \$137,000 | \$144,250 | \$128,339 | \$178,964 | | \$133,232 |



Lexington-Bluegrass

Association of Realtors®

Jan-12

Statistical Report Residential Condo, & Townhouses

FAYETTE COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|--------------------|------------|--------------|------------|--------------|----------|
| New Listings | 562 | | 538 | | -4% |
| Month Inventory | 16.8 | | 13.0 | | -23% |
| % of List Price | 95.47 | | 95.88 | | |
| Residential | | | | | |
| Sales | 139 | \$25,841,388 | 167 | \$32,431,755 | 20% |
| Avg Sales Price | | \$185,909 | | \$194,202 | 4% |
| Median Sales Price | | \$147,500 | | \$160,000 | 8% |
| Avg Days on Market | | 77 | | 88 | 14% |

| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 253 | | | | | | | | | | | |
| 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

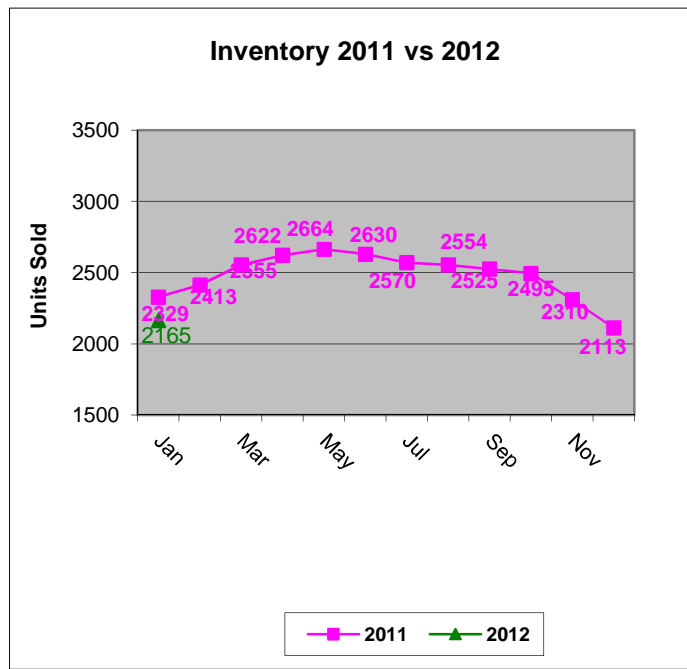
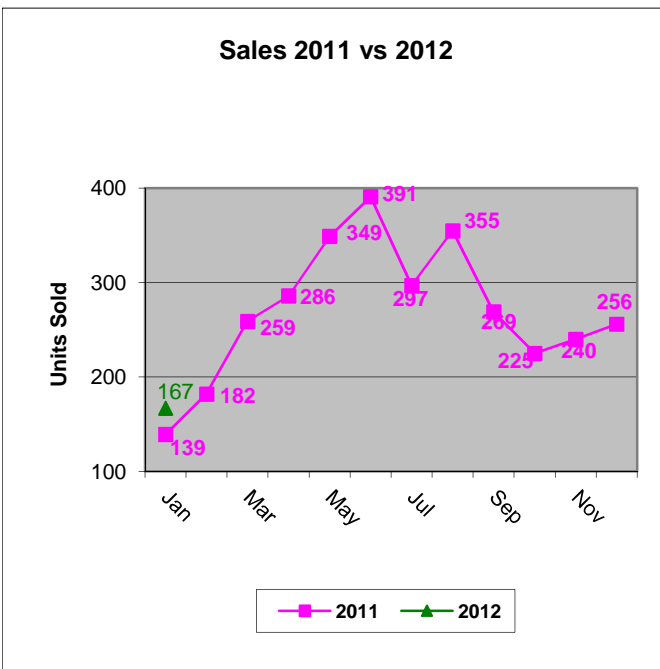
Association of Realtors®

Single Family SALES and INVENTORY and PENDING

Jan-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 | 1 | 6 | 0 | 7 | 45 | 6.4 | 19 |
| 50,000 | - | 99,999 | 7 | 15 | 5 | 27 | 281 | 10.4 | 64 |
| 100,000 | - | 119,999 | 3 | 14 | 1 | 18 | 198 | 11.0 | 37 |
| 120,000 | - | 139,999 | 2 | 8 | 5 | 15 | 292 | 19.5 | 64 |
| 140,000 | - | 159,999 | 1 | 14 | 1 | 16 | 200 | 12.5 | 45 |
| 160,000 | - | 179,999 | 1 | 11 | 6 | 18 | 155 | 8.6 | 30 |
| 180,000 | - | 199,999 | 0 | 5 | 4 | 9 | 126 | 14.0 | 35 |
| 200,000 | - | 249,999 | 0 | 4 | 12 | 16 | 264 | 16.5 | 53 |
| 250,000 | - | 299,999 | 0 | 3 | 13 | 16 | 161 | 10.1 | 35 |
| 300,000 | - | 499,999 | 0 | 3 | 17 | 20 | 258 | 12.9 | 44 |
| 500,000 | - | 749,999 | 0 | 0 | 4 | 4 | 90 | 22.5 | 14 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 53 | 53.0 | 3 |
| 1,000,000 | - | 1,249,999 | 0 | 0 | 1 | 1 | 7 | 7.0 | 2 |
| 1,250,000 | - | 1,499,999 | 0 | 0 | 0 | 0 | 8 | 8.0 | 0 |
| 1,500,000 | - | 1,999,999 | 0 | 0 | 0 | 0 | 15 | 15.0 | 0 |
| 2,000,000 | - | OVER | 0 | 0 | 0 | 0 | 12 | 12.0 | 0 |
| Total | | | 15 | 83 | 69 | 167 | 2165 | 13.0 | 445 |
| Median Price | | | \$92,025 | \$136,000 | \$250,000 | \$160,000 | \$169,400 | | \$157,250 |
| Average Price | | | \$97,935 | \$139,691 | \$280,701 | \$194,202 | \$256,448 | | \$199,357 |



Lexington-Bluegrass

Association of Realtors®

Jan-12

Statistical Report Residential, Condo, & Townhouses

FRANKLIN COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-------------|------------|-------------|----------|
| New Listings | 58 | | 71 | | 22% |
| Month Inventory | 16.5 | | 14.0 | | -15% |
| % of List Price | 94.13 | | 94.20 | | |
| <u>Residential</u> | | | | | |
| Sales | 19 | \$2,700,400 | 24 | \$3,161,875 | 26% |
| Avg Sales Price | | \$142,126 | | \$131,745 | -7% |
| Median Sales Price | | \$154,000 | | \$115,500 | -25% |
| Avg Days on Market | | 99 | | 121 | 22% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 44 | | | | | | | | | | | |
| 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®

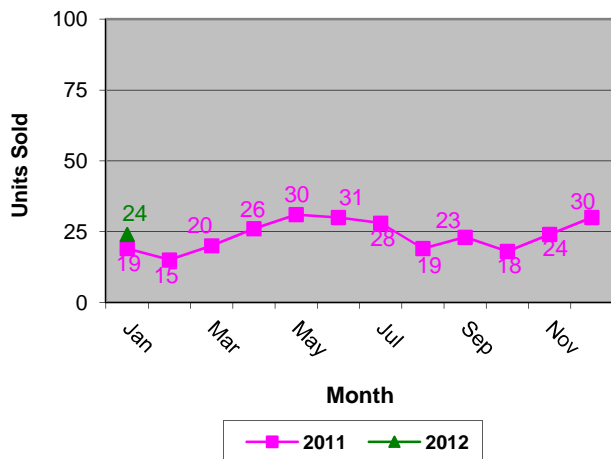
Single Family SALES and INVENTORY and PENDING

Jan-12

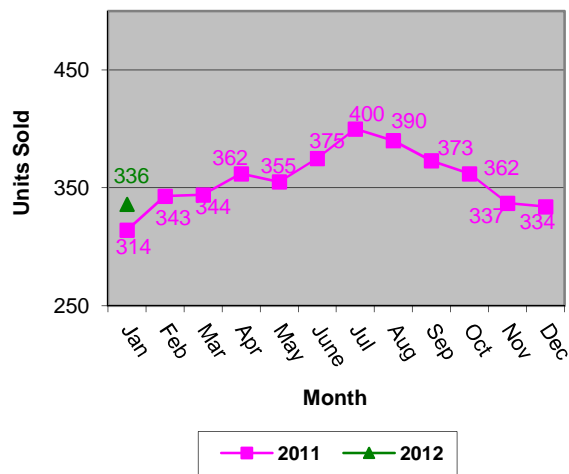
Franklin County

| Price Range | | | Sales | | | Current Inventory | | Pending | |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
| | | | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | | Months Inv. |
| 49,999 | OR | UNDER | 2 | 3 | 0 | 5 | 19 | 3.8 | 4 |
| 50,000 | - | 99,999 | 1 | 4 | 0 | 5 | 77 | 15.4 | 15 |
| 100,000 | - | 119,999 | 0 | 2 | 0 | 2 | 27 | 13.5 | 9 |
| 120,000 | - | 139,999 | 0 | 4 | 0 | 4 | 55 | 13.8 | 5 |
| 140,000 | - | 159,999 | 0 | 0 | 0 | 0 | 30 | 30.0 | 6 |
| 160,000 | - | 179,999 | 0 | 1 | 1 | 2 | 26 | 13.0 | 3 |
| 180,000 | - | 199,999 | 0 | 2 | 0 | 2 | 21 | 10.5 | 2 |
| 200,000 | - | 249,999 | 0 | 1 | 1 | 2 | 32 | 16.0 | 7 |
| 250,000 | - | 299,999 | 0 | 0 | 0 | 0 | 20 | 20.0 | 0 |
| 300,000 | - | 499,999 | 0 | 0 | 2 | 2 | 25 | 12.5 | 1 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 3 | 3.0 | 0 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 0 | 0.0 | 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 |
| Total | | | 3 | 17 | 4 | 24 | 336 | 14.0 | 52 |
| Median Price | | | \$25,000 | \$111,000 | \$270,250 | \$115,500 | \$134,900 | | \$119,900 |
| Average Price | | | \$42,233 | \$112,157 | \$282,125 | \$131,745 | \$164,626 | | \$129,950 |

Sales 2011 vs 2012



Inventory 2011 vs 2012

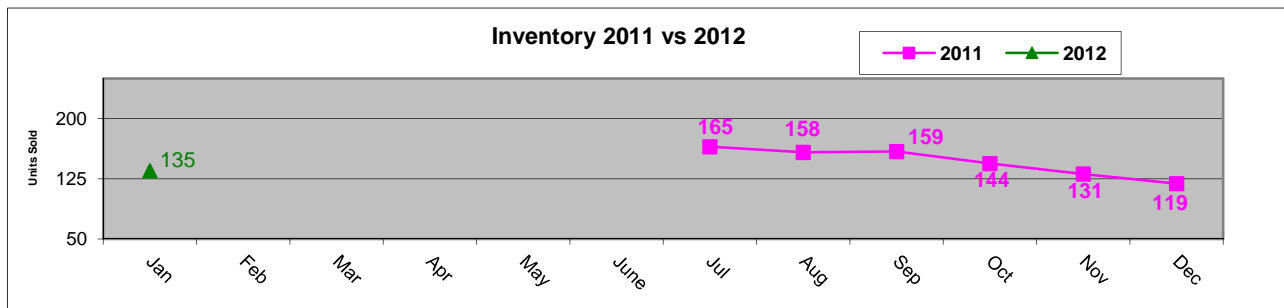
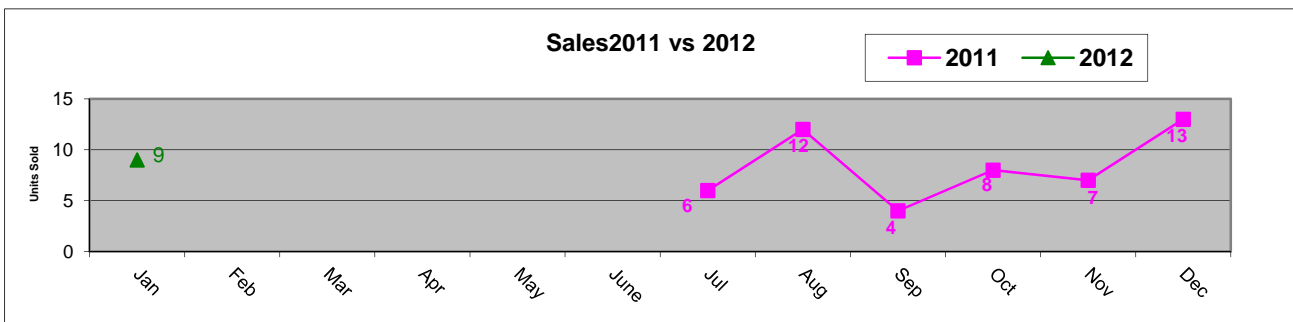


Single Family SALES and INVENTORY and PENDING

Jan-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 | 0 | 0 | 1 | 1 | 11 | 11.0 | 1 |
| 50,000 | - | 99,999 | 1 | 4 | 0 | 5 | 25 | 5.0 | 3 |
| 100,000 | - | 119,999 | 0 | 0 | 0 | 0 | 10 | 10.0 | 1 |
| 120,000 | - | 139,999 | 0 | 0 | 0 | 0 | 18 | 18.0 | 1 |
| 140,000 | - | 159,999 | 0 | 0 | 1 | 1 | 16 | 16.0 | 0 |
| 160,000 | - | 179,999 | 0 | 0 | 0 | 0 | 13 | 13.0 | 1 |
| 180,000 | - | 199,999 | 0 | 1 | 0 | 1 | 9 | 9.0 | 1 |
| 200,000 | - | 249,999 | 0 | 0 | 0 | 0 | 12 | 12.0 | 0 |
| 250,000 | - | 299,999 | 0 | 1 | 0 | 1 | 9 | 9.0 | 1 |
| 300,000 | - | 499,999 | 0 | 0 | 0 | 0 | 10 | 10.0 | 0 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 2 | 2.0 | 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 |
| Total | | | 1 | 6 | 2 | 9 | 135 | 15.0 | 9 |
| Median Price | | | \$63,300 | \$81,500 | \$91,000 | \$65,000 | \$144,900 | | \$109,900 |
| Average Price | | | \$63,300 | \$126,750 | \$91,000 | \$111,756 | \$165,485 | | \$123,232 |



Lexington-Bluegrass

Association of Realtors[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses JESSAMINE COUNTY

| MONTHLY SUMMARY | January-11 | January-12 | % CHANGE |
|---------------------------|------------|-------------|-------------|
| New Listings | 104 | 86 | -17% |
| Month Inventory | 20.3 | 14.8 | -27% |
| % of List Price | 94.56 | 94.23 | |
| <u>Residential</u> | | | |
| Sales | 22 | \$3,361,060 | 27 |
| Avg Sales Price | | \$152,775 | \$3,087,185 |
| Median Sales Price | | \$127,750 | \$114,340 |
| Avg Days on Market | | 109 | 56 |
| | | | -23% |
| | | | -25% |
| | | | -19% |
| | | | -49% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2011 | 29 | | | | | | | | | | | |
| 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[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses MADISON COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-------------|------------|-------------|----------|
| New Listings | 92 | | 82 | | -11% |
| Month Inventory | 16.1 | | 12.8 | | -20% |
| % of List Price | 95.26 | | 94.97 | | |
| <u>Residential</u> | | | | | |
| Sales | 30 | \$3,823,623 | 38 | \$5,890,752 | 27% |
| Avg Sales Price | | \$127,545 | | \$155,020 | 22% |
| Median Sales Price | | \$127,250 | | \$129,250 | 2% |
| Avg Days on Market | | 103 | | 121 | 17% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 39 | | | | | | | | | | | |
| 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 |

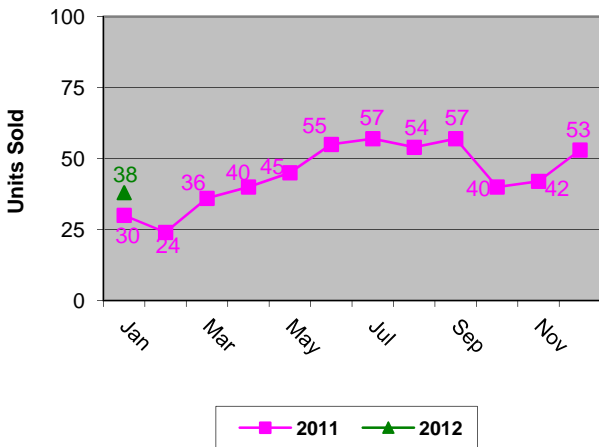
Lexington-Bluegrass

Association of Realtors®

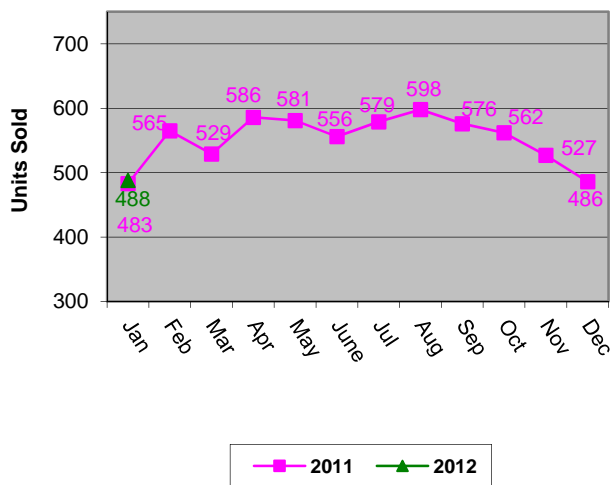
Single Family SALES and INVENTORY and PENDING
Jan-12
MADISON COUNTY

| Price Range | | | Sales | | | Current Inventory | | | |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
| | | | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | Months Inv. | Pending |
| 49,999 | OR | UNDER | 2 | 3 | 1 | 6 | 13 | 2.2 | 4 |
| 50,000 | - | 99,999 | 2 | 5 | 0 | 7 | 64 | 9.1 | 11 |
| 100,000 | - | 119,999 | 0 | 0 | 1 | 1 | 34 | 34.0 | 5 |
| 120,000 | - | 139,999 | 0 | 7 | 0 | 7 | 69 | 9.9 | 12 |
| 140,000 | - | 159,999 | 0 | 3 | 1 | 4 | 71 | 17.8 | 6 |
| 160,000 | - | 179,999 | 0 | 2 | 0 | 2 | 39 | 19.5 | 6 |
| 180,000 | - | 199,999 | 0 | 0 | 0 | 0 | 35 | 35.0 | 9 |
| 200,000 | - | 249,999 | 0 | 1 | 1 | 2 | 45 | 22.5 | 6 |
| 250,000 | - | 299,999 | 0 | 3 | 4 | 7 | 44 | 6.3 | 5 |
| 300,000 | - | 499,999 | 0 | 1 | 1 | 2 | 60 | 30.0 | 4 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 10 | 10.0 | 0 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 2 | 2.0 | 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 | 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 |
| Total | | | 4 | 25 | 9 | 38 | 488 | 12.8 | 68 |
| Median Price | | | \$56,001 | \$129,000 | \$260,000 | \$129,250 | \$159,900 | | \$148,463 |
| Average Price | | | \$57,750 | \$144,388 | \$227,783 | \$155,020 | \$200,126 | | \$162,769 |

Sales 2011 vs 2012



Inventory 2011 vs 2012



Lexington-Bluegrass

Association of Realtors[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses MONTGOMERY COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|-----------------|------------|--|------------|--|----------|
| New Listings | 46 | | 42 | | -9% |
| Month Inventory | 24.1 | | 16.1 | | -33% |
| % of List Price | 92.25 | | 94.11 | | |

Residential

| | | | | | |
|--------------------|----|-------------|----|-------------|------|
| Sales | 11 | \$1,014,950 | 14 | \$1,491,500 | 27% |
| Avg Sales Price | | \$92,268 | | \$106,536 | 15% |
| Median Sales Price | | \$98,000 | | \$93,000 | -5% |
| Avg Days on Market | | 196 | | 101 | -48% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 22 | | | | | | | | | | | |
| 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

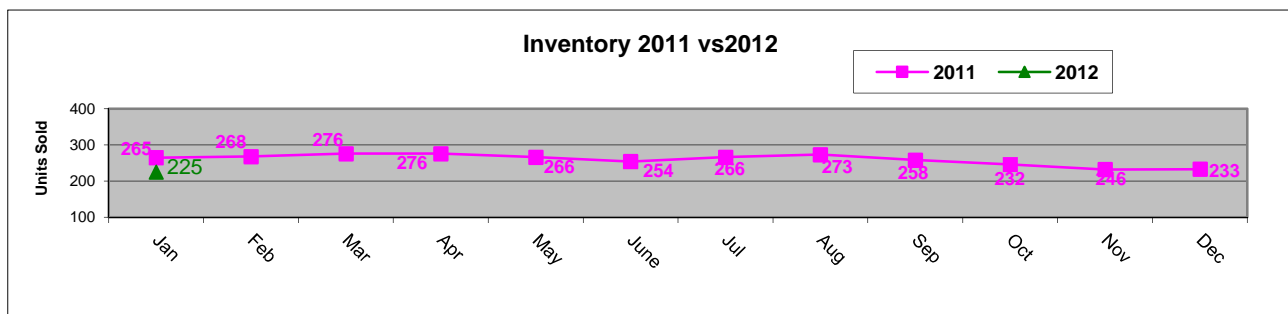
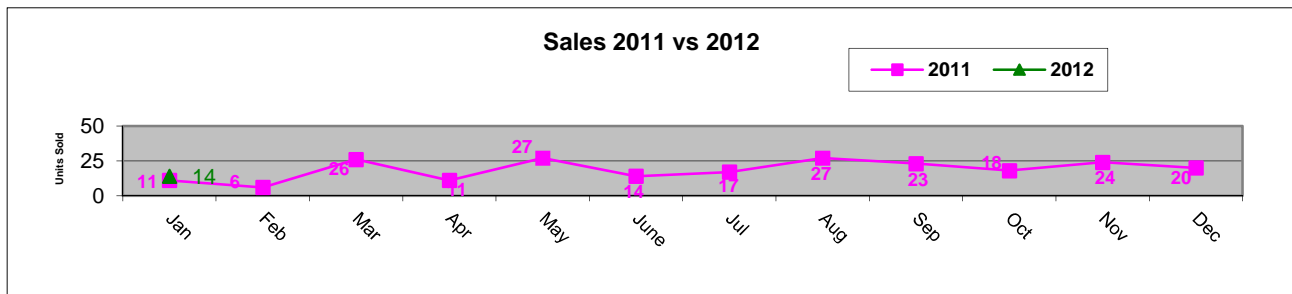
Association of Realtors®

Single Family SALES and INVENTORY and PENDING

Jan-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 | 0 | 3 | 1 | 4 | 19 | 4.8 | 6 |
| 50,000 | - | 99,999 | 0 | 4 | 0 | 4 | 59 | 14.8 | 13 |
| 100,000 | - | 119,999 | 0 | 0 | 0 | 0 | 27 | 27.0 | 2 |
| 120,000 | - | 139,999 | 0 | 1 | 0 | 1 | 28 | 28.0 | 3 |
| 140,000 | - | 159,999 | 0 | 1 | 1 | 2 | 24 | 12.0 | 3 |
| 160,000 | - | 179,999 | 0 | 1 | 0 | 1 | 7 | 7.0 | 1 |
| 180,000 | - | 199,999 | 0 | 1 | 0 | 1 | 16 | 16.0 | 1 |
| 200,000 | - | 249,999 | 0 | 0 | 0 | 0 | 17 | 17.0 | 1 |
| 250,000 | - | 299,999 | 0 | 1 | 0 | 1 | 9 | 9.0 | 2 |
| 300,000 | - | 499,999 | 0 | 0 | 0 | 0 | 12 | 12.0 | 0 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 3 | 3.0 | 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 | 3 | 3.0 | 0 |
| 2,000,000 | - | OVER | 0 | 0 | 0 | 0 | 0 | 0.0 | 0 |
| Total | | | 0 | 12 | 2 | 14 | 225 | 16.1 | 32 |
| Median Price | | | \$0 | \$93,000 | \$98,000 | \$93,000 | \$128,500 | | \$74,950 |
| Average Price | | | \$0 | \$107,958 | \$98,000 | \$106,536 | \$174,042 | | \$103,177 |



Lexington-Bluegrass

Association of Realtors[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses NICHOLAS COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-----------|------------|-----------|----------|
| New Listings | 7 | | 4 | | -43% |
| Month Inventory | 9.8 | | 23.0 | | 135% |
| % of List Price | 93.77 | | 80.24 | | |
| <u>Residential</u> | | | | | |
| Sales | 6 | \$364,000 | 2 | \$132,000 | -67% |
| Avg Sales Price | | \$60,667 | | \$66,000 | 9% |
| Median Sales Price | | \$47,750 | | \$66,000 | 38% |
| Avg Days on Market | | 40 | | 301 | 653% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 0 | | | | | | | | | | | |
| 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 |

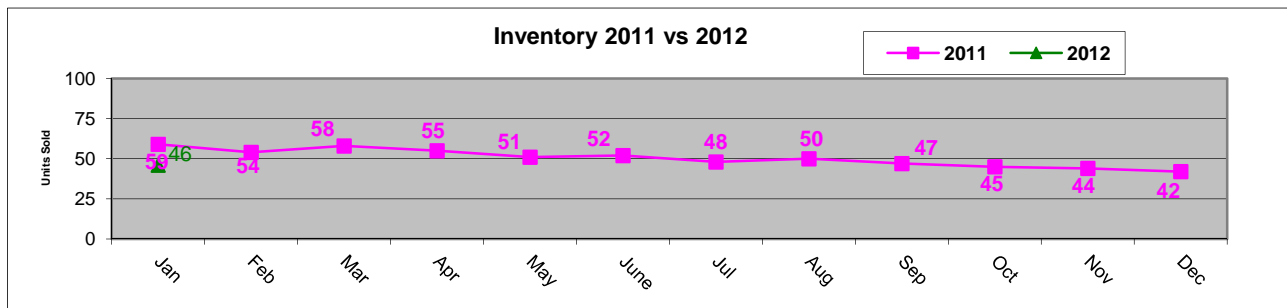
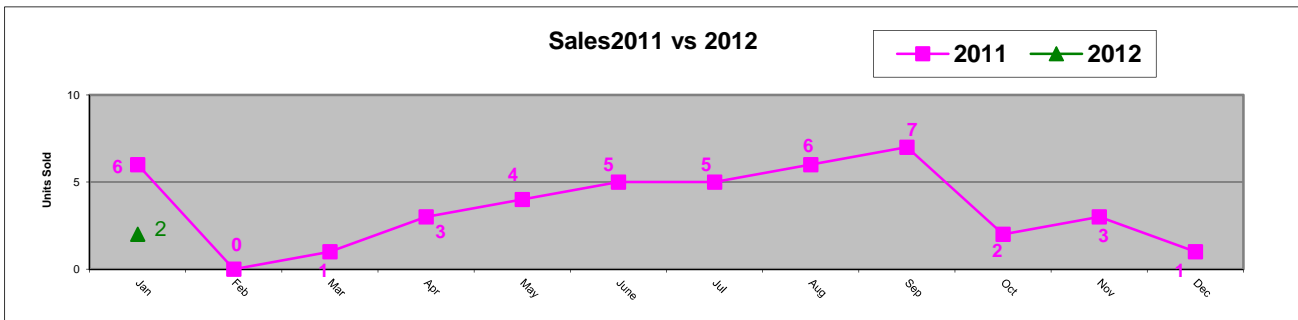
Lexington-Bluegrass Association of Realtors®

Single Family SALES and INVENTORY and PENDING

Jan-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 | 1 | 0 | 1 | 7 | 7.0 | 0 |
| 50,000 | - | 99,999 | 0 | 0 | 1 | 1 | 24 | 24.0 | 0 |
| 100,000 | - | 119,999 | 0 | 0 | 0 | 0 | 0 | 0.0 | 0 |
| 120,000 | - | 139,999 | 0 | 0 | 0 | 0 | 6 | 6.0 | 1 |
| 140,000 | - | 159,999 | 0 | 0 | 0 | 0 | 4 | 4.0 | 0 |
| 160,000 | - | 179,999 | 0 | 0 | 0 | 0 | 1 | 1.0 | 0 |
| 180,000 | - | 199,999 | 0 | 0 | 0 | 0 | 1 | 1.0 | 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 | 0 | 0.0 | 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 |
| Total | | | 0 | 1 | 1 | 2 | 46 | 23.0 | 1 |
| Median Price | | | \$0 | \$35,000 | \$97,000 | \$66,000 | \$86,500 | | \$129,000 |
| Average Price | | | \$0 | \$35,000 | \$97,000 | \$66,000 | \$109,690 | | \$129,000 |



Lexington-Bluegrass

Association of Realtors[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses SCOTT COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-------------|------------|-------------|----------|
| New Listings | 90 | | 94 | | 4% |
| Month Inventory | 21.9 | | 11.1 | | -49% |
| % of List Price | 97.54 | | 96.64 | | |
| <u>Residential</u> | | | | | |
| Sales | 24 | \$3,818,228 | 40 | \$5,235,536 | 67% |
| Avg Sales Price | | \$159,093 | | \$130,888 | -18% |
| Median Sales Price | | \$117,500 | | \$113,700 | -3% |
| Avg Days on Market | | 100 | | 120 | 20% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 49 | | | | | | | | | | | |
| 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

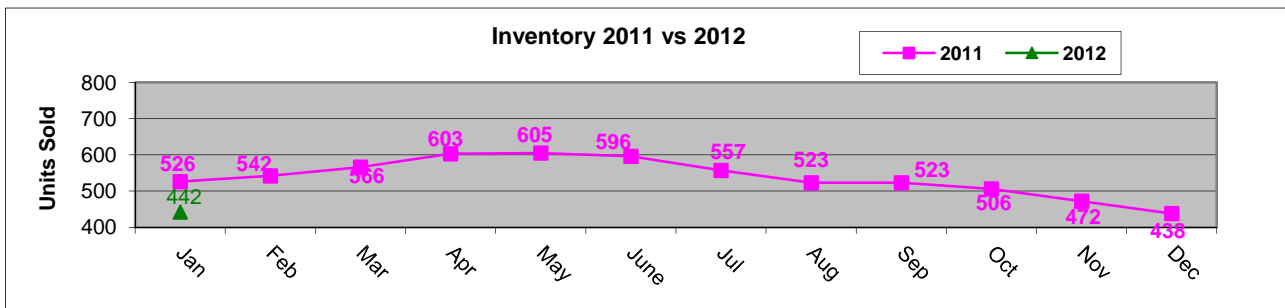
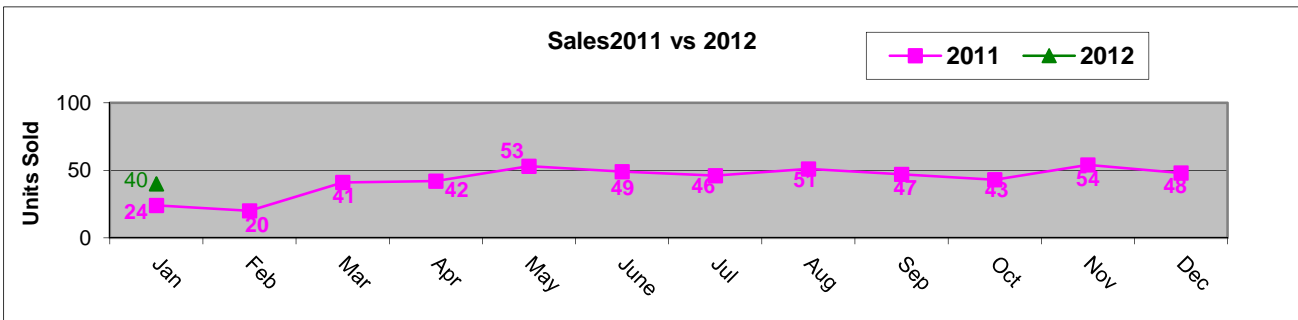
Association of Realtors®

Single Family SALES and INVENTORY and PENDING

Jan-12

SCOTT COUNTY

| Price Range | | | Sales | | | Current Inventory | | Months Inv. | Pending |
|----------------------|----|-----------|-----------------|------------------|------------------|-------------------|------------------|-------------|------------------|
| | | | 0-2 Bedrm | 3 Bedrm | 4+ Bedrm | Total Units | Single Units | | |
| 49,999 | OR | UNDER | 3 | 3 | 0 | 6 | 12 | 2.0 | 1 |
| 50,000 | - | 99,999 | 2 | 4 | 2 | 8 | 26 | 3.3 | 13 |
| 100,000 | - | 119,999 | 0 | 9 | 0 | 9 | 39 | 4.3 | 19 |
| 120,000 | - | 139,999 | 0 | 4 | 1 | 5 | 72 | 14.4 | 15 |
| 140,000 | - | 159,999 | 0 | 1 | 1 | 2 | 59 | 29.5 | 12 |
| 160,000 | - | 179,999 | 0 | 1 | 0 | 1 | 26 | 26.0 | 14 |
| 180,000 | - | 199,999 | 0 | 0 | 1 | 1 | 33 | 33.0 | 10 |
| 200,000 | - | 249,999 | 0 | 3 | 1 | 4 | 43 | 10.8 | 19 |
| 250,000 | - | 299,999 | 0 | 0 | 3 | 3 | 44 | 14.7 | 9 |
| 300,000 | - | 499,999 | 0 | 0 | 1 | 1 | 76 | 76.0 | 4 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 10 | 10.0 | 1 |
| 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 | 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 |
| Total | | | 5 | 25 | 10 | 40 | 442 | 11.1 | 117 |
| Median Price | | | \$46,000 | \$113,000 | \$207,650 | \$113,700 | \$169,900 | | \$156,900 |
| Average Price | | | \$59,580 | \$116,103 | \$203,507 | \$130,888 | \$214,488 | | \$171,723 |



Lexington-Bluegrass

Association of Realtors[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses WOODFORD COUNTY

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|---------------------------|------------|-------------|------------|-------------|----------|
| New Listings | 30 | | 39 | | 30% |
| Month Inventory | 23.0 | | 20.9 | | -9% |
| % of List Price | 73.23 | | 91.70 | | |
| <u>Residential</u> | | | | | |
| Sales | 9 | \$1,678,500 | 9 | \$1,318,400 | 0% |
| Avg Sales Price | | \$186,500 | | \$146,489 | -21% |
| Median Sales Price | | \$142,500 | | \$137,000 | -4% |
| Avg Days on Market | | 110 | | 52 | -53% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 17 | | | | | | | | | | | |
| 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®

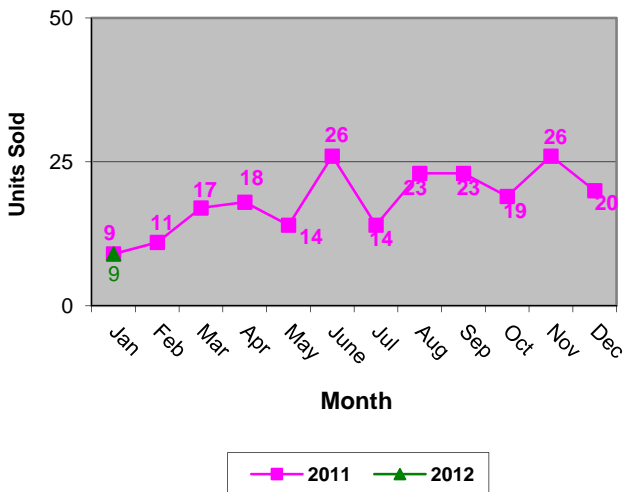
Single Family SALES and INVENTORY and PENDING

Jan-12

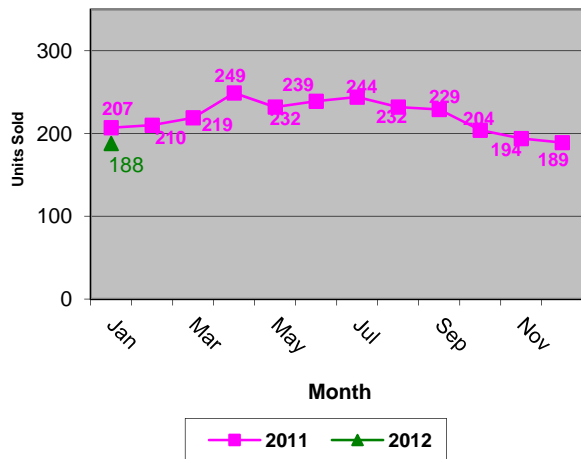
WOODFORD COUNTY

| 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 | 1 | 1.0 | 0 |
| 50,000 | - | 99,999 | 0 | 3 | 0 | 3 | 24 | 8.0 | 5 |
| 100,000 | - | 119,999 | 0 | 0 | 0 | 0 | 13 | 13.0 | 2 |
| 120,000 | - | 139,999 | 0 | 1 | 0 | 1 | 11 | 11.0 | 5 |
| 140,000 | - | 159,999 | 0 | 1 | 0 | 1 | 7 | 7.0 | 3 |
| 160,000 | - | 179,999 | 0 | 1 | 0 | 1 | 15 | 15.0 | 3 |
| 180,000 | - | 199,999 | 0 | 0 | 1 | 1 | 13 | 13.0 | 4 |
| 200,000 | - | 249,999 | 0 | 0 | 0 | 0 | 33 | 33.0 | 6 |
| 250,000 | - | 299,999 | 0 | 0 | 0 | 0 | 27 | 27.0 | 1 |
| 300,000 | - | 499,999 | 0 | 0 | 1 | 1 | 26 | 26.0 | 2 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 6 | 6.0 | 0 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 5 | 5.0 | 1 |
| 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 | 2 | 2.0 | 0 |
| Total | | | 1 | 6 | 2 | 9 | 188 | 20.9 | 32 |
| Median Price | | | \$40,000 | \$108,500 | \$315,000 | \$137,000 | \$214,250 | | \$178,900 |
| Average Price | | | \$40,000 | \$108,067 | \$315,000 | \$146,489 | \$313,662 | | \$199,318 |

Sales 2011 vs 2012



Inventory 2011 vs 2012



Lexington-Bluegrass

Association of Realtors[®]

Jan-12 Statistical Report Residential, Condo, & Townhouses OTHER COUNTIES

| MONTHLY SUMMARY | January-11 | | January-12 | | % CHANGE |
|-------------------------------|------------|-------------|------------|-------------|----------|
| New Listings | 128 | | 112 | | -13% |
| Month Inventory | 17.7 | | 15.1 | | -15% |
| % of List Price | 92.16 | | 93.44 | | |
| <u>Residential</u> | | | | | |
| Sales | 44 | \$3,996,660 | 42 | \$3,712,251 | -5% |
| Avg Sales Price | | \$90,833 | | \$88,387 | -3% |
| Median Sales Price | | \$72,250 | | \$72,000 | 0% |
| Avg Days on Market | | 143 | | 120 | -16% |

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| Total Pendings by Month | | | | | | | | | | | | |
|-------------------------|-----|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|
| | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC |
| 2012 | 57 | | | | | | | | | | | |
| 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

Jan-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 | 6 | 6 | 3 | 15 | 54 | 3.6 | 32 |
| 50,000 | - | 99,999 | 3 | 6 | 4 | 13 | 166 | 12.8 | 31 |
| 100,000 | - | 119,999 | 0 | 2 | 0 | 2 | 52 | 26.0 | 7 |
| 120,000 | - | 139,999 | 1 | 3 | 0 | 4 | 65 | 16.3 | 8 |
| 140,000 | - | 159,999 | 0 | 1 | 0 | 1 | 42 | 42.0 | 4 |
| 160,000 | - | 179,999 | 0 | 0 | 1 | 1 | 43 | 43.0 | 1 |
| 180,000 | - | 199,999 | 0 | 1 | 2 | 3 | 26 | 8.7 | 8 |
| 200,000 | - | 249,999 | 0 | 0 | 1 | 1 | 54 | 54.0 | 5 |
| 250,000 | - | 299,999 | 0 | 1 | 1 | 2 | 49 | 24.5 | 2 |
| 300,000 | - | 499,999 | 0 | 0 | 0 | 0 | 54 | 54.0 | 3 |
| 500,000 | - | 749,999 | 0 | 0 | 0 | 0 | 14 | 14.0 | 1 |
| 750,000 | - | 999,999 | 0 | 0 | 0 | 0 | 6 | 6.0 | 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 | 3 | 3.0 | 0 |
| 1,500,000 | - | 1,999,999 | 0 | 0 | 0 | 0 | 1 | 1.0 | 0 |
| 2,000,000 | - | OVER | 0 | 0 | 0 | 0 | 1 | 1.0 | 0 |
| Total | | | 10 | 20 | 12 | 42 | 633 | 15.1 | 102 |
| Median Price | | | \$36,652 | \$84,750 | \$68,250 | \$72,000 | \$136,000 | | \$75,500 |
| Average Price | | | \$51,055 | \$92,690 | \$112,325 | \$88,387 | \$193,503 | | \$107,715 |

