



/ Area 4: Brainerd/East Brainerd

Market Comparison: Year by Year

2001 – 2002

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2001 A	132	97	116	121	104	130	85	130	91	114	81	39
2002 A	74	61	67	97	69	64	85	93	57	63	61	36
%Diff A	-78.38%	-59.02%	-73.13%	-24.74%	-50.72%	-103.13%	0.00%	-39.78%	-59.65%	-80.95%	-32.79%	-8.33%
2001 P	11	8	10	4	7	18	14	7	5	11	22	39
2002 P	44	32	42	36	32	25	27	39	24	28	27	26
%Diff P	75.00%	75.00%	76.19%	88.89%	78.13%	28.00%	48.15%	82.05%	79.17%	60.71%	18.52%	-50.00%
2001 S	28	40	41	36	61	52	62	54	54	44	59	33
2002 S	34	47	44	43	51	44	40	45	41	42	44	55
%Diff S	17.65%	14.89%	6.82%	16.28%	-19.61%	-18.18%	-55.00%	-15.56%	-31.71%	-4.76%	-34.09%	40.00%
2001 X	32	22	35	16	33	29	18	25	32	40	28	1106
2002 X	13	18	33	16	23	27	26	27	15	33	16	19
%Diff X	-146.15%	-22.22%	-6.06%	0.00%	-43.48%	-7.41%	30.77%	7.41%	-113.33%	-21.21%	-75.00%	-5,721.05%

Dollar Volume of Sold Listings

	2001	2002	Diff	Chg
JAN	\$3,468,765	\$4,210,950	742,185	17.63%
FEB	\$5,751,047	\$5,409,115	-341,932	-6.32%
MAR	\$4,564,490	\$5,353,830	789,340	14.74%
APR	\$4,476,700	\$5,596,950	1,120,250	20.02%
MAY	\$6,591,540	\$6,467,160	-124,380	-1.92%
JUN	\$6,682,675	\$6,629,211	-53,464	-0.81%
JUL	\$7,788,345	\$5,708,150	-2,080,195	-36.44%
AUG	\$7,305,939	\$5,639,444	-1,666,495	-29.55%
SEP	\$6,389,855	\$5,972,468	-417,387	-6.99%
OCT	\$5,144,250	\$5,197,850	53,600	1.03%
NOV	\$7,377,470	\$4,953,951	-2,423,519	-48.92%
DEC	\$3,672,541	\$8,403,400	4,730,859	56.30%

2002 – 2003

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2002 A	74	61	67	97	69	64	85	93	57	63	61	36
2003 A	78	76	71	96	84	86	77	74	79	78	46	53
%Diff A	5.13%	19.74%	5.63%	-1.04%	17.86%	25.58%	-10.39%	-25.68%	27.85%	19.23%	-32.61%	32.08%
2002 P	44	32	42	36	32	25	27	39	24	28	27	26
2003 P	34	23	46	45	39	33	44	27	43	38	30	27
%Diff P	-29.41%	-39.13%	8.70%	20.00%	17.95%	24.24%	38.64%	-44.44%	44.19%	26.32%	10.00%	3.70%
2002 S	34	47	44	43	51	44	40	45	41	42	44	55
2003 S	39	35	41	51	62	57	48	47	38	47	35	43
%Diff S	12.82%	-34.29%	-7.32%	15.69%	17.74%	22.81%	16.67%	4.26%	-7.89%	10.64%	-25.71%	-27.91%
2002 X	13	18	33	16	23	27	26	27	15	33	16	19
2003 X	36	16	15	26	14	26	22	32	22	24	20	40
%Diff X	63.89%	-12.50%	-120.00%	38.46%	-64.29%	-3.85%	-18.18%	15.63%	31.82%	-37.50%	20.00%	52.50%

Dollar Volume of Sold Listings

	2002	2003	Diff	Chg
JAN	\$4,210,950	\$3,688,490	-522,460	-14.16%
FEB	\$5,409,115	\$4,559,409	-849,706	-18.64%
MAR	\$5,353,830	\$4,393,862	-959,968	-21.85%
APR	\$5,596,950	\$6,497,300	900,350	13.86%
MAY	\$6,467,160	\$8,376,309	1,909,149	22.79%
JUN	\$6,629,211	\$9,205,076	2,575,865	27.98%
JUL	\$5,708,150	\$7,657,500	1,949,350	25.46%
AUG	\$5,639,444	\$6,464,700	825,256	12.77%
SEP	\$5,972,468	\$5,235,150	-737,318	-14.08%
OCT	\$5,197,850	\$5,691,810	493,960	8.68%
NOV	\$4,953,951	\$4,151,285	-802,666	-19.34%
DEC	\$8,403,400	\$6,230,650	-2,172,750	-34.87%

**2003 – 2004**

**Number of Listings**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
<b>2003 A</b>	78	76	71	96	84	86	77	74	79	78	46	53
<b>2004 A</b>	90	77	116	91	123	102	81	100	90	82	59	65
<b>%Diff A</b>	13.33%	1.30%	38.79%	-5.49%	31.71%	15.69%	4.94%	26.00%	12.22%	4.88%	22.03%	18.46%
<b>2003 P</b>	34	23	46	45	39	33	44	27	43	38	30	27
<b>2004 P</b>	33	25	32	38	47	39	39	27	38	37	26	17
<b>%Diff P</b>	-3.03%	8.00%	-43.75%	-18.42%	17.02%	15.38%	-12.82%	0.00%	-13.16%	-2.70%	-15.38%	-58.82%
<b>2003 S</b>	39	35	41	51	62	57	48	47	38	47	35	43
<b>2004 S</b>	47	37	49	60	63	72	67	59	55	55	56	50
<b>%Diff S</b>	17.02%	5.41%	16.33%	15.00%	1.59%	20.83%	28.36%	20.34%	30.91%	14.55%	37.50%	14.00%
<b>2003 X</b>	36	16	15	26	14	26	22	32	22	24	20	40
<b>2004 X</b>	26	19	18	26	26	28	22	35	29	26	17	22
<b>%Diff X</b>	-38.46%	15.79%	16.67%	0.00%	46.15%	7.14%	0.00%	8.57%	24.14%	7.69%	-17.65%	-81.82%

**Dollar Volume of Sold Listings**

	2003	2004	Diff	Chg
JAN	\$3,688,490	\$7,276,744	3,588,254	49.31%
FEB	\$4,559,409	\$4,983,269	423,860	8.51%
MAR	\$4,393,862	\$6,432,548	2,038,686	31.69%
APR	\$6,497,300	\$8,203,630	1,706,330	20.80%
MAY	\$8,376,309	\$8,784,036	407,727	4.64%
JUN	\$9,205,076	\$10,828,808	1,623,732	14.99%
JUL	\$7,657,500	\$11,042,006	3,384,506	30.65%
AUG	\$6,464,700	\$8,991,057	2,526,357	28.10%
SEP	\$5,235,150	\$7,756,355	2,521,205	32.51%
OCT	\$5,691,810	\$9,840,564	4,148,754	42.16%
NOV	\$4,151,285	\$7,879,105	3,727,820	47.31%
DEC	\$6,230,650	\$7,585,570	1,354,920	17.86%

2004 – 2005

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004 A	90	77	116	91	123	102	81	100	90	82	59	65
2005 A	83	64	97	126	85	203	110	97	89	98	92	60
%Diff A	-8.43%	-20.31%	-19.59%	27.78%	-44.71%	49.75%	26.36%	-3.09%	-1.12%	16.33%	35.87%	-8.33%
2004 P	33	25	32	38	47	39	39	27	38	37	26	17
2005 P	21	38	39	53	32	48	43	46	39	45	35	31
%Diff P	-57.14%	34.21%	17.95%	28.30%	-46.88%	18.75%	9.30%	41.30%	2.56%	17.78%	25.71%	45.16%
2004 S	47	37	49	60	63	72	67	59	55	55	56	50
2005 S	33	37	57	68	68	74	69	72	59	68	66	52
%Diff S	-42.42%	0.00%	14.04%	11.76%	7.35%	2.70%	2.90%	18.06%	6.78%	19.12%	15.15%	3.85%
2004 X	26	19	18	26	26	28	22	35	29	26	17	22
2005 X	37	21	32	16	28	26	24	30	30	31	17	26
%Diff X	29.73%	9.52%	43.75%	-62.50%	7.14%	-7.69%	8.33%	-16.67%	3.33%	16.13%	0.00%	15.38%

Dollar Volume of Sold Listings

	2004	2005	Diff	Chg
JAN	\$7,276,744	\$4,962,802	-2,313,942	-46.63%
FEB	\$4,983,269	\$4,492,877	-490,392	-10.91%
MAR	\$6,432,548	\$9,127,272	2,694,724	29.52%
APR	\$8,203,630	\$9,360,537	1,156,907	12.36%
MAY	\$8,784,036	\$10,723,310	1,939,274	18.08%
JUN	\$10,828,808	\$11,960,041	1,131,233	9.46%
JUL	\$11,042,006	\$10,744,064	-297,942	-2.77%
AUG	\$8,991,057	\$11,084,736	2,093,679	18.89%
SEP	\$7,756,355	\$9,227,910	1,471,555	15.95%
OCT	\$9,840,564	\$8,867,933	-972,631	-10.97%
NOV	\$7,879,105	\$9,700,089	1,820,984	18.77%
DEC	\$7,585,570	\$7,145,950	-439,620	-6.15%

2005 – 2006

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2005 A	83	64	97	126	85	203	110	97	89	98	92	60
2006 A	75	110	94	112	117	106	127	121	94	99	82	58
%Diff A	-10.67%	41.82%	-3.19%	-12.50%	27.35%	-91.51%	13.39%	19.83%	5.32%	1.01%	-12.20%	-3.45%
2005 P	21	38	39	53	32	48	43	46	39	45	35	31
2006 P	31	52	42	40	50	45	51	46	35	39	35	31
%Diff P	32.26%	26.92%	7.14%	-32.50%	36.00%	-6.67%	15.69%	0.00%	-11.43%	-15.38%	0.00%	0.00%
2005 S	33	37	57	68	68	74	69	72	59	68	66	52
2006 S	32	59	61	59	82	70	61	84	71	55	69	52
%Diff S	-3.13%	37.29%	6.56%	-15.25%	17.07%	-5.71%	-13.11%	14.29%	16.90%	-23.64%	4.35%	0.00%
2005 X	37	21	32	16	28	26	24	30	30	31	17	26
2006 X	30	21	22	17	34	19	39	21	29	52	22	37
%Diff X	-23.33%	0.00%	-45.45%	5.88%	17.65%	-36.84%	38.46%	-42.86%	-3.45%	40.38%	22.73%	29.73%

Dollar Volume of Sold Listings

	2005	2006	Diff	Chg
JAN	\$4,962,802	\$5,281,802	319,000	6.04%
FEB	\$4,492,877	\$8,728,235	4,235,358	48.52%
MAR	\$9,127,272	\$8,473,516	-653,756	-7.72%
APR	\$9,360,537	\$8,976,158	-384,379	-4.28%
MAY	\$10,723,310	\$11,491,596	768,286	6.69%
JUN	\$11,960,041	\$10,633,417	-1,326,624	-12.48%
JUL	\$10,744,064	\$8,904,640	-1,839,424	-20.66%
AUG	\$11,084,736	\$11,624,429	539,693	4.64%
SEP	\$9,227,910	\$11,179,243	1,951,333	17.45%
OCT	\$8,867,933	\$7,621,671	-1,246,262	-16.35%
NOV	\$9,700,089	\$11,789,055	2,088,966	17.72%
DEC	\$7,145,950	\$7,372,746	226,796	3.08%

2006 – 2007

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2006 A	75	110	94	112	117	106	127	121	94	99	82	58
2007 A	123	81	95	112	98	123	123	113	81	120	82	56
%Diff A	39.02%	-35.80%	1.05%	0.00%	-19.39%	13.82%	-3.25%	-7.08%	-16.05%	17.50%	0.00%	-3.57%
2006 P	31	52	42	40	50	45	51	46	35	39	35	31
2007 P	33	37	40	42	45	33	38	41	40	32	28	25
%Diff P	6.06%	-40.54%	-5.00%	4.76%	-11.11%	-36.36%	-34.21%	-12.20%	12.50%	-21.88%	-25.00%	-24.00%
2006 S	32	59	61	59	82	70	61	84	71	55	69	52
2007 S	42	47	65	54	81	61	66	77	42	55	37	37
%Diff S	23.81%	-25.53%	6.15%	-9.26%	-1.23%	-14.75%	7.58%	-9.09%	-69.05%	0.00%	-86.49%	-40.54%
2006 X	30	21	22	17	34	19	39	21	29	52	22	37
2007 X	51	36	39	33	46	42	43	38	26	52	29	56
%Diff X	41.18%	41.67%	43.59%	48.48%	26.09%	54.76%	9.30%	44.74%	-11.54%	0.00%	24.14%	33.93%

Dollar Volume of Sold Listings

	2006	2007	Diff	Chg
JAN	\$5,281,802	\$6,263,595	981,793	15.67%
FEB	\$8,728,235	\$7,066,826	-1,661,409	-23.51%
MAR	\$8,473,516	\$8,931,234	457,718	5.12%
APR	\$8,976,158	\$8,762,119	-214,039	-2.44%
MAY	\$11,491,596	\$12,020,615	529,019	4.40%
JUN	\$10,633,417	\$10,138,485	-494,932	-4.88%
JUL	\$8,904,640	\$10,898,900	1,994,260	18.30%
AUG	\$11,624,429	\$10,847,150	-777,279	-7.17%
SEP	\$11,179,243	\$6,456,934	-4,722,309	-73.14%
OCT	\$7,621,671	\$8,129,617	507,946	6.25%
NOV	\$11,789,055	\$5,369,559	-6,419,496	-119.55%
DEC	\$7,372,746	\$4,458,400	-2,914,346	-65.37%

2007 – 2008

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2007 A	123	81	95	112	98	123	123	113	81	120	82	56
2008 A	95	85	81	112	78	123	117	108	76	57	61	78
%Diff A	-29.47%	4.71%	-17.28%	0.00%	-25.64%	0.00%	-5.13%	-4.63%	-6.58%	-110.53%	-34.43%	28.21%
2007 P	33	37	40	42	45	33	38	41	40	32	28	25
2008 P	32	30	38	27	37	43	33	36	34	30	27	22
%Diff P	-3.13%	-23.33%	-5.26%	-55.56%	-21.62%	23.26%	-15.15%	-13.89%	-17.65%	-6.67%	-3.70%	-13.64%
2007 S	42	47	65	54	81	61	66	77	42	55	37	37
2008 S	28	36	53	45	47	48	45	40	57	50	29	36
%Diff S	-50.00%	-30.56%	-22.64%	-20.00%	-72.34%	-27.08%	-46.67%	-92.50%	26.32%	-10.00%	-27.59%	-2.78%
2007 X	51	36	39	33	46	42	43	38	26	52	29	56
2008 X	60	48	42	32	40	66	55	41	35	55	36	56
%Diff X	15.00%	25.00%	7.14%	-3.13%	-15.00%	36.36%	21.82%	7.32%	25.71%	5.45%	19.44%	0.00%

Dollar Volume of Sold Listings

	2007	2008	Diff	Chg
JAN	\$6,263,595	\$3,616,225	-2,647,370	-73.21%
FEB	\$7,066,826	\$5,223,950	-1,842,876	-35.28%
MAR	\$8,931,234	\$7,096,206	-1,835,028	-25.86%
APR	\$8,762,119	\$7,083,818	-1,678,301	-23.69%
MAY	\$12,020,615	\$8,428,190	-3,592,425	-42.62%
JUN	\$10,138,485	\$8,780,626	-1,357,859	-15.46%
JUL	\$10,898,900	\$6,522,900	-4,376,000	-67.09%
AUG	\$10,847,150	\$5,269,550	-5,577,600	-105.85%
SEP	\$6,456,934	\$8,419,035	1,962,101	23.31%
OCT	\$8,129,617	\$7,496,151	-633,466	-8.45%
NOV	\$5,369,559	\$2,879,999	-2,489,560	-86.44%
DEC	\$4,458,400	\$5,772,055	1,313,655	22.76%

2008 – 2009

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
2008 A	95	85	81	112	78	123	117	97
2009 A	81	87	104	104	103	99	101	84
%Diff A	-17.28%	2.30%	22.12%	-7.69%	24.27%	-24.24%	-15.84%	-15.48%
2008 P	32	30	38	27	37	43	33	34
2009 P	22	33	38	36	25	43	34	48
%Diff P	-45.45%	9.09%	0.00%	25.00%	-48.00%	0.00%	2.94%	29.17%
2008 S	28	36	53	45	47	48	45	29
2009 S	23	31	46	34	37	52	55	35
%Diff S	-21.74%	-16.13%	-15.22%	-32.35%	-27.03%	7.69%	18.18%	17.14%
2008 X	60	48	42	32	40	66	55	38
2009 X	46	31	38	32	32	32	43	29
%Diff X	-30.43%	-54.84%	-10.53%	0.00%	-25.00%	-106.25%	-27.91%	-31.03%

Dollar Volume of Sold Listings

	2008	2009	Diff	Chg
JAN	\$3,616,225	\$2,789,469	-826,756	-29.64%
FEB	\$5,223,950	\$3,647,700	-1,576,250	-43.21%
MAR	\$7,096,206	\$7,346,317	250,111	3.40%
APR	\$7,083,818	\$5,086,187	-1,997,631	-39.28%
MAY	\$8,428,190	\$5,669,450	-2,758,740	-48.66%
JUN	\$8,780,626	\$7,622,937	-1,157,689	-15.19%
JUL	\$6,522,900	\$7,520,550	997,650	13.27%
AUG	\$3,140,450	\$4,641,284	1,500,834	32.34%

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