### WOODSTOCK-INGERSOLL & DISTRICT REAL ESTATE BOARD MLS DETAILED STATISTICS

### For The Month of "February 2014"

|                          | Dollar Value of Units Sold in Current Month | # of Units Sold Current Month | # of New Listings<br>Current Month | Number of Active Listings End of Current  Month |
|--------------------------|---|-------------------------------|------------------------------------|---|
| Residential              |   |                               |                                    |   |
| Single Family-Home       | \$14,933,638.00                             | 61                            | 129                                | 414   |
| Single Family-Condo      | \$977,000.00                                | 5                             | 9                                  | 36  |
| SINGLE FAMILY TOTAL      | \$15,910,638.00                             | 66                            | 138                                | 450   |
| Residential-Multi Family | \$0.00                                      | 0                             | 4                                  | 17  |
| TOTAL:                   | \$15,910,638.00                             | 66                            | 142                                | 467   |
| Non-Residential          |   |                               |                                    |   |
| Farms                    | \$0.00                                      | 0                             | 1                                  | 14  |
| Vacant Land              | \$85,000                                    | 1                             | 8                                  | 53  |
| Other (I.C.&I.)          | \$673,000                                   | 2                             | 3                                  | 31  |
| TOTAL:                   | \$758,000.00                                | 3                             | 12                                 | 98  |
| GRAND TOTAL:             | \$16,668,638.00                             | 69                            | 154                                | 565   |

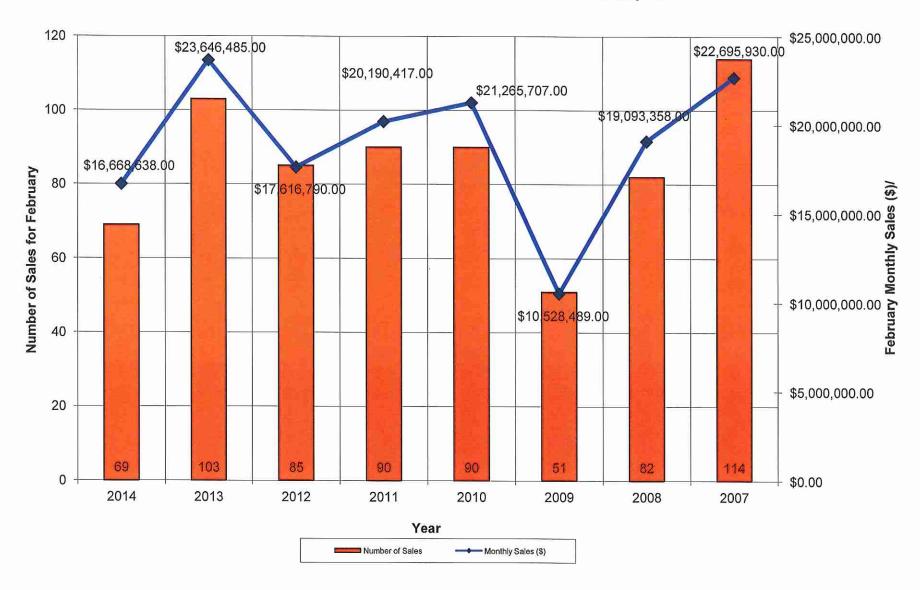
#### Number of Units Sold - Broken Down by Price Range

|            |                       | 555   |  |   |
|------------|-----------------------|---|--|---|
| UNITS SOLD | PRICE RANGE           | UNITS SOLD  | PRICE RANGE  | SOLD  |
| 0          | \$120,000-139,999     | 5   | \$350,000-399,999  | 1   |
| 0          | \$140,000-159,999     | 3   | \$400,000-499,999  | 1   |
| 0          | \$160,000-179,999     | 9   | \$500,000-749,999  | 2   |
| 0          | \$180,000-199,999     | 7   | \$750,000-999,999  | 0   |
| 0          | \$200,000-219,999     | 10  | \$1,000,000+   | 0   |
| 0          | \$220,000-239,999     | 3   |  |   |
| Í          | \$240,000-259,999     | 5   |  |   |
| 0          | \$260,000-299,999     | 7   |  |   |
| Ť          | \$300,000-349,999     | 13  |  |   |
|            | 0<br>0<br>0<br>0<br>0 | O \$120,000-139,999 O \$140,000-159,999 O \$160,000-179,999 O \$180,000-199,999 O \$200,000-219,999 O \$220,000-239,999 1 \$240,000-259,999 O \$260,000-299,999 | O       \$120,000-139,999       5         O       \$140,000-159,999       3         O       \$160,000-179,999       9         O       \$180,000-199,999       7         O       \$200,000-219,999       10         O       \$220,000-239,999       3         1       \$240,000-259,999       5         O       \$260,000-299,999       7 | 0       \$120,000-139,999       5       \$350,000-399,999         0       \$140,000-159,999       3       \$400,000-499,999         0       \$160,000-179,999       9       \$500,000-749,999         0       \$180,000-199,999       7       \$750,000-999,999         0       \$200,000-219,999       10       \$1,000,000+         0       \$220,000-239,999       3         1       \$240,000-259,999       5         0       \$260,000-299,999       7 |

## Woodstock-Ingersoll & District Real Estate Board Monthly Statistics---Sales & Listing Comparative Years February 2014 STATISTICS

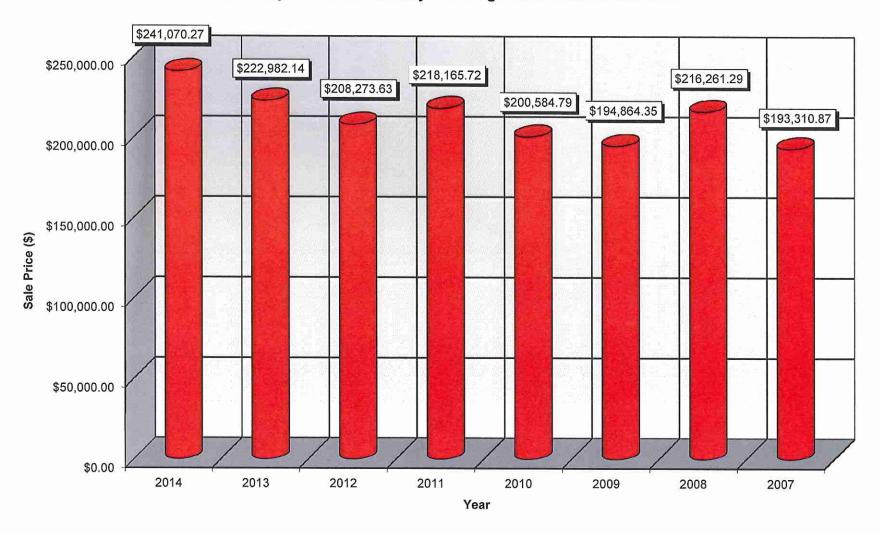
| おおかい 正年                                |   | 2014            | 7-51 03-61-61 | 2013             |            | 2012                                  | J.A.I.O.IIO | 2011             |           | 2010      |        |
|--|---|-----------------|---------------|------------------|------------|---------------------------------------|-------------|------------------|-----------|-----------|--------|
| Sales                                  | 200000000000000000000000000000000000000 | 2017            |               | 2010             |            | 2012                                  |             | 2011             |           | 2010      |        |
| /lonth                                 | #Sales                                  | \$ Value        | #Sales        | \$ Value         | #Sales     | \$ Value                              | #Sales      | \$ Value         | #Sales    | \$ Value  |        |
| anuary                                 | 44                                      | \$9,163,423.00  | 77            | \$17,223,567.00  | 61         | \$13,255,001.00                       | 74          | \$15,078,008.00  | 58        | \$13,268  | 3,356. |
| ebruary                                | 69                                      | \$15,910,638.00 | 103           | \$23,646,485.00  | 85         | \$17,616,790.00                       | 90          | \$20,190,417.00  | 90        | \$21,265  | 5,707. |
| March                                  |   |                 | 94            | \$20,982,975.00  | 110        | \$24,471,707.00                       | 124         | \$26,425,049.00  | 134       | \$27,743  | 3,650. |
| April                                  |   |                 | 127           | \$31,228,969.00  | 94         | \$23,527,686.00                       | 101         | \$21,004,161.00  | 161       | \$37,760  |        |
| Иay                                    |   |                 | 127           | \$31,371,514.00  | 97         | \$24,300,471.00                       | 112         | \$23,828,789.00  | 146       | \$34,304  | 1,909. |
| June                                   |   |                 | 121           | \$30,692,940.00  | 112        | \$28,365,403.00                       | 111         | \$29,430,141.00  | 109       | \$23,804  | -      |
| July                                   |   |                 | 122           | \$25,863,776.00  | 96         | \$23,673,464.00                       | 95          | \$21,174,429.00  |           | \$20,205  |        |
| August                                 |   |                 | 118           | \$29,011,721.00  | 106        | \$25,865,718.00                       | 110         | \$28,162,599.00  | 88        | \$20,960  | ,450.  |
| September                              |   |                 | 127           | \$28,262,520.00  | 99         | \$22,290,439.00                       | 118         | \$26,347,346.00  | 110       | \$22,840  | ),020. |
| October                                |   |                 | 104           | \$25,704,783.00  | 90         | \$21,414,832.00                       | 79          | \$18,853,599.00  | 88        | \$20,406  |        |
| November                               |   |                 | 74            | \$16,858,048.00  | 72         | \$18,348,151.00                       | 93          | \$21,812,378.00  | 84        | \$18,187  | 7,000. |
| December                               |   |                 | 60            | \$13,170,186.00  | 48         | \$12,406,200.00                       | 53          | \$12,491,700.00  | 69        | \$14,029  | €,801. |
| TOTAL                                  | 113                                     | \$25,074,061.00 | 1254          | \$294,017,484.00 | 1070       | \$255,535,862.00                      | 0 1160      | \$264,798,616.00 | 1222      | \$274,777 | ,043.  |
| New Listings                           |   | · ·             |               |                  | Ni - C C . | · · · · · · · · · · · · · · · · · · · |             |                  |           |           |        |
| Month                                  | # Listings                              | \$ Value        | # Listings    | \$ Value         | # Listings | \$ Value                              | # Listings  | \$ Value         | #Listings | \$ Value  |        |
| January                                | 126                                     | N/A             | 176           | N/A              | 150        | N/A                                   | 153         | N/A              | 203       | N/A       |        |
| February                               | 154                                     | N/A             | 164           | N/A              | 147        | N/A                                   | 161         | N/A              | 179       | N/A       |        |
| March                                  |   | N/A             | 174           | N/A              | 228        | N/A                                   | 269         | N/A              | 297       | N/A       |        |
| April                                  |   | N/A             | 198           | N/A              | 214        | N/A                                   | 226         | N/A              | 257       | N/A       |        |
| Vay                                    |   | N/A             | 221           | N/A              | 186        | N/A                                   | 233         | N/A              | 261       | N/A       |        |
| June                                   |   | N/A             | 186           | N/A              | 175        | N/A                                   | 231         | N/A              | 236       | N/A       |        |
| July                                   |   | N/A             | 202           | N/A              | 183        | N/A                                   | 161         | N/A              | 209       | N/A       |        |
| August                                 |   | N/A             | 183           | N/A              | 184        | N/A                                   | 207         | N/A              | 197       | n/a       |        |
| September                              |   | N/A             | 181           | N/A              | 171        | N/A                                   | 196         | N/A              | 195       | n/a       |        |
| October                                |   | N/A             | 150           | N/A              | 171        | N/A                                   | 152         | N/A              | 195       | N/A       |        |
| Vovember                               |   | N/A             | 121           | N/A              | 126        | N/A                                   | 112         | N/A              | 162       | N/A       |        |
| December                               |   | N/A             | 68            | N/A              | 87         | N/A                                   | 107         | N/A              | 82        | n/a       |        |
| TOTAL                                  | 280                                     |                 | 2024          |                  | 2022       |                                       | 2208        |                  | 2473      |           |        |
| CURRENT<br>MONTH<br>ACTIVE<br>LISTINGS | 565                                     |                 |               |                  |            |                                       |             |                  |           |           |        |

# WIDREB Sales Comparison for the Month of February 2014



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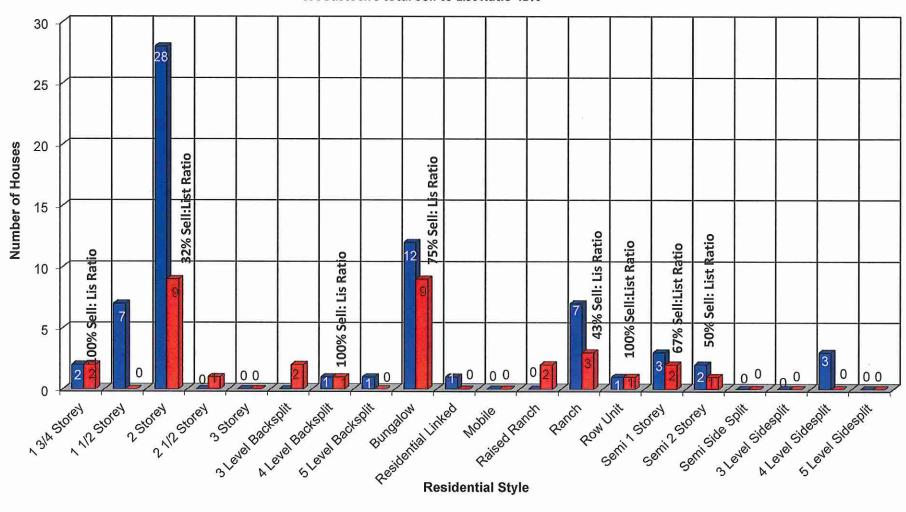
# A Comparison of February's Average Residential Sale Price



#### Woodstock's Residential Sell to List Ratio for February 2014

■Listed=68 ■Sold=33

#### Woodstock's total Sell to List Ratio 49%



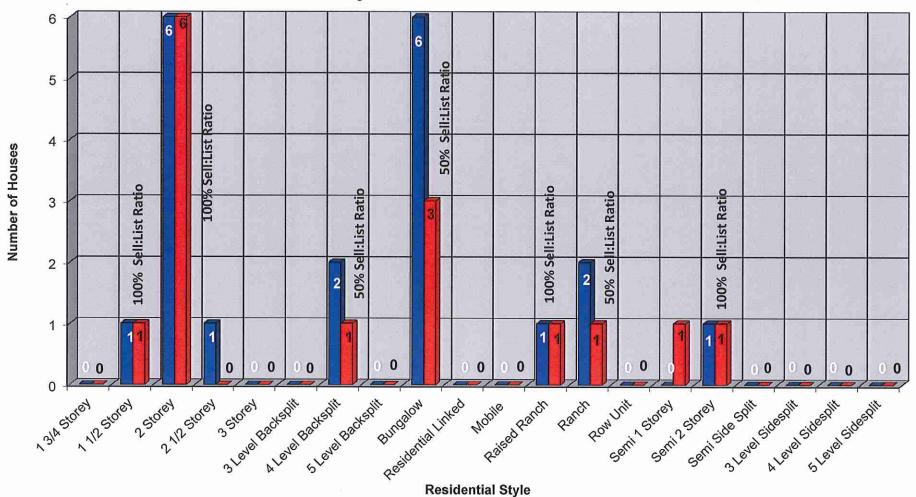
10% Sell:List Ratio 10% Sell:List Ratio

62% Sell: List Ratio

#### Ingersoll's Residential Sell to List Ratio for February 2014

■Listed = 20 ■sold=16

#### Ingersoll's Total Sell to List is 80%



#### **WIDREB Year-to-Date Sales Comparison** January - February, 2014 Yearly Sales (\$) Number of Yearly Sales 250 \$45,000,000.00 \$40,870,052.00 \$39,008,147.00 \$40,000,000.00 \$35,706,125.00 \$35,268,425.00 \$34,534,063.00 200 \$35,000,000.00 \$30,000,000.00 \$30,871,791.00 150 Yearly Units Sold \$25,000,000.00 \$25,832,061.00 \$20,000,000.00 \$19,843,238.00 \$15,000,000.00 \$10,000,000.00 50 \$5,000,000.00 113 180 146 164 148 98 163 199 \$0.00 2014 2013 2012 2011 2010 2009 2008 2007

Year

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