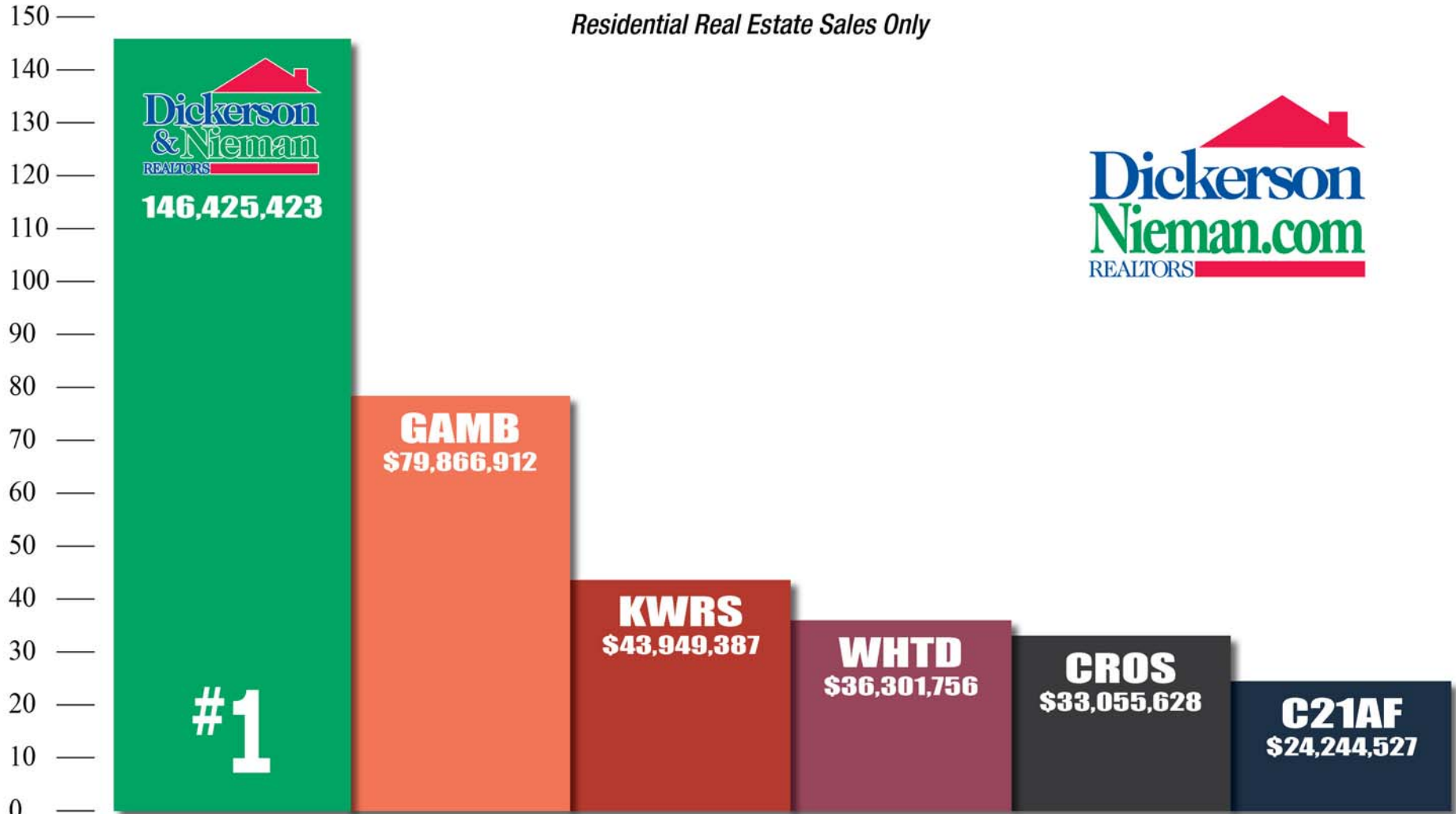


2011 DICKERSON & NIEMAN YEAR-TO-DATE CLOSED SALES

Residential Real Estate Sales Only



Source: Rockford Area Association of REALTORS®



DICKERSON & NIEMAN REALTORS

PENDING SALES ACTIVITY AS OF NOVEMBER 1, 2011

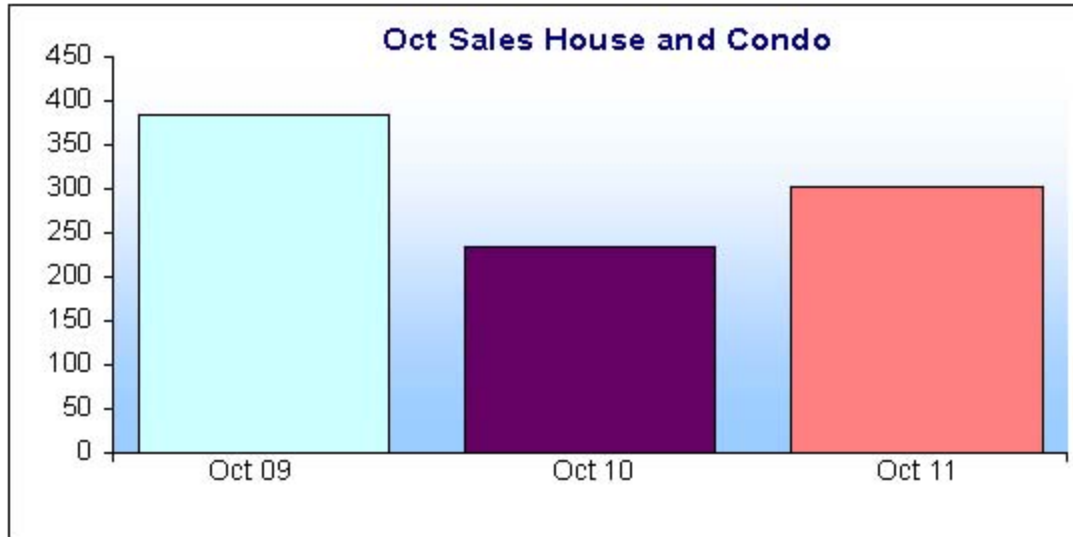


OFFICE CURRENT WRITTEN SALES REPORT

REPORT CRITERIA: Current Status: SP. Class: HSE,DUP,CDO. Office:D&N. Include top 10 total transaction \$ companies.

Office	Total Transaction Units	Total Selling Sides	In-House Transaction Units	List Side Transaction Units	Sale Side Transaction Units	In-House Transaction Volume	List Side Transaction Volume	Sale Side Transaction Volume	Total Transaction Volume	In-House Transaction Commission	List Side Transaction Commission	Sale Side Transaction Commission	Total Transaction Commission
D&N	90	112	22	37	31	\$5,996,400	\$3,696,600	\$3,684,485	\$13,377,485	\$179,063	\$113,994	\$95,032	\$388,088
GAMB	68	79	11	31	26	\$1,644,800	\$3,765,549	\$2,638,480	\$8,048,829	\$53,189	\$117,579	\$77,590	\$248,358
KRI	84	100	16	58	10	\$1,678,546	\$3,525,515	\$680,400	\$5,884,461	\$24,660	\$48,191	\$17,632	\$90,483
CROS	51	60	9	17	25	\$1,782,000	\$1,619,900	\$2,396,460	\$5,798,360	\$55,584	\$47,033	\$68,218	\$170,834
KWRS	45	56	11	9	25	\$2,114,400	\$874,600	\$2,404,160	\$5,393,160	\$63,213	\$26,863	\$71,199	\$161,275
NPR	40	44	4	13	23	\$1,160,800	\$1,563,200	\$2,005,540	\$4,729,540	\$36,523	\$44,021	\$59,941	\$140,484
MLS	53	53	0	0	53	\$0	\$0	\$4,594,370	\$4,594,370	\$0	\$0	\$116,715	\$116,715
WHTD	29	34	5	16	8	\$987,400	\$1,858,945	\$904,100	\$3,750,445	\$27,467	\$60,366	\$27,128	\$114,961
C21AF	30	38	8	8	14	\$1,304,400	\$604,700	\$1,429,299	\$3,338,399	\$37,983	\$18,640	\$43,315	\$99,938
REMAX	15	17	2	8	5	\$629,800	\$1,431,400	\$1,181,060	\$3,242,260	\$22,043	\$46,440	\$33,988	\$102,470
Totals	505	593	88	197	220	\$17,298,546	\$18,940,409	\$21,918,354	\$58,157,309	\$499,725	\$523,125	\$610,757	\$1,633,606
Average	50	59	8	19	22	\$1,729,855	\$1,894,041	\$2,191,835	\$5,815,731	\$49,973	\$52,312	\$61,076	\$163,361
Transaction Breakdown: 505 total transactions 17.43% in-house 39.01% list side only 43.56% sale side only													

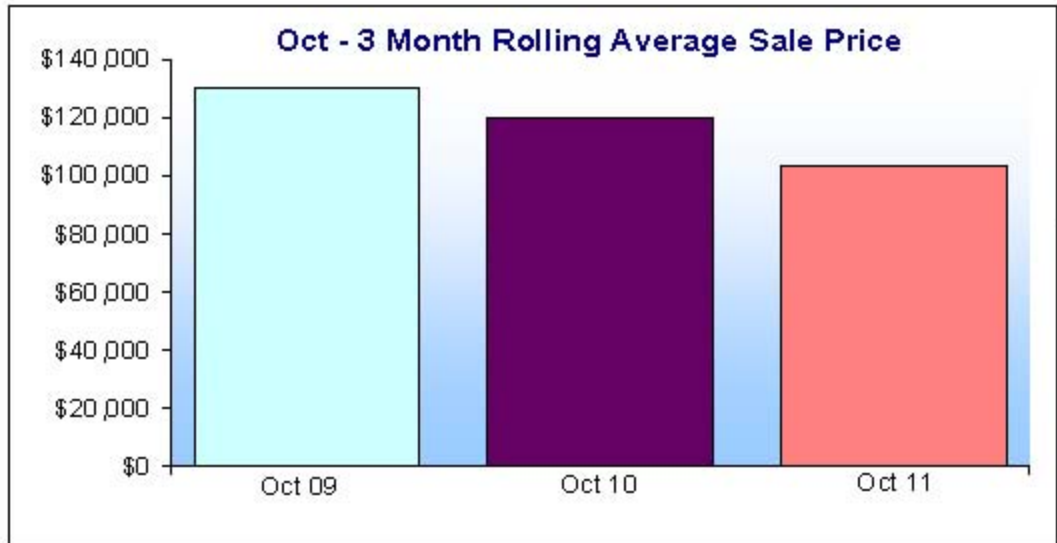
* This report is generated by information compiled by RAAR.



Month	Current Year	One Year Previous	Change
Nov-10	236	360	-34.44%
Dec-10	229	252	-9.13%
Jan-11	160	156	2.56%
Feb-11	173	212	-18.40%
Mar-11	211	313	-32.59%
Apr-11	218	389	-43.96%
May-11	276	414	-33.33%
Jun-11	378	371	1.89%
Jul-11	318	250	27.20%
Aug-11	330	265	24.53%
Sep-11	311	274	13.50%
Oct-11	302	232	30.17%

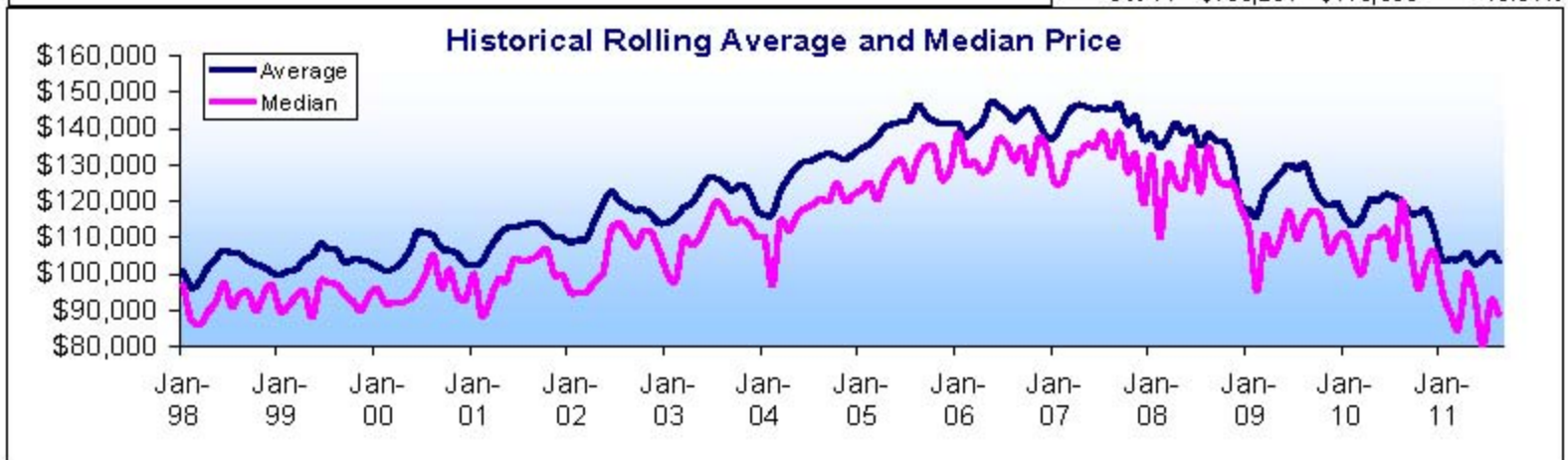


Restricted Information: See MLS Rules Sections 10 Thru 13



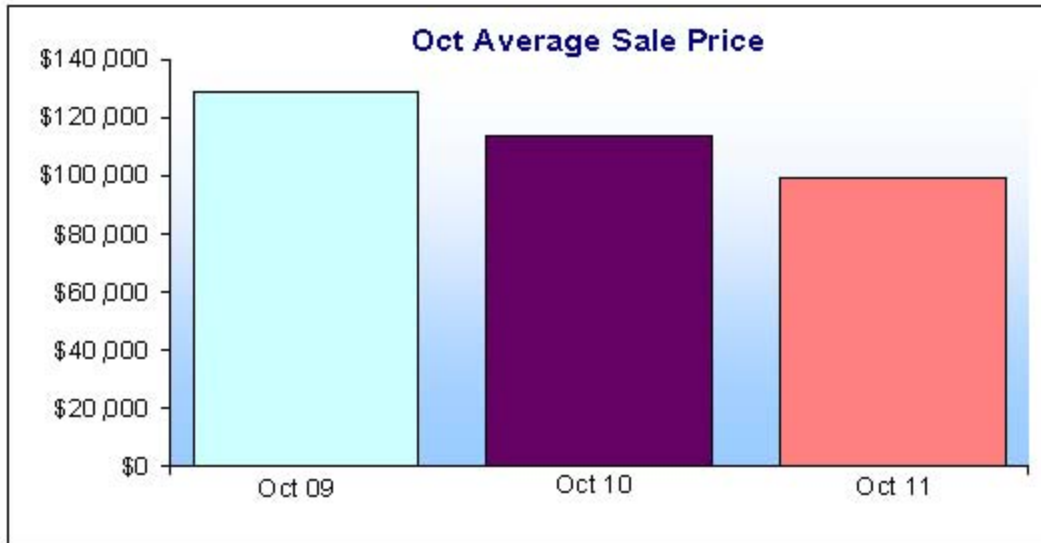
Average Prices - 3 Month Rolling Average

Month	Current Year	One Year Previous	Change
Nov-10	\$116,767	\$124,236	-6.01%
Dec-10	\$116,675	\$120,189	-2.92%
Jan-11	\$117,520	\$118,723	-1.01%
Feb-11	\$111,824	\$119,563	-6.47%
Mar-11	\$103,856	\$115,416	-10.02%
Apr-11	\$104,015	\$113,236	-8.14%
May-11	\$103,916	\$115,396	-9.95%
Jun-11	\$105,766	\$120,327	-12.10%
Jul-11	\$102,761	\$120,136	-14.46%
Aug-11	\$103,981	\$121,914	-14.71%
Sep-11	\$106,022	\$121,271	-12.57%
Oct-11	\$103,281	\$119,968	-13.91%



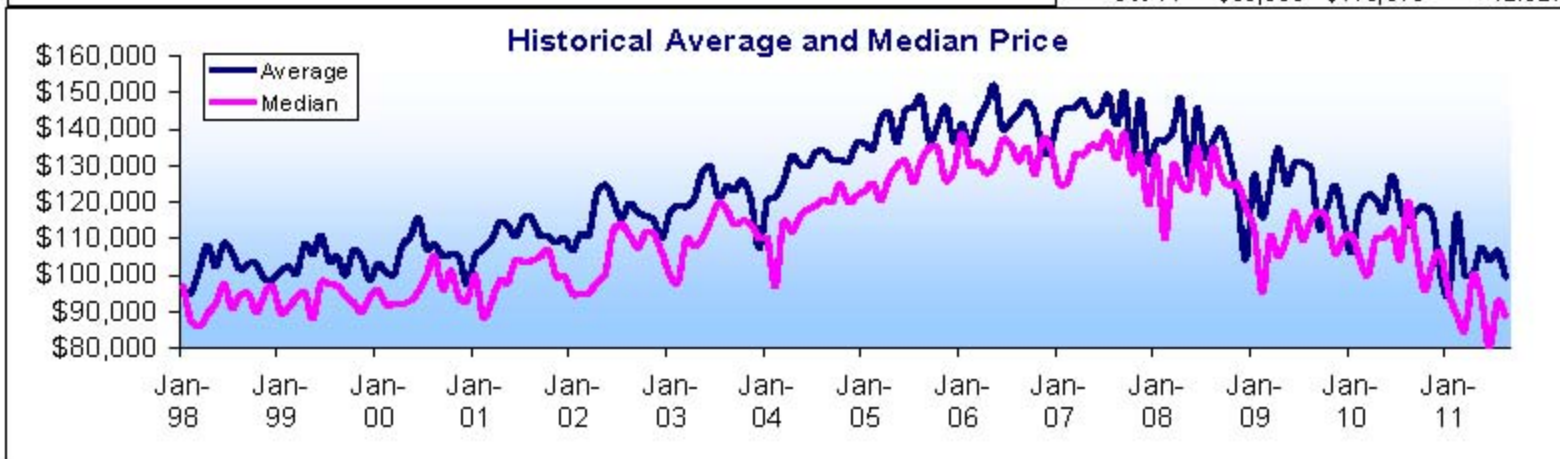
Restricted Information: See MLS Rules Sections 10 Thru 13



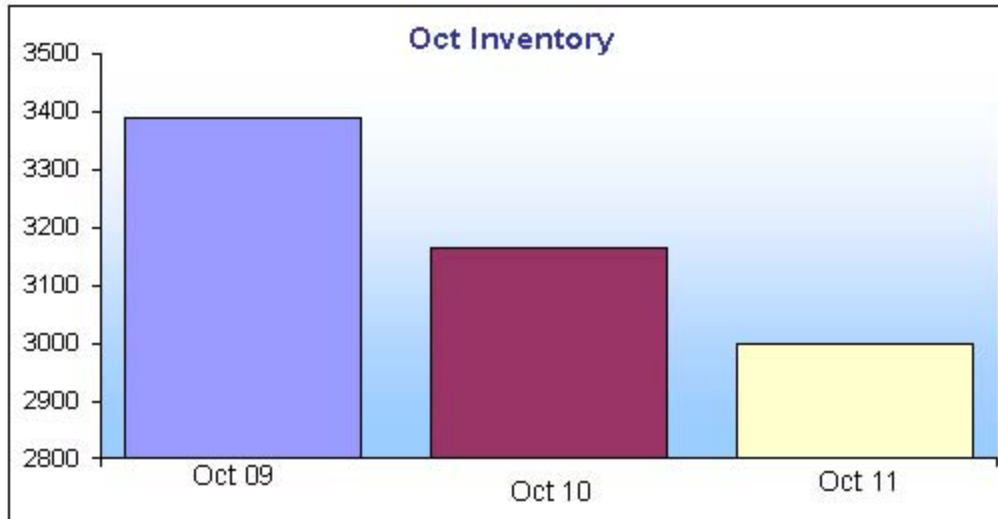


Average Prices - Single Month

Month	Current Year	One Year Previous	Change
Nov-10	\$117,880	\$112,953	4.18%
Dec-10	\$118,726	\$118,578	0.12%
Jan-11	\$116,155	\$124,639	-6.81%
Feb-11	\$100,592	\$115,472	-12.89%
Mar-11	\$94,820	\$106,138	-10.66%
Apr-11	\$116,634	\$118,099	-1.24%
May-11	\$100,294	\$121,951	-17.76%
Jun-11	\$100,371	\$120,930	-17.00%
Jul-11	\$107,618	\$117,527	-8.43%
Aug-11	\$103,955	\$127,284	-18.33%
Sep-11	\$106,492	\$119,002	-10.51%
Oct-11	\$99,395	\$113,619	-12.52%



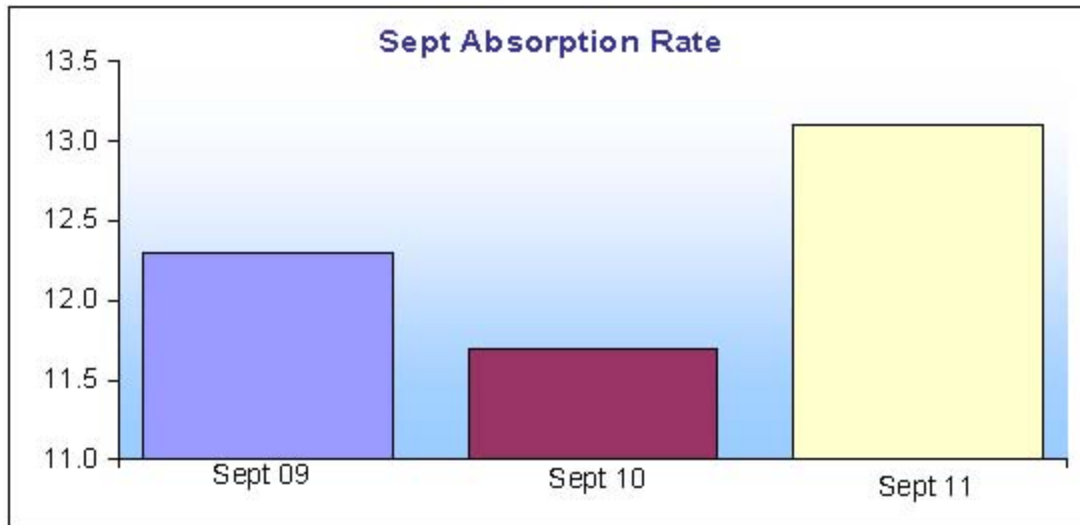
Restricted Information: See MLS Rules Sections 10 Thru 13



Month	Current Year	One Year Previous	Change
Nov-10	3074	3316	-7.30%
Dec-10	2937	3143	-6.55%
Jan-11	2893	3104	-6.80%
Feb-11	2866	3130	-8.43%
Mar-11	2936	3294	-10.87%
Apr-11	3122	3295	-5.25%
May-11	3267	3344	-2.30%
Jun-11	3357	3504	-4.20%
Jul-11	3331	3547	-6.09%
Aug-11	3283	3545	-7.39%
Sep-11	3217	3485	-7.69%
Oct-11	2998	3166	-5.31%



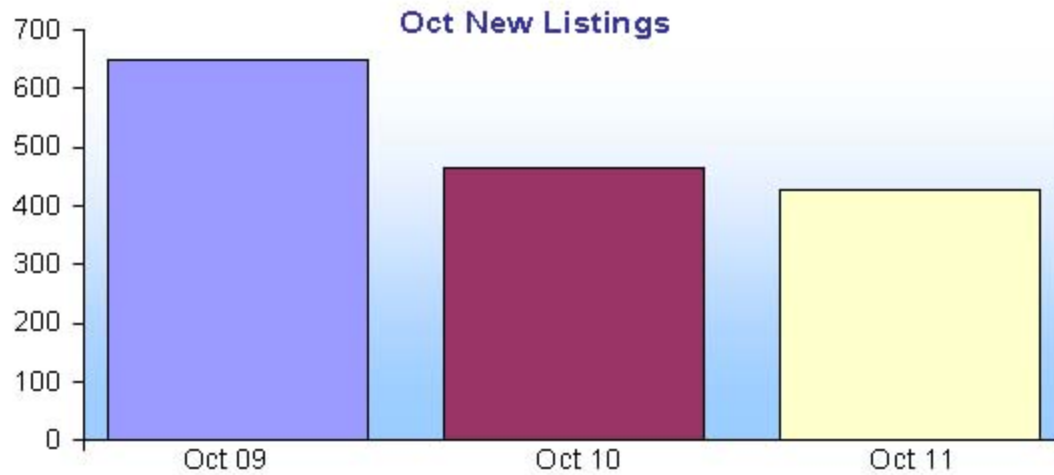
Restricted Information: See MLS Rules Sections 10 Thru 13



Month	Current Year	One Year Previous	Change
Oct-10	11.10	11.80	-5.93%
Nov-10	11.10	11.10	0.00%
Dec-10	10.50	10.50	0.00%
Jan-11	10.50	10.40	0.96%
Feb-11	10.50	10.50	0.00%
Mar-11	11.10	11.00	0.91%
Apr-11	12.60	10.70	17.76%
May-11	14.00	10.50	33.33%
Jun-11	14.40	10.80	33.33%
Jul-11	14.10	11.50	22.61%
Aug-11	13.50	11.60	16.38%
Sep-11	13.10	11.70	11.97%



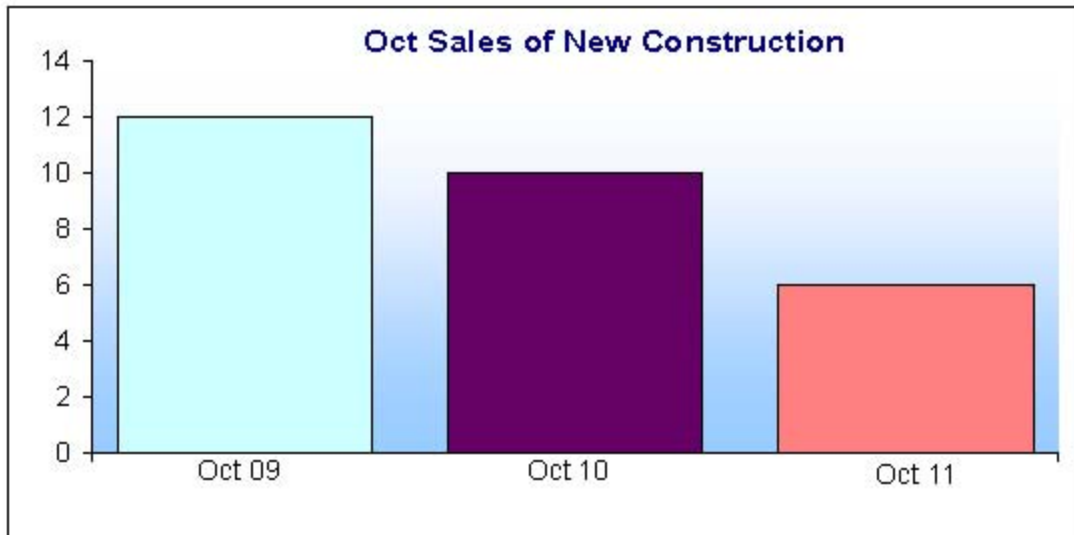
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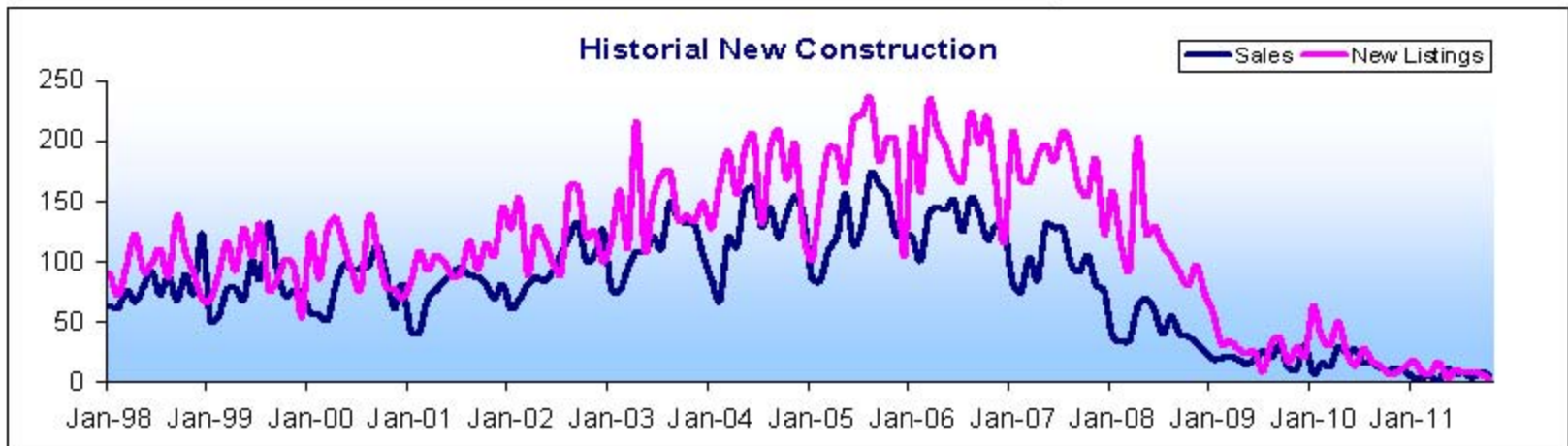
Month	Current Year	One Year Previous	Change
Nov-10	447	511	-12.52%
Dec-10	433	390	11.03%
Jan-11	435	546	-20.33%
Feb-11	418	627	-33.33%
Mar-11	636	794	-19.90%
Apr-11	653	856	-23.71%
May-11	635	598	6.19%
Jun-11	634	697	-9.04%
Jul-11	530	663	-20.06%
Aug-11	557	622	-10.45%
Sep-11	500	537	-6.89%
Oct-11	427	466	-8.37%



Restricted Information: See MLS Rules Sections 10 Thru 13



Month	New Listings	Sales	Inventory Unit Change
Nov-10	8	12	-4.00
Dec-10	13	9	4.00
Jan-11	18	4	14.00
Feb-11	9	4	5.00
Mar-11	7	5	2.00
Apr-11	17	2	15.00
May-11	4	11	-7.00
Jun-11	10	7	3.00
Jul-11	8	8	0.00
Aug-11	7	4	3.00
Sep-11	7	8	-1.00
Oct-11	3	6	-3.00



Restricted Information: See MLS Rules Sections 10 Thru 13