



**HEARTH
& HOME**
REALTY INC.
BROKERAGE

Est. 1989



YEAR	ACTIVES (AT MONTH ENDS)	UNITS SOLD	AVERAGE MEDIAN	AVERAGE	DAYS	RATIO
1989	683	205	\$192,599	\$212,287	46	95.8%
1990	1,087	145	\$183,900	\$198,266	66	94.1%
1991	939	187	\$176,200	\$193,273	62	93.9%
1992	947	188	\$170,333	\$185,148	69	94.1%
1993	913	152	\$165,768	\$179,775	72	93.8%
1994	816	176	\$163,542	\$180,151	68	94.9%
1995	862	164	\$162,000	\$176,929	77	94.6%
1996	681	208	\$162,658	\$175,825	61	95.5%
1997	557	213	\$172,725	\$191,051	49	96.0%
1998	532	206	\$174,917	\$198,455	51	96.2%
1999	509	218	\$180,367	\$204,381	50	96.8%
2000	517	219	\$187,400	\$209,177	46	96.6%
2001	538	241	\$194,733	\$219,786	45	96.7%
2002	482	256	\$208,192	\$235,478	39	96.9%
2003	529	267	\$223,242	\$251,948	42	97.1%
2004	486	277	\$250,899	\$274,300	38	98.0%
2005	557	285	\$271,703	\$295,917	42	97.0%
2006	591	281	\$282,568	\$311,390	44	97.0%
2007	624	291	\$304,225	\$333,417	42	96.7%
2008	786	253	\$314,245	\$343,402	47	95.6%