

# Trends and Benchmarks

Searching 24 months prior to 09/21/2007

## Trends (Averages)

Feature	# Sold	DOM	Price	\$/ft.
1 Bedroom	0	0	\$0	\$0.00
2 Bedrooms	0	0	\$0	\$0.00
3 Bedrooms	13	121	\$185,800	\$87.82
4 Bedrooms	12	64	\$202,883	\$80.89
5+ Bedrooms	2	26	\$236,185	\$78.07
1 Story	16	100	\$184,439	\$88.24
2 Story	11	72	\$215,577	\$77.88
Without Pool	27	89	\$197,125	\$84.02
With Pool	0	0	\$0	\$0.00
Built Before 1980	0	0	\$0	\$0.00
Built 1980-1989	0	0	\$0	\$0.00
Built 1990-1999	0	0	\$0	\$0.00
Built After 2000	27	89	\$197,125	\$84.02
Never Lived In	0	0	\$0	\$0.00
Under 1000 sq. ft.	0	0	\$0	\$0.00
1000-1500 sq. ft.	0	0	\$0	\$0.00
1500-2000 sq. ft.	6	163	\$172,260	\$95.99
2000-2500 sq. ft.	11	67	\$188,870	\$83.52
2500-3000 sq. ft.	8	82	\$215,105	\$78.38
3000-3500 sq. ft.	2	9	\$245,200	\$73.44
3500-4000 sq. ft.	0	0	\$0	\$0.00
4000-4500 sq. ft.	0	0	\$0	\$0.00
4500+ sq. ft.	0	0	\$0	\$0.00
Closing Costs Paid By Seller	# Homes	Price	Paid	
	11	180,912	1,922	

## Benchmarks (Highest)

DOM	Price	\$/ft.
0	\$0	\$0.00
0	\$0	\$0.00
247	\$230,000	\$101.60
175	\$240,000	\$91.90
39	\$250,400	\$82.58
227	\$230,000	\$101.60
247	\$250,400	\$83.29
247	\$250,400	\$101.60
0	\$0	\$0.00
0	\$0	\$0.00
0	\$0	\$0.00
247	\$250,400	\$101.60
0	\$0	\$0.00
0	\$0	\$0.00
0	\$0	\$0.00
227	\$190,700	\$101.60
169	\$222,990	\$99.42
247	\$230,000	\$82.58
13	\$250,400	\$73.56
0	\$0	\$0.00
0	\$0	\$0.00
0	\$0	\$0.00

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# Terrace Brook Supply and Demand

Searching 24 months prior to 09/21/2007

## Supply

	# Active	Mos. Inv.
All Homes	7	6.2
1 Bedroom	0	0.0
2 Bedrooms	0	0.0
3 Bedrooms	4	7.4
<b>4 Bedrooms</b>	<b>2</b>	<b>4.0</b>
5+ Bedrooms	1	12.0
With Pool	0	0.0

## Demand

	# Pend	# Sold
All Homes	1	27
1 Bedrooms	0	0
2 Bedrooms	0	0
3 Bedrooms	0	13
<b>4 Bedrooms</b>	<b>1</b>	<b>12</b>
5+ Bedrooms	0	2
With Pool	0	0

## Quarterly Trends

Quarter	Listed	Active	Exp/Term	Pend	Sold	DTO/DTC	Avg. Price	\$/ft.
Q1	5	1	1	0	3	206/65	\$234,463	\$85.11
Q2	14	3	2	1	8	137/141	\$197,712	\$83.68
<b>Q3</b>	<b>16</b>	<b>3</b>	<b>5</b>	<b>0</b>	<b>8</b>	<b>155/146</b>	<b>\$184,954</b>	<b>\$85.82</b>
Q4	8	0	0	0	8	77/116	\$194,706	\$82.14
Total	43	7	8	1	27	132/126	\$197,125	\$84.02

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# Terrace Brook

## Consequences of Pricing High

Searching 24 months prior to 09/21/2007

### All Price Ranges

Nbr. Sold	27
Avg. Price	\$197,125
Avg. \$/ft.	\$84.02
Avg. DTO	93
Avg. DTC	126

### With Reduction

Nbr. Sold	18
Avg. Price	\$188,818
Avg. \$/ft.	\$85.61
Avg. DTO	105
Avg. DTC	143

### No Reduction

Nbr. Sold	9
Avg. Price	\$213,738
Avg. \$/ft.	\$80.85
Avg. DTO	69
Avg. DTC	94

Potential Benefit of \$4.76/ft. or \$8,920 for 1874 SqFt  
While Spending 37 More Days Waiting For Offer

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# Terrace Brook Sold Properties

Closed Transactions During 20 Months Ending 09/21/2007

MLS Num	Address	B/B	ST	SqFt	Yr Blt	Pool	Listed	Orig Price	List Price	Sale Price	Per Ft	DTO	Activity
5041740	8302 Terrace Brook	5/3	2	3404	2006	N	02-07-2007	\$269,990	\$269,990	\$250,400	\$73.56	13	0 N0 S0 A0
5242262	8310 Terrace Brook Drive	3/2	1	2347	2005	N	09-09-2005	\$188,580	\$201,050	\$181,500	\$77.33	175	1 N3 S2 A0
4678737	8318 Terrace Brook	4/3	2	2796	2005	N	11-07-2005	\$225,990	\$212,990	\$216,300	\$77.36	175	2 N1 S1 A0
1486470	8219 Terrace Brook	4/3	2	2759	2006	N	09-22-2006	\$228,990	\$230,990	\$218,990	\$79.37	36	1 N0 S0 A1
3920960	8411 Terrace Brook	4/2	2	2593	2005	N	11-07-2005	\$219,990	\$222,990	\$208,600	\$80.45	26	2 N1 S0 A2
7270264	8335 Terrace Brook	3/2	1.5	2606	2005	N	06-24-2005	\$215,990	\$225,990	\$210,000	\$80.58	247	0 N3 S2 A0
5450474	7911 Corrian Park Circle	4/2	1	2315	2006	N	10-23-2006	\$205,990	\$207,990	\$187,000	\$80.78	116	2 N1 S1 A1
1879744	7954 Redland Woods Dr	3/2	1	2165	2006	N	06-19-2006	\$197,890	\$199,890	\$175,990	\$81.29	169	1 N4 S1 A1
2265434	7802 Crystal Moon Drive	4/2	2	2447	2007	N	04-06-2007	\$200,120	\$200,120	\$200,120	\$81.78	109	2 N2 S1 A1
5966084	7918 Crystal Moon	3/4	1	2793	2005	N	03-28-2006	\$271,990	\$271,990	\$230,000	\$82.35	9	0 N0 S0 A0
6511621	7902 Corrian Circle Park	5/3	2	2688	2006	N	06-19-2006	\$224,270	\$224,270	\$221,970	\$82.58	39	1 N1 S0 A1
<b>Low Range ROJ for 1874 Sq Ft</b>		<b>\$137,852 - \$154,751</b>				<b>Averages</b>		<b>\$222,708</b>	<b>\$224,387</b>	<b>\$209,170</b>	<b>\$79.77</b>	<b>101</b>	
2828349	7950 Redland Woods	4/2	1	2044	2005	N	05-08-2006	\$186,537	\$188,627	\$178,500	\$87.33	17	0 N0 S0 A0
5280851	8230 Terrace Brook	4/2	1	2281	2007	N	04-03-2007	\$203,990	\$203,990	\$207,163	\$90.82	11	1 N1 S0 A2
3953519	8106 Whisper Point Drive	3/2	1	1882	2005	N	11-22-2005	\$182,630	\$185,630	\$172,130	\$91.46	123	1 N0 S1 A0
8838401	8222 Terrace Brook Drive	4/2	1	1882	2006	N	06-19-2006	\$190,820	\$192,820	\$172,950	\$91.90	128	1 N1 S0 A1
<b>Mid Range ROJ for 1874 Sq Ft</b>		<b>\$163,654 - \$172,215</b>				<b>Averages</b>		<b>\$190,994</b>	<b>\$192,766</b>	<b>\$182,685</b>	<b>\$90.38</b>	<b>70</b>	
4190532	8427 Terrace Brook Drive	3/2	1	1683	2005	N	10-11-2005	\$171,320	\$175,320	\$160,320	\$95.26	144	2 N0 S2 A0
3592324	7947 Redland Woods	3/2	1	1970	2006	N	09-22-2006	\$214,990	\$214,990	\$190,700	\$96.80	227	1 N5 S2 A1
3861747	8235 Terrace Brook Drive	3/2	1	1683	2005	N	09-09-2005	\$165,880	\$173,880	\$166,460	\$98.91	172	1 N2 S1 A1
6824544	8234 Terrace Brook	3/2	1	2243	2006	N	02-07-2007	\$220,990	\$222,990	\$222,990	\$99.42	83	2 N0 S1 A1
7675929	8314 Terrace Brook Drive	3/2	1	1683	2005	N	09-09-2005	\$167,400	\$174,400	\$171,000	\$101.60	153	1 N2 S0 A2
<b>High Range ROJ for 1874 Sq Ft</b>		<b>\$178,514 - \$190,406</b>				<b>Averages</b>		<b>\$188,116</b>	<b>\$192,316</b>	<b>\$182,294</b>	<b>\$98.40</b>	<b>156</b>	

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## Terrace Brook Expired Properties

### Expired Listings During 23 Months Ending 09/21/2007

MLS Num	Address	B/B	ST	SqFt	Yr Blt	Pool	Listed	Expired	Orig Price	Last Price	Per Ft	DOM	Activity
435447 (W)	7842 Crystal Moon Dr.	4/2	2	2416	2005	N	09-25-2006	03-15-2007	\$204,990	\$184,900	\$76.53	171	2 N3 S1 A0
6393703 (W)	7846 Crystal Moon Dr.	4/2	2	2416	2005	N	09-25-2006	03-25-2007	\$204,990	\$185,000	\$76.57	181	2 N3 S1 A0
1017016	8335 Whisper Point Drive	5/3	2	2987	2006	N	08-09-2006	08-09-2007	\$233,230	\$243,630	\$81.56	365	1 N2 S0 A1
7561607	8227 Terrace Brk	4/2	1	2437	2005	N	10-11-2005	11-01-2006	\$192,740	\$199,500	\$81.86	226 (2)	2 N5 S4 A2
<b>Low Range ROR for 1874 Sq Ft</b>		<b>\$143,420 - \$153,411</b>				<b>Averages</b>			<b>\$208,988</b>	<b>\$203,257</b>	<b>\$79.13</b>	<b>236</b>	

8144254 (A)	8311 Terrace Brook Dr	3/2	1	2013	2005	N	01-22-2007	05-07-2007	\$199,000	\$190,000	\$94.39	90 (2)	1 N5 S0 A1
9407264 (A)	8311 Terrace Brook Dr	3/2	1	2013	2005	N	01-22-2007	04-01-2007	\$199,000	\$190,000	\$94.39	69	1 N1 S0 A0
5926654 (A)	8210 Garrison Point	3/2	1	2101	2007	N	04-03-2007	08-13-2007	\$203,990	\$198,990	\$94.71	42 (2)	2 N4 S2 A3
5741663	8106 Whisper Point Dr.	3/2	1	1882	2005	N	09-12-2005	10-17-2005	\$177,830	\$182,630	\$97.04	35	2 N2 S1 A4
<b>High Range ROR for 1874 Sq Ft</b>		<b>\$176,880 - \$181,854</b>				<b>Averages</b>			<b>\$194,955</b>	<b>\$190,405</b>	<b>\$95.13</b>	<b>59</b>	

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## Terrace Brook Active Properties

As Of 09/21/2007

MLS Num	Address	B/B	ST	SqFt	Yr Blt	Pool	Listed	Orig Price	Curr Price	Per Ft	DOM	Activity
8435682	8311 Terrace Brook Dr	3/2	1	2013	2005	N	01-22-2007	\$199,000	\$181,000	\$89.92	210 (3)	1 N9 S0 A1
6502046	8226 Terrace Brook Dr.	3/2	1	2177	2005	N	04-15-2007	\$199,000	\$189,900	\$87.23	159	2 N5 S0 A2
8042994	8210 Garrison Point	3/2	1	2101	2007	N	07-13-2007	\$198,990	\$198,990	\$94.71	72 (2)	4 N2 S1 A3
4633593	8307 Terrace Brook	4/2	1	2554	2005	N	09-19-2007	\$200,000	\$200,000	\$78.31	2	3 N0 S0 A2
5237467	7915 Crystal Moon	4/2	2	2447	2007	N	03-26-2007	\$207,450	\$207,450	\$84.78	179	1 N6 S3 A2
6875004	8210 Terrace Brk	3/2	1.5	2717	2006	N	06-29-2007	\$244,000	\$237,000	\$87.23	84	0 N0 S0 A0
8428194	8419 Terrace Brook Dr	5/3	2	3626	2005	N	07-11-2007	\$320,000	\$320,000	\$88.25	72	0 N0 S0 A0

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# Terrace Brook Pending Offers

As Of 09/21/2007

MLS Num	Address	B/B	ST	SqFt	Yr Blt	Pool	Orig List	Offer Date	Orig Price	List Price	Per Ft	DTO	Activity
5574591	7915 Corrian Park Circle	4/2	2	2694	2006	N	06-19-2006	04-24-2007	\$223,100	\$227,390	\$84.41	309	1 N5 S2 A1

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