

# The CCAR Pulse

Where Our Members Live and Work



## Fairview/Lucas

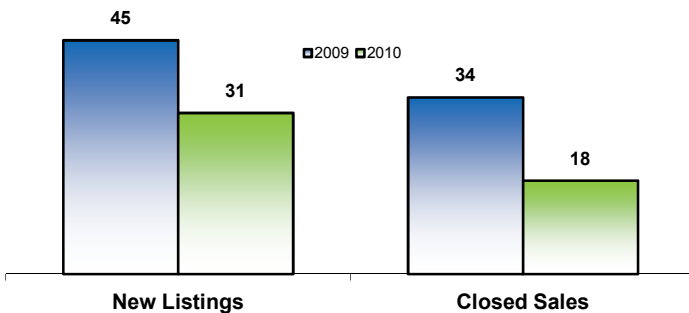
June

Entire Year

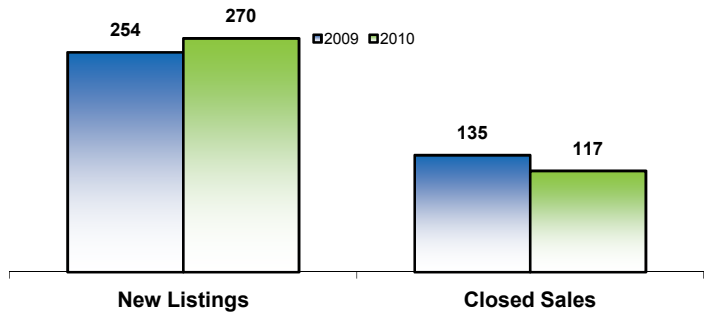
Collin County, TX	2009	2010	Change	2009	2010	Change
New Listings	45	31	- 31.1%	254	270	+ 6.3%
Closed Sales* (reported)	34	18	- 47.1%	135	117	- 13.3%
Closed Sales* (projected)	34	20	- 41.2%	135	119	- 11.9%
Listings Under Contract	24	10	- 58.3%	147	136	- 7.5%
Average Sales Price**	\$308,182	\$282,117	- 8.5%	\$319,295	\$324,907	+ 1.8%
Median Sales Price**	\$264,950	\$259,450	- 2.1%	\$270,000	\$280,380	+ 3.8%
Percent of Original List Price Received at Sale**	93.0%	96.3%	+ 3.5%	92.8%	95.0%	+ 2.4%
Average Days on Market Until Sale	135	54	- 60.3%	129	111	- 13.8%
Single-Family Detached Inventory	152	175	+ 15.1%	--	--	--
Townhouse-Condo Inventory	5	1	- 80.0%	--	--	--

\*Due to the typical delays in recording sales, reported unit activity will appear artificially low for the most recent month. Our **projected** unit activity assumes that only 89% of all sales are reported in time for this report. **Year-to-Date figures are now updated each month in the interest of accuracy.** \*\*Does not include seller's concessions.

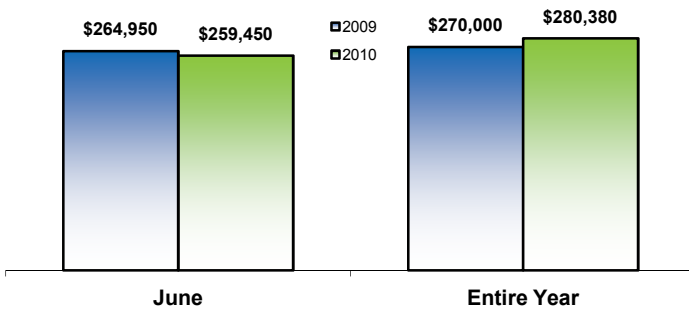
Activity—Most Recent Month



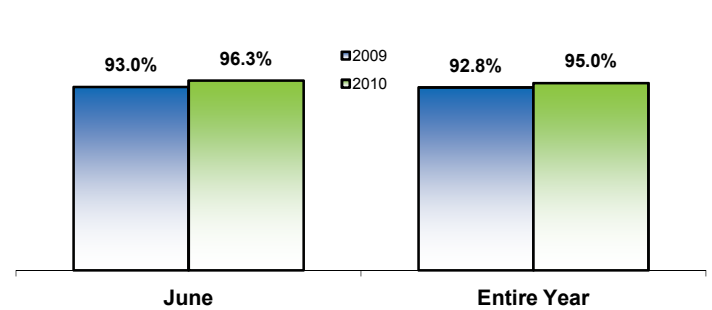
Activity—Entire Year



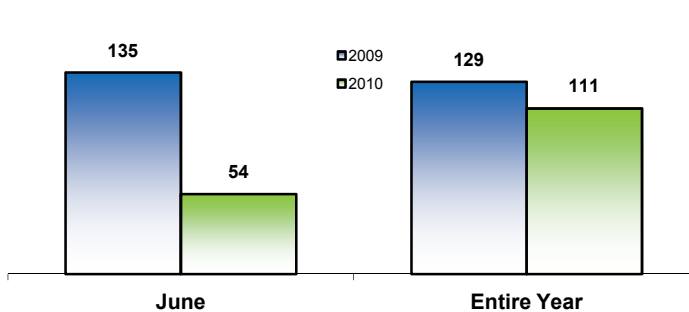
Median Sales Price



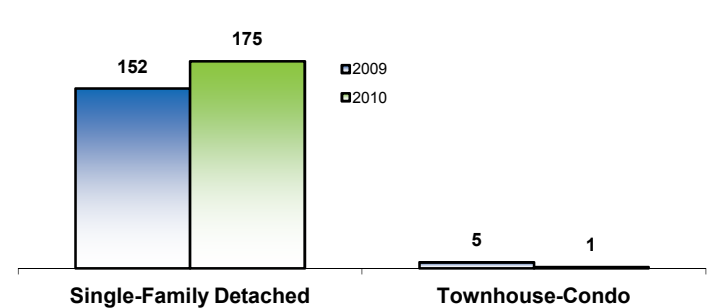
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



Some of the figures referenced in this report are for only one month worth of activity. As such, they can sometimes look extreme due to the small sample size involved.