

# The CCAR Pulse

Where Our Members Live and Work



## Little Elm

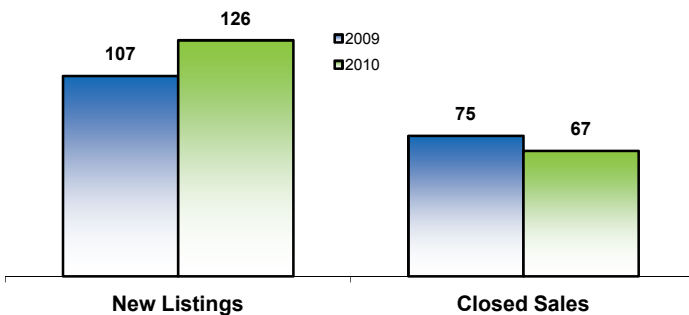
## December

## Entire Year

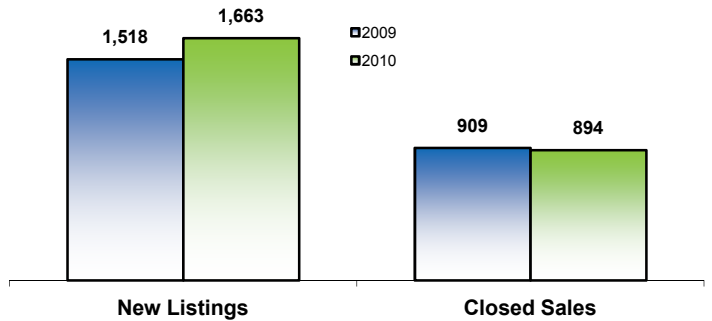
| Denton County, TX                                 | 2009      | 2010      | Change   | 2009      | 2010      | Change  |
|---|-----------|-----------|----------|-----------|-----------|---------|
| New Listings                                      | 107       | 126       | + 17.8%  | 1,518     | 1,663     | + 9.6%  |
| Closed Sales* (reported)                          | 75        | 67        | - 10.7%  | 909       | 894       | - 1.7%  |
| Closed Sales* (projected)                         | 75        | 75        | - 0.0%   | 909       | 902       | - 0.8%  |
| Listings Under Contract                           | 41        | 50        | + 22.0%  | 934       | 911       | - 2.5%  |
| Average Sales Price**                             | \$147,607 | \$181,967 | + 23.3%  | \$163,066 | \$169,057 | + 3.7%  |
| Median Sales Price**                              | \$136,000 | \$156,000 | + 14.7%  | \$144,900 | \$148,000 | + 2.1%  |
| Percent of Original List Price Received at Sale** | 96.1%     | 91.3%     | - 4.9%   | 95.1%     | 94.5%     | - 0.6%  |
| Average Days on Market Until Sale                 | 77        | 93        | + 20.3%  | 86        | 75        | - 12.4% |
| Single-Family Detached Inventory                  | 394       | 424       | + 7.6%   | --        | --        | --      |
| Townhouse-Condo Inventory                         | 3         | 13        | + 333.3% | --        | --        | --      |

\*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.

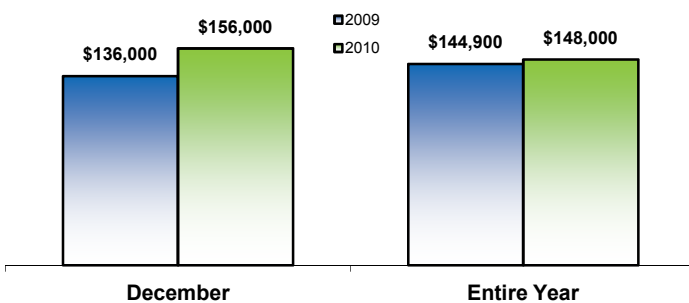
### Activity—Most Recent Month



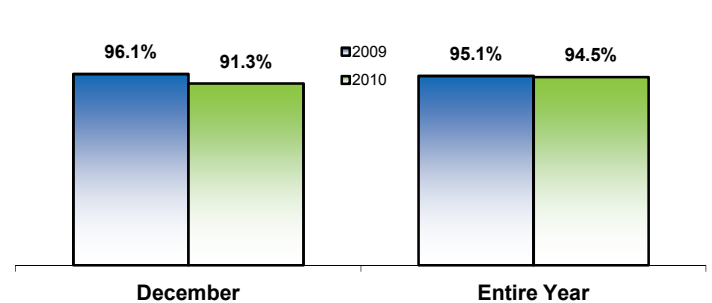
### Activity—Entire Year



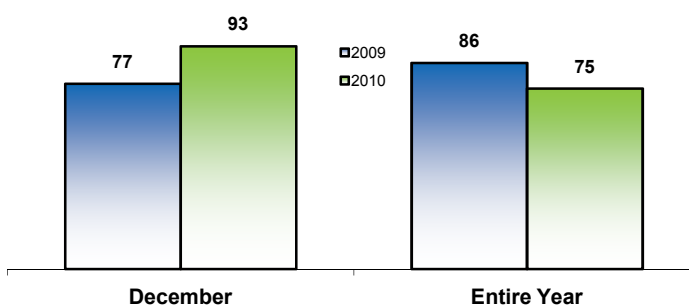
### Median Sales Price



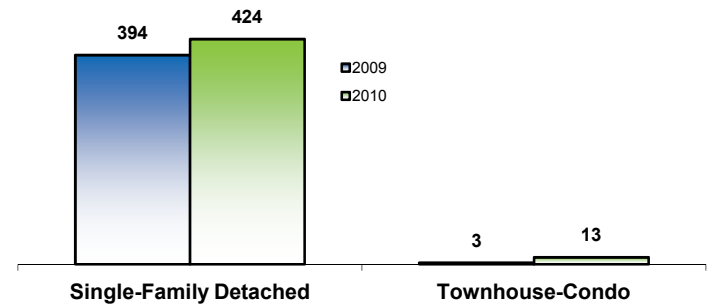
### Ratio of Sales Price to Original List Price



### 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.