



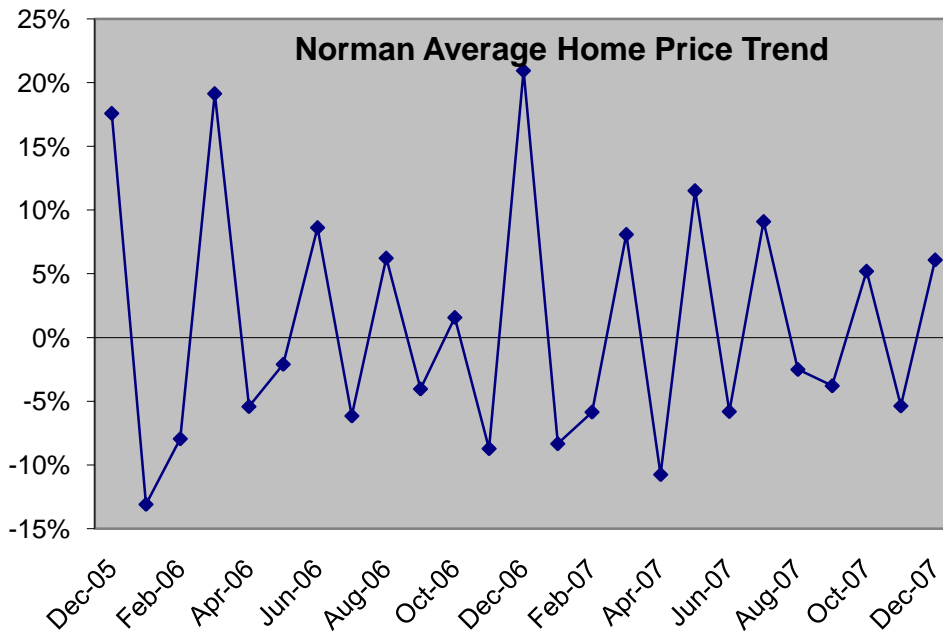
NORMAN REAL ESTATE MARKET ANALYSIS

TO: OKLAHOMA ASSOCIATION OF REALTORS
FROM: WILSON RESEARCH STRATEGIES
SUBJECT: SUMMARY OF NORMAN REAL ESTATE MARKET PERFORMANCE
DATE: WEDNESDAY, FEBRUARY 06, 2008

Introduction

On behalf of the Oklahoma Association of REALTORS, WRS is pleased to present this two-page analysis of the performance of the Norman real estate market. Data for this analysis was provided by the Oklahoma Association of REALTORS.

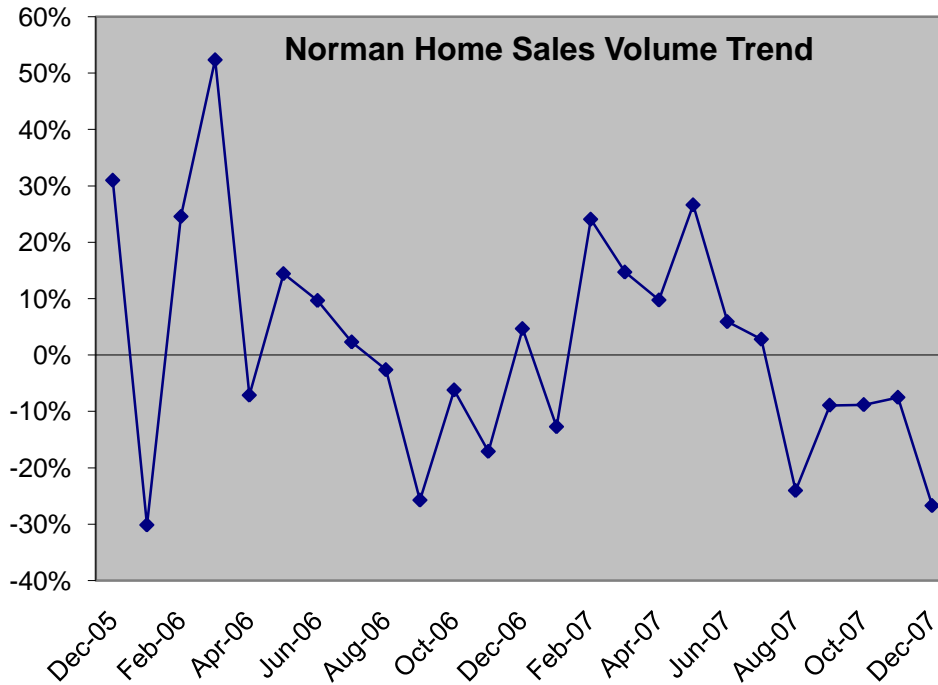
Chart 1: Average Home Sale Price Trend.



In this graph the horizontal line represents the national market trend regarding price and volume. It is a constant figure indicated on the graph at zero. The moving line represents the comparable trend in your market. It can be read by looking at a specific point and determining that your trend in housing values and volume is a percentage above or below the national trend. The graphs do not reflect actual value or volume numbers, but rather a performance trend with regard to these numbers in your marketplace.



Chart 2: Housing Market Volume Trend



Key Facts:

- Norman has done a great job of holding value, having held steady despite the national housing downturn and having no month of 2007 with more than a single digit change in housing prices.
- Prices in Norman have begun climbing again to close 2007, with an average of 2% monthly price growth in the last three months of the year.