

Sold Summary

	Jan 2012	Jan 2011	% Change
Sold Dollar Volume	\$336,441,666	\$351,654,305	-4.33%
Avg Sold Price	\$252,205	\$250,645	0.62%
Median Sold Price	\$208,370	\$210,000	-0.78%
Units Sold	1,334	1,403	-4.92%
Avg Days on Market	128	121	5.79%
Avg List Price for Solds	\$263,755	\$262,871	0.34%
Avg SP to OLP Ratio	87.9%	87.6%	0.35%
Ratio of Avg SP to Avg OLP	88.8%	88.4%	0.48%
Attached Avg Sold Price	\$178,795	\$153,842	16.22%
Detached Avg Sold Price	\$316,143	\$334,205	-5.40%
Attached Units Sold	621	650	-4.46%
Detached Units Sold	713	753	-5.31%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Jan 2012	Jan 2011	% Change
Active Listings	12,191	15,852	-23.09%
New Listings	2,833	3,176	-10.80%
New Under Contracts	1,350	1,579	-14.50%
New Contingents	747	466	60.30%
New Pending	2,097	2,045	2.54%
All Pending	3,803	3,346	13.66%

Financing (Sold)

Assumption	1
Cash	347
Conventional	437
FHA	386
Other	49
Owner	4
VA	110

Days on Market (Sold)

0	28
1 to 10	86
11 to 20	111
21 to 30	89
31 to 60	208
61 to 90	168
91 to 120	122
121 to 180	209
181 to 360	224
361 to 720	77
721+	12

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	5	21	11	58	6	7	2	124	830	25
\$50K to \$99,999	13	15	26	42	11	6	24	286	878	103
\$100K to \$149,999	4	10	53	55	17	2	28	417	797	198
\$150K to \$199,999	10	14	58	58	23	11	30	815	615	339
\$200K to \$299,999	3	15	102	82	71	20	37	1,405	689	280
\$300K to \$399,999	4	1	40	33	82	9	17	1,128	230	109
\$400K to \$499,999	0	0	13	4	58	3	4	859	94	51
\$500K to \$599,999	0	0	6	1	40	3	5	503	40	25
\$600K to \$799,999	1	0	6	0	31	0	3	609	32	32
\$800K to \$999,999	0	0	1	0	6	0	0	262	2	15
\$1M to \$2,499,999	0	0	1	0	9	0	1	310	13	12
\$2.5M to \$4,999,999	0	0	0	0	2	0	0	53	0	0
\$5,000,000+	0	0	0	0	0	0	0	8	0	1
Total	40	76	317	333	356	61	151	6,779	4,220	1,190
Avg Sold Price	\$148,020	\$122,923	\$227,619	\$164,428	\$413,859	\$222,405	\$220,984			
Prev Year - Avg Sold Price	\$140,211	\$111,986	\$243,132	\$146,656	\$424,659	\$187,041	\$184,602			
Avg Sold % Change	5.57%	9.77%	-6.38%	12.12%	-2.54%	18.91%	19.71%			
Prev Year - # of Solds	48	93	300	354	405	79	124			

Active Detail