

Sold Summary

	Jan 2012	Jan 2011	% Change
Sold Dollar Volume	\$103,627,231	\$114,897,507	-9.81%
Avg Sold Price	\$346,579	\$375,482	-7.70%
Median Sold Price	\$275,000	\$298,500	-7.87%
Units Sold	299	306	-2.29%
Avg Days on Market	128	134	-4.48%
Avg List Price for Solds	\$363,380	\$395,857	-8.20%
Avg SP to OLP Ratio	88.9%	90.6%	-1.78%
Ratio of Avg SP to Avg OLP	86.9%	87.8%	-0.97%
Attached Avg Sold Price	\$241,844	\$238,560	1.38%
Detached Avg Sold Price	\$388,867	\$425,605	-8.63%
Attached Units Sold	86	82	4.88%
Detached Units Sold	213	224	-4.91%

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	2,600	3,117	-16.59%
New Listings	585	667	-12.29%
New Under Contracts	257	319	-19.44%
New Contingents	203	133	52.63%
New Pendings	460	452	1.77%
All Pendings	843	722	16.76%

Financing (Sold)

Assumption	1
Cash	44
Conventional	109
FHA	90
Other	6
Owner	0
VA	49

Days on Market (Sold)

0	8
1 to 10	19
11 to 20	21
21 to 30	19
31 to 60	51
61 to 90	32
91 to 120	24
121 to 180	46
181 to 360	61
361 to 720	16
721+	2

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	1	0	1	1	0	0	0	28	3	3
\$50K to \$99,999	1	1	2	1	0	1	2	43	17	13
\$100K to \$149,999	2	2	13	0	3	0	5	54	22	32
\$150K to \$199,999	4	4	7	8	7	2	7	136	51	75
\$200K to \$299,999	1	2	30	22	27	0	8	405	115	106
\$300K to \$399,999	2	0	18	11	24	1	2	344	66	25
\$400K to \$499,999	0	0	6	1	22	1	1	293	30	13
\$500K to \$599,999	0	0	5	0	7	0	2	173	9	5
\$600K to \$799,999	1	0	5	0	16	0	1	226	12	14
\$800K to \$999,999	0	0	1	0	2	0	0	102	1	5
\$1M to \$2,499,999	0	0	0	0	3	0	0	134	8	3
\$2.5M to \$4,999,999	0	0	0	0	2	0	0	28	0	0
\$5,000,000+	0	0	0	0	0	0	0	5	0	0
Total	12	9	88	44	113	5	28	1,971	334	294
Avg Sold Price	\$216,038	\$168,433	\$297,943	\$252,447	\$478,029	\$258,300	\$245,839			
Prev Year - Avg Sold Price	\$203,712	\$236,330	\$312,614	\$260,130	\$529,905	\$262,186	\$206,639			
Avg Sold % Change	6.05%	-28.73%	-4.69%	-2.95%	-9.79%	-1.48%	18.97%			
Prev Year - # of Solds	17	3	82	40	125	7	32			

Active Detail