

Sold Summary

	Mar 2012	Mar 2011	% Change
Sold Dollar Volume	\$494,916,183	\$447,402,594	10.62%
Avg Sold Price	\$475,424	\$432,691	9.88%
Median Sold Price	\$398,500	\$370,000	7.70%
Units Sold	1,041	1,034	0.68%
Avg Days on Market	70	68	2.94%
Avg List Price for Solds	\$487,788	\$442,348	10.27%
Avg SP to OLP Ratio	96.0%	96.1%	-0.10%
Ratio of Avg SP to Avg OLP	94.7%	95.5%	-0.85%
Attached Avg Sold Price	\$310,853	\$300,368	3.49%
Detached Avg Sold Price	\$629,288	\$580,741	8.36%
Attached Units Sold	503	546	-7.88%
Detached Units Sold	538	488	10.25%

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

	Mar 2012	Mar 2011	% Change
Active Listings	2,479	2,766	-10.38%
New Listings	2,237	2,096	6.73%
New Under Contracts	457	456	0.22%
New Contingents	1,264	1,133	11.56%
New Pendingings	1,721	1,589	8.31%
All Pendingings	2,583	2,600	-0.65%

Financing (Sold)

Assumption	0
Cash	138
Conventional	546
FHA	231
Other	14
Owner	1
VA	111

Days on Market (Sold)

0	32
1 to 10	286
11 to 20	142
21 to 30	77
31 to 60	128
61 to 90	92
91 to 120	72
121 to 180	101
181 to 360	92
361 to 720	16
721+	3

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	0	0	0	0	0	0	1	8	9	4
\$50K to \$99,999	0	0	0	0	0	0	4	7	0	1
\$100K to \$149,999	0	0	1	1	0	0	28	0	0	23
\$150K to \$199,999	3	2	0	0	0	0	34	0	4	48
\$200K to \$299,999	2	29	17	68	10	13	73	15	76	150
\$300K to \$399,999	5	5	52	88	29	13	45	125	138	79
\$400K to \$499,999	3	2	24	50	89	14	4	200	89	15
\$500K to \$599,999	1	1	14	18	85	2	1	253	52	6
\$600K to \$799,999	1	0	15	4	104	2	0	399	36	13
\$800K to \$999,999	0	0	3	1	35	0	0	202	8	5
\$1M to \$2,499,999	0	0	1	0	37	0	0	397	3	4
\$2.5M to \$4,999,999	0	0	0	0	6	0	0	87	0	0
\$5,000,000+	0	0	0	0	1	0	0	23	0	0
Total	15	39	127	230	396	44	190	1,716	415	348
Avg Sold Price	\$347,660	\$276,510	\$427,603	\$363,685	\$704,638	\$375,436	\$238,992			
Prev Year - Avg Sold Price	\$233,646	\$265,070	\$420,956	\$353,412	\$633,749	\$353,899	\$230,721			
Avg Sold % Change	48.80%	4.32%	1.58%	2.91%	11.19%	6.09%	3.58%			
Prev Year - # of Solds	12	42	99	252	377	46	206			

Active Detail