

Sold Summary

	Jan 2012	Jan 2011	% Change
Sold Dollar Volume	\$91,142,676	\$88,662,312	2.80%
Avg Sold Price	\$275,356	\$258,491	6.52%
Median Sold Price	\$247,000	\$224,750	9.90%
Units Sold	331	343	-3.50%
Avg Days on Market	70	58	20.69%
Avg List Price for Solds	\$280,128	\$262,158	6.85%
Avg SP to OLP Ratio	95.4%	97.1%	-1.80%
Ratio of Avg SP to Avg OLP	94.6%	96.1%	-1.59%
Attached Avg Sold Price	\$192,276	\$188,994	1.74%
Detached Avg Sold Price	\$337,775	\$318,545	6.04%
Attached Units Sold	142	159	-10.69%
Detached Units Sold	189	184	2.72%

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	1,083	1,369	-20.89%
New Listings	645	600	7.50%
New Under Contracts	232	265	-12.45%
New Contingents	377	335	12.54%
New Pendingings	609	600	1.50%
All Pendingings	1,152	1,230	-6.34%

Financing (Sold)

Assumption	0
Cash	57
Conventional	89
FHA	113
Other	8
Owner	0
VA	64

Days on Market (Sold)

0	10
1 to 10	56
11 to 20	44
21 to 30	37
31 to 60	68
61 to 90	29
91 to 120	34
121 to 180	23
181 to 360	21
361 to 720	8
721+	0

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	0	0	4	0
\$50K to \$99,999	0	0	0	1	0	0	9	3	0	8
\$100K to \$149,999	0	1	6	18	1	3	8	5	13	17
\$150K to \$199,999	1	4	10	20	8	5	8	35	35	10
\$200K to \$299,999	0	3	11	35	34	8	10	131	79	40
\$300K to \$399,999	0	1	10	4	57	2	2	189	47	2
\$400K to \$499,999	0	0	2	0	35	0	0	245	6	0
\$500K to \$599,999	0	0	1	0	6	0	0	91	1	1
\$600K to \$799,999	0	0	0	0	7	0	0	71	0	3
\$800K to \$999,999	0	0	0	0	0	0	0	26	0	1
\$1M to \$2,499,999	0	0	0	0	0	0	0	20	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	9	40	78	148	18	37	816	185	82
Avg Sold Price	\$165,000	\$205,833	\$247,636	\$201,410	\$363,304	\$201,865	\$165,059			
Prev Year - Avg Sold Price	\$183,983	\$86,250	\$224,303	\$193,173	\$351,711	\$239,769	\$163,409			
Avg Sold % Change	-10.32%	138.65%	10.40%	4.26%	3.30%	-15.81%	1.01%			
Prev Year - # of Solds	6	4	40	106	138	16	33			

Active Detail