

## Sold Summary

	Mar 2012	Mar 2011	% Change
Sold Dollar Volume	\$24,040,793	\$29,334,913	-18.05%
Avg Sold Price	\$429,300	\$413,168	3.90%
Median Sold Price	\$383,750	\$379,950	1.00%
Units Sold	56	71	-21.13%
Avg Days on Market	57	74	-22.97%
Avg List Price for Solds	\$435,845	\$420,728	3.59%
Avg SP to OLP Ratio	95.3%	95.3%	0.03%
Ratio of Avg SP to Avg OLP	95.4%	94.9%	0.48%
Attached Avg Sold Price	\$433,149	\$422,463	2.53%
Detached Avg Sold Price	\$361,297	\$92,500	290.59%
Attached Units Sold	53	69	-23.19%
Detached Units Sold	3	2	50.00%

### 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	130	190	-31.58%
New Listings	105	110	-4.55%
New Under Contracts	46	56	-17.86%
New Contingents	32	41	-21.95%
New Pendings	78	97	-19.59%
All Pendings	134	127	5.51%

## Financing (Sold)

Assumption	0
Cash	7
Conventional	28
FHA	14
Other	1
Owner	0
VA	6

## Days on Market (Sold)

0	4
1 to 10	18
11 to 20	5
21 to 30	2
31 to 60	9
61 to 90	6
91 to 120	2
121 to 180	7
181 to 360	3
361 to 720	0
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	1	0
\$50K to \$99,999	0	1	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	1	0	1	0	0	0	3	0	3
\$150K to \$199,999	0	0	0	3	0	1	1	0	3	2
\$200K to \$299,999	0	1	1	3	1	2	4	0	15	5
\$300K to \$399,999	0	2	0	4	0	0	5	0	15	14
\$400K to \$499,999	0	2	0	1	0	2	1	1	11	9
\$500K to \$599,999	0	0	1	3	0	1	0	4	12	3
\$600K to \$799,999	0	1	0	8	0	3	0	2	16	2
\$800K to \$999,999	0	0	0	0	0	1	0	1	2	0
\$1M to \$2,499,999	0	0	0	0	0	1	0	1	3	2
\$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	0	8	2	23	1	11	11	12	78	40
Avg Sold Price	\$0	\$347,350	\$439,445	\$460,809	\$205,000	\$562,545	\$308,318			
Prev Year - Avg Sold Price	\$92,500	\$437,336	\$0	\$371,183	\$0	\$580,536	\$374,904			
Avg Sold % Change	0.00%	-20.58%	0.00%	24.15%	0.00%	-3.10%	-17.76%			
Prev Year - # of Solds	2	18	0	28	0	11	12			

## Active Detail