

## Sold Summary

	Jan 2012	Jan 2011	% Change
Sold Dollar Volume	\$4,068,000	\$3,482,000	16.83%
Avg Sold Price	\$254,250	\$290,167	-12.38%
Median Sold Price	\$219,000	\$257,500	-14.95%
Units Sold	16	12	33.33%
Avg Days on Market	101	195	-48.21%
Avg List Price for Solds	\$264,044	\$297,708	-11.31%
Avg SP to OLP Ratio	89.5%	92.1%	-2.86%
Ratio of Avg SP to Avg OLP	91.3%	91.5%	-0.27%
Attached Avg Sold Price	\$189,364	\$233,556	-18.92%
Detached Avg Sold Price	\$397,000	\$460,000	-13.70%
Attached Units Sold	11	9	22.22%
Detached Units Sold	5	3	66.67%

### 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	75	105	-28.57%
New Listings	17	29	-41.38%
New Under Contracts	12	22	-45.45%
New Contingents	12	8	50.00%
New Pendings	24	30	-20.00%
All Pendings	40	41	-2.44%

## Financing (Sold)

Assumption	0
Cash	2
Conventional	6
FHA	5
Other	0
Owner	0
VA	3

## Days on Market (Sold)

0	0
1 to 10	2
11 to 20	1
21 to 30	1
31 to 60	3
61 to 90	2
91 to 120	0
121 to 180	4
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	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	1
\$100K to \$149,999	0	0	0	0	0	0	2	0	0	3
\$150K to \$199,999	0	0	0	0	0	1	3	1	3	15
\$200K to \$299,999	0	0	1	1	0	0	4	2	10	11
\$300K to \$399,999	0	0	1	0	0	0	0	5	6	1
\$400K to \$499,999	0	0	0	0	3	0	0	9	1	0
\$500K to \$599,999	0	0	0	0	0	0	0	7	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	0	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	0	0	2	1	3	1	9	24	20	31
Avg Sold Price	\$0	\$0	\$315,000	\$231,000	\$451,667	\$153,000	\$188,778			
Prev Year - Avg Sold Price	\$0	\$0	\$270,000	\$288,167	\$555,000	\$283,500	\$167,625			
Avg Sold % Change	0.00%	0.00%	16.67%	-19.84%	-18.62%	-46.03%	12.62%			
Prev Year - # of Solds	0	0	1	3	2	2	4			

## Active Detail