

Sold Summary

	Oct 2011	Oct 2010	% Change
Sold Dollar Volume	\$107,441,192	\$121,137,150	-11.31%
Avg Sold Price	\$171,631	\$208,857	-17.82%
Median Sold Price	\$150,000	\$190,000	-21.05%
Units Sold	626	580	7.93%
Avg Days on Market	100	83	20.48%
Avg List Price for Solds	\$175,191	\$213,992	-18.13%
Avg SP to OLP Ratio	89.6%	91.4%	-2.01%
Ratio of Avg SP to Avg OLP	90.0%	90.7%	-0.85%
Attached Avg Sold Price	\$115,435	\$155,126	-25.59%
Detached Avg Sold Price	\$192,582	\$228,800	-15.83%
Attached Units Sold	170	157	8.28%
Detached Units Sold	456	423	7.80%

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

	Oct 2011	Oct 2010	% Change
Active Listings	3,918	4,911	-20.22%
New Listings	1,071	1,313	-18.43%
New Under Contracts	624	528	18.18%
New Contingents	504	224	125.00%
New Pendingings	1,128	752	50.00%
All Pendingings	2,723	2,026	34.40%

Financing (Sold)

Assumption	0
Cash	195
Conventional	75
FHA	288
Other	18
Owner	1
VA	49

Days on Market (Sold)

0	11
1 to 10	64
11 to 20	73
21 to 30	54
31 to 60	120
61 to 90	70
91 to 120	53
121 to 180	85
181 to 360	66
361 to 720	28
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	5	0	6	6	2	0	31	38	21	77
\$50K to \$99,999	12	3	42	15	21	1	26	245	132	152
\$100K to \$149,999	7	5	51	20	43	3	10	400	244	128
\$150K to \$199,999	0	3	28	17	62	3	2	537	171	65
\$200K to \$299,999	0	0	20	15	86	7	1	755	131	41
\$300K to \$399,999	0	0	2	1	51	0	0	368	32	5
\$400K to \$499,999	0	0	0	1	8	0	0	177	15	4
\$500K to \$599,999	0	0	0	0	6	0	0	75	0	4
\$600K to \$799,999	0	0	0	0	4	0	0	70	0	1
\$800K to \$999,999	0	0	0	0	0	0	0	16	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	12	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	1	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	24	11	149	75	283	14	70	2,694	746	477
Avg Sold Price	\$79,203	\$118,420	\$134,678	\$148,338	\$232,683	\$185,898	\$65,621			
Prev Year - Avg Sold Price	\$106,003	\$154,275	\$167,068	\$181,892	\$268,832	\$181,391	\$97,937			
Avg Sold % Change	-25.28%	-23.24%	-19.39%	-18.45%	-13.45%	2.48%	-33.00%			
Prev Year - # of Solds	19	15	136	77	268	20	45			

Active Detail