

Sold Summary

	Dec 2011	Dec 2010	% Change
Sold Dollar Volume	\$89,805,314	\$121,787,265	-26.26%
Avg Sold Price	\$531,392	\$591,200	-10.12%
Median Sold Price	\$475,000	\$530,000	-10.38%
Units Sold	169	206	-17.96%
Avg Days on Market	62	68	-8.82%
Avg List Price for Solds	\$541,720	\$610,451	-11.26%
Avg SP to OLP Ratio	95.3%	94.1%	1.34%
Ratio of Avg SP to Avg OLP	95.1%	94.2%	0.97%
Attached Avg Sold Price	\$401,888	\$449,932	-10.68%
Detached Avg Sold Price	\$733,497	\$769,727	-4.71%
Attached Units Sold	103	115	-10.43%
Detached Units Sold	66	91	-27.47%

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

	Dec 2011	Dec 2010	% Change
Active Listings	479	514	-6.81%
New Listings	132	151	-12.58%
New Under Contracts	54	94	-42.55%
New Contingents	88	69	27.54%
New Pending	142	163	-12.88%
All Pending	209	240	-12.92%

Financing (Sold)

Assumption	0
Cash	24
Conventional	99
FHA	24
Other	4
Owner	0
VA	18

Days on Market (Sold)

0	7
1 to 10	36
11 to 20	12
21 to 30	12
31 to 60	39
61 to 90	23
91 to 120	11
121 to 180	17
181 to 360	12
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	1
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	6
\$100K to \$149,999	0	0	0	0	0	0	7	0	0	6
\$150K to \$199,999	0	0	0	0	0	0	5	0	0	15
\$200K to \$299,999	1	2	0	2	0	0	21	3	4	52
\$300K to \$399,999	1	3	6	1	0	1	25	4	5	69
\$400K to \$499,999	0	1	1	0	3	0	8	16	10	41
\$500K to \$599,999	0	1	7	3	3	1	8	25	3	19
\$600K to \$799,999	0	0	15	3	13	0	6	41	15	18
\$800K to \$999,999	0	0	2	1	5	1	1	21	2	6
\$1M to \$2,499,999	0	0	1	1	8	1	0	65	5	16
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	4	2	2
\$5,000,000+	0	0	0	0	0	0	0	3	0	0
Total	2	7	32	11	32	4	81	182	46	251
Avg Sold Price	\$329,500	\$359,271	\$623,742	\$644,727	\$868,502	\$708,225	\$357,466			
Prev Year - Avg Sold Price	\$331,633	\$350,060	\$653,722	\$636,830	\$876,739	\$687,375	\$390,729			
Avg Sold % Change	-0.64%	2.63%	-4.59%	1.24%	-0.94%	3.03%	-8.51%			
Prev Year - # of Solds	6	7	29	24	56	4	80			

Active Detail