

### Sold Summary

	Dec 2011	Dec 2010	% Change
Sold Dollar Volume	\$413,963,561	\$498,844,183	-17.02%
Avg Sold Price	\$456,410	\$467,083	-2.29%
Median Sold Price	\$387,000	\$388,000	-0.26%
Units Sold	907	1,068	-15.07%
Avg Days on Market	68	63	7.94%
Avg List Price for Solds	\$468,653	\$481,045	-2.58%
Avg SP to OLP Ratio	95.3%	95.2%	0.14%
Ratio of Avg SP to Avg OLP	94.2%	93.2%	1.12%
Attached Avg Sold Price	\$310,221	\$302,936	2.40%
Detached Avg Sold Price	\$609,528	\$638,776	-4.58%
Attached Units Sold	464	546	-15.02%
Detached Units Sold	443	522	-15.13%

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	2,263	2,606	-13.16%
New Listings	746	735	1.50%
New Under Contracts	297	373	-20.38%
New Contingents	550	499	10.22%
New Pendings	847	872	-2.87%
All Pendings	1,636	1,796	-8.91%

### Financing (Sold)

Assumption	0
Cash	120
Conventional	480
FHA	172
Other	16
Owner	4
VA	115

### Days on Market (Sold)

0	33
1 to 10	148
11 to 20	112
21 to 30	73
31 to 60	181
61 to 90	134
91 to 120	72
121 to 180	87
181 to 360	53
361 to 720	13
721+	1

### 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	1	8	8	4
\$50K to \$99,999	0	1	0	0	0	0	8	4	0	4
\$100K to \$149,999	1	3	0	0	0	0	34	1	0	37
\$150K to \$199,999	1	9	0	1	0	0	39	0	6	59
\$200K to \$299,999	2	16	17	52	6	10	72	28	110	162
\$300K to \$399,999	3	7	38	75	39	17	21	160	157	73
\$400K to \$499,999	0	2	20	39	71	10	9	204	64	11
\$500K to \$599,999	0	0	12	16	63	4	2	212	30	8
\$600K to \$799,999	0	0	11	6	82	3	1	284	16	8
\$800K to \$999,999	0	0	1	1	40	2	2	163	7	3
\$1M to \$2,499,999	0	0	0	0	33	1	0	331	3	3
\$2.5M to \$4,999,999	0	0	0	0	3	0	0	76	0	0
\$5,000,000+	0	0	0	0	0	0	0	19	0	0
<b>Total</b>	<b>7</b>	<b>38</b>	<b>99</b>	<b>190</b>	<b>337</b>	<b>47</b>	<b>189</b>	<b>1,490</b>	<b>401</b>	<b>372</b>
Avg Sold Price	\$273,500	\$252,443	\$415,694	\$369,334	\$673,451	\$432,814	\$231,926			
Prev Year - Avg Sold Price	\$435,709	\$269,408	\$397,014	\$350,213	\$708,624	\$404,048	\$224,395			
Avg Sold % Change	-37.23%	-6.30%	4.71%	5.46%	-4.96%	7.12%	3.36%			
Prev Year - # of Solds	8	32	110	248	404	57	209			

### Active Detail