

## Sold Summary

|                            | Feb 2011    | Feb 2010    | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume         | \$7,141,700 | \$9,154,750 | -21.99%  |
| Avg Sold Price             | \$170,040   | \$223,287   | -23.85%  |
| Median Sold Price          | \$140,400   | \$185,000   | -24.11%  |
| Units Sold                 | 42          | 41          | 2.44%    |
| Avg Days on Market         | 116         | 98          | 18.37%   |
| Avg List Price for Solds   | \$178,251   | \$228,613   | -22.03%  |
| Avg SP to OLP Ratio        | 87.5%       | 87.7%       | -0.26%   |
| Ratio of Avg SP to Avg OLP | 89.2%       | 90.1%       | -0.99%   |
| Attached Avg Sold Price    | \$175,118   | \$223,287   | -21.57%  |
| Detached Avg Sold Price    | \$68,500    | \$0         | 0.00%    |
| Attached Units Sold        | 40          | 41          | -2.44%   |
| Detached Units Sold        | 2           | 0           | 0.00%    |

### 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

|                     | Feb 2011 | Feb 2010 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 391      | 444      | -11.94%  |
| New Listings        | 94       | 96       | -2.08%   |
| New Under Contracts | 36       | 66       | -45.45%  |
| New Contingents     | 10       | 5        | 100.00%  |
| New Pendings        | 46       | 71       | -35.21%  |
| All Pendings        | 98       | 118      | -16.95%  |

## Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 12 |
| Conventional | 15 |
| FHA          | 12 |
| Other        | 2  |
| Owner        | 0  |
| VA           | 1  |

## Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 1  |
| 1 to 10    | 3  |
| 11 to 20   | 1  |
| 21 to 30   | 2  |
| 31 to 60   | 12 |
| 61 to 90   | 5  |
| 91 to 120  | 7  |
| 121 to 180 | 3  |
| 181 to 360 | 5  |
| 361 to 720 | 3  |
| 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            | 1           | 0        | 6           | 1            | 0           | 0          | 5               | 31          | 0          |
| \$50K to \$99,999          | 1            | 3           | 0        | 5           | 0            | 0           | 0          | 7               | 69          | 0          |
| \$100K to \$149,999        | 0            | 2           | 0        | 2           | 0            | 0           | 0          | 9               | 40          | 2          |
| \$150K to \$199,999        | 0            | 5           | 0        | 0           | 0            | 0           | 0          | 6               | 45          | 2          |
| \$200K to \$299,999        | 0            | 8           | 0        | 2           | 0            | 1           | 0          | 2               | 62          | 10         |
| \$300K to \$399,999        | 0            | 1           | 0        | 2           | 0            | 0           | 0          | 1               | 39          | 7          |
| \$400K to \$499,999        | 0            | 0           | 0        | 2           | 0            | 0           | 0          | 0               | 14          | 4          |
| \$500K to \$599,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 4           | 3          |
| \$600K to \$799,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 10          | 10         |
| \$800K to \$999,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 1               | 1           | 2          |
| \$1M to \$2,499,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 2           | 1          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 1          |
| \$5,000,000+               | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 1          |
| Total                      | 1            | 20          | 0        | 19          | 1            | 1           | 0          | 31              | 317         | 43         |
| Avg Sold Price             | \$96,500     | \$192,885   | \$0      | \$150,947   | \$40,500     | \$279,000   | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$175,397   | \$0      | \$241,613   | \$0          | \$333,300   | \$289,900  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 9.97%       | 0.00%    | -37.53%     | 0.00%        | -16.29%     | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 0            | 19          | 0        | 16          | 0            | 5           | 1          |                 |             |            |

## Active Detail