



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$16,868,089	\$10,887,919	54.92%
Avg Sold Price	\$411,417	\$418,766	-1.75%
Median Sold Price	\$335,000	\$284,500	17.75%
Units Sold	41	26	57.69%
Avg Days on Market	101	84	20.24%
Avg List Price for Solds	\$432,062	\$470,838	-8.24%
Avg SP to OLP Ratio	93.2%	89.3%	4.28%
Ratio of Avg SP to Avg OLP	88.0%	84.5%	4.14%
Avg SP to LP Ratio	96.9%	93.5%	3.68%
Ratio of Avg SP to Avg LP	95.2%	88.9%	7.06%
Attached Avg Sold Price	\$71,500	\$78,000	-8.33%
Detached Avg Sold Price	\$458,627	\$432,397	6.07%
Attached Units Sold	5	1	400.00%
Detached Units Sold	36	25	44.00%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Attached = Townhouse, Condo, Condo-Hotel, and Cooperatives
- Detached = Single Family Home, Villas, Mobile Homes, Manufactured, and Modular

Inventory

	Mar-2013	Mar-2012	% Change
Active Listings	169	174	-2.87%
New Listings	67	48	39.58%
New Under Contracts	49	43	13.95%
New Contingents	16	13	23.08%
New Pending	68	59	15.25%
All Pending	116	109	6.42%

Financing (Sold)

Assumption	1
Cash	12
Conventional	20
FHA	3
Other	2
Owner	0
VA	3

Days on Market (Sold)

0	0
1 to 10	9
11 to 20	5
21 to 30	3
31 to 60	4
61 to 90	4
91 to 120	1
121 to 180	5
181 to 360	5
361 to 720	3
721+	0

Sold Detail

Price Ranges	2 or Less BR		3 BR		4 or More BR		All	Total	Active Listings	
	SFH/Villa	Cnd/Coop/TH	SFH/Villa	Cnd/Coop/TH	SFH/Villa	Cnd/Coop/TH	MH/Man/Mod		SFH/Villa	Cnd/Coop/TH
< \$50,000	0	0	0	0	0	0	0	0	1	0
\$50K to \$99,999	0	5	0	0	0	0	0	0	1	0
\$100K to \$124,999	0	0	0	0	0	0	0	0	1	0
\$125K to \$149,999	0	0	0	0	0	0	0	0	1	0
\$150K to \$199,999	0	0	3	0	0	0	0	0	9	0
\$200K to \$249,999	0	0	3	0	0	0	0	0	15	0
\$250K to \$299,999	0	0	2	0	2	0	0	0	5	0
\$300K to \$399,999	0	0	2	0	14	0	0	0	30	0
\$400K to \$499,999	0	0	0	0	1	0	0	0	19	0
\$500K to \$599,999	0	0	0	0	3	0	0	0	20	0
\$600K to \$799,999	0	0	0	0	2	0	0	0	28	0
\$800K to \$999,999	0	0	0	0	1	0	0	0	12	0
\$1,000,000+	0	0	0	0	3	0	0	0	25	0
Total	0	5	10	0	26	0	0	41	167	0
Avg Sold Price	\$0	\$71,500	\$249,800	\$0	\$538,946	\$0	\$0	\$411,417		
Prev Year - Avg Sold Price	\$246,000	\$78,000	\$302,500	\$0	\$467,696	\$0	\$0	\$418,766		
Avg Sold % Change	0.00%	-8.33%	-17.42%	0.00%	15.23%	0.00%	0.00%	-1.75%		
Prev Year - # of Solds	1	1	4	0	20	0	0	26		

Active Detail