



Sold Summary

	Feb-2013	Feb-2012	% Change
Sold Dollar Volume	\$5,184,050	\$3,609,820	43.61%
Avg Sold Price	\$167,227	\$156,949	6.55%
Median Sold Price	\$93,600	\$94,900	-1.37%
Units Sold	31	23	34.78%
Avg Days on Market	101	102	-0.98%
Avg List Price for Solds	\$177,558	\$166,307	6.77%
Avg SP to OLP Ratio	88.3%	89.8%	-1.62%
Ratio of Avg SP to Avg OLP	89.6%	89.5%	0.16%
Avg SP to LP Ratio	93.0%	94.3%	-1.38%
Ratio of Avg SP to Avg LP	94.2%	94.4%	-0.20%
Attached Avg Sold Price	\$78,433	\$44,833	74.94%
Detached Avg Sold Price	\$203,552	\$173,766	17.14%
Attached Units Sold	9	3	200.00%
Detached Units Sold	22	20	10.00%

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

	Feb-2013	Feb-2012	% Change
Active Listings	114	141	-19.15%
New Listings	39	59	-33.90%
New Under Contracts	32	28	14.29%
New Contingents	36	27	33.33%
New Pending	71	57	24.56%
All Pending	113	131	-13.74%

Financing (Sold)

Assumption	1
Cash	20
Conventional	7
FHA	2
Other	0
Owner	0
VA	1

Days on Market (Sold)

0	0
1 to 10	3
11 to 20	4
21 to 30	6
31 to 60	3
61 to 90	2
91 to 120	3
121 to 180	1
181 to 360	8
361 to 720	0
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	1	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	7	5	0	0	0	3	0	6	19
\$100K to \$124,999	0	0	1	0	0	0	0	0	7	3
\$125K to \$149,999	2	0	1	0	0	0	0	0	7	2
\$150K to \$199,999	1	0	1	1	1	0	0	0	9	2
\$200K to \$249,999	0	0	0	0	1	0	0	0	2	0
\$250K to \$299,999	0	0	0	0	2	0	0	0	10	2
\$300K to \$399,999	0	0	0	0	0	0	0	0	14	0
\$400K to \$499,999	0	0	0	0	2	0	0	0	7	0
\$500K to \$599,999	0	0	0	0	1	0	0	0	5	0
\$600K to \$799,999	0	0	0	0	1	0	0	0	4	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	1	0
\$1,000,000+	0	0	0	0	0	0	0	0	3	0
Total	3	8	8	1	8	0	3	31	75	28
Avg Sold Price	\$144,000	\$63,250	\$95,019	\$199,900	\$384,875	\$0	\$69,000	\$167,227		
Prev Year - Avg Sold Price	\$85,225	\$44,833	\$136,667	\$0	\$328,920	\$0	\$0	\$156,949		
Avg Sold % Change	68.96%	41.08%	-30.47%	0.00%	17.01%	0.00%	0.00%	6.55%		
Prev Year - # of Solds	8	3	6	0	6	0	0	23		

Active Detail