



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$325,999,023	\$244,200,378	33.50%
Avg Sold Price	\$189,204	\$162,909	16.14%
Median Sold Price	\$148,000	\$119,000	24.37%
Units Sold	1,723	1,499	14.94%
Avg Days on Market	74	101	-26.73%
Avg List Price for Solds	\$195,531	\$172,211	13.54%
Avg SP to OLP Ratio	95.2%	91.8%	3.69%
Ratio of Avg SP to Avg OLP	94.0%	89.0%	5.61%
Avg SP to LP Ratio	97.4%	96.1%	1.43%
Ratio of Avg SP to Avg LP	96.8%	94.6%	2.29%
Attached Avg Sold Price	\$120,138	\$113,027	6.29%
Detached Avg Sold Price	\$207,498	\$179,424	15.65%
Attached Units Sold	349	362	-3.59%
Detached Units Sold	1,367	1,130	20.97%

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	4,195	5,071	-17.27%
New Listings	2,182	2,141	1.91%
New Under Contracts	2,064	2,119	-2.60%
New Contingents	307	334	-8.08%
New Pending	2,504	2,576	-2.80%
All Pending	5,452	5,653	-3.56%

Financing (Sold)

Assumption	21
Cash	916
Conventional	455
FHA	207
Other	31
Owner	0
VA	93

Days on Market (Sold)

0	0
1 to 10	405
11 to 20	239
21 to 30	136
31 to 60	224
61 to 90	147
91 to 120	114
121 to 180	160
181 to 360	123
361 to 720	40
721+	6

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	35	63	45	9	9	1	13	0	155	134
\$50K to \$99,999	49	100	130	34	26	2	9	0	370	256
\$100K to \$124,999	12	20	87	12	25	0	3	0	146	65
\$125K to \$149,999	19	17	96	12	39	0	0	0	200	68
\$150K to \$199,999	19	9	132	15	104	1	1	0	403	89
\$200K to \$249,999	4	7	54	11	106	1	0	0	444	73
\$250K to \$299,999	1	2	31	6	74	3	0	0	311	35
\$300K to \$399,999	4	6	29	7	96	0	0	0	395	48
\$400K to \$499,999	1	2	7	2	46	0	0	0	188	16
\$500K to \$599,999	0	0	2	3	17	0	0	0	143	7
\$600K to \$799,999	0	0	3	3	19	0	0	0	170	8
\$800K to \$999,999	0	0	0	0	8	0	0	0	101	7
\$1,000,000+	0	0	1	1	11	0	0	0	191	19
Total	144	226	617	115	580	8	26	1,723	3,217	825
Avg Sold Price	\$102,205	\$88,321	\$154,281	\$179,000	\$296,816	\$172,813	\$61,077	\$189,204		
Prev Year - Avg Sold Price	\$84,124	\$84,133	\$134,414	\$159,954	\$264,939	\$252,986	\$60,035	\$162,909		
Avg Sold % Change	21.49%	4.98%	14.78%	11.91%	12.03%	-31.69%	1.74%	16.14%		
Prev Year - # of Solds	140	240	515	109	455	13	20	1,499		

Active Detail