



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$108,534,143	\$83,302,354	30.29%
Avg Sold Price	\$120,728	\$106,525	13.33%
Median Sold Price	\$100,000	\$82,700	20.92%
Units Sold	899	782	14.96%
Avg Days on Market	91	128	-28.91%
Avg List Price for Solds	\$126,183	\$114,028	10.66%
Avg SP to OLP Ratio	91.4%	86.5%	5.71%
Ratio of Avg SP to Avg OLP	92.1%	86.0%	7.15%
Avg SP to LP Ratio	95.1%	93.7%	1.46%
Ratio of Avg SP to Avg LP	95.7%	93.4%	2.41%
Attached Avg Sold Price	\$74,446	\$62,710	18.71%
Detached Avg Sold Price	\$127,089	\$110,166	15.36%
Attached Units Sold	107	60	78.33%
Detached Units Sold	791	722	9.56%

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	2,999	3,808	-21.24%
New Listings	1,083	1,025	5.66%
New Under Contracts	986	895	10.17%
New Contingents	271	282	-3.90%
New Pending	1,312	1,240	5.81%
All Pending	2,456	2,316	6.04%

Financing (Sold)

Assumption	11
Cash	549
Conventional	164
FHA	112
Other	29
Owner	0
VA	34

Days on Market (Sold)

0	0
1 to 10	133
11 to 20	123
21 to 30	86
31 to 60	150
61 to 90	91
91 to 120	80
121 to 180	78
181 to 360	81
361 to 720	25
721+	7

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	102	46	32	1	1	0	50	0	218	143
\$50K to \$99,999	86	26	72	9	5	0	17	0	544	107
\$100K to \$124,999	17	4	41	3	7	0	4	0	110	33
\$125K to \$149,999	10	3	38	6	21	0	0	0	177	29
\$150K to \$199,999	12	3	75	3	53	0	0	0	280	40
\$200K to \$249,999	1	1	26	1	50	0	0	0	200	18
\$250K to \$299,999	0	0	10	1	32	0	0	0	187	5
\$300K to \$399,999	1	0	6	0	13	0	0	0	230	0
\$400K to \$499,999	0	0	1	0	4	0	0	0	86	0
\$500K to \$599,999	0	0	1	0	2	0	0	0	46	0
\$600K to \$799,999	0	0	0	0	1	0	0	0	51	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	17	0
\$1,000,000+	0	0	0	0	0	0	0	0	21	0
Total	229	83	302	24	189	0	71	899	2,167	375
Avg Sold Price	\$67,513	\$59,849	\$135,169	\$124,928	\$217,856	\$0	\$43,255	\$120,728		
Prev Year - Avg Sold Price	\$62,026	\$55,666	\$118,420	\$88,181	\$198,171	\$0	\$46,748	\$106,525		
Avg Sold % Change	8.85%	7.51%	14.14%	41.67%	9.93%	0.00%	-7.47%	13.33%		
Prev Year - # of Solds	228	47	267	13	153	0	74	782		

Active Detail