



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$311,174,405	\$266,572,537	16.73%
Avg Sold Price	\$183,044	\$174,003	5.20%
Median Sold Price	\$129,250	\$110,650	16.81%
Units Sold	1,700	1,532	10.97%
Avg Days on Market	88	116	-24.14%
Avg List Price for Solds	\$192,908	\$186,959	3.18%
Avg SP to OLP Ratio	91.5%	87.8%	4.17%
Ratio of Avg SP to Avg OLP	91.9%	87.0%	5.61%
Avg SP to LP Ratio	95.0%	93.6%	1.53%
Ratio of Avg SP to Avg LP	94.9%	93.1%	1.94%
Attached Avg Sold Price	\$161,389	\$157,132	2.71%
Detached Avg Sold Price	\$193,951	\$185,082	4.79%
Attached Units Sold	566	600	-5.67%
Detached Units Sold	1,132	929	21.85%

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	5,763	7,099	-18.82%
New Listings	2,140	2,097	2.05%
New Under Contracts	1,449	1,463	-0.96%
New Contingents	863	806	7.07%
New Pending	2,442	2,391	2.13%
All Pending	4,392	4,392	0.00%

Financing (Sold)

Assumption	17
Cash	980
Conventional	441
FHA	187
Other	35
Owner	0
VA	40

Days on Market (Sold)

0	0
1 to 10	301
11 to 20	213
21 to 30	153
31 to 60	261
61 to 90	168
91 to 120	140
121 to 180	161
181 to 360	149
361 to 720	58
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	61	122	28	4	1	1	18	0	147	340
\$50K to \$99,999	135	129	96	11	14	0	15	0	465	647
\$100K to \$124,999	50	40	64	7	15	0	3	0	215	195
\$125K to \$149,999	41	32	62	12	15	0	2	0	243	188
\$150K to \$199,999	34	41	94	19	35	1	0	0	340	300
\$200K to \$249,999	10	25	41	15	29	0	0	0	199	207
\$250K to \$299,999	5	21	35	4	22	0	0	0	179	157
\$300K to \$399,999	6	30	38	9	53	0	0	0	250	237
\$400K to \$499,999	5	11	20	10	23	0	0	0	164	93
\$500K to \$599,999	1	4	9	4	10	0	0	0	108	55
\$600K to \$799,999	0	4	8	5	13	0	0	0	190	90
\$800K to \$999,999	0	1	3	1	9	0	0	0	110	46
\$1,000,000+	0	0	1	3	8	0	0	0	274	74
Total	348	460	499	104	247	2	38	1,700	2,884	2,629
Avg Sold Price	\$107,248	\$132,237	\$190,008	\$291,242	\$344,823	\$114,000	\$59,089	\$183,044		
Prev Year - Avg Sold Price	\$100,111	\$115,836	\$177,161	\$338,713	\$382,792	\$743,700	\$52,872	\$174,003		
Avg Sold % Change	7.13%	14.16%	7.25%	-14.02%	-9.92%	-84.67%	11.76%	5.20%		
Prev Year - # of Solds	300	507	407	83	176	10	46	1,532		

Active Detail