



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$6,355,400	\$6,345,789	0.15%
Avg Sold Price	\$219,152	\$171,508	27.78%
Median Sold Price	\$206,000	\$130,000	58.46%
Units Sold	29	37	-21.62%
Avg Days on Market	89	132	-32.58%
Avg List Price for Solds	\$225,779	\$185,985	21.40%
Avg SP to OLP Ratio	96.4%	89.5%	7.72%
Ratio of Avg SP to Avg OLP	95.7%	89.7%	6.71%
Avg SP to LP Ratio	98.0%	92.9%	5.49%
Ratio of Avg SP to Avg LP	97.1%	92.2%	5.26%
Attached Avg Sold Price	\$91,500	\$88,750	3.10%
Detached Avg Sold Price	\$233,881	\$187,525	24.72%
Attached Units Sold	3	6	-50.00%
Detached Units Sold	26	31	-16.13%

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	65	99	-34.34%
New Listings	43	41	4.88%
New Under Contracts	44	64	-31.25%
New Contingents	6	6	0.00%
New Pending	50	72	-30.56%
All Pending	111	146	-23.97%

Financing (Sold)

Assumption	0
Cash	16
Conventional	8
FHA	3
Other	0
Owner	0
VA	2

Days on Market (Sold)

0	0
1 to 10	5
11 to 20	4
21 to 30	2
31 to 60	4
61 to 90	6
91 to 120	3
121 to 180	0
181 to 360	3
361 to 720	1
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	0	0
\$50K to \$99,999	0	1	1	1	0	0	0	0	0	0
\$100K to \$124,999	0	0	0	1	1	0	0	0	0	0
\$125K to \$149,999	0	0	0	0	0	0	0	0	2	0
\$150K to \$199,999	0	0	4	0	5	0	0	0	4	0
\$200K to \$249,999	0	0	0	0	5	0	0	0	8	0
\$250K to \$299,999	0	0	0	0	5	0	0	0	14	0
\$300K to \$399,999	0	0	0	0	3	0	0	0	23	0
\$400K to \$499,999	0	0	0	0	2	0	0	0	7	0
\$500K to \$599,999	0	0	0	0	0	0	0	0	1	0
\$600K to \$799,999	0	0	0	0	0	0	0	0	2	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	0	0
\$1,000,000+	0	0	0	0	0	0	0	0	0	0
Total	0	1	5	2	21	0	0	29	61	0
Avg Sold Price	\$0	\$81,500	\$157,500	\$96,500	\$252,067	\$0	\$0	\$219,152		
Prev Year - Avg Sold Price	\$147,500	\$50,000	\$123,400	\$96,500	\$271,119	\$0	\$54,375	\$171,508		
Avg Sold % Change	0.00%	63.00%	27.63%	0.00%	-7.03%	0.00%	0.00%	27.78%		
Prev Year - # of Solds	2	1	10	5	15	0	4	37		

Active Detail