



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$8,618,765	\$8,149,762	5.75%
Avg Sold Price	\$191,528	\$185,222	3.40%
Median Sold Price	\$140,000	\$129,950	7.73%
Units Sold	45	44	2.27%
Avg Days on Market	71	74	-4.05%
Avg List Price for Solds	\$201,295	\$197,428	1.96%
Avg SP to OLP Ratio	92.3%	91.3%	1.10%
Ratio of Avg SP to Avg OLP	96.5%	98.5%	-2.07%
Avg SP to LP Ratio	95.3%	93.3%	2.06%
Ratio of Avg SP to Avg LP	95.1%	93.8%	1.42%
Attached Avg Sold Price	\$104,300	\$79,290	31.54%
Detached Avg Sold Price	\$216,450	\$216,378	0.03%
Attached Units Sold	10	10	0.00%
Detached Units Sold	35	34	2.94%

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	110	147	-25.17%
New Listings	60	57	5.26%
New Under Contracts	36	33	9.09%
New Contingents	26	17	52.94%
New Pending	64	56	14.29%
All Pending	122	124	-1.61%

Financing (Sold)

Assumption	2
Cash	19
Conventional	17
FHA	5
Other	1
Owner	0
VA	1

Days on Market (Sold)

0	0
1 to 10	7
11 to 20	5
21 to 30	1
31 to 60	12
61 to 90	8
91 to 120	1
121 to 180	5
181 to 360	4
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	1	0	0	1
\$50K to \$99,999	4	5	0	0	1	0	1	0	5	15
\$100K to \$124,999	1	0	4	0	1	0	1	0	7	3
\$125K to \$149,999	0	0	2	3	0	0	0	0	1	3
\$150K to \$199,999	0	0	2	0	1	0	0	0	11	3
\$200K to \$249,999	0	0	1	1	1	0	0	0	5	0
\$250K to \$299,999	0	0	2	0	1	0	0	0	14	2
\$300K to \$399,999	0	0	1	0	5	0	0	0	14	0
\$400K to \$499,999	0	0	0	0	5	0	0	0	3	0
\$500K to \$599,999	0	0	0	0	0	0	0	0	5	0
\$600K to \$799,999	0	0	0	0	0	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	2	0
Total	5	6	12	4	15	0	3	45	72	27
Avg Sold Price	\$78,460	\$68,833	\$183,083	\$157,500	\$318,564	\$0	\$69,333	\$191,528		
Prev Year - Avg Sold Price	\$83,950	\$48,550	\$186,600	\$202,250	\$362,636	\$0	\$74,167	\$185,222		
Avg Sold % Change	-6.54%	41.78%	-1.88%	-22.13%	-12.15%	0.00%	-6.52%	3.40%		
Prev Year - # of Solds	4	8	17	2	10	0	3	44		

Active Detail