



Sold Summary

| | Mar-2013 | Mar-2012 | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume | \$5,238,925 | \$4,771,350 | 9.80% |
| Avg Sold Price | \$275,733 | \$238,568 | 15.58% |
| Median Sold Price | \$260,000 | \$195,000 | 33.33% |
| Units Sold | 19 | 20 | -5.00% |
| Avg Days on Market | 146 | 127 | 14.96% |
| Avg List Price for Solds | \$292,774 | \$252,128 | 16.12% |
| Avg SP to OLP Ratio | 88.6% | 87.4% | 1.32% |
| Ratio of Avg SP to Avg OLP | 87.0% | 90.3% | -3.63% |
| Avg SP to LP Ratio | 93.3% | 95.0% | -1.76% |
| Ratio of Avg SP to Avg LP | 94.2% | 94.6% | -0.48% |
| Attached Avg Sold Price | \$113,800 | \$63,294 | 79.80% |
| Detached Avg Sold Price | \$333,566 | \$355,417 | -6.15% |
| Attached Units Sold | 5 | 8 | -37.50% |
| Detached Units Sold | 14 | 12 | 16.67% |

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 | 94 | 123 | -23.58% |
| New Listings | 19 | 25 | -24.00% |
| New Under Contracts | 7 | 11 | -36.36% |
| New Contingents | 14 | 8 | 75.00% |
| New Pending | 23 | 20 | 15.00% |
| All Pending | 54 | 42 | 28.57% |

Financing (Sold)

| | |
|--------------|---|
| Assumption | 0 |
| Cash | 7 |
| Conventional | 9 |
| FHA | 3 |
| Other | 0 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 0 |
| 1 to 10 | 0 |
| 11 to 20 | 2 |
| 21 to 30 | 4 |
| 31 to 60 | 1 |
| 61 to 90 | 3 |
| 91 to 120 | 1 |
| 121 to 180 | 3 |
| 181 to 360 | 4 |
| 361 to 720 | 0 |
| 721+ | 1 |

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 | 3 |
| \$50K to \$99,999 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 |
| \$100K to \$124,999 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| \$125K to \$149,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 2 |
| \$150K to \$199,999 | 0 | 0 | 1 | 2 | 1 | 0 | 0 | 0 | 2 | 1 |
| \$200K to \$249,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 |
| \$250K to \$299,999 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 6 | 0 |
| \$300K to \$399,999 | 0 | 0 | 3 | 0 | 2 | 0 | 0 | 0 | 10 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 9 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 9 | 0 |
| \$1,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 |
| Total | 2 | 3 | 4 | 2 | 8 | 0 | 0 | 19 | 76 | 18 |
| Avg Sold Price | \$207,450 | \$84,667 | \$280,281 | \$157,500 | \$391,738 | \$0 | \$0 | \$275,733 | | |
| Prev Year - Avg Sold Price | \$0 | \$52,892 | \$176,333 | \$50,500 | \$415,111 | \$138,500 | \$0 | \$238,568 | | |
| Avg Sold % Change | 0.00% | 60.08% | 58.95% | 211.88% | -5.63% | 0.00% | 0.00% | 15.58% | | |
| Prev Year - # of Solds | 0 | 6 | 3 | 1 | 9 | 1 | 0 | 20 | | |

Active Detail