



Sold Summary

	Mar-2013	Mar-2012	% Change
Sold Dollar Volume	\$169,347,809	\$127,709,598	32.60%
Avg Sold Price	\$212,482	\$189,480	12.14%
Median Sold Price	\$169,900	\$147,000	15.58%
Units Sold	797	674	18.25%
Avg Days on Market	101	141	-28.37%
Avg List Price for Solds	\$223,561	\$202,065	10.64%
Avg SP to OLP Ratio	91.6%	89.9%	1.91%
Ratio of Avg SP to Avg OLP	91.4%	86.2%	6.03%
Avg SP to LP Ratio	95.1%	94.3%	0.88%
Ratio of Avg SP to Avg LP	95.0%	93.8%	1.35%
Attached Avg Sold Price	\$151,351	\$131,016	15.52%
Detached Avg Sold Price	\$231,015	\$210,848	9.56%
Attached Units Sold	183	179	2.23%
Detached Units Sold	609	494	23.28%

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	2,658	3,303	-19.53%
New Listings	884	892	-0.90%
New Under Contracts	877	922	-4.88%
New Contingents	143	71	101.41%
New Pending	1,062	1,029	3.21%
All Pending	1,877	1,893	-0.85%

Financing (Sold)

Assumption	17
Cash	482
Conventional	203
FHA	52
Other	23
Owner	0
VA	20

Days on Market (Sold)

0	0
1 to 10	136
11 to 20	88
21 to 30	64
31 to 60	132
61 to 90	83
91 to 120	60
121 to 180	79
181 to 360	88
361 to 720	31
721+	8

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	20	30	9	0	4	0	25	0	54	88
\$50K to \$99,999	25	43	40	6	5	1	16	0	121	130
\$100K to \$124,999	8	20	15	5	2	0	1	0	37	53
\$125K to \$149,999	15	13	31	3	5	0	1	0	65	63
\$150K to \$199,999	22	13	64	6	21	0	1	0	192	91
\$200K to \$249,999	16	2	59	5	22	0	0	0	153	65
\$250K to \$299,999	9	8	31	5	25	2	0	0	162	75
\$300K to \$399,999	7	6	26	4	18	0	0	0	220	73
\$400K to \$499,999	1	3	6	2	12	0	0	0	167	38
\$500K to \$599,999	0	1	19	2	5	1	0	0	117	27
\$600K to \$799,999	0	1	6	1	4	0	0	0	118	16
\$800K to \$999,999	0	0	0	0	5	0	0	0	58	8
\$1,000,000+	0	0	5	0	3	0	0	0	171	22
Total	123	140	311	39	131	4	44	797	1,635	749
Avg Sold Price	\$146,316	\$124,121	\$246,515	\$233,276	\$333,929	\$305,625	\$51,827	\$212,482		
Prev Year - Avg Sold Price	\$166,543	\$116,017	\$190,588	\$187,771	\$356,359	\$418,000	\$42,807	\$189,480		
Avg Sold % Change	-12.15%	6.99%	29.34%	24.23%	-6.29%	-26.88%	21.07%	12.14%		
Prev Year - # of Solds	108	148	257	29	101	2	28	674		

Active Detail