

Sold Summary

	Jan 2013	Jan 2012	% Change
Sold Dollar Volume	\$105,338,514	\$94,592,702	11.36%
Avg Sold Price	\$183,837	\$179,834	2.23%
Median Sold Price	\$168,000	\$162,006	3.70%
Units Sold	573	526	8.94%
Avg Days on Market	66	102	-35.29%
Avg List Price for Solds	\$186,467	\$184,899	0.85%
Avg SP to OLP Ratio	95.4%	89.8%	6.29%
Ratio of Avg SP to Avg OLP	94.9%	89.9%	5.51%
Attached Avg Sold Price	\$135,583	\$115,990	16.89%
Detached Avg Sold Price	\$207,400	\$209,533	-1.02%
Attached Units Sold	188	167	12.57%
Detached Units Sold	385	359	7.24%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Jan 2013	Jan 2012	% Change
Active Listings	1,696	3,134	-45.88%
New Listings	923	938	-1.60%
New Under Contracts	534	554	-3.61%
New Contingents	437	479	-8.77%
New Pendings	971	1,033	-6.00%
All Pendings	2,856	2,639	8.22%

Financing (Sold)

Assumption	0
Cash	164
Conventional	105
FHA	253
Other	18
Owner	0
VA	33

Days on Market (Sold)

0	19
1 to 10	111
11 to 20	88
21 to 30	74
31 to 60	105
61 to 90	52
91 to 120	34
121 to 180	40
181 to 360	33
361 to 720	16
721+	1

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	3	1	2	0	0	0	17	20	11	35
\$50K to \$99,999	6	1	17	19	11	0	35	60	21	56
\$100K to \$149,999	11	3	32	28	29	4	10	113	65	44
\$150K to \$199,999	2	4	41	25	46	6	4	229	52	39
\$200K to \$299,999	0	1	24	17	96	2	3	375	48	28
\$300K to \$399,999	0	0	9	7	42	0	0	203	28	5
\$400K to \$499,999	0	0	1	1	9	0	0	125	6	5
\$500K to \$599,999	0	0	0	0	0	0	0	57	0	1
\$600K to \$799,999	0	0	0	0	4	0	0	44	0	2
\$800K to \$999,999	0	0	0	0	0	0	0	13	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	9	0	1
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0	1	0	0
Total	22	10	126	97	237	12	69	1,249	231	216
Avg Sold Price	\$93,441	\$140,270	\$170,427	\$164,640	\$237,635	\$176,608	\$86,921			
Prev Year - Avg Sold Price	\$88,731	\$105,993	\$151,827	\$143,337	\$243,988	\$149,050	\$79,470			
Avg Sold % Change	5.31%	32.34%	12.25%	14.86%	-2.60%	18.49%	9.38%			
Prev Year - # of Solds	12	10	114	75	233	15	67			

Active Detail