

Sold Summary

	Oct 2012	Oct 2011	% Change
Sold Dollar Volume	\$121,586,746	\$107,441,192	13.17%
Avg Sold Price	\$192,689	\$171,631	12.27%
Median Sold Price	\$180,000	\$150,000	20.00%
Units Sold	631	626	0.80%
Avg Days on Market	68	100	-32.00%
Avg List Price for Solds	\$196,347	\$175,191	12.08%
Avg SP to OLP Ratio	93.6%	89.6%	4.43%
Ratio of Avg SP to Avg OLP	93.0%	90.0%	3.40%
Attached Avg Sold Price	\$117,764	\$115,435	2.02%
Detached Avg Sold Price	\$221,216	\$192,582	14.87%
Attached Units Sold	174	170	2.35%
Detached Units Sold	457	456	0.22%

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

	Oct 2012	Oct 2011	% Change
Active Listings	2,047	3,918	-47.75%
New Listings	975	1,071	-8.96%
New Under Contracts	567	624	-9.13%
New Contingents	503	504	-0.20%
New Pendings	1,070	1,128	-5.14%
All Pendings	3,145	2,723	15.50%

Financing (Sold)

Assumption	0
Cash	181
Conventional	117
FHA	254
Other	14
Owner	0
VA	65

Days on Market (Sold)

0	11
1 to 10	141
11 to 20	98
21 to 30	63
31 to 60	112
61 to 90	58
91 to 120	53
121 to 180	36
181 to 360	43
361 to 720	14
721+	2

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	2	1	2	1	4	0	33	20	15	39
\$50K to \$99,999	8	4	28	15	8	1	29	83	32	67
\$100K to \$149,999	4	4	34	16	32	4	14	157	77	54
\$150K to \$199,999	1	3	41	18	48	4	6	277	78	51
\$200K to \$299,999	4	0	43	15	111	2	1	425	48	33
\$300K to \$399,999	0	0	4	1	53	0	1	254	22	5
\$400K to \$499,999	0	0	0	0	24	0	1	151	6	5
\$500K to \$599,999	0	0	0	0	2	0	0	73	0	1
\$600K to \$799,999	0	0	0	0	2	0	0	39	0	1
\$800K to \$999,999	0	0	0	0	2	0	0	19	1	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	13	0	0
\$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	19	12	152	66	286	11	85	1,512	279	256
Avg Sold Price	\$121,058	\$112,981	\$162,855	\$155,859	\$258,887	\$159,114	\$83,507			
Prev Year - Avg Sold Price	\$79,203	\$118,420	\$134,678	\$148,338	\$232,683	\$185,898	\$65,621			
Avg Sold % Change	52.85%	-4.59%	20.92%	5.07%	11.26%	-14.41%	27.26%			
Prev Year - # of Solds	24	11	149	75	283	14	70			

Active Detail