

Sold Summary

	Dec 2012	Dec 2011	% Change
Sold Dollar Volume	\$137,660,031	\$131,991,053	4.29%
Avg Sold Price	\$207,632	\$185,903	11.69%
Median Sold Price	\$180,000	\$160,000	12.50%
Units Sold	663	710	-6.62%
Avg Days on Market	74	114	-35.09%
Avg List Price for Solds	\$210,962	\$190,859	10.53%
Avg SP to OLP Ratio	95.2%	88.8%	7.23%
Ratio of Avg SP to Avg OLP	94.5%	89.2%	5.95%
Attached Avg Sold Price	\$136,448	\$121,878	11.95%
Detached Avg Sold Price	\$242,030	\$212,431	13.93%
Attached Units Sold	216	208	3.85%
Detached Units Sold	447	502	-10.96%

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

	Dec 2012	Dec 2011	% Change
Active Listings	1,763	3,368	-47.65%
New Listings	673	720	-6.53%
New Under Contracts	474	553	-14.29%
New Contingents	379	434	-12.67%
New Pendings	853	987	-13.58%
All Pendings	2,856	2,519	13.38%

Financing (Sold)

Assumption	0
Cash	182
Conventional	141
FHA	262
Other	21
Owner	0
VA	57

Days on Market (Sold)

0	24
1 to 10	124
11 to 20	98
21 to 30	77
31 to 60	118
61 to 90	67
91 to 120	40
121 to 180	52
181 to 360	43
361 to 720	15
721+	5

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	1	1	0	1	19	25	15	26
\$50K to \$99,999	8	2	20	16	6	5	30	60	26	57
\$100K to \$149,999	2	7	39	26	29	5	27	139	65	55
\$150K to \$199,999	1	0	41	31	36	8	6	248	50	34
\$200K to \$299,999	0	1	32	15	116	3	5	385	40	23
\$300K to \$399,999	1	0	6	3	63	1	0	215	23	5
\$400K to \$499,999	0	0	1	1	26	0	1	136	7	4
\$500K to \$599,999	0	0	0	0	8	0	0	55	0	2
\$600K to \$799,999	0	0	0	0	6	0	1	41	0	3
\$800K to \$999,999	0	0	0	0	1	0	0	13	0	0
\$1M to \$2,499,999	0	0	1	0	1	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	14	11	141	93	292	23	89	1,327	226	210
Avg Sold Price	\$102,618	\$115,132	\$174,752	\$160,252	\$281,201	\$151,787	\$110,244			
Prev Year - Avg Sold Price	\$78,629	\$105,468	\$145,228	\$163,523	\$252,346	\$150,735	\$83,132			
Avg Sold % Change	30.51%	9.16%	20.33%	-2.00%	11.43%	0.70%	32.61%			
Prev Year - # of Solds	21	22	153	79	328	18	89			

Active Detail