

## Sold Summary

	Mar 2013	Mar 2012	% Change
Sold Dollar Volume	\$127,929,646	\$113,350,584	12.86%
Avg Sold Price	\$192,375	\$173,584	10.83%
Median Sold Price	\$176,500	\$158,000	11.71%
Units Sold	665	653	1.84%
Avg Days on Market	61	103	-40.78%
Avg List Price for Solds	\$195,180	\$177,730	9.82%
Avg SP to OLP Ratio	96.4%	90.7%	6.29%
Ratio of Avg SP to Avg OLP	95.5%	90.4%	5.69%
Attached Avg Sold Price	\$139,956	\$117,992	18.61%
Detached Avg Sold Price	\$222,171	\$196,397	13.12%
Attached Units Sold	241	190	26.84%
Detached Units Sold	424	463	-8.42%

### 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

	Mar 2013	Mar 2012	% Change
Active Listings	1,506	2,647	-43.11%
New Listings	1,001	1,126	-11.10%
New Under Contracts	584	654	-10.70%
New Contingents	529	625	-15.36%
New Pendings	1,113	1,279	-12.98%
All Pendings	2,991	3,140	-4.75%

## Financing (Sold)

Assumption	0
Cash	195
Conventional	142
FHA	259
Other	19
Owner	0
VA	50

## Days on Market (Sold)

0	13
1 to 10	172
11 to 20	105
21 to 30	62
31 to 60	121
61 to 90	54
91 to 120	42
121 to 180	41
181 to 360	44
361 to 720	7
721+	4

## 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	2	2	3	0	0	19	22	10	20
\$50K to \$99,999	10	2	23	12	12	3	45	35	15	52
\$100K to \$149,999	8	3	28	33	25	3	19	96	49	46
\$150K to \$199,999	1	4	27	29	47	10	8	194	47	34
\$200K to \$299,999	0	0	36	24	116	5	5	300	45	25
\$300K to \$399,999	0	0	7	9	61	0	0	201	27	7
\$400K to \$499,999	0	0	0	0	12	2	1	137	6	4
\$500K to \$599,999	0	0	0	0	5	0	0	54	0	1
\$600K to \$799,999	0	0	0	0	1	0	0	52	0	2
\$800K to \$999,999	0	0	0	0	1	0	0	12	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	12	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
<b>Total</b>	<b>21</b>	<b>11</b>	<b>123</b>	<b>110</b>	<b>280</b>	<b>23</b>	<b>97</b>	<b>1,116</b>	<b>199</b>	<b>191</b>
Avg Sold Price	\$95,026	\$116,936	\$170,899	\$169,265	\$254,229	\$191,239	\$97,169			
Prev Year - Avg Sold Price	\$79,628	\$115,232	\$150,594	\$141,040	\$226,760	\$135,200	\$81,062			
Avg Sold % Change	19.34%	1.48%	13.48%	20.01%	12.11%	41.45%	19.87%			
Prev Year - # of Solds	21	18	144	95	298	13	64			

## Active Detail