

Sold Summary

	Apr 2013	Apr 2012	% Change
Sold Dollar Volume	\$146,505,529	\$119,388,348	22.71%
Avg Sold Price	\$202,077	\$183,957	9.85%
Median Sold Price	\$185,000	\$168,000	10.12%
Units Sold	725	649	11.71%
Avg Days on Market	67	112	-40.18%
Avg List Price for Solds	\$204,765	\$188,499	8.63%
Avg SP to OLP Ratio	95.8%	91.5%	4.76%
Ratio of Avg SP to Avg OLP	95.3%	90.7%	5.04%
Attached Avg Sold Price	\$137,134	\$119,466	14.79%
Detached Avg Sold Price	\$229,818	\$207,396	10.81%
Attached Units Sold	217	173	25.43%
Detached Units Sold	508	476	6.72%

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

	Apr 2013	Apr 2012	% Change
Active Listings	1,508	2,528	-40.35%
New Listings	1,120	1,100	1.82%
New Under Contracts	618	657	-5.94%
New Contingents	559	579	-3.45%
New Pendings	1,177	1,236	-4.77%
All Pendings	3,098	3,340	-7.25%

Financing (Sold)

Assumption	0
Cash	206
Conventional	177
FHA	257
Other	19
Owner	1
VA	65

Days on Market (Sold)

0	15
1 to 10	190
11 to 20	113
21 to 30	73
31 to 60	109
61 to 90	71
91 to 120	41
121 to 180	46
181 to 360	52
361 to 720	11
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	1	1	0	1	1	0	23	19	9	25
\$50K to \$99,999	7	3	27	9	8	2	38	29	17	58
\$100K to \$149,999	5	6	47	26	30	1	17	89	44	47
\$150K to \$199,999	3	6	34	28	57	8	15	172	37	31
\$200K to \$299,999	4	1	49	17	124	6	2	299	47	27
\$300K to \$399,999	0	0	5	3	64	2	0	210	33	11
\$400K to \$499,999	0	0	1	0	29	0	1	162	7	3
\$500K to \$599,999	0	0	0	0	7	0	0	55	0	1
\$600K to \$799,999	0	0	0	0	4	0	1	48	0	2
\$800K to \$999,999	0	0	0	0	1	0	0	14	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	11	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	20	17	163	84	325	19	97	1,109	194	205
Avg Sold Price	\$122,584	\$137,104	\$170,031	\$162,558	\$266,403	\$195,659	\$103,658			
Prev Year - Avg Sold Price	\$103,326	\$112,378	\$161,596	\$136,946	\$241,468	\$142,505	\$95,903			
Avg Sold % Change	18.64%	22.00%	5.22%	18.70%	10.33%	37.30%	8.09%			
Prev Year - # of Solds	22	9	165	73	289	20	71			

Active Detail