

Sold Summary

	Dec 2013	Dec 2012	% Change
Sold Dollar Volume	\$150,307,536	\$137,660,031	9.19%
Avg Sold Price	\$216,894	\$207,632	4.46%
Median Sold Price	\$205,000	\$180,000	13.89%
Units Sold	693	663	4.52%
Avg Days on Market	54	74	-27.03%
Avg List Price for Solds	\$219,059	\$210,962	3.84%
Avg SP to OLP Ratio	97.7%	95.2%	2.56%
Ratio of Avg SP to Avg OLP	96.5%	94.5%	2.10%
Attached Avg Sold Price	\$150,404	\$136,448	10.23%
Detached Avg Sold Price	\$245,409	\$242,030	1.40%
Attached Units Sold	208	216	-3.70%
Detached Units Sold	485	447	8.50%

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 2013	Dec 2012	% Change
Active Listings	1,669	1,763	-5.33%
New Listings	639	673	-5.05%
New Under Contracts	433	474	-8.65%
New Contingents	324	379	-14.51%
New Pendings	757	853	-11.25%
All Pendings	2,336	2,856	-18.21%

Financing (Sold)

Assumption	0
Cash	176
Conventional	179
FHA	251
Other	29
Owner	0
VA	58

Days on Market (Sold)

0	18
1 to 10	170
11 to 20	113
21 to 30	79
31 to 60	128
61 to 90	59
91 to 120	40
121 to 180	48
181 to 360	30
361 to 720	7
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	1	0	1	0	0	0	15	6	1	22
\$50K to \$99,999	6	0	11	15	8	1	31	33	12	47
\$100K to \$149,999	13	8	32	18	18	3	27	78	37	28
\$150K to \$199,999	8	6	40	21	35	2	7	171	62	31
\$200K to \$299,999	5	3	54	27	132	10	1	413	64	21
\$300K to \$399,999	1	0	12	8	66	1	1	261	29	5
\$400K to \$499,999	0	0	1	2	30	1	0	171	12	3
\$500K to \$599,999	0	0	0	0	6	0	0	78	2	1
\$600K to \$799,999	0	0	0	0	4	0	0	51	0	4
\$800K to \$999,999	0	0	0	0	1	0	0	15	0	1
\$1M to \$2,499,999	0	0	0	0	0	0	0	7	1	1
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	1	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	34	17	151	91	300	18	82	1,285	220	164
Avg Sold Price	\$142,083	\$157,501	\$194,574	\$186,447	\$282,707	\$215,285	\$94,692			
Prev Year - Avg Sold Price	\$102,618	\$115,132	\$174,752	\$160,252	\$281,201	\$151,787	\$110,244			
Avg Sold % Change	38.46%	36.80%	11.34%	16.35%	0.54%	41.83%	-14.11%			
Prev Year - # of Solds	14	11	141	93	292	23	89			

Active Detail