

Sold Summary

	Dec-2011	Dec-2010	% Change
Sold Dollar Volume	\$16,969,324	\$13,158,432	28.96%
Avg Sold Price	\$154,267	\$151,246	2.00%
Median Sold Price	\$133,450	\$147,900	-9.77%
Units Sold	110	87	26.44%
Avg Days on Market	148	165	-10.30%
Avg List Price for Solds	\$162,160	\$159,716	1.53%
Avg SP to OLP Ratio	87.0%	87.3%	-0.31%
Ratio of Avg SP to Avg OLP	88.3%	87.5%	0.93%
Attached Avg Sold Price	\$119,149	\$140,721	-15.33%
Detached Avg Sold Price	\$160,686	\$153,265	4.84%
Attached Units Sold	17	14	21.43%
Detached Units Sold	93	73	27.40%

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-2011	Dec-2010	% Change
Active Listings	950	1,095	-13.24%
New Listings	112	135	-17.04%
New Under Contracts	49	56	-12.50%
New Contingents	20	16	25.00%
New Pendings	69	72	-4.17%
Total Pendings	137	144	-4.86%

Financing (Sold)

Assumption	0
Cash	26
Conventional	41
FHA	30
Other	11
Owner	0
VA	2

Days on Market (Sold)

0	3
1 to 10	1
11 to 20	4
21 to 30	11
31 to 60	24
61 to 90	9
91 to 120	10
121 to 180	12
181 to 360	28
361 to 720	6
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	6	0	7	1	2	1	0	27	4	1
\$50K to \$99,999	5	1	6	3	3	0	0	74	25	2
\$100K to \$149,999	4	3	21	3	4	1	0	160	82	9
\$150K to \$199,999	0	0	10	3	5	0	0	189	46	1
\$200K to \$299,999	1	1	2	0	9	0	0	205	12	3
\$300K to \$399,999	0	0	0	0	4	0	0	61	1	0
\$400K to \$499,999	0	0	0	0	1	0	0	17	0	0
\$500K to \$599,999	0	0	0	0	1	0	0	14	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	7	0	0
\$800K to \$999,999	0	0	2	0	0	0	0	6	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	2	1	0
\$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	16	5	48	10	29	2	0	763	171	16
Avg Sold Price	\$75,928	\$134,180	\$154,846	\$118,914	\$217,115	\$82,750	\$0			
Prev Year - Avg Sold Price	\$92,917	\$150,467	\$143,030	\$129,855	\$200,086	\$175,000	\$0			
Avg Sold % Change	-18.28%	-10.82%	8.26%	-8.43%	8.51%	-52.71%	0.00%			
Prev Year - # of Solds	9	3	43	9	21	2	0			

Active Detail