

Sold Summary

| | May 2013 | May 2012 | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume | \$7,394,950 | \$9,454,650 | -21.79% |
| Avg Sold Price | \$492,997 | \$429,757 | 14.72% |
| Median Sold Price | \$420,000 | \$264,500 | 58.79% |
| Units Sold | 15 | 22 | -31.82% |
| Avg Days on Market | 20 | 143 | -86.01% |
| Avg List Price for Solds | \$501,493 | \$471,532 | 6.35% |
| Avg SP to OLP Ratio | 97.0% | 89.7% | 8.13% |
| Ratio of Avg SP to Avg OLP | 97.5% | 84.1% | 15.89% |
| Attached Avg Sold Price | \$238,488 | \$243,694 | -2.14% |
| Detached Avg Sold Price | \$585,545 | \$558,569 | 4.83% |
| Attached Units Sold | 4 | 9 | -55.56% |
| Detached Units Sold | 11 | 13 | -15.38% |

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

| | May 2013 | May 2012 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 71 | 91 | -21.98% |
| New Listings | 35 | 27 | 29.63% |
| New Under Contracts | 17 | 18 | -5.56% |
| New Contingents | 10 | 8 | 25.00% |
| New Pendings | 27 | 26 | 3.85% |
| All Pendings | 42 | 37 | 13.51% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 3 |
| Conventional | 12 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 1 |
| 1 to 10 | 6 |
| 11 to 20 | 2 |
| 21 to 30 | 4 |
| 31 to 60 | 1 |
| 61 to 90 | 0 |
| 91 to 120 | 0 |
| 121 to 180 | 1 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| 721+ | 0 |

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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 6 | 4 | 3 |
| \$300K to \$399,999 | 0 | 0 | 0 | 1 | 3 | 0 | 0 | 5 | 6 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 3 | 2 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 9 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 8 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 13 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 2 | 11 | 0 | 2 | 53 | 12 | 6 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$308,350 | \$585,545 | \$0 | \$168,625 | | | |
| Prev Year - Avg Sold Price | \$215,000 | \$155,750 | \$289,700 | \$316,500 | \$799,700 | \$292,000 | \$168,000 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | -2.58% | -26.78% | 0.00% | 0.37% | | | |
| Prev Year - # of Solds | 1 | 1 | 5 | 3 | 7 | 2 | 3 | | | |

Active Detail