

Sold Summary

| | Jun 2013 | Jun 2012 | % Change |
|----------------------------|--------------|-------------|----------|
| Sold Dollar Volume | \$11,244,500 | \$8,670,901 | 29.68% |
| Avg Sold Price | \$387,741 | \$376,996 | 2.85% |
| Median Sold Price | \$397,000 | \$298,500 | 33.00% |
| Units Sold | 29 | 23 | 26.09% |
| Avg Days on Market | 65 | 72 | -9.72% |
| Avg List Price for Solds | \$398,734 | \$394,965 | 0.95% |
| Avg SP to OLP Ratio | 93.7% | 90.6% | 3.41% |
| Ratio of Avg SP to Avg OLP | 94.4% | 92.4% | 2.24% |
| Attached Avg Sold Price | \$210,596 | \$192,688 | 9.29% |
| Detached Avg Sold Price | \$512,785 | \$475,293 | 7.89% |
| Attached Units Sold | 12 | 8 | 50.00% |
| Detached Units Sold | 17 | 15 | 13.33% |

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

| | Jun 2013 | Jun 2012 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 44 | 68 | -35.29% |
| New Listings | 17 | 26 | -34.62% |
| New Under Contracts | 10 | 8 | 25.00% |
| New Contingents | 11 | 6 | 83.33% |
| New Pendings | 21 | 14 | 50.00% |
| All Pendings | 39 | 35 | 11.43% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 6 |
| Conventional | 22 |
| FHA | 0 |
| Other | 1 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 1 |
| 1 to 10 | 4 |
| 11 to 20 | 2 |
| 21 to 30 | 5 |
| 31 to 60 | 9 |
| 61 to 90 | 2 |
| 91 to 120 | 1 |
| 121 to 180 | 2 |
| 181 to 360 | 3 |
| 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 | 2 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| \$150K to \$199,999 | 0 | 0 | 0 | 2 | 0 | 0 | 2 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 1 | 3 | 0 | 0 | 1 | 0 | 3 | 2 |
| \$300K to \$399,999 | 0 | 0 | 2 | 2 | 0 | 0 | 0 | 2 | 1 | 0 |
| \$400K to \$499,999 | 0 | 0 | 3 | 0 | 4 | 0 | 0 | 7 | 2 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 3 | 0 | 1 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 5 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 4 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 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 | 0 | 0 | 6 | 7 | 11 | 0 | 5 | 33 | 6 | 5 |
| Avg Sold Price | \$0 | \$0 | \$400,483 | \$255,750 | \$574,041 | \$0 | \$147,380 | | | |
| Prev Year - Avg Sold Price | \$330,000 | \$0 | \$285,500 | \$268,000 | \$630,238 | \$0 | \$117,375 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 40.27% | -4.57% | -8.92% | 0.00% | 25.56% | | | |
| Prev Year - # of Solds | 2 | 0 | 5 | 4 | 8 | 0 | 4 | | | |

Active Detail