

### Sold Summary

	2013	2012	% Change
Sold Dollar Volume	\$229,523,128	\$188,539,948	21.74%
Avg Sold Price	\$394,370	\$363,275	8.56%
Median Sold Price	\$326,000	\$301,000	8.31%
Units Sold	582	519	12.14%
Avg Days on Market	52	85	-38.82%
Avg List Price for Solds	\$405,266	\$379,238	6.86%
Avg SP to OLP Ratio	96.1%	93.4%	2.96%
Ratio of Avg SP to Avg OLP	95.8%	92.9%	3.12%
Attached Avg Sold Price	\$303,770	\$273,967	10.88%
Detached Avg Sold Price	\$460,702	\$432,161	6.60%
Attached Units Sold	246	226	8.85%
Detached Units Sold	336	293	14.68%

### Financing (Sold)

Assumption	0
Cash	102
Conventional	397
FHA	51
Other	18
Owner	0
VA	14

### Days on Market (Sold)

0	23
1 to 10	186
11 to 20	83
21 to 30	40
31 to 60	89
61 to 90	51
91 to 120	34
121 to 180	37
181 to 360	35
361 to 720	4
721+	0

#### 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.

### Sold Detail

Price Ranges	Residential						Condo/Coop
	2 or Less BR		3 BR		4 or More BR		All
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0
\$100K to \$149,999	1	0	0	0	0	0	1
\$150K to \$199,999	2	0	3	0	3	0	29
\$200K to \$299,999	4	1	62	39	24	8	57
\$300K to \$399,999	1	0	42	35	46	22	27
\$400K to \$499,999	1	2	17	7	39	6	0
\$500K to \$599,999	0	0	3	6	17	0	0
\$600K to \$799,999	0	2	2	2	39	0	2
\$800K to \$999,999	0	0	0	0	17	0	0
\$1M to \$2,499,999	0	0	0	0	13	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0
<b>Total</b>	<b>9</b>	<b>5</b>	<b>129</b>	<b>89</b>	<b>198</b>	<b>36</b>	<b>116</b>
Avg Sold Price	\$244,833	\$499,877	\$320,387	\$342,340	\$561,931	\$346,514	\$252,459
Prev Year - Avg Sold Price	\$221,591	\$211,250	\$309,335	\$325,895	\$524,180	\$330,077	\$241,053
Avg Sold % Change	10.49%	136.63%	3.57%	5.05%	7.20%	4.98%	4.73%
Prev Year - # of Solds	11	2	110	59	172	28	137