

### Sold Summary

	Mar 2013	Mar 2012	% Change
Sold Dollar Volume	\$15,739,007	\$8,473,400	85.75%
Avg Sold Price	\$383,878	\$325,900	17.79%
Median Sold Price	\$283,506	\$265,000	6.98%
Units Sold	41	26	57.69%
Avg Days on Market	80	140	-42.86%
Avg List Price for Solds	\$397,001	\$337,558	17.61%
Avg SP to OLP Ratio	95.4%	88.0%	8.39%
Ratio of Avg SP to Avg OLP	95.6%	89.6%	6.76%
Attached Avg Sold Price	\$263,630	\$226,300	16.50%
Detached Avg Sold Price	\$498,400	\$388,150	28.40%
Attached Units Sold	20	10	100.00%
Detached Units Sold	21	16	31.25%

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

	Mar 2013	Mar 2012	% Change
Active Listings	101	134	-24.63%
New Listings	69	66	4.55%
New Under Contracts	44	47	-6.38%
New Contingents	20	19	5.26%
New Pendings	64	66	-3.03%
All Pendings	96	89	7.87%

### Financing (Sold)

Assumption	0
Cash	12
Conventional	23
FHA	3
Other	0
Owner	0
VA	3

### Days on Market (Sold)

0	7
1 to 10	8
11 to 20	3
21 to 30	1
31 to 60	1
61 to 90	2
91 to 120	6
121 to 180	6
181 to 360	7
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	0	0	0	1
\$150K to \$199,999	0	0	0	0	0	0	3	3	0	3
\$200K to \$299,999	1	0	5	5	2	0	7	10	3	6
\$300K to \$399,999	0	0	1	2	3	2	1	11	9	13
\$400K to \$499,999	0	0	2	0	2	0	0	6	3	1
\$500K to \$599,999	0	0	0	0	1	0	0	9	2	0
\$600K to \$799,999	0	0	0	0	2	0	0	7	0	3
\$800K to \$999,999	0	0	0	0	0	0	0	2	1	0
\$1M to \$2,499,999	0	0	0	0	2	0	0	6	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	2	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>1</b>	<b>0</b>	<b>8</b>	<b>7</b>	<b>12</b>	<b>2</b>	<b>11</b>	<b>56</b>	<b>18</b>	<b>27</b>
Avg Sold Price	\$218,000	\$0	\$314,438	\$297,587	\$644,408	\$378,750	\$221,091			
Prev Year - Avg Sold Price	\$250,000	\$0	\$282,343	\$330,000	\$498,000	\$272,000	\$190,143			
Avg Sold % Change	-12.80%	0.00%	11.37%	-9.82%	29.40%	39.25%	16.28%			
Prev Year - # of Solds	1	0	7	2	8	1	7			

### Active Detail