

### Sold Summary

	Mar 2012	Mar 2011	% Change
Sold Dollar Volume	\$8,698,688	\$8,024,594	8.40%
Avg Sold Price	\$158,158	\$178,324	-11.31%
Median Sold Price	\$157,000	\$165,000	-4.85%
Units Sold	55	45	22.22%
Avg Days on Market	129	116	11.21%
Avg List Price for Solds	\$166,418	\$185,863	-10.46%
Avg SP to OLP Ratio	89.6%	87.7%	2.18%
Ratio of Avg SP to Avg OLP	87.3%	87.7%	-0.38%
Attached Avg Sold Price	\$142,933	\$128,865	10.92%
Detached Avg Sold Price	\$165,565	\$208,353	-20.54%
Attached Units Sold	18	17	5.88%
Detached Units Sold	37	28	32.14%

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 2012	Mar 2011	% Change
Active Listings	260	364	-28.57%
New Listings	95	132	-28.03%
New Under Contracts	56	59	-5.08%
New Contingents	24	18	33.33%
New Pendings	80	77	3.90%
All Pendings	119	101	17.82%

### Financing (Sold)

Assumption	0
Cash	11
Conventional	10
FHA	32
Other	1
Owner	0
VA	1

### Days on Market (Sold)

0	0
1 to 10	8
11 to 20	8
21 to 30	1
31 to 60	3
61 to 90	6
91 to 120	8
121 to 180	7
181 to 360	10
361 to 720	4
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	1	0	0	0	0	1	0
\$50K to \$99,999	1	0	3	3	0	0	0	7	4	1
\$100K to \$149,999	1	0	4	3	3	0	2	19	23	3
\$150K to \$199,999	0	0	9	5	7	1	0	50	41	2
\$200K to \$299,999	0	0	4	1	5	2	0	62	13	0
\$300K to \$399,999	0	0	0	0	0	0	0	19	0	0
\$400K to \$499,999	0	0	0	0	0	0	0	2	0	0
\$500K to \$599,999	0	0	0	0	0	0	0	2	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	11	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	0	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>2</b>	<b>0</b>	<b>20</b>	<b>13</b>	<b>15</b>	<b>3</b>	<b>2</b>	<b>172</b>	<b>82</b>	<b>6</b>
Avg Sold Price	\$92,450	\$0	\$161,087	\$130,831	\$181,283	\$212,333	\$117,500			
Prev Year - Avg Sold Price	\$133,833	\$131,500	\$180,287	\$127,475	\$272,809	\$190,000	\$104,000			
Avg Sold % Change	-30.92%	0.00%	-10.65%	2.63%	-33.55%	11.75%	12.98%			
Prev Year - # of Solds	3	2	15	12	10	1	2			

### Active Detail