

Sold Summary

	Jun 2012	Jun 2011	% Change
Sold Dollar Volume	\$11,565,114	\$9,835,397	17.59%
Avg Sold Price	\$183,573	\$185,574	-1.08%
Median Sold Price	\$178,500	\$189,000	-5.56%
Units Sold	63	53	18.87%
Avg Days on Market	108	115	-6.09%
Avg List Price for Solds	\$189,768	\$192,964	-1.66%
Avg SP to OLP Ratio	91.4%	87.8%	4.01%
Ratio of Avg SP to Avg OLP	91.5%	87.9%	4.08%
Attached Avg Sold Price	\$157,056	\$158,067	-0.64%
Detached Avg Sold Price	\$195,907	\$199,720	-1.91%
Attached Units Sold	20	18	11.11%
Detached Units Sold	43	35	22.86%

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 2012	Jun 2011	% Change
Active Listings	265	420	-36.90%
New Listings	79	107	-26.17%
New Under Contracts	37	63	-41.27%
New Contingents	26	12	116.67%
New Pendings	63	75	-16.00%
All Pendings	138	103	33.98%

Financing (Sold)

Assumption	0
Cash	9
Conventional	26
FHA	23
Other	1
Owner	0
VA	4

Days on Market (Sold)

0	1
1 to 10	7
11 to 20	9
21 to 30	8
31 to 60	12
61 to 90	4
91 to 120	4
121 to 180	4
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	0	0	0	0	0	3	0
\$50K to \$99,999	0	0	3	3	0	0	0	5	9	1
\$100K to \$149,999	1	0	1	3	4	0	2	23	33	2
\$150K to \$199,999	0	0	12	7	4	0	1	40	28	1
\$200K to \$299,999	0	0	10	4	4	0	0	74	9	0
\$300K to \$399,999	0	0	1	0	3	0	0	19	0	0
\$400K to \$499,999	0	0	0	0	0	0	0	5	0	0
\$500K to \$599,999	0	0	0	0	0	0	0	1	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	1	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
Total	1	0	27	17	15	0	3	179	82	4
Avg Sold Price	\$115,500	\$0	\$193,937	\$159,771	\$204,813	\$0	\$141,667			
Prev Year - Avg Sold Price	\$188,250	\$131,000	\$174,670	\$170,561	\$249,436	\$0	\$117,450			
Avg Sold % Change	-38.65%	0.00%	11.03%	-6.33%	-17.89%	0.00%	20.62%			
Prev Year - # of Solds	4	3	20	13	11	0	2			

Active Detail