

**Sold Summary**

	Jan-2011	Jan-2010	% Change
Sold Dollar Volume	\$13,794,525	\$12,151,674	13.52%
Avg Sold Price	\$293,501	\$328,424	-10.63%
Median Sold Price	\$265,000	\$305,000	-13.11%
Units Sold	47	37	27.03%
Avg Days on Market	207	161	28.57%
Avg List Price for Solds	\$302,764	\$327,920	-7.67%
Avg Sold Price to List Price Ratio	88.5%	93.5%	-5.32%
Ratio of Avg Sold Price to Avg List Price	90.5%	94.8%	-4.49%
Attached Avg Sold Price	\$215,000	\$235,000	-8.51%
Detached Avg Sold Price	\$300,803	\$333,762	-9.88%
Attached Units Sold	4	2	100.00%
Detached Units Sold	43	35	22.86%

**Inventory**

	Jan-2011	Jan-2010	% Change
Active Listings	810	838	-3.34%
New Listings	144	194	-25.77%
New Under Contracts	56	41	36.59%
New Contingents	24	16	50.00%
New Pendings	68	57	19.30%
Total Pendings	151	135	11.85%

**Financing (Sold)**

Assumption	1
Cash	8
Conventional	14
FHA	13
Other	5
Owner	0
VA	6

**Days on Market (Sold)**

0	4
1 to 10	1
11 to 20	5
21 to 30	4
31 to 60	6
61 to 90	9
91 to 120	2
121 to 180	9
181 to 360	4
361 to 720	3
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	All	Detached	Attached/TH	All
< \$50,000	0	0	0	0	0	0	0	2	0	0
\$50K to \$99,999	1	0	2	0	0	0	0	7	0	0
\$100K to \$149,999	0	0	3	1	0	0	0	41	3	0
\$150K to \$199,999	0	0	5	0	2	0	0	68	5	2
\$200K to \$299,999	0	0	7	3	5	0	0	186	19	13
\$300K to \$399,999	0	0	2	0	3	0	0	170	8	6
\$400K to \$499,999	0	0	0	0	10	0	0	145	2	2
\$500K to \$599,999	1	0	0	0	1	0	0	59	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	44	0	0
\$800K to \$999,999	0	0	0	0	1	0	0	11	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	15	0	1
\$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
<b>Total</b>	<b>2</b>	<b>0</b>	<b>19</b>	<b>4</b>	<b>22</b>	<b>0</b>	<b>0</b>	<b>749</b>	<b>37</b>	<b>24</b>
Avg Sold Price	\$276,500	\$0	\$187,732	\$215,000	\$400,665	\$0	\$0			
Prev Year - Avg Sold Price	\$249,925	\$0	\$240,245	\$0	\$401,964	\$0	\$235,000			
Avg Sold % Change	10.63%	0.00%	-21.86%	0.00%	-0.32%	0.00%	0.00%			
Prev Year - # of Solds	4	0	11	0	20	0	2			

**Active Detail**