

Sold Summary

	Mar-2011	Mar-2010	% Change
Sold Dollar Volume	\$31,136,550	\$17,958,072	73.38%
Avg Sold Price	\$327,753	\$285,049	14.98%
Median Sold Price	\$275,000	\$272,900	0.77%
Units Sold	95	63	50.79%
Avg Days on Market	164	178	-7.87%
Avg List Price for Solds	\$352,373	\$291,857	20.73%
Avg SP to OLP Ratio	88.2%	92.7%	-4.89%
Ratio of Avg SP to Avg OLP	86.4%	91.7%	-5.83%
Attached Avg Sold Price	\$257,750	\$251,575	2.45%
Detached Avg Sold Price	\$332,472	\$289,918	14.68%
Attached Units Sold	6	8	-25.00%
Detached Units Sold	89	55	61.82%

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-2011	Mar-2010	% Change
Active Listings	836	876	-4.57%
New Listings	222	254	-12.60%
New Under Contracts	72	81	-11.11%
New Contingents	48	24	100.00%
New Pending	120	105	14.29%
Total Pending	198	215	-7.91%

Financing (Sold)

Assumption	0
Cash	15
Conventional	30
FHA	17
Other	10
Owner	0
VA	23

Days on Market (Sold)

0	5
1 to 10	3
11 to 20	11
21 to 30	3
31 to 60	6
61 to 90	4
91 to 120	9
121 to 180	19
181 to 360	25
361 to 720	10
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	1	0	1	0	0	2	0	0
\$50K to \$99,999	1	0	3	0	1	0	0	8	1	0
\$100K to \$149,999	2	0	4	1	1	0	0	42	2	1
\$150K to \$199,999	3	0	8	0	4	0	0	58	5	1
\$200K to \$299,999	2	0	8	2	13	0	1	192	26	15
\$300K to \$399,999	0	0	2	0	7	0	1	184	9	7
\$400K to \$499,999	0	0	1	0	15	0	1	143	1	0
\$500K to \$599,999	0	0	1	0	4	0	0	60	1	0
\$600K to \$799,999	0	0	0	0	3	0	0	47	0	0
\$800K to \$999,999	0	0	0	0	2	0	0	12	0	0
\$1M to \$2,499,999	0	0	0	0	2	0	0	16	0	1
\$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
Total	8	0	28	3	53	0	3	766	45	25
Avg Sold Price	\$164,238	\$0	\$208,194	\$186,167	\$423,523	\$0	\$329,333			
Prev Year - Avg Sold Price	\$212,467	\$285,000	\$231,026	\$244,600	\$337,307	\$260,000	\$0			
Avg Sold % Change	-22.70%	0.00%	-9.88%	-23.89%	25.56%	0.00%	0.00%			
Prev Year - # of Solds	3	1	21	6	31	1	0			

Active Detail