

Sold Summary

	Mar-2011	Mar-2010	% Change
Sold Dollar Volume	\$27,461,883	\$29,782,511	-7.79%
Avg Sold Price	\$212,883	\$240,182	-11.37%
Median Sold Price	\$209,900	\$234,950	-10.66%
Units Sold	129	124	4.03%
Avg Days on Market	109	104	4.81%
Avg List Price for Solds	\$217,669	\$244,351	-10.92%
Avg SP to OLP Ratio	88.6%	94.2%	-5.91%
Ratio of Avg SP to Avg OLP	89.8%	93.8%	-4.36%
Attached Avg Sold Price	\$129,133	\$174,844	-26.14%
Detached Avg Sold Price	\$245,302	\$269,052	-8.83%
Attached Units Sold	36	38	-5.26%
Detached Units Sold	93	86	8.14%

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-2011	Mar-2010	% Change
Active Listings	959	971	-1.24%
New Listings	285	357	-20.17%
New Under Contracts	147	149	-1.34%
New Contingents	100	48	108.33%
New Pending	247	197	25.38%
Total Pending	380	418	-9.09%

Financing (Sold)

Assumption	0
Cash	18
Conventional	18
FHA	59
Other	9
Owner	0
VA	25

Days on Market (Sold)

0	2
1 to 10	8
11 to 20	8
21 to 30	13
31 to 60	18
61 to 90	16
91 to 120	23
121 to 180	22
181 to 360	14
361 to 720	5
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	1	0	0	3	0	0
\$50K to \$99,999	0	0	3	15	1	1	2	18	36	13
\$100K to \$149,999	1	0	5	2	4	0	0	57	46	8
\$150K to \$199,999	2	0	7	6	5	4	0	99	49	8
\$200K to \$299,999	0	0	15	6	27	0	0	239	39	6
\$300K to \$399,999	0	0	3	0	15	0	0	177	7	4
\$400K to \$499,999	0	0	1	0	1	0	0	84	0	0
\$500K to \$599,999	0	0	0	0	2	0	0	21	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	24	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	10	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	9	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
Total	3	0	34	29	56	5	2	743	177	39
Avg Sold Price	\$163,000	\$0	\$215,073	\$130,424	\$268,064	\$150,200	\$57,750			
Prev Year - Avg Sold Price	\$179,950	\$193,747	\$214,752	\$174,007	\$305,894	\$152,350	\$0			
Avg Sold % Change	-9.42%	0.00%	0.15%	-25.05%	-12.37%	-1.41%	0.00%			
Prev Year - # of Solds	2	6	32	28	52	4	0			

Active Detail