

**Sold Summary**

	Mar-2011	Mar-2010	% Change
Sold Dollar Volume	\$18,533,097	\$26,320,731	-29.59%
Avg Sold Price	\$250,447	\$295,739	-15.31%
Median Sold Price	\$242,950	\$274,900	-11.62%
Units Sold	74	89	-16.85%
Avg Days on Market	120	122	-1.64%
Avg List Price for Solds	\$255,388	\$299,838	-14.82%
Avg SP to OLP Ratio	92.8%	95.8%	-3.12%
Ratio of Avg SP to Avg OLP	93.1%	96.1%	-3.11%
Attached Avg Sold Price	\$153,985	\$192,172	-19.87%
Detached Avg Sold Price	\$267,290	\$307,390	-13.05%
Attached Units Sold	11	9	22.22%
Detached Units Sold	63	80	-21.25%

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	658	691	-4.78%
New Listings	219	231	-5.19%
New Under Contracts	76	102	-25.49%
New Contingents	49	6	716.67%
New Pending	125	108	15.74%
Total Pending	200	218	-8.26%

**Financing (Sold)**

Assumption	0
Cash	7
Conventional	27
FHA	15
Other	9
Owner	0
VA	16

**Days on Market (Sold)**

0	7
1 to 10	4
11 to 20	5
21 to 30	6
31 to 60	6
61 to 90	7
91 to 120	7
121 to 180	19
181 to 360	8
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	1	0	1	0	0	0	3	2	0
\$50K to \$99,999	0	1	1	0	1	0	0	14	4	1
\$100K to \$149,999	2	0	1	1	0	0	1	30	17	11
\$150K to \$199,999	2	0	3	2	6	0	1	50	17	12
\$200K to \$299,999	0	0	13	2	10	0	0	162	23	3
\$300K to \$399,999	0	0	5	1	14	0	0	153	1	0
\$400K to \$499,999	0	0	1	0	3	0	0	72	0	0
\$500K to \$599,999	0	0	0	0	1	0	0	30	2	0
\$600K to \$799,999	0	0	0	0	0	0	0	24	0	1
\$800K to \$999,999	0	0	0	0	0	0	0	12	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	10	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	4	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>4</b>	<b>2</b>	<b>24</b>	<b>7</b>	<b>35</b>	<b>0</b>	<b>2</b>	<b>564</b>	<b>66</b>	<b>28</b>
Avg Sold Price	\$143,000	\$66,008	\$241,896	\$183,143	\$298,908	\$0	\$139,909			
Prev Year - Avg Sold Price	\$297,741	\$0	\$242,107	\$199,233	\$361,156	\$0	\$178,049			
Avg Sold % Change	-51.97%	0.00%	-0.09%	-8.08%	-17.24%	0.00%	-21.42%			
Prev Year - # of Solds	4	0	34	6	42	0	3			

**Active Detail**