

Sold Summary

	Dec-2011	Dec-2010	% Change
Sold Dollar Volume	\$22,941,800	\$31,029,500	-26.06%
Avg Sold Price	\$791,097	\$838,635	-5.67%
Median Sold Price	\$735,000	\$760,000	-3.29%
Units Sold	29	37	-21.62%
Avg Days on Market	61	67	-8.96%
Avg List Price for Solds	\$817,972	\$862,976	-5.21%
Avg SP to OLP Ratio	93.2%	93.7%	-0.49%
Ratio of Avg SP to Avg OLP	93.2%	94.1%	-0.94%
Attached Avg Sold Price	\$565,177	\$567,143	-0.35%
Detached Avg Sold Price	\$974,656	\$1,003,891	-2.91%
Attached Units Sold	13	14	-7.14%
Detached Units Sold	16	23	-30.43%

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

	Dec-2011	Dec-2010	% Change
Active Listings	85	79	7.59%
New Listings	22	13	69.23%
New Under Contracts	10	11	-9.09%
New Contingents	4	7	-42.86%
New Pendings	14	18	-22.22%
Total Pendings	20	30	-33.33%

Financing (Sold)

Assumption	0
Cash	11
Conventional	15
FHA	1
Other	1
Owner	0
VA	1

Days on Market (Sold)

0	4
1 to 10	9
11 to 20	3
21 to 30	1
31 to 60	4
61 to 90	1
91 to 120	2
121 to 180	3
181 to 360	1
361 to 720	1
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	3	0	0	1
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	3
\$200K to \$299,999	0	0	0	0	0	0	2	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	2	1	0	6
\$400K to \$499,999	0	0	1	0	0	0	1	1	0	1
\$500K to \$599,999	0	0	0	0	0	0	3	6	0	2
\$600K to \$799,999	0	0	3	0	2	0	0	5	0	5
\$800K to \$999,999	0	0	1	0	3	0	0	9	0	1
\$1M to \$2,499,999	0	0	0	0	6	0	2	30	0	6
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	5	0	1
\$5,000,000+	0	0	0	0	0	0	0	1	0	0
Total	0	0	5	0	11	0	13	58	0	27
Avg Sold Price	\$0	\$0	\$695,000	\$0	\$1,101,773	\$0	\$565,177			
Prev Year - Avg Sold Price	\$719,000	\$0	\$562,500	\$0	\$1,062,275	\$0	\$567,143			
Avg Sold % Change	0.00%	0.00%	23.56%	0.00%	3.72%	0.00%	-0.35%			
Prev Year - # of Solds	1	0	2	0	20	0	14			

Active Detail