

Sold Summary

	Jan-2011	Jan-2010	% Change
Sold Dollar Volume	\$285,680,380	\$334,143,863	-14.50%
Avg Sold Price	\$440,185	\$427,841	2.89%
Median Sold Price	\$360,000	\$350,000	2.86%
Units Sold	649	781	-16.90%
Avg Days on Market	77	58	32.76%
Avg List Price for Solds	\$453,408	\$443,472	2.24%
Avg SP to OLP Ratio	94.9%	96.3%	-1.51%
Ratio of Avg SP to Avg OLP	93.4%	92.7%	0.76%
Attached Avg Sold Price	\$294,725	\$294,863	-0.05%
Detached Avg Sold Price	\$614,739	\$595,895	3.16%
Attached Units Sold	354	436	-18.81%
Detached Units Sold	295	345	-14.49%

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

	Jan-2011	Jan-2010	% Change
Active Listings	2,473	2,325	6.37%
New Listings	1,089	1,421	-23.36%
New Under Contracts	474	516	-8.14%
New Contingents	606	471	28.66%
New Pending	1,080	987	9.42%
Total Pending	1,988	2,658	-25.21%

Financing (Sold)

Assumption	0
Cash	95
Conventional	342
FHA	146
Other	8
Owner	0
VA	58

Days on Market (Sold)

0	17
1 to 10	91
11 to 20	74
21 to 30	56
31 to 60	119
61 to 90	87
91 to 120	67
121 to 180	69
181 to 360	61
361 to 720	7
721+	1

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	0	2	0	1
\$50K to \$99,999	1	0	0	0	0	0	9	4	1	18
\$100K to \$149,999	1	1	1	0	0	0	27	2	1	55
\$150K to \$199,999	1	6	2	9	0	2	22	2	12	106
\$200K to \$299,999	1	11	14	48	7	6	63	46	121	199
\$300K to \$399,999	0	5	18	57	31	17	15	153	199	80
\$400K to \$499,999	0	0	15	23	42	4	2	235	100	13
\$500K to \$599,999	0	0	5	11	52	3	0	196	38	12
\$600K to \$799,999	0	1	5	6	49	2	2	236	16	5
\$800K to \$999,999	0	0	2	0	20	0	2	187	10	7
\$1M to \$2,499,999	0	0	0	0	25	0	0	324	4	4
\$2.5M to \$4,999,999	0	0	0	0	3	0	0	72	0	1
\$5,000,000+	0	0	0	0	0	0	0	11	0	0
Total	4	24	62	154	229	34	142	1,470	502	501
Avg Sold Price	\$160,000	\$258,580	\$400,606	\$343,924	\$680,656	\$370,065	\$229,438			
Prev Year - Avg Sold Price	\$210,444	\$256,171	\$374,991	\$339,900	\$676,125	\$389,561	\$224,824			
Avg Sold % Change	-23.97%	0.94%	6.83%	1.18%	0.67%	-5.00%	2.05%			
Prev Year - # of Solds	9	28	78	179	258	55	174			

Active Detail