

**Sold Summary**

	Dec-2011	Dec-2010	% Change
Sold Dollar Volume	\$31,551,200	\$72,449,849	-56.45%
Avg Sold Price	\$595,306	\$710,293	-16.19%
Median Sold Price	\$474,500	\$477,500	-0.63%
Units Sold	53	102	-48.04%
Avg Days on Market	151	167	-9.58%
Avg List Price for Solds	\$629,180	\$769,556	-18.24%
Avg SP to OLP Ratio	108.6%	89.1%	21.93%
Ratio of Avg SP to Avg OLP	85.9%	83.8%	2.58%
Avg SP to LP Ratio	96.6%	94.9%	1.77%
Ratio of Avg SP to Avg LP	94.6%	92.3%	2.51%
Attached Avg Sold Price	\$656,227	\$815,245	-19.51%
Detached Avg Sold Price	\$252,625	\$220,514	14.56%
Attached Units Sold	45	84	-46.43%
Detached Units Sold	8	18	-55.56%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Attached = Townhouse, Condo, Condo-Hotel, and Cooperatives
- Detached = Single Family Home, Villas, Mobile Homes, Manufactured, and Modular

**Inventory**

	Dec-2011	Dec-2010	% Change
Active Listings	596	827	-27.93%
New Listings	63	128	-50.78%
New Under Contracts	47	77	-38.96%
New Contingents	0	0	0%
New Pending	47	77	-38.96%
All Pending	110	121	-9.09%

**Financing (Sold)**

Assumption	0
Cash	21
Conventional	32
FHA	0
Other	0
Owner	0
VA	0

**Days on Market (Sold)**

0	1
1 to 10	7
11 to 20	5
21 to 30	2
31 to 60	5
61 to 90	4
91 to 120	9
121 to 180	8
181 to 360	6
361 to 720	4
721+	2

**Sold Detail**

Price Ranges	2 or Less BR		3 BR		4 or More BR		All	Total	Active Listings	
	SFH/Villa	Cnd/Coop/TH	SFH/Villa	Cnd/Coop/TH	SFH/Villa	Cnd/Coop/TH	MH/Man/Mod		SFH/Villa	Cnd/Coop/TH
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$124,999	0	0	0	0	0	0	0	1	0	0
\$125K to \$149,999	0	0	0	0	0	0	0	1	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	1	2	2
\$200K to \$249,999	0	0	1	1	1	1	0	4	5	5
\$250K to \$299,999	0	0	1	1	0	0	0	1	11	11
\$300K to \$399,999	1	1	6	6	1	1	0	10	38	40
\$400K to \$499,999	0	0	3	4	7	7	1	12	40	44
\$500K to \$599,999	0	0	2	2	6	6	0	8	47	48
\$600K to \$799,999	1	1	0	0	5	5	0	6	86	88
\$800K to \$999,999	0	0	0	0	3	3	0	3	62	63
\$1,000,000+	0	0	3	3	3	3	0	6	211	211
<b>Total</b>	<b>2</b>	<b>2</b>	<b>16</b>	<b>17</b>	<b>26</b>	<b>26</b>	<b>1</b>	<b>53</b>	<b>502</b>	<b>512</b>
Avg Sold Price	\$477,500	\$477,500	\$577,394	\$572,547	\$724,688	\$724,688	\$495,000	\$595,306		
Prev Year - Avg Sold Price	\$342,500	\$318,500	\$544,792	\$544,792	\$1,053,421	\$1,053,421	\$270,500	\$710,293		
Avg Sold % Change	39.42%	49.92%	5.98%	5.09%	-31.21%	-31.21%	82.99%	-16.19%		
Prev Year - # of Solds	2	3	35	35	46	46	1	102		

**Active Detail**