

### Sold Summary

|                            | Oct-2011     | Oct-2010     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$17,360,451 | \$19,799,245 | -12.32%  |
| Avg Sold Price             | \$327,556    | \$319,343    | 2.57%    |
| Median Sold Price          | \$254,000    | \$268,500    | -5.40%   |
| Units Sold                 | 53           | 62           | -14.52%  |
| Avg Days on Market         | 123          | 121          | 1.65%    |
| Avg List Price for Solds   | \$349,885    | \$337,572    | 3.65%    |
| Avg SP to OLP Ratio        | 90.6%        | 91.6%        | -1.11%   |
| Ratio of Avg SP to Avg OLP | 87.8%        | 84.0%        | 4.56%    |
| Attached Avg Sold Price    | \$183,038    | \$127,992    | 43.01%   |
| Detached Avg Sold Price    | \$353,248    | \$343,696    | 2.78%    |
| Attached Units Sold        | 8            | 7            | 14.29%   |
| Detached Units Sold        | 45           | 55           | -18.18%  |

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

|                     | Oct-2011 | Oct-2010 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 459      | 461      | -0.43%   |
| New Listings        | 94       | 75       | 25.33%   |
| New Under Contracts | 22       | 35       | -37.14%  |
| New Contingents     | 49       | 19       | 157.89%  |
| New Pending         | 71       | 54       | 31.48%   |
| Total Pending       | 144      | 141      | 2.13%    |

### Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 9  |
| Conventional | 23 |
| FHA          | 10 |
| Other        | 5  |
| Owner        | 0  |
| VA           | 6  |

### Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 2 |
| 1 to 10    | 6 |
| 11 to 20   | 5 |
| 21 to 30   | 5 |
| 31 to 60   | 8 |
| 61 to 90   | 8 |
| 91 to 120  | 4 |
| 121 to 180 | 8 |
| 181 to 360 | 3 |
| 361 to 720 | 3 |
| 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          | 0               | 0           | 0          |
| \$50K to \$99,999          | 0            | 0           | 1         | 0           | 0            | 0           | 1          | 3               | 1           | 0          |
| \$100K to \$149,999        | 2            | 0           | 1         | 0           | 0            | 0           | 1          | 13              | 1           | 3          |
| \$150K to \$199,999        | 1            | 2           | 3         | 0           | 1            | 0           | 0          | 20              | 0           | 2          |
| \$200K to \$299,999        | 2            | 0           | 5         | 3           | 11           | 0           | 1          | 72              | 1           | 0          |
| \$300K to \$399,999        | 0            | 0           | 4         | 0           | 4            | 0           | 0          | 88              | 2           | 0          |
| \$400K to \$499,999        | 0            | 0           | 2         | 0           | 1            | 0           | 0          | 70              | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 1         | 0           | 2            | 0           | 0          | 40              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 2            | 0           | 0          | 41              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 22              | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 2            | 0           | 0          | 41              | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 24              | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 15              | 0           | 0          |
| <b>Total</b>               | <b>5</b>     | <b>2</b>    | <b>17</b> | <b>3</b>    | <b>23</b>    | <b>0</b>    | <b>3</b>   | <b>449</b>      | <b>5</b>    | <b>5</b>   |
| Avg Sold Price             | \$186,500    | \$184,950   | \$283,524 | \$223,000   | \$441,033    | \$0         | \$141,800  |                 |             |            |
| Prev Year - Avg Sold Price | \$141,400    | \$101,800   | \$267,509 | \$142,667   | \$410,816    | \$207,145   | \$79,500   |                 |             |            |
| Avg Sold % Change          | 31.90%       | 81.68%      | 5.99%     | 56.31%      | 7.36%        | 0.00%       | 78.36%     |                 |             |            |
| Prev Year - # of Solds     | 2            | 1           | 22        | 3           | 31           | 1           | 2          |                 |             |            |

### Active Detail