

Sold Summary

| | Apr-2011 | Apr-2010 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$51,499,689 | \$68,714,463 | -25.05% |
| Avg Sold Price | \$239,533 | \$250,783 | -4.49% |
| Median Sold Price | \$210,000 | \$225,000 | -6.67% |
| Units Sold | 215 | 274 | -21.53% |
| Avg Days on Market | 125 | 94 | 32.98% |
| Avg List Price for Solds | \$247,969 | \$255,176 | -2.82% |
| Avg SP to OLP Ratio | 90.1% | 95.4% | -5.49% |
| Ratio of Avg SP to Avg OLP | 90.7% | 95.2% | -4.66% |
| Attached Avg Sold Price | \$173,546 | \$186,662 | -7.03% |
| Detached Avg Sold Price | \$308,663 | \$311,266 | -0.84% |
| Attached Units Sold | 110 | 133 | -17.29% |
| Detached Units Sold | 105 | 141 | -25.53% |

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

| | Apr-2011 | Apr-2010 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 1,276 | 1,304 | -2.15% |
| New Listings | 450 | 550 | -18.18% |
| New Under Contracts | 133 | 209 | -36.36% |
| New Contingents | 165 | 129 | 27.91% |
| New Pendings | 298 | 338 | -11.83% |
| Total Pendings | 576 | 685 | -15.91% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 35 |
| Conventional | 58 |
| FHA | 95 |
| Other | 8 |
| Owner | 0 |
| VA | 19 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 5 |
| 1 to 10 | 26 |
| 11 to 20 | 20 |
| 21 to 30 | 17 |
| 31 to 60 | 24 |
| 61 to 90 | 27 |
| 91 to 120 | 16 |
| 121 to 180 | 37 |
| 181 to 360 | 27 |
| 361 to 720 | 13 |
| 721+ | 3 |

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 | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 5 | 0 | 1 |
| \$50K to \$99,999 | 1 | 2 | 2 | 12 | 0 | 0 | 2 | 8 | 17 | 20 |
| \$100K to \$149,999 | 0 | 6 | 2 | 17 | 5 | 1 | 5 | 38 | 45 | 31 |
| \$150K to \$199,999 | 0 | 6 | 11 | 20 | 2 | 3 | 1 | 80 | 61 | 22 |
| \$200K to \$299,999 | 1 | 0 | 11 | 13 | 13 | 10 | 1 | 233 | 113 | 15 |
| \$300K to \$399,999 | 1 | 0 | 8 | 6 | 24 | 1 | 0 | 254 | 34 | 2 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 14 | 2 | 0 | 131 | 3 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 71 | 3 | 1 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 50 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 4 | 14 | 34 | 70 | 67 | 17 | 9 | 905 | 276 | 93 |
| Avg Sold Price | \$170,250 | \$144,146 | \$237,609 | \$166,713 | \$352,984 | \$246,682 | \$134,278 | | | |
| Prev Year - Avg Sold Price | \$174,035 | \$165,195 | \$231,910 | \$183,588 | \$367,838 | \$242,719 | \$164,989 | | | |
| Avg Sold % Change | -2.17% | -12.74% | 2.46% | -9.19% | -4.04% | 1.63% | -18.61% | | | |
| Prev Year - # of Solds | 11 | 10 | 43 | 88 | 87 | 16 | 19 | | | |

Active Detail