

Sold Summary

| | Jun-2011 | Jun-2010 | % Change | |
|----------------------------|--------------|--------------|----------|--|
| Sold Dollar Volume | \$15,289,231 | \$25,161,398 | -39.24% | |
| Avg Sold Price | \$372,908 | \$381,233 | -2.18% | |
| Median Sold Price | \$285,000 | \$293,650 | -2.95% | |
| Units Sold | 41 | 66 | -37.88% | |
| Avg Days on Market | 141 | 145 | -2.76% | |
| Avg List Price for Solds | \$393,192 | \$402,029 | -2.20% | |
| Avg SP to OLP Ratio | 91.6% | 92.2% | -0.59% | |
| Ratio of Avg SP to Avg OLP | 89.5% | 91.3% | -2.04% | |
| Attached Avg Sold Price | \$180,320 | \$204,521 | -11.83% | |
| Detached Avg Sold Price | \$452,600 | \$452,670 | -0.02% | |
| Attached Units Sold | 12 | 19 | -36.84% | |
| Detached Units Sold | 29 | 47 | -38.30% | |

Notes:

• SP = Sold Price

OLP = Original List Price
LP = List Price (at time of sale)

Inventory

| | Jun-2011 | Jun-2010 | % Change | |
|---------------------|----------|----------|----------|--|
| Active Listings | 352 | 355 | -0.85% | |
| New Listings | 68 | 53 | 28.30% | |
| New Under Contracts | 13 | 8 | 62.50% | |
| New Contingents | 26 | 20 | 30.00% | |
| New Pendings | 39 | 28 | 39.29% | |
| Current Pendings | 93 | 56 | 66.07% | |

Financing (Sold)

| Cash | 10 |
|--------------|----|
| Conventional | 19 |
| FHA | 9 |
| Other | 2 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

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

Active Detail

| | Residential | | | | | Condo/Coop Active Listings | | | js | |
|----------------------------|-------------|-------------|-----------|-------------|-----------|----------------------------|-----------|-------------|-------------|------------|
| | 2 or | Less BR | 3 | BR | 4 or I | More BR | All | Residential | | Condo/Coop |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$100,000 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 3 |
| \$100,000 to \$199,999 | 0 | 0 | 3 | 0 | 1 | 1 | 3 | 5 | 39 | 38 |
| \$200,000 to \$299,999 | 0 | 0 | 3 | 2 | 3 | 3 | 0 | 61 | 31 | 1 |
| \$300,000 to \$399,999 | 0 | 0 | 1 | 0 | 2 | 1 | 0 | 43 | 5 | 1 |
| \$400,000 to \$499,999 | 0 | 0 | 3 | 0 | 3 | 0 | 0 | 30 | 1 | 0 |
| \$500,000 to \$599,999 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 13 | 0 | 0 |
| \$600,000 to \$699,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 0 | 0 |
| \$700,000 to \$799,999 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 10 | 0 | 0 |
| \$800,000 to \$899,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 1 | 0 |
| \$900,000 to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| \$1,000,000 to \$1,099,99 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 |
| \$1,100,000 to \$1,199,99 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 |
| \$1,200,000+ | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 35 | 0 | 0 |
| Total | 0 | 0 | 11 | 2 | 18 | 5 | 5 | 231 | 78 | 43 |
| Avg Sold Price | \$0 | \$0 | \$330,315 | \$230,000 | \$527,329 | \$239,247 | \$101,520 | | | |
| Prev Year - Avg Sold Price | \$207,000 | \$187,500 | \$402,646 | \$247,140 | \$493,602 | \$0 | \$153,375 | | | |
| Avg Sold % Change | 0.00% | 0.00% | -17.96% | -6.94% | 6.83% | 0.00% | -33.81% | | | |
| Prev Year - # of Solds | 1 | 1 | 18 | 10 | 28 | 0 | 8 | | | |

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Sold Detail