



Sold Summary

| | May-2015 | May-2014 | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume | \$9,565,101 | \$8,631,856 | 10.81% |
| Avg Sold Price | \$217,389 | \$221,330 | -1.78% |
| Median Sold Price | \$226,000 | \$177,000 | 27.68% |
| Units Sold | 44 | 39 | 12.82% |
| Avg Days on Market | 85 | 143 | -40.56% |
| Avg List Price for Solds | \$228,223 | \$239,469 | -4.70% |
| Avg SP to OLP Ratio | 93.8% | 90.2% | 3.94% |
| Ratio of Avg SP to Avg OLP | 93.0% | 89.3% | 4.19% |
| Avg SP to LP Ratio | 96.1% | 94.1% | 2.12% |
| Ratio of Avg SP to Avg LP | 95.3% | 92.4% | 3.06% |
| Attached Avg Sold Price | \$232,518 | \$180,409 | 28.88% |
| Detached Avg Sold Price | \$207,863 | \$237,406 | -12.44% |
| Attached Units Sold | 17 | 11 | 54.55% |
| Detached Units Sold | 27 | 28 | -3.57% |

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

| | May-2015 | May-2014 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 120 | 178 | -32.58% |
| New Listings | 23 | 35 | -34.29% |
| New Under Contracts | 28 | 30 | -6.67% |
| New Contingents | 11 | 7 | 57.14% |
| New Pending | 41 | 39 | 5.13% |
| All Pending | 48 | 50 | -4.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 29 |
| Conventional | 10 |
| FHA | 1 |
| Other | 3 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 0 |
| 1 to 10 | 7 |
| 11 to 20 | 2 |
| 21 to 30 | 3 |
| 31 to 60 | 10 |
| 61 to 90 | 7 |
| 91 to 120 | 6 |
| 121 to 180 | 3 |
| 181 to 360 | 6 |
| 361 to 720 | 0 |
| 721+ | 0 |

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 | 2 | 2 | 0 | 0 |
| \$50K to \$99,999 | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 3 | 2 | 0 |
| \$100K to \$124,999 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 2 | 2 | 2 |
| \$125K to \$149,999 | 1 | 2 | 1 | 0 | 0 | 0 | 0 | 4 | 1 | 7 |
| \$150K to \$199,999 | 2 | 2 | 3 | 0 | 0 | 0 | 0 | 7 | 13 | 5 |
| \$200K to \$249,999 | 1 | 3 | 6 | 2 | 0 | 0 | 0 | 12 | 12 | 7 |
| \$250K to \$299,999 | 0 | 0 | 3 | 2 | 1 | 0 | 0 | 6 | 15 | 4 |
| \$300K to \$399,999 | 0 | 0 | 3 | 4 | 0 | 0 | 0 | 7 | 14 | 8 |
| \$400K to \$499,999 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 6 | 5 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| \$1,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 5 | 9 | 17 | 8 | 1 | 0 | 4 | 44 | 73 | 38 |
| Avg Sold Price | \$154,060 | \$164,600 | \$258,353 | \$308,925 | \$269,000 | \$0 | \$45,250 | \$217,389 | | |
| Prev Year - Avg Sold Price | \$149,768 | \$121,083 | \$245,018 | \$251,600 | \$492,309 | \$0 | \$52,000 | \$221,330 | | |
| Avg Sold % Change | 2.87% | 35.94% | 5.44% | 22.78% | -45.36% | 0.00% | -12.98% | -1.78% | | |
| Prev Year - # of Solds | 8 | 6 | 16 | 5 | 3 | 0 | 1 | 39 | | |

Active Detail