

Sold Summary

	Dec-2015	Dec-2014	% Change
Sold Dollar Volume	\$8,046,087	\$9,584,450	-16.05%
Avg Sold Price	\$201,152	\$266,235	-24.45%
Median Sold Price	\$190,625	\$252,500	-24.50%
Units Sold	40	36	11.11%
Avg Days on Market	90	71	26.76%
Avg List Price for Solds	\$208,601	\$277,351	-24.79%
Avg SP to OLP Ratio	95.4%	96.3%	-0.91%
Ratio of Avg SP to Avg OLP	93.7%	97.4%	-3.82%
Avg SP to LP Ratio	97.6%	97.1%	0.49%
Ratio of Avg SP to Avg LP	96.4%	96.0%	0.45%
Attached Avg Sold Price	\$157,306	\$257,407	-38.89%
Detached Avg Sold Price	\$213,882	\$268,366	-20.30%
Attached Units Sold	9	7	28.57%
Detached Units Sold	31	29	6.90%

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-2015	Dec-2014	% Change
Active Listings	138	154	-10.39%
New Listings	34	35	-2.86%
New Under Contracts	15	22	-31.82%
New Contingents	9	5	80.00%
New Pending	25	32	-21.88%
All Pending	32	21	52.38%

Financing (Sold)

Assumption	2
Cash	23
Conventional	11
FHA	3
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	0
1 to 10	6
11 to 20	4
21 to 30	3
31 to 60	7
61 to 90	4
91 to 120	7
121 to 180	2
181 to 360	7
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	1	1	0	0
\$50K to \$99,999	2	1	1	0	0	0	2	6	1	1
\$100K to \$124,999	0	2	0	0	0	0	0	2	2	1
\$125K to \$149,999	1	2	0	0	0	0	0	3	2	4
\$150K to \$199,999	2	1	5	1	0	0	0	9	9	8
\$200K to \$249,999	3	1	1	0	0	0	0	5	15	5
\$250K to \$299,999	2	1	6	0	0	0	0	9	18	6
\$300K to \$399,999	0	0	4	0	0	0	0	4	21	11
\$400K to \$499,999	0	0	1	0	0	0	0	1	6	9
\$500K to \$599,999	0	0	0	0	0	0	0	0	7	1
\$600K to \$799,999	0	0	0	0	0	0	0	0	3	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	10	8	18	1	0	0	3	40	85	46
Avg Sold Price	\$183,893	\$153,844	\$256,462	\$185,000	\$0	\$0	\$58,367	\$201,152		
Prev Year - Avg Sold Price	\$179,438	\$93,000	\$314,267	\$323,170	\$377,500	\$0	\$61,550	\$266,235		
Avg Sold % Change	2.48%	65.42%	-18.39%	-42.75%	0.00%	0.00%	-5.17%	-24.45%		
Prev Year - # of Solds	8	2	15	5	4	0	2	36		

Active Detail