

Sold Summary

| | Jan 2014 | Jan 2013 | % Change |
|--------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$45,561,390 | \$47,299,902 | -3.68% |
| Avg Sold Price | \$301,731 | \$255,675 | 18.01% |
| Median Sold Price | \$276,000 | \$216,500 | 27.48% |
| Units Sold | 151 | 185 | -18.38% |
| Avg Days on Market | 117 | 144 | -18.75% |
| Avg List Price for Solds | \$311,353 | \$264,331 | 17.79% |
| Avg SP to OLP Ratio | 96.1% | 94.0% | 2.26% |

Inventory

| | Jan 2014 | Jan 2013 | % Change |
|-----------------|----------|----------|----------|
| Active Listings | 1,069 | 989 | 8.09% |
| All Contracts | 637 | 475 | 34.11% |
| New Listings | 447 | 423 | 5.67% |
| New Contracts | 293 | 282 | 3.90% |

Notes:

- SP = Sold Price
- OLP = Original List Price

Days on Market (Sold)

| | |
|------------|----|
| 0 | 0 |
| 1 to 10 | 0 |
| 11 to 20 | 0 |
| 21 to 30 | 1 |
| 31 to 60 | 42 |
| 61 to 90 | 34 |
| 91 to 120 | 27 |
| 121 to 180 | 22 |
| 181 to 360 | 22 |
| 361 to 720 | 2 |
| 721+ | 1 |

Sold Detail

| Price Ranges | 2 or Less BR | 3 BR | 4 or More BR | Total |
|----------------------------|--------------|-----------|--------------|------------|
| < \$50K | 0 | 0 | 0 | 0 |
| \$50K to \$74,999 | 0 | 1 | 0 | 1 |
| \$75K to \$99,999 | 0 | 1 | 0 | 1 |
| \$100K to \$124,999 | 0 | 3 | 2 | 5 |
| \$125K to \$149,999 | 0 | 10 | 2 | 12 |
| \$150K to \$199,999 | 2 | 17 | 4 | 23 |
| \$200K to \$249,999 | 0 | 9 | 13 | 22 |
| \$250K to \$299,999 | 2 | 3 | 20 | 25 |
| \$300K to \$399,999 | 0 | 3 | 29 | 32 |
| \$400K to \$499,999 | 0 | 4 | 14 | 18 |
| \$500K to \$749,999 | 0 | 0 | 10 | 10 |
| \$750K to \$999,999 | 0 | 0 | 1 | 1 |
| \$1,000K+ | 0 | 0 | 1 | 1 |
| Total | 4 | 51 | 96 | 151 |
| Avg Sold Price | \$222,063 | \$203,714 | \$203,714 | \$301,731 |
| Prev Year - Avg Sold Price | \$127,756 | \$157,373 | \$157,373 | \$255,675 |
| Avg Sold % Change | 73.82% | 29.45% | 21.36% | 18.01% |
| Prev Year - # of Solds | 10 | 40 | 135 | 185 |

Active Detail

| Price Ranges | 2 or Less BR | 3 BR | 4 or More BR | Total |
|---------------------|--------------|------------|--------------|--------------|
| < \$50K | 0 | 1 | 1 | 2 |
| \$50K to \$74,999 | 2 | 2 | 0 | 4 |
| \$75K to \$99,999 | 7 | 5 | 1 | 13 |
| \$100K to \$124,999 | 4 | 6 | 0 | 10 |
| \$125K to \$149,999 | 5 | 29 | 2 | 36 |
| \$150K to \$199,999 | 8 | 66 | 29 | 103 |
| \$200K to \$249,999 | 4 | 44 | 102 | 150 |
| \$250K to \$299,999 | 4 | 33 | 104 | 141 |
| \$300K to \$399,999 | 6 | 28 | 225 | 259 |
| \$400K to \$499,999 | 2 | 14 | 121 | 137 |
| \$500K to \$749,999 | 1 | 10 | 108 | 119 |
| \$750K to \$999,999 | 0 | 2 | 56 | 58 |
| \$1,000K+ | 0 | 3 | 34 | 37 |
| Total | 43 | 243 | 783 | 1,069 |