

**Sold Summary**

|                          | Jun 2014      | Jun 2013      | % Change |
|--------------------------|---------------|---------------|----------|
| Sold Dollar Volume       | \$137,524,317 | \$109,701,367 | 25.36%   |
| Avg Sold Price           | \$338,730     | \$303,882     | 11.47%   |
| Median Sold Price        | \$286,000     | \$272,000     | 5.15%    |
| Units Sold               | 406           | 361           | 12.47%   |
| Avg Days on Market       | 93            | 103           | -9.71%   |
| Avg List Price for Solds | \$348,032     | \$312,895     | 11.23%   |
| Avg SP to OLP Ratio      | 97.0%         | 96.4%         | 0.58%    |

**Inventory**

|                 | Jun 2014 | Jun 2013 | % Change |
|-----------------|----------|----------|----------|
| Active Listings | 1,378    | 1,140    | 20.88%   |
| All Contracts   | 749      | 865      | -13.41%  |
| New Listings    | 629      | 527      | 19.35%   |
| New Contracts   | 435      | 452      | -3.76%   |

**Notes:**

- SP = Sold Price
- OLP = Original List Price

**Days on Market (Sold)**

|            |     |
|------------|-----|
| 0          | 1   |
| 1 to 10    | 1   |
| 11 to 20   | 3   |
| 21 to 30   | 12  |
| 31 to 60   | 147 |
| 61 to 90   | 109 |
| 91 to 120  | 51  |
| 121 to 180 | 39  |
| 181 to 360 | 36  |
| 361 to 720 | 7   |
| 721+       | 0   |

**Sold Detail**

| Price Ranges               | 2 or Less BR | 3 BR      | 4 or More BR | Total      |
|----------------------------|--------------|-----------|--------------|------------|
| < \$50K                    | 0            | 0         | 0            | 0          |
| \$50K to \$74,999          | 1            | 2         | 0            | 3          |
| \$75K to \$99,999          | 2            | 2         | 0            | 4          |
| \$100K to \$124,999        | 4            | 5         | 1            | 10         |
| \$125K to \$149,999        | 3            | 5         | 0            | 8          |
| \$150K to \$199,999        | 2            | 29        | 12           | 43         |
| \$200K to \$249,999        | 2            | 31        | 38           | 71         |
| \$250K to \$299,999        | 1            | 5         | 71           | 77         |
| \$300K to \$399,999        | 0            | 14        | 82           | 96         |
| \$400K to \$499,999        | 0            | 2         | 40           | 42         |
| \$500K to \$749,999        | 0            | 1         | 28           | 29         |
| \$750K to \$999,999        | 0            | 0         | 17           | 17         |
| \$1,000K+                  | 0            | 0         | 6            | 6          |
| <b>Total</b>               | <b>15</b>    | <b>96</b> | <b>295</b>   | <b>406</b> |
| Avg Sold Price             | \$143,203    | \$218,315 | \$218,315    | \$338,730  |
| Prev Year - Avg Sold Price | \$115,258    | \$195,008 | \$195,008    | \$303,882  |
| Avg Sold % Change          | 24.25%       | 11.95%    | 10.39%       | 11.47%     |
| Prev Year - # of Solds     | 13           | 90        | 258          | 361        |

**Active Detail**

| Price Ranges        | 2 or Less BR | 3 BR       | 4 or More BR | Total        |
|---------------------|--------------|------------|--------------|--------------|
| < \$50K             | 1            | 1          | 0            | 2            |
| \$50K to \$74,999   | 1            | 4          | 1            | 6            |
| \$75K to \$99,999   | 7            | 4          | 1            | 12           |
| \$100K to \$124,999 | 8            | 5          | 1            | 14           |
| \$125K to \$149,999 | 10           | 30         | 1            | 41           |
| \$150K to \$199,999 | 9            | 95         | 35           | 139          |
| \$200K to \$249,999 | 4            | 60         | 76           | 140          |
| \$250K to \$299,999 | 4            | 32         | 142          | 178          |
| \$300K to \$399,999 | 4            | 36         | 323          | 363          |
| \$400K to \$499,999 | 3            | 14         | 170          | 187          |
| \$500K to \$749,999 | 2            | 16         | 183          | 201          |
| \$750K to \$999,999 | 0            | 2          | 45           | 47           |
| \$1,000K+           | 0            | 4          | 44           | 48           |
| <b>Total</b>        | <b>53</b>    | <b>303</b> | <b>1,022</b> | <b>1,378</b> |