

5 Year Residential Sales and Inventory History - Residential

Year	Month	Units Sold	Average List Price	Average Sale Price	% Diff Sale / List	Avg DOM	Month-End Inventory	Absorption Rate
2007	Jan	444	\$294,236	\$281,763	95.8%	115	1,861	4.2
	Feb	467	\$264,621	\$254,363	96.1%	94	1,856	4.0
	Mar	580	\$282,456	\$271,679	96.2%	114	1,864	3.2
	Apr	538	\$294,034	\$281,587	95.8%	103	1,966	3.7
	May	631	\$285,931	\$275,549	96.4%	108	2,075	3.3
	Jun	707	\$301,825	\$289,468	95.9%	98	2,058	2.9
	Jul	612	\$331,353	\$317,063	95.7%	93	2,034	3.3
	Aug	670	\$310,235	\$295,480	95.2%	97	2,031	3.0
	Sep	494	\$307,306	\$292,349	95.1%	100	2,042	4.1
	Oct	467	\$296,763	\$282,426	95.2%	106	2,062	4.4
	Nov	488	\$290,726	\$277,348	95.4%	105	2,013	4.1
	Dec	367	\$299,336	\$286,078	95.6%	109	1,976	5.4
2007	Average	539	\$297,420	\$284,632	95.7%	103	1,987	3.7
	Total	6,465	\$1,922,819,646	\$1,840,147,037		665,931	23,838	
2008	Jan	302	\$289,983	\$271,642	93.7%	118	2,138	7.1
	Feb	324	\$272,556	\$255,799	93.9%	121	2,260	7.0
	Mar	366	\$261,709	\$248,596	95.0%	120	2,496	6.8
	Apr	394	\$293,458	\$278,027	94.7%	131	2,765	7.0
	May	452	\$271,896	\$258,825	95.2%	125	2,999	6.6
	Jun	423	\$278,000	\$263,484	94.8%	115	3,274	7.7
	Jul	439	\$286,648	\$271,401	94.7%	114	3,541	8.1
	Aug	434	\$303,167	\$281,712	92.9%	135	3,914	9.0
	Sep	352	\$284,067	\$266,442	93.8%	125	4,431	12.6
	Oct	365	\$297,630	\$277,763	93.3%	135	5,019	13.8
	Nov	247	\$271,181	\$251,199	92.6%	126	5,379	21.8
	Dec	284	\$255,900	\$237,593	92.8%	137	5,721	20.1
2008	Average	365	\$281,488	\$264,716	94.0%	125	3,661	10.0
	Total	4,382	\$1,233,478,701	\$1,159,987,613		547,247	43,937	
2009	Jan	189	\$283,818	\$252,905	89.1%	146	6,415	33.9
	Feb	221	\$248,991	\$232,897	93.5%	146	6,628	30.0
	Mar	294	\$232,346	\$218,809	94.2%	146	6,871	23.4
	Apr	267	\$230,597	\$214,265	92.9%	143	7,178	26.9
	May	305	\$249,752	\$234,885	94.0%	130	7,533	24.7
	Jun	378	\$257,592	\$242,155	94.0%	135	7,656	20.3
	Jul	435	\$266,308	\$248,861	93.4%	145	7,680	17.7
	Aug	394	\$235,226	\$219,995	93.5%	147	7,770	19.7
	Sep	391	\$269,511	\$249,889	92.7%	154	7,789	19.9
	Oct	387	\$265,525	\$242,052	91.2%	140	7,613	19.7
	Nov	317	\$280,433	\$259,450	92.5%	157	7,183	22.7
	Dec	341	\$289,638	\$264,037	91.2%	174	6,486	19.0
2009	Average	327	\$259,356	\$240,515	92.7%	147	7,234	22.1
	Total	3,919	\$1,016,415,360	\$942,577,492		576,009	86,802	
2010	Jan	226	\$277,955	\$256,136	92.2%	173	6,542	28.9
	Feb	212	\$263,983	\$243,791	92.4%	175	6,696	31.6
	Mar	336	\$232,425	\$215,461	92.7%	162	7,154	21.3
	Apr	408	\$243,794	\$225,971	92.7%	158	7,828	19.2
	May	394	\$256,015	\$236,442	92.4%	156	8,239	20.9
	Jun	498	\$257,497	\$238,205	92.5%	152	8,421	16.9
	Jul	333	\$247,337	\$228,671	92.5%	152	8,551	25.7
	Aug	346	\$238,698	\$221,727	92.9%	151	8,498	24.6
	Sep	374	\$252,348	\$232,579	92.2%	172	8,463	22.6
	Oct	315	\$252,026	\$230,792	91.6%	179	8,112	25.8
	Nov	294	\$280,930	\$255,521	91.0%	169	7,596	25.8
	Dec	350	\$261,685	\$239,422	91.5%	177	6,792	19.4
2010	Average	341	\$254,124	\$234,316	92.2%	163	7,741	22.7
	Total	4,086	\$1,038,350,435	\$957,415,449		666,884	92,892	

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2011	Jan	229	\$216,471	\$199,582	92.2%	181	6,550	28.6
	Feb	239	\$239,417	\$216,469	90.4%	192	6,615	27.7
	Mar	374	\$235,317	\$216,021	91.8%	188	6,922	18.5
	Apr	344	\$240,322	\$221,350	92.1%	168	7,409	21.5
	May	358	\$223,917	\$207,970	92.9%	167	7,729	21.6
	Jun	412	\$236,543	\$218,001	92.2%	175	7,852	19.1
	Jul	424	\$248,053	\$227,472	91.7%	155	7,792	18.4
	Aug	0	\$0	\$0	0.0%	0	0	0.0
	Sep	0	\$0	\$0	0.0%	0	0	0.0
	Oct	0	\$0	\$0	0.0%	0	0	0.0
	Nov	0	\$0	\$0	0.0%	0	0	0.0
	Dec	0	\$0	\$0	0.0%	0	0	0.0
2011	Average	340	\$235,405	\$216,426	91.9%	174	7,267	21.4
	Total	2,380	\$560,264,112	\$515,094,158		413,044	50,869	

5 Year Residential Sales and Inventory History - Condo

Year	Month	Units Sold	Average List Price	Average Sale Price	% Diff Sale / List	Avg DOM	Month-End Inventory	Absorption Rate
2007	Jan	34	\$191,038	\$186,602	97.7%	99	250	7.4
	Feb	41	\$200,243	\$194,190	97.0%	75	280	6.8
	Mar	45	\$175,777	\$171,862	97.8%	79	287	6.4
	Apr	46	\$170,702	\$166,656	97.6%	101	297	6.5
	May	68	\$183,248	\$179,318	97.9%	72	286	4.2
	Jun	54	\$222,785	\$212,021	95.2%	115	287	5.3
	Jul	52	\$207,264	\$204,583	98.7%	122	293	5.6
	Aug	66	\$222,957	\$215,327	96.6%	119	283	4.3
	Sep	43	\$226,867	\$219,132	96.6%	107	308	7.2
	Oct	52	\$224,427	\$217,067	96.7%	157	311	6.0
	Nov	59	\$196,586	\$191,938	97.6%	118	297	5.0
	Dec	72	\$222,057	\$219,007	98.6%	121	326	4.5
2007	Average	53	\$204,848	\$199,370	97.3%	108	292	5.5
	Total	632	\$129,463,739	\$126,001,840		68,476	3,505	
2008	Jan	55	\$185,501	\$180,573	97.3%	74	333	6.1
	Feb	45	\$154,440	\$151,927	98.4%	80	347	7.7
	Mar	66	\$169,410	\$165,915	97.9%	136	363	5.5
	Apr	57	\$183,291	\$178,823	97.6%	94	397	7.0
	May	49	\$180,097	\$174,647	97.0%	105	421	8.6
	Jun	41	\$192,992	\$183,678	95.2%	119	486	11.9
	Jul	48	\$196,900	\$190,263	96.6%	138	531	11.1
	Aug	36	\$188,711	\$180,253	95.5%	118	608	16.9
	Sep	30	\$197,500	\$188,520	95.5%	143	658	21.9
	Oct	37	\$193,793	\$185,954	96.0%	98	699	18.9
	Nov	27	\$264,824	\$256,656	96.9%	119	753	27.9
	Dec	26	\$291,988	\$284,652	97.5%	162	785	30.2
2008	Average	43	\$192,651	\$186,631	96.9%	113	532	12.3
	Total	517	\$99,600,487	\$96,488,364		58,301	6,381	
2009	Jan	15	\$246,013	\$235,974	95.9%	166	857	57.1
	Feb	28	\$229,975	\$224,378	97.6%	143	900	32.1
	Mar	34	\$336,218	\$327,851	97.5%	138	927	27.3
	Apr	31	\$390,054	\$367,067	94.1%	222	955	30.8
	May	34	\$193,893	\$177,974	91.8%	159	983	28.9
	Jun	44	\$178,600	\$169,933	95.1%	218	986	22.4
	Jul	38	\$165,155	\$158,991	96.3%	194	989	26.0
	Aug	40	\$170,887	\$160,055	93.7%	121	963	24.1
	Sep	37	\$250,001	\$221,156	88.5%	161	941	25.4
	Oct	60	\$242,102	\$228,645	94.4%	209	910	15.2
	Nov	48	\$221,012	\$198,383	89.8%	173	869	18.1
	Dec	41	\$211,201	\$196,081	92.8%	200	771	18.8
2009	Average	38	\$231,686	\$217,296	93.8%	178	921	24.6
	Total	450	\$104,258,710	\$97,783,367		80,213	11,051	
2010	Jan	21	\$236,605	\$209,839	88.7%	259	805	38.3
	Feb	20	\$218,070	\$202,985	93.1%	194	820	41.0
	Mar	27	\$257,523	\$232,194	90.2%	195	887	32.9
	Apr	31	\$178,885	\$170,422	95.3%	165	894	28.8
	May	44	\$183,878	\$173,297	94.2%	174	862	19.6
	Jun	55	\$250,447	\$213,082	85.1%	319	871	15.8
	Jul	24	\$241,418	\$210,957	87.4%	197	831	34.6
	Aug	33	\$189,736	\$175,923	92.7%	202	809	24.5
	Sep	30	\$256,440	\$232,510	90.7%	232	787	26.2
	Oct	30	\$227,133	\$210,286	92.6%	218	759	25.3
	Nov	29	\$282,658	\$262,386	92.8%	317	763	26.3
	Dec	32	\$222,938	\$203,949	91.5%	264	692	21.6
2010	Average	31	\$227,626	\$206,519	90.7%	232	815	26.0
	Total	376	\$85,587,518	\$77,651,093		87,417	9,780	

5 Year Residential Sales and Inventory History - Condo

Year	Month	Units Sold	Average List Price	Average Sale Price	% Diff Sale / List	Avg DOM	Month-End Inventory	Absorption Rate
2011	Jan	17	\$165,529	\$155,288	93.8%	291	703	41.4
	Feb	14	\$236,450	\$212,786	90.0%	190	715	51.1
	Mar	22	\$211,809	\$186,182	87.9%	159	729	33.1
	Apr	30	\$179,073	\$165,247	92.3%	235	728	24.3
	May	43	\$161,973	\$148,582	91.7%	229	704	16.4
	Jun	42	\$170,000	\$158,240	93.1%	239	720	17.1
	Jul	32	\$163,973	\$152,221	92.8%	248	730	22.8
	Aug	0	\$0	\$0	0.0%	0	0	0.0
	Sep	0	\$0	\$0	0.0%	0	0	0.0
	Oct	0	\$0	\$0	0.0%	0	0	0.0
	Nov	0	\$0	\$0	0.0%	0	0	0.0
	Dec	0	\$0	\$0	0.0%	0	0	0.0
2011	Average	29	\$177,541	\$162,892	91.7%	230	718	25.1
	Total	200	\$35,508,271	\$32,578,497		45,957	5,029	