

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

| Key Metrics | Apr 2018 | Apr 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|---------------|---------------|--------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 35 | 35 | +/- | 35 | 35 | +/- |
| New Listing Volume | \$12,985,550 | \$13,318,600 | -2.5% | \$12,985,550 | \$13,318,600 | -2.5% |
| Active Listing Count | 225 | 350 | -35.7% | 225 | 350 | -35.7% |
| Active Listing Volume | \$113,131,504 | \$156,265,188 | -27.6% | \$113,131,504 | \$156,265,188 | -27.6% |
| Average Listing Price | \$502,807 | \$446,472 | +12.6% | \$502,807 | \$446,472 | +12.6% |
| Median Listing Price | \$319,000 | \$259,250 | +23% | \$319,000 | \$259,250 | +23% |
| Median Days in RPR | 192 | 243 | -21% | 192 | 243 | -21% |
| Months of Inventory | - | - | - | 8.7 | 13.5 | -35.7% |
| Absorption Rate | - | - | +/- | 11.56% | 7.43% | +4.1% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 32 | 30 | +6.7% | 32 | 30 | +6.7% |
| New Pending Sales Volume | \$9,611,100 | \$9,657,900 | -0.5% | \$9,611,100 | \$9,657,900 | -0.5% |
| Pending Sales Count | 59 | 69 | -14.5% | 59 | 69 | -14.5% |
| Pending Sales Volume | \$18,732,100 | \$28,764,280 | -34.9% | \$18,732,100 | \$28,764,280 | -34.9% |
| Closed Sales Count | 35 | 26 | +34.6% | 35 | 26 | +34.6% |
| Closed Sales Volume | \$10,846,900 | \$7,039,400 | +54.1% | \$10,846,900 | \$7,039,400 | +54.1% |
| Average Sales Price | \$309,911 | \$270,746 | +14.5% | \$309,911 | \$270,746 | +14.5% |
| Median Sales Price | \$207,500 | \$195,500 | +6.1% | \$207,500 | \$195,500 | +6.1% |