

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	73	72	+1.4%	73	72	+1.4%
New Listing Volume	\$19,547,102	\$17,691,650	+10.5%	\$19,547,102	\$17,691,650	+10.5%
Active Listing Count	338	451	-25.1%	338	451	-25.1%
Active Listing Volume	\$120,436,156	\$129,310,604	-6.9%	\$120,436,156	\$129,310,604	-6.9%
Average Listing Price	\$356,320	\$286,720	+24.3%	\$356,320	\$286,720	+24.3%
Median Listing Price	\$279,000	\$215,000	+29.8%	\$279,000	\$215,000	+29.8%
Median Days in RPR	158	200	-21%	158	200	-21%
Months of Inventory	-	-	-	8.5	11	-23.2%
Absorption Rate	-	-	+/-	11.83%	9.09%	+2.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	65	51	+27.5%	65	51	+27.5%
New Pending Sales Volume	\$16,383,650	\$12,579,590	+30.2%	\$16,383,650	\$12,579,590	+30.2%
Pending Sales Count	108	110	-1.8%	108	110	-1.8%
Pending Sales Volume	\$26,491,950	\$28,277,250	-6.3%	\$26,491,950	\$28,277,250	-6.3%
Closed Sales Count	38	40	-5%	38	40	-5%
Closed Sales Volume	\$10,104,220	\$8,009,450	+26.2%	\$10,104,220	\$8,009,450	+26.2%
Average Sales Price	\$265,901	\$200,236	+32.8%	\$265,901	\$200,236	+32.8%
Median Sales Price	\$209,000	\$181,000	+15.5%	\$209,000	\$181,000	+15.5%