

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	Aug 2018	Aug 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	95	90	+5.6%	95	90	+5.6%
New Listing Volume	\$30,398,350	\$29,448,743	+3.2%	\$30,398,350	\$29,448,743	+3.2%
Active Listing Count	413	522	-20.9%	413	522	-20.9%
Active Listing Volume	\$150,661,589	\$167,202,864	-9.9%	\$150,661,589	\$167,202,864	-9.9%
Average Listing Price	\$364,798	\$320,312	+13.9%	\$364,798	\$320,312	+13.9%
Median Listing Price	\$289,000	\$248,750	+16.2%	\$289,000	\$248,750	+16.2%
Median Days in RPR	102	109.5	-6.8%	102	109.5	-6.8%
Months of Inventory	-	-	-	5.6	7.2	-22%
Absorption Rate	-	-	+/-	17.92%	13.98%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	81	68	+19.1%	81	68	+19.1%
New Pending Sales Volume	\$20,820,700	\$14,760,099	+41.1%	\$20,820,700	\$14,760,099	+41.1%
Pending Sales Count	116	100	+16%	116	100	+16%
Pending Sales Volume	\$31,433,200	\$23,830,298	+31.9%	\$31,433,200	\$23,830,298	+31.9%
Closed Sales Count	66	74	-10.8%	66	74	-10.8%
Closed Sales Volume	\$17,251,580	\$14,540,486	+18.6%	\$17,251,580	\$14,540,486	+18.6%
Average Sales Price	\$261,388	\$196,493	+33%	\$261,388	\$196,493	+33%
Median Sales Price	\$240,500	\$169,950	+41.5%	\$240,500	\$169,950	+41.5%