

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 | Feb 2018 | Feb 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|---------------|---------------|--------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 33 | 42 | -21.4% | 33 | 42 | -21.4% |
| New Listing Volume | \$13,253,099 | \$19,159,100 | -30.8% | \$13,253,099 | \$19,159,100 | -30.8% |
| Active Listing Count | 246 | 387 | -36.4% | 246 | 387 | -36.4% |
| Active Listing Volume | \$120,873,999 | \$174,959,267 | -30.9% | \$120,873,999 | \$174,959,267 | -30.9% |
| Average Listing Price | \$491,358 | \$452,091 | +8.7% | \$491,358 | \$452,091 | +8.7% |
| Median Listing Price | \$299,450 | \$250,000 | +19.8% | \$299,450 | \$250,000 | +19.8% |
| Median Days in RPR | 201.5 | 232 | -13.1% | 201.5 | 232 | -13.1% |
| Months of Inventory | - | - | - | 16.4 | 16.1 | +1.7% |
| Absorption Rate | - | - | +/- | 6.1% | 6.2% | -0.1% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 34 | 33 | +3% | 34 | 33 | +3% |
| New Pending Sales Volume | \$14,402,900 | \$11,815,375 | +21.9% | \$14,402,900 | \$11,815,375 | +21.9% |
| Pending Sales Count | 56 | 58 | -3.4% | 56 | 58 | -3.4% |
| Pending Sales Volume | \$22,778,600 | \$20,826,675 | +9.4% | \$22,778,600 | \$20,826,675 | +9.4% |
| Closed Sales Count | 14 | 15 | -6.7% | 14 | 15 | -6.7% |
| Closed Sales Volume | \$6,763,312 | \$6,881,000 | -1.7% | \$6,763,312 | \$6,881,000 | -1.7% |
| Average Sales Price | \$483,094 | \$458,733 | +5.3% | \$483,094 | \$458,733 | +5.3% |
| Median Sales Price | \$252,500 | \$245,000 | +3.1% | \$252,500 | \$245,000 | +3.1% |