

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	55	57	-3.5%	55	57	-3.5%
New Listing Volume	\$12,929,400	\$14,281,930	-9.5%	\$12,929,400	\$14,281,930	-9.5%
Active Listing Count	350	466	-24.9%	350	466	-24.9%
Active Listing Volume	\$130,046,300	\$136,531,279	-4.7%	\$130,046,300	\$136,531,279	-4.7%
Average Listing Price	\$371,561	\$292,986	+26.8%	\$371,561	\$292,986	+26.8%
Median Listing Price	\$278,700	\$219,000	+27.3%	\$278,700	\$219,000	+27.3%
Median Days in RPR	188	209	-10%	188	209	-10%
Months of Inventory	-	-	-	9.2	15.5	-40.7%
Absorption Rate	-	-	+/-	10.86%	6.44%	+4.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	44	56	-21.4%	44	56	-21.4%
New Pending Sales Volume	\$10,207,300	\$13,027,050	-21.6%	\$10,207,300	\$13,027,050	-21.6%
Pending Sales Count	80	94	-14.9%	80	94	-14.9%
Pending Sales Volume	\$22,153,700	\$22,945,975	-3.5%	\$22,153,700	\$22,945,975	-3.5%
Closed Sales Count	27	38	-28.9%	27	38	-28.9%
Closed Sales Volume	\$4,942,195	\$8,536,639	-42.1%	\$4,942,195	\$8,536,639	-42.1%
Average Sales Price	\$183,044	\$224,648	-18.5%	\$183,044	\$224,648	-18.5%
Median Sales Price	\$178,195	\$206,500	-13.7%	\$178,195	\$206,500	-13.7%