

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 | Jul 2018 | Jul 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|--------------|---------------|--------|--------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 35 | 21 | +66.7% | 35 | 21 | +66.7% |
| New Listing Volume | \$22,886,900 | \$12,795,300 | +78.9% | \$22,886,900 | \$12,795,300 | +78.9% |
| Active Listing Count | 104 | 142 | -26.8% | 104 | 142 | -26.8% |
| Active Listing Volume | \$82,278,200 | \$104,779,200 | -21.5% | \$82,278,200 | \$104,779,200 | -21.5% |
| Average Listing Price | \$791,137 | \$737,882 | +7.2% | \$791,137 | \$737,882 | +7.2% |
| Median Listing Price | \$599,450 | \$549,000 | +9.2% | \$599,450 | \$549,000 | +9.2% |
| Median Days in RPR | 75 | 119 | -37% | 75 | 119 | -37% |
| Months of Inventory | – | – | – | 7.4 | 15.8 | -52.9% |
| Absorption Rate | – | – | ± | 13.46% | 6.34% | +7.1% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 14 | 8 | +75% | 14 | 8 | +75% |
| New Pending Sales Volume | \$5,079,900 | \$5,599,500 | -9.3% | \$5,079,900 | \$5,599,500 | -9.3% |
| Pending Sales Count | 21 | 24 | -12.5% | 21 | 24 | -12.5% |
| Pending Sales Volume | \$12,545,900 | \$14,685,000 | -14.6% | \$12,545,900 | \$14,685,000 | -14.6% |
| Closed Sales Count | 10 | 14 | -28.6% | 10 | 14 | -28.6% |
| Closed Sales Volume | \$4,576,900 | \$8,526,200 | -46.3% | \$4,576,900 | \$8,526,200 | -46.3% |
| Average Sales Price | \$457,690 | \$609,014 | -24.8% | \$457,690 | \$609,014 | -24.8% |
| Median Sales Price | \$329,950 | \$510,000 | -35.3% | \$329,950 | \$510,000 | -35.3% |