

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	96	110	-12.7%	96	110	-12.7%
New Listing Volume	\$25,291,900	\$32,530,048	-22.3%	\$25,291,900	\$32,530,048	-22.3%
Active Listing Count	384	536	-28.4%	384	536	-28.4%
Active Listing Volume	\$140,574,373	\$163,329,599	-13.9%	\$140,574,373	\$163,329,599	-13.9%
Average Listing Price	\$366,079	\$304,719	+20.1%	\$366,079	\$304,719	+20.1%
Median Listing Price	\$299,000	\$234,950	+27.3%	\$299,000	\$234,950	+27.3%
Median Days in RPR	100	105.5	-5.2%	100	105.5	-5.2%
Months of Inventory	-	-	-	6.6	8.8	-24.7%
Absorption Rate	-	-	+/-	15.1%	11.38%	+3.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	63	70	-10%	63	70	-10%
New Pending Sales Volume	\$16,594,200	\$17,414,799	-4.7%	\$16,594,200	\$17,414,799	-4.7%
Pending Sales Count	108	110	-1.8%	108	110	-1.8%
Pending Sales Volume	\$29,000,300	\$25,081,599	+15.6%	\$29,000,300	\$25,081,599	+15.6%
Closed Sales Count	40	58	-31%	40	58	-31%
Closed Sales Volume	\$9,807,350	\$15,584,175	-37.1%	\$9,807,350	\$15,584,175	-37.1%
Average Sales Price	\$245,184	\$268,693	-8.7%	\$245,184	\$268,693	-8.7%
Median Sales Price	\$236,000	\$227,225	+3.9%	\$236,000	\$227,225	+3.9%