

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	46	-8.7%	42	46	-8.7%
New Listing Volume	\$12,322,905	\$12,002,600	+2.7%	\$12,322,905	\$12,002,600	+2.7%
Active Listing Count	239	370	-35.4%	239	370	-35.4%
Active Listing Volume	\$117,674,604	\$159,225,988	-26.1%	\$117,674,604	\$159,225,988	-26.1%
Average Listing Price	\$492,362	\$430,341	+14.4%	\$492,362	\$430,341	+14.4%
Median Listing Price	\$325,000	\$249,500	+30.3%	\$325,000	\$249,500	+30.3%
Median Days in RPR	191	239	-20.1%	191	239	-20.1%
Months of Inventory	-	-	-	8.2	12.8	-35.4%
Absorption Rate	-	-	+/-	12.13%	7.84%	+4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	40	41	-2.4%	40	41	-2.4%
New Pending Sales Volume	\$11,102,900	\$15,340,180	-27.6%	\$11,102,900	\$15,340,180	-27.6%
Pending Sales Count	64	70	-8.6%	64	70	-8.6%
Pending Sales Volume	\$21,383,400	\$28,011,156	-23.7%	\$21,383,400	\$28,011,156	-23.7%
Closed Sales Count	30	29	+3.4%	30	29	+3.4%
Closed Sales Volume	\$10,392,650	\$7,619,061	+36.4%	\$10,392,650	\$7,619,061	+36.4%
Average Sales Price	\$346,422	\$262,726	+31.9%	\$346,422	\$262,726	+31.9%
Median Sales Price	\$275,000	\$233,000	+18%	\$275,000	\$233,000	+18%