

## 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                            | May 2018     | May 2017     | + / -   | YTD 2018     | YTD 2017     | + / -   |
|--|--------------|--------------|---------|--------------|--------------|---------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |              |              |         |
| New Listing Count                      | 14           | 15           | -6.7%   | 14           | 15           | -6.7%   |
| New Listing Volume                     | \$4,717,000  | \$4,617,500  | +2.2%   | \$4,717,000  | \$4,617,500  | +2.2%   |
| Active Listing Count                   | 40           | 63           | -36.5%  | 40           | 63           | -36.5%  |
| Active Listing Volume                  | \$15,036,600 | \$19,261,899 | -21.9%  | \$15,036,600 | \$19,261,899 | -21.9%  |
| Average Listing Price                  | \$375,915    | \$305,744    | +23%    | \$375,915    | \$305,744    | +23%    |
| Median Listing Price                   | \$325,000    | \$259,900    | +25%    | \$325,000    | \$259,900    | +25%    |
| Median Days in RPR                     | 72           | 194          | -62.9%  | 72           | 194          | -62.9%  |
| Months of Inventory                    | -            | -            | -       | 8            | 15.8         | -49.2%  |
| Absorption Rate                        | -            | -            | +-      | 12.5%        | 6.35%        | +6.2%   |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |              |              |         |
| New Pending Sales Count                | 7            | 3            | +133.3% | 7            | 3            | +133.3% |
| New Pending Sales Volume               | \$2,157,300  | \$734,000    | +193.9% | \$2,157,300  | \$734,000    | +193.9% |
| Pending Sales Count                    | 9            | 10           | -10%    | 9            | 10           | -10%    |
| Pending Sales Volume                   | \$2,613,400  | \$2,255,800  | +15.9%  | \$2,613,400  | \$2,255,800  | +15.9%  |
| Closed Sales Count                     | 7            | 5            | +40%    | 7            | 5            | +40%    |
| Closed Sales Volume                    | \$1,842,000  | \$1,361,500  | +35.3%  | \$1,842,000  | \$1,361,500  | +35.3%  |
| Average Sales Price                    | \$263,143    | \$272,300    | -3.4%   | \$263,143    | \$272,300    | -3.4%   |
| Median Sales Price                     | \$280,000    | \$252,500    | +10.9%  | \$280,000    | \$252,500    | +10.9%  |