

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 | Oct 2018 | Oct 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|--------------|--------------|--------|--------------|--------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 17 | 26 | -34.6% | 17 | 26 | -34.6% |
| New Listing Volume | \$21,125,800 | \$13,582,000 | +55.5% | \$21,125,800 | \$13,582,000 | +55.5% |
| Active Listing Count | 105 | 121 | -13.2% | N/A | N/A | |
| Active Listing Volume | \$90,033,600 | \$91,992,950 | -2.1% | N/A | N/A | |
| Average Listing Price | \$857,463 | \$760,272 | +12.8% | \$857,463 | \$760,272 | +12.8% |
| Median Listing Price | \$595,000 | \$585,000 | +1.7% | \$595,000 | \$585,000 | +1.7% |
| Median Days in RPR | 113 | 137 | -17.5% | 113 | 137 | -17.5% |
| Months of Inventory | - | - | - | 4 | 11 | -63.3% |
| Absorption Rate | - | - | +/- | 24.76% | 9.09% | +15.7% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 14 | 14 | +/- | 14 | 14 | +/- |
| New Pending Sales Volume | \$9,646,900 | \$5,405,000 | +78.5% | \$9,646,900 | \$5,405,000 | +78.5% |
| Pending Sales Count | 27 | 19 | +42.1% | N/A | N/A | |
| Pending Sales Volume | \$18,042,500 | \$9,283,900 | +94.3% | N/A | N/A | |
| Closed Sales Count | 10 | 26 | -61.5% | 10 | 26 | -61.5% |
| Closed Sales Volume | \$5,339,500 | \$12,127,745 | -56% | \$5,339,500 | \$12,127,745 | -56% |
| Average Sales Price | \$533,950 | \$466,452 | +14.5% | \$533,950 | \$466,452 | +14.5% |
| Median Sales Price | \$523,500 | \$370,000 | +41.5% | \$523,500 | \$370,000 | +41.5% |