

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	73	61	+19.7%	73	61	+19.7%
New Listing Volume	\$22,733,900	\$18,190,200	+25%	\$22,733,900	\$18,190,200	+25%
Active Listing Count	396	418	-5.3%	N/A	N/A	
Active Listing Volume	\$148,440,298	\$142,762,063	+4%	N/A	N/A	
Average Listing Price	\$374,849	\$341,536	+9.8%	\$374,849	\$341,536	+9.8%
Median Listing Price	\$308,000	\$258,950	+18.9%	\$308,000	\$258,950	+18.9%
Median Days in RPR	128.5	124	+3.6%	128.5	124	+3.6%
Months of Inventory	-	-	-	7.5	8.5	-12.4%
Absorption Rate	-	-	+/-	13.38%	11.72%	+1.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	54	68	-20.6%	54	68	-20.6%
New Pending Sales Volume	\$12,884,886	\$15,715,800	-18%	\$12,884,886	\$15,715,800	-18%
Pending Sales Count	110	91	+20.9%	N/A	N/A	
Pending Sales Volume	\$29,338,986	\$22,543,900	+30.1%	N/A	N/A	
Closed Sales Count	64	53	+20.8%	64	53	+20.8%
Closed Sales Volume	\$15,249,000	\$11,911,908	+28%	\$15,249,000	\$11,911,908	+28%
Average Sales Price	\$238,266	\$224,753	+6%	\$238,266	\$224,753	+6%
Median Sales Price	\$220,500	\$198,000	+11.4%	\$220,500	\$198,000	+11.4%