



SALES COMPARISON DECEMBER 2017

<u>TOTAL</u>	<u>2017</u>	<u>Mo. Inv</u>	<u>2016</u>	<u>CHANGE YTD</u>	<u>Dec. 2017</u>	<u>Dec. 2016</u>
LISTINGS	10574		10339	2.27%	390	355
SALES	6575		7319	-10.17%	363	351
LIST/SALES RATIO	62.18%		70.79%		93.08%	98.87%
PRICE RATIO	97.48%		96.82%		96.83%	96.82%
DAYS TO SELL	61		68	-10.20%	72	75
ACTIVE INVENTORY	1891	5.21	1841	2.72%		
<u>RESIDENTIAL</u>						
LISTINGS	4453		4377	1.74%	164	129
SALES	2672		3210	-16.76%	156	131
LIST/SALES RATIO	60.00%		73.34%		95.12%	101.55%
AVERAGE PRICE	\$679,942		\$597,597	13.78%	\$696,650	\$618,631
MEDIAN PRICE	\$625,000		\$550,000	13.64%	\$629,950	\$595,000
PRICE RATIO	98.11%		98.19%		97.52%	98.02%
DAYS TO SELL	48		51	-4.68%	56	57
INVENTORY	602	3.86	496	21.37%		
<u>CONDO</u>						
LISTINGS	2160		1996	8.22%	84	69
SALES	1605		1620	-0.93%	72	78
LIST/SALES RATIO	74.31%		81.16%		85.71%	113.04%
AVERAGE PRICE	\$332,344		\$292,844	13.88%	\$324,949	\$272,330
MEDIAN PRICE	\$305,000		\$262,500	16.91%	\$295,000	\$268,000
PRICE RATIO	98.10%		97.80%		97.64%	98.03%
DAYS TO SELL	48		56	-14.73%	51	54
INVENTORY	274	3.81	231	18.61%		
<u>TOWNHOUSE</u>						
LISTINGS	1311		1280	2.42%	50	37
SALES	951		1080	-11.94%	48	60
LIST/SALES RATIO	72.54%		84.38%		96.00%	162.16%
AVERAGE PRICE	\$458,656		\$407,973	12.42%	\$479,427	\$438,437
MEDIAN PRICE	\$437,700		\$383,250	13.77%	\$432,500	\$414,950
PRICE RATIO	98.84%		98.56%		97.76%	97.39%
DAYS TO SELL	48		61	-21.75%	62	53
INVENTORY	147	3.06	164	-10.37%		
<u>LOTS</u>						
LISTINGS	743		566	31.27%	12	31
SALES	448		347	29.11%	21	17
LIST/SALES RATIO	60.30%		61.31%		175.00%	54.84%
AVERAGE PRICE	\$276,212		\$246,879	11.88%	\$266,562	\$291,435
MEDIAN PRICE	\$239,950		\$220,000	9.07%	\$239,999	\$279,000
PRICE RATIO	97.06%		95.84%		89.69%	95.93%
DAYS TO SELL	106		175	-39.29%	149	228
INVENTORY	234	11.14	211	10.90%		
<u>MOBILE</u>						
LISTINGS	332		404	-17.82%	17	16
SALES	258		317	-18.61%	13	20
LIST/SALES RATIO	77.71%		78.47%		76.47%	125.00%
AVERAGE PRICE	\$141,847		\$120,512	17.70%	\$133,277	\$125,701
MEDIAN PRICE	\$130,000		\$110,000	18.18%	\$92,000	\$106,250
PRICE RATIO	96.20%		95.13%		94.49%	94.93%
DAYS TO SELL	65		74	-11.64%	60	82
INVENTORY	47	3.62	64	-26.56%		