

SALES COMPARISON MAY 2017

<u>TOTAL</u>	<u>2017</u>	<u>Mo. Inv</u>	<u>2016</u>	<u>CHANGE YTD</u>	<u>May.2017</u>	<u>May.2016</u>
LISTINGS	4578		4838	-5.37%	1181	1139
SALES	2735		2998	-8.77%	807	879
LIST/SALES RATIO	59.74%		61.97%		68.33%	77.17%
PRICE RATIO	97.84%		97.43%		97.71%	97.81%
DAYS TO SELL	6		70	-15.97%	55	62
ACTIVE INVENTORY	2478	3.07	-13.17	-13.17%		
<u>RESIDENTIAL</u>						
LISTINGS	1860		2125	-12.47%	527	521
SALES	1119		1393	-19.67%	327	426
LIST/SALES RATIO	60.16%		65.55%		62.05%	81.77%
AVERAGE PRICE	\$661,514		\$572,046	15.64%	\$703,809	\$601,228
MEDIAN PRICE	\$610,000		\$530,000	15.09%	\$649,000	\$560,000
PRICE RATIO	98.52%		98.06%		98.69%	98.44%
DAYS TO SELL	49		54	-8.91%	46	46
INVENTORY	788	2.41	859	-8.27%		
<u>CONDO</u>						
LISTINGS	957		876	9.25%	243	208
SALES	692		448	-8.26%	205	174
LIST/SALES RATIO	72.31%		51.14%		84.36%	83.65%
AVERAGE PRICE	\$338,030		\$292,050	15.74%	\$348,286	\$319,474
MEDIAN PRICE	\$307,250		\$259,000	18.63%	\$310,000	\$390,000
PRICE RATIO	98.98%		98.41%		98.26%	97.49%
DAYS TO SELL	48		70	-32.28%	36	59
INVENTORY	353	1.72	399	-11.53%		
<u>TOWNHOUSE</u>						
LISTINGS	584		559	4.47%	166	129
SALES	411		448	-8.26%	124	135
LIST/SALES RATIO	70.38%		80.14%		74.70%	104.65%
AVERAGE PRICE	\$455,265		\$388,944	17.05%	\$488,802	\$412,790
MEDIAN PRICE	\$437,500		\$368,450	18.74%	\$469,850	\$390,000
PRICE RATIO	98.98%		98.41%		99.04%	98.66%
DAYS TO SELL	48		70	-32.28%	36	59
INVENTORY	237	1.91	246	-3.66%		
<u>LOTS</u>						
LISTINGS	311		266	16.92%	44	44
SALES	161		123	30.89%	47	37
LIST/SALES RATIO	51.77%		46.24%		106.82%	84.09%
AVERAGE PRICE	\$273,524		\$255,550	7.03%	\$276,724	\$286,322
MEDIAN PRICE	\$270,000		\$228,000	18.42%	\$265,000	\$240,000
PRICE RATIO	97.23%		95.99%		97.38%	97.41%
DAYS TO SELL	123		145	-15.13%	85	142
INVENTORY	270	5.74	320	-15.63%		
<u>MOBILE</u>						
LISTINGS	143		180	-20.56%	37	42
SALES	98		124	-20.97%	35	29
LIST/SALES RATIO	68.53%		68.89%		94.59%	69.05%
AVERAGE PRICE	\$137,588		\$111,220	23.71%	\$161,211	\$119,469
MEDIAN PRICE	\$130,000		\$106,500	22.07%	\$155,000	\$109,000
PRICE RATIO	96.51%		94.99%		96.88%	95.36%
DAYS TO SELL	74		82	-9.66%	72	47