

SALS COMPARISON JANUARY 2018

<u>TOTAL</u>	<u>2018</u>	<u>Mo. Inv</u>	<u>2017</u>	<u>CHANGE YTD</u>	<u>Jan. 2018</u>	<u>Jan. 2017</u>
LISTINGS	637		564	12.94%	637	564
SALES	363		277	31.05%	363	277
LIST/SALES RATIO	56.99%		49.11%		56.99%	49.11%
PRICE RATIO	97.12%		97.42%		97.12%	97.42%
DAYS TO SELL	85		77	11.06%	85	77
ACTIVE INVENTORY	1947	5.36	1951	-0.21%		
<u>RESIDENTIAL</u>						
LISTINGS	250		198	26.26%	250	198
SALES	143		103	38.83%	143	103
LIST/SALES RATIO	57.20%		52.02%		57.20%	52.02%
AVERAGE PRICE	\$699,352		\$605,697	15.46%	\$699,352	\$605,697
MEDIAN PRICE	\$651,000		\$550,000	12.59%	\$651,000	\$550,000
PRICE RATIO	97.94%		98.04%		97.94%	98.04%
DAYS TO SELL	75		65	14.16%	75	65
INVENTORY	609	4.26	517	17.79%		
<u>CONDO</u>						
LISTINGS	147		110	33.64%	147	110
SALES	110		77	42.86%	110	77
LIST/SALES RATIO	74.83%		70.00%		74.83%	70.00%
AVERAGE PRICE	\$322,183		\$295,258	16.25%	\$322,183	\$295,258
MEDIAN PRICE	\$316,250		\$275,000	15.00%	\$316,250	\$275,000
PRICE RATIO	97.81%		98.16%		97.81%	98.16%
DAYS TO SELL	65		59	10.10%	65	59
INVENTORY	284	2.58	244	16.39%		
<u>TOWNHOUSE</u>						
LISTINGS	75		63	19.05%	75	63
SALES	37		37	0.00%	37	37
LIST/SALES RATIO	49.33%		58.73%		49.33%	58.73%
AVERAGE PRICE	\$446,054		\$413,928	7.76%	\$446,054	\$413,928
MEDIAN PRICE	\$444,000		\$385,000	15.32%	\$444,000	\$385,000
PRICE RATIO	98.29%		98.85%		98.29%	98.85%
DAYS TO SELL	69		59	18.09%	69	59
INVENTORY	157	4.24	178	-11.80%		
<u>LOTS</u>						
LISTINGS	41		54	-24.07%	41	54
SALES	23		16	43.57%	23	16
LIST/SALES RATIO	56.10%		29.63%		56.10%	29.63%
AVERAGE PRICE	\$317,025		\$311,363	1.88%	\$317,025	\$311,363
MEDIAN PRICE	\$284,999		\$295,900	-3.68%	\$284,999	\$295,900
PRICE RATIO	96.96%		95.17%		96.96%	95.17%
DAYS TO SELL	125		152	-18.12%	125	152
INVENTORY	240	10.43	237	1.27%		
<u>MOBILE</u>						
LISTINGS	20		20	0.00%	20	20
SALES	12		13	-7.69%	12	13
LIST/SALES RATIO	60.00%		65.00%		60.00%	65.00%
AVERAGE PRICE	\$184,317		\$132,938	38.65%	\$184,317	\$132,938
MEDIAN PRICE	\$188,650		\$113,400	66.36%	\$188,650	\$113,400
PRICE RATIO	97.05%		96.05%		97.05%	96.05%
DAYS TO SELL	48		71	-31.48%	48	71
INVENTORY	51	4.25	68	-25.00%		



IMPORTANT STATS

	Residential	Condo
Total active listings	<u>609</u>	<u>284</u>
Compared to same time last year	<u>517</u>	<u>244</u>
Average List Price YTD	<u>\$714,062</u>	<u>\$329,397</u>
Average Days on Market YTD	<u>75</u>	<u>65</u>
Compared to same time last year	<u>65</u>	<u>59</u>
List vs. Sale Ratio YTD	<u>57.20%</u>	<u>74.83%</u>
List Price vs. Sale Price Ratio YTD	<u>97.94%</u>	<u>97.81%</u>
Compared to same time last year	<u>98.04%</u>	<u>98.16%</u>
Number of sales YTD	<u>143</u>	<u>110</u>
Average Sale Price YTD	<u>\$699,352</u>	<u>\$322,183</u>
Compared to same time last year	<u>\$605,697</u>	<u>\$295,258</u>
Overall Depreciation - Appreciation	<u>15.46%</u>	<u>16.25%</u>