



SALES COMPARISON March 2018

<u>TOTAL</u>	<u>2018</u>	<u>Mo. Inv</u>	<u>2017</u>	<u>CHANGE YTD</u>	<u>Mar.2018</u>	<u>Mar.2017</u>
LISTINGS	2475		2394	3.38%	1096	1970
SALES	730		1308	-10.47%	441	633
LIST/SALES RATIO	29.49%		54.64%		40.24%	32.13%
PRICE RATIO	97.63%		97.82%		97.97%	97.82%
DAYS TO SELL	69		68	0.98%	58	61
ACTIVE INVENTORY	2458	5.57	2274	8.09%		
<u>RESIDENTIAL</u>						
LISTINGS	954		915	4.26%	420	424
SALES	464		536	-13.43%	183	243
LIST/SALES RATIO	48.64%		58.58%		43.57%	57.31%
AVERAGE PRICE	\$706,791		\$633,297	11.61%	\$734,197	\$640,969
MEDIAN PRICE	\$659,950		\$585,000	12.81%	\$685,000	\$600,000
PRICE RATIO	98.15%		98.38%		98.18%	98.88%
DAYS TO SELL	62		55	12.79%	53	45
INVENTORY	801	4.38	659	21.55%		
<u>CONDO</u>						
LISTINGS	602		515	16.89%	279	243
SALES	350		325	7.69%	129	165
LIST/SALES RATIO	58.14%		63.11%		46.24%	67.90%
AVERAGE PRICE	\$348,041		\$332,518	4.67%	\$364,062	\$349,506
MEDIAN PRICE	\$325,000		\$299,000	8.70%	\$330,000	\$312,000
PRICE RATIO	98.07%		97.72%		98.26%	97.91%
DAYS TO SELL	53		50	5.84%	42	44
INVENTORY	416	3.22	340	22.35%		
<u>TOWNHOUSE</u>						
LISTINGS	328		290	13.10%	145	138
SALES	159		205	-6.80%	63	102
LIST/SALES RATIO	48.48%		70.69%		43.45%	73.91%
AVERAGE PRICE	\$472,673		\$435,621	8.51%	\$499,413	\$452,675
MEDIAN PRICE	\$465,000		\$420,000	10.71%	\$466,571	\$434,900
PRICE RATIO	98.22%		99.10%		98.18%	99.21%
DAYS TO SELL	52		57	-7.43%	46	52
INVENTORY	244	3.87	201	21.39%		
<u>LOTS</u>						
LISTINGS	158		201	-21.39%	67	66
SALES	46		78	-41.03%	12	47
LIST/SALES RATIO	29.11%		38.81%		17.91%	71.21%
AVERAGE PRICE	\$304,375		\$267,609	13.74%	\$305,254	\$265,508
MEDIAN PRICE	\$267,400		\$265,500	0.72%	\$255,773	\$249,900
PRICE RATIO	96.87%		97.20%		96.62%	98.18%
DAYS TO SELL	152		154	-1.31%	165	139
INVENTORY	273	22.75	271	0.74%		
<u>MOBILE</u>						
LISTINGS	77		68	13.24%	33	28
SALES	45		44	2.27%	15	21
LIST/SALES RATIO	58.44%		64.71%		45.45%	75.00%
AVERAGE PRICE	\$176,694		\$122,115	44.70%	\$196,887	\$113,188
MEDIAN PRICE	\$168,000		\$118,950	41.24%	\$168,000	\$95,450
PRICE RATIO	96.24%		96.03%		96.50%	96.43%
DAYS TO SELL	58		86	-32.20%	62	105
INVENTORY	64	4.27	67	-4.48%		