



### Sold Summary

|                            | Apr-2018     | Apr-2017    | % Change |
|----------------------------|--------------|-------------|----------|
| Sold Dollar Volume         | \$11,911,544 | \$8,829,988 | 34.90%   |
| Avg Sold Price             | \$270,717    | \$220,750   | 22.64%   |
| Median Sold Price          | \$257,000    | \$208,000   | 23.56%   |
| Units Sold                 | 44           | 40          | 10.00%   |
| Avg Days on Market         | 74           | 91          | -18.68%  |
| Avg List Price for Solds   | \$280,442    | \$231,177   | 21.31%   |
| Avg SP to OLP Ratio        | 93.4%        | 91.2%       | 2.48%    |
| Ratio of Avg SP to Avg OLP | 93.4%        | 92.2%       | 1.32%    |
| Avg SP to LP Ratio         | 96.2%        | 95.3%       | 1.03%    |
| Ratio of Avg SP to Avg LP  | 96.5%        | 95.5%       | 1.10%    |
| Attached Avg Sold Price    | \$264,583    | \$209,200   | 26.47%   |
| Detached Avg Sold Price    | \$273,017    | \$224,600   | 21.56%   |
| Attached Units Sold        | 12           | 10          | 20.00%   |
| Detached Units Sold        | 32           | 30          | 6.67%    |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Attached = Townhouse, Condo, Condo-Hotel, and Cooperatives
- Detached = Single Family Home, Villas, Mobile Homes, Manufactured, and Modular

### Inventory

|                     | Apr-2018 | Apr-2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 174      | 195      | -10.77%  |
| New Listings        | 58       | 42       | 38.10%   |
| New Under Contracts | 44       | 32       | 37.50%   |
| New Contingents     | 0        | 0        | 0%       |
| New Pending         | 46       | 35       | 31.43%   |
| All Pending         | 51       | 44       | 15.91%   |

### Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 18 |
| Conventional | 23 |
| FHA          | 2  |
| Other        | 0  |
| Owner        | 0  |
| VA           | 1  |

### Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 1  |
| 1 to 10    | 7  |
| 11 to 20   | 8  |
| 21 to 30   | 1  |
| 31 to 60   | 11 |
| 61 to 90   | 4  |
| 91 to 120  | 4  |
| 121 to 180 | 4  |
| 181 to 360 | 3  |
| 361 to 720 | 1  |
| 721+       | 0  |

### Sold Detail

| Price Ranges               | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Total     | Active Listings |             |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------|-----------------|-------------|
|                            | SFH/Villa    | Cnd/Coop/TH | SFH/Villa | Cnd/Coop/TH | SFH/Villa    | Cnd/Coop/TH | MH/Man/Mod |           | SFH/Villa       | Cnd/Coop/TH |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 1          | 1         | 0               | 0           |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0         | 0               | 0           |
| \$100K to \$124,999        | 1            | 0           | 0         | 0           | 0            | 0           | 0          | 1         | 1               | 2           |
| \$125K to \$149,999        | 0            | 1           | 1         | 0           | 0            | 0           | 0          | 2         | 4               | 5           |
| \$150K to \$199,999        | 0            | 4           | 3         | 0           | 0            | 0           | 0          | 7         | 10              | 9           |
| \$200K to \$249,999        | 2            | 1           | 6         | 0           | 1            | 0           | 0          | 10        | 27              | 6           |
| \$250K to \$299,999        | 1            | 1           | 4         | 1           | 0            | 0           | 0          | 7         | 24              | 15          |
| \$300K to \$399,999        | 3            | 0           | 4         | 3           | 0            | 0           | 0          | 10        | 20              | 17          |
| \$400K to \$499,999        | 0            | 0           | 5         | 1           | 0            | 0           | 0          | 6         | 8               | 9           |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0         | 5               | 5           |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0         | 2               | 0           |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0         | 1               | 0           |
| \$1,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0         | 1               | 0           |
| <b>Total</b>               | <b>7</b>     | <b>7</b>    | <b>23</b> | <b>5</b>    | <b>1</b>     | <b>0</b>    | <b>1</b>   | <b>44</b> | <b>103</b>      | <b>68</b>   |
| Avg Sold Price             | \$266,129    | \$194,500   | \$286,333 | \$362,700   | \$249,987    | \$0         | \$38,000   | \$270,717 |                 |             |
| Prev Year - Avg Sold Price | \$174,286    | \$174,875   | \$294,241 | \$232,083   | \$291,083    | \$0         | \$48,120   | \$220,750 |                 |             |
| Avg Sold % Change          | 52.70%       | 11.22%      | -2.69%    | 56.28%      | -14.12%      | 0.00%       | -21.03%    | 22.64%    |                 |             |
| Prev Year - # of Solds     | 7            | 4           | 12        | 6           | 6            | 0           | 5          | 40        |                 |             |

### Active Detail