

Sold Summary

	Oct-2017	Oct-2016	% Change
Sold Dollar Volume	\$7,810,268	\$9,118,299	-14.35%
Avg Sold Price	\$190,494	\$217,102	-12.26%
Median Sold Price	\$197,000	\$215,000	-8.37%
Units Sold	41	42	-2.38%
Avg Days on Market	64	69	-7.25%
Avg List Price for Solds	\$195,392	\$226,555	-13.76%
Avg SP to OLP Ratio	95.4%	93.3%	2.23%
Ratio of Avg SP to Avg OLP	95.2%	92.9%	2.51%
Avg SP to LP Ratio	97.4%	96.2%	1.25%
Ratio of Avg SP to Avg LP	97.5%	95.8%	1.74%
Attached Avg Sold Price	\$105,738	\$116,629	-9.34%
Detached Avg Sold Price	\$229,845	\$237,197	-3.10%
Attached Units Sold	13	7	85.71%
Detached Units Sold	28	35	-20.00%

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

	Oct-2017	Oct-2016	% Change
Active Listings	156	144	8.33%
New Listings	65	57	14.04%
New Under Contracts	45	32	40.63%
New Contingents	0	12	0%
New Pending	52	46	13.04%
All Pending	65	68	-4.41%

Financing (Sold)

Assumption	1
Cash	16
Conventional	17
FHA	1
Other	5
Owner	0
VA	1

Days on Market (Sold)

0	2
1 to 10	14
11 to 20	2
21 to 30	4
31 to 60	4
61 to 90	5
91 to 120	0
121 to 180	8
181 to 360	1
361 to 720	1
721+	0

Sold Detail

	2 or Less BR		3 BR		4 or More BR		All		Active Listings	
Price Ranges	SFH/Villa	Cnd/Coop/TH	SFH/Villa	Cnd/Coop/TH	SFH/Villa	Cnd/Coop/TH	MH/Man/Mod	Total	SFH/Villa	Cnd/Coop/TH
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	7	0	0	0	0	0	7	0	7
\$100K to \$124,999	0	2	0	0	0	0	0	2	1	19
\$125K to \$149,999	0	3	1	0	0	0	0	4	1	9
\$150K to \$199,999	1	0	5	1	1	0	0	8	13	5
\$200K to \$249,999	1	0	11	0	0	0	0	12	36	0
\$250K to \$299,999	0	0	5	0	1	0	0	6	34	0
\$300K to \$399,999	0	0	1	0	0	0	0	1	19	0
\$400K to \$499,999	0	0	1	0	0	0	0	1	8	0
\$500K to \$599,999	0	0	0	0	0	0	0	0	3	0
\$600K to \$799,999	0	0	0	0	0	0	0	0	1	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	0	0
\$1,000,000+	0	0	0	0	0	0	0	0	0	0
Total	2	12	24	1	2	0	0	41	116	40
Avg Sold Price	\$177,838	\$101,383	\$235,727	\$158,000	\$211,275	\$0	\$0	\$190,494		
Prev Year - Avg Sold Price	\$122,750	\$105,280	\$233,136	\$145,000	\$278,500	\$0	\$0	\$217,102		
Avg Sold % Change	44.88%	-3.70%	1.11%	8.97%	-24.14%	0.00%	0.00%	-12.26%		
Prev Year - # of Solds	2	5	25	2	8	0	0	42		

Active Detail