

SALES COMPARISON DECEMBER 2019

<u>TOTAL</u>	<u>2019</u>	<u>Mo. Inv</u>	<u>2018</u>	<u>CHANGE YTD</u>	<u>Dec.2019</u>	<u>Dec.2018</u>
LISTINGS	10729		11062	-3.01%	430	387
SALES	4940		5017	-1.53%	289	217
LIST/SALES RATIO	46.04%		45.35%		67.21%	56.07%
PRICE RATIO	96.48%		24.25%		96.69%	95.45%
DAYS TO SELL	75		64	17.50%	89	83
ACTIVE INVENTORY	2483	8.59	2565	-3.20%		
<u>RESIDENTIAL</u>						
LISTINGS	4313		4688	-8.00%	125	129
SALES	2045		2126	-3.81%	118	91
LIST/SALES RATIO	47.41%		45.35%		94.40%	70.54%
AVERAGE PRICE	\$703,111		\$709,967	-0.97%	\$679,304	\$668,199
MEDIAN PRICE	\$650,000		\$659,800	-1.49%	\$630,750	\$635,000
PRICE RATIO	97.09%		97.63%		97.26%	96.30%
DAYS TO SELL	64		55	16.84%	87	74
INVENTORY	721	6.11	773	-6.73%		
<u>CONDO</u>						
LISTINGS	2215		2302	-3.78%	88	77
SALES	1181		1313	-10.05%	74	46
LIST/SALES RATIO	53.32%		57.04%		84.09%	59.74%
AVERAGE PRICE	\$361,976		\$347,083	4.29%	\$363,855	\$297,189
MEDIAN PRICE	\$336,000		\$328,000	2.44%	\$337,500	\$287,500
PRICE RATIO	97.62%		97.82%		96.97%	96.72%
DAYS TO SELL	68		51	33.29%	81	72
INVENTORY	409	5.53	443	-7.67%		
<u>TOWNHOUSE</u>						
LISTINGS	1508		1450	4.00%	50	58
SALES	791		690	14.64%	45	31
LIST/SALES RATIO	52.45%		47.59%		90.00%	53.45%
AVERAGE PRICE	\$501,036		\$497,196	0.77%	\$489,376	\$478,500
MEDIAN PRICE	\$484,000		\$490,000	-1.22%	\$495,000	\$485,000
PRICE RATIO	97.62%		97.82%		98.14%	97.64%
DAYS TO SELL	69		57	21.60%	72	73
INVENTORY	267	5.93	298	-10.40%		
<u>LOTS</u>						
LISTINGS	735		699	5.15%	85	35
SALES	163		181	-9.94%	6	5
LIST/SALES RATIO	22.18%		25.89%		7.06%	14.29%
AVERAGE PRICE	\$340,510		\$297,308	14.53%	\$269,983	\$241,560
MEDIAN PRICE	\$294,900		\$279,999	5.32%	\$297,450	\$297,900
PRICE RATIO	95.14%		96.27%		96.21%	97.90%
DAYS TO SELL	144		129	12.03%	195	169
INVENTORY	377	62.83	338	11.54%		
<u>MOBILE</u>						
LISTINGS	444		403	10.17%	15	15
SALES	247		230	7.39%	14	10
LIST/SALES RATIO	55.63%		57.07%		93.33%	66.67%
AVERAGE PRICE	\$167,922		\$165,358	1.55%	\$140,393	\$180,780
MEDIAN PRICE	\$157,000		\$164,950	-4.82%	\$131,750	\$182,400
PRICE RATIO	94.44%		95.93%		93.61%	95.38%
DAYS TO SELL	73		59	23.79%	80	60
INVENTORY	79	5.64	86	-8.14%		



IMPORTANT STATS

	Residential	Condo
Total active listings	<u>721</u>	<u>409</u>
Compared to same time last year	<u>773</u>	<u>443</u>
Average List Price YTD	<u>\$724,185</u>	<u>\$370,801</u>
Average Days on Market YTD	<u>87</u>	<u>81</u>
Compared to same time last year	<u>74</u>	<u>72</u>
List vs. Sale Ratio YTD	<u>47.41%</u>	<u>53.32%</u>
List Price vs. Sale Price Ratio YTD	<u>97.09%</u>	<u>97.62%</u>
Compared to same time last year	<u>97.63%</u>	<u>97.82%</u>
Number of sales YTD	<u>2045</u>	<u>1181</u>
Average Sale Price YTD	<u>\$703,111</u>	<u>\$361,976</u>
Compared to same time last year	<u>\$709,967</u>	<u>\$347,083</u>
Overall Depreciation - Appreciation	<u>-0.97%</u>	<u>4.29%</u>