

# SALES COMPARISON MARCH 2019

<u>TOTAL</u>	<u>2019</u>	<u>Mo. Inv</u>	<u>2018</u>	<u>CHANGE YTD</u>	<u>Mar.2019</u>	<u>Mar.2018</u>
LISTINGS	2617		2475	5.78%	1053	1096
SALES	879		1170	-24.87%	372	440
LIST/SALES RATIO	33.59%		47.27%		35.33%	40.15%
PRICE RATIO	96.71%		97.63%		96.94%	97.97%
DAYS TO SELL	79		69	15.46%	78	58
ACTIVE INVENTORY	3141	8.44	2458	27.79%		
<b><u>RESIDENTIAL</u></b>						
LISTINGS	1012		954	6.08%	434	416
SALES	334		464	-28.02%	136	183
LIST/SALES RATIO	33.00%		48.64%		31.34%	43.99%
AVERAGE PRICE	\$695,559		\$706,791	-1.59%	\$722,463	\$734,197
MEDIAN PRICE	\$640,000		\$659,950	-3.02%	\$648,250	\$685,000
PRICE RATIO	97.15%		98.15%		97.33%	98.18%
DAYS TO SELL	67		62	9.41%	60	53
INVENTORY	1015	7.46	801	26.72%		
<b><u>CONDO</u></b>						
LISTINGS	559		601	-6.99%	207	278
SALES	236		349	-32.38%	96	128
LIST/SALES RATIO	42.22%		58.07%		46.38%	46.04%
AVERAGE PRICE	\$344,674		\$348,136	-0.99%	\$371,338	\$364,445
MEDIAN PRICE	\$339,500		\$325,000	4.46%	\$348,500	\$332,950
PRICE RATIO	97.03%		98.07%		97.11%	98.26%
DAYS TO SELL	72		53	35.94%	64	42
INVENTORY	546	5.69	416	31.25%		
<b><u>TOWNHOUSE</u></b>						
LISTINGS	393		330	19.09%	154	147
SALES	143		159	-10.06%	72	63
LIST/SALES RATIO	36.39%		48.18%		46.75%	42.86%
AVERAGE PRICE	\$484,824		\$472,673	2.57%	\$494,884	\$499,413
MEDIAN PRICE	\$479,000		\$465,000	3.01%	\$482,000	\$466,571
PRICE RATIO	97.64%		98.22%		97.86%	98.18%
DAYS TO SELL	77		52	47.99%	80	46
INVENTORY	391	5.43	244	60.25%		
<b><u>LOTS</u></b>						
LISTINGS	209		158	32.28%	80	67
SALES	23		46	-50.00%	8	12
LIST/SALES RATIO	11.00%		29.11%		10.00%	17.91%
AVERAGE PRICE	\$316,670		\$304,375	4.04%	\$365,364	\$305,254
MEDIAN PRICE	\$270,000		\$267,400	0.97%	\$285,000	\$255,773
PRICE RATIO	93.45%		96.87%		94.26%	96.62%
DAYS TO SELL	110		152	-27.71%	130	165
INVENTORY	410	51.25	273	50.18%		
<b><u>MOBILE</u></b>						
LISTINGS	98		77	27.27%	34	33
SALES	45		45	0.00%	22	15
LIST/SALES RATIO	45.92%		58.44%		64.71%	45.45%
AVERAGE PRICE	\$141,654		\$176,694	-19.83%	\$154,877	\$196,887
MEDIAN PRICE	\$127,500		\$168,000	-24.11%	\$156,000	\$168,000
PRICE RATIO	94.53%		96.24%		94.50%	96.50%
DAYS TO SELL	71		58	22.64%	65	62
INVENTORY	103	4.68	64	60.94%		



## IMPORTANT STATS

	<b>Residential</b>	<b>Condo</b>
Total active listings	<u>1015</u>	<u>546</u>
Compared to same time last year	<u>801</u>	<u>416</u>
Average List Price YTD	<u>\$715,964</u>	<u>\$355,224</u>
Average Days on Market YTD	<u>60</u>	<u>64</u>
Compared to same time last year	<u>53</u>	<u>42</u>
List vs. Sale Ratio YTD	<u>33.00%</u>	<u>42.22%</u>
List Price vs. Sale Price Ratio YTD	<u>97.15%</u>	<u>97.03%</u>
Compared to same time last year	<u>98.15%</u>	<u>98.07%</u>
Number of sales YTD	<u>334</u>	<u>236</u>
Average Sale Price YTD	<u>\$695,559</u>	<u>\$344,674</u>
Compared to same time last year	<u>\$706,791</u>	<u>\$348,136</u>
Overall Depreciation - Appreciation	<u>-1.59%</u>	<u>-0.99%</u>