

SALES COMPARISON APRIL 2016

<u>TOTAL</u>	<u>2016</u>	<u>Mo. Inv</u>	<u>2015</u>	<u>CHANGE YTD</u>	<u>Apr.2016</u>	<u>Apr.2015</u>
LISTINGS	3700		3866	-4.29%	1054	1006
SALES	2141		1665	28.59%	822	556
LIST/SALES RATIO	57.86%		43.07%		77.99%	55.27%
PRICE RATIO	96.96%		96.83%		97.27%	96.59%
DAYS TO SELL	67		82	-17.65%	75	83
ACTIVE INVENTORY	2911	3.54	3629	-19.79%		
<u>RESIDENTIAL</u>						
LISTINGS	1603		1619	-0.99%	496	445
SALES	966		808	19.55%	383	292
LIST/SALES RATIO	60.26%		49.91%		77.22%	65.62%
AVERAGE PRICE	\$559,485		\$492,738	13.55%	\$563,775	\$501,288
MEDIAN PRICE	\$520,000		\$470,000	10.64%	\$528,000	\$475,000
PRICE RATIO	97.89%		97.42%		98.12%	97.52%
DAYS TO SELL	58		69	-16.07%	50	63
INVENTORY	878	2.29	1139	-22.91%		
<u>CONDO</u>						
LISTINGS	666		670	-0.60%	173	163
SALES	446		307	45.28%	162	102
LIST/SALES RATIO	66.97%		45.82%		93.64%	62.58%
AVERAGE PRICE	\$281,407		\$253,545	10.99%	\$279,372	\$253,912
MEDIAN PRICE	\$255,000		\$226,000	12.83%	\$255,000	\$227,000
PRICE RATIO	97.07%		96.73%		97.67%	96.87%
DAYS TO SELL	63		89	-23.53%	51	85
INVENTORY	424	2.62	575	-29.07%		
<u>TOWNHOUSE</u>						
LISTINGS	430		464	-7.33%	137	144
SALES	314		252	24.60%	105	81
LIST/SALES RATIO	73.02%		54.31%		76.64%	56.25%
AVERAGE PRICE	\$378,815		\$352,577	7.44%	\$391,572	\$345,866
MEDIAN PRICE	\$359,950		\$339,900	5.90%	\$367,900	\$329,900
PRICE RATIO	98.31%		97.53%		98.63%	97.47%
DAYS TO SELL	76		65	17.71%	66	71
INVENTORY	272	2.59	378	-28.04%		
<u>LOTS</u>						
LISTINGS	222		234	-5.13%	46	44
SALES	106		68	55.88%	50	17
LIST/SALES RATIO	47.75%		29.06%		108.70%	38.64%
AVERAGE PRICE	\$231,725		\$260,933	-11.19%	\$200,813	\$195,529
MEDIAN PRICE	\$212,500		\$218,500	-2.75%	\$230,000	\$190,491
PRICE RATIO	96.01%		97.56%		97.72%	95.62%
DAYS TO SELL	145		161	-10.11%	128	305
INVENTORY	334	6.68	357	-6.44%		
<u>MOBILE</u>						
LISTINGS	138		159	-13.21%	47	44
SALES	95		74	28.38%	35	21
LIST/SALES RATIO	68.84%		46.54%		74.47%	47.73%
AVERAGE PRICE	\$108,701		\$94,938	14.50%	\$115,898	\$103,467
MEDIAN PRICE	\$100,000		\$79,225	26.22%	\$99,900	\$85,000
PRICE RATIO	94.86%		93.65%		95.65%	93.44%
DAYS TO SELL	93		46	100.94%	82	80
INVENTORY	102	2.91	150	-32.00%		



IMPORTANT STATS

	Residential	Condo
Total active listings	<u>878</u>	<u>424</u>
Compared to same time last year	<u>1139</u>	<u>575</u>
Average List Price YTD	<u>\$571,545</u>	<u>\$289,901</u>
Average Days on Market YTD	<u>50</u>	<u>51</u>
Compared to same time last year	<u>63</u>	<u>85</u>
List vs. Sale Ratio YTD	<u>60.26%</u>	<u>66.97%</u>
List Price vs. Sale Price Ratio YTD	<u>97.89%</u>	<u>97.07%</u>
Compared to same time last year	<u>97.42%</u>	<u>96.73%</u>
Number of sales YTD	<u>966</u>	<u>446</u>
Average Sale Price YTD	<u>\$559,485</u>	<u>\$281,407</u>
Compared to same time last year	<u>\$492,738</u>	<u>\$253,545</u>
Overall Depreciation - Appreciation	<u>13.55%</u>	<u>10.99%</u>