

1Q18 & 2Q18 Statistics

Year to Date Stats Jan to Jun

New listing inventory has remained steady from 2017 to 2018

Dramatic drop in Median CDOM at the \$550 - \$1M+ market as our price point continues to shift

Since 2016 we have seen a steady decrease in homes sold below \$500K and an increase in homes sold above \$500k

Our median sales price has increased by more than 8% from 2017 to 2018

NEW LISTINGS BY PRICE RANGE

\$500K & Below
2018 - 23,066
2017 - 24,523
2016 - 24,771

\$500k - \$750K
2018 - 7,110
2017 - 5,797
2016 - 4,822

\$750K - \$1M
2018 - 2,788
2017 - 2,337
2016 - 2,055

\$1M & Above
2018 - 1,661
2017 - 1,441
2015 - 1,330

QUANTITY OF SOLD HOMES BY PRICE

\$500K & Below
2018 - 18,148
2017 - 20,424
2016 - 20,244

\$500K - \$750K
2018 - 4,989
2017 - 3,975
2016 - 3,055

\$750K - \$1M
2018 - 1,803
2017 - 1,438
2016 - 1,095

\$1M & Above
2018 - 915
2017 - 729
2016 - 550

MEDIAN CDOM FOR LISTINGS SOLD BY PRICE

\$500K & Below
2018 - 5
2017 - 5
2016 - 5

\$500K - \$750K
2018 - 11
2017 - 14
2016 - 19

\$750K & Above
2018 - 11
2017 - 22
2016 - 24

\$1M & Above
2018 - 26
2017 - 34
2018 - 40

MEDIAN SOLD PRICE

2018
\$409,900

2017
\$375,000

2016
\$345,000

NEW LISTINGS

2018
34,625

2017
34,098

2016
32,978

SOLD HOMES

2018
25,855

2017
26,566

2016
24,944