

# San Antonio Area Zip Code Statistics

January 2019





# INDEPENDENCE TITLE MLS STATISTICS

How to Use

#### **OVERVIEW**

Our statistics are based solely on MLS data and therefore will not include all possible sales in the greater San Antonio area. For example, for-sale-by-owner properties and homes sold by licensed brokers but not listed in the MLS (often called "pocket listings") would not be included in these figures. Not all sales are updated as "sold" in the MLS immediately after the sale, meaning some sales will be missing from the statistics until they're updated the following month. Access to these statistics is restricted to licensed real estate agents only.

# Median vs. Average

- These statistics contain figures for both median and average, which are both useful for different purposes. The average simply means all the numbers are added together and divided by the total number. The median, on the other hand, is simply the middle number of a list of values.
- In an odd-numbered list, the median is the middle number. In an even-numbered list, the median is the average of the two middle numbers.

Example: 1,3,6,7,9 6 is the median. (The average is 5.2) Example: 1,3,4,6,8,9 The median is the average of 4 and 6, 4+6 / 2 = 5. (The average is 5.17)

• The median statistics can smooth out some of the large swings in trends often seen with averages. For example, if a few very expensive homes are sold in an otherwise middle-price-range neighborhood, the average price could go up quite a bit that month. But the median price probably won't move much at all because it's not affected by the larger numbers. This is especially true for smaller data sets where the ups and downs affect average pricing even more.

#### Sample Size

The larger the data set, the more accurate and useful the statistics become. Be careful when drawing conclusions from statistics based on a small number of sales, as they may not give an accurate picture of the true home value in an area.

#### **Zip Code Statistics**

Zip codes are created by the U.S. Postal Service for efficient mail routes, which may not correlate at all to home value or neighborhood characteristics. The best zip code statistics are found in zip codes with more consistent property types and values.

#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	29	33	-12.1%	29	33	-12.1%
Condo/TH Sales		2			2	
Total Sales	29	35	-17.1%	29	35	-17.1%
Sales Volume	\$11,831,787	\$17,367,119	-31.9%	\$11,831,787	\$17,367,119	-31.9%

Average		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$418,280	\$512,933	-18.5%	\$418,280	\$512,933	-18.5%	
List Price/SqFt	\$157	\$167	-5.9%	\$157	\$167	-5.9%	
Sold Price	\$407,993	\$496,203	-17.8%	\$407,993	\$496,203	-17.8%	
Sold Price/SqFt	\$153	\$162	-5.0%	\$153	\$162	-5.0%	
Sold Price / List Price	97.8%	96.8%	+1.0%	97.8%	96.8%	+1.0%	
DOM	91	107	-15.1%	91	107	-15.1%	

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$388,340	\$410,000	-5.3%	\$388,340	\$410,000	-5.3%
List Price/SqFt	\$147	\$153	-4.3%	\$147	\$153	-4.3%
Sold Price	\$388,340	\$401,000	-3.2%	\$388,340	\$401,000	-3.2%
Sold Price/SqFt	\$141	\$152	-7.7%	\$141	\$152	-7.7%
Sold Price / List Price	97.7%	97.3%	+0.5%	97.7%	97.3%	+0.5%
DOM	80	67	+19.4%	80	67	+19.4%



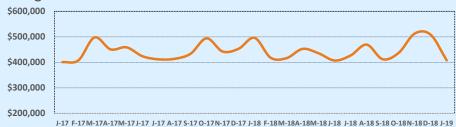
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# January 2019

			•		
Price Range	This N	Month	Year-t	o-Date	
File Nalige	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999					
\$200,000- \$249,999	3	80	3	80	
\$250,000- \$299,999	3	65	3	65	
\$300,000- \$349,999	7	85	7	85	
\$350,000- \$399,999	3	113	3	113	
\$400,000- \$449,999	3	217	3	217	
\$450,000- \$499,999	3	80	3	80	
\$500,000- \$549,999	3	66	3	66	
\$550,000- \$599,999	2	68	2	68	
\$600,000- \$699,999	1	27	1	27	
\$700,000- \$799,999					
\$800,000- \$899,999	1	17	1	17	
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	29	91	29	91	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	39	31	+25.8%	39	31	+25.8%
Condo/TH Sales						
Total Sales	39	31	+25.8%	39	31	+25.8%
Sales Volume	\$29,729,990	\$11,529,927	+157.9%	\$29,729,990	\$11,529,927	+157.9%

Avorago		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$856,140	\$386,579	+121.5%	\$856,140	\$386,579	+121.5%	
List Price/SqFt	\$218	\$130	+68.0%	\$218	\$130	+68.0%	
Sold Price	\$762,307	\$371,933	+105.0%	\$762,307	\$371,933	+105.0%	
Sold Price/SqFt	\$198	\$125	+58.8%	\$198	\$125	+58.8%	
Sold Price / List Price	94.8%	96.2%	-1.5%	94.8%	96.2%	-1.5%	
DOM	149	119	+25.7%	149	119	+25.7%	

Median	This Month			Year-to-Date		
ivieulan	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$419,990	\$390,785	+7.5%	\$419,990	\$390,785	+7.5%
List Price/SqFt	\$161	\$133	+21.2%	\$161	\$133	+21.2%
Sold Price	\$410,000	\$369,900	+10.8%	\$410,000	\$369,900	+10.8%
Sold Price/SqFt	\$149	\$131	+14.1%	\$149	\$131	+14.1%
Sold Price / List Price	96.8%	96.7%	+0.1%	96.8%	96.7%	+0.1%
DOM	126	113	+11.5%	126	113	+11.5%



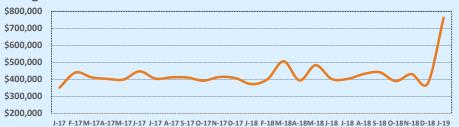
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Price Range	This N	<b>Month</b>	Year-t	o-Date	
Price Railge	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999					
\$200,000- \$249,999	1	20	1	20	
\$250,000- \$299,999	3	154	3	154	
\$300,000- \$349,999	5	83	5	83	
\$350,000- \$399,999	7	165	7	165	
\$400,000- \$449,999	7	179	7	179	
\$450,000- \$499,999	3	175	3	175	
\$500,000- \$549,999					
\$550,000- \$599,999	1	30	1	30	
\$600,000- \$699,999	4	72	4	72	
\$700,000- \$799,999	1	46	1	46	
\$800,000- \$899,999					
\$900,000- \$999,999	3	125	3	125	
\$1M - \$1.99M	1	143	1	143	
\$2M - \$2.99M					
\$3M+	3	372	3	372	
Totals	39	149	39	149	
\$900,000- \$999,999 \$1M - \$1.99M \$2M - \$2.99M \$3M+	3 1  3	125 143  372	3 1  3	125 143  372	

#### **Average Sales Price - Last Two Years**





# 78023 Residential Statistics

Lietings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	18	24	-25.0%	18	24	-25.0%
Condo/TH Sales						
Total Sales	18	24	-25.0%	18	24	-25.0%
Sales Volume	\$5,744,925	\$7,130,615	-19.4%	\$5,744,925	\$7,130,615	-19.4%

Average		This Month		Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$329,905	\$305,297	+8.1%	\$329,905	\$305,297	+8.1%
List Price/SqFt	\$130	\$120	+8.4%	\$130	\$120	+8.4%
Sold Price	\$319,163	\$297,109	+7.4%	\$319,163	\$297,109	+7.4%
Sold Price/SqFt	\$126	\$117	+7.6%	\$126	\$117	+7.6%
Sold Price / List Price	97.1%	97.8%	-0.7%	97.1%	97.8%	-0.7%
DOM	94	75	+25.6%	94	75	+25.6%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$302,500	\$262,000	+15.5%	\$302,500	\$262,000	+15.5%
List Price/SqFt	\$121	\$117	+3.1%	\$121	\$117	+3.1%
Sold Price	\$293,250	\$255,000	+15.0%	\$293,250	\$255,000	+15.0%
Sold Price/SqFt	\$119	\$113	+4.8%	\$119	\$113	+4.8%
Sold Price / List Price	97.7%	98.2%	-0.5%	97.7%	98.2%	-0.5%
DOM	83	63	+31.7%	83	63	+31.7%



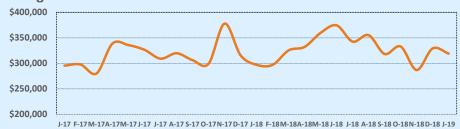
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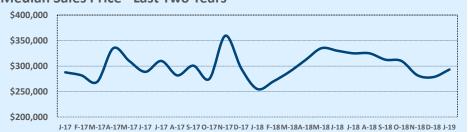


# January 2019

•	This B	A a math	Year-to-Date		
Price Range	Inisi	Month	Year-t	o-Date	
Trice Range	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999					
\$200,000- \$249,999	7	54	7	54	
\$250,000- \$299,999	2	141	2	141	
\$300,000- \$349,999	5	102	5	102	
\$350,000- \$399,999	2	83	2	83	
\$400,000- \$449,999	1	170	1	170	
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999	1	194	1	194	
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	18	94	18	94	

# Average Sales Price - Last Two Years





#### **Residential Statistics**

Listings		This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change	
Single Family Sales	28	15	+86.7%	28	15	+86.7%	
Condo/TH Sales							
Total Sales	28	15	+86.7%	28	15	+86.7%	
Sales Volume	\$10,558,139	\$4,643,200	+127.4%	\$10,558,139	\$4,643,200	+127.4%	

Average		This Month	_	Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$385,054	\$314,673	+22.4%	\$385,054	\$314,673	+22.4%
List Price/SqFt	\$155	\$145	+7.4%	\$155	\$145	+7.4%
Sold Price	\$377,076	\$309,547	+21.8%	\$377,076	\$309,547	+21.8%
Sold Price/SqFt	\$152	\$142	+7.2%	\$152	\$142	+7.2%
Sold Price / List Price	97.7%	98.3%	-0.6%	97.7%	98.3%	-0.6%
DOM	85	91	-5.9%	85	91	-5.9%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$374,950	\$304,000	+23.3%	\$374,950	\$304,000	+23.3%
List Price/SqFt	\$167	\$141	+18.1%	\$167	\$141	+18.1%
Sold Price	\$375,000	\$304,000	+23.4%	\$375,000	\$304,000	+23.4%
Sold Price/SqFt	\$165	\$141	+16.8%	\$165	\$141	+16.8%
Sold Price / List Price	99.4%	98.7%	+0.7%	99.4%	98.7%	+0.7%
DOM	65	54	+19.4%	65	54	+19.4%

# Number of Sales - Last Two Years



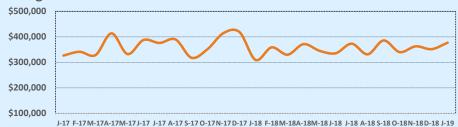
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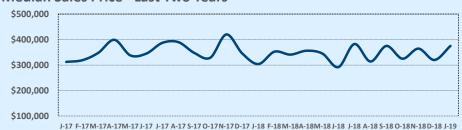


# January 2019

Price Range	This N	<b>Month</b>	Year-to-Date		
File Range	Sales	DOM	Sales	DOM	
\$149,999 or under	6	76	6	76	
\$150,000- \$199,999	2	36	2	36	
\$200,000- \$249,999	3	83	3	83	
\$250,000- \$299,999	1	16	1	16	
\$300,000- \$349,999	1	25	1	25	
\$350,000- \$399,999	4	60	4	60	
\$400,000- \$449,999	1	129	1	129	
\$450,000- \$499,999	2	60	2	60	
\$500,000- \$549,999					
\$550,000- \$599,999	4	111	4	111	
\$600,000- \$699,999	2	148	2	148	
\$700,000- \$799,999	1	286	1	286	
\$800,000- \$899,999	1	59	1	59	
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	28	85	28	85	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019		Change	2019	2018	Change
Single Family Sales	54	50	+8.0%	54	50	+8.0%
Condo/TH Sales						
Total Sales	54	50	+8.0%	54	50	+8.0%
Sales Volume	\$14,123,819	\$11,514,620	+22.7%	\$14,123,819	\$11,514,620	+22.7%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$269,407	\$232,960	+15.6%	\$269,407	\$232,960	+15.6%
List Price/SqFt	\$112	\$104	+7.1%	\$112	\$104	+7.1%
Sold Price	\$261,552	\$230,292	+13.6%	\$261,552	\$230,292	+13.6%
Sold Price/SqFt	\$109	\$103	+5.2%	\$109	\$103	+5.2%
Sold Price / List Price	97.1%	99.0%	-1.9%	97.1%	99.0%	-1.9%
DOM	80	88	-8.9%	80	88	-8.9%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$260,863	\$219,900	+18.6%	\$260,863	\$219,900	+18.6%
List Price/SqFt	\$114	\$106	+7.1%	\$114	\$106	+7.1%
Sold Price	\$254,684	\$219,000	+16.3%	\$254,684	\$219,000	+16.3%
Sold Price/SqFt	\$111	\$105	+5.2%	\$111	\$105	+5.2%
Sold Price / List Price	98.0%	99.4%	-1.4%	98.0%	99.4%	-1.4%
DOM	71	64	+10.9%	71	64	+10.9%



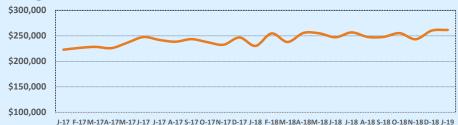
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This N	/lonth	Year-to	o-Date
Sales	DOM	Sales	DOM
2	108	2	108
12	50	12	50
12	57	12	57
15	93	15	93
6	127	6	127
4	139	4	139
2	51	2	51
1	1	1	1
54	80	54	80
	Sales  2 12 12 15 6 4 2 1	2 108 12 50 12 57 15 93 6 127 4 139 2 51 1 1 1	Sales         DOM         Sales           2         108         2           12         50         12           12         57         12           15         93         15           6         127         6           4         139         4           2         51         2           1         1         1

# **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	62	36	+72.2%	62	36	+72.2%
Condo/TH Sales						
Total Sales	62	36	+72.2%	62	36	+72.2%
Sales Volume	\$12,415,851	\$6,462,509	+92.1%	\$12,415,851	\$6,462,509	+92.1%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$202,108	\$182,891	+10.5%	\$202,108	\$182,891	+10.5%
List Price/SqFt	\$101	\$98	+2.9%	\$101	\$98	+2.9%
Sold Price	\$200,256	\$179,514	+11.6%	\$200,256	\$179,514	+11.6%
Sold Price/SqFt	\$100	\$96	+3.5%	\$100	\$96	+3.5%
Sold Price / List Price	98.9%	98.5%	+0.5%	98.9%	98.5%	+0.5%
DOM	53	55	-2.1%	53	55	-2.1%

Median	This Month			Year-to-Date		
ivieulan	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$184,500	\$177,250	+4.1%	\$184,500	\$177,250	+4.1%
List Price/SqFt	\$98	\$97	+1.0%	\$98	\$97	+1.0%
Sold Price	\$180,500	\$172,700	+4.5%	\$180,500	\$172,700	+4.5%
Sold Price/SqFt	\$97	\$94	+4.1%	\$97	\$94	+4.1%
Sold Price / List Price	100.0%	99.4%	+0.6%	100.0%	99.4%	+0.6%
DOM	33	39	-15.4%	33	39	-15.4%



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Price Range	This N	<b>Month</b>	Year-t	o-Date
Price Natige	Sales	DOM	Sales	DOM
\$149,999 or under	9	28	9	28
\$150,000- \$199,999	30	40	30	40
\$200,000- \$249,999	15	88	15	88
\$250,000- \$299,999	5	49	5	49
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999	1	81	1	81
\$450,000- \$499,999	2	102	2	102
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	62	53	62	53

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	8	8		8	8	
Condo/TH Sales						
Total Sales	8	8		8	8	
Sales Volume	\$2,645,900	\$2,351,900	+12.5%	\$2,645,900	\$2,351,900	+12.5%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$340,988	\$304,125	+12.1%	\$340,988	\$304,125	+12.1%
List Price/SqFt	\$154	\$126	+22.8%	\$154	\$126	+22.8%
Sold Price	\$330,738	\$293,988	+12.5%	\$330,738	\$293,988	+12.5%
Sold Price/SqFt	\$149	\$122	+22.6%	\$149	\$122	+22.6%
Sold Price / List Price	96.8%	96.9%	-0.2%	96.8%	96.9%	-0.2%
DOM	70	74	-6.1%	70	74	-6.1%

Median	This Month			Year-to-Date		
iviedian	Jan 2019		Change	2019	2018	Change
List Price	\$352,000	\$291,700	+20.7%	\$352,000	\$291,700	+20.7%
List Price/SqFt	\$151	\$136	+11.5%	\$151	\$136	+11.5%
Sold Price	\$347,500	\$287,500	+20.9%	\$347,500	\$287,500	+20.9%
Sold Price/SqFt	\$145	\$132	+9.6%	\$145	\$132	+9.6%
Sold Price / List Price	96.4%	96.4%	-0.0%	96.4%	96.4%	-0.0%
DOM	39	62	-37.9%	39	62	-37.9%

# Number of Sales - Last Two Years



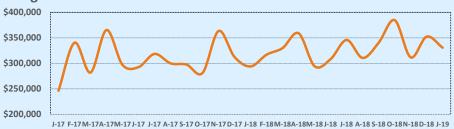
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Price Range	This N	Month	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999	1	15	1	15
\$200,000- \$249,999				
\$250,000- \$299,999	1	34	1	34
\$300,000- \$349,999	2	40	2	40
\$350,000- \$399,999	3	88	3	88
\$400,000- \$449,999	1	164	1	164
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	8	70	8	70

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	2	1	+100.0%	2	1	+100.0%
Condo/TH Sales						
Total Sales	2	1	+100.0%	2	1	+100.0%
Sales Volume	\$337,500	\$96,000	+251.6%	\$337,500	\$96,000	+251.6%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$192,450	\$96,000	+100.5%	\$192,450	\$96,000	+100.5%
List Price/SqFt	\$111	\$71	+57.0%	\$111	\$71	+57.0%
Sold Price	\$168,750	\$96,000	+75.8%	\$168,750	\$96,000	+75.8%
Sold Price/SqFt	\$91	\$71	+28.8%	\$91	\$71	+28.8%
Sold Price / List Price	82.8%	100.0%	-17.2%	82.8%	100.0%	-17.2%
DOM	78	36	+116.7%	78	36	+116.7%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$192,450	\$96,000	+100.5%	\$192,450	\$96,000	+100.5%
List Price/SqFt	\$111	\$71	+57.0%	\$111	\$71	+57.0%
Sold Price	\$168,750	\$96,000	+75.8%	\$168,750	\$96,000	+75.8%
Sold Price/SqFt	\$91	\$71	+28.8%	\$91	\$71	+28.8%
Sold Price / List Price	82.8%	100.0%	-17.2%	82.8%	100.0%	-17.2%
DOM	78	36	+116.7%	78	36	+116.7%

#### **Number of Sales - Last Two Years**



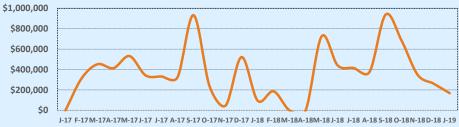
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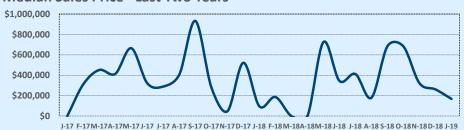


# January 2019

•	This Month		Year-to-Date		
Price Range	This N	Vionth	Year-to	o-Date	
Price Range	Sales	DOM	Sales	DOM	
\$149,999 or under	1	63	1	63	
\$150,000- \$199,999					
\$200,000- \$249,999					
\$250,000- \$299,999	1	93	1	93	
\$300,000- \$349,999					
\$350,000- \$399,999					
\$400,000- \$449,999					
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	2	78	2	78	

# **Average Sales Price - Last Two Years**





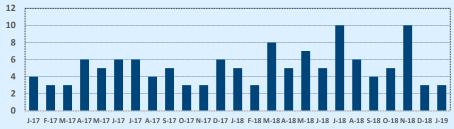
#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	3	5	-40.0%	3	5	-40.0%
Condo/TH Sales						
Total Sales	3	5	-40.0%	3	5	-40.0%
Sales Volume	\$687,480	\$1,716,230	-59.9%	\$687,480	\$1,716,230	-59.9%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$233,293	\$345,728	-32.5%	\$233,293	\$345,728	-32.5%
List Price/SqFt	\$114	\$123	-7.8%	\$114	\$123	-7.8%
Sold Price	\$229,160	\$343,246	-33.2%	\$229,160	\$343,246	-33.2%
Sold Price/SqFt	\$110	\$122	-10.0%	\$110	\$122	-10.0%
Sold Price / List Price	95.6%	99.0%	-3.4%	95.6%	99.0%	-3.4%
DOM	182	126	+43.7%	182	126	+43.7%

Median	This Month			Year-to-Date		
Median	Jan 2019		Change	2019	2018	Change
List Price	\$289,990	\$365,000	-20.6%	\$289,990	\$365,000	-20.6%
List Price/SqFt	\$121	\$121	-0.1%	\$121	\$121	-0.1%
Sold Price	\$289,990	\$353,000	-17.8%	\$289,990	\$353,000	-17.8%
Sold Price/SqFt	\$121	\$121	-0.1%	\$121	\$121	-0.1%
Sold Price / List Price	100.0%	100.0%	+0.0%	100.0%	100.0%	
DOM	209	92	+127.2%	209	92	+127.2%

# Number of Sales - Last Two Years



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# January 2019

				-
Price Range	This N	Month	Year-t	o-Date
Price Natige	Sales	DOM	Sales	DOM
\$149,999 or under	1	126	1	126
\$150,000- \$199,999				
\$200,000- \$249,999				
\$250,000- \$299,999	1	209	1	209
\$300,000- \$349,999	1	210	1	210
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	3	182	3	182

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	78	74	+5.4%	78	74	+5.4%
Condo/TH Sales	1	5	-80.0%	1	5	-80.0%
Total Sales	79	79		79	79	
Sales Volume	\$20,431,641	\$19,250,030	+6.1%	\$20,431,641	\$19,250,030	+6.1%

Avorago		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$265,107	\$250,702	+5.7%	\$265,107	\$250,702	+5.7%	
List Price/SqFt	\$133	\$136	-2.4%	\$133	\$136	-2.4%	
Sold Price	\$258,628	\$243,671	+6.1%	\$258,628	\$243,671	+6.1%	
Sold Price/SqFt	\$130	\$132	-2.0%	\$130	\$132	-2.0%	
Sold Price / List Price	97.6%	97.4%	+0.2%	97.6%	97.4%	+0.2%	
DOM	75	84	-10.5%	75	84	-10.5%	

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$245,000	\$235,990	+3.8%	\$245,000	\$235,990	+3.8%
List Price/SqFt	\$128	\$133	-3.9%	\$128	\$133	-3.9%
Sold Price	\$239,715	\$230,000	+4.2%	\$239,715	\$230,000	+4.2%
Sold Price/SqFt	\$125	\$130	-3.8%	\$125	\$130	-3.8%
Sold Price / List Price	98.4%	98.0%	+0.3%	98.4%	98.0%	+0.3%
DOM	60	66	-9.1%	60	66	-9.1%



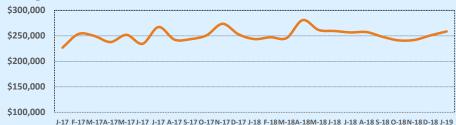
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# January 2019

Dries Dance	This N	<b>Month</b>	Year-t	o-Date	
Price Range	Sales	DOM	Sales	DOM	
\$149,999 or under	2	8	2	8	
\$150,000- \$199,999	11	62	11	62	
\$200,000- \$249,999	31	81	31	81	
\$250,000- \$299,999	20	92	20	92	
\$300,000- \$349,999	7	86	7	86	
\$350,000- \$399,999	4	11	4	11	
\$400,000- \$449,999					
\$450,000- \$499,999	2	44	2	44	
\$500,000- \$549,999	1	93	1	93	
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999	1	28	1	28	
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	79	75	79	75	

# **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	35	41	-14.6%	35	41	-14.6%
Condo/TH Sales						
Total Sales	35	41	-14.6%	35	41	-14.6%
Sales Volume	\$14,917,541	\$17,118,584	-12.9%	\$14,917,541	\$17,118,584	-12.9%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$438,601	\$431,378	+1.7%	\$438,601	\$431,378	+1.7%
List Price/SqFt	\$155	\$156	-0.1%	\$155	\$156	-0.1%
Sold Price	\$426,215	\$417,526	+2.1%	\$426,215	\$417,526	+2.1%
Sold Price/SqFt	\$151	\$151	-0.1%	\$151	\$151	-0.1%
Sold Price / List Price	97.3%	97.4%	-0.1%	97.3%	97.4%	-0.1%
DOM	92	119	-22.6%	92	119	-22.6%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$407,500	\$439,900	-7.4%	\$407,500	\$439,900	-7.4%
List Price/SqFt	\$157	\$152	+3.2%	\$157	\$152	+3.2%
Sold Price	\$405,000	\$430,000	-5.8%	\$405,000	\$430,000	-5.8%
Sold Price/SqFt	\$152	\$150	+1.2%	\$152	\$150	+1.2%
Sold Price / List Price	98.3%	97.9%	+0.4%	98.3%	97.9%	+0.4%
DOM	67	76	-11.8%	67	76	-11.8%



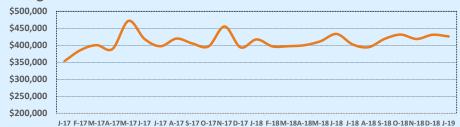
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# January 2019

V				•
Price Range	This N	Month	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under	1	99	1	99
\$150,000- \$199,999				
\$200,000- \$249,999	3	100	3	100
\$250,000- \$299,999	2	24	2	24
\$300,000- \$349,999	4	121	4	121
\$350,000- \$399,999	7	74	7	74
\$400,000- \$449,999	3	185	3	185
\$450,000- \$499,999	7	88	7	88
\$500,000- \$549,999	2	39	2	39
\$550,000- \$599,999				
\$600,000- \$699,999	4	53	4	53
\$700,000- \$799,999	2	152	2	152
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	35	92	35	92

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings		This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change	
Single Family Sales	20	15	+33.3%	20	15	+33.3%	
Condo/TH Sales	2	1	+100.0%	2	1	+100.0%	
Total Sales	22	16	+37.5%	22	16	+37.5%	
Sales Volume	\$5,931,795	\$5,177,655	+14.6%	\$5,931,795	\$5,177,655	+14.6%	

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$279,300	\$333,375	-16.2%	\$279,300	\$333,375	-16.2%
List Price/SqFt	\$133	\$156	-15.0%	\$133	\$156	-15.0%
Sold Price	\$269,627	\$323,603	-16.7%	\$269,627	\$323,603	-16.7%
Sold Price/SqFt	\$128	\$152	-15.8%	\$128	\$152	-15.8%
Sold Price / List Price	96.1%	97.3%	-1.1%	96.1%	97.3%	-1.1%
DOM	129	67	+91.3%	129	67	+91.3%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$201,400	\$279,900	-28.0%	\$201,400	\$279,900	-28.0%
List Price/SqFt	\$135	\$143	-5.4%	\$135	\$143	-5.4%
Sold Price	\$200,650	\$273,700	-26.7%	\$200,650	\$273,700	-26.7%
Sold Price/SqFt	\$127	\$137	-7.1%	\$127	\$137	-7.1%
Sold Price / List Price	97.7%	97.0%	+0.7%	97.7%	97.0%	+0.7%
DOM	125	64	+96.1%	125	64	+96.1%

# Number of Sales - Last Two Years



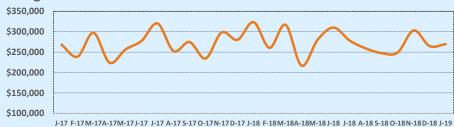
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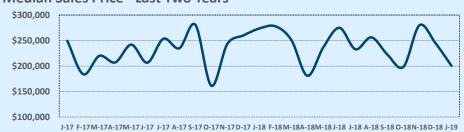


# January 2019

			Versite Date		
Price Range	This N	/lonth	Year-to	o-Date	
File halige	Sales	DOM	Sales	DOM	
\$149,999 or under	8	63	8	63	
\$150,000- \$199,999	3	200	3	200	
\$200,000- \$249,999	2	122	2	122	
\$250,000- \$299,999	3	187	3	187	
\$300,000- \$349,999	1	233	1	233	
\$350,000- \$399,999					
\$400,000- \$449,999	1	159	1	159	
\$450,000- \$499,999	1	132	1	132	
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999	2	112	2	112	
\$700,000- \$799,999					
\$800,000- \$899,999	1	179	1	179	
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	22	129	22	129	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	16	15	+6.7%	16	15	+6.7%
Condo/TH Sales						
Total Sales	16	15	+6.7%	16	15	+6.7%
Sales Volume	\$2,649,247	\$3,070,810	-13.7%	\$2,649,247	\$3,070,810	-13.7%

Avorago	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$175,724	\$207,553	-15.3%	\$175,724	\$207,553	-15.3%
List Price/SqFt	\$113	\$103	+9.3%	\$113	\$103	+9.3%
Sold Price	\$165,578	\$204,721	-19.1%	\$165,578	\$204,721	-19.1%
Sold Price/SqFt	\$106	\$102	+3.6%	\$106	\$102	+3.6%
Sold Price / List Price	93.6%	99.1%	-5.5%	93.6%	99.1%	-5.5%
DOM	66	58	+13.4%	66	58	+13.4%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$157,000	\$180,000	-12.8%	\$157,000	\$180,000	-12.8%
List Price/SqFt	\$118	\$107	+10.5%	\$118	\$107	+10.5%
Sold Price	\$154,500	\$180,000	-14.2%	\$154,500	\$180,000	-14.2%
Sold Price/SqFt	\$105	\$104	+1.0%	\$105	\$104	+1.0%
Sold Price / List Price	95.8%	99.2%	-3.5%	95.8%	99.2%	-3.5%
DOM	53	49	+7.1%	53	49	+7.1%

# Number of Sales - Last Two Years 40 20 10 10 17 F-17 M-17 J-17 J-17 J-17 S-17 O-17 N-17 D-17 J-18 F-18 M-18 J-18 J-18 A-18 S-18 O-18 N-18 D-18 J-19

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# January 2019

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Price Range	This N	Month	Year-t	o-Date	
File Nalige	Sales	DOM	Sales	DOM	
\$149,999 or under	8	64	8	64	
\$150,000- \$199,999	4	71	4	71	
\$200,000- \$249,999	2	59	2	59	
\$250,000- \$299,999	1	108	1	108	
\$300,000- \$349,999	1	33	1	33	
\$350,000- \$399,999					
\$400,000- \$449,999					
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	16	66	16	66	

# **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Lictings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	34	41	-17.1%	34	41	-17.1%
Condo/TH Sales						
Total Sales	34	41	-17.1%	34	41	-17.1%
Sales Volume	\$8,473,096	\$9,490,888	-10.7%	\$8,473,096	\$9,490,888	-10.7%

Averege	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$261,290	\$234,968	+11.2%	\$261,290	\$234,968	+11.2%
List Price/SqFt	\$125	\$109	+15.5%	\$125	\$109	+15.5%
Sold Price	\$249,209	\$231,485	+7.7%	\$249,209	\$231,485	+7.7%
Sold Price/SqFt	\$116	\$107	+8.5%	\$116	\$107	+8.5%
Sold Price / List Price	96.8%	98.5%	-1.7%	96.8%	98.5%	-1.7%
DOM	64	57	+11.6%	64	57	+11.6%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$229,750	\$223,200	+2.9%	\$229,750	\$223,200	+2.9%
List Price/SqFt	\$111	\$108	+2.4%	\$111	\$108	+2.4%
Sold Price	\$226,250	\$219,900	+2.9%	\$226,250	\$219,900	+2.9%
Sold Price/SqFt	\$110	\$105	+4.7%	\$110	\$105	+4.7%
Sold Price / List Price	98.6%	99.7%	-1.1%	98.6%	99.7%	-1.1%
DOM	46	43	+7.0%	46	43	+7.0%

#### **Number of Sales - Last Two Years**



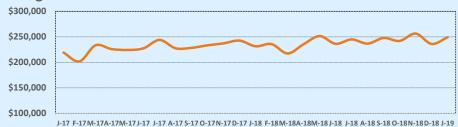
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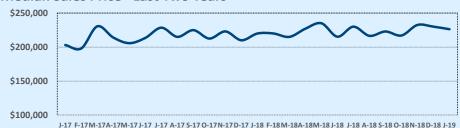


# January 2019

r I				•
Price Range	This N	Month	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under	1	19	1	19
\$150,000- \$199,999	5	83	5	83
\$200,000- \$249,999	14	38	14	38
\$250,000- \$299,999	7	120	7	120
\$300,000- \$349,999	4	35	4	35
\$350,000- \$399,999	2	60	2	60
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999	1	96	1	96
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	34	64	34	64

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Listings Jan 2019		Change	2019	2018	Change
Single Family Sales	27	21	+28.6%	27	21	+28.6%
Condo/TH Sales	1	1		1	1	
Total Sales	28	22	+27.3%	28	22	+27.3%
Sales Volume	\$6,844,275	\$4,537,975	+50.8%	\$6,844,275	\$4,537,975	+50.8%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$248,607	\$213,782	+16.3%	\$248,607	\$213,782	+16.3%
List Price/SqFt	\$127	\$98	+30.4%	\$127	\$98	+30.4%
Sold Price	\$244,438	\$206,272	+18.5%	\$244,438	\$206,272	+18.5%
Sold Price/SqFt	\$125	\$94	+33.5%	\$125	\$94	+33.5%
Sold Price / List Price	98.0%	93.5%	+4.8%	98.0%	93.5%	+4.8%
DOM	69	93	-25.3%	69	93	-25.3%

Median		This Month		Y	'ear-to-Date	
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$264,900	\$191,450	+38.4%	\$264,900	\$191,450	+38.4%
List Price/SqFt	\$125	\$100	+25.3%	\$125	\$100	+25.3%
Sold Price	\$256,450	\$186,305	+37.7%	\$256,450	\$186,305	+37.7%
Sold Price/SqFt	\$121	\$98	+24.4%	\$121	\$98	+24.4%
Sold Price / List Price	97.6%	96.4%	+1.2%	97.6%	96.4%	+1.2%
DOM	67	78	-14.7%	67	78	-14.7%

# Number of Sales - Last Two Years 80 40 20

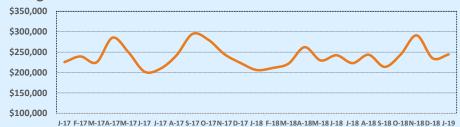
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# January 2019

			Year-to-Date		
Price Range	This N	Month	Year-to	o-Date	
Frice Nange	Sales	DOM	Sales	DOM	
\$149,999 or under	5	48	5	48	
\$150,000- \$199,999	6	49	6	49	
\$200,000- \$249,999	2	139	2	139	
\$250,000- \$299,999	5	56	5	56	
\$300,000- \$349,999	6	86	6	86	
\$350,000- \$399,999	2	98	2	98	
\$400,000- \$449,999	2	69	2	69	
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	28	69	28	69	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	12	12		12	12	
Condo/TH Sales						
Total Sales	12	12		12	12	
Sales Volume	\$3,641,897	\$4,498,227	-19.0%	\$3,641,897	\$4,498,227	-19.0%

Average		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$310,933	\$376,285	-17.4%	\$310,933	\$376,285	-17.4%	
List Price/SqFt	\$134	\$152	-11.7%	\$134	\$152	-11.7%	
Sold Price	\$303,491	\$374,852	-19.0%	\$303,491	\$374,852	-19.0%	
Sold Price/SqFt	\$132	\$151	-12.6%	\$132	\$151	-12.6%	
Sold Price / List Price	97.8%	98.8%	-1.0%	97.8%	98.8%	-1.0%	
DOM	104	59	+76.7%	104	59	+76.7%	

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$302,500	\$289,450	+4.5%	\$302,500	\$289,450	+4.5%
List Price/SqFt	\$135	\$146	-7.8%	\$135	\$146	-7.8%
Sold Price	\$301,000	\$279,200	+7.8%	\$301,000	\$279,200	+7.8%
Sold Price/SqFt	\$133	\$141	-5.9%	\$133	\$141	-5.9%
Sold Price / List Price	99.1%	99.4%	-0.3%	99.1%	99.4%	-0.3%
DOM	95	63	+50.8%	95	63	+50.8%



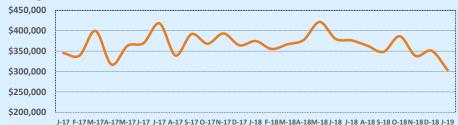
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# January 2019

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Dries Dange	This N	<b>Month</b>	Year-t	o-Date
Price Range	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999				
\$200,000- \$249,999	1	88	1	88
\$250,000- \$299,999	5	120	5	120
\$300,000- \$349,999	5	65	5	65
\$350,000- \$399,999				
\$400,000- \$449,999	1	241	1	241
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	12	104	12	104

# **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019		Change	2019	2018	Change
Single Family Sales	5	4	+25.0%	5	4	+25.0%
Condo/TH Sales	1	5	-80.0%	1	5	-80.0%
Total Sales	6	9	-33.3%	6	9	-33.3%
Sales Volume	\$571,500	\$2,716,400	-79.0%	\$571,500	\$2,716,400	-79.0%

Average		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$105,621	\$310,978	-66.0%	\$105,621	\$310,978	-66.0%	
List Price/SqFt	\$119	\$208	-42.6%	\$119	\$208	-42.6%	
Sold Price	\$95,250	\$301,822	-68.4%	\$95,250	\$301,822	-68.4%	
Sold Price/SqFt	\$108	\$202	-46.5%	\$108	\$202	-46.5%	
Sold Price / List Price	92.8%	97.1%	-4.5%	92.8%	97.1%	-4.5%	
DOM	35	102	-65.4%	35	102	-65.4%	

Median		This Month		Y	'ear-to-Date	
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$99,363	\$285,000	-65.1%	\$99,363	\$285,000	-65.1%
List Price/SqFt	\$97	\$225	-57.2%	\$97	\$225	-57.2%
Sold Price	\$79,250	\$270,000	-70.6%	\$79,250	\$270,000	-70.6%
Sold Price/SqFt	\$79	\$215	-63.2%	\$79	\$215	-63.2%
Sold Price / List Price	91.8%	98.0%	-6.3%	91.8%	98.0%	-6.3%
DOM	32	88	-63.6%	32	88	-63.6%



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# January 2019

				-
Price Range	This N	<b>Month</b>	Year-to	o-Date
Frice Nange	Sales	DOM	Sales	DOM
\$149,999 or under	5	36	5	36
\$150,000- \$199,999				
\$200,000- \$249,999	1	34	1	34
\$250,000- \$299,999				
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	6	35	6	35

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales						
Condo/TH Sales	1			1		
Total Sales	1			1		
Sales Volume	\$290,000			\$290,000		

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$315,000			\$315,000	\$0	
List Price/SqFt	\$263			\$263	\$0	
Sold Price	\$290,000			\$290,000	\$0	
Sold Price/SqFt	\$242			\$242	\$0	
Sold Price / List Price	92.1%	0.0%		92.1%	0.0%	
DOM	161			161		

Median		This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$315,000			\$315,000	\$0		
List Price/SqFt	\$263			\$263	\$0		
Sold Price	\$290,000			\$290,000	\$0		
Sold Price/SqFt	\$242			\$242	\$0		
Sold Price / List Price	92.1%	0.0%	+0.0%	92.1%	0.0%		
DOM	161			161			

#### **Number of Sales - Last Two Years**



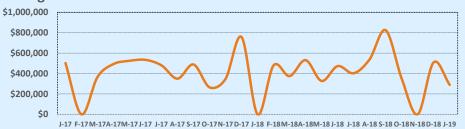
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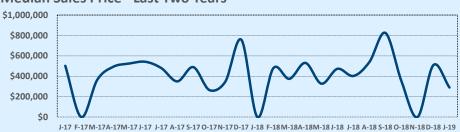


# January 2019

				-
Price Range	This N	<b>Month</b>	Year-t	o-Date
File Railge	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999				
\$200,000- \$249,999				
\$250,000- \$299,999	1	161	1	161
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	1	161	1	161

#### **Average Sales Price - Last Two Years**





# 78209 Residential Statistics

Listings		This Month		Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	25	27	-7.4%	25	27	-7.4%
Condo/TH Sales	11	13	-15.4%	11	13	-15.4%
Total Sales	36	40	-10.0%	36	40	-10.0%
Sales Volume	\$13,161,019	\$17,531,670	-24.9%	\$13,161,019	\$17,531,670	-24.9%

Амачаса	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$385,236	\$465,878	-17.3%	\$385,236	\$465,878	-17.3%
List Price/SqFt	\$184	\$190	-3.3%	\$184	\$190	-3.3%
Sold Price	\$365,584	\$438,292	-16.6%	\$365,584	\$438,292	-16.6%
Sold Price/SqFt	\$174	\$181	-3.6%	\$174	\$181	-3.6%
Sold Price / List Price	94.4%	94.9%	-0.6%	94.4%	94.9%	-0.6%
DOM	100	114	-12.1%	100	114	-12.1%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$339,900	\$347,450	-2.2%	\$339,900	\$347,450	-2.2%
List Price/SqFt	\$166	\$175	-5.2%	\$166	\$175	-5.2%
Sold Price	\$325,000	\$336,500	-3.4%	\$325,000	\$336,500	-3.4%
Sold Price/SqFt	\$164	\$172	-5.0%	\$164	\$172	-5.0%
Sold Price / List Price	95.4%	96.1%	-0.7%	95.4%	96.1%	-0.7%
DOM	80	94	-15.4%	80	94	-15.4%



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# January 2019

	This s	A	Vanut	- Data
Price Range	I his i	<b>Month</b>	Year-t	o-Date
Trice Range	Sales	DOM	Sales	DOM
\$149,999 or under	8	54	8	54
\$150,000- \$199,999	4	105	4	105
\$200,000- \$249,999	2	27	2	27
\$250,000- \$299,999	2	69	2	69
\$300,000- \$349,999	4	160	4	160
\$350,000- \$399,999	2	63	2	63
\$400,000- \$449,999	3	87	3	87
\$450,000- \$499,999	3	91	3	91
\$500,000- \$549,999	2	82	2	82
\$550,000- \$599,999	2	117	2	117
\$600,000- \$699,999	1	217	1	217
\$700,000- \$799,999	1	54	1	54
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M	2	292	2	292
\$2M - \$2.99M				
\$3M+				
Totals	36	100	36	100

# Average Sales Price - Last Two Years





#### **Residential Statistics**

Listings		This Month		Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	13	12	+8.3%	13	12	+8.3%
Condo/TH Sales	3			3		
Total Sales	16	12	+33.3%	16	12	+33.3%
Sales Volume	\$4,990,647	\$4,072,152	+22.6%	\$4,990,647	\$4,072,152	+22.6%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$332,288	\$353,997	-6.1%	\$332,288	\$353,997	-6.1%
List Price/SqFt	\$169	\$196	-14.0%	\$169	\$196	-14.0%
Sold Price	\$311,915	\$339,346	-8.1%	\$311,915	\$339,346	-8.1%
Sold Price/SqFt	\$161	\$188	-14.6%	\$161	\$188	-14.6%
Sold Price / List Price	95.1%	95.7%	-0.6%	95.1%	95.7%	-0.6%
DOM	99	90	+9.8%	99	90	+9.8%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$212,450	\$329,950	-35.6%	\$212,450	\$329,950	-35.6%
List Price/SqFt	\$162	\$197	-17.4%	\$162	\$197	-17.4%
Sold Price	\$185,750	\$314,250	-40.9%	\$185,750	\$314,250	-40.9%
Sold Price/SqFt	\$158	\$193	-18.5%	\$158	\$193	-18.5%
Sold Price / List Price	96.9%	97.9%	-1.0%	96.9%	97.9%	-1.0%
DOM	104	76	+36.8%	104	76	+36.8%



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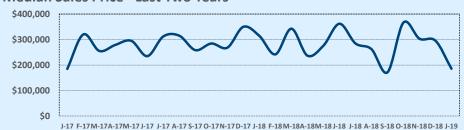


# January 2019

			-
This N	Month	Year-to	o-Date
Sales	DOM	Sales	DOM
7	75	7	75
2	108	2	108
1	22	1	22
2	117	2	117
1	105	1	105
1	122	1	122
1	254	1	254
1	103	1	103
16	99	16	99
	Sales  7 2 1 2 1 1 1 1 1 1 1 1	7 75 2 108 1 22 2 117 1 105 1 122 1 254 1 103	Sales         DOM         Sales           7         75         7           2         108         2                     1         22         1           1         105         1                     1         122         1                1         103         1

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings		This Month	Year-to-Date			
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	18	18		18	18	
Condo/TH Sales	4	2	+100.0%	4	2	+100.0%
Total Sales	22	20	+10.0%	22	20	+10.0%
Sales Volume	\$3,825,400	\$4,057,822	-5.7%	\$3,825,400	\$4,057,822	-5.7%

Average	This Month			Year-to-Date		
Average	Jan 2019		Change	2019	2018	Change
List Price	\$176,761	\$207,685	-14.9%	\$176,761	\$207,685	-14.9%
List Price/SqFt	\$123	\$112	+9.5%	\$123	\$112	+9.5%
Sold Price	\$173,882	\$202,891	-14.3%	\$173,882	\$202,891	-14.3%
Sold Price/SqFt	\$120	\$110	+9.2%	\$120	\$110	+9.2%
Sold Price / List Price	98.1%	98.4%	-0.3%	98.1%	98.4%	-0.3%
DOM	49	68	-27.8%	49	68	-27.8%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$159,950	\$140,750	+13.6%	\$159,950	\$140,750	+13.6%
List Price/SqFt	\$118	\$113	+4.3%	\$118	\$113	+4.3%
Sold Price	\$153,950	\$139,761	+10.2%	\$153,950	\$139,761	+10.2%
Sold Price/SqFt	\$115	\$110	+4.9%	\$115	\$110	+4.9%
Sold Price / List Price	98.7%	99.3%	-0.7%	98.7%	99.3%	-0.7%
DOM	45	64	-29.1%	45	64	-29.1%



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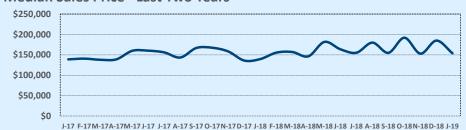


# January 2019

				-
Price Range	This N	<b>Month</b>	Year-t	o-Date
File Nalige	Sales	DOM	Sales	DOM
\$149,999 or under	11	52	11	52
\$150,000- \$199,999	7	61	7	61
\$200,000- \$249,999				
\$250,000- \$299,999	3	25	3	25
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999	1	13	1	13
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	22	49	22	49

#### **Average Sales Price - Last Two Years**





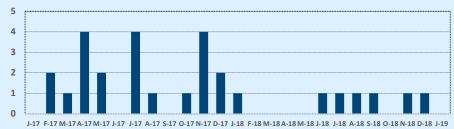
#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales		1			1	
Condo/TH Sales						
Total Sales		1		-	1	
Sales Volume		\$470,000			\$470,000	

Avorago	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price		\$495,000		\$0	\$495,000	
List Price/SqFt		\$120		\$0	\$120	
Sold Price		\$470,000		\$0	\$470,000	
Sold Price/SqFt		\$114		\$0	\$114	
Sold Price / List Price	0.0%	94.9%		0.0%	94.9%	
DOM		49			49	

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price		\$495,000		\$0	\$495,000	
List Price/SqFt		\$120		\$0	\$120	
Sold Price		\$470,000		\$0	\$470,000	
Sold Price/SqFt		\$114		\$0	\$114	
Sold Price / List Price	0.0%	94.9%	+0.0%	0.0%	94.9%	
DOM		49			49	

# **Number of Sales - Last Two Years**



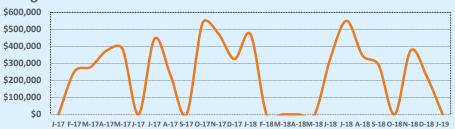
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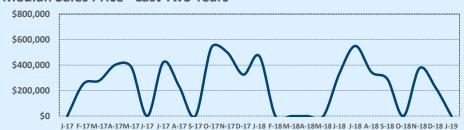


# January 2019

Duine Barrer	This N	<b>Month</b>	Year-t	o-Date
Price Range	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999				
\$200,000- \$249,999				
\$250,000- \$299,999				
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals				

#### **Average Sales Price - Last Two Years**



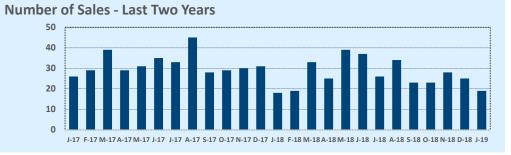


#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	16	14	+14.3%	16	14	+14.3%
Condo/TH Sales	3	4	-25.0%	3	4	-25.0%
Total Sales	19	18	+5.6%	19	18	+5.6%
Sales Volume	\$4,624,450	\$4,080,800	+13.3%	\$4,624,450	\$4,080,800	+13.3%

Avorago	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$253,962	\$233,050	+9.0%	\$253,962	\$233,050	+9.0%
List Price/SqFt	\$133	\$125	+6.0%	\$133	\$125	+6.0%
Sold Price	\$243,392	\$226,711	+7.4%	\$243,392	\$226,711	+7.4%
Sold Price/SqFt	\$127	\$121	+4.9%	\$127	\$121	+4.9%
Sold Price / List Price	95.7%	97.9%	-2.3%	95.7%	97.9%	-2.3%
DOM	70	52	+35.5%	70	52	+35.5%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$265,000	\$233,950	+13.3%	\$265,000	\$233,950	+13.3%
List Price/SqFt	\$139	\$126	+9.9%	\$139	\$126	+9.9%
Sold Price	\$256,000	\$221,000	+15.8%	\$256,000	\$221,000	+15.8%
Sold Price/SqFt	\$132	\$122	+8.2%	\$132	\$122	+8.2%
Sold Price / List Price	96.5%	97.0%	-0.5%	96.5%	97.0%	-0.5%
DOM	43	37	+16.2%	43	37	+16.2%



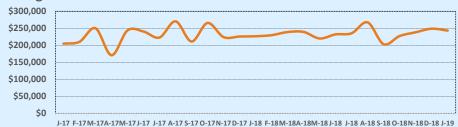
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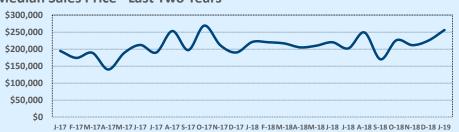


# January 2019

This N	Month	Year-to	o-Date
Sales	DOM	Sales	DOM
3	130	3	130
3	95	3	95
3	45	3	45
5	46	5	46
1	40	1	40
4	63	4	63
19	70	19	70
	Sales  3 3 3 5 1 4	3 130 3 95 3 45 5 46 1 40 4 63	Sales         DOM         Sales           3         130         3           3         95         3           3         45         3           5         46         5           1         40         1           4         63         4

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Lictings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	7	5	+40.0%	7	5	+40.0%
Condo/TH Sales						
Total Sales	7	5	+40.0%	7	5	+40.0%
Sales Volume	\$821,599	\$539,100	+52.4%	\$821,599	\$539,100	+52.4%

Average		This Month		Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$122,800	\$112,380	+9.3%	\$122,800	\$112,380	+9.3%
List Price/SqFt	\$96	\$86	+11.3%	\$96	\$86	+11.3%
Sold Price	\$117,371	\$107,820	+8.9%	\$117,371	\$107,820	+8.9%
Sold Price/SqFt	\$91	\$82	+10.6%	\$91	\$82	+10.6%
Sold Price / List Price	94.4%	95.9%	-1.6%	94.4%	95.9%	-1.6%
DOM	61	48	+25.7%	61	48	+25.7%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$120,000	\$119,500	+0.4%	\$120,000	\$119,500	+0.4%
List Price/SqFt	\$91	\$79	+15.7%	\$91	\$79	+15.7%
Sold Price	\$110,000	\$107,000	+2.8%	\$110,000	\$107,000	+2.8%
Sold Price/SqFt	\$92	\$76	+21.4%	\$92	\$76	+21.4%
Sold Price / List Price	95.7%	95.5%	+0.2%	95.7%	95.5%	+0.2%
DOM	27	35	-22.9%	27	35	-22.9%



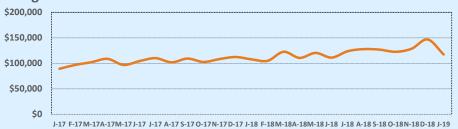
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# January 2019

,				•
Price Range	This N	Month	Year-to	o-Date
Frice Nange	Sales	DOM	Sales	DOM
\$149,999 or under	5	74	5	74
\$150,000- \$199,999	2	27	2	27
\$200,000- \$249,999				
\$250,000- \$299,999				
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	7	61	7	61

# **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	29	28	+3.6%	29	28	+3.6%
Condo/TH Sales	11	6	+83.3%	11	6	+83.3%
Total Sales	40	34	+17.6%	40	34	+17.6%
Sales Volume	\$10,742,300	\$10,543,585	+1.9%	\$10,742,300	\$10,543,585	+1.9%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$275,091	\$318,262	-13.6%	\$275,091	\$318,262	-13.6%
List Price/SqFt	\$127	\$123	+3.1%	\$127	\$123	+3.1%
Sold Price	\$268,558	\$310,105	-13.4%	\$268,558	\$310,105	-13.4%
Sold Price/SqFt	\$124	\$121	+3.1%	\$124	\$121	+3.1%
Sold Price / List Price	97.8%	97.8%	-0.0%	97.8%	97.8%	-0.0%
DOM	70	59	+19.3%	70	59	+19.3%

Median	This Month			Year-to-Date		
iviedian	Jan 2019		Change	2019	2018	Change
List Price	\$244,950	\$289,900	-15.5%	\$244,950	\$289,900	-15.5%
List Price/SqFt	\$125	\$114	+9.7%	\$125	\$114	+9.7%
Sold Price	\$238,875	\$286,000	-16.5%	\$238,875	\$286,000	-16.5%
Sold Price/SqFt	\$123	\$113	+8.4%	\$123	\$113	+8.4%
Sold Price / List Price	99.0%	98.4%	+0.6%	99.0%	98.4%	+0.6%
DOM	46	32	+46.0%	46	32	+46.0%

#### Number of Sales - Last Two Years



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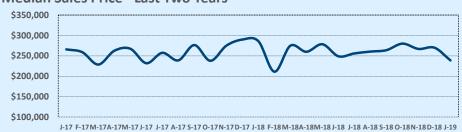


# January 2019

r I				•
Price Range	This N	Month	Year-t	o-Date
Price Range	Sales	DOM	Sales	DOM
\$149,999 or under	8	37	8	37
\$150,000- \$199,999	5	37	5	37
\$200,000- \$249,999	10	80	10	80
\$250,000- \$299,999	5	52	5	52
\$300,000- \$349,999	2	107	2	107
\$350,000- \$399,999	3	190	3	190
\$400,000- \$449,999	4	47	4	47
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999	1	96	1	96
\$600,000- \$699,999	1	17	1	17
\$700,000- \$799,999	1	169	1	169
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	40	70	40	70
Totals	40	70	40	70

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	12	26	-53.8%	12	26	-53.8%
Condo/TH Sales	3	1	+200.0%	3	1	+200.0%
Total Sales	15	27	-44.4%	15	27	-44.4%
Sales Volume	\$4,263,250	\$6,876,400	-38.0%	\$4,263,250	\$6,876,400	-38.0%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$289,920	\$260,835	+11.2%	\$289,920	\$260,835	+11.2%
List Price/SqFt	\$131	\$123	+7.1%	\$131	\$123	+7.1%
Sold Price	\$284,217	\$254,681	+11.6%	\$284,217	\$254,681	+11.6%
Sold Price/SqFt	\$129	\$120	+7.4%	\$129	\$120	+7.4%
Sold Price / List Price	98.2%	97.8%	+0.4%	98.2%	97.8%	+0.4%
DOM	71	70	+1.6%	71	70	+1.6%

Median		This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$263,000	\$250,000	+5.2%	\$263,000	\$250,000	+5.2%	
List Price/SqFt	\$130	\$121	+7.6%	\$130	\$121	+7.6%	
Sold Price	\$263,000	\$247,500	+6.3%	\$263,000	\$247,500	+6.3%	
Sold Price/SqFt	\$127	\$121	+5.2%	\$127	\$121	+5.2%	
Sold Price / List Price	98.6%	98.2%	+0.4%	98.6%	98.2%	+0.4%	
DOM	42	60	-30.0%	42	60	-30.0%	

#### **Number of Sales - Last Two Years**



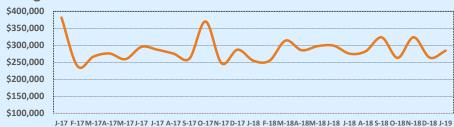
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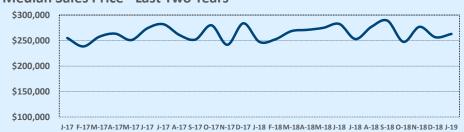


# January 2019

· · ·				_
Drice Dence	This N	<b>Month</b>	Year-t	o-Date
Price Range	Sales	DOM	Sales	DOM
\$149,999 or under	1	52	1	52
\$150,000- \$199,999	2	37	2	37
\$200,000- \$249,999	4	107	4	107
\$250,000- \$299,999	4	38	4	38
\$300,000- \$349,999	1	80	1	80
\$350,000- \$399,999				
\$400,000- \$449,999	2	119	2	119
\$450,000- \$499,999				
\$500,000- \$549,999	1	40	1	40
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	15	71	15	71

#### **Average Sales Price - Last Two Years**





# **78233** Residential Statistics

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	47	40	+17.5%	47	40	+17.5%
Condo/TH Sales	1	1		1	1	
Total Sales	48	41	+17.1%	48	41	+17.1%
Sales Volume	\$7,702,364	\$6,354,440	+21.2%	\$7,702,364	\$6,354,440	+21.2%

Average		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$164,230	\$155,469	+5.6%	\$164,230	\$155,469	+5.6%	
List Price/SqFt	\$104	\$94	+10.4%	\$104	\$94	+10.4%	
Sold Price	\$160,466	\$154,986	+3.5%	\$160,466	\$154,986	+3.5%	
Sold Price/SqFt	\$102	\$94	+8.4%	\$102	\$94	+8.4%	
Sold Price / List Price	97.6%	99.7%	-2.1%	97.6%	99.7%	-2.1%	
DOM	56	52	+6.2%	56	52	+6.2%	

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$158,450	\$164,500	-3.7%	\$158,450	\$164,500	-3.7%
List Price/SqFt	\$103	\$97	+6.9%	\$103	\$97	+6.9%
Sold Price	\$152,500	\$158,000	-3.5%	\$152,500	\$158,000	-3.5%
Sold Price/SqFt	\$100	\$92	+8.7%	\$100	\$92	+8.7%
Sold Price / List Price	99.7%	100.0%	-0.3%	99.7%	100.0%	-0.3%
DOM	42	36	+16.7%	42	36	+16.7%



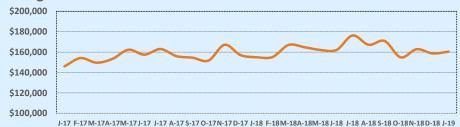
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# January 2019

	Thic N	<b>Month</b>	Year-to-Date		
Price Range					
	Sales	DOM	Sales	DOM	
\$149,999 or under	22	40	22	40	
\$150,000- \$199,999	17	73	17	73	
\$200,000- \$249,999	7	67	7	67	
\$250,000- \$299,999	2	43	2	43	
\$300,000- \$349,999					
\$350,000- \$399,999					
\$400,000- \$449,999					
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	48	56	48	56	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Listings Jan 2019		Change	2019	2018	Change
Single Family Sales	25	18	+38.9%	25	18	+38.9%
Condo/TH Sales	2	4	-50.0%	2	4	-50.0%
Total Sales	27	22	+22.7%	27	22	+22.7%
Sales Volume	\$5,930,149	\$4,082,777	+45.2%	\$5,930,149	\$4,082,777	+45.2%

Average		This Month	-	Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$223,400	\$189,080	+18.2%	\$223,400	\$189,080	+18.2%
List Price/SqFt	\$117	\$112	+4.8%	\$117	\$112	+4.8%
Sold Price	\$219,635	\$185,581	+18.4%	\$219,635	\$185,581	+18.4%
Sold Price/SqFt	\$115	\$109	+4.9%	\$115	\$109	+4.9%
Sold Price / List Price	98.2%	98.1%	+0.1%	98.2%	98.1%	+0.1%
DOM	67	62	+9.1%	67	62	+9.1%

Median		This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$214,900	\$182,000	+18.1%	\$214,900	\$182,000	+18.1%	
List Price/SqFt	\$117	\$112	+4.5%	\$117	\$112	+4.5%	
Sold Price	\$212,500	\$182,500	+16.4%	\$212,500	\$182,500	+16.4%	
Sold Price/SqFt	\$112	\$110	+1.6%	\$112	\$110	+1.6%	
Sold Price / List Price	98.8%	97.5%	+1.3%	98.8%	97.5%	+1.3%	
DOM	55	37	+50.7%	55	37	+50.7%	



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# January 2019

<u> </u>					
Price Range	This N	Month	Year-t	o-Date	
File Nalige	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999	13	75	13	75	
\$200,000- \$249,999	7	30	7	30	
\$250,000- \$299,999	5	86	5	86	
\$300,000- \$349,999					
\$350,000- \$399,999	1	147	1	147	
\$400,000- \$449,999					
\$450,000- \$499,999	1	61	1	61	
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	27	67	27	67	

# **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	51	44	+15.9%	51	44	+15.9%
Condo/TH Sales	3	3		3	3	
Total Sales	54	47	+14.9%	54	47	+14.9%
Sales Volume	\$10,840,295	\$8,839,935	+22.6%	\$10,840,295	\$8,839,935	+22.6%

Average		This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$203,697	\$190,155	+7.1%	\$203,697	\$190,155	+7.1%	
List Price/SqFt	\$110	\$102	+8.1%	\$110	\$102	+8.1%	
Sold Price	\$200,746	\$188,084	+6.7%	\$200,746	\$188,084	+6.7%	
Sold Price/SqFt	\$109	\$101	+8.0%	\$109	\$101	+8.0%	
Sold Price / List Price	98.6%	98.7%	-0.1%	98.6%	98.7%	-0.1%	
DOM	55	55	+1.0%	55	55	+1.0%	

Median		This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$210,000	\$185,000	+13.5%	\$210,000	\$185,000	+13.5%	
List Price/SqFt	\$110	\$105	+4.4%	\$110	\$105	+4.4%	
Sold Price	\$204,500	\$184,900	+10.6%	\$204,500	\$184,900	+10.6%	
Sold Price/SqFt	\$108	\$103	+5.1%	\$108	\$103	+5.1%	
Sold Price / List Price	99.3%	100.0%	-0.7%	99.3%	100.0%	-0.7%	
DOM	35	34	+2.9%	35	34	+2.9%	



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# January 2019

			•		
Price Range	This N	<b>Month</b>	Year-t	o-Date	
Price Natige	Sales	DOM	Sales	DOM	
\$149,999 or under	4	35	4	35	
\$150,000- \$199,999	19	48	19	48	
\$200,000- \$249,999	28	57	28	57	
\$250,000- \$299,999	3	112	3	112	
\$300,000- \$349,999					
\$350,000- \$399,999					
\$400,000- \$449,999					
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	54	55	54	55	
Totals	54	55	54	55	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listiligs	Listings Jan 2019		Change	2019	2018	Change
Single Family Sales	7	14	-50.0%	7	14	-50.0%
Condo/TH Sales	2			2		
Total Sales	9	14	-35.7%	9	14	-35.7%
Sales Volume	\$2,595,700	\$5,396,428	-51.9%	\$2,595,700	\$5,396,428	-51.9%

Average		This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$307,367	\$389,835	-21.2%	\$307,367	\$389,835	-21.2%	
List Price/SqFt	\$127	\$139	-8.2%	\$127	\$139	-8.2%	
Sold Price	\$288,411	\$385,459	-25.2%	\$288,411	\$385,459	-25.2%	
Sold Price/SqFt	\$119	\$138	-13.3%	\$119	\$138	-13.3%	
Sold Price / List Price	93.5%	99.2%	-5.8%	93.5%	99.2%	-5.8%	
DOM	56	54	+3.6%	56	54	+3.6%	

Median		This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$295,000	\$354,998	-16.9%	\$295,000	\$354,998	-16.9%	
List Price/SqFt	\$128	\$134	-4.1%	\$128	\$134	-4.1%	
Sold Price	\$285,700	\$349,714	-18.3%	\$285,700	\$349,714	-18.3%	
Sold Price/SqFt	\$124	\$134	-7.4%	\$124	\$134	-7.4%	
Sold Price / List Price	94.7%	100.0%	-5.3%	94.7%	100.0%	-5.3%	
DOM	54	46	+17.4%	54	46	+17.4%	

# **Number of Sales - Last Two Years**



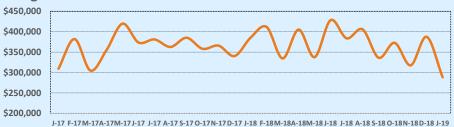
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# January 2019

This N	<b>Month</b>	Year-to	o-Date	
Sales	DOM	Sales	DOM	
3	83	3	83	
2	62	2	62	
2	29	2	29	
2	38	2	38	
9	56	9	56	
	Sales 3 2 2 2		Sales         DOM         Sales                          3         83         3           2         62         2           2         29         2           2         38         2	

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings		This Month		Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	33	42	-21.4%	33	42	-21.4%
Condo/TH Sales	2	1	+100.0%	2	1	+100.0%
Total Sales	35	43	-18.6%	35	43	-18.6%
Sales Volume	\$8,718,399	\$9,360,130	-6.9%	\$8,718,399	\$9,360,130	-6.9%

Avorago	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$257,956	\$223,374	+15.5%	\$257,956	\$223,374	+15.5%
List Price/SqFt	\$117	\$115	+2.1%	\$117	\$115	+2.1%
Sold Price	\$249,097	\$217,677	+14.4%	\$249,097	\$217,677	+14.4%
Sold Price/SqFt	\$113	\$112	+1.3%	\$113	\$112	+1.3%
Sold Price / List Price	96.7%	97.4%	-0.7%	96.7%	97.4%	-0.7%
DOM	60	54	+10.9%	60	54	+10.9%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$200,000	\$217,000	-7.8%	\$200,000	\$217,000	-7.8%
List Price/SqFt	\$114	\$118	-3.1%	\$114	\$118	-3.1%
Sold Price	\$200,000	\$215,000	-7.0%	\$200,000	\$215,000	-7.0%
Sold Price/SqFt	\$114	\$116	-1.8%	\$114	\$116	-1.8%
Sold Price / List Price	98.1%	98.1%	+0.0%	98.1%	98.1%	+0.0%
DOM	38	37	+2.7%	38	37	+2.7%



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# January 2019

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Price Range	This N	<b>Month</b>	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under	3	48	3	48
\$150,000- \$199,999	14	62	14	62
\$200,000- \$249,999	11	38	11	38
\$250,000- \$299,999	4	115	4	115
\$300,000- \$349,999	1	107	1	107
\$350,000- \$399,999	1	33	1	33
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M	1	62	1	62
\$2M - \$2.99M				
\$3M+				
Totals	35	60	35	60

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	39	49	-20.4%	39	49	-20.4%
Condo/TH Sales	3	2	+50.0%	3	2	+50.0%
Total Sales	42	51	-17.6%	42	51	-17.6%
Sales Volume	\$7,197,050	\$8,493,035	-15.3%	\$7,197,050	\$8,493,035	-15.3%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$172,807	\$169,150	+2.2%	\$172,807	\$169,150	+2.2%
List Price/SqFt	\$109	\$101	+7.7%	\$109	\$101	+7.7%
Sold Price	\$171,358	\$166,530	+2.9%	\$171,358	\$166,530	+2.9%
Sold Price/SqFt	\$108	\$100	+8.3%	\$108	\$100	+8.3%
Sold Price / List Price	99.2%	98.6%	+0.7%	99.2%	98.6%	+0.7%
DOM	48	50	-4.1%	48	50	-4.1%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$169,950	\$165,000	+3.0%	\$169,950	\$165,000	+3.0%
List Price/SqFt	\$110	\$105	+4.7%	\$110	\$105	+4.7%
Sold Price	\$171,000	\$165,000	+3.6%	\$171,000	\$165,000	+3.6%
Sold Price/SqFt	\$108	\$104	+4.8%	\$108	\$104	+4.8%
Sold Price / List Price	100.0%	98.9%	+1.1%	100.0%	98.9%	+1.1%
DOM	32	30	+5.0%	32	30	+5.0%

#### Number of Sales - Last Two Years



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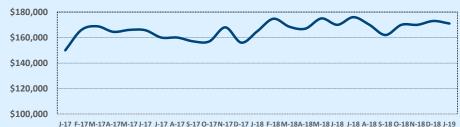


# January 2019

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Drice Dance	This N	Vionth	Year-t	o-Date
Price Range	Sales	DOM	Sales	DOM
\$149,999 or under	14	40	14	40
\$150,000- \$199,999	19	44	19	44
\$200,000- \$249,999	7	63	7	63
\$250,000- \$299,999	2	94	2	94
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	42	48	42	48

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings		This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change	
Single Family Sales	30	41	-26.8%	30	41	-26.8%	
Condo/TH Sales							
Total Sales	30	41	-26.8%	30	41	-26.8%	
Sales Volume	\$5,599,929	\$7,661,700	-26.9%	\$5,599,929	\$7,661,700	-26.9%	

Averege	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$189,543	\$190,428	-0.5%	\$189,543	\$190,428	-0.5%
List Price/SqFt	\$101	\$93	+8.1%	\$101	\$93	+8.1%
Sold Price	\$186,664	\$186,871	-0.1%	\$186,664	\$186,871	-0.1%
Sold Price/SqFt	\$99	\$92	+8.5%	\$99	\$92	+8.5%
Sold Price / List Price	98.6%	98.2%	+0.4%	98.6%	98.2%	+0.4%
DOM	45	64	-30.5%	45	64	-30.5%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$187,000	\$179,900	+3.9%	\$187,000	\$179,900	+3.9%
List Price/SqFt	\$99	\$95	+4.2%	\$99	\$95	+4.2%
Sold Price	\$180,000	\$175,000	+2.9%	\$180,000	\$175,000	+2.9%
Sold Price/SqFt	\$98	\$92	+6.5%	\$98	\$92	+6.5%
Sold Price / List Price	99.3%	98.7%	+0.5%	99.3%	98.7%	+0.5%
DOM	33	45	-27.8%	33	45	-27.8%



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# January 2019

<u> </u>				-
Price Range	This N	Month	Year-t	o-Date
File Nalige	Sales	DOM	Sales	DOM
\$149,999 or under	2	36	2	36
\$150,000- \$199,999	21	34	21	34
\$200,000- \$249,999	6	80	6	80
\$250,000- \$299,999	1	69	1	69
\$300,000- \$349,999				
\$350,000- \$399,999				
\$400,000- \$449,999				
\$450,000- \$499,999				
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	30	45	30	45

#### **Average Sales Price - Last Two Years**





#### **Residential Statistics**

Listings	This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	72	83	-13.3%	72	83	-13.3%
Condo/TH Sales						
Total Sales	72	83	-13.3%	72	83	-13.3%
Sales Volume	\$19,209,586	\$21,257,146	-9.6%	\$19,209,586	\$21,257,146	-9.6%

Average	This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$271,388	\$260,253	+4.3%	\$271,388	\$260,253	+4.3%
List Price/SqFt	\$114	\$107	+6.3%	\$114	\$107	+6.3%
Sold Price	\$266,800	\$256,110	+4.2%	\$266,800	\$256,110	+4.2%
Sold Price/SqFt	\$112	\$105	+6.5%	\$112	\$105	+6.5%
Sold Price / List Price	98.5%	98.2%	+0.3%	98.5%	98.2%	+0.3%
DOM	76	109	-30.0%	76	109	-30.0%

Median	This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$251,250	\$235,704	+6.6%	\$251,250	\$235,704	+6.6%
List Price/SqFt	\$110	\$104	+5.8%	\$110	\$104	+5.8%
Sold Price	\$240,200	\$232,300	+3.4%	\$240,200	\$232,300	+3.4%
Sold Price/SqFt	\$108	\$101	+6.4%	\$108	\$101	+6.4%
Sold Price / List Price	98.8%	99.1%	-0.4%	98.8%	99.1%	-0.4%
DOM	47	80	-41.9%	47	80	-41.9%



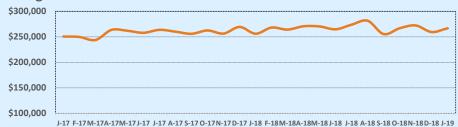
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# January 2019

			-	
This N	<b>Month</b>	Year-to-Date		
Sales	DOM	Sales	DOM	
1	45	1	45	
12	64	12	64	
26	59	26	59	
13	104	13	104	
10	65	10	65	
4	142	4	142	
3	66	3	66	
2	165	2	165	
1	26	1	26	
72	76	72	76	
	Sales  1 12 26 13 10 4 3 2 1	1 45 12 64 26 59 13 104 10 65 4 142 3 66 2 165 1 26	Sales         DOM         Sales           1         45         1           12         64         12           26         59         26           13         104         13           10         65         10           4         142         4           3         66         3           2         165         2           1         26         1	

# Average Sales Price - Last Two Years





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Listings Jan 2019		Change	2019	2018	Change
Single Family Sales	95	92	+3.3%	95	92	+3.3%
Condo/TH Sales						
Total Sales	95	92	+3.3%	95	92	+3.3%
Sales Volume	\$22,683,623	\$20,994,883	+8.0%	\$22,683,623	\$20,994,883	+8.0%

Average		This Month	_	Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$243,231	\$230,745	+5.4%	\$243,231	\$230,745	+5.4%
List Price/SqFt	\$117	\$110	+6.4%	\$117	\$110	+6.4%
Sold Price	\$238,775	\$228,205	+4.6%	\$238,775	\$228,205	+4.6%
Sold Price/SqFt	\$115	\$109	+5.7%	\$115	\$109	+5.7%
Sold Price / List Price	98.1%	98.9%	-0.8%	98.1%	98.9%	-0.8%
DOM	67	74	-9.6%	67	74	-9.6%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$234,224	\$225,364	+3.9%	\$234,224	\$225,364	+3.9%
List Price/SqFt	\$118	\$109	+8.6%	\$118	\$109	+8.6%
Sold Price	\$230,000	\$221,500	+3.8%	\$230,000	\$221,500	+3.8%
Sold Price/SqFt	\$117	\$106	+9.9%	\$117	\$106	+9.9%
Sold Price / List Price	99.5%	100.0%	-0.5%	99.5%	100.0%	-0.5%
DOM	46	50	-8.0%	46	50	-8.0%



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# January 2019

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Drice Bange	This N	<b>Month</b>	Year-t	o-Date
Price Range	Sales	DOM	Sales	DOM
\$149,999 or under	1	50	1	50
\$150,000- \$199,999	26	55	26	55
\$200,000- \$249,999	40	65	40	65
\$250,000- \$299,999	14	107	14	107
\$300,000- \$349,999	7	61	7	61
\$350,000- \$399,999	5	37	5	37
\$400,000- \$449,999	1	122	1	122
\$450,000- \$499,999	1	20	1	20
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	95	67	95	67

### **Average Sales Price - Last Two Years**





# **Residential Statistics**

Lictings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	19	17	+11.8%	19	17	+11.8%
Condo/TH Sales						
Total Sales	19	17	+11.8%	19	17	+11.8%
Sales Volume	\$8,850,249	\$6,563,811	+34.8%	\$8,850,249	\$6,563,811	+34.8%

Average		This Month		Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$483,284	\$392,864	+23.0%	\$483,284	\$392,864	+23.0%
List Price/SqFt	\$145	\$136	+6.6%	\$145	\$136	+6.6%
Sold Price	\$465,803	\$386,107	+20.6%	\$465,803	\$386,107	+20.6%
Sold Price/SqFt	\$140	\$134	+4.5%	\$140	\$134	+4.5%
Sold Price / List Price	96.9%	99.2%	-2.4%	96.9%	99.2%	-2.4%
DOM	89	80	+11.1%	89	80	+11.1%

Median	This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$320,000	\$349,995	-8.6%	\$320,000	\$349,995	-8.6%
List Price/SqFt	\$122	\$132	-7.8%	\$122	\$132	-7.8%
Sold Price	\$320,000	\$346,000	-7.5%	\$320,000	\$346,000	-7.5%
Sold Price/SqFt	\$117	\$133	-11.7%	\$117	\$133	-11.7%
Sold Price / List Price	98.6%	98.2%	+0.4%	98.6%	98.2%	+0.4%
DOM	70	56	+25.0%	70	56	+25.0%



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# January 2019

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Price Range	This N	<b>Month</b>	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999	1	9	1	9
\$200,000- \$249,999	4	53	4	53
\$250,000- \$299,999	4	103	4	103
\$300,000- \$349,999	1	102	1	102
\$350,000- \$399,999	1	176	1	176
\$400,000- \$449,999				
\$450,000- \$499,999	2	184	2	184
\$500,000- \$549,999	1	14	1	14
\$550,000- \$599,999	1	108	1	108
\$600,000- \$699,999	1	60	1	60
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999	1	142	1	142
\$1M - \$1.99M	2	46	2	46
\$2M - \$2.99M				
\$3M+				
Totals	19	89	19	89

# **Average Sales Price - Last Two Years**





# **Residential Statistics**

Lictings	This Month			Year-to-Date		
Listings	Listings Jan 2019		Change	2019	2018	Change
Single Family Sales	7	5	+40.0%	7	5	+40.0%
Condo/TH Sales						
Total Sales	7	5	+40.0%	7	5	+40.0%
Sales Volume	\$2,661,500	\$1,979,000	+34.5%	\$2,661,500	\$1,979,000	+34.5%

Avorago	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$393,829	\$401,260	-1.9%	\$393,829	\$401,260	-1.9%
List Price/SqFt	\$137	\$130	+5.0%	\$137	\$130	+5.0%
Sold Price	\$380,214	\$395,800	-3.9%	\$380,214	\$395,800	-3.9%
Sold Price/SqFt	\$132	\$128	+3.0%	\$132	\$128	+3.0%
Sold Price / List Price	96.9%	98.5%	-1.6%	96.9%	98.5%	-1.6%
DOM	165	105	+57.0%	165	105	+57.0%

Median		This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change	
List Price	\$409,000	\$399,000	+2.5%	\$409,000	\$399,000	+2.5%	
List Price/SqFt	\$123	\$120	+2.8%	\$123	\$120	+2.8%	
Sold Price	\$392,500	\$393,000	-0.1%	\$392,500	\$393,000	-0.1%	
Sold Price/SqFt	\$122	\$118	+3.1%	\$122	\$118	+3.1%	
Sold Price / List Price	97.6%	98.0%	-0.3%	97.6%	98.0%	-0.3%	
DOM	145	130	+11.5%	145	130	+11.5%	

### **Number of Sales - Last Two Years**



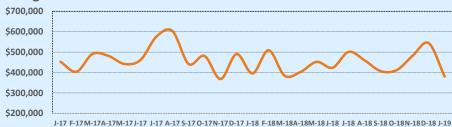
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# January 2019

This N	Month	Year-to	o-Date
Sales	DOM	Sales	DOM
1	25	1	25
1	94	1	94
2	291	2	291
2	99	2	99
1	261	1	261
7	165	7	165
	Sales 1 1 2 2 1		Sales         DOM         Sales                          1         25         1           1         94         1           2         291         2           2         99         2           1         261         1

# **Average Sales Price - Last Two Years**





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	9	13	-30.8%	9	13	-30.8%
Condo/TH Sales	1	1		1	1	
Total Sales	10	14	-28.6%	10	14	-28.6%
Sales Volume	\$5,544,000	\$10,113,535	-45.2%	\$5,544,000	\$10,113,535	-45.2%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$614,117	\$757,690	-18.9%	\$614,117	\$757,690	-18.9%
List Price/SqFt	\$170	\$182	-6.6%	\$170	\$182	-6.6%
Sold Price	\$554,400	\$722,395	-23.3%	\$554,400	\$722,395	-23.3%
Sold Price/SqFt	\$160	\$174	-8.3%	\$160	\$174	-8.3%
Sold Price / List Price	94.4%	97.1%	-2.8%	94.4%	97.1%	-2.8%
DOM	162	144	+12.2%	162	144	+12.2%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$508,938	\$602,185	-15.5%	\$508,938	\$602,185	-15.5%
List Price/SqFt	\$175	\$169	+3.5%	\$175	\$169	+3.5%
Sold Price	\$486,000	\$614,235	-20.9%	\$486,000	\$614,235	-20.9%
Sold Price/SqFt	\$167	\$166	+0.4%	\$167	\$166	+0.4%
Sold Price / List Price	97.0%	96.7%	+0.3%	97.0%	96.7%	+0.3%
DOM	166	128	+30.2%	166	128	+30.2%



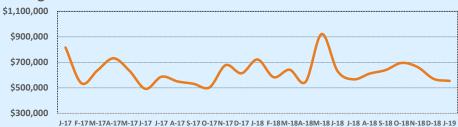
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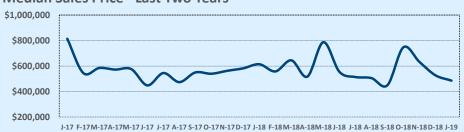


# January 2019

<u>'</u>			•		
Price Range	This N	<b>Month</b>	Year-t	o-Date	
Price Railge	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999					
\$200,000- \$249,999	1	25	1	25	
\$250,000- \$299,999	1	119	1	119	
\$300,000- \$349,999	1	24	1	24	
\$350,000- \$399,999					
\$400,000- \$449,999	1	144	1	144	
\$450,000- \$499,999	2	233	2	233	
\$500,000- \$549,999					
\$550,000- \$599,999	1	283	1	283	
\$600,000- \$699,999					
\$700,000- \$799,999	1	313	1	313	
\$800,000- \$899,999	1	59	1	59	
\$900,000- \$999,999					
\$1M - \$1.99M	1	188	1	188	
\$2M - \$2.99M					
\$3M+					
Totals	10	162	10	162	

# **Average Sales Price - Last Two Years**





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	42	43	-2.3%	42	43	-2.3%
Condo/TH Sales		2			2	
Total Sales	42	45	-6.7%	42	45	-6.7%
Sales Volume	\$14,858,300	\$15,439,853	-3.8%	\$14,858,300	\$15,439,853	-3.8%

Average		This Month		Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$364,723	\$350,653	+4.0%	\$364,723	\$350,653	+4.0%
List Price/SqFt	\$127	\$125	+1.8%	\$127	\$125	+1.8%
Sold Price	\$353,769	\$343,108	+3.1%	\$353,769	\$343,108	+3.1%
Sold Price/SqFt	\$124	\$122	+1.1%	\$124	\$122	+1.1%
Sold Price / List Price	97.5%	98.0%	-0.5%	97.5%	98.0%	-0.5%
DOM	92	101	-9.1%	92	101	-9.1%

Median		This Month		Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$334,889	\$319,999	+4.7%	\$334,889	\$319,999	+4.7%
List Price/SqFt	\$124	\$118	+4.7%	\$124	\$118	+4.7%
Sold Price	\$330,250	\$325,000	+1.6%	\$330,250	\$325,000	+1.6%
Sold Price/SqFt	\$122	\$119	+2.6%	\$122	\$119	+2.6%
Sold Price / List Price	97.9%	98.1%	-0.2%	97.9%	98.1%	-0.2%
DOM	82	65	+26.2%	82	65	+26.2%



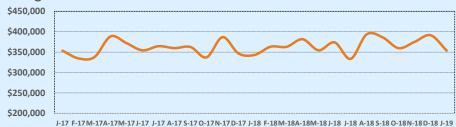
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# January 2019

		•		
This N	/lonth	Year-t	o-Date	
Sales	DOM	Sales	DOM	
4	73	4	73	
15	70	15	70	
5	100	5	100	
6	101	6	101	
7	97	7	97	
1	31	1	31	
1	158	1	158	
2	120	2	120	
1	292	1	292	
42	92	42	92	
	Sales 4 15 5 6 7 1 1 2 1		Sales         DOM         Sales                          4         73         4           15         70         15           5         100         5           6         101         6           7         97         7           1         31         1           1         158         1                2         120         2           1         292         1	

### **Average Sales Price - Last Two Years**





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	19	31	-38.7%	19	31	-38.7%
Condo/TH Sales						
Total Sales	19	31	-38.7%	19	31	-38.7%
Sales Volume	\$5,307,500	\$8,482,345	-37.4%	\$5,307,500	\$8,482,345	-37.4%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$283,683	\$278,360	+1.9%	\$283,683	\$278,360	+1.9%
List Price/SqFt	\$116	\$112	+3.7%	\$116	\$112	+3.7%
Sold Price	\$279,342	\$273,624	+2.1%	\$279,342	\$273,624	+2.1%
Sold Price/SqFt	\$115	\$111	+3.7%	\$115	\$111	+3.7%
Sold Price / List Price	98.3%	98.5%	-0.2%	98.3%	98.5%	-0.2%
DOM	65	77	-16.7%	65	77	-16.7%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$274,900	\$260,000	+5.7%	\$274,900	\$260,000	+5.7%
List Price/SqFt	\$113	\$107	+5.4%	\$113	\$107	+5.4%
Sold Price	\$270,000	\$255,000	+5.9%	\$270,000	\$255,000	+5.9%
Sold Price/SqFt	\$116	\$107	+8.0%	\$116	\$107	+8.0%
Sold Price / List Price	98.5%	98.8%	-0.3%	98.5%	98.8%	-0.3%
DOM	44	48	-8.3%	44	48	-8.3%



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# January 2019

<u>'</u>			•		
Price Range	This N	Month	Year-t	o-Date	
Price Natige	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999	1	53	1	53	
\$200,000- \$249,999	6	67	6	67	
\$250,000- \$299,999	5	25	5	25	
\$300,000- \$349,999	5	113	5	113	
\$350,000- \$399,999	2	41	2	41	
\$400,000- \$449,999					
\$450,000- \$499,999					
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	19	65	19	65	
\$2M - \$2.99M \$3M+					

# **Average Sales Price - Last Two Years**





Lictings		This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change	
Single Family Sales	43	39	+10.3%	43	39	+10.3%	
Condo/TH Sales	3			3			
Total Sales	46	39	+17.9%	46	39	+17.9%	
Sales Volume	\$14,977,919	\$13,254,070	+13.0%	\$14,977,919	\$13,254,070	+13.0%	

**Residential Statistics** 

Амачаста	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$331,997	\$346,311	-4.1%	\$331,997	\$346,311	-4.1%
List Price/SqFt	\$125	\$125	-0.0%	\$125	\$125	-0.0%
Sold Price	\$325,607	\$339,848	-4.2%	\$325,607	\$339,848	-4.2%
Sold Price/SqFt	\$123	\$123	+0.0%	\$123	\$123	+0.0%
Sold Price / List Price	98.4%	98.5%	-0.1%	98.4%	98.5%	-0.1%
DOM	70	77	-8.8%	70	77	-8.8%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$299,090	\$339,000	-11.8%	\$299,090	\$339,000	-11.8%
List Price/SqFt	\$121	\$126	-3.8%	\$121	\$126	-3.8%
Sold Price	\$299,000	\$329,900	-9.4%	\$299,000	\$329,900	-9.4%
Sold Price/SqFt	\$118	\$122	-3.5%	\$118	\$122	-3.5%
Sold Price / List Price	98.7%	98.6%	+0.0%	98.7%	98.6%	+0.0%
DOM	41	66	-37.9%	41	66	-37.9%



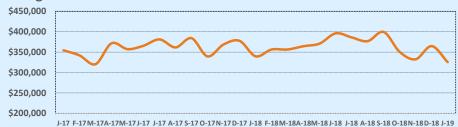
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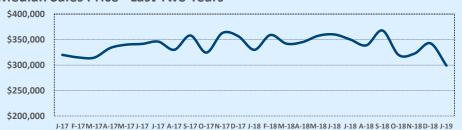


# January 2019

V				•
Price Range	This N	<b>Month</b>	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999	4	27	4	27
\$200,000- \$249,999	9	55	9	55
\$250,000- \$299,999	10	73	10	73
\$300,000- \$349,999	7	103	7	103
\$350,000- \$399,999	8	80	8	80
\$400,000- \$449,999	3	29	3	29
\$450,000- \$499,999	3	130	3	130
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999	1	28	1	28
\$700,000- \$799,999	1	36	1	36
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	46	70	46	70

### **Average Sales Price - Last Two Years**





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	34	27	+25.9%	34	27	+25.9%
Condo/TH Sales						
Total Sales	34	27	+25.9%	34	27	+25.9%
Sales Volume	\$11,389,394	\$8,120,662	+40.3%	\$11,389,394	\$8,120,662	+40.3%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$343,933	\$306,195	+12.3%	\$343,933	\$306,195	+12.3%
List Price/SqFt	\$127	\$120	+6.0%	\$127	\$120	+6.0%
Sold Price	\$334,982	\$300,765	+11.4%	\$334,982	\$300,765	+11.4%
Sold Price/SqFt	\$124	\$118	+5.2%	\$124	\$118	+5.2%
Sold Price / List Price	97.8%	98.5%	-0.8%	97.8%	98.5%	-0.8%
DOM	87	79	+9.9%	87	79	+9.9%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$291,950	\$284,900	+2.5%	\$291,950	\$284,900	+2.5%
List Price/SqFt	\$115	\$118	-2.9%	\$115	\$118	-2.9%
Sold Price	\$285,500	\$278,500	+2.5%	\$285,500	\$278,500	+2.5%
Sold Price/SqFt	\$115	\$118	-2.5%	\$115	\$118	-2.5%
Sold Price / List Price	98.2%	98.4%	-0.2%	98.2%	98.4%	-0.2%
DOM	71	62	+13.7%	71	62	+13.7%



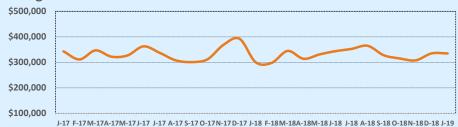
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# January 2019

This N	/lonth	Year-to	o-Date
Sales	DOM	Sales	DOM
13	74	13	74
5	65	5	65
5	87	5	87
1	173	1	173
4	91	4	91
1	140	1	140
1	249	1	249
1	46	1	46
3	91	3	91
34	87	34	87
	Sales 13 5 5 1 4 1 1 1 3	13 74 5 65 5 87 1 173 4 91 1 140 1 249 1 46 3 91	Sales         DOM         Sales                13         74         13           5         65         5           5         87         5           1         173         1           4         91         4           1         140         1           1         249         1           1         46         1           3         91         3 </th

### **Average Sales Price - Last Two Years**





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019		Change	2019	2018	Change
Single Family Sales	10	8	+25.0%	10	8	+25.0%
Condo/TH Sales						
Total Sales	10	8	+25.0%	10	8	+25.0%
Sales Volume	\$3,581,150	\$3,104,390	+15.4%	\$3,581,150	\$3,104,390	+15.4%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$363,650	\$399,461	-9.0%	\$363,650	\$399,461	-9.0%
List Price/SqFt	\$121	\$145	-16.7%	\$121	\$145	-16.7%
Sold Price	\$358,115	\$388,049	-7.7%	\$358,115	\$388,049	-7.7%
Sold Price/SqFt	\$119	\$139	-14.5%	\$119	\$139	-14.5%
Sold Price / List Price	99.1%	97.4%	+1.7%	99.1%	97.4%	+1.7%
DOM	78	93	-16.7%	78	93	-16.7%

Median	This Month			Year-to-Date		
Median	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$331,300	\$442,450	-25.1%	\$331,300	\$442,450	-25.1%
List Price/SqFt	\$116	\$135	-13.8%	\$116	\$135	-13.8%
Sold Price	\$326,125	\$410,000	-20.5%	\$326,125	\$410,000	-20.5%
Sold Price/SqFt	\$115	\$133	-13.5%	\$115	\$133	-13.5%
Sold Price / List Price	99.0%	99.2%	-0.2%	99.0%	99.2%	-0.2%
DOM	70	59	+18.8%	70	59	+18.8%

#### **Number of Sales - Last Two Years**



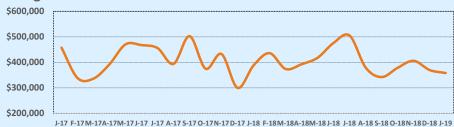
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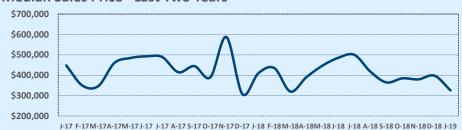


# January 2019

			•		
Price Range	This N	<b>Month</b>	Year-t	o-Date	
File Nalige	Sales	DOM	Sales	DOM	
\$149,999 or under					
\$150,000- \$199,999					
\$200,000- \$249,999	4	78	4	78	
\$250,000- \$299,999					
\$300,000- \$349,999	2	102	2	102	
\$350,000- \$399,999					
\$400,000- \$449,999					
\$450,000- \$499,999	1	33	1	33	
\$500,000- \$549,999	2	89	2	89	
\$550,000- \$599,999	1	50	1	50	
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999					
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	10	78	10	78	

# **Average Sales Price - Last Two Years**





# **Residential Statistics**

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	36	34	+5.9%	36	34	+5.9%
Condo/TH Sales						
Total Sales	36	34	+5.9%	36	34	+5.9%
Sales Volume	\$9,357,992	\$8,440,164	+10.9%	\$9,357,992	\$8,440,164	+10.9%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$265,942	\$253,620	+4.9%	\$265,942	\$253,620	+4.9%
List Price/SqFt	\$131	\$127	+3.3%	\$131	\$127	+3.3%
Sold Price	\$259,944	\$248,240	+4.7%	\$259,944	\$248,240	+4.7%
Sold Price/SqFt	\$128	\$124	+3.4%	\$128	\$124	+3.4%
Sold Price / List Price	97.9%	98.0%	-0.1%	97.9%	98.0%	-0.1%
DOM	59	78	-24.3%	59	78	-24.3%

Median	This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$260,938	\$237,495	+9.9%	\$260,938	\$237,495	+9.9%
List Price/SqFt	\$129	\$128	+1.0%	\$129	\$128	+1.0%
Sold Price	\$259,488	\$230,000	+12.8%	\$259,488	\$230,000	+12.8%
Sold Price/SqFt	\$124	\$125	-0.6%	\$124	\$125	-0.6%
Sold Price / List Price	98.8%	98.3%	+0.6%	98.8%	98.3%	+0.6%
DOM	34	46	-27.2%	34	46	-27.2%



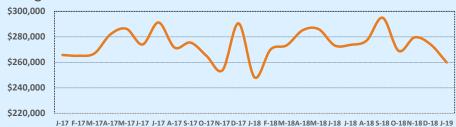
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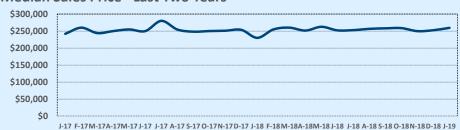


# January 2019

, v				•
Price Range	This N	Month	Year-t	o-Date
Price Railge	Sales	DOM	Sales	DOM
\$149,999 or under				
\$150,000- \$199,999	7	44	7	44
\$200,000- \$249,999	9	70	9	70
\$250,000- \$299,999	13	62	13	62
\$300,000- \$349,999	4	47	4	47
\$350,000- \$399,999	1	38	1	38
\$400,000- \$449,999	1		1	
\$450,000- \$499,999	1	152	1	152
\$500,000- \$549,999				
\$550,000- \$599,999				
\$600,000- \$699,999				
\$700,000- \$799,999				
\$800,000- \$899,999				
\$900,000- \$999,999				
\$1M - \$1.99M				
\$2M - \$2.99M				
\$3M+				
Totals	36	59	36	59

# **Average Sales Price - Last Two Years**





# **Residential Statistics**

Lictings	This Month			Year-to-Date		
Listings	Jan 2019		Change	2019	2018	Change
Single Family Sales	45	50	-10.0%	45	50	-10.0%
Condo/TH Sales	1			1		
Total Sales	46	50	-8.0%	46	50	-8.0%
Sales Volume	\$10,046,591	\$11,476,736	-12.5%	\$10,046,591	\$11,476,736	-12.5%

Average		This Month	_	Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$221,676	\$233,113	-4.9%	\$221,676	\$233,113	-4.9%
List Price/SqFt	\$129	\$119	+8.5%	\$129	\$119	+8.5%
Sold Price	\$218,404	\$229,535	-4.8%	\$218,404	\$229,535	-4.8%
Sold Price/SqFt	\$127	\$117	+8.8%	\$127	\$117	+8.8%
Sold Price / List Price	98.6%	98.3%	+0.3%	98.6%	98.3%	+0.3%
DOM	52	74	-29.5%	52	74	-29.5%

Median	This Month			Year-to-Date		
iviedian	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$216,950	\$221,695	-2.1%	\$216,950	\$221,695	-2.1%
List Price/SqFt	\$126	\$121	+4.7%	\$126	\$121	+4.7%
Sold Price	\$216,279	\$220,900	-2.1%	\$216,279	\$220,900	-2.1%
Sold Price/SqFt	\$125	\$117	+7.5%	\$125	\$117	+7.5%
Sold Price / List Price	99.0%	98.9%	+0.2%	99.0%	98.9%	+0.2%
DOM	30	35	-15.7%	30	35	-15.7%



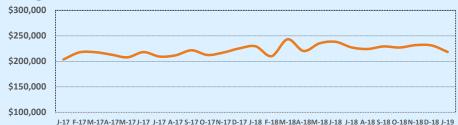
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# January 2019

This N	<b>Month</b>	Year-to	o-Date
Sales	DOM	Sales	DOM
14	30	14	30
24	50	24	50
7	98	7	98
1	87	1	87
46	52	46	52
	Sales 14 24 7 1	14 30 24 50 7 98 1 87	Sales         DOM         Sales                14         30         14           24         50         24           7         98         7           1         87         1

### **Average Sales Price - Last Two Years**





# **78666** Residential Statistics

Listings	This Month			Year-to-Date		
Listings	Jan 2019	Jan 2018	Change	2019	2018	Change
Single Family Sales	30	39	-23.1%	30	39	-23.1%
Condo/TH Sales	3	1	+200.0%	3	1	+200.0%
Total Sales	33	40	-17.5%	33	40	-17.5%
Sales Volume	\$9,028,809	\$9,354,231	-3.5%	\$9,028,809	\$9,354,231	-3.5%

Average	This Month			Year-to-Date		
Average	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$283,185	\$241,885	+17.1%	\$283,185	\$241,885	+17.1%
List Price/SqFt	\$148	\$129	+15.3%	\$148	\$129	+15.3%
Sold Price	\$273,600	\$233,856	+17.0%	\$273,600	\$233,856	+17.0%
Sold Price/SqFt	\$144	\$124	+15.5%	\$144	\$124	+15.5%
Sold Price / List Price	97.3%	96.7%	+0.7%	97.3%	96.7%	+0.7%
DOM	88	76	+16.0%	88	76	+16.0%

Median	This Month			Year-to-Date		
	Jan 2019	Jan 2018	Change	2019	2018	Change
List Price	\$254,990	\$222,995	+14.3%	\$254,990	\$222,995	+14.3%
List Price/SqFt	\$136	\$132	+3.0%	\$136	\$132	+3.0%
Sold Price	\$255,900	\$219,250	+16.7%	\$255,900	\$219,250	+16.7%
Sold Price/SqFt	\$133	\$128	+3.8%	\$133	\$128	+3.8%
Sold Price / List Price	98.3%	98.4%	-0.1%	98.3%	98.4%	-0.1%
DOM	65	56	+17.1%	65	56	+17.1%



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# January 2019

	This o	A 4 l-	Year-to-Date		
Price Range	Inisi	<b>Month</b>	Year-t	o-Date	
Trice Range	Sales	DOM	Sales	DOM	
\$149,999 or under	3	69	3	69	
\$150,000- \$199,999	7	73	7	73	
\$200,000- \$249,999	5	84	5	84	
\$250,000- \$299,999	10	83	10	83	
\$300,000- \$349,999	3	21	3	21	
\$350,000- \$399,999	2	207	2	207	
\$400,000- \$449,999	1	26	1	26	
\$450,000- \$499,999	1	286	1	286	
\$500,000- \$549,999					
\$550,000- \$599,999					
\$600,000- \$699,999					
\$700,000- \$799,999					
\$800,000- \$899,999					
\$900,000- \$999,999	1	161	1	161	
\$1M - \$1.99M					
\$2M - \$2.99M					
\$3M+					
Totals	33	88	33	88	

### **Average Sales Price - Last Two Years**

