



**Bev Greentree, Associate Broker, REALTOR®**

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## Quick Review

This custom PDF market report was rendered using Trenlii Market Dashboard, designed to provide insight and market intelligence to real estate buyers and sellers. Please view the following data metrics provided below.

In May, 2019, we have seen a total value of 293 listings sold which has resulted in a 2.33% decrease from May, 2018 in which 300 listings were sold; we have seen a year to date value of 998 in 2019 and 1119 in 2018 resulting in a 10.81% decrease.

The median sales price in May, 2019 was \$317K, 5.5% higher from this month of the prior year with a median sales price of \$300K. We have seen a year to date median sales price of \$299K in 2019 and \$285K in 2018 resulting in a 5.07% increase from 2018.

In May, 2019 the total count of listing inventory available on the market was 1960. In May, 2018 the total count of listing inventory available on the market was 9895. This results in an 80.19% decrease from May, 2018 to May, 2019.

## Key Figures

	May, 2019	May, 2018	Percent Change
<i>New Listings</i>	583	660	-11.67%
<i>Unconditional Sales</i>	293	300	-2.33%
<i>Ratio of Sales to New listings</i>	50%	45%	+10.57%
<i>Median Sale Price</i>	\$317K	\$300K	+5.5%
<i>Average Sale Price</i>	\$318K	\$312K	+2.03%
<i>Average Ask to Sell Ratio</i>	97%	97%	-0.07%
<i>Total Months Supply</i>	8.96	46.90	-80.9%
<i>Total Listing Inventory</i>	1960	9895	-80.19%
<i>Days on Market Until Sale</i>	60.80	72.32	-15.92%

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Total Listing Inventory	16
Days on Market Until Sale	18

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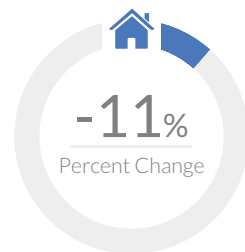
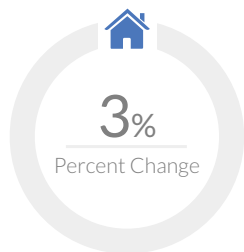
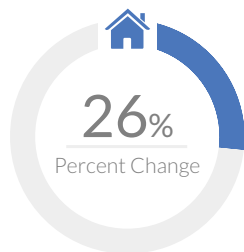
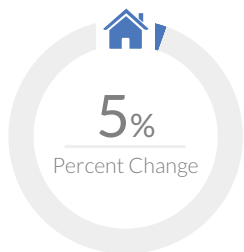
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### New Listings

Overview of the number of listings which have been added to the market as of May, 2019



**504**  
May, 2016

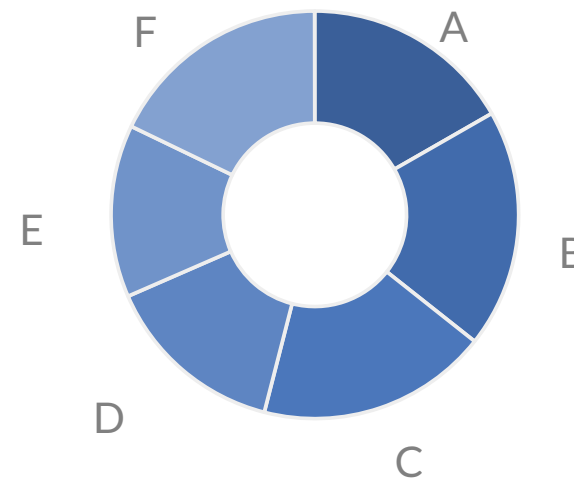
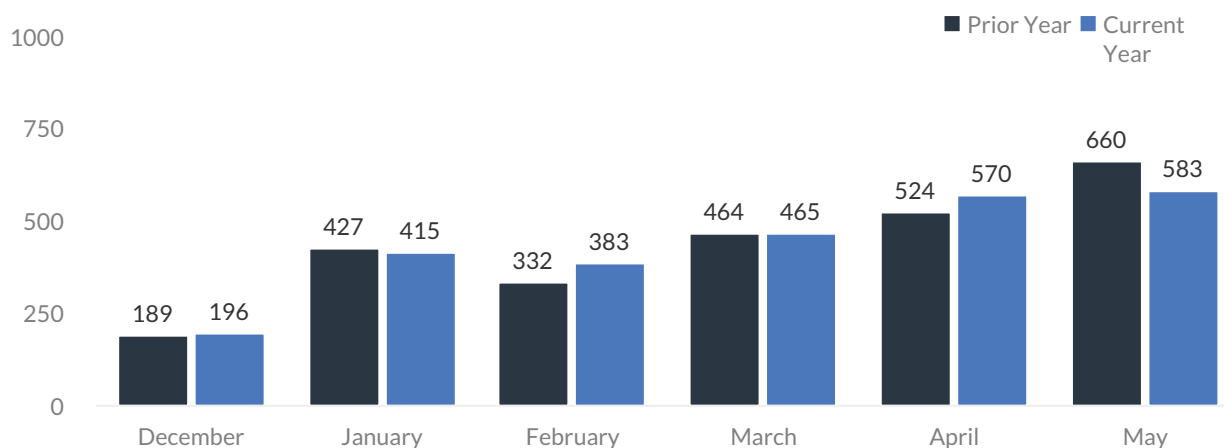
**639**  
May, 2017

**660**  
May, 2018

**583**  
May, 2019

### Bar Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



#### A MAY, 2019

There were 583 new listings, an 11.67% decrease from May, 2018

#### B MAY, 2018

There were 660 new listings, a 3.29% increase from May, 2017

#### C MAY, 2017

There were 639 new listings, a 26.79% increase from May, 2016

#### D MAY, 2016

There were 504 new listings, a 5.66% increase from May, 2015

#### E MAY, 2015

There were 477 new listings, a 23.31% decrease from May, 2014

#### F MAY, 2014

There were 622 new listings, a 4.71% increase from May, 2013

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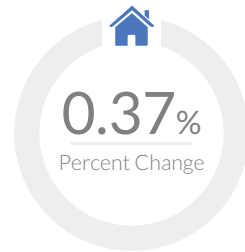
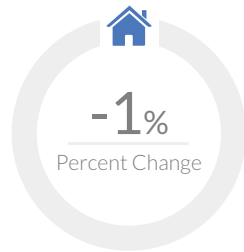
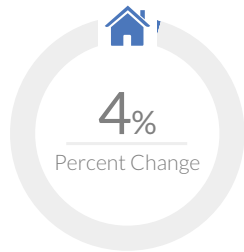
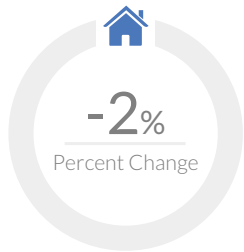
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### New Listings

Overview of the number of listings which have been added to the market as of May, 2019



**2333**  
YTD 2016

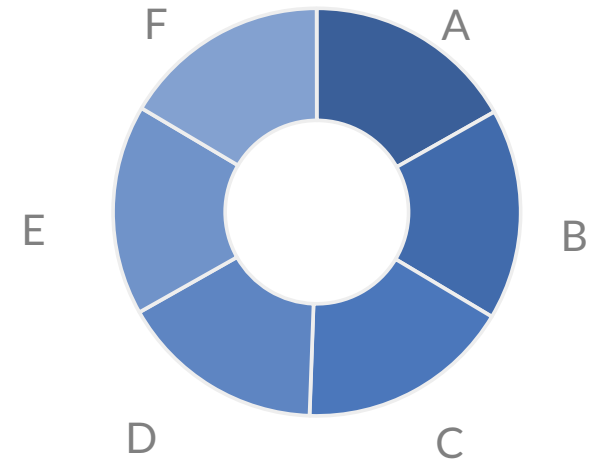
**2440**  
YTD 2017

**2407**  
YTD 2018

**2416**  
YTD 2019

### Line Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



#### A YTD 2019

There were 2416 new listings, a 0.37% increase from May, 2018

#### B YTD 2018

There were 2407 new listings, a 1.35% decrease from May, 2017

#### C YTD 2017

There were 2440 new listings, a 4.59% increase from May, 2016

#### D YTD 2016

There were 2333 new listings, a 2.71% decrease from May, 2015

#### E YTD 2015

There were 2398 new listings, a 1.35% increase from May, 2014

#### F YTD 2014

There were 2366 new listings, a 3.27% decrease from May, 2013

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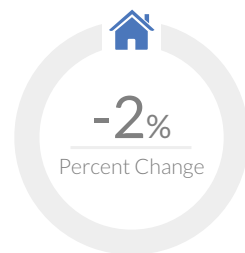
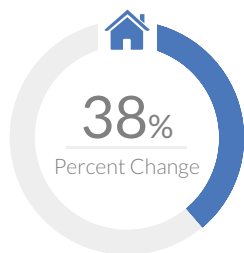
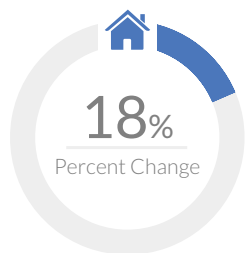
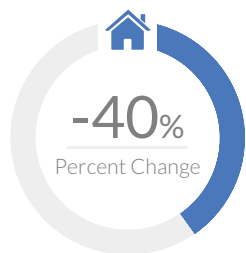
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### Unconditional Sales

Overview of the number of sold listings as of May, 2019



**182**  
May, 2016

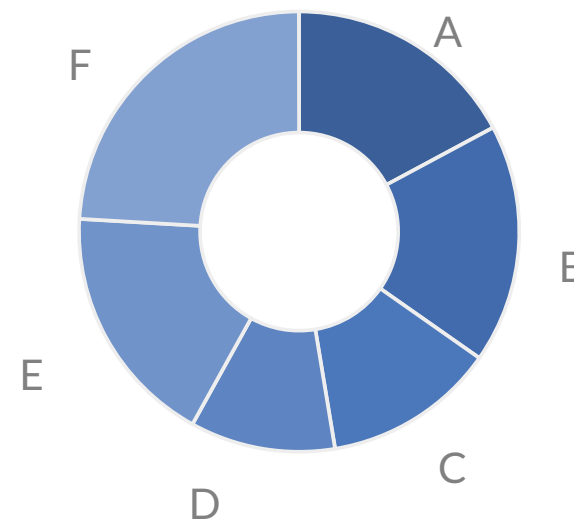
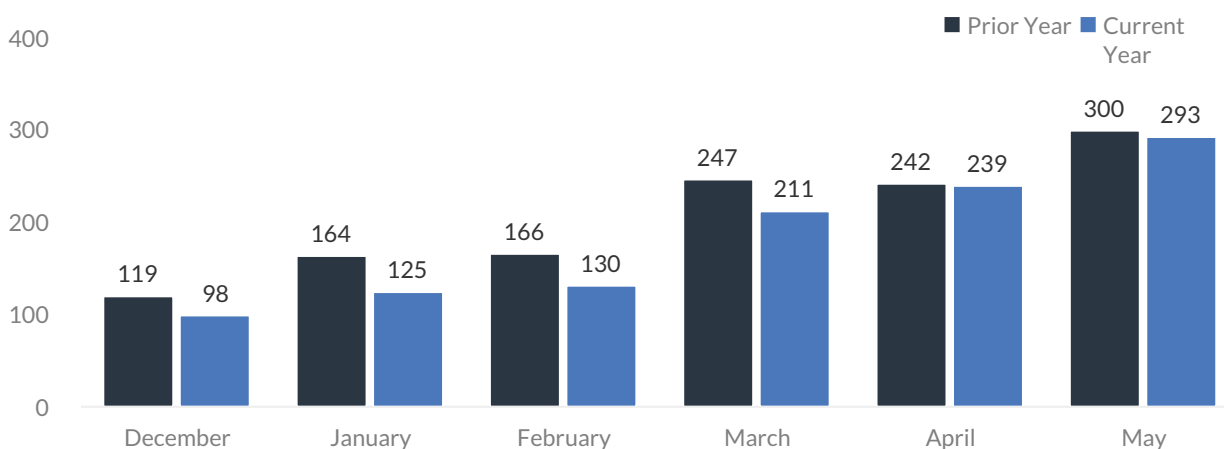
**216**  
May, 2017

**300**  
May, 2018

**293**  
May, 2019

### Bar Monthly Sales

Overview of the number of sold listings on a monthly basis



#### A MAY, 2019

There were 293 sold listings, a 2.33% decrease from May, 2018

#### B MAY, 2018

There were 300 sold listings, a 38.89% increase from May, 2017

#### C MAY, 2017

There were 216 sold listings, an 18.68% increase from May, 2016

#### D MAY, 2016

There were 182 sold listings, a 40.33% decrease from May, 2015

#### E MAY, 2015

There were 305 sold listings, a 25.79% decrease from May, 2014

#### F MAY, 2014

There were 411 sold listings, a 35.64% increase from May, 2013

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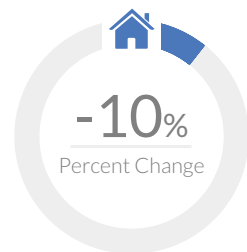
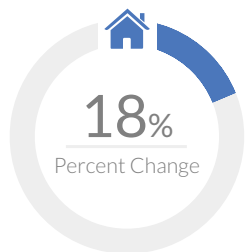
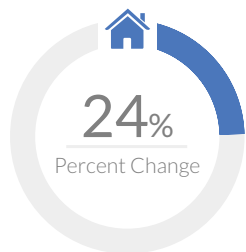
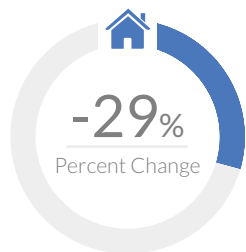
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### Unconditional Sales

Overview of the number of sold listings as of May, 2019



**755**  
YTD 2016

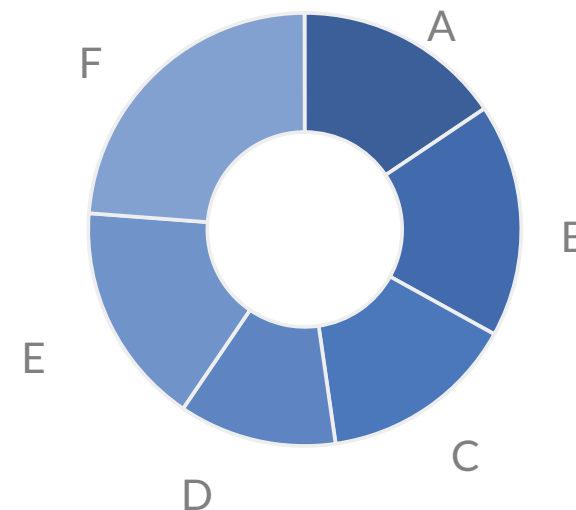
**941**  
YTD 2017

**1119**  
YTD 2018

**998**  
YTD 2019

### Line Monthly Sales

Overview of the number of sold listings on a monthly basis



#### A YTD 2019

There were 998 sold listings, a 10.81% decrease from May, 2018

#### B YTD 2018

There were 1119 sold listings, an 18.92% increase from May, 2017

#### C YTD 2017

There were 941 sold listings, a 24.64% increase from May, 2016

#### D YTD 2016

There were 755 sold listings, a 29.44% decrease from May, 2015

#### E YTD 2015

There were 1070 sold listings, a 29.84% decrease from May, 2014

#### F YTD 2014

There were 1525 sold listings, a 22.88% increase from May, 2013

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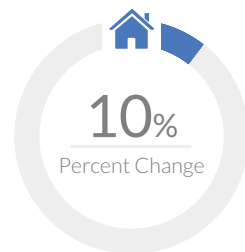
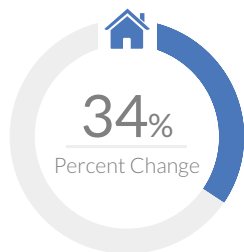
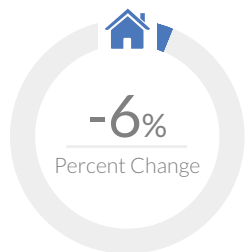
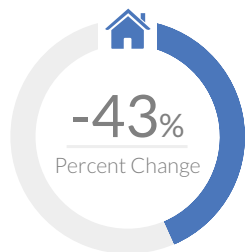
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### Ratio of Sales to New listings

Comparison between the number of sold listings to the number of new listings as of May, 2019



**36%**  
May, 2016

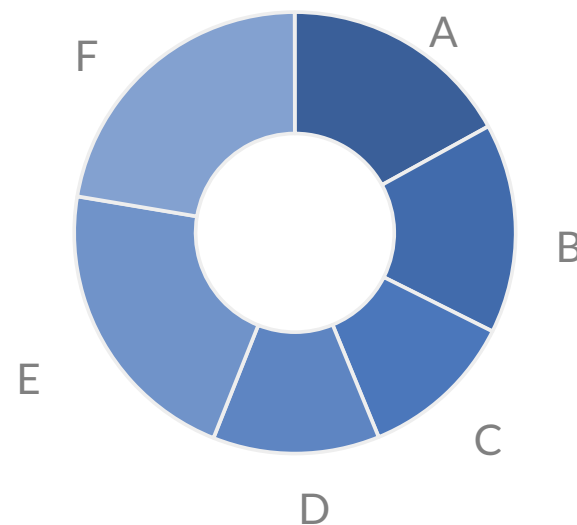
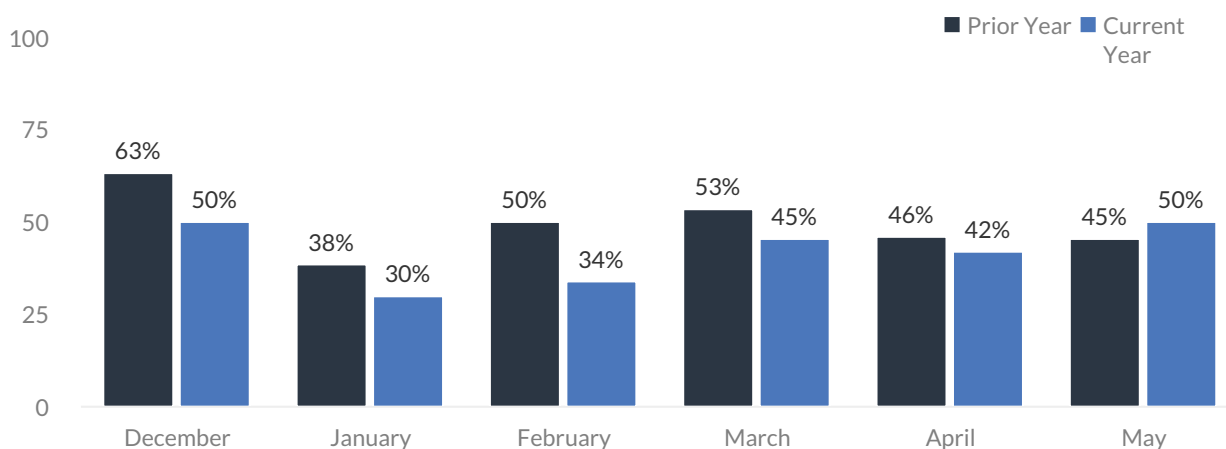
**34%**  
May, 2017

**45%**  
May, 2018

**50%**  
May, 2019

### Bar Monthly Sales to New Listings

Comparison between the number of sold listings to the number of new listings on a monthly basis



#### A MAY, 2019

The ratio of sales to new listings was 50%, a 10.57% increase from May, 2018

#### B MAY, 2018

The ratio of sales to new listings was 45%, a 34.47% increase from May, 2017

#### C MAY, 2017

The ratio of sales to new listings was 34%, a 6.39% decrease from May, 2016

#### D MAY, 2016

The ratio of sales to new listings was 36%, a 43.52% decrease from May, 2015

#### E MAY, 2015

The ratio of sales to new listings was 64%, a 3.23% decrease from May, 2014

#### F MAY, 2014

The ratio of sales to new listings was 66%, a 29.54% increase from May, 2013

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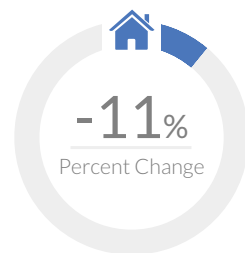
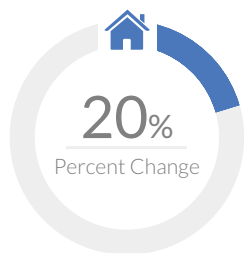
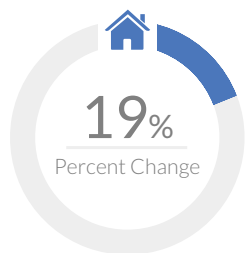
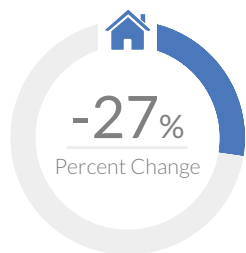
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### Ratio of Sales to New listings

Comparison between the number of sold listings to the number of new listings as of May, 2019



**32%**  
YTD 2016

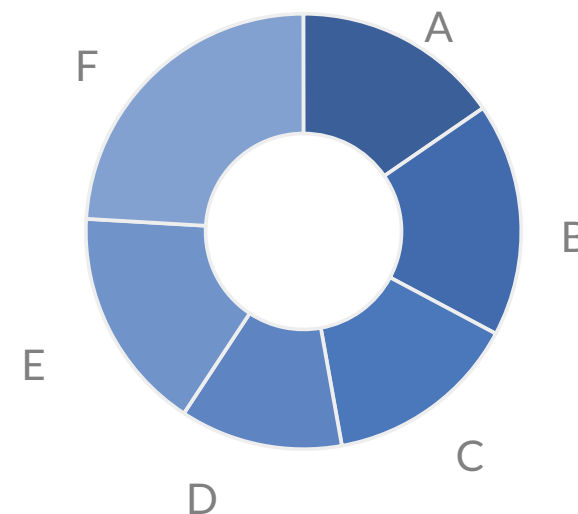
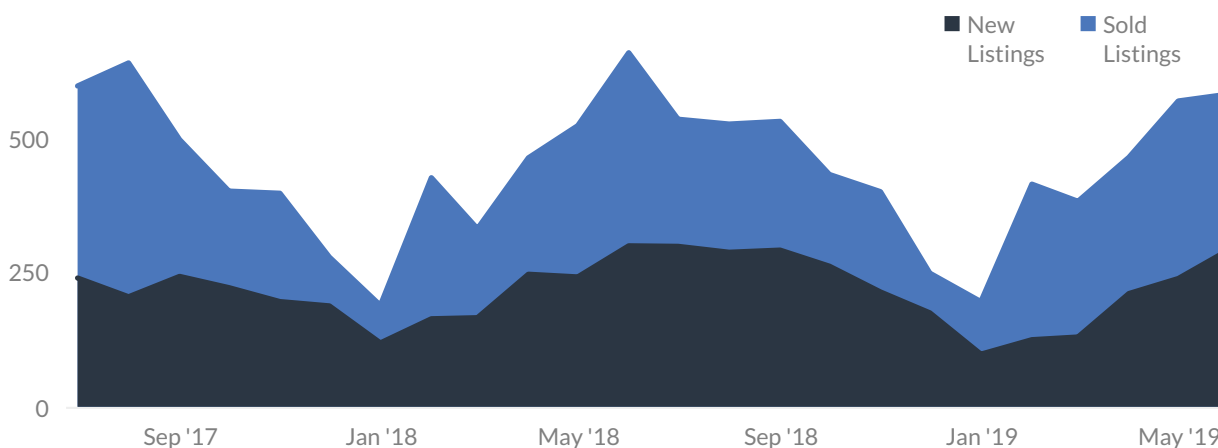
**39%**  
YTD 2017

**46%**  
YTD 2018

**41%**  
YTD 2019

### Area Monthly Sales to New Listings

Comparison between the number of sold listings to the number of new listings on a monthly basis



#### A YTD 2019

The ratio of sales to new listings was 41%, an 11.15% decrease from May, 2018

#### B YTD 2018

The ratio of sales to new listings was 46%, a 20.55% increase from May, 2017

#### C YTD 2017

The ratio of sales to new listings was 39%, a 19.17% increase from May, 2016

#### D YTD 2016

The ratio of sales to new listings was 32%, a 27.47% decrease from May, 2015

#### E YTD 2015

The ratio of sales to new listings was 45%, a 30.77% decrease from May, 2014

#### F YTD 2014

The ratio of sales to new listings was 64%, a 27.04% increase from May, 2013

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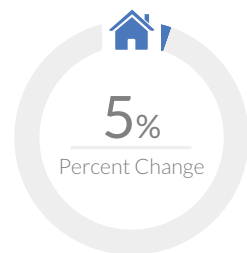
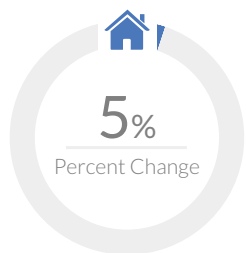
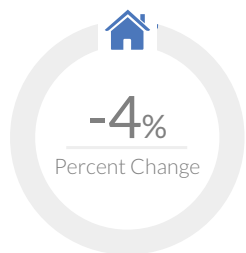
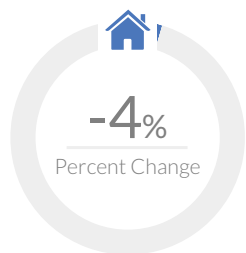
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### Median Sale Price

Overview of the median selling price based on sold listings as of May, 2019



**\$298k**  
May, 2016

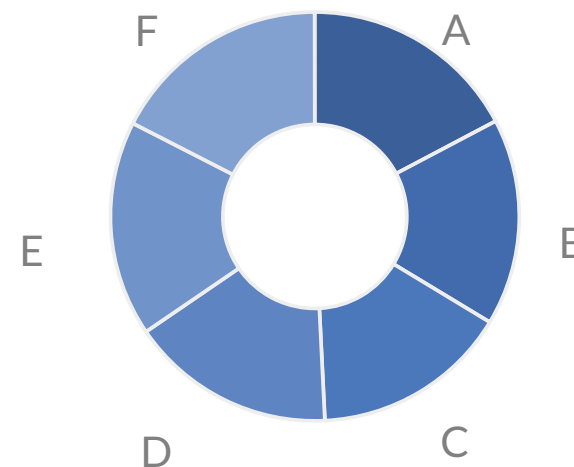
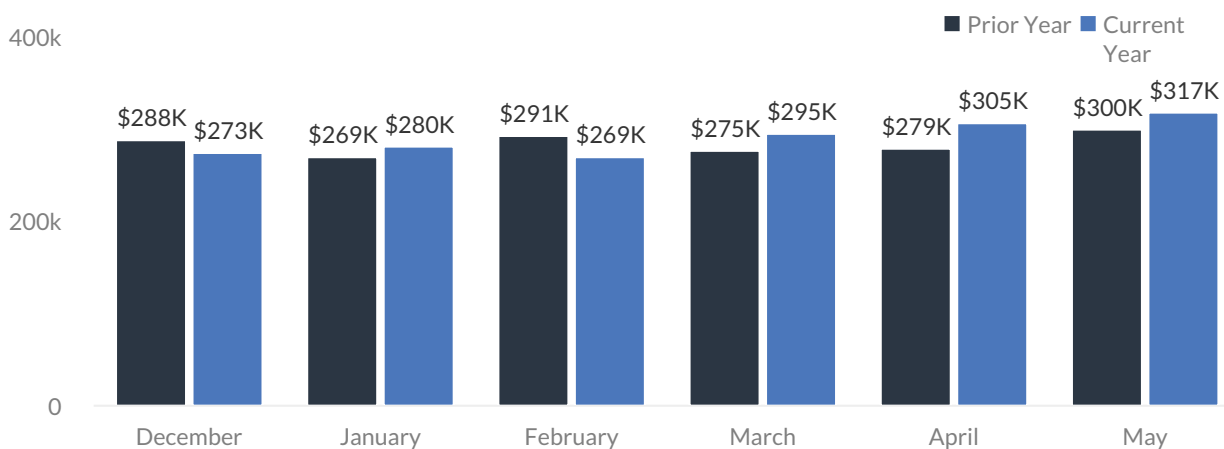
**\$285k**  
May, 2017

**\$300k**  
May, 2018

**\$317k**  
May, 2019

### Bar Monthly Median Sales Price

Overview of the median selling price based on sold listings on a monthly basis



#### A MAY, 2019

The median sales price was \$317K, a 5.5% increase from May, 2018

#### B MAY, 2018

The median sales price was \$300K, a 5.26% increase from May, 2017

#### C MAY, 2017

The median sales price was \$285K, a 4.28% decrease from May, 2016

#### D MAY, 2016

The median sales price was \$298K, a 4.72% decrease from May, 2015

#### E MAY, 2015

The median sales price was \$313K, a 2.31% decrease from May, 2014

#### F MAY, 2014

The median sales price was \$320K, a 10.35% increase from May, 2013

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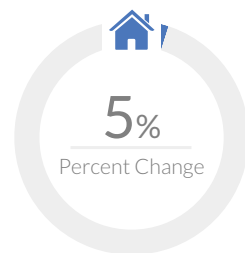
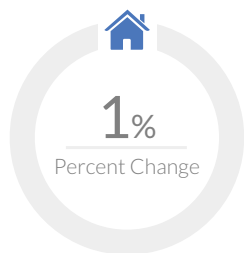
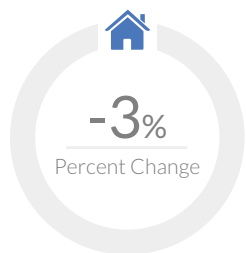
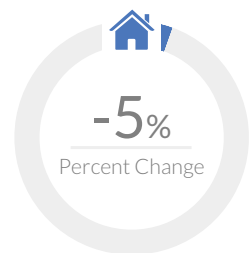
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### Median Sale Price

Overview of the median selling price based on sold listings as of May, 2019



**\$290k**  
YTD 2016

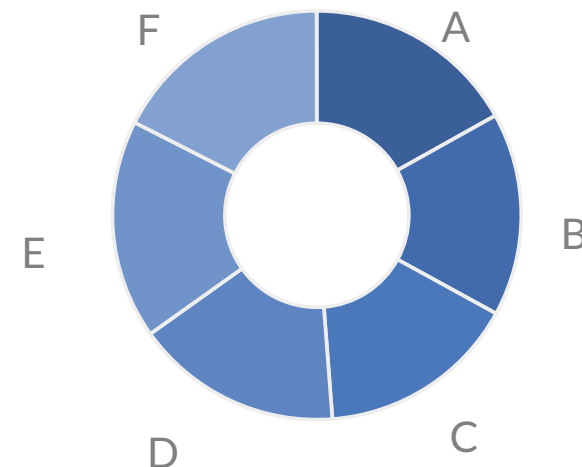
**\$280k**  
YTD 2017

**\$285k**  
YTD 2018

**\$299k**  
YTD 2019

### Line Monthly Median Sales Price

Overview of the median selling price based on sold listings on a monthly basis



#### A YTD 2019

The median sales price was \$299K, a 5.07% increase from May, 2018

#### B YTD 2018

The median sales price was \$285K, a 1.79% increase from May, 2017

#### C YTD 2017

The median sales price was \$280K, a 3.41% decrease from May, 2016

#### D YTD 2016

The median sales price was \$290K, a 5.65% decrease from May, 2015

#### E YTD 2015

The median sales price was \$307K, a 0.89% decrease from May, 2014

#### F YTD 2014

The median sales price was \$310K, a 12.73% increase from May, 2013

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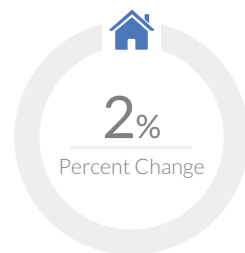
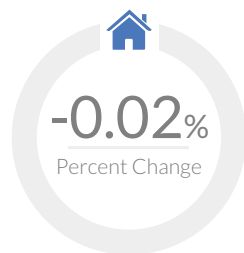
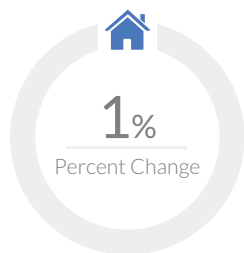
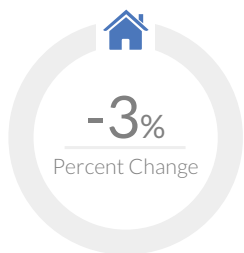
Bev Greentree, Associate Broker, REALTOR®

bev@bevgreentree.com  
7802281075



### Average Sale Price

Overview of the average selling price based on sold listings as of May, 2019



**\$308k**  
May, 2016

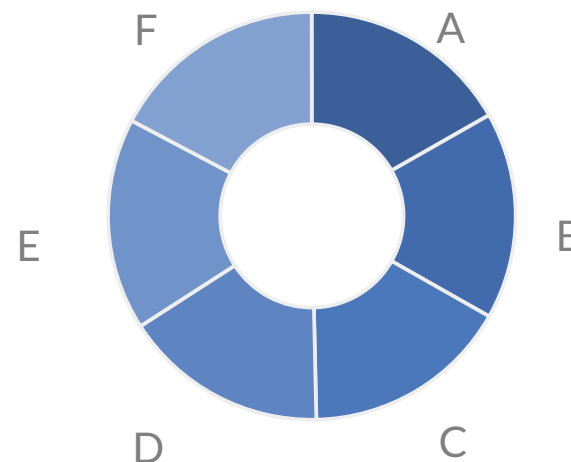
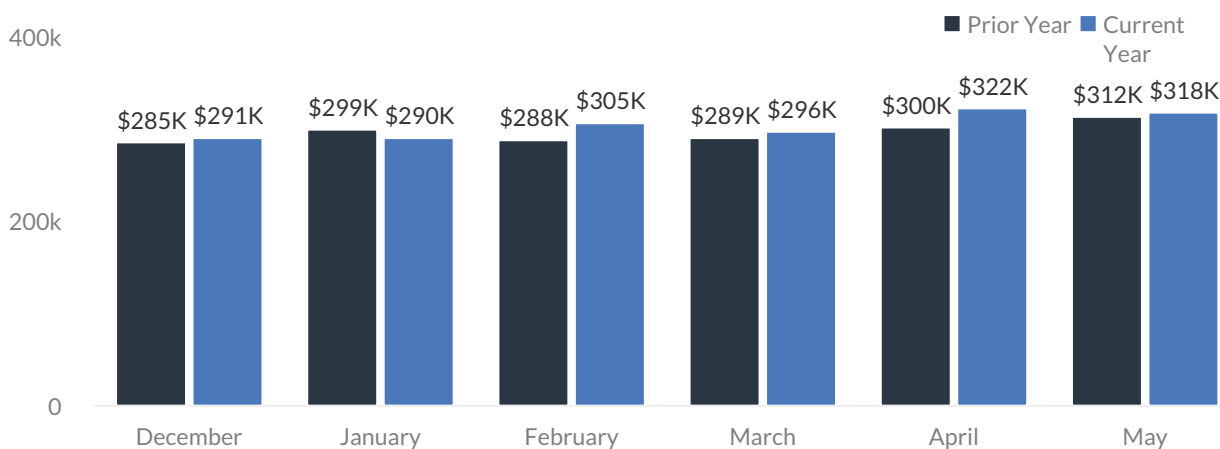
**\$312k**  
May, 2017

**\$312k**  
May, 2018

**\$318k**  
May, 2019

### Bar Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



#### A MAY, 2019

The average sales price was \$318K, a 2.03% increase from May, 2018

#### B MAY, 2018

The average sales price was \$312K, a 0.02% decrease from May, 2017

#### C MAY, 2017

The average sales price was \$312K, a 1.11% increase from May, 2016

#### D MAY, 2016

The average sales price was \$308K, a 3.42% decrease from May, 2015

#### E MAY, 2015

The average sales price was \$319K, a 2.47% decrease from May, 2014

#### F MAY, 2014

The average sales price was \$327K, a 9.8% increase from May, 2013

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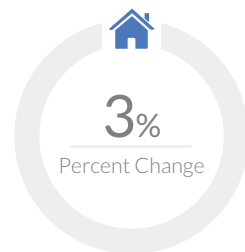
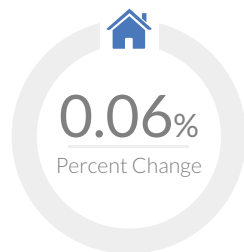
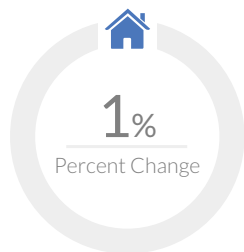
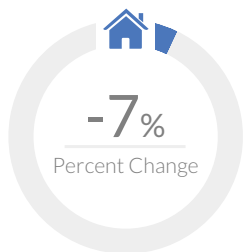
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7802281075



### Average Sale Price

Overview of the average selling price based on sold listings as of May, 2019



**\$293k**  
YTD 2016

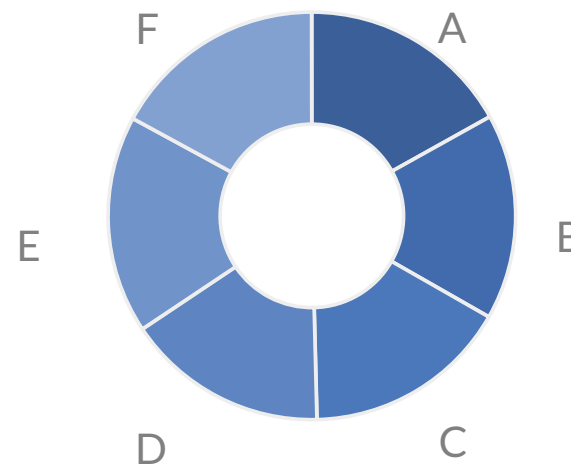
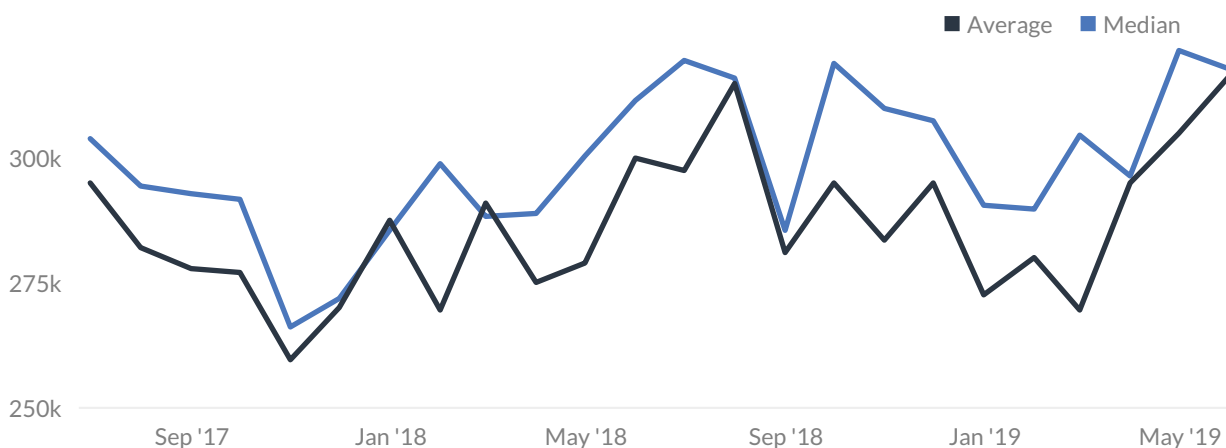
**\$299k**  
YTD 2017

**\$299k**  
YTD 2018

**\$309k**  
YTD 2019

### Line Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



#### A YTD 2019

The average sales price was \$309K, a 3.4% increase from May, 2018

#### B YTD 2018

The average sales price was \$299K, a 0.06% increase from May, 2017

#### C YTD 2017

The average sales price was \$299K, a 1.96% increase from May, 2016

#### D YTD 2016

The average sales price was \$293K, a 7.26% decrease from May, 2015

#### E YTD 2015

The average sales price was \$316K, a 1.23% increase from May, 2014

#### F YTD 2014

The average sales price was \$312K, a 10.17% increase from May, 2013

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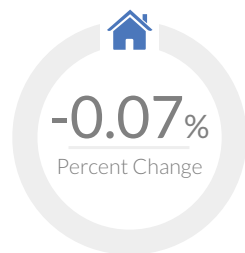
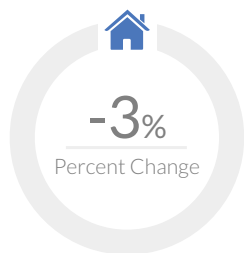
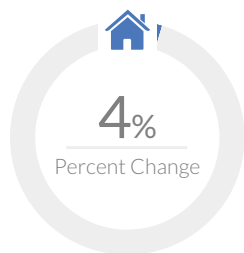
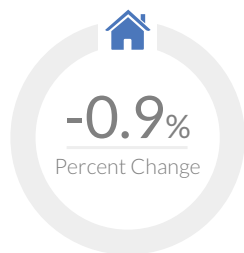
Bev Greentree, Associate Broker, REALTOR®

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7802281075



### Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of May, 2019



**96%**  
May, 2016

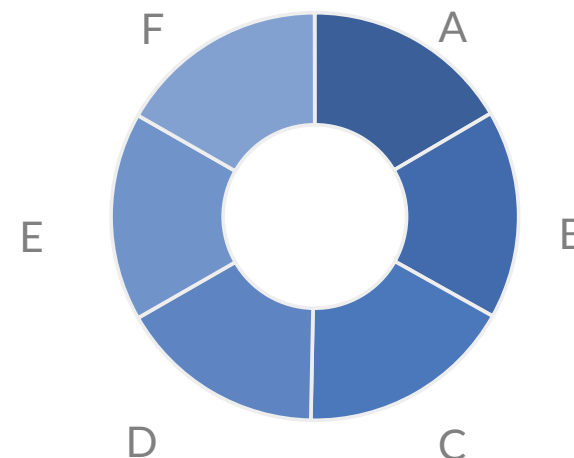
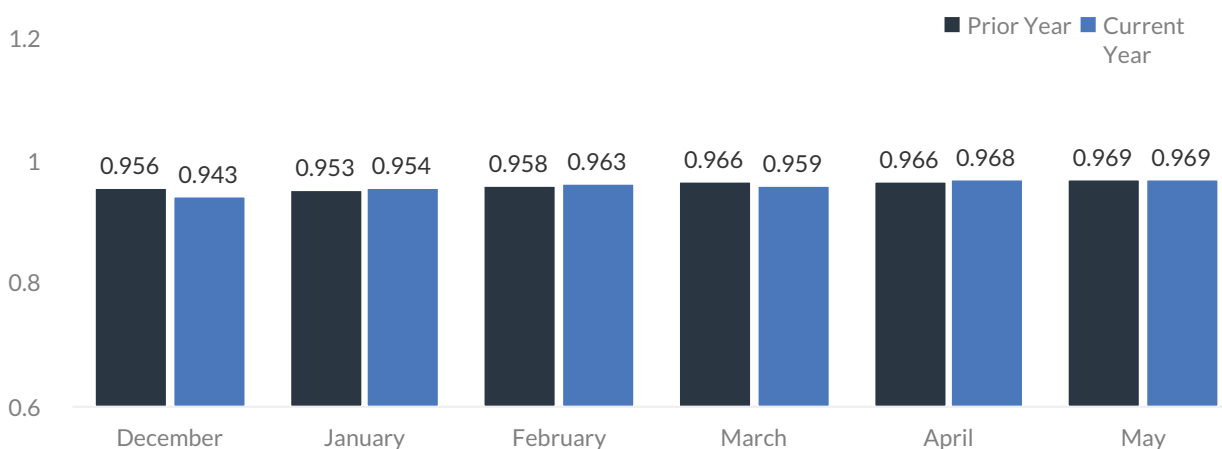
**101%**  
May, 2017

**97%**  
May, 2018

**97%**  
May, 2019

### Bar Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



#### A MAY, 2019

The average ask to sell ratio was 0.969, a 0.07% decrease from May, 2018

#### B MAY, 2018

The average ask to sell ratio was 0.969, a 3.54% decrease from May, 2017

#### C MAY, 2017

The average ask to sell ratio was 1.005, a 4.76% increase from May, 2016

#### D MAY, 2016

The average ask to sell ratio was 0.959, a 0.9% decrease from May, 2015

#### E MAY, 2015

The average ask to sell ratio was 0.968, a 1.1% decrease from May, 2014

#### F MAY, 2014

The average ask to sell ratio was 0.979, a 0.66% increase from May, 2013

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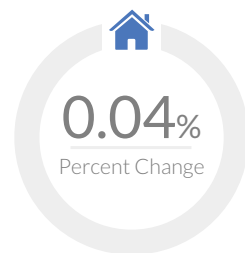
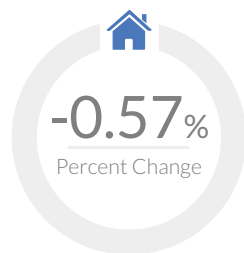
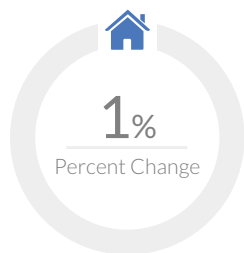
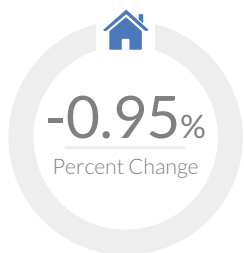
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7802281075



### Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of May, 2019



**96%**  
YTD 2016

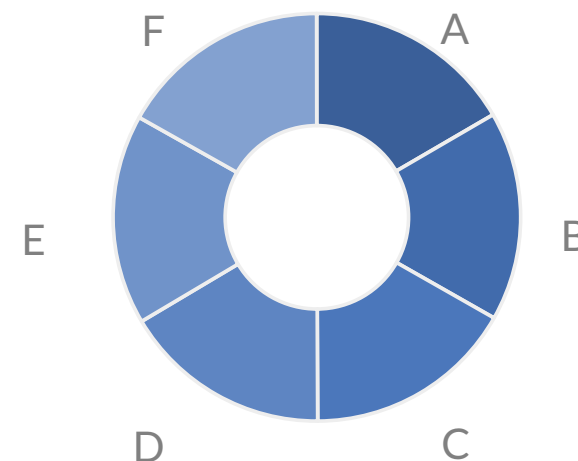
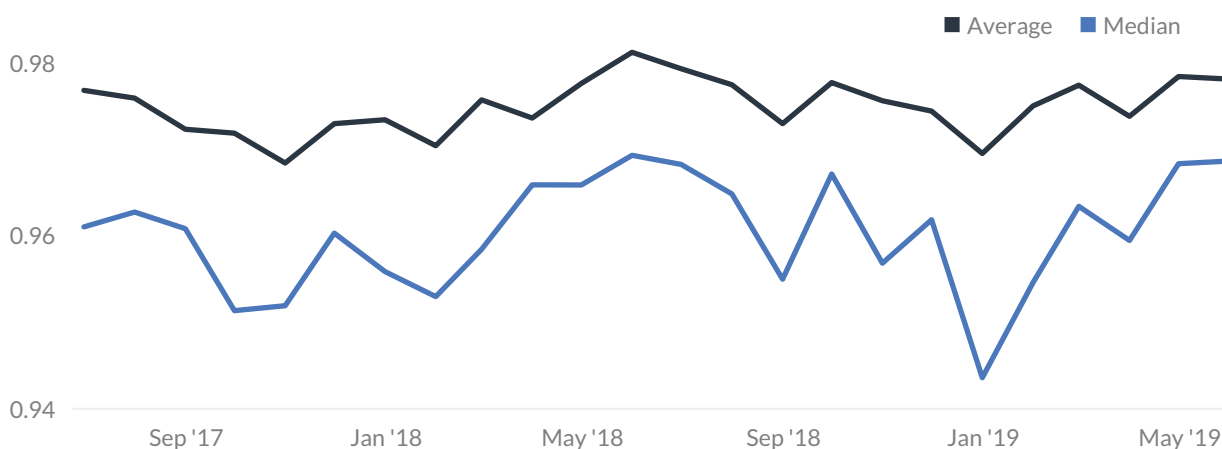
**97%**  
YTD 2017

**96%**  
YTD 2018

**96%**  
YTD 2019

### Line Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



#### A YTD 2019

The average ask to sell ratio was 0.964, a 0.04% increase from May, 2018

#### B YTD 2018

The average ask to sell ratio was 0.964, a 0.57% decrease from May, 2017

#### C YTD 2017

The average ask to sell ratio was 0.969, a 1.07% increase from May, 2016

#### D YTD 2016

The average ask to sell ratio was 0.959, a 0.95% decrease from May, 2015

#### E YTD 2015

The average ask to sell ratio was 0.968, a 0.91% decrease from May, 2014

#### F YTD 2014

The average ask to sell ratio was 0.977, a 0.5% increase from May, 2013

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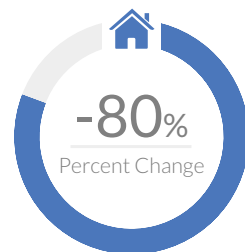
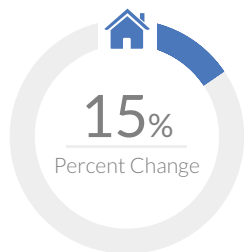
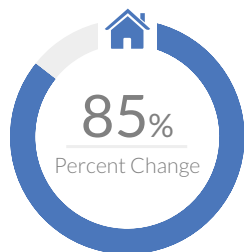
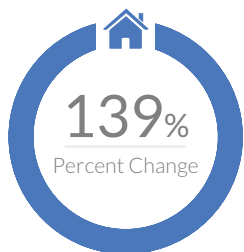
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7802281075



### Total Months Supply

Overview of months supply of total inventory based as of May, 2019



**21.84**  
May, 2016

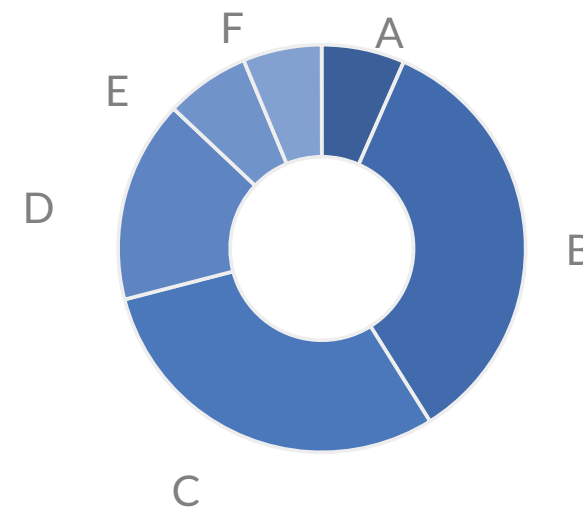
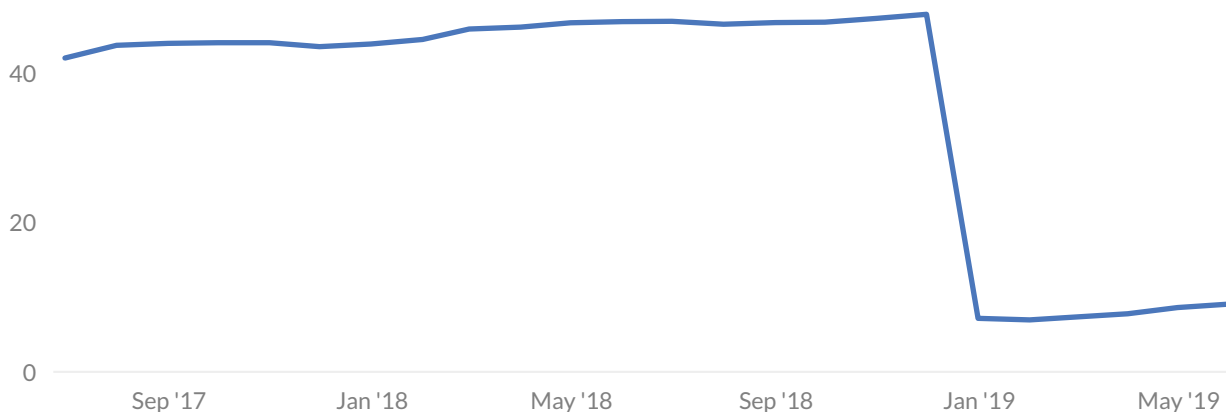
**40.56**  
May, 2017

**46.90**  
May, 2018

**8.96**  
May, 2019

### Line Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



#### A MAY, 2019

The months supply as of May, 2019 was 8.96, an 80.9% decrease from May, 2018

#### B MAY, 2018

The months supply as of May, 2018 was 46.90, a 15.62% increase from May, 2017

#### C MAY, 2017

The months supply as of May, 2017 was 40.56, an 85.76% increase from May, 2016

#### D MAY, 2016

The months supply as of May, 2016 was 21.84, a 139.9% increase from May, 2015

#### E MAY, 2015

The months supply as of May, 2015 was 9.10, a 7.11% increase from May, 2014

#### F MAY, 2014

The months supply as of May, 2014 was 8.50, a 23.06% decrease from May, 2013

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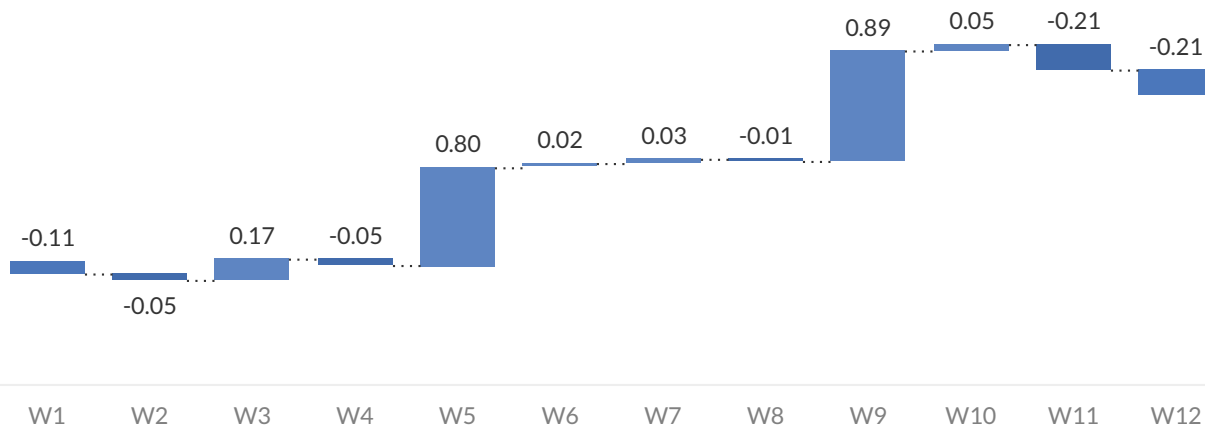
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### Total Months Supply

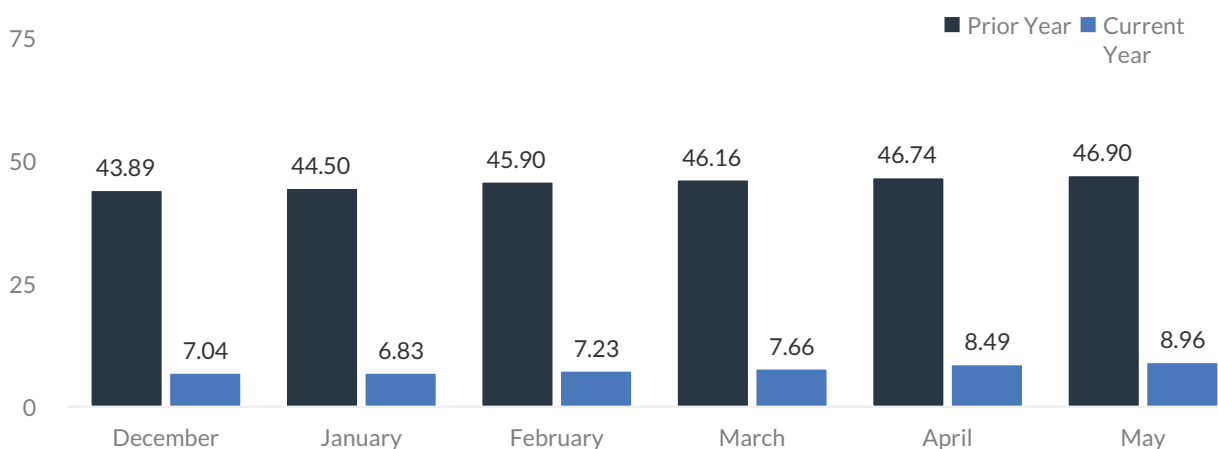
Overview of months supply of total inventory based as of May, 2019



The waterfall graph on the left displays the change in months supply over the last 12 weeks. Lighter colors represents an increase in months supply levels while darker colors represent a decrease.

### Bar Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



#### W1 MAR 9/2019

The total months supply was 7.72 month(s), a 1.34% decrease from Mar 2

#### W2 MAR 16/2019

The total months supply was 7.67 month(s), a 0.67% decrease from Mar 9

#### W3 MAR 23/2019

The total months supply was 7.84 month(s), a 2.22% increase from Mar 16

#### W4 MAR 30/2019

The total months supply was 7.79 month(s), a 0.67% decrease from Mar 23

#### W5 APR 6/2019

The total months supply was 8.59 month(s), a 10.29% increase from Mar 30

#### W6 APR 13/2019

The total months supply was 8.61 month(s), a 0.21% increase from Apr 6

#### W7 APR 20/2019

The total months supply was 8.64 month(s), a 0.4% increase from Apr 13

#### W8 APR 27/2019

The total months supply was 8.63 month(s), a 0.18% decrease from Apr 20

#### W9 MAY 4/2019

The total months supply was 9.52 month(s), a 10.36% increase from Apr 27

#### W10 MAY 11/2019

The total months supply was 9.57 month(s), a 0.54% increase from May 4

#### W11 MAY 18/2019

The total months supply was 9.36 month(s), a 2.15% decrease from May 11

#### W12 MAY 25/2019

The total months supply was 9.15 month(s), a 2.34% decrease from May 18

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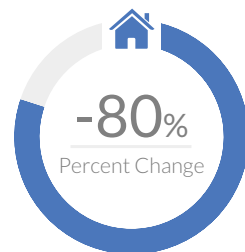
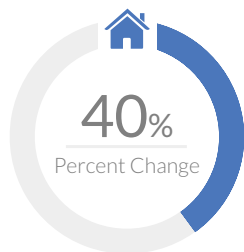
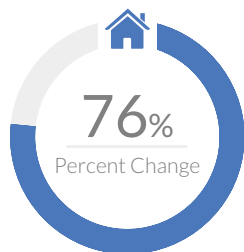
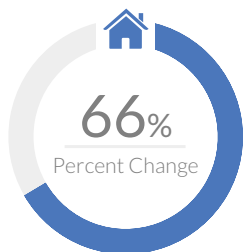
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### Total Listing Inventory

Overview of the total number of listings which were currently active on the market as of May, 2019



**3994**  
May, 2016

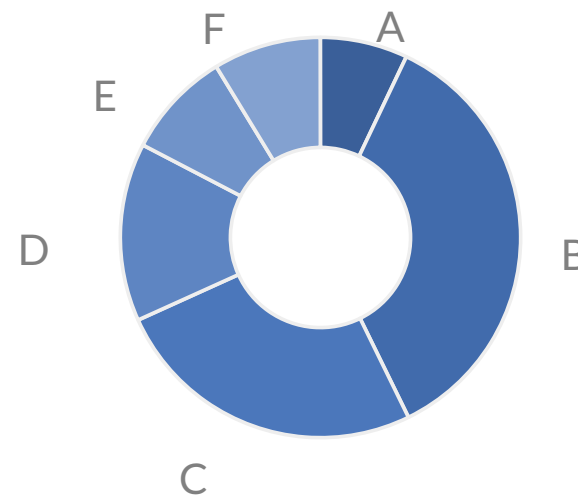
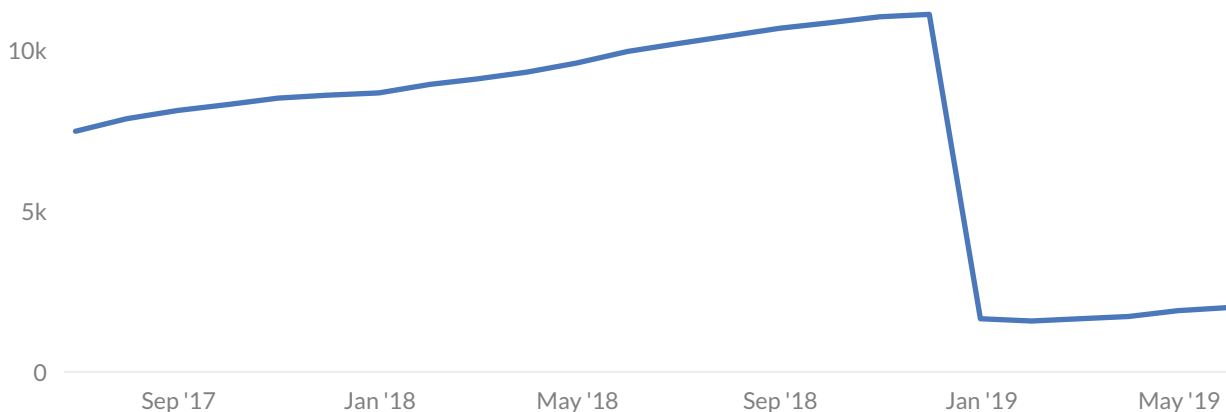
**7061**  
May, 2017

**9895**  
May, 2018

**1960**  
May, 2019

### Line Monthly Total Listing Inventory

Overview of the total number of listings which were currently active on the market on a monthly basis



#### A MAY, 2019

As of May, 2019 the total inventory was 1960, an 80.19% decrease from May, 2018

#### B MAY, 2018

As of May, 2018 the total inventory was 9895, a 40.14% increase from May, 2017

#### C MAY, 2017

As of May, 2017 the total inventory was 7061, a 76.79% increase from May, 2016

#### D MAY, 2016

As of May, 2016 the total inventory was 3994, a 66.69% increase from May, 2015

#### E MAY, 2015

As of May, 2015 the total inventory was 2396, a 0.83% decrease from May, 2014

#### F MAY, 2014

As of May, 2014 the total inventory was 2416, an 8.62% decrease from May, 2013

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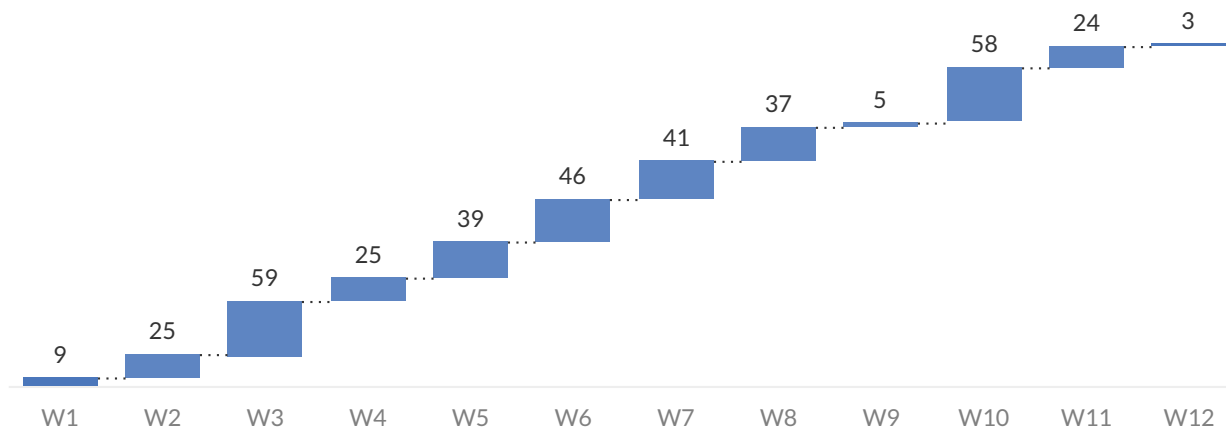
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### Total Listing Inventory

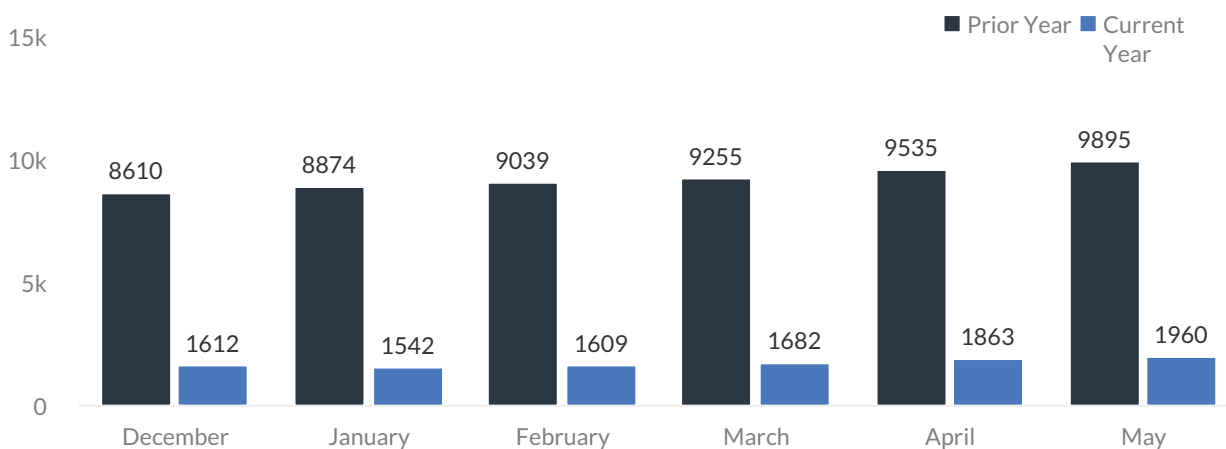
Overview of the total number of listings which were currently active on the market as of May, 2019



The waterfall graph on the left displays the change in inventory over the last 12 weeks. Lighter colors represents an increase in inventory levels while darker colors represent a decrease.

### Bar Monthly Total Listing Inventory

Overview of the total number of listings which were currently active on the market on a monthly basis



#### W1 MAR 9/2019

There were 1599 active listings as of Mar 9, a 0.57% increase from Mar 2

#### W2 MAR 16/2019

There were 1624 active listings as of Mar 16, a 1.56% increase from Mar 9

#### W3 MAR 23/2019

There were 1683 active listings as of Mar 23, a 3.63% increase from Mar 16

#### W4 MAR 30/2019

There were 1708 active listings as of Mar 30, a 1.49% increase from Mar 23

#### W5 APR 6/2019

There were 1747 active listings as of Apr 6, a 2.28% increase from Mar 30

#### W6 APR 13/2019

There were 1793 active listings as of Apr 13, a 2.63% increase from Apr 6

#### W7 APR 20/2019

There were 1834 active listings as of Apr 20, a 2.29% increase from Apr 13

#### W8 APR 27/2019

There were 1871 active listings as of Apr 27, a 2.02% increase from Apr 20

#### W9 MAY 4/2019

There were 1876 active listings as of May 4, a 0.27% increase from Apr 27

#### W10 MAY 11/2019

There were 1934 active listings as of May 11, a 3.09% increase from May 4

#### W11 MAY 18/2019

There were 1958 active listings as of May 18, a 1.24% increase from May 11

#### W12 MAY 25/2019

There were 1961 active listings as of May 25, a 0.15% increase from May 18

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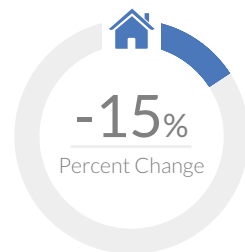
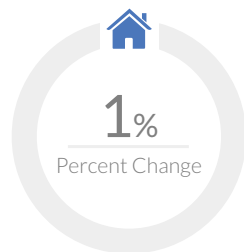
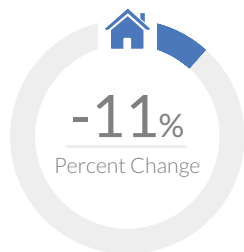
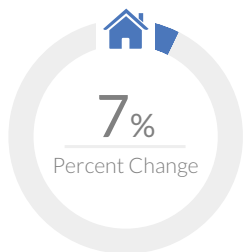
Bev Greentree, Associate Broker, REALTOR®

bev@bevgreentree.com  
7802281075



### Days on Market Until Sale

Overview of the average number of days that sold listings as of May, 2019 have been on the market for



**80.82**  
May, 2016

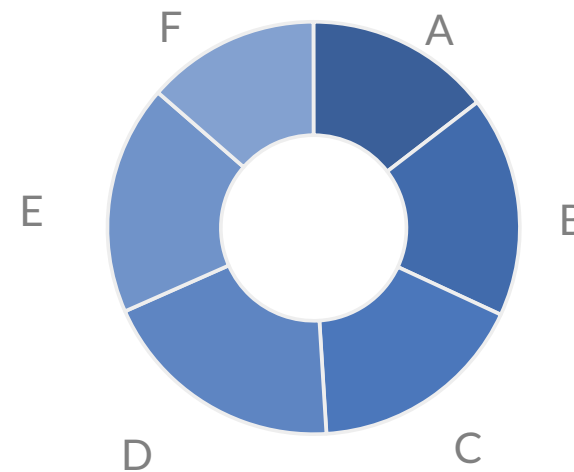
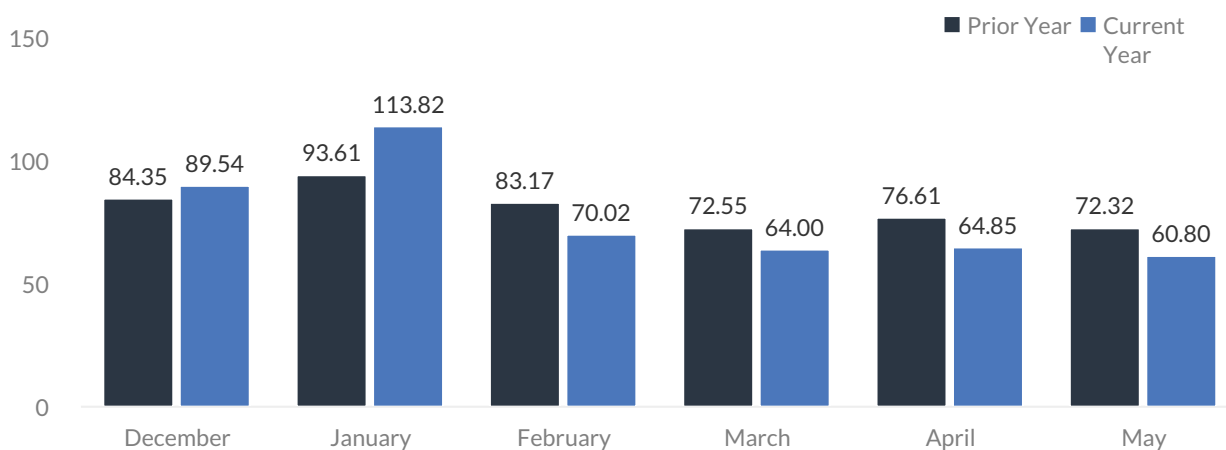
**71.34**  
May, 2017

**72.32**  
May, 2018

**60.80**  
May, 2019

### Bar Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



#### A MAY, 2019

The average days on market was 60.80, a 15.92% decrease from May, 2018

#### B MAY, 2018

The average days on market was 72.32, a 1.37% increase from May, 2017

#### C MAY, 2017

The average days on market was 71.34, an 11.73% decrease from May, 2016

#### D MAY, 2016

The average days on market was 80.82, a 7.48% increase from May, 2015

#### E MAY, 2015

The average days on market was 75.19, a 32.58% increase from May, 2014

#### F MAY, 2014

The average days on market was 56.72, a 38.77% decrease from May, 2013

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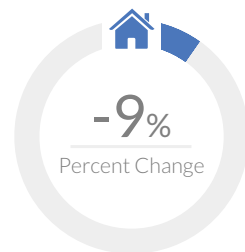
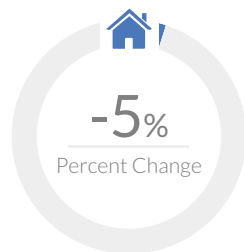
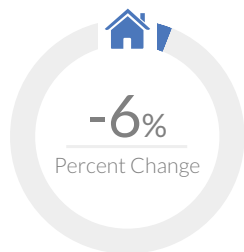
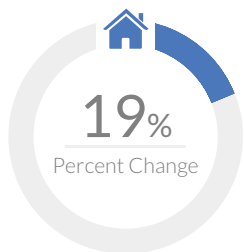
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### Days on Market Until Sale

Overview of the average number of days that sold listings as of May, 2019 have been on the market for



**87.64**  
YTD 2016

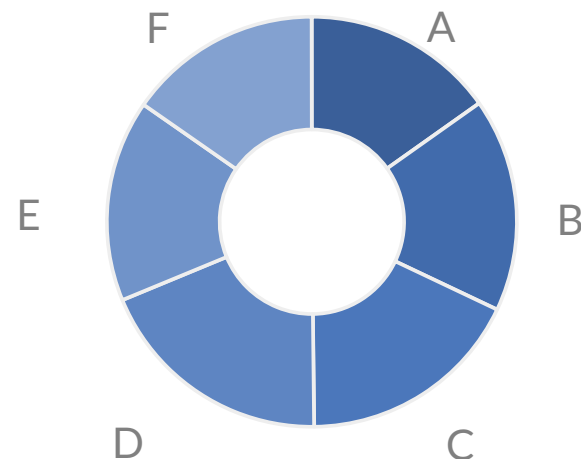
**82.20**  
YTD 2017

**78.03**  
YTD 2018

**70.29**  
YTD 2019

### Line Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



#### A YTD 2019

The average days on market was 70.29, a 9.92% decrease from May, 2018

#### B YTD 2018

The average days on market was 78.03, a 5.07% decrease from May, 2017

#### C YTD 2017

The average days on market was 82.20, a 6.21% decrease from May, 2016

#### D YTD 2016

The average days on market was 87.64, a 19.01% increase from May, 2015

#### E YTD 2015

The average days on market was 73.64, a 3.87% increase from May, 2014

#### F YTD 2014

The average days on market was 70.89, a 13.03% decrease from May, 2013

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