



# Current Market Statistics

## October through February

	<u>2006/2007</u>	<u>2007/2008</u>	<u>% Change</u>
<b>Inventory Statistics</b>	-	-	-
New Listings signed	426	410	- 3.7%
Contracts signed	238	161	- 32.4%
Closings	202	162	- 19.8%
<b>New Listing info</b>			
Average List Price	\$3,492,098	\$3,542,227	+ 1.4%
Median List Price	\$2,495,000	\$2,495,000	0%
<b>Contract info</b>			
Average List Price	\$3,033,813	\$3,556,699	+ 17.2%
Median List Price	\$2,297,500	\$2,285,000	- 0.5%
Av. Days on Market (DOM)	190	190	
Av. DOM on properties requiring a price reduction*	251	250	
Av. DOM on properties NOT requiring a price reduction*	135	128	
<b>Closed info</b>			
Average List Price	\$2,715,149	\$3,336,870	+ 22.9%
Average Closed Price	\$2,550,327	\$3,074,443	+ 20.6%
Median List Price	\$2,112,500	\$2,195,000	+ 3.9%
Median Closed Price	\$1,945,000	\$2,000,000	+ 2.8%
Av. List Price vs. Closed Price ratio	93.9%	92.1%	
Av. Days on Market	172	175	
Av. DOM on properties requiring a price reduction*	232	233	
Av. DOM on properties NOT requiring a price reduction*	100	112	

\*Demonstrates need for accurate pricing from the beginning of listing agreement

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