

City: Brookhaven



Andrei Semenov, Realtor

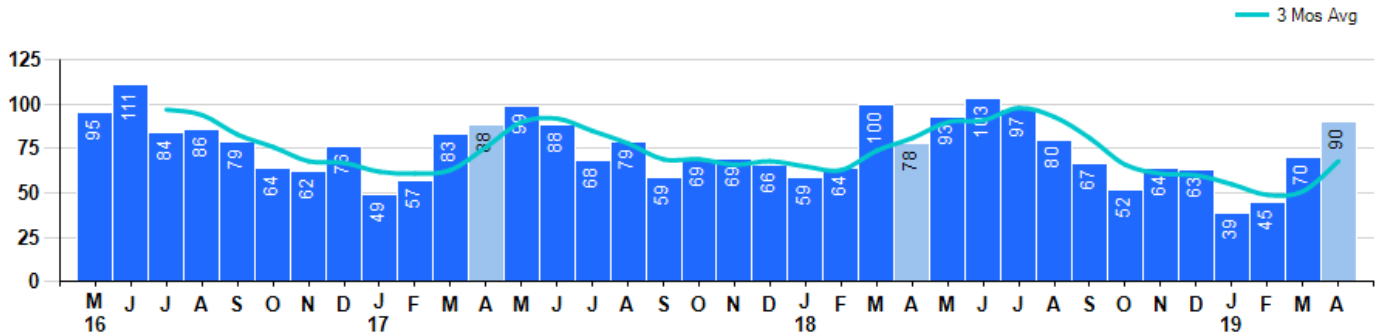
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$544,547	↔		↓				
Average List Price of all Current Listings	\$671,443	↔		↓				
April Median Sales Price	\$524,250	↑	↑	↑	↑	\$502,000	↑	↑
April Average Sales Price	\$596,204	↑	↔	↑	↑	\$597,466	↑	↑
Total Properties Currently for Sale (Inventory)	260	↓		↑				
April Number of Properties Sold	90	↑		↑		244	↓	
April Average Days on Market (Solds)	37	↑	↓	↑	↓	42	↑	↑
Asking Price per Square Foot (based on New Listings)	\$229	↑	↔	↑	↑	\$230	↑	↑
April Sold Price per Square Foot	\$228	↑	↑	↑	↑	\$221	↑	↑
April Month's Supply of Inventory	2.9	↓	↓	↑	↑	4.6	↑	↑
April Sale Price vs List Price Ratio	96.7%	↔	↑	↓	↔	96.2%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

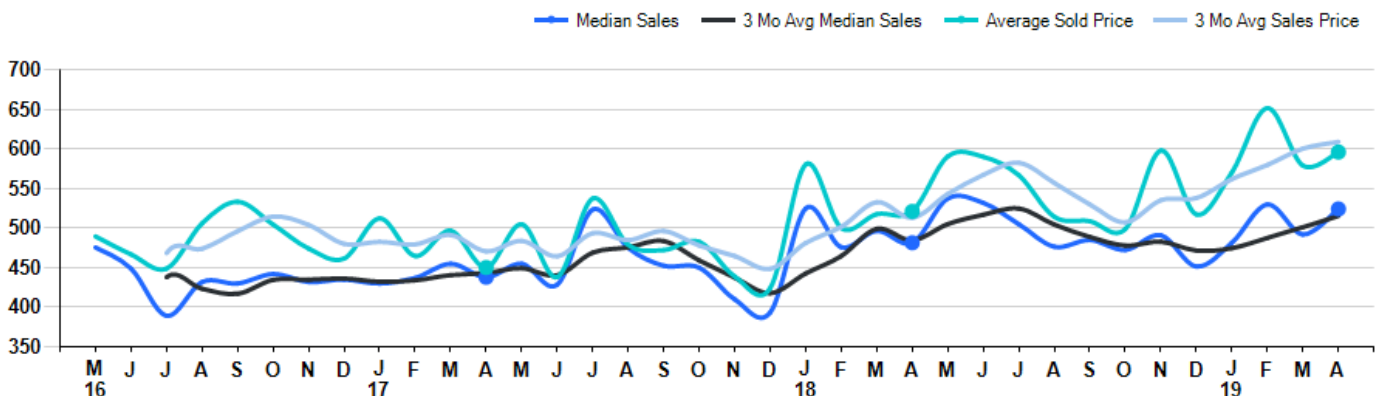
April Property sales were 90, up 15.4% from 78 in April of 2018 and 28.6% higher than the 70 sales last month. April 2019 sales were at their highest level compared to April of 2018 and 2017. April YTD sales of 244 are running -18.9% behind last year's year-to-date sales of 301.



Prices

The Median Sales Price in April was \$524,250, up 8.9% from \$481,500 in April of 2018 and up 6.6% from \$492,000 last month. The Average Sales Price in April was \$596,204, up 14.4% from \$521,182 in April of 2018 and up 2.9% from \$579,187 last month. April 2019 ASP was at highest level compared to April of 2018 and 2017.

Median means Middle (the same # of properties sold above and below Median) (000's)



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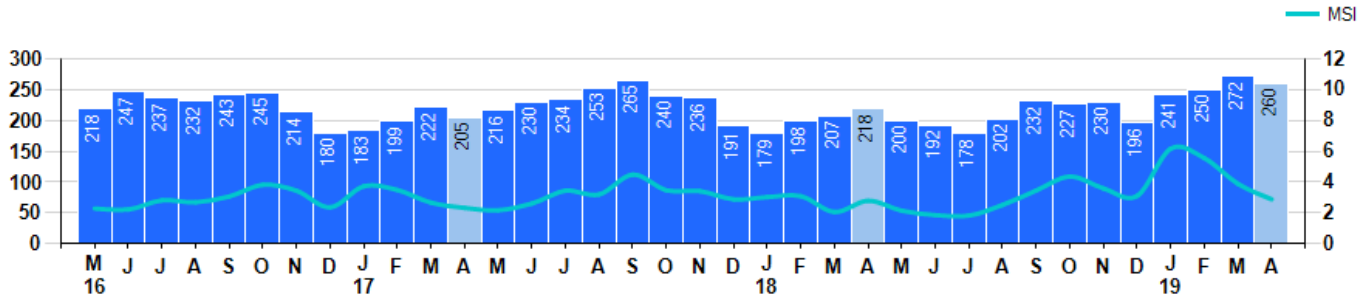
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Inventory & MSI

The Total Inventory of Properties available for sale as of April was 260, down -4.4% from 272 last month and up 19.3% from 218 in April of last year. April 2019 Inventory was at highest level compared to April of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2019 MSI of 2.9 months was at its highest level compared with April of 2018 and 2017.

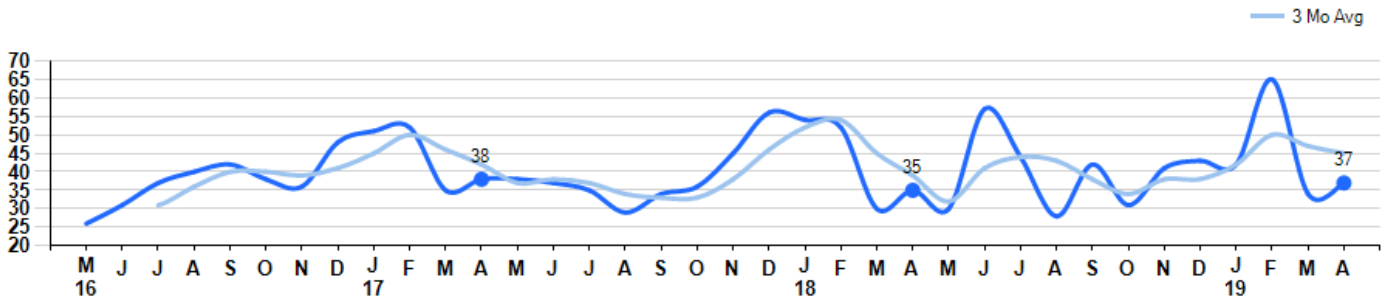
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 37, up 8.8% from 34 days last month and up 5.7% from 35 days in April of last year. The April 2019 DOM was at a mid range compared with April of 2018 and 2017.

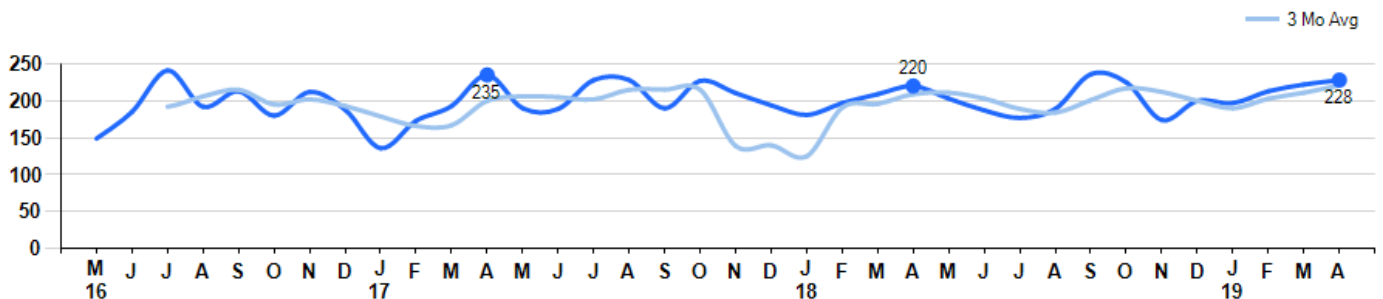
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The April 2019 Selling Price per Square Foot of \$228 was up 2.7% from \$222 last month and up 3.6% from \$220 in April of last year.

Average Selling Price per Square Foot for properties that sold during the month



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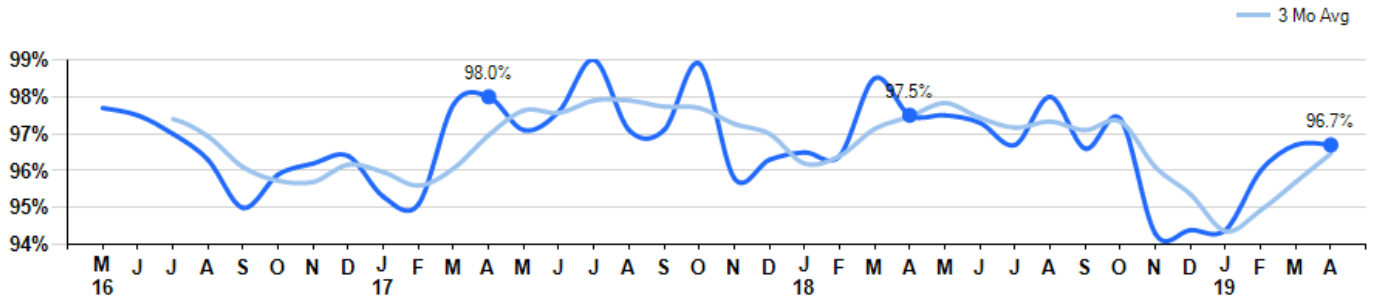
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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2019 Selling Price vs List Price of 96.7% was equal to 96.7% last month and down from 97.5% in April of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2019 was 146, down -0.7% from 147 last month and up 15.0% from 127 in April of last year.

