

City: Brookhaven



Andrei Semenov, Realtor

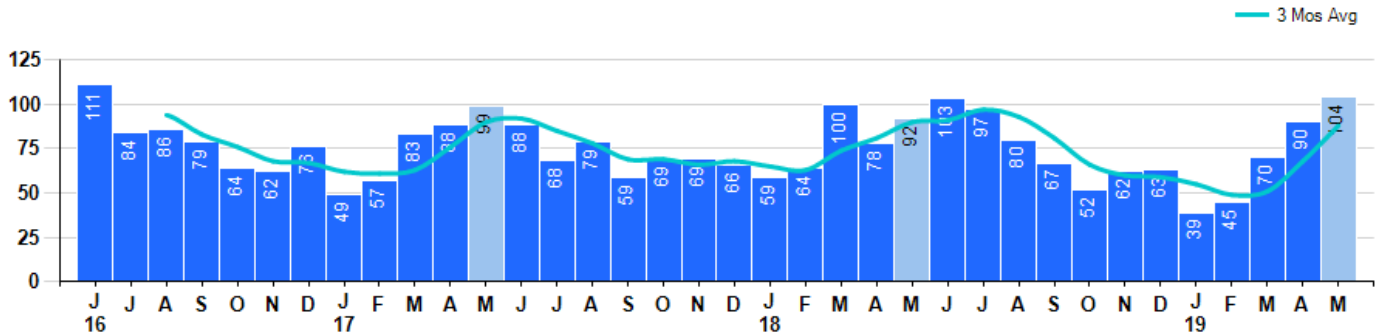
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$544,597	↔		↓				
Average List Price of all Current Listings	\$661,811	↔		↓				
May Median Sales Price	\$491,000	↓	↓	↓	↔	\$500,750	↔	↑
May Average Sales Price	\$539,123	↓	↓	↓	↓	\$580,030	↑	↑
Total Properties Currently for Sale (Inventory)	270	↑		↑				
May Number of Properties Sold	104	↑		↑		348	↓	
May Average Days on Market (Solds)	29	↓	↓	↔	↓	38	↔	↓
Asking Price per Square Foot (based on New Listings)	\$235	↑	↑	↑	↑	\$230	↑	↑
May Sold Price per Square Foot	\$224	↓	↔	↑	↑	\$222	↑	↑
May Month's Supply of Inventory	2.6	↓	↓	↑	↓	4.2	↑	↑
May Sale Price vs List Price Ratio	97.2%	↑	↑	↓	↑	96.5%	↓	↓

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

Property Sales

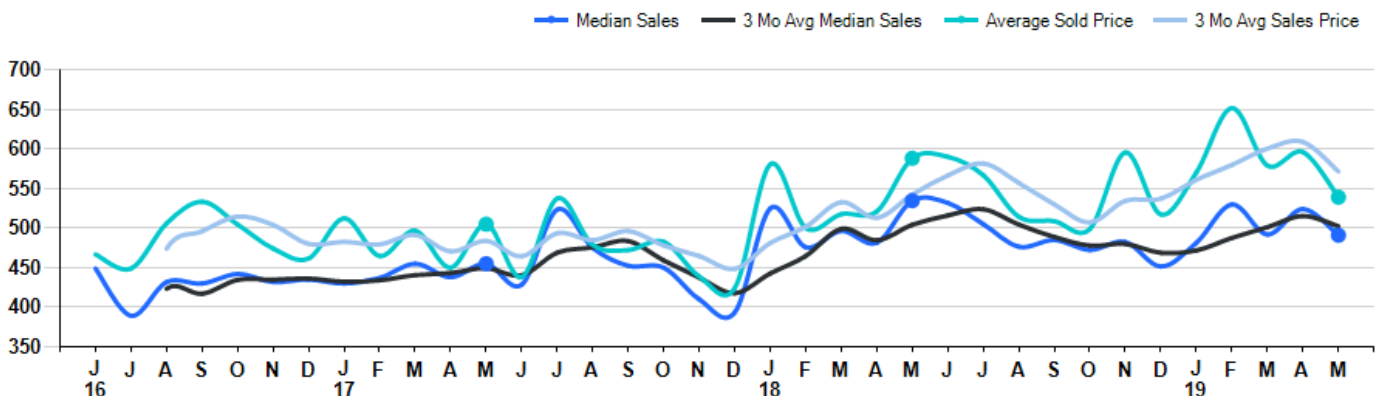
May Property sales were 104, up 13.0% from 92 in May of 2018 and 15.6% higher than the 90 sales last month. May 2019 sales were at their highest level compared to May of 2018 and 2017. May YTD sales of 348 are running -11.5% behind last year's year-to-date sales of 393.



Prices

The Median Sales Price in May was \$491,000, down -8.2% from \$534,750 in May of 2018 and down -6.3% from \$524,250 last month. The Average Sales Price in May was \$539,123, down -8.4% from \$588,270 in May of 2018 and down -9.6% from \$596,204 last month. May 2019 ASP was at a mid range compared to May of 2018 and 2017.

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



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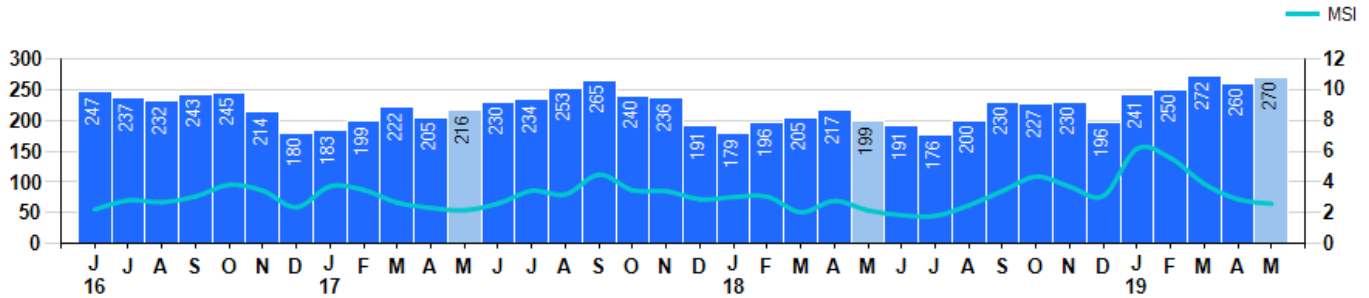
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 270, up 3.8% from 260 last month and up 35.7% from 199 in May of last year. May 2019 Inventory was at highest level compared to May of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2019 MSI of 2.6 months was at its highest level compared with May of 2018 and 2017.

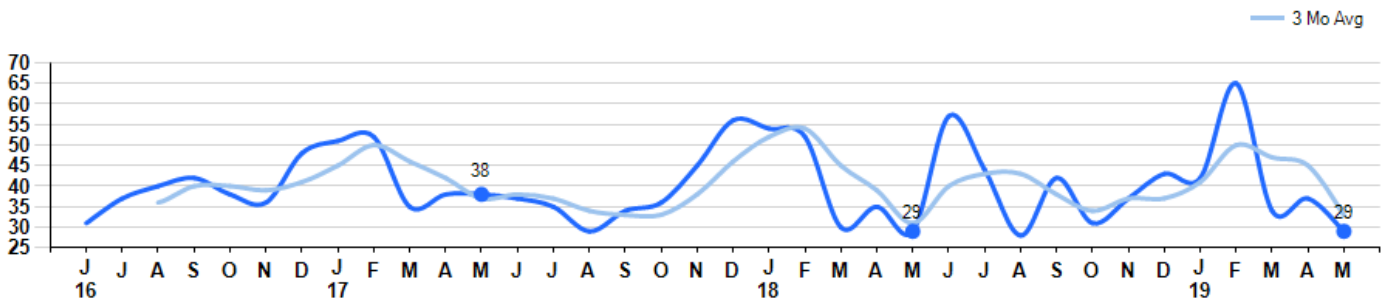
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 May was 29, down -21.6% from 37 days last month and equal to 29 days in May of last year. The May 2019 DOM was at its lowest level compared with May of 2018 and 2017.

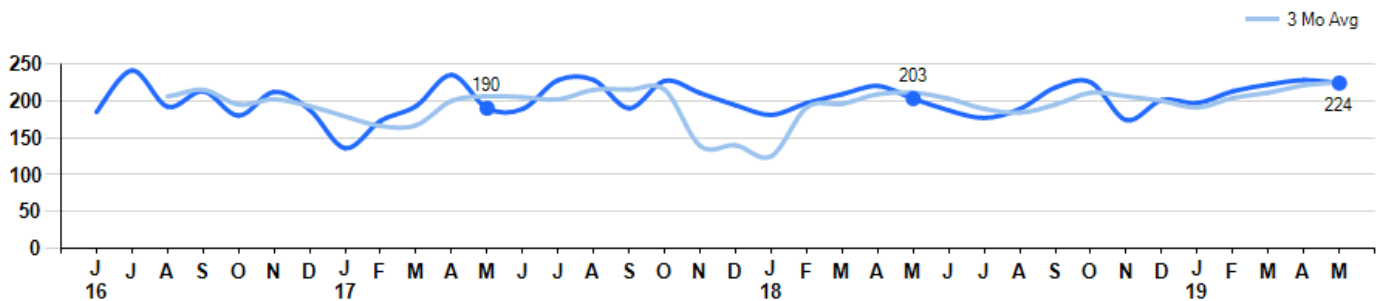
Average Days on Market (Listing to Contract) for properties sold during the month



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 May 2019 Selling Price per Square Foot of \$224 was down -1.8% from \$228 last month and up 10.3% from \$203 in May of last year.

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



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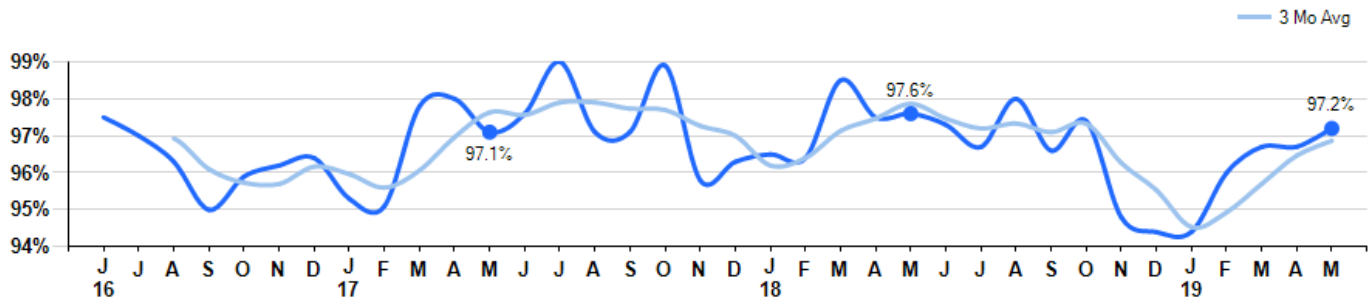
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Selling Price vs Listing Price

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 May 2019 Selling Price vs List Price of 97.2% was up from 96.7% last month and down from 97.6% in May 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 May 2019 was 143, down -1.4% from 145 last month and up 25.4% from 114 in May of last year.

