

City: Brookhaven



Andrei Semenov, Realtor

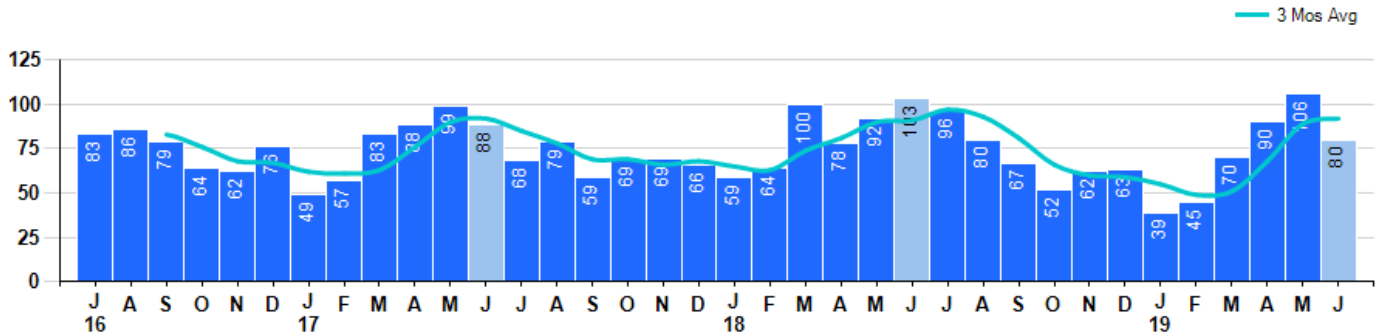
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$527,194	↔		↓				
Average List Price of all Current Listings	\$644,923	↓		↓				
June Median Sales Price	\$534,197	↑	↑	↔	↑	\$505,000	↔	↑
June Average Sales Price	\$592,074	↑	↑	↔	↑	\$581,873	↑	↑
Total Properties Currently for Sale (Inventory)	261	↓		↑				
June Number of Properties Sold	80	↓		↓		430	↓	
June Average Days on Market (Solds)	38	↑	↑	↓	↓	39	↓	↓
Asking Price per Square Foot (based on New Listings)	\$232	↔	↑	↑	↑	\$230	↑	↑
June Sold Price per Square Foot	\$230	↑	↑	↑	↑	\$224	↑	↑
June Month's Supply of Inventory	3.3	↑	↑	↑	↑	4.1	↑	↑
June Sale Price vs List Price Ratio	97.1%	↔	↔	↓	↑	96.6%	↓	↓

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

Property Sales

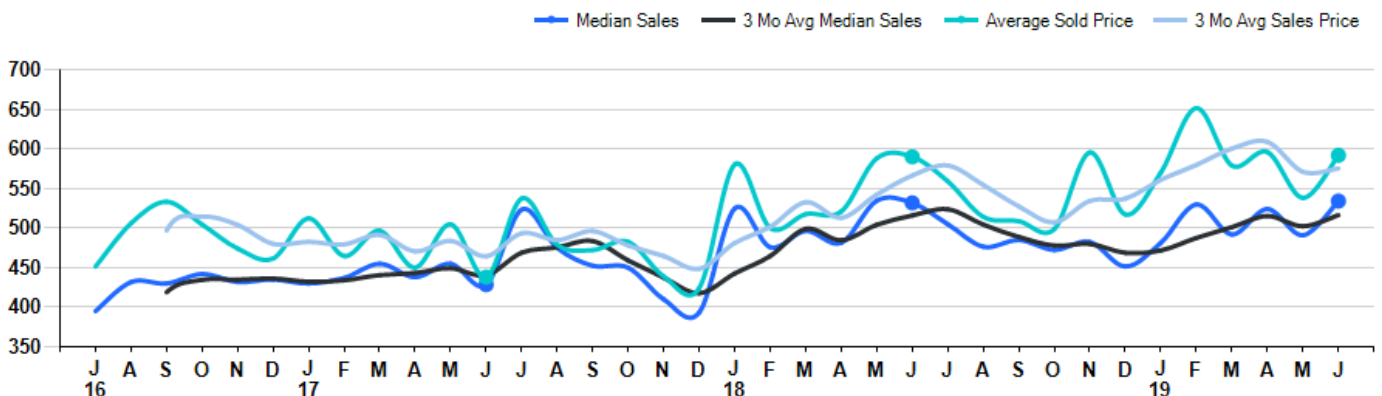
June Property sales were 80, down -22.3% from 103 in June of 2018 and -24.5% lower than the 106 sales last month. June 2019 sales were at their lowest level compared to June of 2018 and 2017. June YTD sales of 430 are running -13.3% behind last year's year-to-date sales of 496.



Prices

The Median Sales Price in June was \$534,197, up 0.4% from \$531,900 in June of 2018 and up 8.8% from \$491,000 last month. The Average Sales Price in June was \$592,074, up 0.3% from \$590,162 in June of 2018 and up 10.0% from \$538,281 last month. June 2019 ASP was at highest level compared to June of 2018 and 2017.

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



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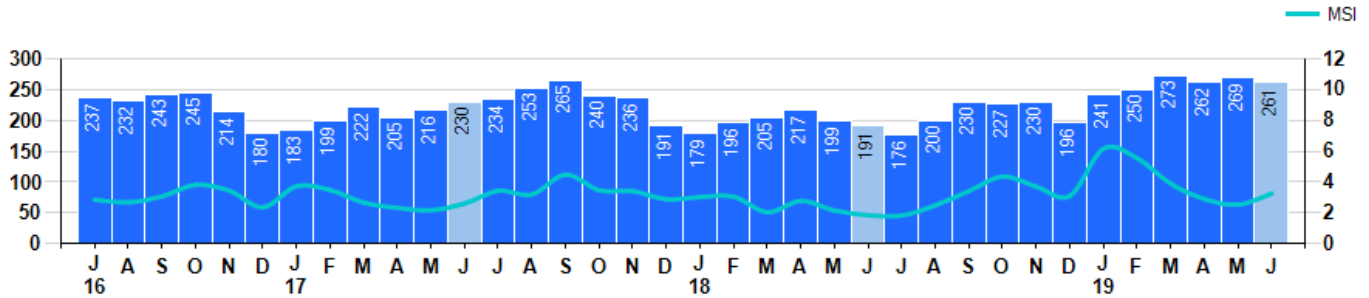
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 261, down -3.0% from 269 last month and up 36.6% from 191 in June of last year. June 2019 Inventory was at highest level compared to June of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2019 MSI of 3.3 months was at its highest level compared with June of 2018 and 2017.

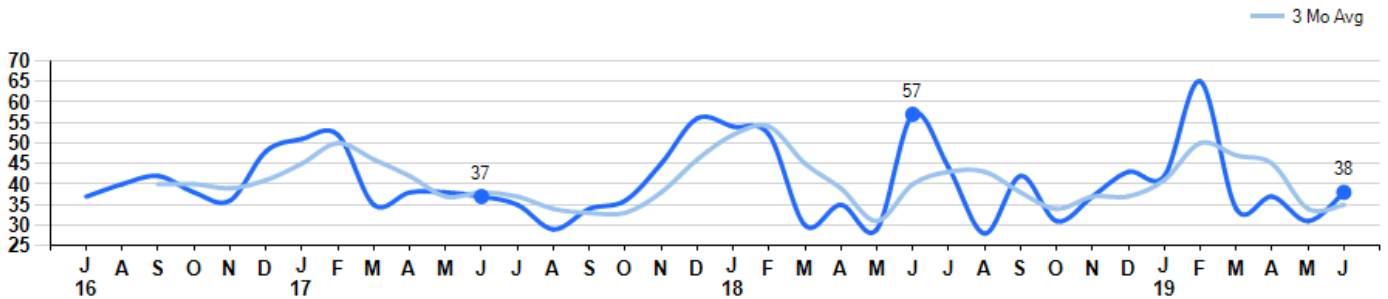
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 38, up 22.6% from 31 days last month and down -33.3% from 57 days in June of last year. The June 2019 DOM was at a mid range compared with June of 2018 and 2017.

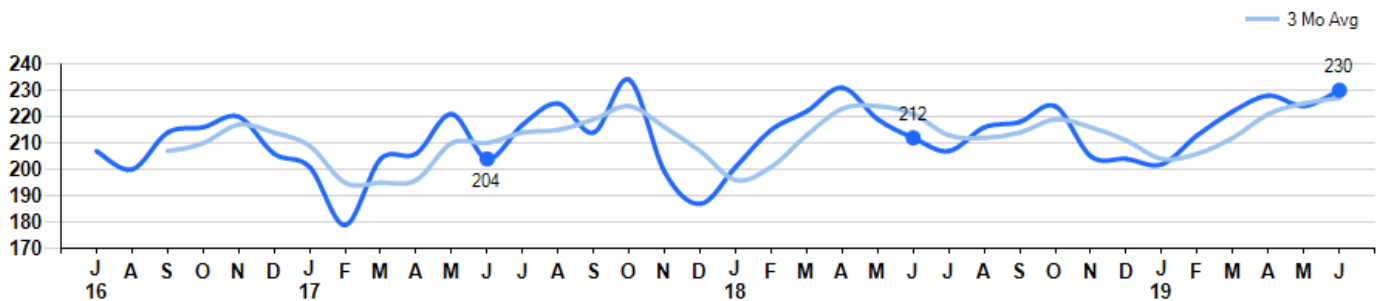
Average Days on Market (Listing to Contract) for properties sold during the month



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 June 2019 Selling Price per Square Foot of \$230 was up 2.7% from \$224 last month and up 8.5% from \$212 in June of last year.

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



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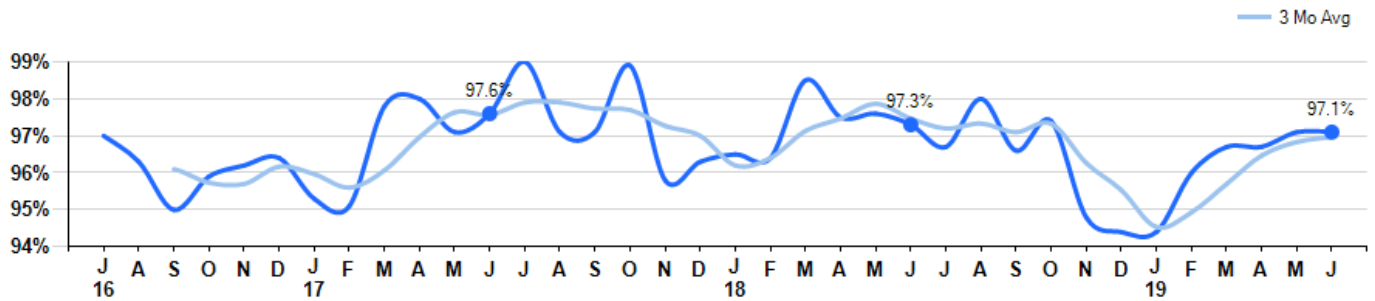
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Selling Price vs Listing Price

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 June 2019 Selling Price vs List Price of 97.1% was equal to 97.1% last month and down from 97.3% in June 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 June 2019 was 138, down -3.5% from 143 last month and up 31.4% from 105 in June of last year.

