

MLS SALES / CONDOMINIUMS / EAST PCB					
	2018	2017	2016	2015	2014
Total Sales	571	575	387	416	309
Avg. Sold Price	\$328,958	\$294,361	\$265,783	\$241,902	\$253,787
Median Price	\$320,000	\$283,999	\$269,000	\$253,500	\$255,000
Sale Price to List Price %	97%	96%	96%	95%	95%
Average Days on the Market	83	140	135	114	117

The preceding table indicates increasing values over the past five years.

Notice the **median** sold price has increased 25% overall, or 6.37% per annum, from 2014 through 2018.

Notice the **average** sold price has increased 29.6% overall, or 7.40% per annum from 2014 through 2018.

Summary: Using a **5-year historical trend** supports increasing values between 6.37% and 7.40%. The YOY data also supports increasing values but at a higher rate.

We choose to call values increasing a rate of 7% per annum.

The sales price to list price ratio is 97%. Meaning, on average, most condominiums will sell for 3% less than final list price. Average DOM is 83 with an average CDOM of 88 days. Most properties at or near market value typically sell in less than 90 days. Supply and demand are not in balance. There is an under-supply. The absorption rate is 47.58 per month with 141 active listings resulting in a 3-month's inventory.