

March 2019

Englewood Area Board of REALTORS®

Sold Summary

|                            | Mar 2019     | Mar 2018     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$69,496,785 | \$66,841,651 | 3.97%    |
| Avg Sold Price             | \$315,894    | \$290,616    | 8.70%    |
| Median Sold Price          | \$236,250    | \$226,500    | 4.30%    |
| Units Sold                 | 220          | 230          | -4.35%   |
| Avg Days on Market         | 85           | 85           | 0.00%    |
| Avg List Price for Solds   | \$332,015    | \$303,408    | 9.43%    |
| Avg SP to OLP Ratio        | 93.2%        | 93.8%        | -0.66%   |
| Ratio of Avg SP to Avg OLP | 92.2%        | 93.3%        | -1.27%   |
| Attached Avg Sold Price    | \$293,221    | \$277,273    | 5.75%    |
| Detached Avg Sold Price    | \$322,018    | \$294,514    | 9.34%    |
| Attached Units Sold        | 34           | 52           | -34.62%  |
| Detached Units Sold        | 183          | 178          | 2.81%    |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|                     | Mar 2019 | Mar 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 1,122    | 1,078    | 4.08%    |
| New Listings        | 310      | 306      | 1.31%    |
| New Under Contracts | 287      | 305      | -5.90%   |
| New Pendings        | 306      | 333      | -8.11%   |
| All Pendings        | 365      | 401      | -8.98%   |

Financing (Sold)

|              |     |
|--------------|-----|
| Assumption   | 0   |
| Cash         | 115 |
| Conventional | 82  |
| FHA          | 13  |
| Other        | 4   |
| Owner        | 1   |
| VA           | 5   |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 5  |
| 1 to 10    | 46 |
| 11 to 20   | 26 |
| 21 to 30   | 17 |
| 31 to 60   | 27 |
| 61 to 90   | 21 |
| 91 to 120  | 22 |
| 121 to 180 | 22 |
| 181 to 360 | 29 |
| 361 to 720 | 5  |
| 721+       | 0  |

Sold Detail

| Price Ranges               | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Total      | Active Listings |             |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|------------|-----------------|-------------|
|                            | SFH/Villa    | Cnd/Coop/TH | SFH/Villa | Cnd/Coop/TH | SFH/Villa    | Cnd/Coop/TH | MH/Man/Mod |            | SFH/Villa       | Cnd/Coop/TH |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0          | 0               | 9           |
| \$50K to \$99,999          | 2            | 3           | 0         | 0           | 0            | 0           | 9          | 16         | 3               | 8           |
| \$100K to \$124,999        | 1            | 4           | 0         | 0           | 0            | 0           | 5          | 10         | 4               | 8           |
| \$125K to \$149,999        | 7            | 5           | 1         | 0           | 0            | 0           | 5          | 18         | 17              | 31          |
| \$150K to \$199,999        | 16           | 5           | 11        | 0           | 0            | 0           | 3          | 35         | 83              | 27          |
| \$200K to \$249,999        | 13           | 5           | 21        | 2           | 2            | 0           | 0          | 43         | 113             | 31          |
| \$250K to \$299,999        | 11           | 1           | 21        | 0           | 2            | 0           | 0          | 35         | 136             | 31          |
| \$300K to \$399,999        | 4            | 4           | 21        | 0           | 3            | 0           | 0          | 32         | 163             | 37          |
| \$400K to \$499,999        | 0            | 0           | 7         | 0           | 2            | 0           | 0          | 10         | 68              | 26          |
| \$500K to \$599,999        | 0            | 1           | 4         | 0           | 1            | 0           | 0          | 6          | 46              | 20          |
| \$600K to \$799,999        | 0            | 0           | 2         | 1           | 1            | 0           | 0          | 4          | 38              | 25          |
| \$800K to \$999,999        | 0            | 0           | 2         | 1           | 0            | 0           | 0          | 3          | 19              | 10          |
| \$1,000,000+               | 0            | 0           | 2         | 2           | 4            | 0           | 0          | 8          | 93              | 11          |
| <b>Total</b>               | <b>54</b>    | <b>28</b>   | <b>92</b> | <b>6</b>    | <b>15</b>    | <b>0</b>    | <b>22</b>  | <b>220</b> | <b>783</b>      | <b>274</b>  |
| Avg Sold Price             | \$210,484    | \$197,500   | \$357,333 | \$739,917   | \$814,667    | \$0         | \$112,200  | \$315,894  |                 |             |
| Prev Year - Avg Sold Price | \$212,432    | \$226,189   | \$289,157 | \$415,929   | \$750,681    | \$0         | \$119,436  | \$290,616  |                 |             |
| Avg Sold % Change          | -0.92%       | -12.68%     | 23.58%    | 77.90%      | 8.52%        | 0.00%       | -6.06%     | 8.70%      |                 |             |
| Prev Year - # of Solds     | 44           | 38          | 100       | 14          | 16           | 0           | 18         | 230        |                 |             |

Active Detail