

School District: All



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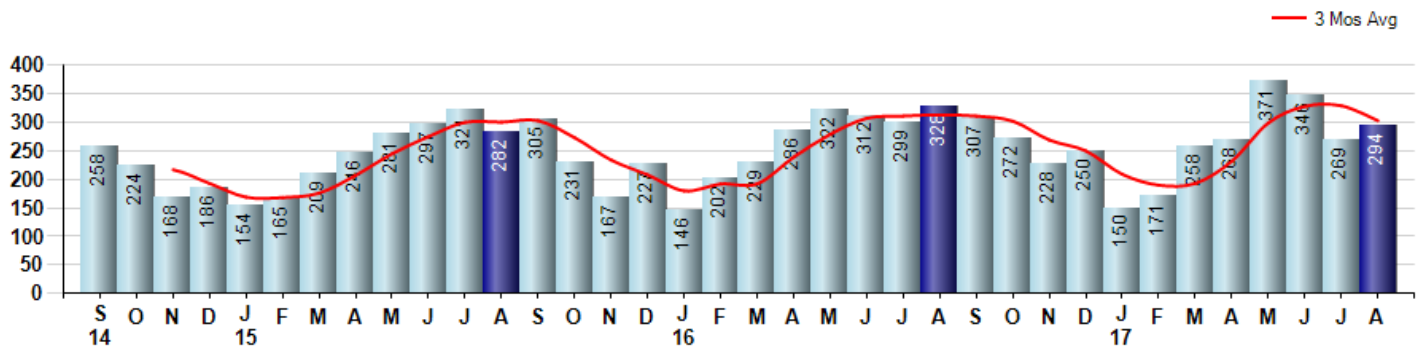
Price Range: 0 to 999999999 | Properties: Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$179,900	↓		↑				
Average List Price of all Current Listings	\$250,787	↓		↑				
August Median Sales Price	\$129,450	↑	↑	↑	↑	\$125,000	↑	↑
August Average Sales Price	\$171,547	↑	↑	↑	↑	\$165,865	↑	↑
Total Properties Currently for Sale (Inventory)	564	↑		↓				
August Number of Properties Sold	294	↑		↓		2,127	↔	
August Average Days on Market (Solds)	44	↔	↑	↓	↓	49	↓	↓
Asking Price per Square Foot (based on New Listings)	\$168	↑	↑	↑	↑	\$166	↑	↑
August Sold Price per Square Foot	\$153	↑	↑	↑	↑	\$148	↑	↑
August Month's Supply of Inventory	1.9	↓	↑	↓	↓	2.4	↓	↓
August Sale Price vs List Price Ratio	95.5%	↓	↓	↑	↑	95.5%	↑	↑

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

Property Sales

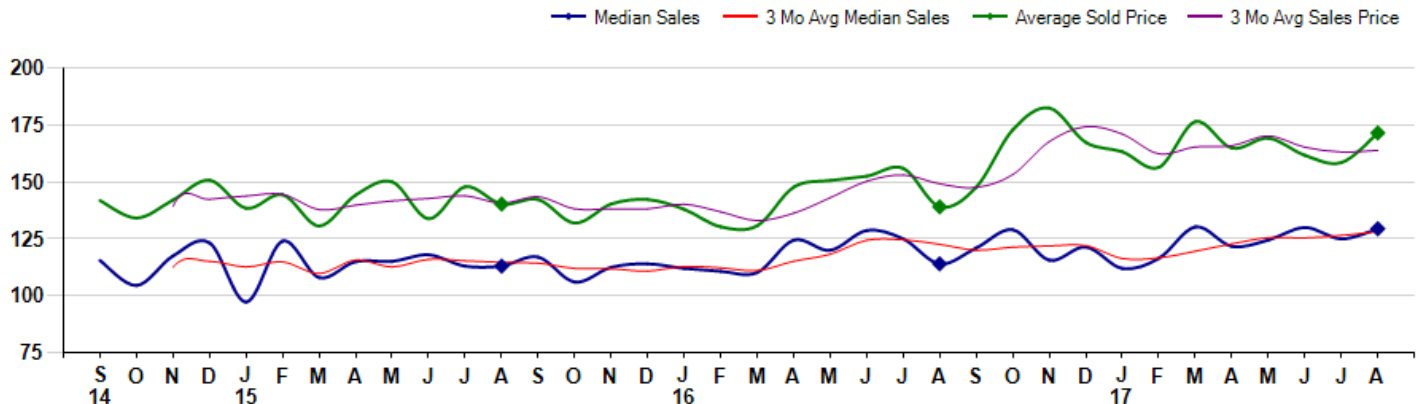
August Property sales were 294, down -10.4% from 328 in August of 2016 and 9.3% higher than the 269 sales last month. August 2017 sales were at a mid level compared to August of 2016 and 2015. August YTD sales of 2,127 are running 0.1% ahead of last year's year-to-date sales of 2,124.



Prices

The Median Sales Price in August was \$129,450, up 13.6% from \$114,000 in August of 2016 and up 3.6% from \$125,000 last month. The Average Sales Price in August was \$171,547, up 23.4% from \$139,058 in August of 2016 and up 8.2% from \$158,522 last month. August 2017 ASP was at highest level compared to August of 2016 and 2015.

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



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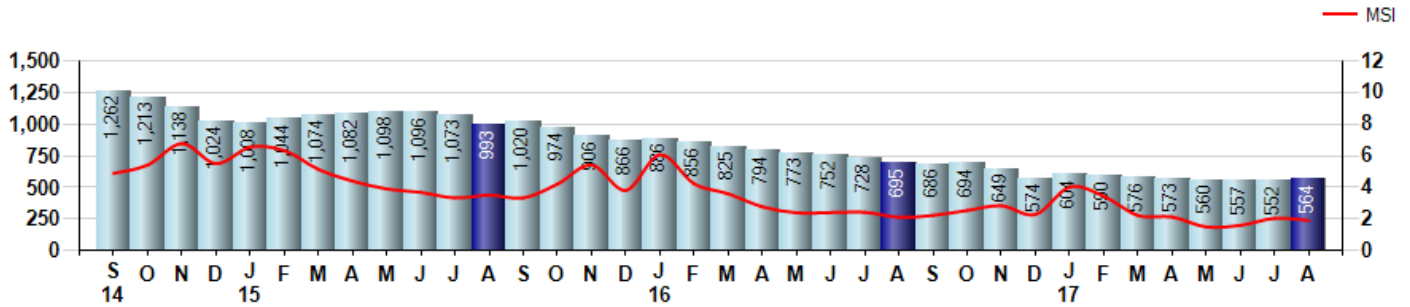
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Inventory & MSI

The Total Inventory of Properties available for sale as of August was 564, up 2.2% from 552 last month and down -18.8% from 695 in August of last year. August 2017 Inventory was at the lowest level compared to August of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2017 MSI of 1.9 months was at its lowest level compared with August of 2016 and 2015.

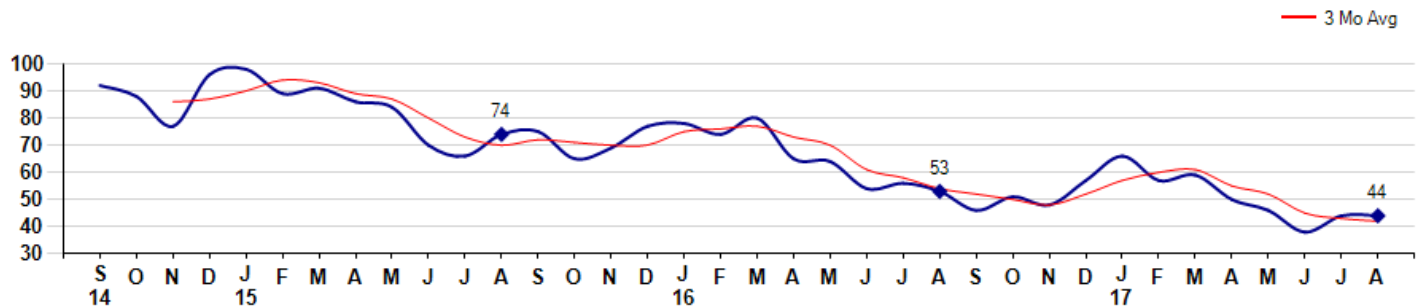
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 August was 44, equal to 44 days last month and down -17.0% from 53 days in August of last year. The August 2017 DOM was at its lowest level compared with August of 2016 and 2015.

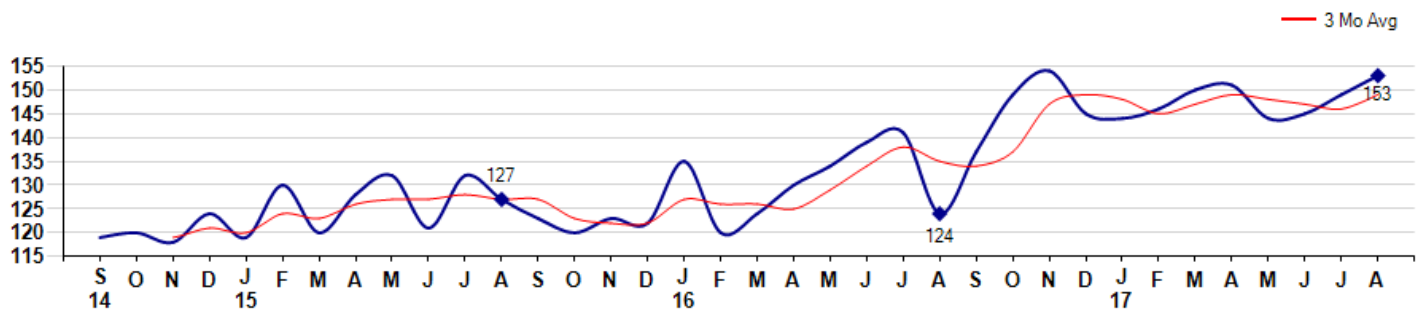
Average Days on Market(Listing to Contract) for properties sold during the month



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 August 2017 Selling Price per Square Foot of \$153 was up 2.7% from \$149 last month and up 23.4% from \$124 in August of last year.

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



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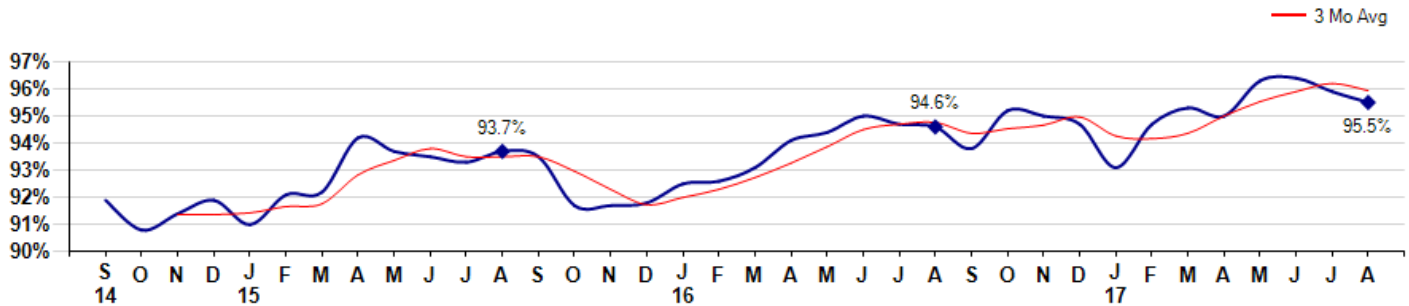


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Selling Price vs Listing Price

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 August 2017 Selling Price vs List Price of 95.5% was down from 95.9% last month and up from 94.6% in August of last year.

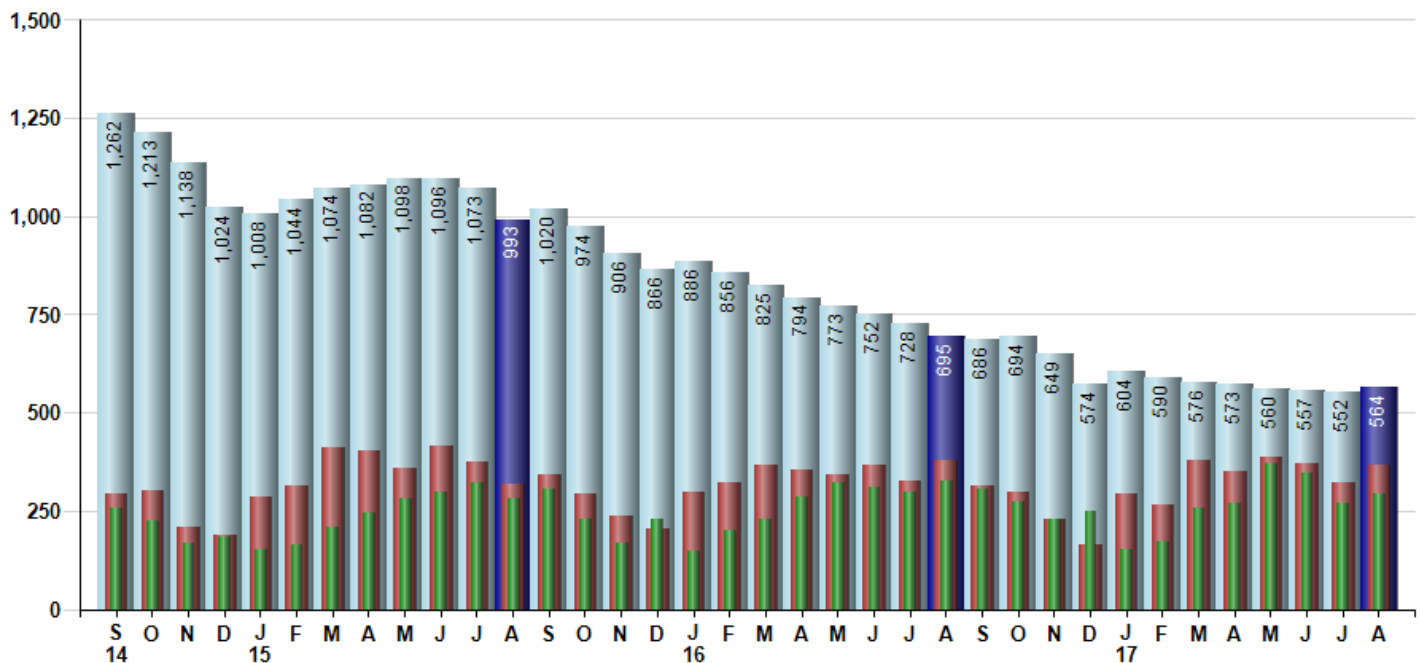
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 August 2017 was 365, up 12.7% from 324 last month and down -3.2% from 377 in August of last year.

Inventory (light blue), New Listings (red), Sold (green)



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Homes Sold	258	224	168	186	154	165	209	246	281	297	321	282	305	231	167	227	146	202	229	286	322	312	299	328	307	272	228	250	150	171	258	268	371	346	269	294
3 Mo. Roll Avg			217	193	169	168	176	207	245	275	300	300	303	273	234	208	180	192	192	239	279	307	311	313	311	302	269	250	209	190	193	232	299	328	329	303

	(000's) S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
Median Sale Price	116	105	118	123	97	124	108	115	115	118	113	113	117	106	113	114	112	111	110	124	120	129	125	114	121	129	116	121	112	116	130	122	125	130	125	129
3 Mo. Roll Avg			113	115	113	115	110	116	113	116	115	115	114	112	112	111	113	112	111	115	118	124	125	123	120	121	122	122	116	117	120	123	125	125	127	128

	S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
Inventory	1,262	1,213	1,138	1,024	1,008	1,044	1,074	1,082	1,098	1,096	1,073	993	1,020	974	906	866	886	856	825	794	773	752	728	695	686	694	649	574	604	590	576	573	560	557	552	564
MSI	5	5	7	6	7	6	5	4	4	4	3	4	3	4	5	4	6	4	4	3	2	2	2	2	2	3	3	2	4	3	2	2	2	2	2	2

	S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
Days On Market	92	88	77	96	98	89	91	86	84	70	66	74	75	65	69	77	78	74	80	65	64	54	56	53	46	51	48	57	66	57	59	50	46	38	44	44
3 Mo. Roll Avg			86	87	90	94	93	89	87	80	73	70	72	71	70	70	75	76	77	73	70	61	58	54	52	50	48	52	57	60	61	55	52	45	43	42

	S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
Price per Sq Ft	119	120	118	124	119	130	120	128	132	121	132	127	123	120	123	122	135	120	124	130	134	139	141	124	137	149	154	145	144	146	150	151	144	145	149	153
3 Mo. Roll Avg			119	121	120	124	123	126	127	127	128	127	127	123	122	122	127	126	126	125	129	134	138	135	134	137	147	149	148	145	147	149	148	147	146	149

	S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
Sale to List Price	0.919	0.908	0.914	0.919	0.910	0.921	0.922	0.942	0.937	0.935	0.933	0.937	0.935	0.917	0.917	0.918	0.925	0.926	0.931	0.941	0.944	0.950	0.947	0.946	0.938	0.952	0.950	0.947	0.931	0.947	0.953	0.950	0.963	0.964	0.959	0.955
3 Mo. Roll Avg			0.914	0.914	0.914	0.917	0.918	0.928	0.934	0.938	0.935	0.935	0.935	0.930	0.923	0.917	0.920	0.923	0.927	0.933	0.939	0.945	0.947	0.948	0.944	0.945	0.947	0.950	0.943	0.942	0.944	0.950	0.955	0.959	0.962	0.959

	S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
New Listings	292	302	209	188	284	316	412	402	358	417	374	318	344	292	236	203	297	323	365	353	344	367	327	377	314	297	227	166	292	266	381	352	388	371	324	365
Inventory	1,262	1,213	1,138	1,024	1,008	1,044	1,074	1,082	1,098	1,096	1,073	993	1,020	974	906	866	886	856	825	794	773	752	728	695	686	694	649	574	604	590	576	573	560	557	552	564
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	(000's) S 14	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A
Avg Sale Price	142	134	142	151	138	144	131	144	150	134	148	140	142	132	140	142	138	130	131	148	151	153	156	139	148	173	183	167	163	156	177	165	169	162	159	172
3 Mo. Roll Avg			139	142	144	145	138	140	142	143	144	141	143	138	138	138	140	137	133	136	143	150	153	149	148	153	168	174	171	162	165	166	170	165	163	164

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