

## School District: All



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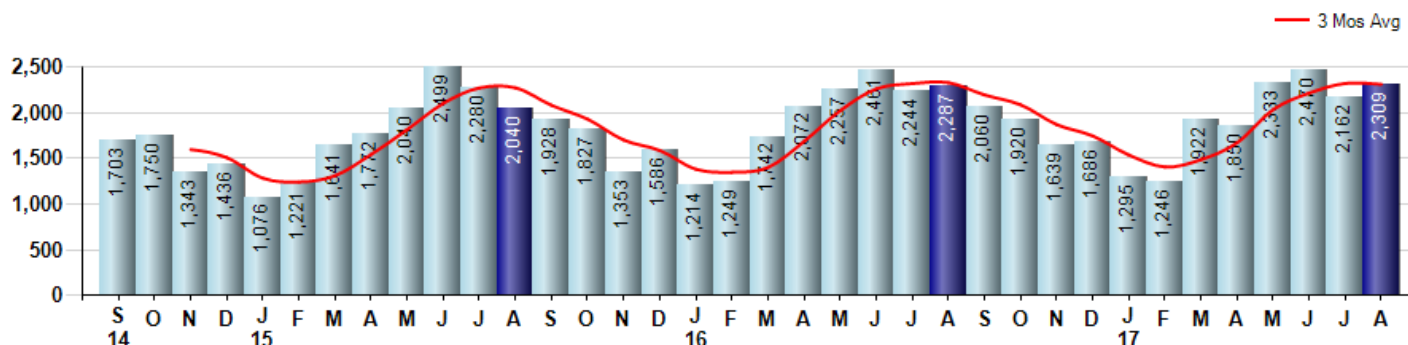
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$228,450	↑		↑				
Average List Price of all Current Listings	\$313,958	↔		↑				
August Median Sales Price	\$177,500	↔	↔	↑	↑	\$169,000	↑	↑
August Average Sales Price	\$215,992	↔	↔	↑	↑	\$208,719	↑	↑
Total Properties Currently for Sale (Inventory)	5,304	↔		↓				
August Number of Properties Sold	2,309	↑		↔		15,587	↔	
August Average Days on Market (Solds)	35	↑	↔	↓	↓	42	↓	↓
Asking Price per Square Foot (based on New Listings)	\$150	↔	↓	↑	↑	\$151	↑	↑
August Sold Price per Square Foot	\$139	↓	↓	↑	↑	\$137	↑	↑
August Month's Supply of Inventory	2.3	↓	↔	↓	↓	2.6	↓	↓
August Sale Price vs List Price Ratio	95.6%	↓	↓	↑	↑	95.5%	↑	↑

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

### Property Sales

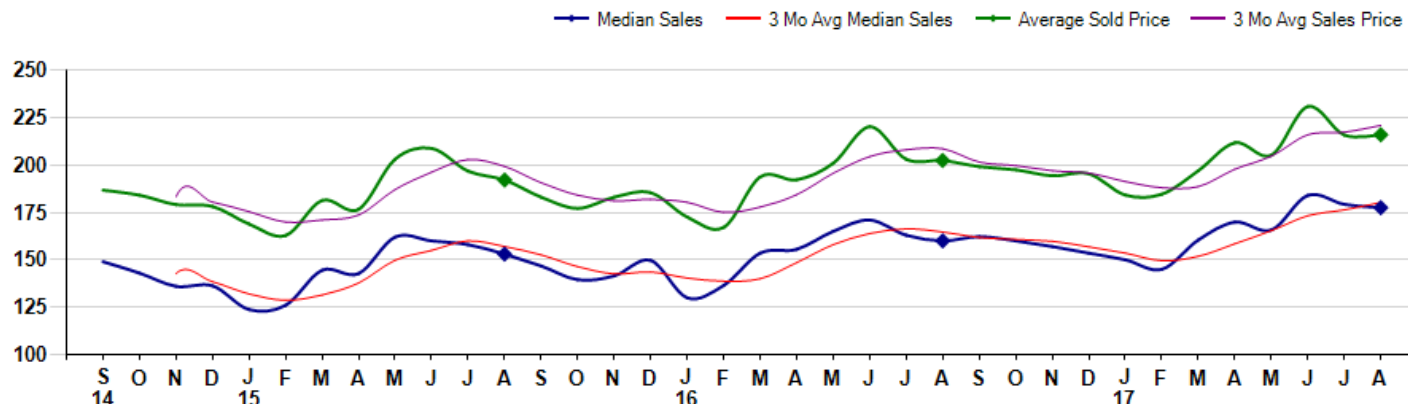
August Property sales were 2,309, up 1.0% from 2,287 in August of 2016 and 6.8% higher than the 2,162 sales last month. August 2017 sales were at their highest level compared to August of 2016 and 2015. August YTD sales of 15,587 are running 0.4% ahead of last year's year-to-date sales of 15,526.



### Prices

The Median Sales Price in August was \$177,500, up 10.9% from \$160,000 in August of 2016 and down -1.0% from \$179,250 last month. The Average Sales Price in August was \$215,992, up 6.7% from \$202,417 in August of 2016 and up 0.1% from \$215,817 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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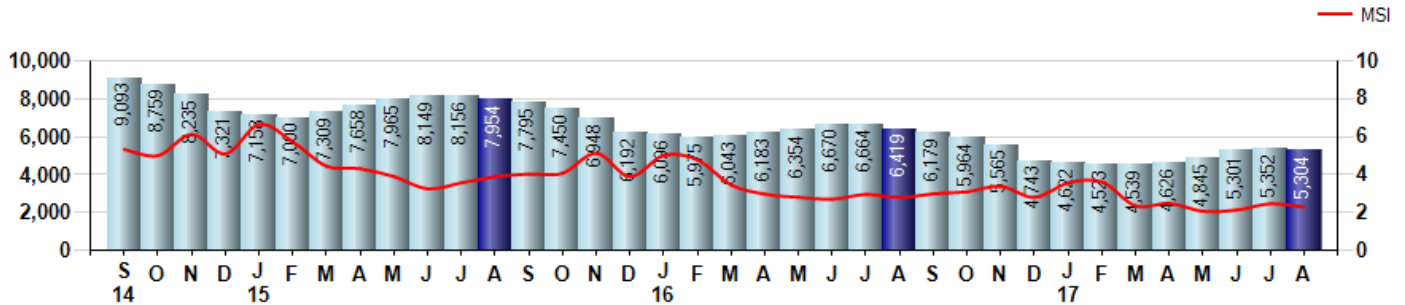
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### Inventory & MSI

The Total Inventory of Properties available for sale as of August was 5,304, down -0.9% from 5,352 last month and down -17.4% from 6,419 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 2.3 months was at its lowest level compared with August of 2016 and 2015.

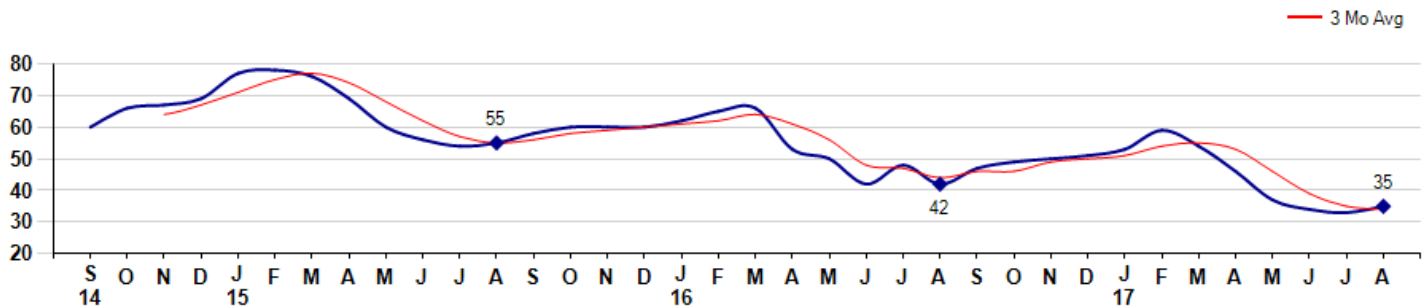
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 35, up 6.1% from 33 days last month and down -16.7% from 42 days in August of last year. The August 2017 DOM was at its lowest level compared with August of 2016 and 2015.

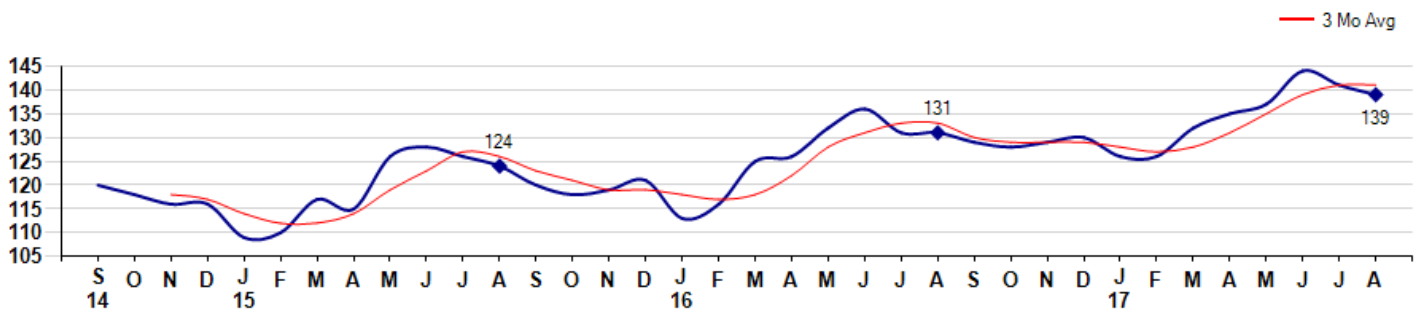
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 \$139 was down -1.4% from \$141 last month and up 6.1% from \$131 in August of last year.

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



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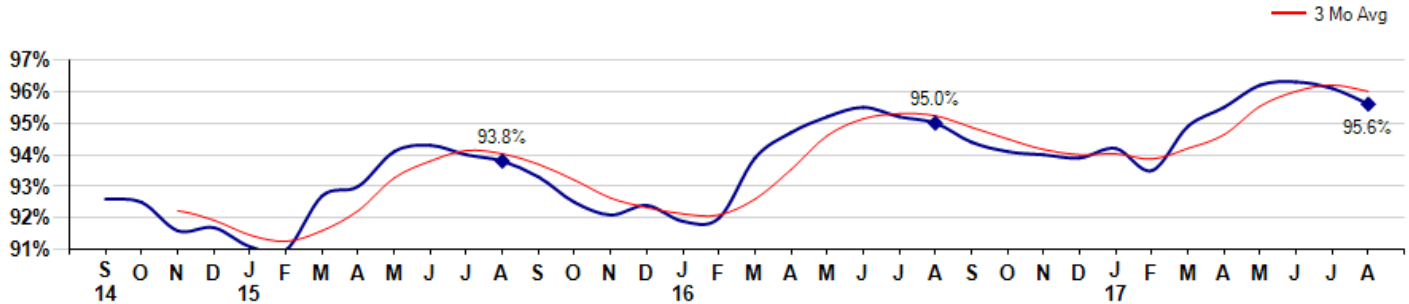


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### Selling Price vs Listing Price

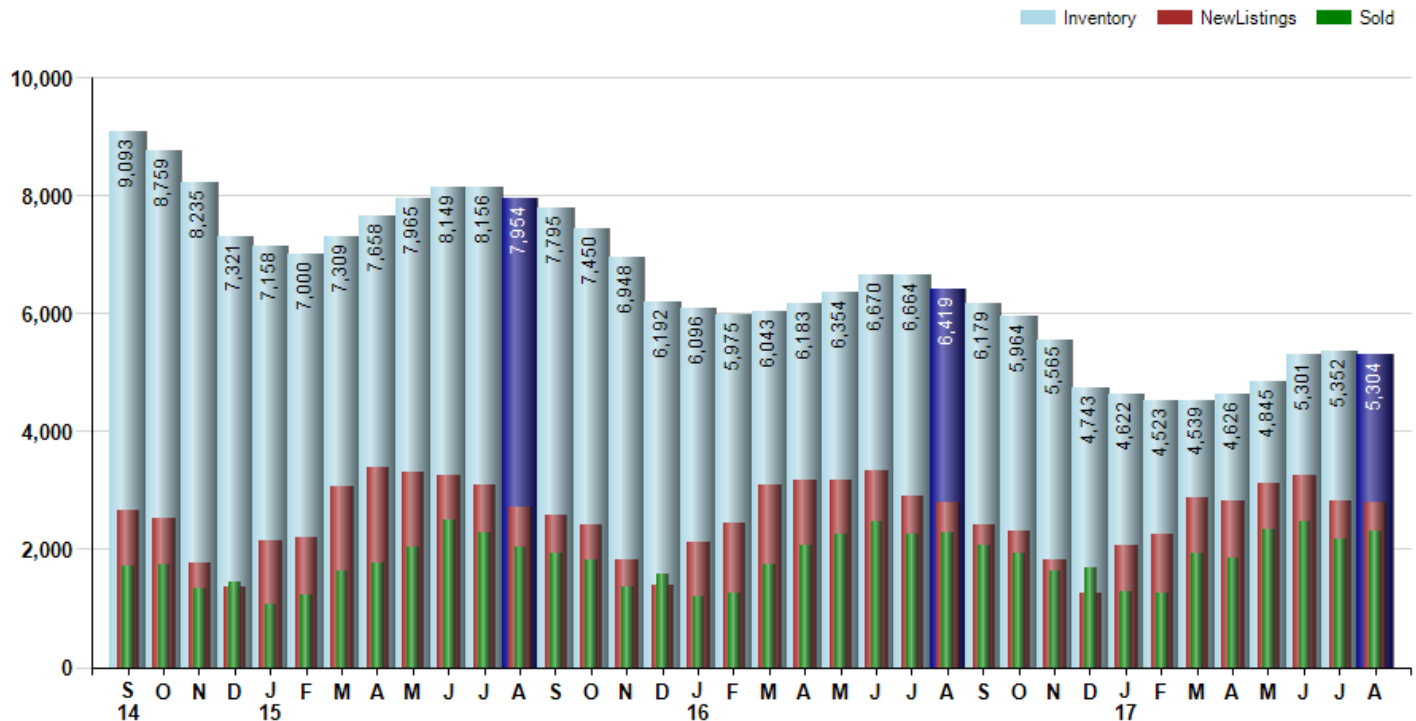
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The August 2017 Selling Price vs List Price of 95.6% was down from 96.1% last month and up from 95.0% 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 2807, down -0.8% from 2,829 last month and up 0.2% from 2,801 in August of last year.



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	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
Homes Sold	1,703	1,750	1,343	1,436	1,076	1,221	1,641	1,772	2,040	2,499	2,280	2,040	1,928	1,827	1,353	1,586	1,214	1,249	1,742	2,072	2,257	2,461	2,244	2,287	2,060	1,920	1,639	1,686	1,295	1,246	1,922	1,850	2,333	2,470	2,162	2,309
3 Mo. Roll Avg			1,599	1,510	1,285	1,244	1,313	1,545	1,818	2,104	2,273	2,273	2,083	1,932	1,703	1,589	1,384	1,350	1,402	1,688	2,024	2,263	2,321	2,331	2,197	2,089	1,873	1,748	1,540	1,409	1,488	1,673	2,035	2,218	2,322	2,314

	(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	149	143	136	136	124	126	145	143	162	160	158	153	147	140	142	150	130	137	154	156	165	171	163	160	162	160	157	154	150	145	161	170	166	184	179	178
3 Mo. Roll Avg			143	138	132	129	131	138	150	155	160	157	153	146	143	144	140	139	140	149	158	164	166	165	162	161	160	157	154	150	152	158	165	173	176	180

	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	9,093	8,759	8,235	7,321	7,158	7,000	7,309	7,658	7,965	8,149	8,156	7,954	7,795	7,450	6,948	6,192	6,096	5,975	6,043	6,183	6,354	6,670	6,664	6,419	6,179	5,964	5,565	4,743	4,622	4,523	4,539	4,626	4,845	5,301	5,352	5,304
MSI	5	5	6	5	7	6	4	4	4	3	4	4	4	4	5	4	5	5	3	3	3	3	3	3	3	3	3	3	4	4	2	3	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	60	66	67	69	77	78	76	69	60	56	54	55	58	60	60	60	62	65	66	53	50	42	48	42	47	49	50	51	53	59	54	46	37	34	33	35
3 Mo. Roll Avg			64	67	71	75	77	74	68	62	57	55	56	58	59	60	61	62	64	61	56	48	47	44	46	46	49	50	51	54	55	53	46	39	35	34

	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	120	118	116	116	109	110	117	115	126	128	126	124	120	118	119	121	113	116	125	126	132	136	131	131	129	128	129	130	126	126	132	135	137	144	141	139
3 Mo. Roll Avg			118	117	114	112	112	114	119	123	127	126	123	121	119	119	118	117	118	122	128	131	133	133	130	129	129	129	128	127	128	131	135	139	141	141

	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	0.926	0.925	0.916	0.917	0.911	0.910	0.927	0.930	0.941	0.943	0.940	0.938	0.933	0.925	0.921	0.924	0.919	0.920	0.939	0.947	0.952	0.955	0.952	0.950	0.944	0.941	0.940	0.939	0.942	0.935	0.949	0.955	0.962	0.963	0.961	0.956
3 Mo. Roll Avg			0.922	0.919	0.915	0.913	0.916	0.922	0.933	0.938	0.941	0.940	0.937	0.932	0.926	0.923	0.921	0.921	0.926	0.935	0.946	0.951	0.953	0.952	0.949	0.945	0.942	0.940	0.940	0.939	0.942	0.946	0.955	0.960	0.962	0.960

	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	2,663	2,526	1,771	1,361	2,160	2,204	3,072	3,399	3,297	3,256	3,082	2,709	2,573	2,413	1,830	1,387	2,126	2,442	3,106	3,167	3,164	3,328	2,907	2,801	2,418	2,300	1,831	1,266	2,057	2,268	2,884	2,833	3,113	3,268	2,829	2,807
Inventory	9,093	8,759	8,235	7,321	7,158	7,000	7,309	7,658	7,965	8,149	8,156	7,954	7,795	7,450	6,948	6,192	6,096	5,975	6,043	6,183	6,354	6,670	6,664	6,419	6,179	5,964	5,565	4,743	4,622	4,523	4,539	4,626	4,845	5,301	5,352	5,304
Sales	1,703	1,750	1,343	1,436	1,076	1,221	1,641	1,772	2,040	2,499	2,280	2,040	1,928	1,827	1,353	1,586	1,214	1,249	1,742	2,072	2,257	2,461	2,244	2,287	2,060	1,920	1,639	1,686	1,295	1,246	1,922	1,850	2,333	2,470	2,162	2,309

	(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	187	184	179	178	169	163	181	177	203	209	197	192	183	177	183	185	173	167	194	192	201	220	203	202	199	197	194	195	184	185	197	212	205	231	216	216
3 Mo. Roll Avg			183	180	175	170	171	174	187	196	203	199	191	184	181	182	180	175	178	184	196	204	208	209	202	200	197	196	191	188	189	198	205	216	217	221

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