

Local Market Update for February 2016



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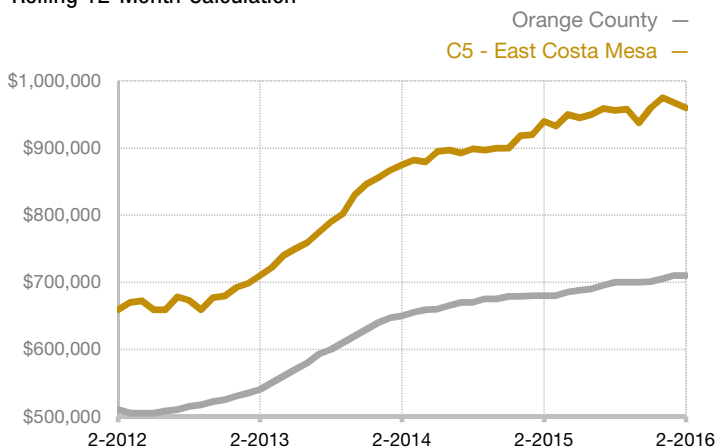
Detached	February			Year to Date		
Key Metrics	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	26	17	- 34.6%	46	38	- 17.4%
Pending Sales	17	14	- 17.6%	39	24	- 38.5%
Closed Sales	16	9	- 43.8%	21	19	- 9.5%
Days on Market Until Sale	78	121	+ 55.1%	92	98	+ 6.5%
Median Sales Price*	\$1,017,981	\$1,167,000	+ 14.6%	\$1,025,000	\$1,095,000	+ 6.8%
Average Sales Price*	\$1,014,201	\$1,087,564	+ 7.2%	\$1,043,439	\$1,204,851	+ 15.5%
Percent of Original List Price Received*	96.2%	90.9%	- 5.5%	95.7%	93.7%	- 2.1%
Percent of List Price Received*	96.7%	96.2%	- 0.5%	97.0%	96.7%	- 0.3%
Inventory	41	34	- 17.1%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

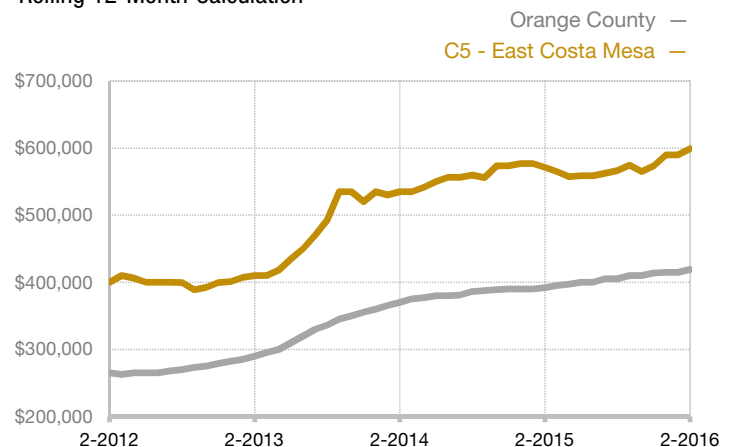
Attached	February			Year to Date		
Key Metrics	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	6	10	+ 66.7%	12	11	- 8.3%
Pending Sales	3	4	+ 33.3%	8	6	- 25.0%
Closed Sales	9	1	- 88.9%	17	4	- 76.5%
Days on Market Until Sale	72	1	- 98.6%	71	36	- 49.3%
Median Sales Price*	\$520,000	\$1,050,000	+ 101.9%	\$525,000	\$607,500	+ 15.7%
Average Sales Price*	\$623,889	\$1,050,000	+ 68.3%	\$685,412	\$701,250	+ 2.3%
Percent of Original List Price Received*	97.9%	100.0%	+ 2.1%	96.5%	99.7%	+ 3.3%
Percent of List Price Received*	98.1%	100.0%	+ 1.9%	97.4%	98.9%	+ 1.5%
Inventory	8	12	+ 50.0%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Detached Rolling 12-Month Calculation



Median Sales Price – Attached Rolling 12-Month Calculation



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