



Price Range: All | Properties: SFH - Condo - Twn

Market Profile & Trends Overview

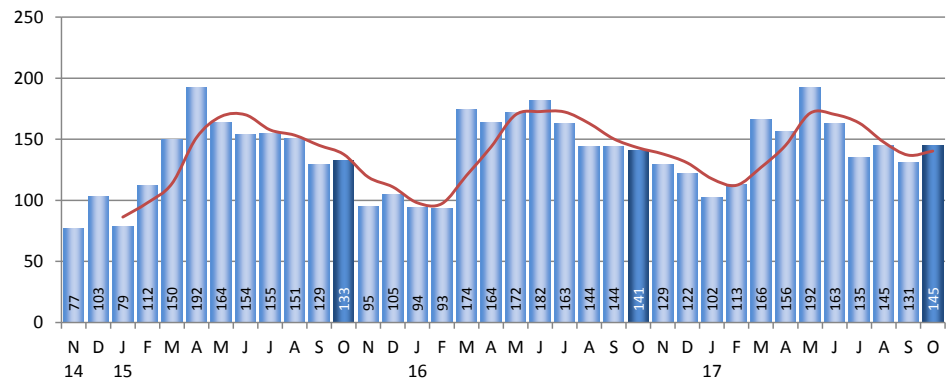
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$382,450	-2%		11%				
Average List Price of all Current Listings	\$524,599	-0%		17%				
October Median Sales Price	\$310,000	5%	1%	9%	11%	\$299,900	6%	7%
October Average Sales Price	\$338,196	3%	2%	-1%	6%	\$326,707	2%	3%
Total Properties Currently for Sale (Inventory)	362	2%		1%				
October Number of Properties Sold	145	11%		3%		1,448	-2%	
October Average Days on Market (Solds)	55	6%	15%	-15%	-5%	48	-17%	-17%
Asking Price per Square Foot (based on New Listings)	\$178	1%	3%	11%	11%	\$169	5%	5%
October Sold Price per Square Foot	\$162	1%	0%	4%	5%	\$161	5%	5%
October Month's Supply of Inventory	2.5	-8%	-3%	-2%	-16%	2.6	-15%	-13%
October Sale Price vs List Price Ratio	96.4%	.6%	-0.0%	1.5%	.8%	96.6%	1%	1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2016) / YTD = Year-to-date

Property Sales

October Property sales were 145, up 2.8% from 141 in October of 2016 and 10.7% higher than the 131 sales last month. October 2017 sales were at their highest level compared to October of 2016 and 2015. October YTD sales of 1,448 are running 1.6% behind last year's year-to-date sales of 1,471.

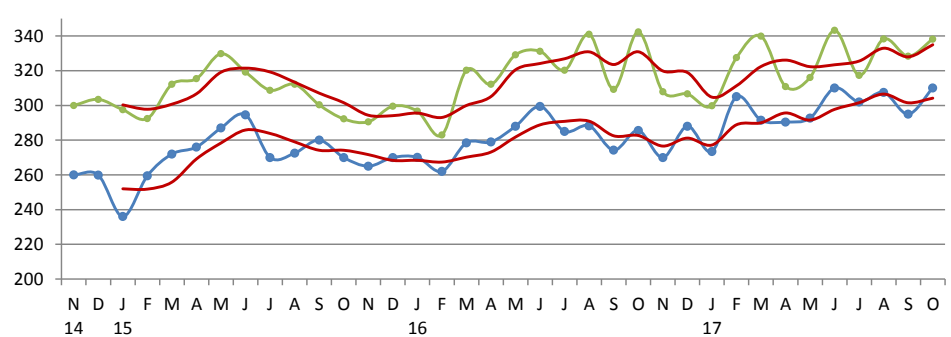
Number of Properties Sold



Prices

The Median Sales Price in October was \$310,000, up 8.6% from \$285,500 in October of 2016 and up 5.1% from \$295,000 last month. The Average Sales Price in October was \$338,196, down 1.2% from \$342,330 in October of 2016 and up 3.0% from \$328,336 last month. October 2017 ASP was at a mid range compared to October of 2016 and 2015.

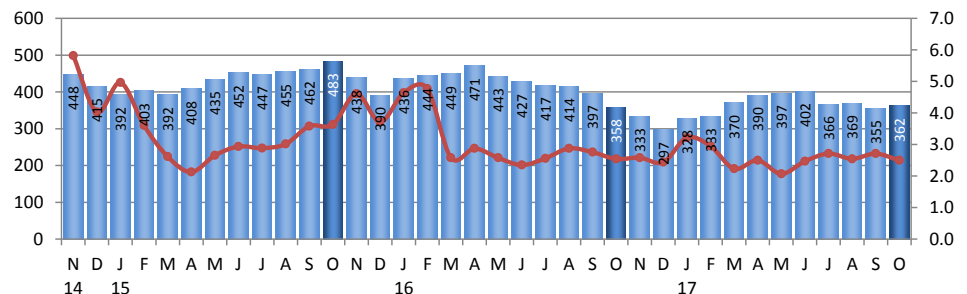
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 362, up 2.0% from 355 last month and up 1.1% from 358 in October of last year. October 2017 Inventory was at a mid level compared with October of 2016 and 2015.

Total Inventory & Month's Supply of Inventory (MSI)



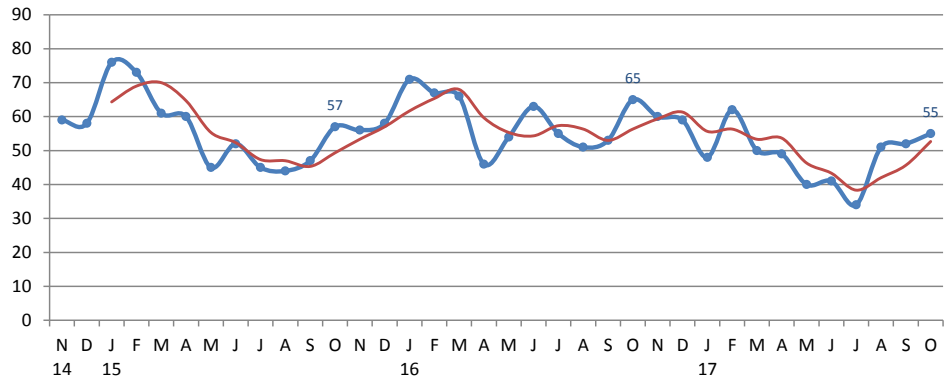
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 2.5 months was at its lowest level compared with October of 2016 and 2015.



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 October was 55, up 5.8% from 52 days last month and down 15.4% from 65 days in October of last year. The October 2017 DOM was at its lowest level compared with October of 2016 and 2015.

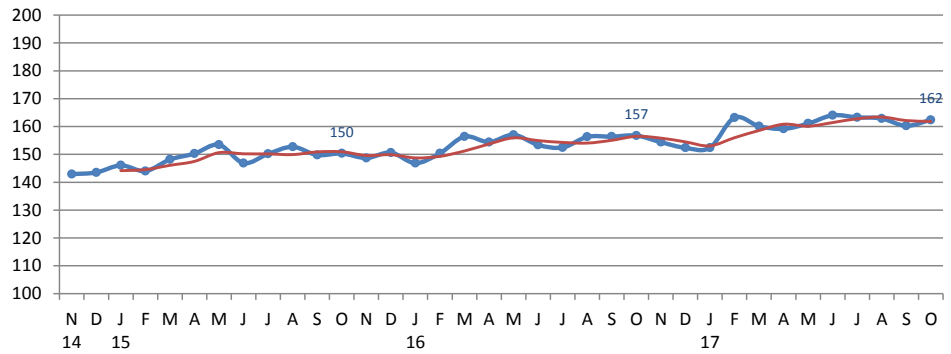
Days On Market for Sold Properties



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 October 2017 Selling Price per Square Foot of \$162 was up 1.3% from \$160 last month and up 3.6% from 157 in October of last year.

Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 October 2017 Selling Price vs Original List Price of 96.4% was up from 95.8% last month and up from 95.0% in October of last year.

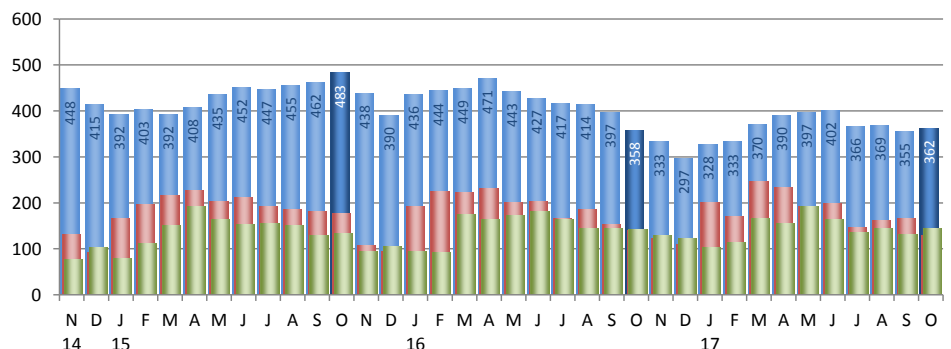
Selling Price versus Listing Price Ratio



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 October 2017 was 129, down 21.8% from 165 last month and down 7.9% from 140 in October of last year.

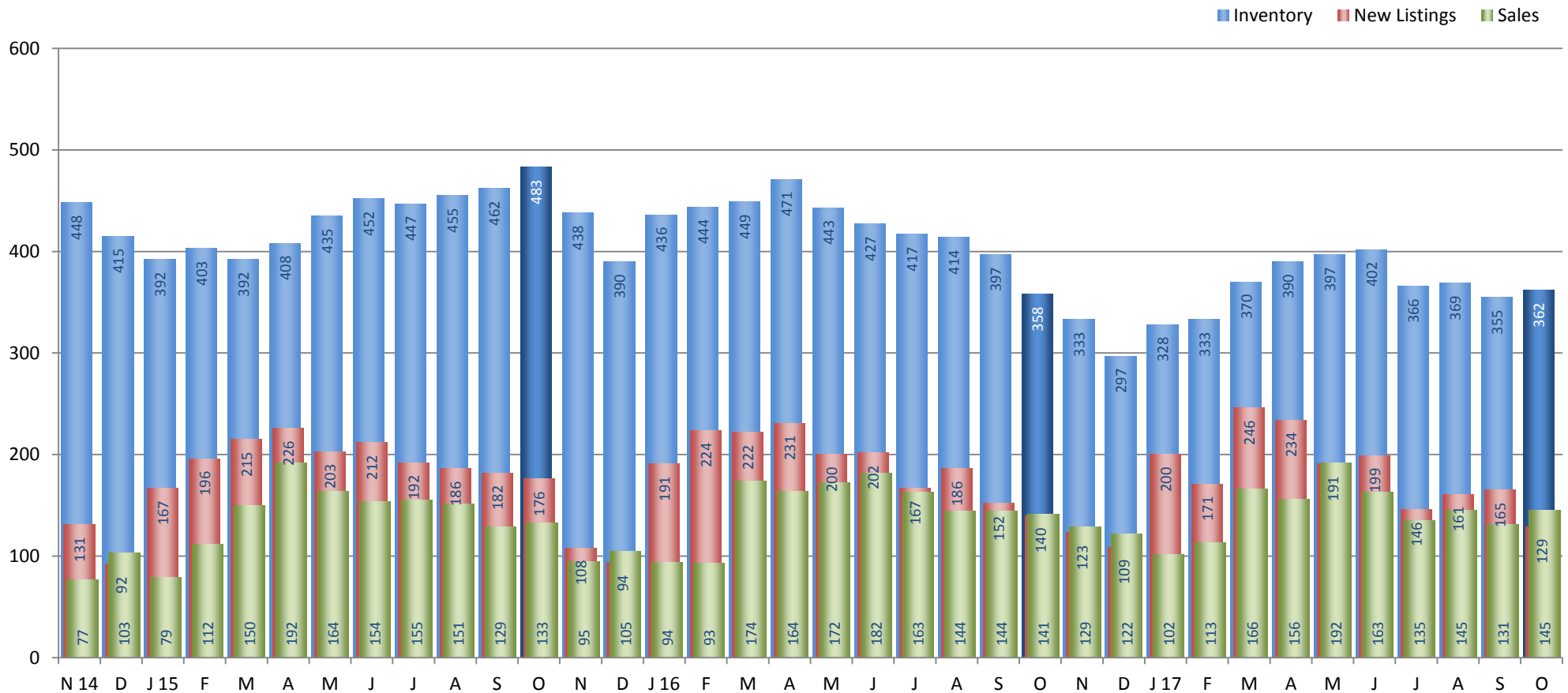
Inventory / New Listings / Sales





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	N 14	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	S	O
Homes Sold	77	103	79	112	150	192	164	154	155	151	129	133	95	105	94	93	174	164	172	182	163	144	144	141	129	122	102	113	166	156	192	163	135	145	131	145
3 Mo. Roll Avg			86	98	114	151	169	170	158	153	145	138	119	111	98	97	120	144	170	172	163	150	143	138	131	118	112	127	145	171	170	163	148	137	140	
(000's)	N 14	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	S	O
Median Sale Price	260	260	236	259	272	276	287	295	270	273	280	270	265	270	270	262	278	279	288	299	285	288	274	286	270	288	274	305	292	290	293	310	302	308	295	310
3 Mo. Roll Avg			252	252	256	269	278	286	284	279	274	274	272	268	268	267	270	273	282	289	291	291	282	283	277	281	277	289	290	296	292	298	302	307	302	304
Inventory	448	415	392	403	392	408	435	452	447	455	462	483	438	390	436	444	449	471	443	427	417	414	397	358	333	297	328	333	370	390	397	402	366	369	355	362
MSI	5.8	4.0	5.0	3.6	2.6	2.1	2.7	2.9	2.9	3.0	3.6	3.6	4.6	3.7	4.6	4.8	2.6	2.9	2.6	2.3	2.6	2.9	2.8	2.5	2.6	2.4	3.2	2.9	2.2	2.5	2.1	2.5	2.7	2.5	2.7	2.5
Days on Market	59	58	76	73	61	60	45	52	45	44	47	57	56	58	71	67	66	46	54	63	55	51	53	65	60	59	48	62	50	49	40	41	34	51	52	55
3 Mo. Roll Avg			64	69	70	65	55	52	47	47	45	49	53	57	62	65	68	60	55	54	57	56	53	56	59	61	56	56	53	54	46	43	38	42	46	53
Price per Sq Ft	143	144	146	144	148	150	153	147	150	153	150	150	149	151	147	150	156	154	157	153	152	156	156	157	154	152	152	163	160	159	161	164	163	163	160	162
3 Mo. Roll Avg			144	145	146	147	151	150	150	150	151	151	150	150	149	149	151	154	156	155	154	154	155	156	156	154	153	156	159	161	160	161	163	163	162	162
Sale to List Price	95.0%	94.4%	94.1%	94.7%	96.8%	95.7%	96.2%	96.8%	96.3%	96.0%	95.8%	95.9%	96.2%	95.4%	94.3%	95.5%	96.0%	96.0%	96.1%	95.8%	96.0%	96.0%	95.6%	95.0%	95.1%	95.4%	95.6%	96.7%	96.3%	97.0%	96.8%	97.1%	97.3%	96.2%	95.8%	96.4%
3 Mo. Roll Avg			94.5%	94.4%	95.2%	95.7%	96.2%	96.2%	96.4%	96.0%	95.9%	96.0%	95.8%	95.3%	95.1%	95.3%	95.8%	96.0%	96.0%	96.0%	95.9%	95.9%	95.5%	95.2%	95.2%	95.4%	95.9%	96.2%	96.7%	96.7%	97.0%	97.1%	96.9%	96.4%	96.1%	
New Listings	131	92	167	196	215	226	203	212	192	186	182	176	108	94	191	224	222	231	200	202	167	186	152	140	123	109	200	171	246	234	191	199	146	161	165	129
Inventory	448	415	392	403	392	408	435	452	447	455	462	483	438	390	436	444	449	471	443	427	417	414	397	358	333	297	328	333	370	390	397	402	366	369	355	362
Sales	77	103	79	112	150	192	164	154	155	151	129	133	95	105	94	93	174	164	172	182	163	144	144	141	129	122	102	113	166	156	192	163	135	145	131	145
(000's)	N 14	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	S	O
Avg Sale Price	300	303	297	292	312	315	330	319	309	312	300	292	291	300	297	283	320	312	329	331	320	341	309	342	308	307	300	327	340	311	316	343	317	338	328	338
3 Mo. Roll Avg			300	298	301	307	319	321	319	313	307	302	294	294	296	293	300	305	321	324	327	331	324	331	320	319	305	311	322	326	322	323	326	333	328	335