

Report prepared by:

Every client, home and market demands it's own strategy. What is yours?

*Contact Chris Dowell,  
Today!*

(913) 712-9313

(913) 254-2470

[www.JohnsonCountyConnect.com](http://www.JohnsonCountyConnect.com)

[www.Google.com/+ChrisDowell](http://www.Google.com/+ChrisDowell)



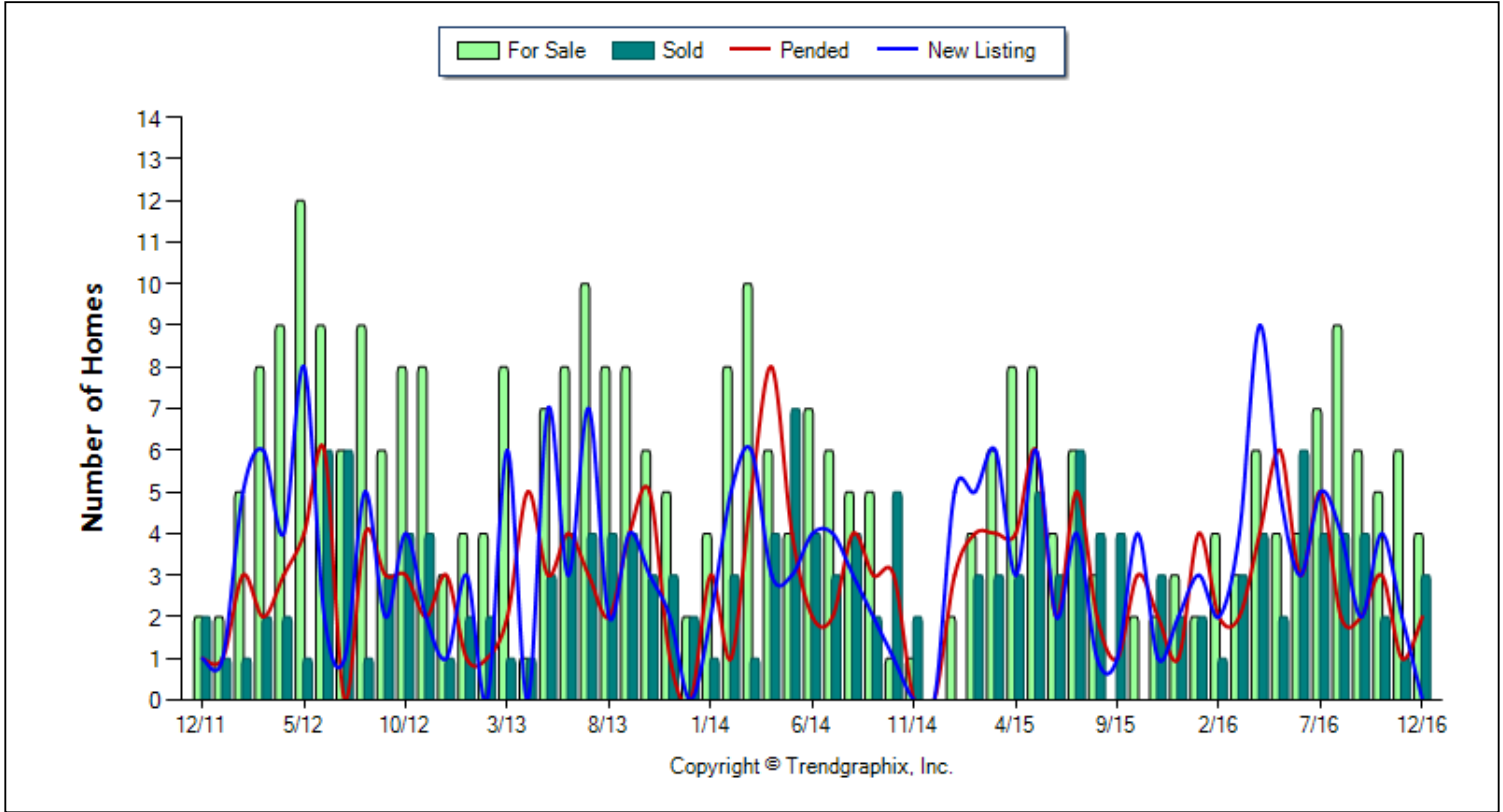
**ReeceNichols**  
REAL ESTATE



**Location:** Arlington Park  
**Property Types:** All Res. proptypes - All Property Statuses - All Lot Sizes - All Properties  
**Price Range:** \$0 - No Limit      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

**Number of Homes For Sale vs. Sold vs. Pended vs. New Listing (Last 5 years)**

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	Dec. 16	Dec. 11	% Change	Jan. 16 to Dec. 16	Jan. 15 to Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 12 to Dec. 12	% Change	Jan. 16 to Dec. 16	Jan. 12 to Dec. 12	% Change	1/1/2017 - 1/16/2017	12/1/2016 - 12/16/2016	% Change
	<b>For Sale</b>	4	6	-33.3% ▼	4	3	33.3% ▲	15	7	114.3% ▲	4	2	100% ▲	60	48	25% ▲	15	19	-21.1% ▼	60	85	-29.4% ▼	2	5
<b>New Listing</b>	0	2	-100% ▼	0	2	-100% ▼	6	7	-14.3% ▼	0	1	-100% ▼	43	40	7.5% ▲	6	7	-14.3% ▼	43	41	4.9% ▲	1	0	N/A
<b>Sold</b>	3	1	200% ▲	3	2	50% ▲	6	5	20% ▲	3	2	50% ▲	36	36	0%	6	9	-33.3% ▼	36	32	12.5% ▲	1	2	-50% ▼
<b>Pended</b>	2	1	100% ▲	2	1	100% ▲	6	6	0%	2	1	100% ▲	36	37	-2.7% ▼	6	8	-25% ▼	36	34	5.9% ▲	0	1	-100% ▼

**December 2016 is a Seller's market\*\***

**Home For Sale in December 2016 is 4 units.** It is down **33.3%** compared to the last month and up **33.3%** compared to the last year.  
**Home Listed in December 2016 is 0 units.** It is down **100%** compared to the last month and down **100%** compared to the last year.  
**Home Closed in December 2016 is 3 units.** It is up **200%** compared to the last month and up **50%** compared to the last year.  
**Home Placed under Contract in December 2016 is 2 units.** It is up **100%** compared to the last month and up **100%** compared to the last year.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

All reports are published January 2017, based on data available at the end of December 2016, except for the today stats. All reports presented are based on data supplied by the Heartland MLS. Heartland MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the Heartland MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

# Facts and Trends<sup>TM</sup> - Published January 2017\*

Location: Arlington Park

Property Types: All Res. proptypes - All Property Statuses - All Lot Sizes - All Properties

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

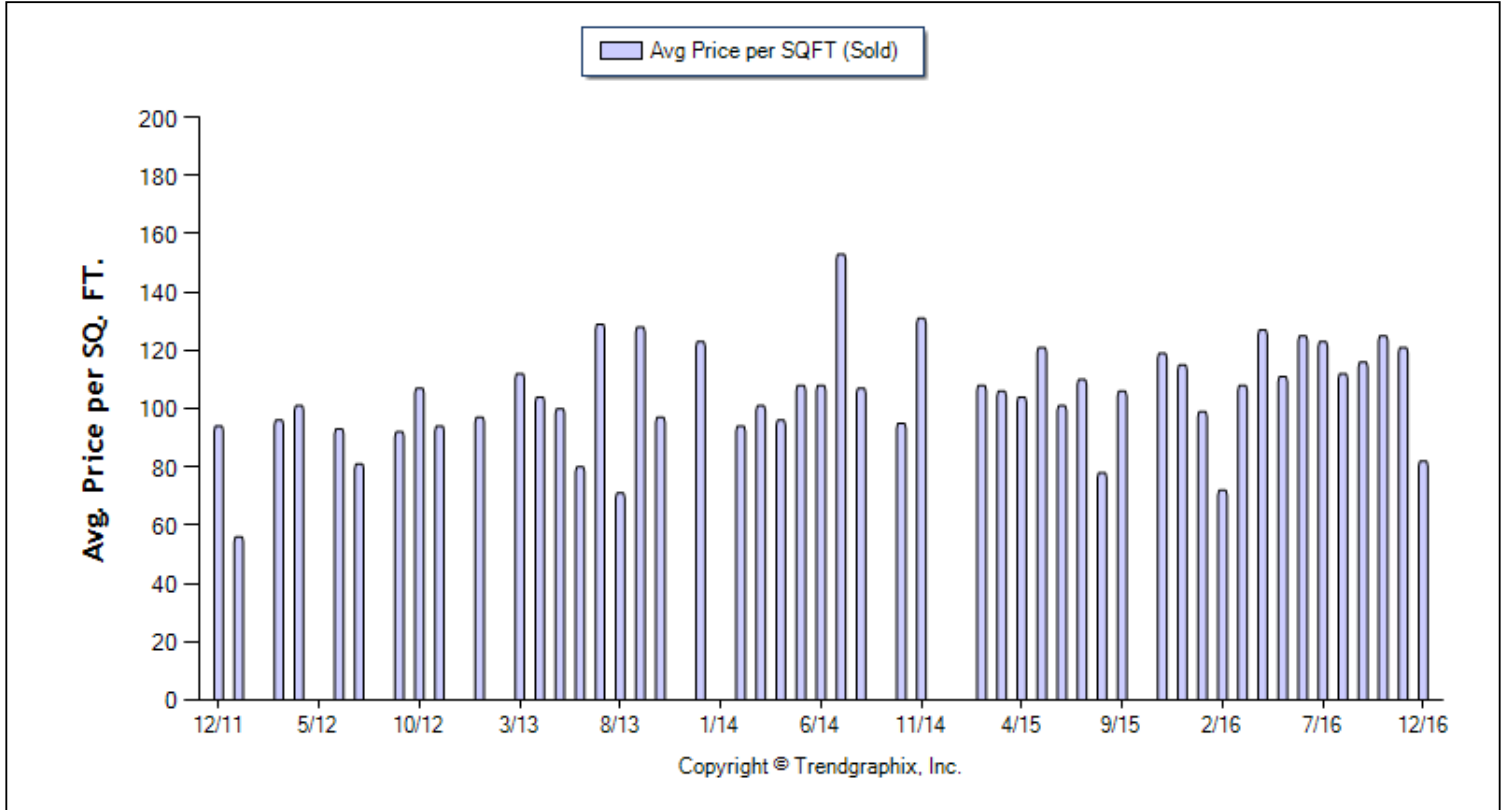
Half Baths: 0 - No Limit

Year Built: 0 - No Limit



## Average Price per SQFT (Sold) (Last 5 years)

Prepared for you by: Chris Dowell



Avg. Sq. Ft. Price (Sold)	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	Dec. 16	Dec. 11	% Change	Jan. 16 to Dec. 16	Jan. 15 to Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 12 to Dec. 12	% Change	Jan. 16 to Dec. 16	Jan. 12 to Dec. 12	% Change	1/1/2017 - 1/16/2017	12/1/2016 - 12/16/2016	% Change
	82	121	-32.2% ▼	82	115	-28.7% ▼	102.8 <sub>3</sub>	117.4	-12.4% ▼	82	94	-12.8% ▼	113.7 <sub>5</sub>	106.8 <sub>1</sub>	6.5% ▲	102.8 <sub>3</sub>	89.33	15.1% ▲	113.7 <sub>5</sub>	80.44	41.4% ▲	0	64	-100% ▼

### December 2016 Average Sold Price per Square Footage is Depreciating\*\*

Average Sold Price per Square Footage in December 2016 is \$82. It is down **32.2%** compared to the last month and down **28.7%** compared to the last year.

\*\*Based on 6 month trend - Appreciating/Depreciating/Neutral.

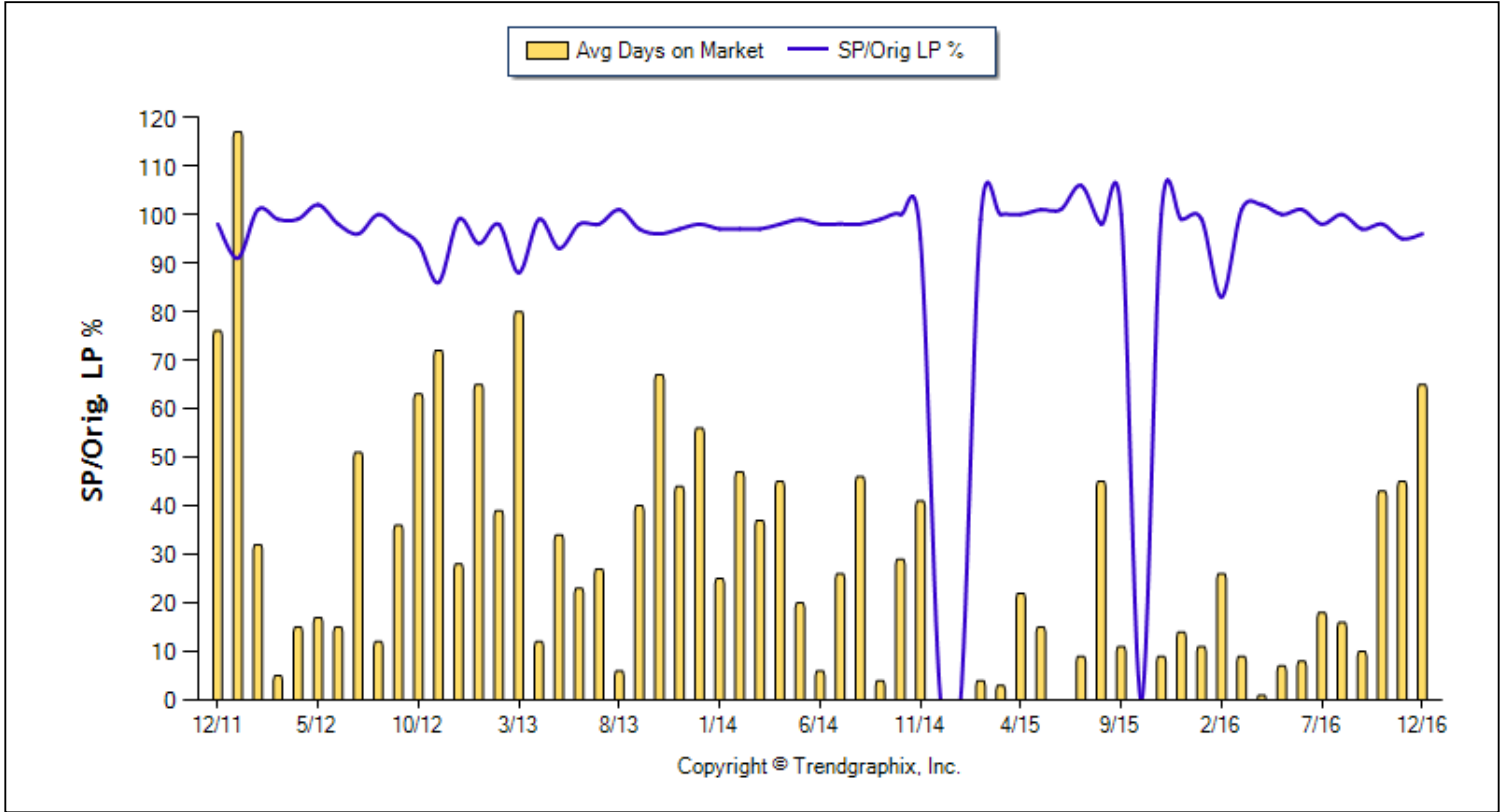
All reports are published January 2017, based on data available at the end of December 2016, except for the today stats. All reports presented are based on data supplied by the Heartland MLS. Heartland MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the Heartland MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.



**Location:** Arlington Park  
**Property Types:** All Res. proptypes - All Property Statuses - All Lot Sizes - All Properties  
**Price Range:** \$0 - No Limit      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

**Avg Days On Market & SP/Orig LP % (Last 5 years)**

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	Dec. 16	Dec. 11	% Change	Jan. 16 to Dec. 16	Jan. 15 to Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 12 to Dec. 12	% Change	Jan. 16 to Dec. 16	Jan. 12 to Dec. 12	% Change	1/1/2017 - 1/16/2017	12/1/2016 - 12/16/2016	% Change
	<b>Days on Market</b>	65	45	44.4% ▲	65	14	364.3% ▲	54	11	390.9% ▲	65	76	-14.5% ▼	18	14	28.6% ▲	54	63	-14.3% ▼	18	40	-55% ▼	1	97
<b>Sold/Orig LP Diff. %</b>	96	95	1.1% ▲	96	99	-3% ▼	97	100	-3% ▼	96	98	-2% ▼	99	101	-2% ▼	97	91	6.6% ▲	99	96	3.1% ▲	99	94	5.3% ▲

**December 2016 Average Days on Market trend is Rising\*\***

Average Days on Market in December 2016 is 65. It is up **44.4%** compared to the last month and up **364.3%** compared to the last year.

**December 2016 Sold/Original List Price Ratio Remains Steady\*\***

Sold/Original List Price % in December 2016 is 96%. It is up **1.1%** compared to the last month and down **3%** compared to the last year.

\*\*Based on 6 month trend - Rising/Falling/Remains Steady.

All reports are published January 2017, based on data available at the end of December 2016, except for the today stats. All reports presented are based on data supplied by the Heartland MLS. Heartland MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the Heartland MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

# Facts and Trends<sup>TM</sup> - Published January 2017\*

**Location:** Arlington Park

**Property Types:** All Res. proptypes - All Property Statuses - All Lot Sizes - All Properties

**Price Range:** \$0 - No Limit

**SQFT Range:** 0 - No Limit

**Bedrooms:** 0 - No Limit

**Full Baths:** 0 - No Limit

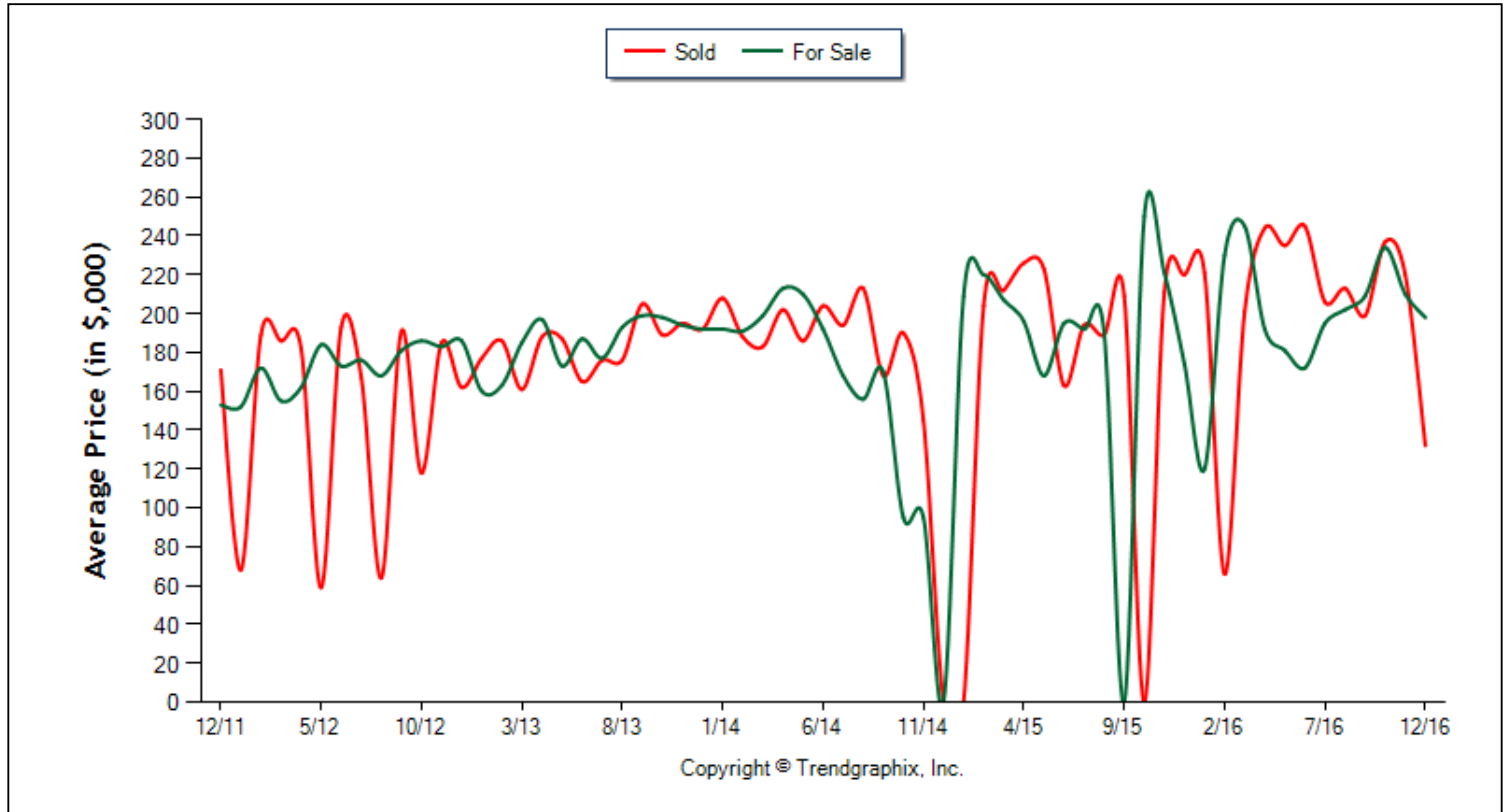
**Half Baths:** 0 - No Limit

**Year Built:** 0 - No Limit



## Average Price of For Sale and Sold (Last 5 years)

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	Dec. 16	Dec. 11	% Change	Jan. 16 to Dec. 16	Jan. 15 to Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 12 to Dec. 12	% Change	Jan. 16 to Dec. 16	Jan. 12 to Dec. 12	% Change	1/1/2017 - 1/16/2017	12/1/2016 - 12/16/2016	% Change
	Avg. Active Price	198	210	-5.7% ▼	198	174	13.8% ▲	215	209	2.9% ▲	198	153	29.4% ▲	202	196	3.1% ▲	215	185	16.2% ▲	202	174	16.1% ▲	262	211
Avg. Sold Price	132	220	-40% ▼	132	220	-40% ▼	182	215	-15.3% ▼	132	171	-22.8% ▼	211	204	3.4% ▲	182	153	19% ▲	211	163	29.4% ▲	119	130	-8.5% ▼

### December 2016 Average For Sale Price is Neutral\*\*

**Average For Sale Price (in thousand) in December 2016 is \$198.** It is down **5.7%** compared to the last month and up **13.8%** compared to the last year.

### December 2016 Average Sold Price is Depreciating\*\*

**Average Sold Price (in thousand) in December 2016 is \$132.** It is down **40%** compared to the last month and down **40%** compared to the last year.

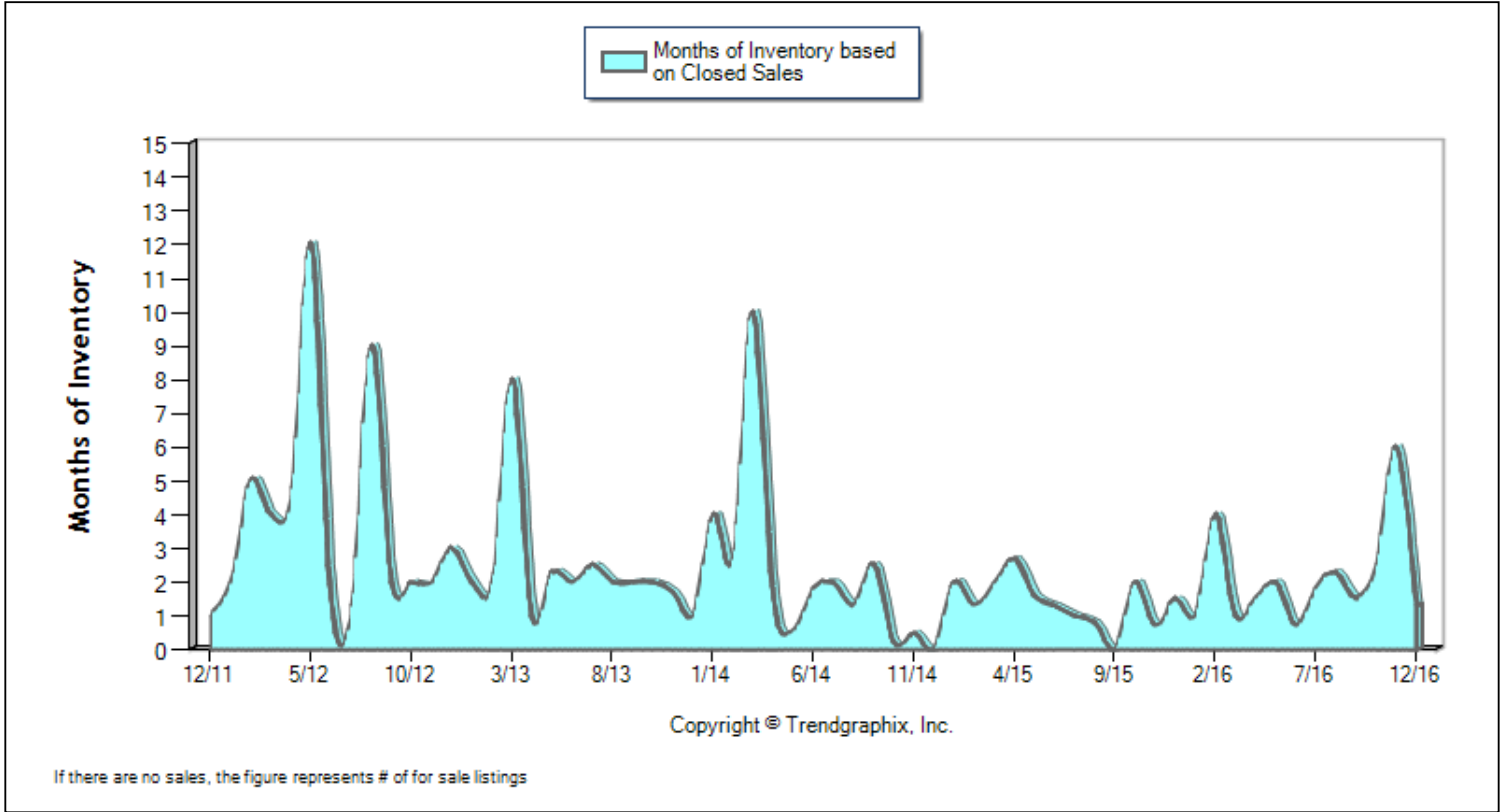
\*\*Based on 6 month trend - Appreciating/Depreciating/Neutral.



**Location:** Arlington Park  
**Property Types:** All Res. proptypes - All Property Statuses - All Lot Sizes - All Properties  
**Price Range:** \$0 - No Limit      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

**Months of Inventory Based on Closed Sales (Last 5 years)**

Prepared for you by: Chris Dowell



Month s of Inventory (Close d Sales)	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 5 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 4 Yrs Ago			Curnt vs. Same 12 Months 4 Yrs Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	Dec. 16	Dec. 11	% Change	Jan. 16 to Dec. 16	Jan. 15 to Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 12 to Dec. 12	% Change	Jan. 16 to Dec. 16	Jan. 12 to Dec. 12	% Change	1/1/2017 - 1/16/2017	12/1/2016 - 12/16/2016	% Change
		1.3	6	-78.3% ▼	1.3	1.5	-13.3% ▼	2.5	1.4	78.6% ▲	1.3	1	30% ▲	1.7	1.3	30% ▲	2.5	2.1	18.9% ▲	1.7	2.7	-37.6% ▼	2	2.5

**December 2016 is a Seller's market\*\***

**Months of Inventory based on Closed Sales in December 2016 is 1.3.** It is down **78.3%** compared to the last month and down **13.3%** compared to the last year.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

All reports are published January 2017, based on data available at the end of December 2016, except for the today stats. All reports presented are based on data supplied by the Heartland MLS. Heartland MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the Heartland MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

# *Facts and Trends*<sup>TM</sup> - Published January 2017\*

**Location:** Arlington Park

**Property Types:** All Res. proptypes - All Property Statuses - All Lot Sizes - All Properties

**Price Range:** \$0 - No Limit

**SQFT Range:** 0 - No Limit

**Bedrooms:** 0 - No Limit

**Full Baths:** 0 - No Limit

**Half Baths:** 0 - No Limit

**Year Built:** 0 - No Limit



Date	12/11	3/12	6/12	9/12	12/12	3/13	6/13	9/13	12/13	3/14	6/14	9/14	12/14	3/15	6/15	9/15	12/15	3/16	6/16	9/16	12/16
<b>For Sale</b>	2	8	9	6	3	8	8	8	2	10	7	5	0	6	4	0	3	3	4	6	4
<b>New Listing</b>	1	6	2	2	1	6	3	4	0	6	4	2	0	6	2	1	2	4	3	2	0
<b>Sold</b>	2	2	6	3	1	1	4	4	2	1	4	2	0	3	3	4	2	3	6	4	3
<b>Pended</b>	1	2	6	3	3	2	4	4	0	5	2	3	0	4	2	1	1	2	3	2	2
<b>Months of Inventory (Closed Sales)</b>	1	4	1.5	2	3	8	2	2	1	10	1.8	2.5	0	2	1.3	0	1.5	1	0.7	1.5	1.3
<b>Months of Inventory (Pended Sales)</b>	2	4	1.5	2	1	4	2	2	2	2	3.5	1.7	0	1.5	2	0	3	1.5	1.3	3	2
<b>Absorption Rate (Closed Sales) %</b>	100	25	66.7	50	33.3	12.5	50	50	100	10	57.1	40	0	50	75	4	66.7	100	150	66.7	75
<b>Absorption Rate (Pended Sales) %</b>	50	25	66.7	50	100	25	50	50	0	50	28.6	60	0	66.7	50	1	33.3	66.7	75	33.3	50
<b>Avg. Active Price</b>	153	155	173	181	186	185	187	199	192	199	192	170	0	207	195	0	174	245	172	209	198
<b>Avg. Sold Price</b>	171	186	193	191	162	161	165	205	192	183	204	168	0	212	163	209	220	201	245	199	132
<b>Avg. Sq. Ft. Price (Sold)</b>	94	96	93	92	0	112	80	128	123	101	108	0	0	106	101	106	115	108	125	116	82
<b>Sold/List Diff. %</b>	99	99	99	98	98	98	99	99	99	99	99	99	0	100	101	101	99	101	101	99	99
<b>Sold/Orig LP Diff. %</b>	98	99	98	97	99	88	98	97	98	97	98	99	0	100	101	100	99	101	101	97	96
<b>Days on Market</b>	76	5	15	36	28	80	23	40	56	37	6	4	0	3	0	11	14	9	8	10	65
<b>Median</b>	171	186	193	190	163	161	195	193	192	183	197	168	0	210	155	232	220	205	245	215	135

All reports are published January 2017, based on data available at the end of December 2016, except for the today stats. All reports presented are based on data supplied by the Heartland MLS. Heartland MLS does not guarantee or is not in anyway responsible for its accuracy. Data maintained by the Heartland MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.