

Report prepared by:

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

*Contact Chris Dowell,
Today!*

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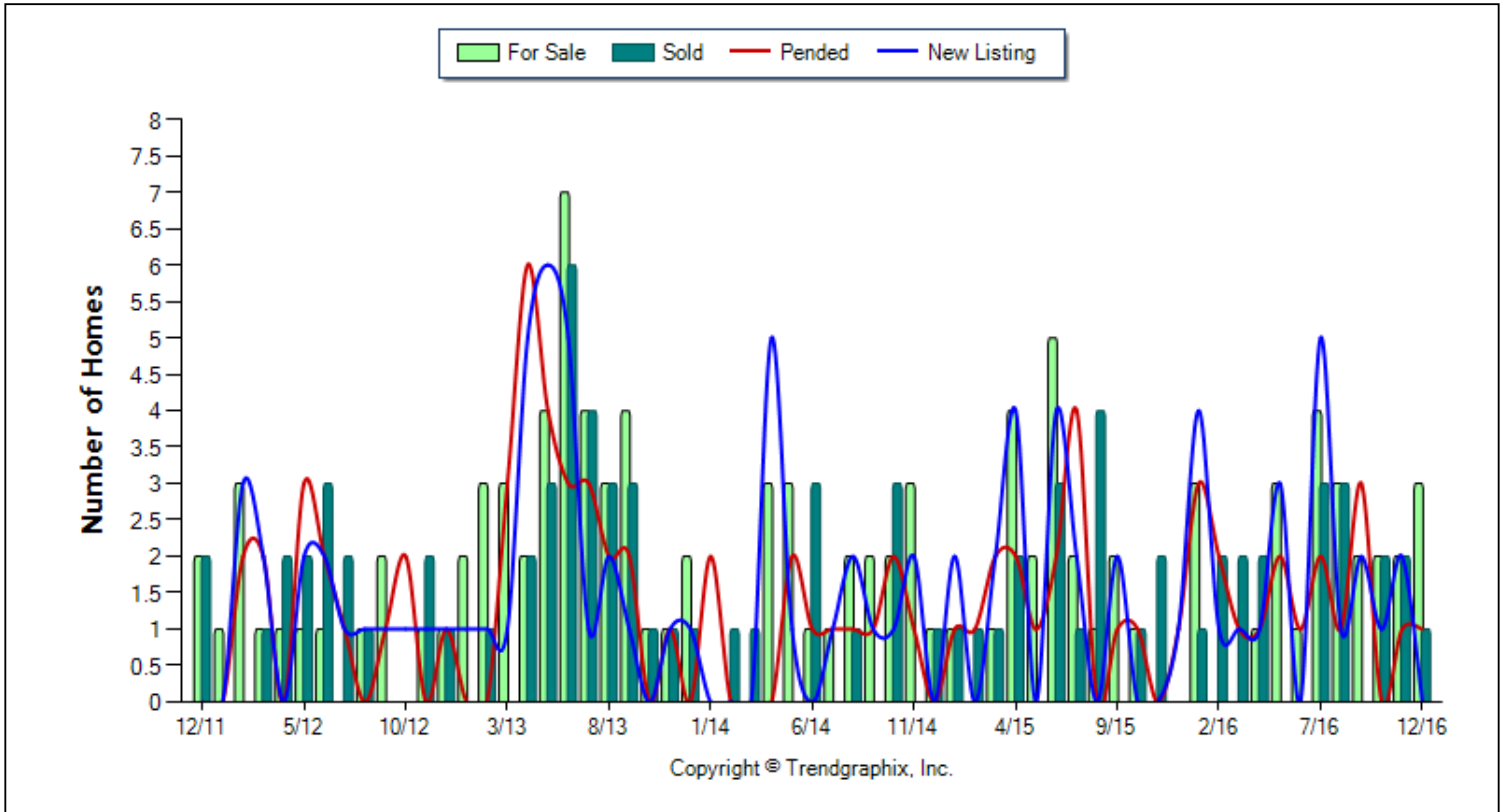
ReeceNichols
REAL ESTATE



Location: Heatherstone
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 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
	For Sale	3	2	50% ▲	3	0	N/A	7	1	600% ▲	3	2	50% ▲	24	19	26.3% ▲	7	2	250% ▲	24	13	84.6% ▲	1	3
New Listing	0	2	-100% ▼	0	1	-100% ▼	3	1	200% ▲	0	0	N/A	21	17	23.5% ▲	3	3	0%	21	15	40% ▲	0	0	N/A
Sold	1	2	-50% ▼	1	0	N/A	5	3	66.7% ▲	1	2	-50% ▼	18	16	12.5% ▲	5	3	66.7% ▲	18	14	28.6% ▲	2	0	N/A
Pended	1	1	0%	1	1	0%	2	2	0%	1	0	N/A	18	16	12.5% ▲	2	3	-33.3% ▼	18	14	28.6% ▲	0	2	-100% ▼

December 2016 is a Neutral market**

Home For Sale in December 2016 is 3 units. It is up **50%** compared to the last month.
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 1 units. It is down **50%** compared to the last month.
Home Placed under Contract in December 2016 is 1 units. It is the same as compared to the last month and the same as 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.

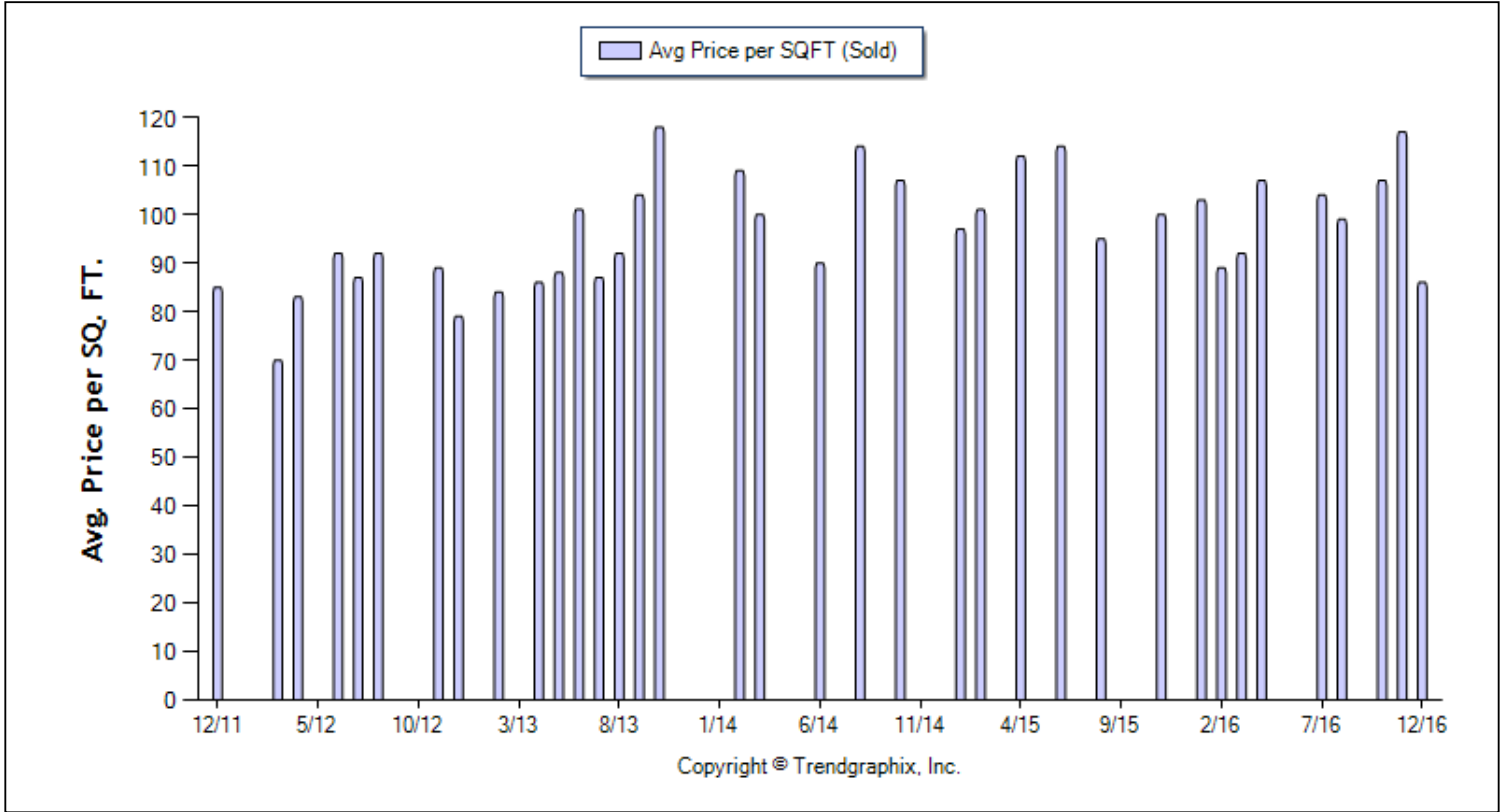
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Average Price per SQFT (Sold) (Last 5 years)

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 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
	86	117	-26.5% ▼	86	0	N/A	106.8	66.67	60.2% ▲	86	85	1.2% ▲	101.2 2	84	20.5% ▲	106.8	85.67	24.7% ▲	101.2 2	73.93	36.9% ▲	105	0	N/A

December 2016 Average Sold Price per Square Footage is Neutral**

Average Sold Price per Square Footage in December 2016 is \$86. It is down **26.5%** compared to the last month.

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

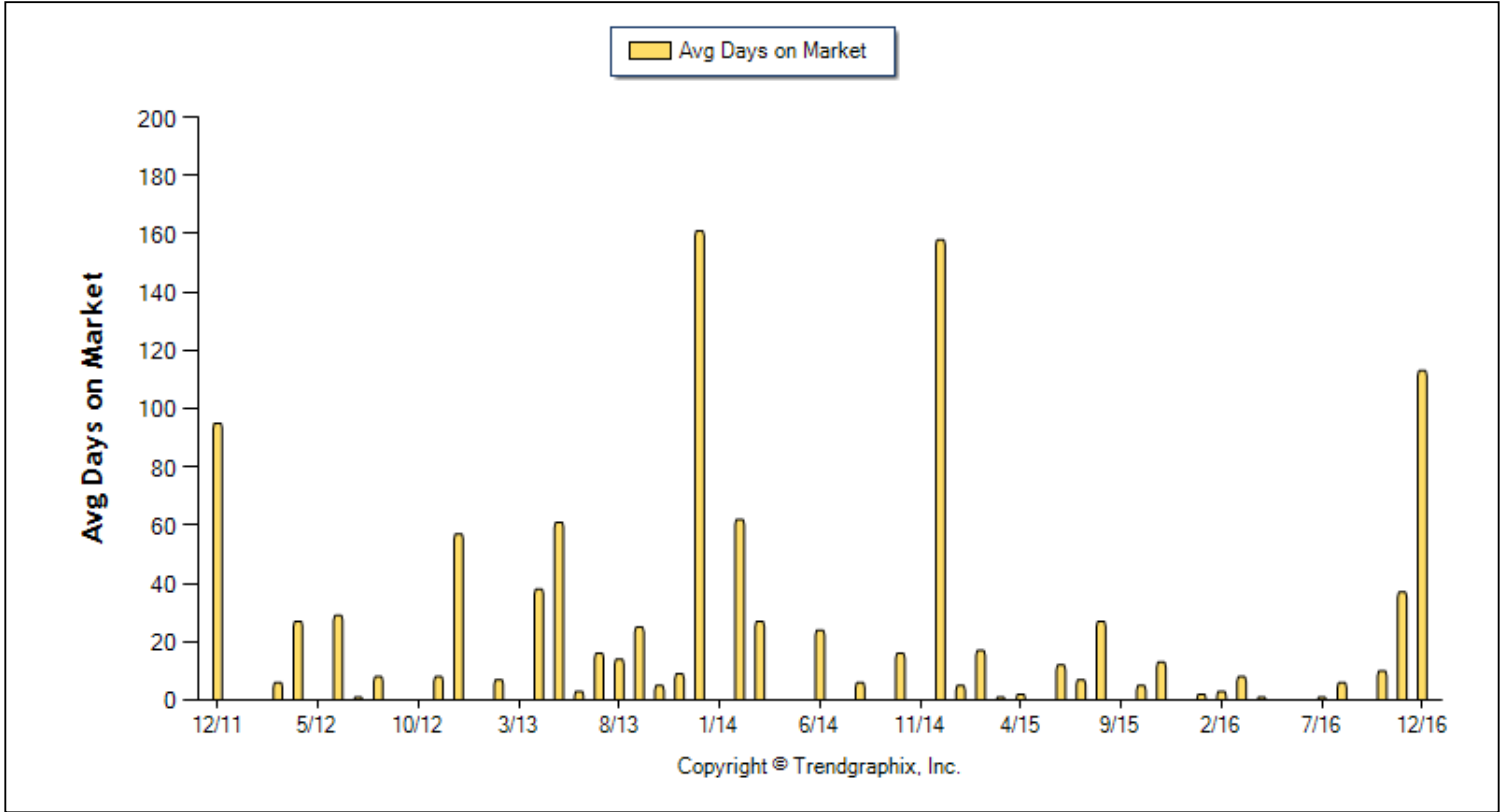
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Avg Days On Market (Last 5 years)

Prepared for you by: Chris Dowell



Days on Market	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	1/1/2016 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
	113	37	205.4% ▲	113	0	N/A	41	10	310% ▲	113	95	18.9% ▲	14	13	7.7% ▲	41	24	70.8% ▲	14	16	-12.5% ▼	44	0	N/A

December 2016 Average Days on Market trend is Rising**

Average Days on Market in December 2016 is 113. It is up 205.4% compared to the last month.

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

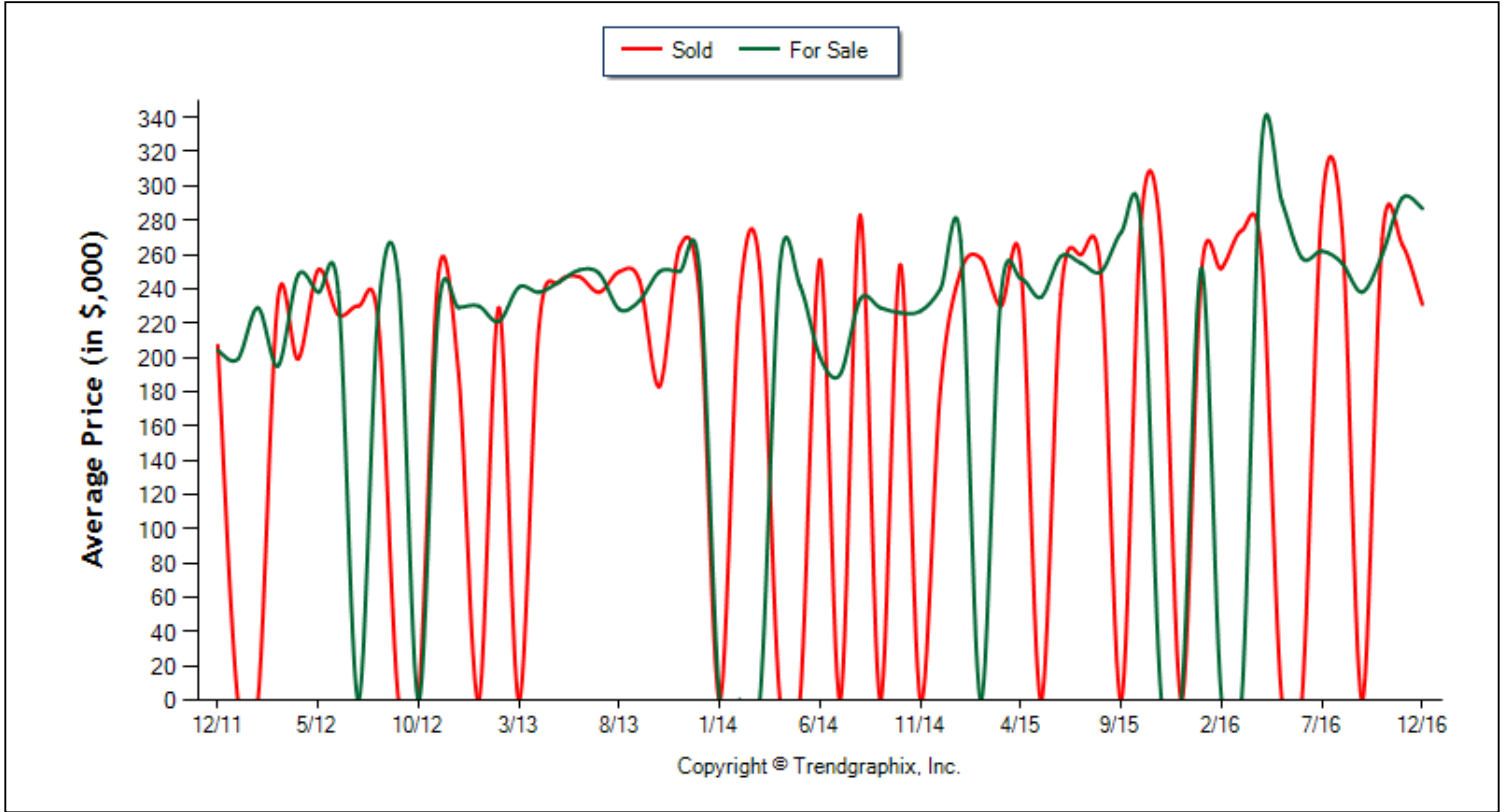
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Average Price of For Sale and Sold (Last 5 years)

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		
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	Avg. Active Price	287	293	-2% ▼	287	0	N/A	281	275	2.2% ▲	287	204	40.7% ▲	270	254	6.3% ▲	281	229	22.7% ▲	270	229	17.9% ▲	260	287
Avg. Sold Price	231	266	-13.2% ▼	231	0	N/A	260	272	-4.4% ▼	231	207	11.6% ▲	267	251	6.4% ▲	260	229	13.5% ▲	267	227	17.6% ▲	292	0	N/A

December 2016 Average For Sale Price is Neutral**

Average For Sale Price (in thousand) in December 2016 is \$287. It is down 2% compared to the last month.

December 2016 Average Sold Price is Depreciating**

Average Sold Price (in thousand) in December 2016 is \$231. It is down 13.2% compared to the last month.

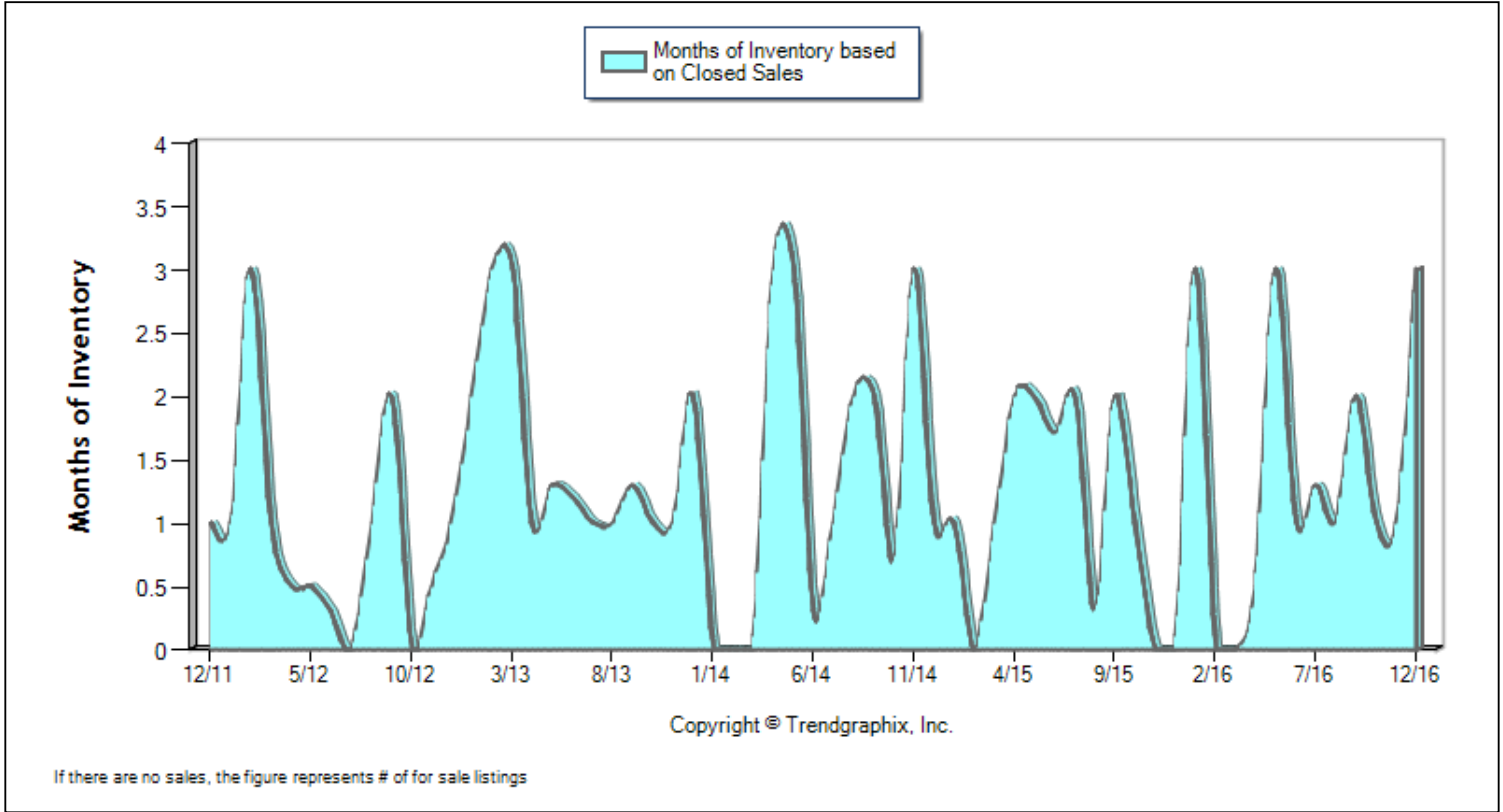
**Based on 6 month trend - Appreciating/Depreciating/Neutral.



Location: Heatherstone
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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 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
		3	1	200% ▲	3	0	N/A	1.4	0.3	330% ▲	3	1	200% ▲	1.3	1.2	8.4% ▲	1.4	0.7	105% ▲	1.3	0.9	43.1% ▲	0.5	3

December 2016 is a Neutral market**

Months of Inventory based on Closed Sales in December 2016 is 3. It is up **200%** compared to the last month.

**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.

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Facts and TrendsTM - Published January 2017*

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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
For Sale	2	1	1	2	1	3	7	4	2	0	1	2	1	1	5	2	0	0	1	2	3
New Listing	0	2	2	1	1	1	5	1	1	0	0	1	0	2	4	2	1	1	0	2	0
Sold	2	1	3	0	1	0	6	3	1	1	3	0	1	1	3	0	0	2	0	0	1
Pended	0	2	2	1	1	3	3	2	0	0	1	1	0	2	2	1	1	1	1	3	1
Months of Inventory (Closed Sales)	1	1	0.3	2	1	3	1.2	1.3	2	0	0.3	2	1	1	1.7	2	0	0	1	2	3
Months of Inventory (Pended Sales)	2	0.5	0.5	2	1	1	2.3	2	2	0	1	2	1	0.5	2.5	2	0	0	1	0.7	3
Absorption Rate (Closed Sales) %	100	100	300	0	100	0	85.7	75	50	1	300	0	100	100	60	0	0	2	0	0	33.3
Absorption Rate (Pended Sales) %	0	200	200	50	100	100	42.9	50	0	0	100	50	0	200	40	50	1	1	100	150	33.3
Avg. Active Price	204	195	238	245	229	241	251	233	250	0	200	229	240	235	259	273	0	0	258	238	287
Avg. Sold Price	207	234	225	0	190	0	247	245	235	252	257	0	182	230	237	0	0	274	0	0	231
Avg. Sq. Ft. Price (Sold)	85	70	92	0	79	0	101	104	0	100	90	0	0	0	114	0	0	92	0	0	86
Sold/List Diff. %	97	99	97	0	95	0	101	100	94	97	98	0	96	105	100	0	0	102	0	0	96
Sold/Orig LP Diff. %	91	99	97	0	83	0	101	98	88	97	97	0	87	105	98	0	0	102	0	0	89
Days on Market	95	6	29	0	57	0	3	25	161	27	24	0	158	1	12	0	0	8	0	0	113
Median	207	235	228	0	190	0	247	238	235	252	270	0	182	230	240	0	0	274	0	0	232

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