

Report prepared by:

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

*Contact Chris Dowell,  
Today!*

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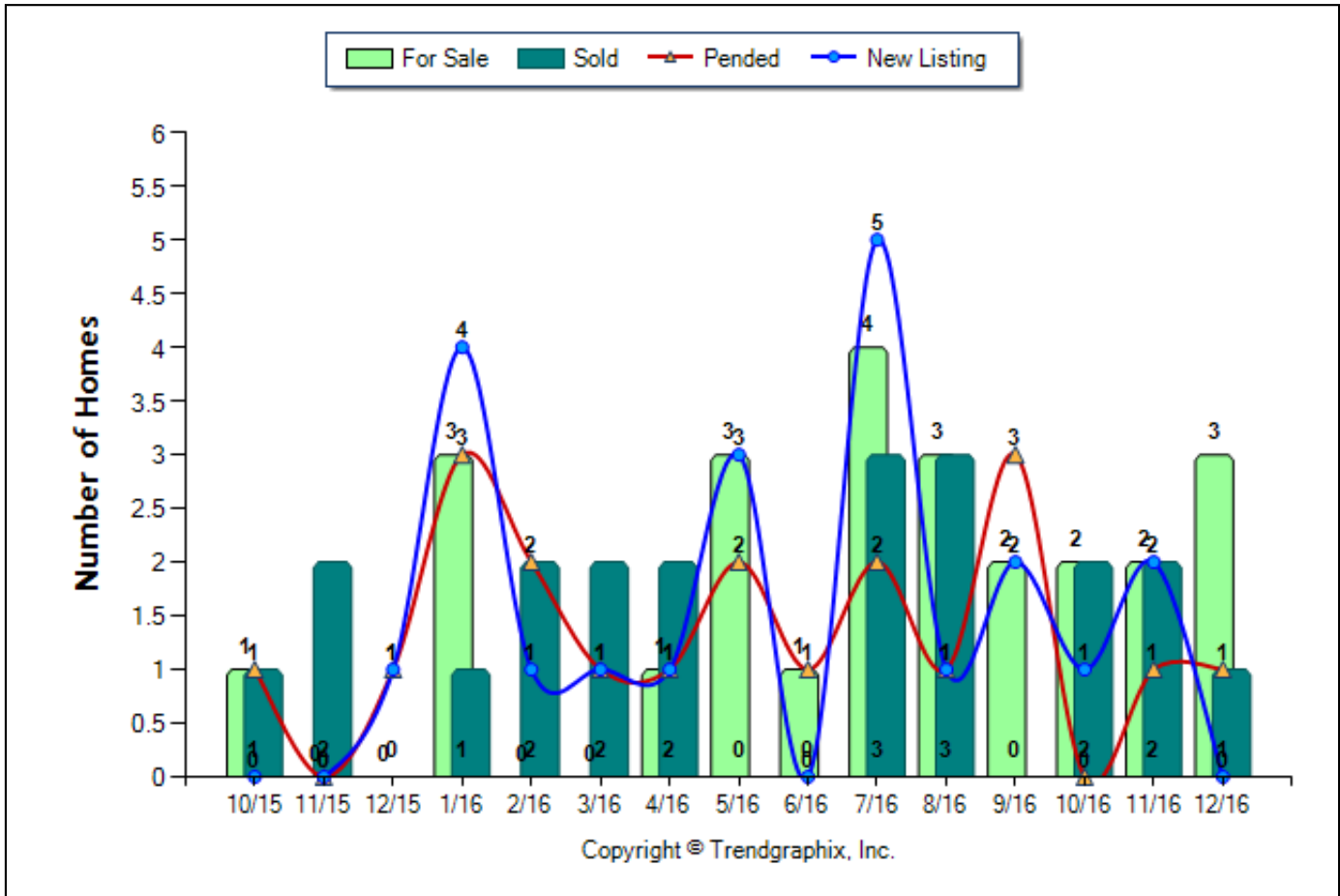
**ReeceNichols**  
REAL ESTATE



**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 (Oct. 2015 - Dec. 2016)**

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change
<b>For Sale</b>	3	2	50% ▲	3	0	N/A	7	1	600% ▲
<b>New Listing</b>	0	2	-100% ▼	0	1	-100% ▼	3	1	200% ▲
<b>Sold</b>	1	2	-50% ▼	1	0	N/A	5	3	66.7% ▲
<b>Pended</b>	1	1	0%	1	1	0%	2	2	0%

TODAY STATS		
1/1/2017 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
1	3	-66.7% ▼
0	0	N/A
2	0	N/A
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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# Facts and Trends<sup>TM</sup> - Published January 2017\*

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

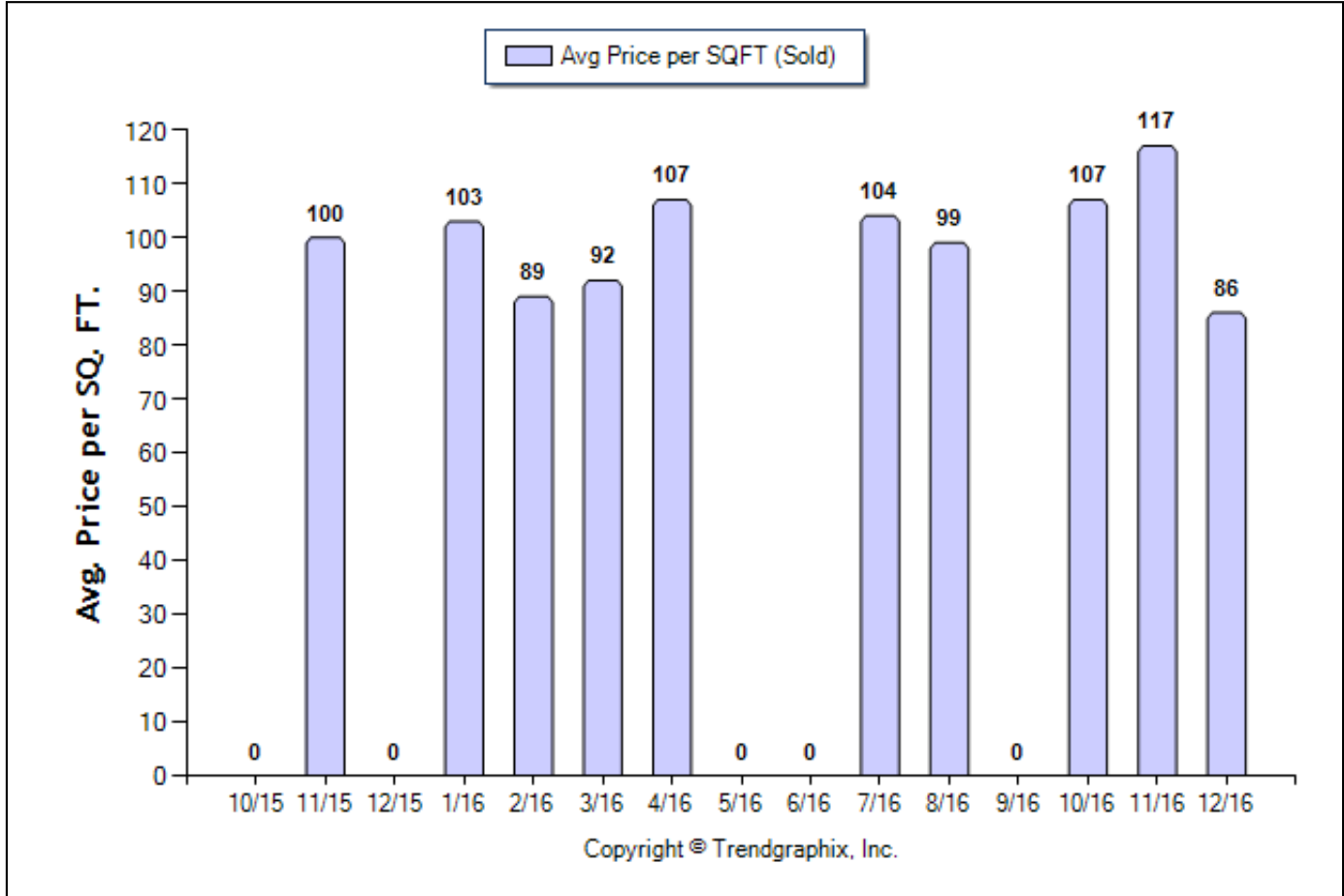
Half Baths: 0 - No Limit

Year Built: 0 - No Limit



## Average Price per SQFT (Sold) (Oct. 2015 - Dec. 2016)

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	1/1/2017 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
Avg. Sq. Ft. Price (Sold)	86	117	-26.5% ▼	86	0	N/A	106.8	66.67	60.2% ▲	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.

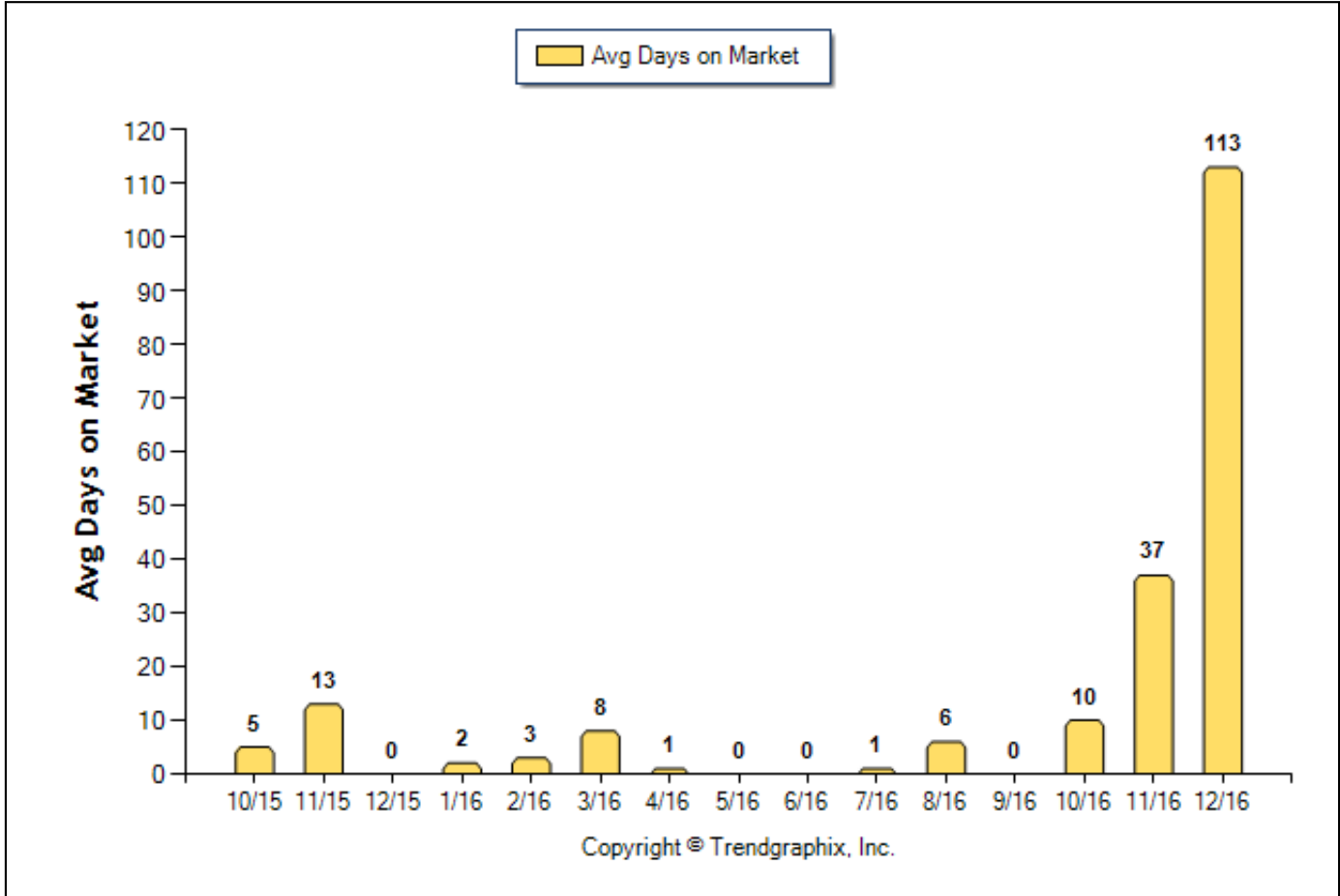
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**Avg Days On Market (Oct. 2015 - Dec. 2016)**

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	1/1/2017 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
Days on Market	113	37	205.4% ▲	113	0	N/A	41	10	310% ▲	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.

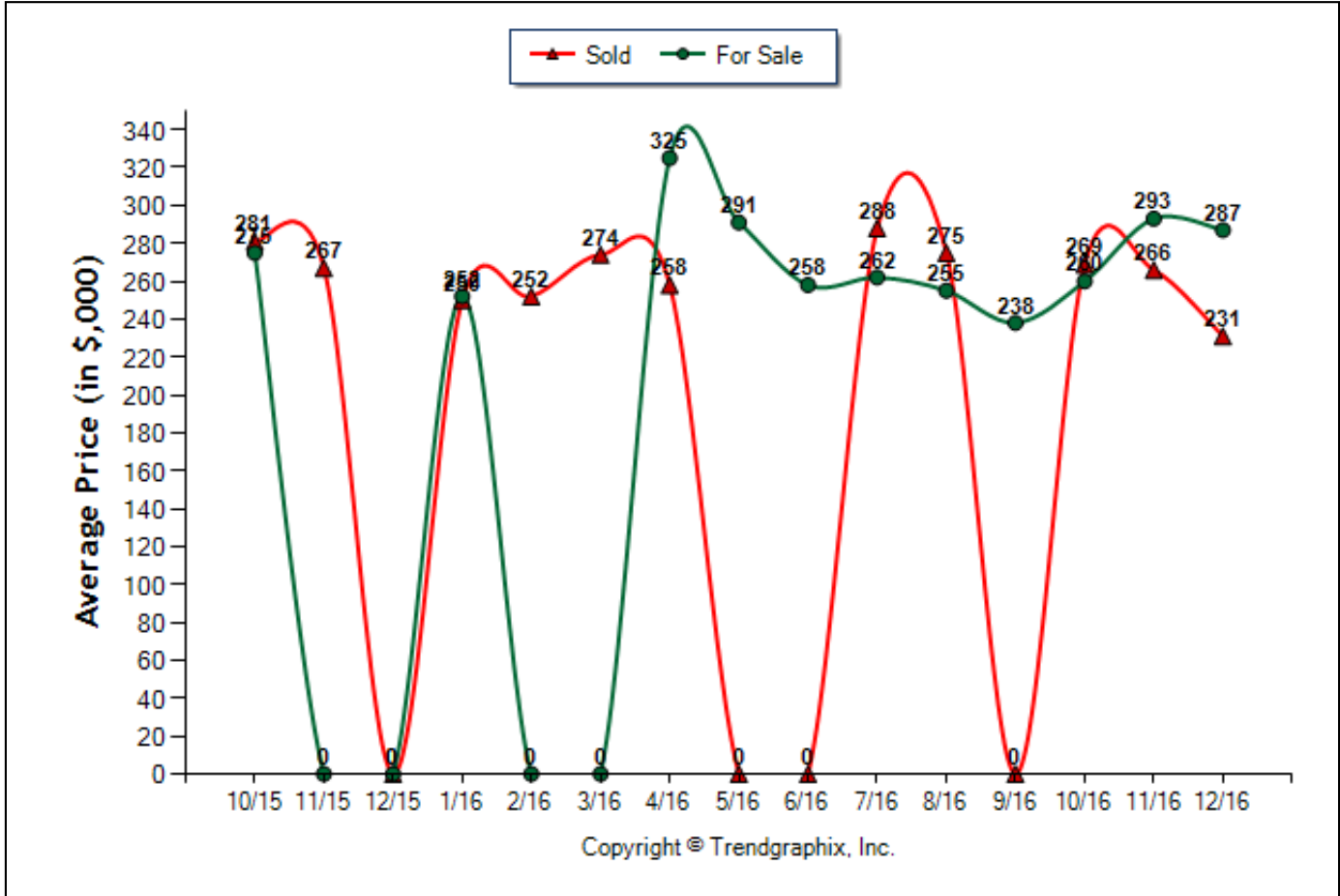
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**Average Price of For Sale and Sold (Oct. 2015 - Dec. 2016)**

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change
Avg. Active Price	287	293	-2% ▼	287	0	N/A	281	275	2.2% ▲
Avg. Sold Price	231	266	-13.2% ▼	231	0	N/A	260	272	-4.4% ▼

TODAY STATS		
1/1/2017 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
260	287	-9.4% ▼
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.

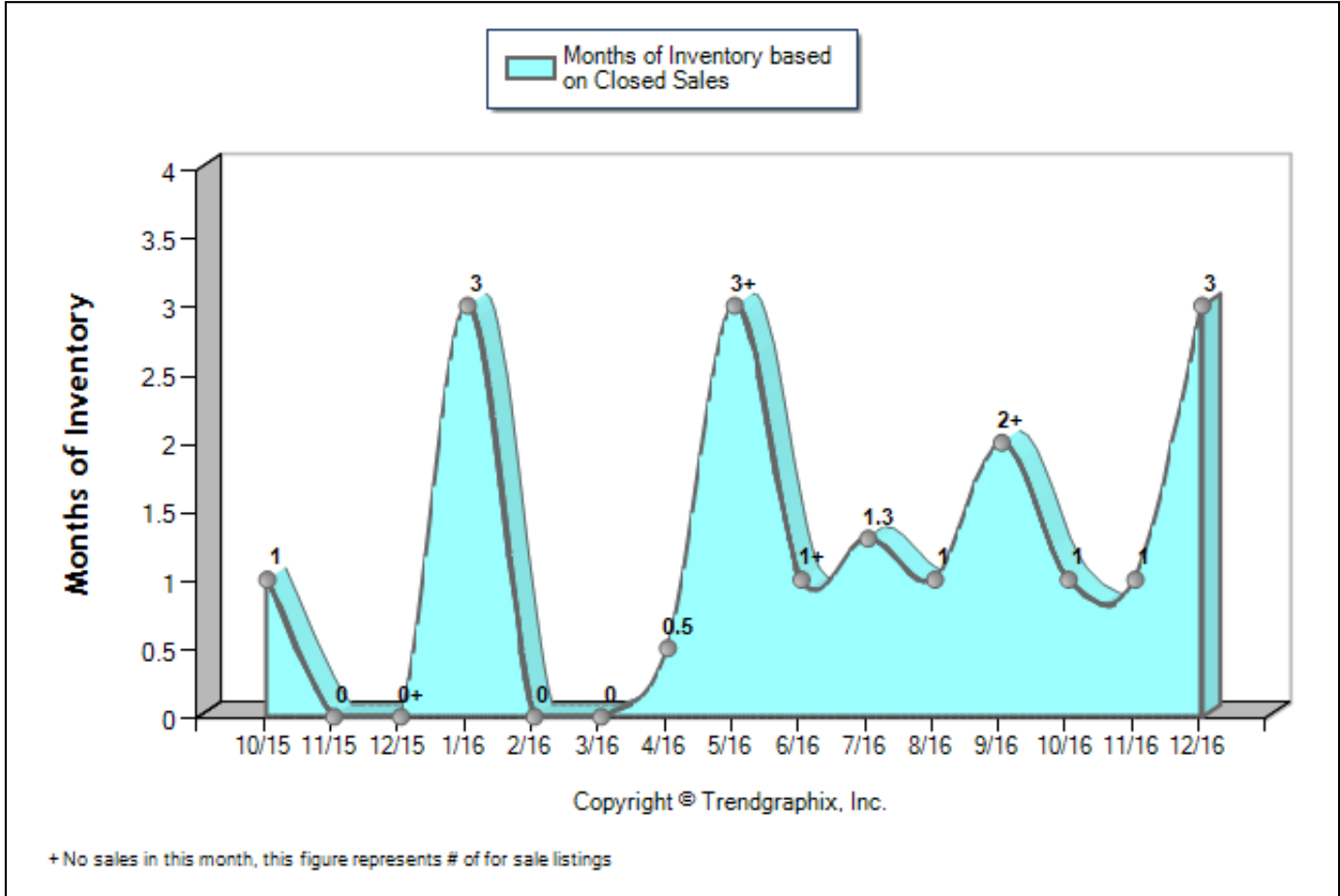
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**Months of Inventory Based on Closed Sales (Oct. 2015 - Dec. 2016)**

Prepared for you by: Chris Dowell



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Dec. 16	Nov. 16	% Change	Dec. 16	Dec. 15	% Change	Oct. 16 to Dec. 16	Oct. 15 to Dec. 15	% Change	1/1/2017 - 1/18/2017	12/1/2016 - 12/18/2016	% Change
Months of Inventory (Closed Sales)	3	1	200% ▲	3	0	N/A	1.4	0.3	330% ▲	0.5	3	-83.3% ▼

**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.

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**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	10/15	11/15	12/15	1/16	2/16	3/16	4/16	5/16	6/16	7/16	8/16	9/16	10/16	11/16	12/16
<b>For Sale</b>	1	0	0	3	0	0	1	3	1	4	3	2	2	2	3
<b>New Listing</b>	0	0	1	4	1	1	1	3	0	5	1	2	1	2	0
<b>Sold</b>	1	2	0	1	2	2	2	0	0	3	3	0	2	2	1
<b>Pended</b>	1	0	1	3	2	1	1	2	1	2	1	3	0	1	1
<b>Months of Inventory (Closed Sales)</b>	1	0	0	3	0	0	0.5	3	1	1.3	1	2	1	1	3
<b>Months of Inventory (Pended Sales)</b>	1	0	0	1	0	0	1	1.5	1	2	3	0.7	2	2	3
<b>Absorption Rate (Closed Sales) %</b>	100	2	0	33.3	2	2	200	0	0	75	100	0	100	100	33.3
<b>Absorption Rate (Pended Sales) %</b>	100	0	1	100	2	1	100	66.7	100	50	33.3	150	0	50	33.3
<b>Avg. Active Price</b>	275	0	0	252	0	0	325	291	258	262	255	238	260	293	287
<b>Avg. Sold Price</b>	281	267	0	250	252	274	258	0	0	288	275	0	269	266	231
<b>Avg. Sq. Ft. Price (Sold)</b>	0	100	0	103	89	92	107	0	0	104	99	0	107	117	86
<b>Sold/List Diff. %</b>	102	99	0	100	101	102	101	0	0	100	98	0	99	99	96
<b>Sold/Orig LP Diff. %</b>	102	97	0	100	101	102	101	0	0	100	96	0	100	96	89
<b>Days on Market</b>	5	13	0	2	3	8	1	0	0	1	6	0	10	37	113
<b>Median</b>	281	267	0	250	252	274	257	0	0	291	275	0	269	266	232

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