Local Market Update for December 2017



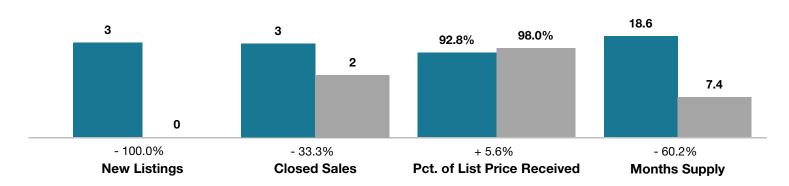


Nathrop

	December			Year to Date		
Key Metrics	2016	2017	Percent Change from Previous Year	Thru 12-2016	Thru 12-2017	Percent Change from Previous Year
New Listings	3	0	- 100.0%	35	61	+ 74.3%
Closed Sales	3	2	- 33.3%	21	34	+ 61.9%
Median Sales Price*	\$447,000	\$676,000	+ 51.2%	\$420,000	\$392,250	- 6.6%
Average Sales Price*	\$462,000	\$676,000	+ 46.3%	\$402,067	\$347,169	- 13.7%
Percent of List Price Received*	92.8%	98.0%	+ 5.6%	95.7%	95.5%	- 0.2%
Days on Market Until Sale	234	341	+ 45.7%	139	95	- 31.7%
Inventory of Homes for Sale	39	23	- 41.0%			
Months Supply of Inventory	18.6	7.4	- 60.2%			

^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

December ■2016 ■2017



Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS — Nathrop —

