Local Market Update for October 2018



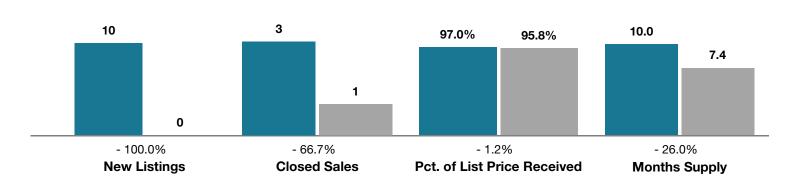


Nathrop

	October			Year to Date		
Key Metrics	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	10	0	- 100.0%	58	46	- 20.7%
Closed Sales	3	1	- 66.7%	27	30	+ 11.1%
Median Sales Price*	\$273,850	\$1,150,000	+ 319.9%	\$385,000	\$380,000	- 1.3%
Average Sales Price*	\$267,950	\$1,150,000	+ 329.2%	\$333,146	\$366,977	+ 10.2%
Percent of List Price Received*	97.0%	95.8%	- 1.2%	95.2%	96.0%	+ 0.8%
Days on Market Until Sale	18	31	+ 72.2%	83	112	+ 34.9%
Inventory of Homes for Sale	31	25	- 19.4%			
Months Supply of Inventory	10.0	7.4	- 26.0%			

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

October ■2017 ■2018



Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS -

Nathrop -

