

Real Estate Inventory - Supply & Demand Report

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Search Criteria Used

Property Type = Single Family Building, Condo, Townhome, Business + Property; Area = South of I15;

Inventory Supply Analysis: (Quarterly Comparison)	Prior: 3 months 01/01/12 - 03/31/12	Prior: 3 months 04/01/12 - 06/30/12	Prior: 3 months 07/01/12 - 09/30/12	Prior: 3 months 10/01/12 - 12/31/12
Active Listings (# of Active Listings on last day of period.)	77	57	72	65
Sold Listings (Total # of closed sales during time period.)	51	56	37	48
Absorption Rate (Total Sales ÷ Total Months in time period.)	17.00	18.67	12.33	16.00
Housing Supply (# Months to sell existing Active Listings.)	4.53	3.05	5.84	4.06

The above report shows the inventory supply of Active listings (Housing Supply). Housing supply is calculated by taking the total number of Active listings on the last day of the time period and dividing that number by the average number of sales per month during the evaluated time period. The Housing Supply is basically a snap-shot as of the last day of the time period and does not take into consideration any new listings that may come on the market in the future. Housing Supply can be used to evaluate the direction of the market and the time it might take for a seller to sell their home. The higher the Housing supply number is, the more competitive sellers will need to be in the marketplace to sell their property.

Market Demand Analysis: (Quarterly Comparison)	Prior: 3 months 01/01/12 - 03/31/12	Prior: 3 months 04/01/12 - 06/30/12	Prior: 3 months 07/01/12 - 09/30/12	Prior: 3 months 10/01/12 - 12/31/12
ACTIVE LISTINGS (On last day of each time period.)				
Average List Price	\$158,189	\$172,139	\$160,959	\$166,989
Median List Price	\$153,000	\$151,000	\$149,500	\$165,700
Average Days On Market	216	221	181	127
Median Days On Market	176	191	153	87

This report shows the average and median List Price and Days on Market (DOMA) for Active listings on the last day of each time period. DOMA does not include any days that any listings may have been Pending. This is basically a snap shot of Active listings on the last day of each time period and does not take into consideration all active listings during the time period. This information can be used to evaluate the demand in the marketplace. It is generally a sign that the market demand is increasing when Days on Market are decreasing or when List Prices are increasing.

Market Demand Analysis: (Quarterly Comparison)	Prior: 3 months 01/01/12 - 03/31/12	Prior: 3 months 04/01/12 - 06/30/12	Prior: 3 months 07/01/12 - 09/30/12	Prior: 3 months 10/01/12 - 12/31/12
SOLD (CLOSED) LISTINGS (During each time period.)				
Average Days On Market	73	70	70	96
Average List Price	\$125,453	\$124,560	\$126,755	\$133,388
Average Sales Price	\$119,997	\$117,922	\$120,951	\$126,884
Average List/Sale %	95.65%	94.67%	95.42%	95.12%
Median Days On Market	53	56	43	43
Median List Price	132,700	130,400	117,250	138,950
Median Sales Price	\$127,000	\$126,450	\$115,250	\$134,000
Median List/Sale %	95.70%	96.97%	98.29%	96.44%

This report shows List Prices, Sales Prices, and Days on Market (DOMA) for Sold Listings that sold during each time period. DOMA does not include any listings that may have been Pending. Because this report includes all sales during each time period, and because it reflects actual sales, these numbers are generally more reflective of true market conditions than those of Active Listings. This information can be used to evaluate the demand in the marketplace. It is generally a sign that the market demand is increasing when Days on Market are decreasing or when List Prices are increasing.

Information is deemed to be reliable, but is not guaranteed.

Any dates in this report reflecting time periods before 10/01/2008 are likely inaccurate due to a lack of data.

