

# Local Market Update for January 2016

## Northern Coverage

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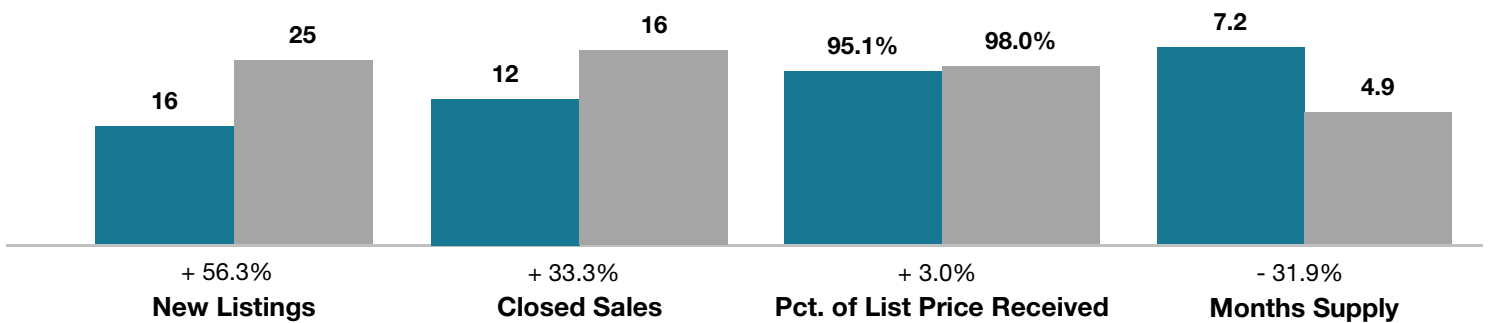
# Salida

Key Metrics	January			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 1-2015	Thru 1-2016	Percent Change from Previous Year
New Listings	16	25	+ 56.3%	16	25	+ 56.3%
Closed Sales	12	16	+ 33.3%	12	16	+ 33.3%
Median Sales Price*	\$290,500	<b>\$281,500</b>	- 3.1%	\$290,500	<b>\$281,500</b>	- 3.1%
Average Sales Price*	\$282,792	<b>\$287,269</b>	+ 1.6%	\$282,792	<b>\$287,269</b>	+ 1.6%
Percent of List Price Received*	95.1%	<b>98.0%</b>	+ 3.0%	95.1%	<b>98.0%</b>	+ 3.0%
Days on Market Until Sale	173	141	- 18.5%	173	141	- 18.5%
Inventory of Homes for Sale	114	77	- 32.5%	--	--	--
Months Supply of Inventory	7.2	4.9	- 31.9%	--	--	--

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

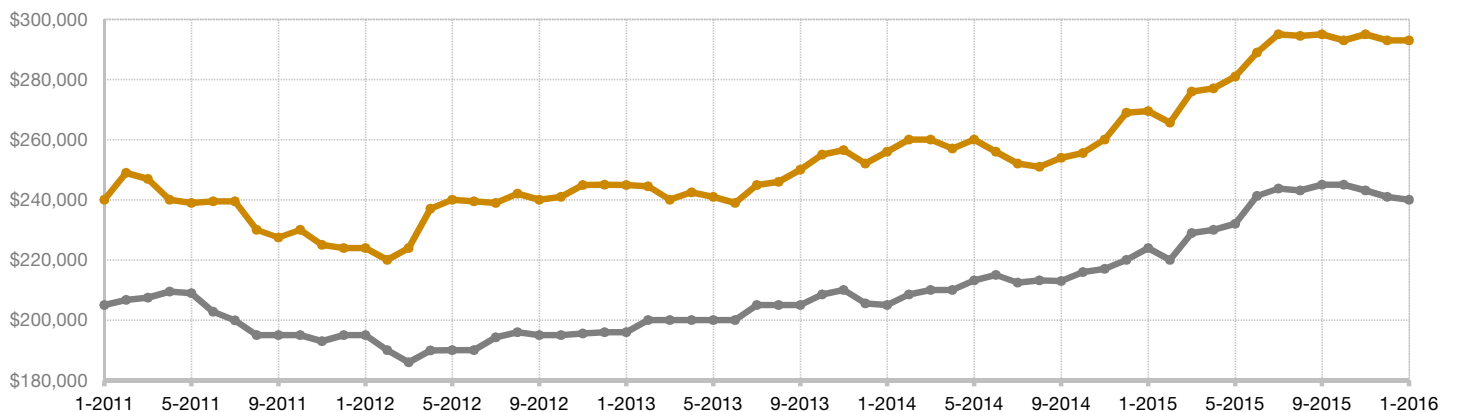
## January

■ 2015 ■ 2016



## Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —  
Salida —



# Local Market Update for February 2016

## Northern Coverage

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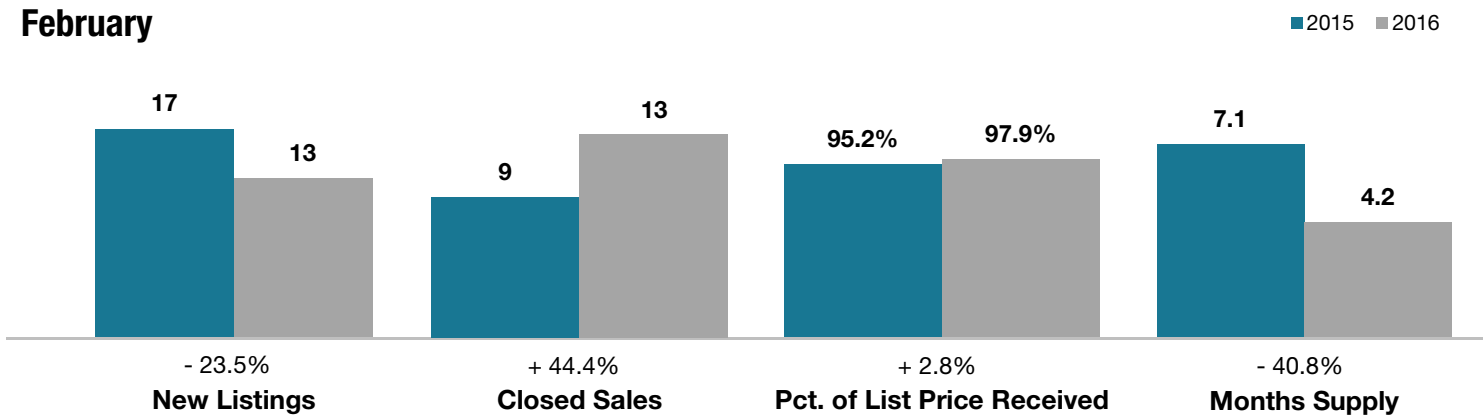


# Salida

Key Metrics	February			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 2-2015	Thru 2-2016	Percent Change from Previous Year
New Listings	17	13	- 23.5%	33	40	+ 21.2%
Closed Sales	9	13	+ 44.4%	21	30	+ 42.9%
Median Sales Price*	\$230,000	<b>\$340,000</b>	+ 47.8%	\$275,000	<b>\$312,500</b>	+ 13.6%
Average Sales Price*	\$213,667	<b>\$365,523</b>	+ 71.1%	\$253,167	<b>\$322,637</b>	+ 27.4%
Percent of List Price Received*	95.2%	<b>97.9%</b>	+ 2.8%	95.1%	<b>98.0%</b>	+ 3.0%
Days on Market Until Sale	146	134	- 8.2%	162	142	- 12.3%
Inventory of Homes for Sale	110	69	- 37.3%	--	--	--
Months Supply of Inventory	7.1	4.2	- 40.8%	--	--	--

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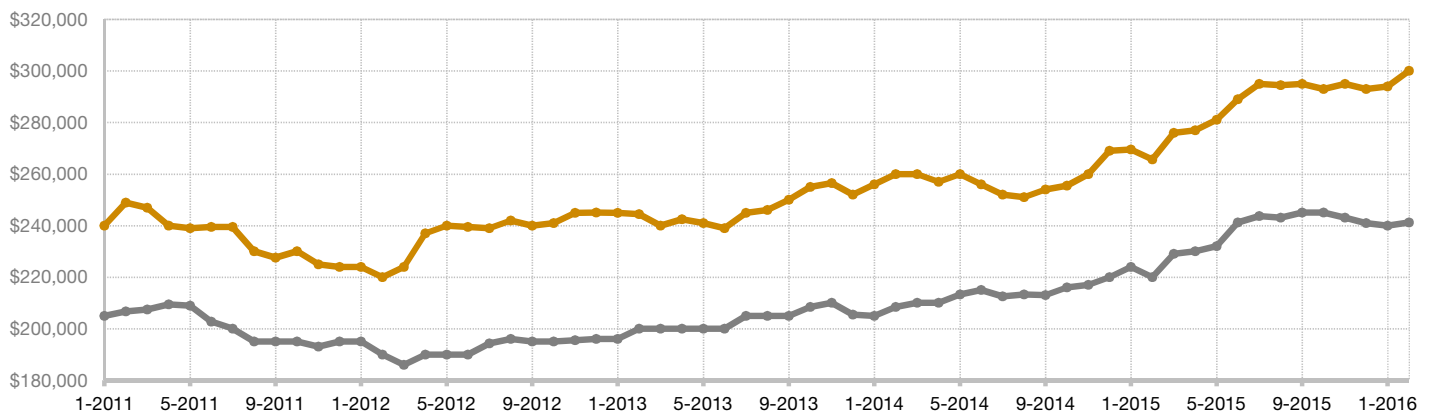
## February



## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for March 2016

## Northern Coverage

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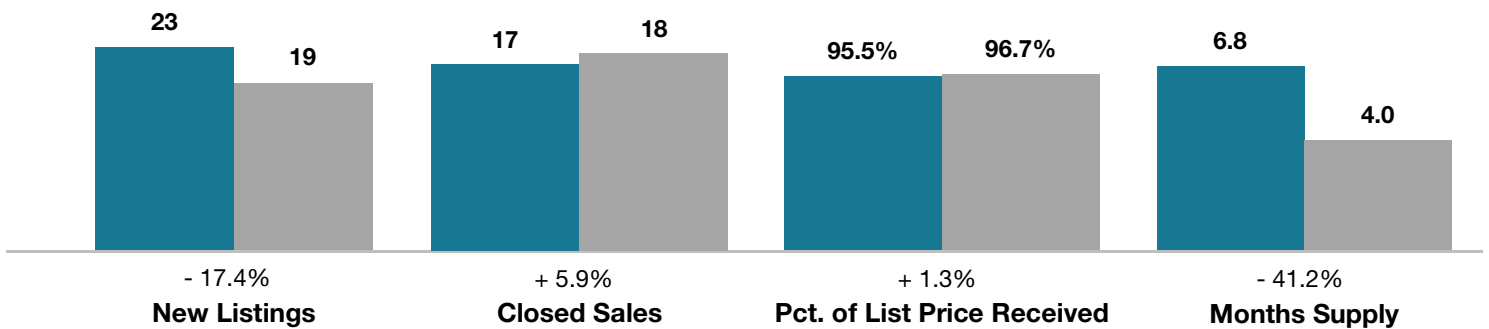
# Salida

Key Metrics	March			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 3-2015	Thru 3-2016	Percent Change from Previous Year
New Listings	23	19	- 17.4%	56	59	+ 5.4%
Closed Sales	17	18	+ 5.9%	38	48	+ 26.3%
Median Sales Price*	\$321,000	<b>\$323,850</b>	+ 0.9%	\$294,500	<b>\$312,500</b>	+ 6.1%
Average Sales Price*	\$362,685	<b>\$341,975</b>	- 5.7%	\$302,162	<b>\$329,889</b>	+ 9.2%
Percent of List Price Received*	95.5%	<b>96.7%</b>	+ 1.3%	95.3%	<b>97.6%</b>	+ 2.4%
Days on Market Until Sale	190	<b>184</b>	- 3.2%	174	<b>158</b>	- 9.2%
Inventory of Homes for Sale	108	<b>66</b>	- 38.9%	--	--	--
Months Supply of Inventory	6.8	<b>4.0</b>	- 41.2%	--	--	--

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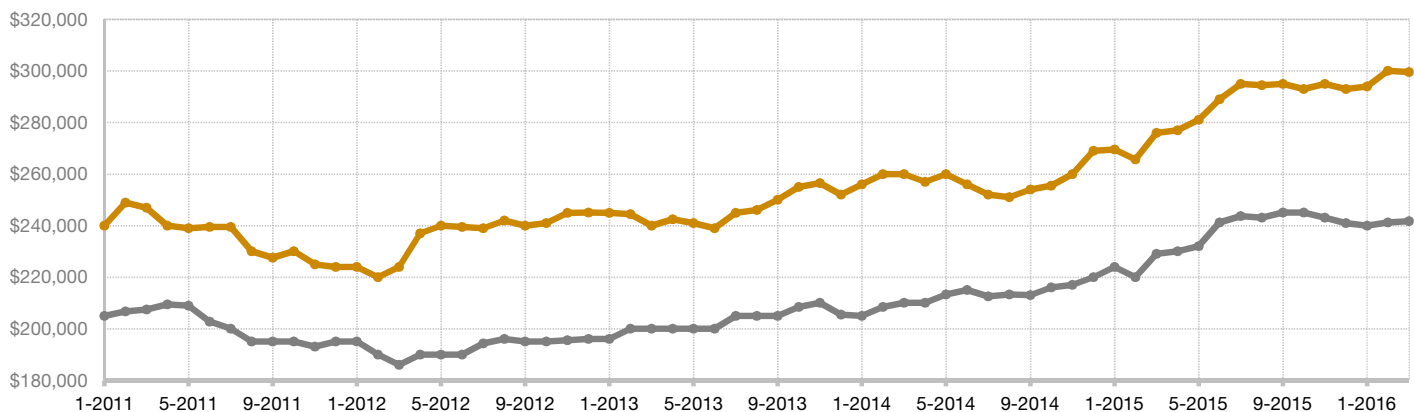
## March

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for April 2016

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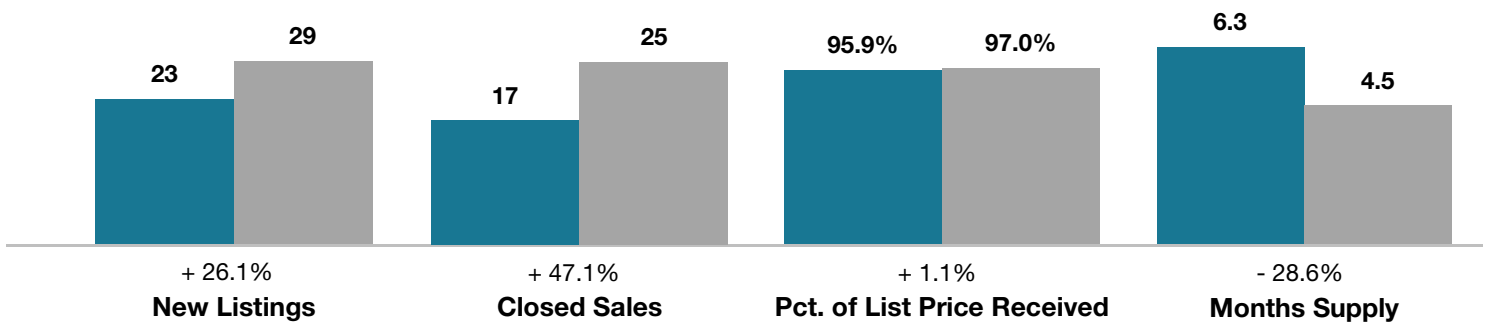
# Salida

Key Metrics	April			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 4-2015	Thru 4-2016	Percent Change from Previous Year
New Listings	23	<b>29</b>	+ 26.1%	79	<b>92</b>	+ 16.5%
Closed Sales	17	<b>25</b>	+ 47.1%	55	<b>76</b>	+ 38.2%
Median Sales Price*	\$288,000	<b>\$295,000</b>	+ 2.4%	\$294,000	<b>\$305,100</b>	+ 3.8%
Average Sales Price*	\$287,653	<b>\$339,566</b>	+ 18.0%	\$297,677	<b>\$334,162</b>	+ 12.3%
Percent of List Price Received*	95.9%	<b>97.0%</b>	+ 1.1%	95.5%	<b>97.4%</b>	+ 2.0%
Days on Market Until Sale	152	<b>149</b>	- 2.0%	167	<b>159</b>	- 4.8%
Inventory of Homes for Sale	105	<b>77</b>	- 26.7%	--	--	--
Months Supply of Inventory	6.3	<b>4.5</b>	- 28.6%	--	--	--

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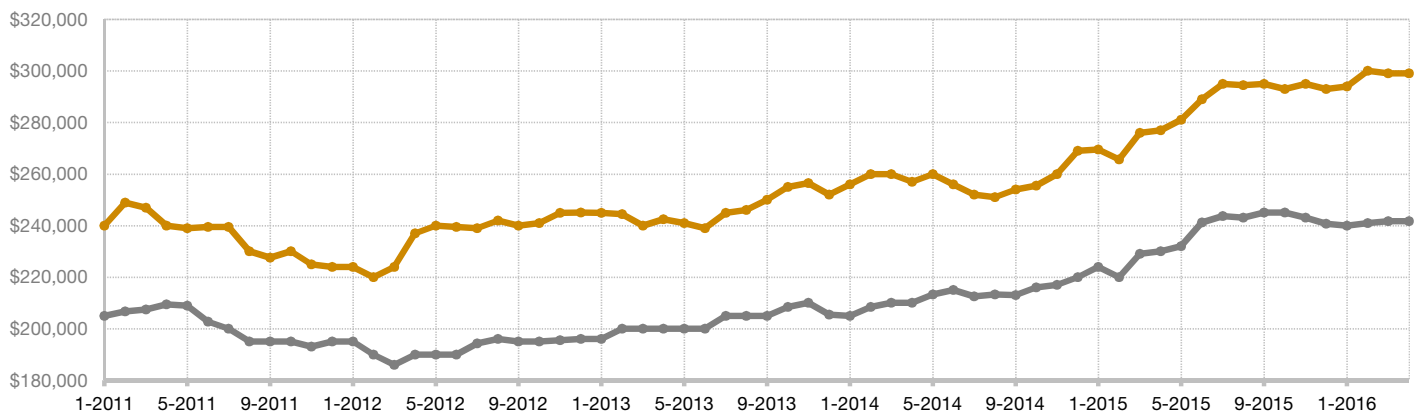
## April

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for May 2016

## Northern Coverage

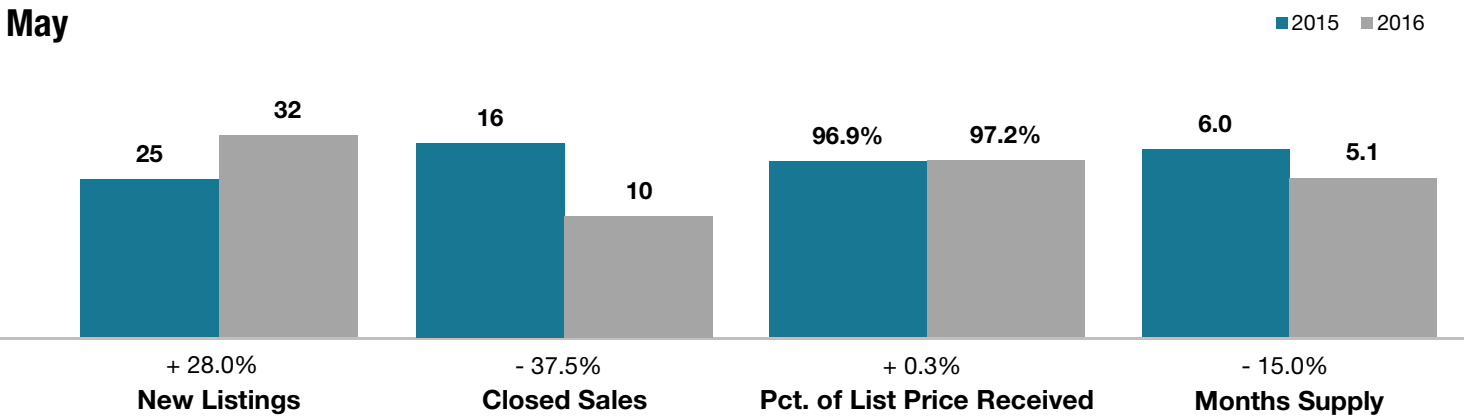
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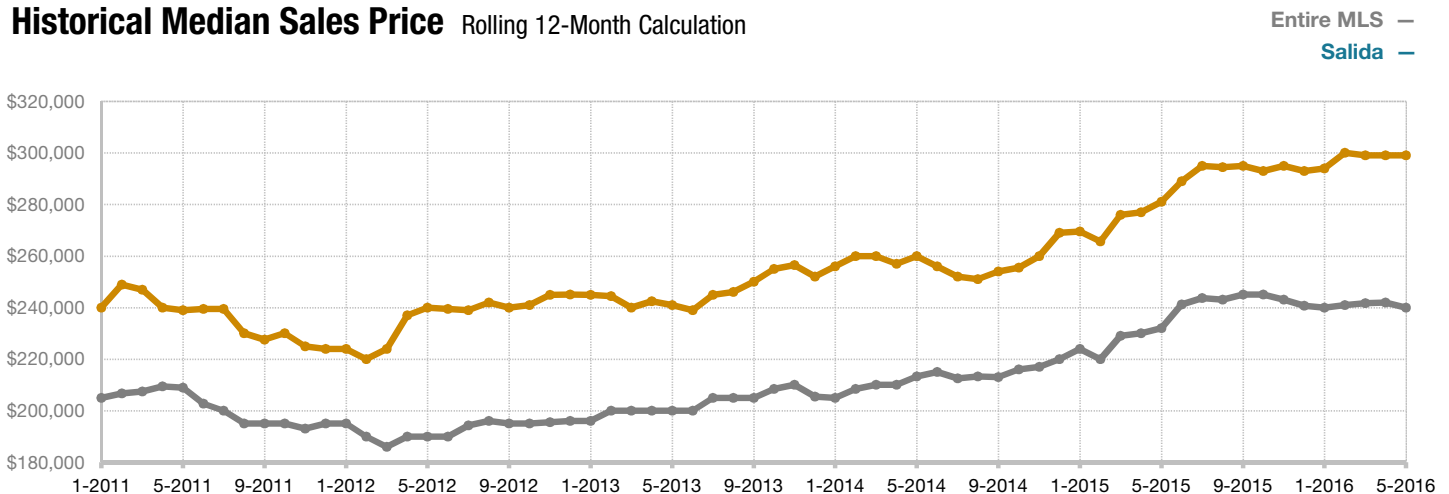
# Salida

Key Metrics	May			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 5-2015	Thru 5-2016	Percent Change from Previous Year
New Listings	25	32	+ 28.0%	104	125	+ 20.2%
Closed Sales	16	10	- 37.5%	71	86	+ 21.1%
Median Sales Price*	\$310,000	\$472,500	+ 52.4%	\$295,000	\$321,250	+ 8.9%
Average Sales Price*	\$320,400	\$455,300	+ 42.1%	\$302,798	\$348,248	+ 15.0%
Percent of List Price Received*	96.9%	97.2%	+ 0.3%	95.8%	97.4%	+ 1.7%
Days on Market Until Sale	112	187	+ 67.0%	155	162	+ 4.5%
Inventory of Homes for Sale	101	86	- 14.9%	--	--	--
Months Supply of Inventory	6.0	5.1	- 15.0%	--	--	--

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## Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for June 2016

## Northern Coverage

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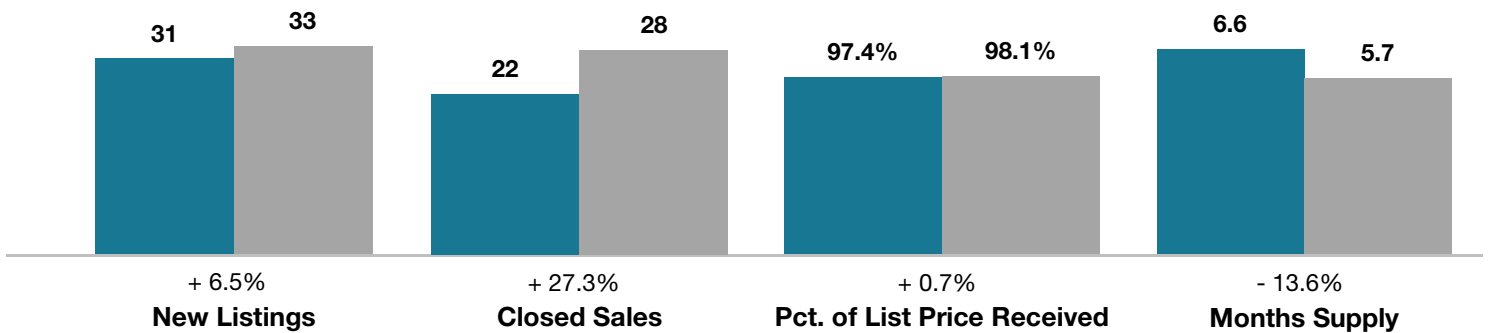
# Salida

Key Metrics	June			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 6-2015	Thru 6-2016	Percent Change from Previous Year
New Listings	31	<b>33</b>	+ 6.5%	135	<b>163</b>	+ 20.7%
Closed Sales	22	<b>28</b>	+ 27.3%	93	<b>117</b>	+ 25.8%
Median Sales Price*	\$288,500	<b>\$375,750</b>	+ 30.2%	\$295,000	<b>\$332,000</b>	+ 12.5%
Average Sales Price*	\$314,575	<b>\$385,441</b>	+ 22.5%	\$305,584	<b>\$357,535</b>	+ 17.0%
Percent of List Price Received*	97.4%	<b>98.1%</b>	+ 0.7%	96.2%	<b>97.5%</b>	+ 1.4%
Days on Market Until Sale	140	<b>105</b>	- 25.0%	152	<b>147</b>	- 3.3%
Inventory of Homes for Sale	115	<b>99</b>	- 13.9%	--	--	--
Months Supply of Inventory	6.6	<b>5.7</b>	- 13.6%	--	--	--

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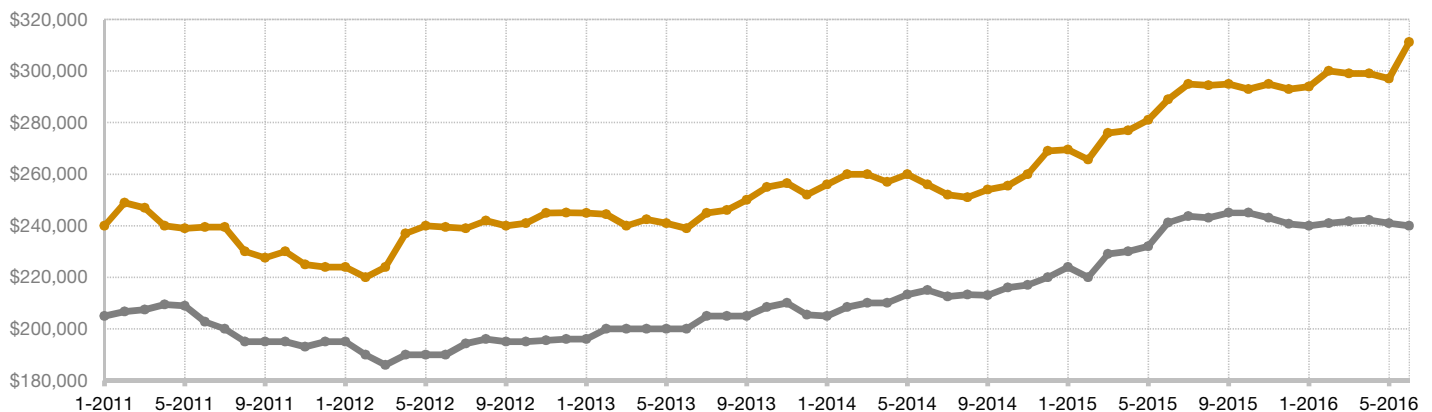
## June

■ 2015 ■ 2016



## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for July 2016

## Northern Coverage

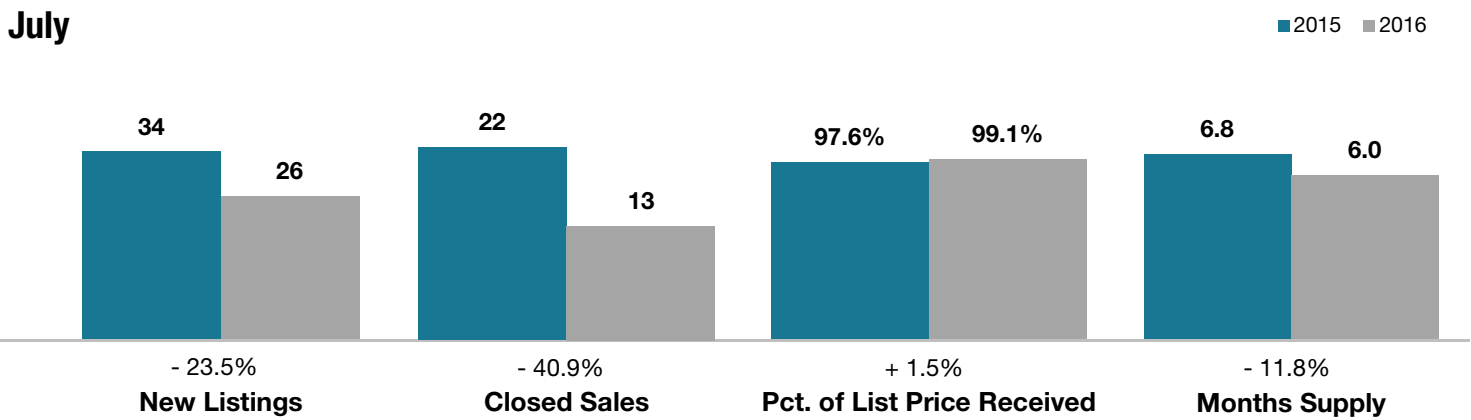
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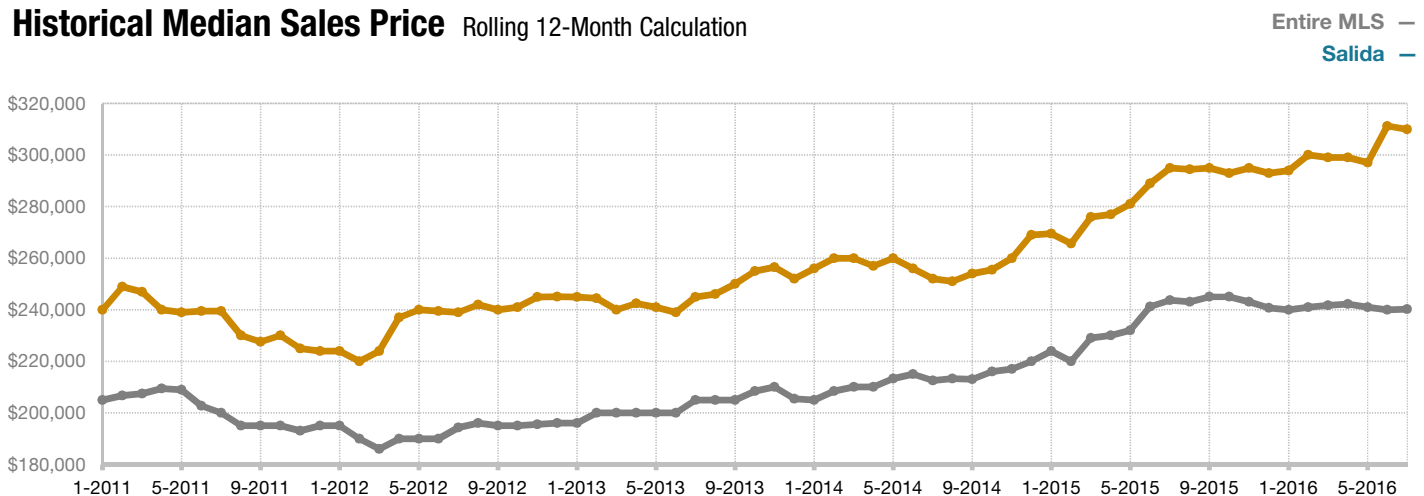
# Salida

Key Metrics	July			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 7-2015	Thru 7-2016	Percent Change from Previous Year
New Listings	34	26	- 23.5%	169	192	+ 13.6%
Closed Sales	22	13	- 40.9%	115	132	+ 14.8%
Median Sales Price*	\$310,500	<b>\$310,000</b>	- 0.2%	\$299,000	<b>\$331,000</b>	+ 10.7%
Average Sales Price*	\$309,632	<b>\$318,531</b>	+ 2.9%	\$306,358	<b>\$352,497</b>	+ 15.1%
Percent of List Price Received*	97.6%	<b>99.1%</b>	+ 1.5%	96.5%	<b>97.7%</b>	+ 1.2%
Days on Market Until Sale	111	<b>48</b>	- 56.8%	144	<b>137</b>	- 4.9%
Inventory of Homes for Sale	118	<b>102</b>	- 13.6%	--	--	--
Months Supply of Inventory	6.8	<b>6.0</b>	- 11.8%	--	--	--

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### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2016

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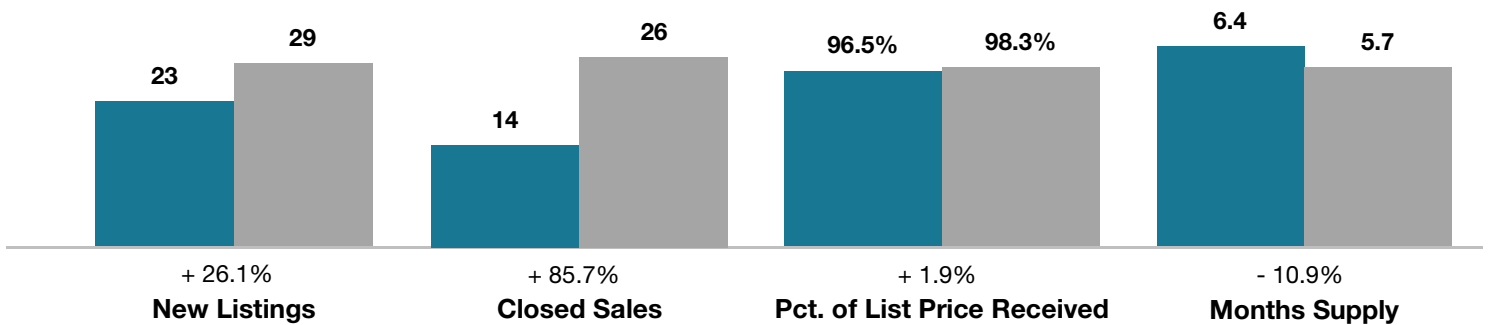
# Salida

Key Metrics	August			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 8-2015	Thru 8-2016	Percent Change from Previous Year
New Listings	23	29	+ 26.1%	192	226	+ 17.7%
Closed Sales	14	26	+ 85.7%	129	158	+ 22.5%
Median Sales Price*	\$285,250	\$319,500	+ 12.0%	\$299,000	\$331,000	+ 10.7%
Average Sales Price*	\$299,696	\$344,462	+ 14.9%	\$305,635	\$351,019	+ 14.8%
Percent of List Price Received*	96.5%	98.3%	+ 1.9%	96.5%	97.7%	+ 1.2%
Days on Market Until Sale	142	151	+ 6.3%	144	140	- 2.8%
Inventory of Homes for Sale	108	103	- 4.6%	--	--	--
Months Supply of Inventory	6.4	5.7	- 10.9%	--	--	--

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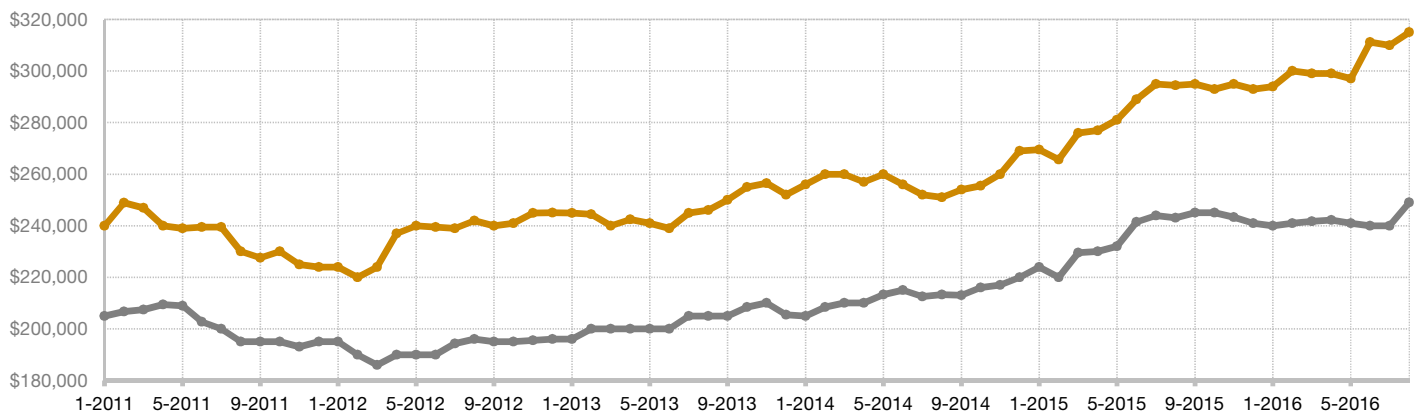
## August

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## Historical Median Sales Price Rolling 12-Month Calculation

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# Local Market Update for September 2016

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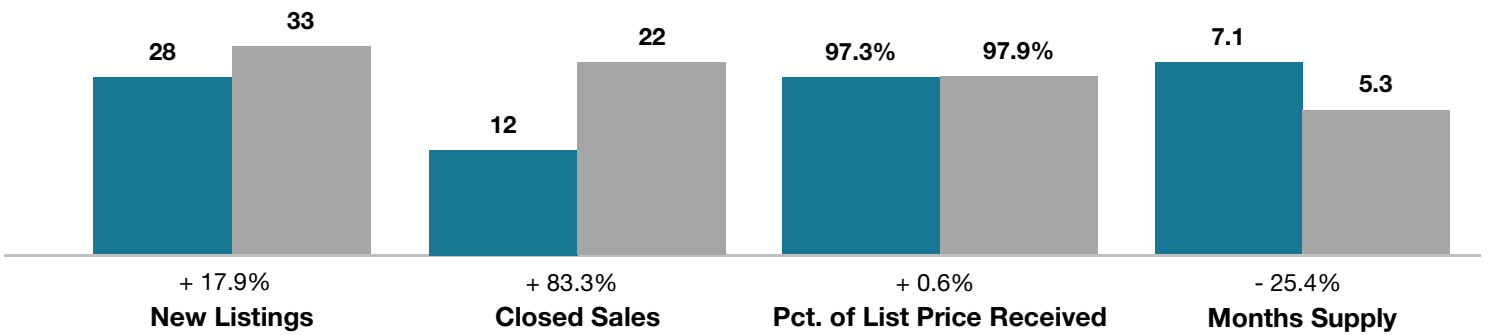
# Salida

Key Metrics	September			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 9-2015	Thru 9-2016	Percent Change from Previous Year
New Listings	28	33	+ 17.9%	220	264	+ 20.0%
Closed Sales	12	22	+ 83.3%	141	183	+ 29.8%
Median Sales Price*	\$305,000	<b>\$327,500</b>	+ 7.4%	\$299,000	<b>\$332,000</b>	+ 11.0%
Average Sales Price*	\$369,092	<b>\$342,709</b>	- 7.1%	\$311,036	<b>\$349,986</b>	+ 12.5%
Percent of List Price Received*	97.3%	<b>97.9%</b>	+ 0.6%	96.5%	<b>97.7%</b>	+ 1.2%
Days on Market Until Sale	168	<b>123</b>	- 26.8%	146	<b>139</b>	- 4.8%
Inventory of Homes for Sale	114	<b>101</b>	- 11.4%	--	--	--
Months Supply of Inventory	7.1	<b>5.3</b>	- 25.4%	--	--	--

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## September

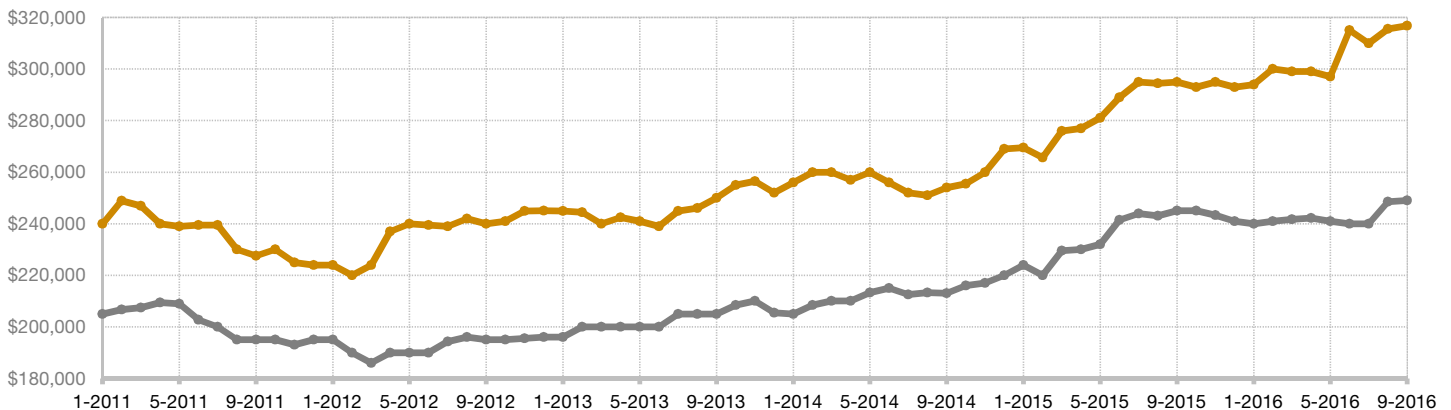
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## Historical Median Sales Price

Rolling 12-Month Calculation

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# Local Market Update for October 2016

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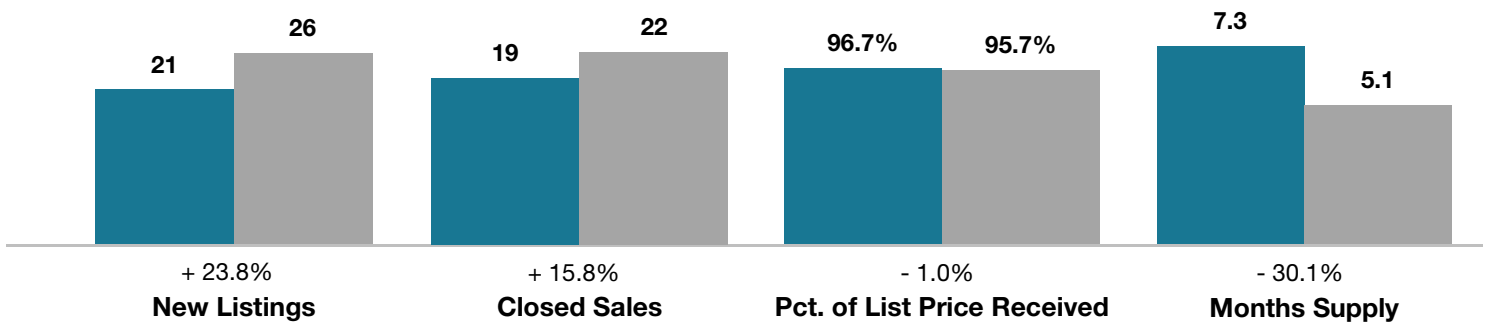
# Salida

Key Metrics	October			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 10-2015	Thru 10-2016	Percent Change from Previous Year
New Listings	21	26	+ 23.8%	241	293	+ 21.6%
Closed Sales	19	22	+ 15.8%	160	208	+ 30.0%
Median Sales Price*	\$250,000	<b>\$364,000</b>	+ 45.6%	\$294,500	<b>\$334,375</b>	+ 13.5%
Average Sales Price*	\$266,079	<b>\$364,936</b>	+ 37.2%	\$305,697	<b>\$351,728</b>	+ 15.1%
Percent of List Price Received*	96.7%	95.7%	- 1.0%	96.6%	97.5%	+ 0.9%
Days on Market Until Sale	137	129	- 5.8%	145	138	- 4.8%
Inventory of Homes for Sale	114	100	- 12.3%	--	--	--
Months Supply of Inventory	7.3	5.1	- 30.1%	--	--	--

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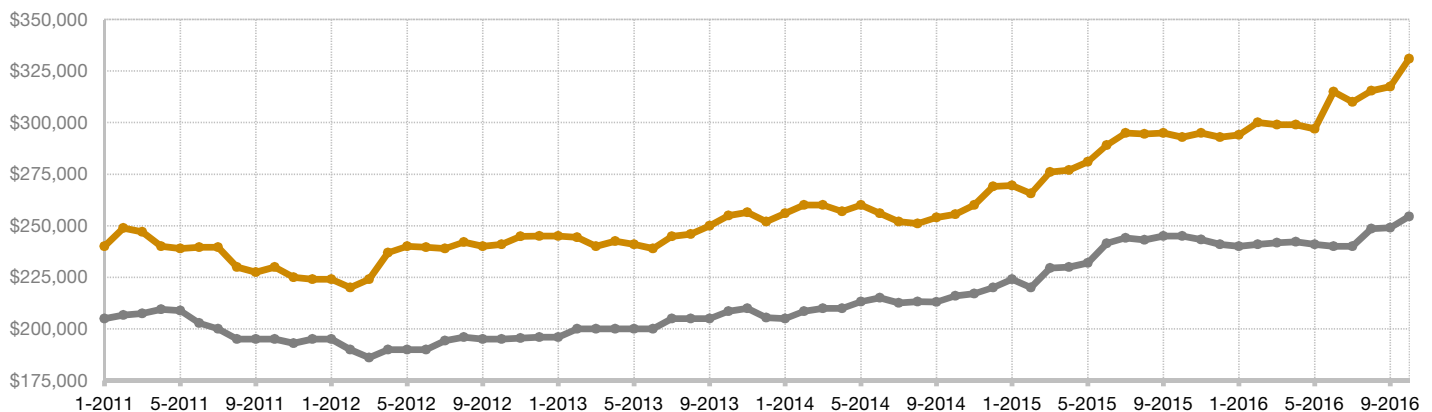
## October

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## Historical Median Sales Price Rolling 12-Month Calculation

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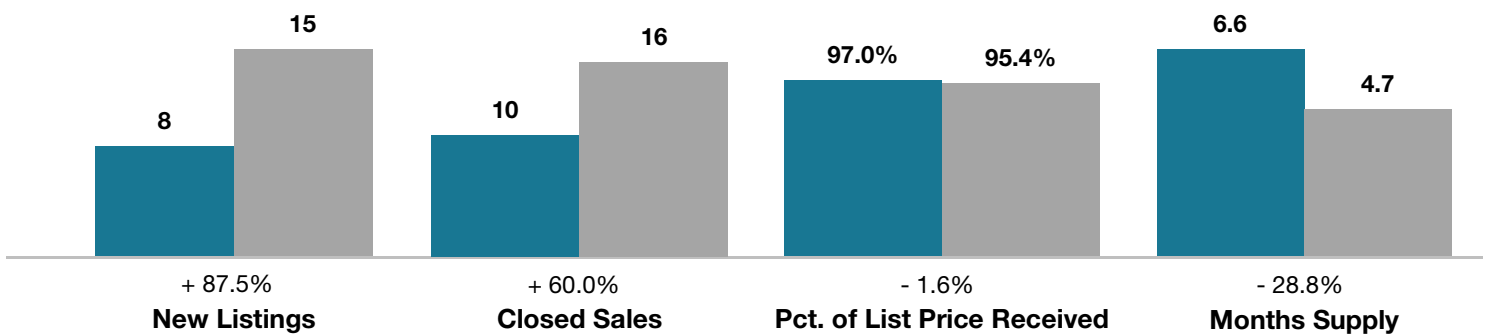
# Salida

Key Metrics	November			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 11-2015	Thru 11-2016	Percent Change from Previous Year
New Listings	8	15	+ 87.5%	249	309	+ 24.1%
Closed Sales	10	16	+ 60.0%	170	225	+ 32.4%
Median Sales Price*	\$315,875	<b>\$353,000</b>	+ 11.8%	\$295,000	<b>\$339,000</b>	+ 14.9%
Average Sales Price*	\$340,625	<b>\$404,416</b>	+ 18.7%	\$307,752	<b>\$356,112</b>	+ 15.7%
Percent of List Price Received*	97.0%	<b>95.4%</b>	- 1.6%	96.6%	<b>97.3%</b>	+ 0.7%
Days on Market Until Sale	117	<b>113</b>	- 3.4%	143	<b>136</b>	- 4.9%
Inventory of Homes for Sale	103	<b>95</b>	- 7.8%	--	--	--
Months Supply of Inventory	6.6	<b>4.7</b>	- 28.8%	--	--	--

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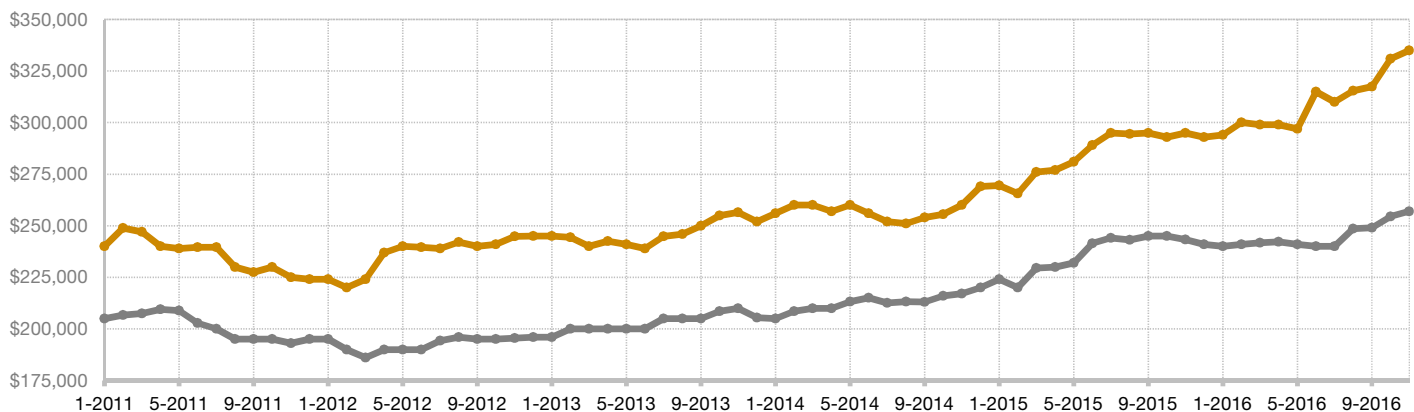
## November

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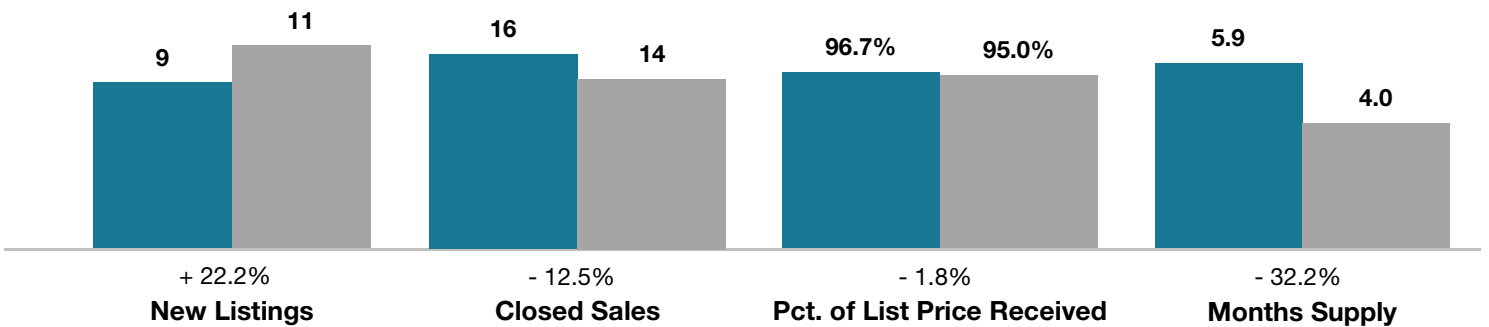
# Salida

Key Metrics	December			Year to Date		
	2015	2016	Percent Change from Previous Year	Thru 12-2015	Thru 12-2016	Percent Change from Previous Year
New Listings	9	11	+ 22.2%	258	313	+ 21.3%
Closed Sales	16	14	- 12.5%	186	242	+ 30.1%
Median Sales Price*	\$247,500	\$360,000	+ 45.5%	\$293,000	\$340,000	+ 16.0%
Average Sales Price*	\$314,713	\$392,846	+ 24.8%	\$308,350	\$358,058	+ 16.1%
Percent of List Price Received*	96.7%	95.0%	- 1.8%	96.6%	97.2%	+ 0.6%
Days on Market Until Sale	78	151	+ 93.6%	137	136	- 0.7%
Inventory of Homes for Sale	92	81	- 12.0%	--	--	--
Months Supply of Inventory	5.9	4.0	- 32.2%	--	--	--

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## December

■ 2015 ■ 2016



## Historical Median Sales Price Rolling 12-Month Calculation

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