

Chelmsford 2016 Single Family Market Review

As the busy Spring market is quickly approaching I thought I would be interesting to look at Chelmsford sales data both from an overall perspective as well as breaking it down by neighborhood to give potential buyers and sellers a better grasp of trends throughout the town. For the neighborhood breakdown, I based it on this map: <http://www.townofchelmsford.us/DocumentCenter/View/1238>

For the third straight year Chelmsford has seen an increase in both the overall average and median sale price within the single family market in town with the number of sales increasing for the second straight year. Low inventory levels and minimal distressed sales are two factors which have contributed to these trends. Of the 345 single family sales in town in 2016 32.5% had sale prices above the asking price while 10% sold for full asking price.

In 2016 the neighborhoods with the most sales were Pine Hill (47), North Chelmsford (46), Hitchinpost (34), with Center Village and West Chelmsford each having 23 sales. The neighborhoods with the least turnover in 2016 were the Riverneck/Golden Triangle area and Kings Grant/Russell Mill neighborhoods which each only had two sales. The Farms 2 and South Row Park (aka South Row II) each had 3 sales in 2016.

Based on average sale price for the year, the most affordable neighborhoods for single family homes in 2016 were Riverneck/Golden Triangle area, North Chelmsford, South Row, the Westlands, and the Farms 2. The highest priced neighborhoods based on average sale price were Robin Hill, Heart Pond/South Chelmsford, South Row Park (aka South Row II), and Pine Hill.

The town saw 32.5% of the single family properties sell above asking price in 2016 with a majority of the remaining sales selling within 2-4% of the asking price. If you are looking to avoid a bidding war the five neighborhoods with the lowest percentage of homes selling above asking price were South Row, Park & Proctor, Hitchinpost, Old Stage, and the Westlands. The five with the highest percentage of sales above asking price were Kings Grant/Russell Mill, the Farms 2, Riverneck/Golden Triangle, Center Village area, and East Chelmsford.

The following pages contain additional sales information since 2013. This data was compiled from the MLS Property Information Network and includes only sales in which a local Real Estate Broker was involved in the sale.

Neighborhood	2016 #Sales	Average Sale	Median Sale	Average			# Sold Above Asking Price	
				Days to Offer	# Sold for Full Price	%	Price	%
North	46	\$340,171	\$342,500	39.3	10	21.7%	17	37.0%
West	23	\$388,657	\$365,000	35.4	1	4.3%	7	30.4%
Hitchinpost	34	\$445,209	\$413,750	27.1	2	5.9%	8	23.5%
Pine Hill	47	\$446,410	\$405,000	30.9	6	12.8%	17	36.2%
Westlands	43	\$375,992	\$358,000	30	7	16.3%	12	27.9%
Littleton Rd	10	\$428,400	\$401,000	35	0	0.0%	3	30.0%
Robin Hill	13	\$516,127	\$460,000	64.2	1	7.7%	4	30.8%
Cernter Village	23	\$427,793	\$388,000	29.6	1	4.3%	10	43.5%
Riverneck/Golden Triangle	2	\$289,950	\$289,950	1.5	0	0.0%	1	50.0%
East	20	\$403,508	\$347,500	140.6	4	20.0%	8	40.0%
Heart Pond/South	13	\$480,969	\$491,600	20.5	1	7.7%	5	38.5%
Parker & Proctor	8	\$586,363	\$597,450	52.4	1	12.5%	1	12.5%
Old Stage	18	\$423,006	\$427,450	33.9	1	5.6%	5	27.8%
South Row	9	\$373,167	\$337,000	20.7	0	0.0%	0	0.0%
Roberts Ranches	15	\$435,750	\$440,000	34.7	0	0.0%	5	33.3%
Farms 1	13	\$423,800	\$381,856	14.5	1	7.7%	5	38.5%
Farms 2	3	\$379,000	\$387,000	19	0	0.0%	2	66.7%
Kings Grant/Russell Mill	2	\$398,950	\$398,950	3	0	0.0%	2	100.0%
South Row Park	3	\$474,333	\$473,000	13.3	0	0.0%	1	33.3%
Total	345	\$416,451	\$390,000	38.4	36	10.4%	112	32.5%

Overall Town Statistics Since 2013

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Town of Chelmsford

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	292	\$360,687	\$341,950	\$130,000	\$817,750	\$376,950	\$367,254	97.45%	98.40%	67.4	51.0	24.3	33	58	7	9	59
2014	261	\$389,139	\$370,000	\$160,000	\$790,000	\$401,058	\$394,701	98.34%	98.34%	52.9	32.1	21.8	31	62	2	3	44
2015	307	\$386,052	\$375,000	\$125,000	\$767,000	\$396,881	\$390,915	98.43%	98.61%	54.9	32.2	25.6	24	89	4	9	76
2016	345	\$416,451	\$390,000	\$165,000	\$862,400	\$427,601	\$419,939	98.98%	98.99%	60.6	38.4	28.8	36	112	5	3	78
YTD ' 17	20	\$427,600	\$383,750	\$232,000	\$739,000	\$446,719	\$433,160	99.26%	98.53%	54.2	43.3	20.0	1	6	0	0	6
Total	1225	\$389,903	\$375,000	\$125,000	\$862,400	\$402,467	\$394,945	98.35%	98.69%	59.0	38.6	25.0	125	327	18	24	263
Last 12	343	\$417,822	\$390,000	\$165,000	\$862,400	\$429,126	\$421,392	98.98%	98.99%	59.6	38.3	28.6	35	111	4	3	79

Current Neighborhood Listings

# of Active Listings	23	Average Current Asking Price	\$489,485	0.8 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	24	Median Current Asking Price	\$459,000	1.6 Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$252,000	
		Max Asking Price	\$849,900	1 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	101	1 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:	
	Average	1958					Average	31,589	0.73	3.4	1746	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
	Median	1962					Median	24,040	0.55	3.0	1582	
	Mode	1962					Mode	22,500	0.52	3.0	1032	
	Oldest	1700					Min	0	0.00	1.0	600	
	Newest	2017					Max	292,288	6.71	8.0	5806	

	Average Sale Price				Median Sale Price				Number of Sales					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
2013	\$ 348,697	\$ 363,401	\$ 364,672	\$ 359,128	2013	\$ 332,450	\$ 366,000	\$ 349,900	\$ 329,000	2013	46	80	107	59
2014	\$ 369,257	\$ 384,136	\$ 404,647	\$ 388,280	2014	\$ 347,400	\$ 370,000	\$ 376,500	\$ 375,000	2014	42	73	81	65
2015	\$ 370,340	\$ 394,392	\$ 391,489	\$ 377,972	2015	\$ 353,500	\$ 375,000	\$ 389,900	\$ 364,000	2015	38	79	109	81
2016	\$ 389,493	\$ 415,927	\$ 422,147	\$ 425,491	2016	\$ 367,000	\$ 388,950	\$ 399,500	\$ 405,000	2016	49	106	102	88
2017	\$ 427,600				2017	\$ 383,750				2017	20			

North Chelmsford

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the North Chelmsford Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	35	\$295,637	\$295,000	\$130,000	\$470,000	\$317,160	\$303,609	93.66%	98.28%	95.8	81.4	2.9	3	3	2	4	11
2014	29	\$332,780	\$312,000	\$220,000	\$499,900	\$347,248	\$338,310	97.99%	97.99%	73.6	44.2	2.4	7	5	0	0	7
2015	40	\$308,947	\$298,000	\$142,500	\$540,000	\$328,772	\$317,952	96.25%	96.98%	73.4	49.9	3.3	1	6	1	1	14
2016	46	\$340,171	\$342,500	\$165,000	\$599,900	\$349,459	\$341,270	99.20%	100.00%	56.8	39.3	3.8	10	17	1	0	8
YTD '17	3	\$332,500	\$345,000	\$275,000	\$377,500	\$344,933	\$333,233	99.26%	100.04%	32.0	27.0	3.0	0	2	0	0	2
Total	153	\$320,269	\$310,651	\$130,000	\$599,900	\$336,154	\$325,840	96.93%	98.37%	72.7	52.4	3.1	21	33	4	5	42
Last 12	49	\$339,701	\$343,000	\$165,000	\$599,900	\$349,182	\$340,778	99.21%	100.00%	55.3	38.5	4.1	10	19	1	0	10

Current Neighborhood Listings

# of Active Listings	4	Average Current Asking Price	\$381,267	1.0 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	2	Median Current Asking Price	\$379,450	1.5 Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$329,900	
		Max Asking Price	\$439,900	0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	56	0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1943	Average	19,868	0.46	3.2	1511	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
Median	1950	Median	13,996	0.32	3.0	1430	** Living Area based on the Assessor's calculation of the above grade living area only.
Mode	1900	Mode	7,500	0.17	3.0	960	
Oldest	1800	Min	3,072	0.07	1.0	736	
Newest	2016	Max	193,842	4.45	5.0	3823	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 317,571	\$ 273,132	\$ 319,020	\$ 275,664	2013	\$ 350,000	\$ 268,000	\$ 306,350	\$ 289,900	2013	7	11	10	7
2014	\$ 354,760	\$ 347,218	\$ 310,329	\$ 314,188	2014	\$ 339,900	\$ 300,000	\$ 312,000	\$ 315,313	2014	5	11	7	6
2015	\$ 298,714	\$ 325,233	\$ 309,205	\$ 306,843	2015	\$ 276,000	\$ 326,250	\$ 309,000	\$ 280,450	2015	7	6	13	14
2016	\$ 315,833	\$ 310,266	\$ 328,533	\$ 386,247	2016	\$ 319,500	\$ 336,000	\$ 307,500	\$ 385,000	2016	3	16	12	15
2017	\$ 332,500				2017	\$ 345,000				2017	3			

West Chelmsford

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the West Chelmsford Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average				Average				Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
		Average Sale Price	Median Sale Price	Min	Max	Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*								
2013	24	\$330,161	\$309,000	\$174,000	\$610,000	\$340,821	\$334,004	98.46%	98.92%	85.0	73.5	2.0	3	7	0	0	3
2014	11	\$376,509	\$340,000	\$280,100	\$605,000	\$380,309	\$378,309	99.23%	99.23%	48.5	29.4	0.9	0	5	1	0	2
2015	23	\$393,596	\$375,000	\$270,000	\$584,900	\$409,722	\$398,400	98.63%	98.68%	69.4	46.1	1.9	4	3	0	1	6
2016	23	\$388,657	\$365,000	\$269,000	\$560,000	\$396,178	\$389,870	99.32%	98.78%	54.9	35.4	1.9	1	7	0	0	6
YTD '17	1	\$375,000	\$375,000	\$375,000	\$375,000	\$375,000	\$375,000	100.00%	100.00%	21.0	8.0	1.0	1	0	0	0	0
Total	82	\$371,125	\$362,500	\$174,000	\$610,000	\$381,388	\$374,179	98.87%	98.82%	66.5	48.4	1.7	9	22	1	1	17
Last 12	24	\$388,088	\$367,625	\$269,000	\$560,000	\$395,296	\$389,250	99.35%	98.99%	53.5	34.3	2.0	2	7	0	0	6

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$314,667	0.5 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	2	Median Current Asking Price	\$315,000	1.5 Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$279,000	
		Max Asking Price	\$350,000	0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	31	0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1967	29,402	0.67	3.4	1615	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
Median	1961	22,600	0.52	3.0	1470	
Mode	1960	22,500	0.52	3.0	1032	
Oldest	1860	4,566	0.10	2.0	912	
Newest	2016	117,176	2.69	6.0	2982	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 307,900	\$ 280,246	\$ 330,725	\$ 450,000	2013	\$ 299,900	\$ 251,500	\$ 309,000	\$ 400,000	2013	3	6	12	3
2014	\$ 400,033	\$ 328,250	\$ 363,667	\$ 398,000	2014	\$ 315,000	\$ 328,250	\$ 286,000	\$ 380,000	2014	3	2	3	3
2015	\$ 395,667	\$ 402,125	\$ 418,725	\$ 324,725	2015	\$ 342,000	\$ 375,000	\$ 408,950	\$ 324,450	2015	3	8	8	4
2016	\$ 338,725	\$ 415,786	\$ 359,019	\$ 413,167	2016	\$ 338,725	\$ 425,000	\$ 362,500	\$ 429,500	2016	2	7	8	6
2017	\$ 375,000				2017	\$ 375,000				2017	1			

Hitchinpost

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Hitchinpost Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	36	\$404,443	\$402,450	\$155,000	\$564,900	\$427,086	\$409,833	98.48%	98.46%	59.3	45.2	3.0	5	8	1	2	5
2014	17	\$451,074	\$449,000	\$375,000	\$599,900	\$459,565	\$456,912	98.71%	98.71%	40.9	18.2	1.4	4	4	0	0	2
2015	38	\$421,117	\$408,450	\$318,500	\$610,000	\$429,616	\$423,337	99.35%	99.84%	46.3	21.5	3.2	5	13	0	1	9
2016	34	\$445,209	\$413,750	\$262,000	\$685,000	\$454,920	\$451,503	98.43%	98.47%	48.4	27.1	2.8	2	8	0	0	7
YTD '17	0											0.0	0	0	0	0	0
Total	125	\$426,942	\$411,000	\$155,000	\$685,000	\$439,843	\$431,675	98.77%	98.77%	49.9	29.4	2.6	16	33	1	3	23
Last 12	31	\$433,777	\$412,500	\$262,000	\$681,000	\$442,203	\$439,264	98.53%	98.54%	45.5	23.9	2.6	2	8	0	0	7

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$446,567	0.4 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	2	Median Current Asking Price	\$469,900	1.2 Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$399,900	
		Max Asking Price	\$469,900	0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	42	0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
	1965	42,827	40,331	40,050	1700	2013	42,827	0.98	3.6	1808	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
	1966	40,331	40,050	40,050	1700	2013	40,331	0.93	4.0	1754	** Living Area based on the Assessor's calculation of the above grade living area only.
	1966	40,050	40,050	40,050	1700	2013	40,050	0.92	4.0	1056	
	1700	5,523	5,523	5,523	1700	2013	5,523	0.13	1.0	780	
	2013	113,256	113,256	113,256	1700	2013	113,256	2.60	5.0	3750	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 367,250	\$ 396,580	\$ 413,716	\$ 417,617	2013	\$ 382,000	\$ 412,500	\$ 410,000	\$ 410,450	2013	4	10	16	6
2014	\$ 514,900	\$ 454,788	\$ 441,786	\$ 431,700	2014	\$ 514,900	\$ 432,125	\$ 449,000	\$ 429,950	2014	2	4	7	4
2015	\$ 389,108	\$ 439,588	\$ 434,657	\$ 406,590	2015	\$ 368,625	\$ 428,450	\$ 456,750	\$ 407,450	2015	6	8	14	10
2016	\$ 466,400	\$ 451,300	\$ 432,346	\$ 442,250	2016	\$ 380,000	\$ 412,850	\$ 425,000	\$ 411,500	2016	5	12	13	4
2017					2017					2017	0			

Pine Hill

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Pine Hill Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	31	\$434,387	\$405,000	\$227,000	\$680,000	\$451,539	\$442,055	97.94%	98.64%	75.3	57.3	2.6	2	5	0	1	8
2014	28	\$460,443	\$425,250	\$298,000	\$790,000	\$470,432	\$464,893	98.77%	98.77%	57.4	40.8	2.3	2	11	0	0	5
2015	30	\$431,770	\$413,500	\$224,000	\$685,000	\$443,190	\$434,363	100.01%	99.47%	56.8	37.2	2.5	3	11	0	1	6
2016	47	\$446,410	\$405,000	\$196,000	\$795,000	\$458,340	\$451,502	99.00%	99.17%	50.7	30.9	3.9	6	17	0	0	10
YTD '17	5	\$504,600	\$456,500	\$325,000	\$739,000	\$517,560	\$508,560	99.33%	97.90%	51.0	37.0	5.0	0	1	0	0	1
Total	141	\$445,502	\$417,000	\$196,000	\$795,000	\$458,123	\$450,461	98.95%	99.05%	58.7	40.2	2.9	13	45	0	2	30
Last 12	48	\$465,946	\$427,500	\$280,000	\$795,000	\$477,438	\$471,452	98.95%	99.12%	46.5	28.6	4.0	6	15	0	0	11

Current Neighborhood Listings

# of Active Listings	3	Average Current Asking Price	\$685,433	0.8	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	3	Median Current Asking Price	\$737,450	1.5	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$369,900		
		Max Asking Price	\$849,900	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	115	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Average	Median	Mode	Min	Max	Bedrooms	Living Area**	Notes:
	1961	36,114	33,222	43,996	1750	2016	0.83	0.76	1.01	3.485	2.98	3.5	2044	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
	1962	33,222	33,222	43,996	1750	2016	0.76	0.76	1.01	3.485	2.98	3.0	1883	
	1959	43,996	33,222	43,996	1750	2016	1.01	1.01	1.01	3.485	2.98	3.0	1092	
	1750	3,485	33,222	43,996	1750	2016	0.08	0.08	1.01	3.485	2.98	2.0	945	
	2016	129,809	33,222	43,996	1750	2016	2.98	2.98	1.01	3.485	2.98	6.0	5536	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 501,633	\$ 421,480	\$ 438,792	\$ 408,400	2013	\$ 580,000	\$ 372,500	\$ 472,800	\$ 405,000	2013	3	10	13	5
2014	\$ 406,257	\$ 511,414	\$ 546,400	\$ 428,310	2014	\$ 415,000	\$ 426,500	\$ 542,750	\$ 417,000	2014	7	7	4	10
2015	\$ 453,000	\$ 417,771	\$ 420,567	\$ 452,878	2015	\$ 453,000	\$ 394,900	\$ 413,500	\$ 402,000	2015	2	7	12	9
2016	\$ 320,630	\$ 436,775	\$ 441,700	\$ 513,621	2016	\$ 335,000	\$ 397,450	\$ 400,000	\$ 491,500	2016	6	12	15	14
2017	\$ 504,600				2017	\$ 456,500				2017	5			

The Westlands

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Westlands Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	43	\$320,867	\$313,000	\$160,000	\$591,000	\$335,507	\$327,925	97.34%	97.59%	61.4	46.3	3.6	4	8	2	0	11
2014	33	\$339,959	\$334,900	\$190,000	\$509,900	\$352,479	\$345,352	97.90%	97.90%	60.7	36.0	2.8	3	7	0	3	6
2015	42	\$346,185	\$343,050	\$220,000	\$579,500	\$352,445	\$349,233	98.63%	98.67%	44.3	22.5	3.5	2	15	0	1	11
2016	43	\$375,992	\$358,000	\$270,000	\$595,000	\$389,791	\$380,419	98.41%	98.37%	54.9	30.0	3.6	7	12	1	2	14
YTD '17	3	\$427,000	\$390,000	\$356,000	\$535,000	\$446,975	\$422,967	101.57%	102.01%	76.3	66.3	3.0	0	2	0	0	0
Total	164	\$347,588	\$340,000	\$160,000	\$595,000	\$359,398	\$352,391	98.14%	98.44%	55.5	34.2	3.3	16	44	3	6	42
Last 12	44	\$380,992	\$358,500	\$270,000	\$595,000	\$393,502	\$384,327	98.75%	99.07%	52.5	28.5	3.7	7	14	1	2	14

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$461,475	0.3	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	3	Median Current Asking Price	\$457,450	1.1	Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$252,000		
		Max Asking Price	\$679,000	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	54	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1948	Average	17,366	0.40	3.2	1546	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
Median	1952	Median	13,083	0.30	3.0	1421	
Mode	1900	Mode	10,000	0.23	3.0	1440	
Oldest	1875	Min	3,550	0.08	2.0	600	
Newest	2016	Max	123,710	2.84	6.0	3425	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 342,473	\$ 329,129	\$ 316,408	\$ 284,378	2013	\$ 320,000	\$ 309,900	\$ 320,750	\$ 275,000	2013	15	7	12	9
2014	\$ 344,583	\$ 303,200	\$ 355,115	\$ 344,607	2014	\$ 326,250	\$ 319,500	\$ 375,000	\$ 347,250	2014	6	7	13	7
2015	\$ 327,317	\$ 311,064	\$ 346,224	\$ 386,391	2015	\$ 307,000	\$ 312,300	\$ 346,500	\$ 376,800	2015	3	11	17	11
2016	\$ 320,000	\$ 412,829	\$ 389,000	\$ 349,861	2016	\$ 315,000	\$ 375,000	\$ 392,500	\$ 346,250	2016	5	14	10	14
2017	\$ 427,000				2017	\$ 390,000				2017	3			

Littleton Road Area

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Littleton Road Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	6	\$344,317	\$357,450	\$220,000	\$420,000	\$349,450	\$344,783	99.30%	100.35%	135.8	115.2	0.5	1	4	0	2	0
2014	5	\$350,740	\$340,000	\$325,000	\$393,700	\$357,920	\$352,900	99.66%	99.66%	37.2	29.4	0.4	0	2	1	0	0
2015	12	\$398,302	\$379,000	\$245,000	\$615,000	\$399,525	\$398,683	99.65%	98.84%	38.3	18.1	1.0	1	4	0	0	4
2016	10	\$428,400	\$401,000	\$359,000	\$565,000	\$446,950	\$433,930	98.75%	98.67%	57.8	35.0	0.8	0	3	0	0	2
YTD '17	0											0.0	0	0	0	0	0
Total	33	\$390,401	\$374,900	\$220,000	\$615,000	\$398,488	\$392,627	99.31%	98.97%	61.8	42.6	0.7	2	13	1	2	6
Last 12	10	\$428,400	\$401,000	\$359,000	\$565,000	\$446,950	\$433,930	98.75%	98.67%	57.8	35.0	0.8	0	3	0	0	2

Current Neighborhood Listings

# of Active Listings	0	Average Current Asking Price	0.0	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	0	Median Current Asking Price	0.0	Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price		
		Max Asking Price	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1966	64,054	1.47	3.5	1740	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
Median	1966	43,408	1.00	3.0	1555	
Mode	1965	40,000	0.92	3.0	1336	
Oldest	1880	22,617	0.52	2.0	1048	
Newest	2014	250,034	5.74	6.0	2612	

Average Sale Price					Median Sale Price				Number of Sales					
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 301,000	N/A	#####	\$ 357,450	2013	\$ 301,000	N/A	\$ 410,000	\$ 357,450	2013	1	0	3	2
2014	\$ 332,500	N/A	#####	\$ 393,700	2014	\$ 332,500	N/A	\$ 347,500	\$ 393,700	2014	2	0	2	1
2015	\$ 289,925	\$ 455,983	#####	\$ 363,333	2015	\$ 289,925	\$ 422,000	\$ 331,900	\$ 385,000	2015	1	6	2	3
2016	\$ 359,000	\$ 377,500	#####	\$ 445,000	2016	\$ 359,000	\$ 377,500	\$ 500,000	\$ 442,500	2016	1	2	1	6
2017					2017					2017	0			

Robin Hill

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Robin Hill Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	8	\$430,925	\$419,950	\$250,000	\$600,000	\$445,138	\$442,300	97.78%	99.22%	46.3	37.3	0.7	2	2	0	0	0
2014	6	\$434,900	\$389,950	\$255,000	\$626,000	\$443,933	\$443,933	96.75%	96.75%	29.2	14.0	0.5	0	1	0	0	2
2015	8	\$482,281	\$422,000	\$235,000	\$736,250	\$498,550	\$494,800	97.41%	98.14%	57.8	30.1	0.7	0	2	0	0	3
2016	13	\$516,127	\$460,000	\$305,000	\$862,400	\$559,015	\$522,315	98.34%	99.18%	78.7	64.2	1.1	1	4	0	0	2
YTD '17	0											0.0	0	0	0	0	0
Total	35	\$474,991	\$448,000	\$235,000	\$862,400	\$499,437	\$484,300	97.73%	98.75%	58.0	41.7	0.7	3	9	0	0	7
Last 12	11	\$538,786	\$460,000	\$331,000	\$862,400	\$586,309	\$546,036	97.88%	99.18%	79.0	62.8	0.9	1	3	0	0	1

Current Neighborhood Listings

# of Active Listings	3	Average Current Asking Price	\$648,675	3.3	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	1	Median Current Asking Price	\$637,450	4.4	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$489,900		
		Max Asking Price	\$829,900	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	62	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built		Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1967	Average	48,137	1.11	3.6	2211	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
Median	1968	Median	42,720	0.98	4.0	2155	
Mode	1968	Mode	151,153	3.47	4.0	3504	
Oldest	1900	Min	15,040	0.35	2.0	1008	
Newest	2017	Max	151,153	3.47	5.0	3504	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 375,000	\$ 294,750	\$ 479,725	\$ 564,000	2013	\$ 375,000	\$ 294,750	\$ 464,450	\$ 564,000	2013	1	2	4	1
2014	\$ 376,700	N/A	\$ 513,000	\$ 415,000	2014	\$ 376,700	N/A	\$ 513,000	\$ 415,000	2014	2	0	2	2
2015	N/A	\$ 406,000	\$ 474,450	\$ 540,000	2015	N/A	\$ 406,000	\$ 434,000	\$ 540,000	2015	0	1	5	2
2016	\$ 391,500	\$ 573,530	\$ 454,000	\$ 537,750	2016	\$ 391,500	\$ 549,000	\$ 454,000	\$ 515,000	2016	2	5	2	4
2017					2017					2017	0			

Center Village

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Center Village Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	15	\$378,120	\$381,800	\$165,000	\$540,000	\$401,299	\$385,507	97.10%	98.40%	77.7	52.2	1.3	0	4	0	0	5
2014	15	\$347,313	\$337,000	\$160,000	\$465,300	\$361,073	\$349,807	98.63%	98.63%	48.2	35.4	1.3	3	6	0	0	4
2015	17	\$401,047	\$395,000	\$235,000	\$609,000	\$415,735	\$405,270	98.55%	98.37%	51.0	28.5	1.4	2	4	1	0	4
2016	23	\$427,793	\$388,000	\$255,000	\$619,000	\$434,883	\$427,670	100.42%	99.84%	53.0	29.6	1.9	1	10	2	0	3
YTD '17	0											0.0	0	0	0	0	0
Total	70	\$393,408	\$379,650	\$160,000	\$619,000	\$407,220	\$396,510	98.87%	99.10%	56.8	35.4	1.4	6	24	3	0	16
Last 12	21	\$441,250	\$402,500	\$255,000	\$619,000	\$449,662	\$442,000	100.19%	99.84%	53.0	30.2	1.8	1	9	1	0	2

Current Neighborhood Listings

# of Active Listings	4	Average Current Asking Price	\$533,260	2.3	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	1	Median Current Asking Price	\$524,900	2.9	Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$459,000		
		Max Asking Price	\$639,900	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	85	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built		Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1939	Average	28,540	0.66	3.5	1917	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
Median	1950	Median	21,850	0.50	3.0	1746	** Living Area based on the Assessor's calculation of the above grade living area only.
Mode	1950	Mode	20,473	0.47	3.0	1104	
Oldest	1760	Min	4,624	0.11	2.0	600	
Newest	2016	Max	97,574	2.24	8.0	5806	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 399,333	\$ 434,333	\$313,633	\$ 429,667	2013	\$ 425,000	\$ 455,000	\$ 327,500	\$ 420,000	2013	3	3	6	3
2014	\$ 274,900	\$ 352,440	\$367,514	\$ 300,000	2014	\$ 274,900	\$ 335,000	\$ 389,000	\$ 300,000	2014	1	5	7	2
2015	\$ 372,500	\$ 375,725	\$379,557	\$ 478,250	2015	\$ 372,500	\$ 390,500	\$ 365,000	\$ 505,500	2015	2	4	7	4
2016	\$ 329,100	\$ 437,094	\$478,680	\$ 466,625	2016	\$ 345,000	\$ 388,000	\$ 562,900	\$ 457,500	2016	5	9	5	4
2017					2017					2017	0			

Riverneck & the Golden Triangle

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Riverneck/Golden Triangle Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDFRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller
2013	5	\$338,540	\$383,200	\$196,000	\$431,500	\$367,920	\$336,580	99.06%	100.00%	81.8	54.0	0.4	1	2	0	0	2
2014	1	\$285,000	\$285,000	\$285,000	\$285,000	\$289,900	\$289,900	97.90%	97.90%	50.0	5.0	0.1	0	0	0	0	1
2015	4	\$339,875	\$350,250	\$262,000	\$397,000	\$347,400	\$344,900	98.59%	98.65%	33.0	10.0	0.3	0	2	0	0	2
2016	2	\$289,950	\$289,950	\$209,900	\$370,000	\$289,900	\$289,900	98.52%	98.52%	26.0	1.5	0.2	0	1	0	0	0
YTD '17	0											0.0	0	0	0	0	0
Total	12	\$326,425	\$347,750	\$196,000	\$431,500	\$341,575	\$327,683	98.71%	99.84%	53.6	26.5	0.2	1	5	0	0	5
Last 12	2	\$289,950	\$289,950	\$209,900	\$370,000	\$289,900	\$289,900	98.52%	98.52%	26.0	1.5	0.2	0	1	0	0	0

Current Neighborhood Listings

# of Active Listings	0	Average Current Asking Price	0.0	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	0	Median Current Asking Price	0.0	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price		
		Max Asking Price		0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market		0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Average	Median	Mode	Min	Max	Lot Size (sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:	
	1951				1900	1990	18,755	12,500	7,650	7,650	55,321	0.43	0.29	0.18	0.18	1.27	
							3.1	3.0	3.0	2.0	5.0	1599	1248	1104	816	2906	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
																	** Living Area based on the Assessor's calculation of the above grade living area only.

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 383,200	\$ 414,750	\$ 196,000	\$ 284,000	2013	\$ 383,200	\$ 414,750	\$ 196,000	\$ 284,000	2013	1	2	1	1
2014	N/A	\$ 285,000	N/A	N/A	2014	N/A	\$ 285,000	N/A	N/A	2014	0	1	0	0
2015	N/A	N/A	\$ 328,167	\$ 375,000	2015	N/A	N/A	\$ 325,500	\$ 375,000	2015	0	0	3	1
2016	N/A	\$ 289,950	N/A	N/A	2016	N/A	\$ 289,950	N/A	N/A	2016	0	2	0	0
2017					2017					2017	0			

East Chelmsford

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the East Chelmsford Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	14	\$314,350	\$285,000	\$208,000	\$529,900	\$326,771	\$319,771	97.54%	98.11%	48.9	31.0	1.2	1	3	1	0	3
2014	11	\$345,136	\$305,000	\$235,000	\$565,000	\$360,509	\$353,200	97.38%	97.38%	55.5	43.4	0.9	0	1	0	0	3
2015	22	\$353,264	\$334,900	\$125,000	\$560,300	\$358,282	\$361,259	97.73%	98.07%	88.7	58.8	1.8	1	7	2	3	6
2016	20	\$403,508	\$347,500	\$232,500	\$585,000	\$400,490	\$404,240	99.06%	100.00%	176.6	140.6	1.7	4	8	0	0	6
YTD '17	2	\$280,250	\$280,250	\$232,000	\$328,500	\$263,500	\$263,500	107.54%	107.54%	13.0	13.0	2.0	0	1	0	0	1
Total	69	\$356,520	\$325,000	\$125,000	\$585,000	\$361,730	\$361,181	98.30%	98.25%	98.6	73.1	1.4	6	20	3	3	19
Last 12	21	\$395,507	\$335,000	\$232,000	\$585,000	\$391,281	\$394,852	99.78%	100.00%	168.4	134.9	1.8	4	8	0	0	6

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$483,233	0.6	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	2	Median Current Asking Price	\$574,900	1.7	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$299,900		
		Max Asking Price	\$574,900	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	586	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
	1955	35,204	22,559	10,000	1753	2015	0.81	0.52	3.5	1662	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
	1956	0.81	0.52	0.23	0	2015	3.5	4.0	1452		
	2015	0.23	0.23	0.00	0.00	2015	1.0	4.0	885		
	1753	1.0	0.00	0.00	0.00	2015	1.0	4.0	885		
	2015	5.00	5.00	5.00	5.00	2015	5.00	5.00	3276		
	2015	3276	3276	3276	3276	2015	3276	3276	3276		

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 247,000	\$ 326,400	\$ 336,475	\$ 294,000	2013	\$ 247,000	\$ 290,000	\$ 281,500	\$ 291,500	2013	1	5	4	4
2014	\$ 365,500	\$ 320,917	\$ 432,500	\$ 275,000	2014	\$ 365,500	\$ 312,500	\$ 432,500	\$ 275,000	2014	2	6	2	1
2015	\$ 265,000	\$ 332,122	\$ 339,133	\$ 413,817	2015	\$ 265,000	\$ 362,500	\$ 334,900	\$ 431,800	2015	1	9	6	6
2016	\$ 326,667	\$ 373,333	\$ 483,844	\$ 349,900	2016	\$ 325,000	\$ 325,000	\$ 570,950	\$ 308,000	2016	3	3	8	6
2017	\$ 280,250				2017	\$ 280,250				2017	2			

Heart Pond & South Chelmsford

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Heart Pond/South Chelmsford Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	9	\$388,478	\$385,000	\$300,000	\$519,900	\$399,078	\$394,178	98.43%	98.56%	42.2	24.3	0.8	3	1	0	0	0
2014	16	\$379,806	\$366,450	\$222,000	\$565,000	\$400,919	\$391,175	97.56%	97.56%	55.3	36.0	1.3	2	2	0	0	1
2015	9	\$419,500	\$429,000	\$210,000	\$640,000	\$436,500	\$429,278	96.57%	98.12%	52.4	29.3	0.8	1	2	0	1	1
2016	13	\$480,969	\$491,600	\$326,000	\$642,500	\$486,231	\$483,154	99.42%	99.33%	41.8	20.5	1.1	1	5	0	0	2
YTD '17	1	\$735,000	\$735,000	\$735,000	\$735,000	\$849,000	\$795,000	92.45%	92.45%	78.0	64.0	1.0	0	0	0	0	0
Total	48	\$423,673	\$396,500	\$210,000	\$735,000	\$439,685	\$432,206	97.93%	98.52%	49.1	29.0	1.0	7	10	0	1	4
Last 12	13	\$504,046	\$525,000	\$326,000	\$735,000	\$516,931	\$509,700	99.09%	99.33%	44.2	25.0	1.1	1	5	0	0	2

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$499,900	0.9	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	1	Median Current Asking Price	\$499,900	1.8	Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$449,900		
		Max Asking Price	\$549,900	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	52	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Average	Median	Mode	Min	Max	Notes:
	1970	35,363	34,652	47,480	1890	2015	0.81	0.80	1.09	0.22	2.63	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
		3.7	4.0	3.0								
		1732	1421	906								

	Average Sale Price				Median Sale Price				Number of Sales					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
2013	N/A	\$ 468,767	\$ 360,000	\$ 325,000	2013	N/A	\$ 446,500	\$ 360,000	\$ 325,000	2013	0	3	4	2
2014	\$ 260,000	\$ 365,250	\$ 479,975	\$ 341,100	2014	\$ 260,000	\$ 365,000	\$ 492,500	\$ 340,000	2014	1	6	4	5
2015	N/A	\$ 559,500	\$ 447,500	\$ 288,833	2015	N/A	\$ 559,500	\$ 439,500	\$ 323,000	2015	0	2	4	3
2016	\$ 548,000	\$ 397,620	\$ 512,500	\$ 541,500	2016	\$ 575,000	\$ 390,000	\$ 525,000	\$ 541,500	2016	3	5	3	2
2017	\$ 735,000				2017	\$ 735,000				2017	1			

Park & Proctor

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Park & Proctor Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	8	\$510,025	\$537,450	\$210,000	\$817,750	\$532,175	\$528,313	95.18%	97.75%	53.3	43.9	0.7	0	1	0	0	1
2014	11	\$512,991	\$525,000	\$325,000	\$625,000	\$533,855	\$522,573	97.67%	97.67%	40.4	21.1	0.9	2	1	0	0	2
2015	6	\$561,315	\$550,000	\$430,000	\$767,000	\$573,267	\$564,917	99.69%	99.62%	57.8	35.3	0.5	0	3	0	0	1
2016	8	\$586,363	\$597,450	\$323,000	\$795,000	\$604,450	\$595,200	98.57%	98.01%	73.0	52.4	0.7	1	1	0	0	0
YTD '17	1	\$610,000	\$610,000	\$610,000	\$610,000	\$639,900	\$635,000	94.80%	94.80%	98.0	75.0	1.0	0	0	0	0	1
Total	34	\$540,938	\$530,000	\$210,000	\$817,750	\$560,144	\$551,791	97.57%	98.19%	55.9	37.9	0.7	3	6	0	0	5
Last 12	8	\$563,238	\$565,000	\$323,000	\$760,000	\$582,563	\$572,700	98.23%	98.01%	84.6	61.1	0.7	1	1	0	0	1

Current Neighborhood Listings

# of Active Listings	0	Average Current Asking Price	0.0	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	0	Median Current Asking Price	0.0	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price		
		Max Asking Price	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Average	Median	Mode	Min	Max	Notes:
	1985	46,655	40,101	40,000	1947	2014	46,655	40,101	40,000	11,549	135,036	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
	1986	1.07	0.92	0.92	1947	2014	1.07	0.92	0.27	3.10	5.0	
	1985	3.8	4.0	4.0	1947	2014	3.8	4.0	2.0	5.0	4787	
	1985	2493	2413	1593	1947	2014	2493	2413	1012	4787		
	1985	3.8	4.0	4.0	1947	2014	3.8	4.0	2.0	5.0	4787	
	1985	2493	2413	1593	1947	2014	2493	2413	1012	4787		

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	N/A	\$ 496,325	\$431,600	\$ 597,583	2013	N/A	\$ 496,325	\$ 484,900	\$ 650,000	2013	0	2	3	3
2014	N/A	\$ 502,800	\$497,250	\$ 569,950	2014	N/A	\$ 485,000	\$ 530,000	\$ 569,950	2014	0	5	4	2
2015	\$ 767,000	\$ 548,629	\$477,500	N/A	2015	\$ 767,000	\$ 575,000	\$ 477,500	N/A	2015	1	3	2	0
2016	\$ 559,000	\$ 597,450	\$539,333	\$ 760,000	2016	\$ 559,000	\$ 597,450	\$ 470,000	\$ 760,000	2016	2	2	3	1
2017	\$ 610,000				2017	\$ 610,000				2017	1			

Old Stage

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Old Stage Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	9	\$390,722	\$395,500	\$284,000	\$614,000	\$407,178	\$402,178	97.18%	96.70%	67.0	46.4	0.8	1	0	0	0	1
2014	22	\$424,900	\$416,250	\$330,000	\$657,000	\$436,718	\$431,386	98.45%	98.45%	49.7	26.1	1.8	4	2	0	0	2
2015	16	\$417,156	\$392,500	\$299,500	\$739,000	\$424,456	\$420,950	99.10%	99.40%	42.2	21.6	1.3	2	5	0	0	2
2016	18	\$423,006	\$427,450	\$273,300	\$629,000	\$435,578	\$427,344	98.79%	99.33%	51.6	33.9	1.5	1	5	1	1	5
YTD ' 17	1	\$405,000	\$405,000	\$405,000	\$405,000	\$439,900	\$410,000	98.78%	98.78%	100.0	84.0	1.0	0	0	0	0	0
Total	66	\$417,544	\$404,500	\$273,300	\$739,000	\$429,455	\$423,447	98.53%	98.85%	51.5	30.8	1.3	8	12	1	1	10
Last 12	18	\$423,895	\$427,450	\$273,300	\$629,000	\$437,794	\$428,511	98.72%	98.85%	55.4	37.8	1.5	0	5	1	1	5

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$436,900	0.7	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	1	Median Current Asking Price	\$436,900	1.3	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$434,900		
		Max Asking Price	\$438,900	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	27	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
	1968	Average	29,872	0.69	3.7	1785					* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
	1967	Median	24,430	0.56	4.0	1751					** Living Area based on the Assessor's calculation of the above grade living area only.
	1967	Mode	22,500	0.52	4.0	1988					
	1900	Oldest	20,100	0.46	3.0	1012					
	2014	Newest	79,279	1.82	6.0	3388					

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 284,000	\$ 444,700	\$ 337,000	\$ 335,000	2013	\$ 284,000	\$ 405,100	\$ 337,000	\$ 335,000	2013	1	5	2	1
2014	\$ 391,000	\$ 415,317	\$ 419,175	\$ 453,417	2014	\$ 391,000	\$ 416,500	\$ 371,000	\$ 429,000	2014	2	6	8	6
2015	\$ 386,900	\$ 441,200	\$ 454,250	\$ 358,500	2015	\$ 404,000	\$ 381,000	\$ 442,500	\$ 358,500	2015	5	5	4	2
2016	\$ 435,968	\$ 447,583	\$ 402,960	\$ 401,475	2016	\$ 445,000	\$ 425,500	\$ 361,000	\$ 427,450	2016	3	6	5	4
2017	\$ 405,000				2017	\$ 405,000				2017	1			

South Row

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the South Row Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	12	\$412,146	\$388,750	\$160,000	\$650,000	\$421,058	\$416,400	99.54%	98.61%	60.4	40.8	1.0	2	4	0	0	2
2014	13	\$389,246	\$383,700	\$258,000	\$767,000	\$401,662	\$395,246	98.47%	98.47%	52.0	36.5	1.1	0	4	0	0	3
2015	9	\$396,778	\$340,000	\$255,000	\$691,000	\$395,489	\$394,378	100.07%	100.04%	32.2	16.2	0.8	0	6	0	0	0
2016	9	\$373,167	\$337,000	\$265,000	\$535,000	\$389,667	\$381,344	97.18%	97.99%	54.4	20.7	0.8	0	0	0	0	5
YTD '17	0											0.0	0	0	0	0	0
Total	43	\$393,848	\$360,000	\$160,000	\$767,000	\$403,272	\$398,058	98.83%	98.26%	50.7	30.1	0.9	2	14	0	0	10
Last 12	8	\$386,688	\$356,000	\$290,000	\$535,000	\$400,888	\$394,025	97.72%	98.21%	55.5	20.0	0.7	0	0	0	0	4

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$524,000	1.5	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	1	Median Current Asking Price	\$524,000	3.0	Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$449,000		
		Max Asking Price	\$599,000	0	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	96	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
	1954	Average	36,113	0.83	3.3	1710					* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
	1959	Median	31,679	0.73	3.0	1560					** Living Area based on the Assessor's calculation of the above grade living area only.
	1970	Mode	16,886	0.39	3.0	912					
	1776	Min	8,000	0.18	1.0	660					
	2013	Max	145,055	3.33	5.0	4376					

	Average Sale Price				Median Sale Price				Number of Sales					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
2013	\$ 160,000	\$ 417,875	\$ 467,188	\$ 415,167	2013	\$ 160,000	\$ 418,750	\$ 442,450	\$ 395,000	2013	1	4	4	3
2014	\$ 415,000	\$ 385,125	\$ 439,940	\$ 301,667	2014	\$ 415,000	\$ 414,750	\$ 383,700	\$ 287,000	2014	1	4	5	3
2015	\$ 280,000	\$ 500,500	\$ 390,000	\$ 340,000	2015	\$ 280,000	\$ 500,500	\$ 355,000	\$ 340,000	2015	1	2	5	1
2016	\$ 292,000	\$ 312,500	\$ 429,900	N/A	2016	\$ 292,000	\$ 312,500	\$ 440,000	N/A	2016	2	2	5	0
2017					2017					2017	0			

Roberts Ranches

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Roberts Ranch Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	12	\$308,508	\$305,000	\$240,000	\$412,300	\$314,517	\$311,867	98.73%	98.32%	40.3	18.3	1.0	1	2	0	0	4
2014	11	\$348,900	\$330,000	\$264,899	\$595,100	\$352,300	\$349,036	99.79%	99.79%	35.4	12.5	0.9	1	3	0	0	1
2015	7	\$358,714	\$363,000	\$280,000	\$479,000	\$375,371	\$364,929	97.71%	98.41%	54.1	22.7	0.6	0	1	0	0	3
2016	15	\$435,750	\$440,000	\$290,100	\$566,000	\$446,587	\$439,260	99.10%	98.68%	56.8	34.7	1.3	0	5	0	0	4
YTD '17	2	\$332,500	\$332,500	\$290,000	\$375,000	\$357,450	\$354,950	93.33%	93.33%	51.5	40.5	2.0	0	0	0	0	0
Total	47	\$367,069	\$360,000	\$240,000	\$595,100	\$376,400	\$370,960	98.72%	98.41%	46.9	23.8	1.0	2	11	0	0	12
Last 12	15	\$423,017	\$410,000	\$290,000	\$566,000	\$437,920	\$431,327	97.86%	98.34%	54.7	36.1	1.3	0	4	0	0	3

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$359,900	0.8 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	0	Median Current Asking Price	\$359,900	0.8 Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$359,900	
		Max Asking Price	\$359,900	0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	85	0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
	Average	1963	Average	33,058	0.76	3.4	1535				* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
	Median	1962	Median	23,125	0.53	3.0	1416				** Living Area based on the Assessor's calculation of the above grade living area only.
	Mode	1962	Mode	22,500	0.52	3.0	1032				
	Oldest	1931	Min	14,700	0.34	2.0	1008				
	Newest	2016	Max	292,288	6.71	7.0	4016				

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	N/A	\$ 326,700	\$ 309,967	\$ 270,667	2013	N/A	\$ 304,950	\$ 305,000	\$ 265,000	2013	0	6	3	3
2014	\$ 290,000	\$ 392,750	\$ 348,500	\$ 319,975	2014	\$ 290,000	\$ 340,450	\$ 348,500	\$ 312,500	2014	1	4	2	4
2015	N/A	\$ 370,000	\$ 479,000	\$ 332,400	2015	N/A	\$ 370,000	\$ 479,000	\$ 310,000	2015	0	1	1	5
2016	\$ 401,067	\$ 543,667	\$ 448,990	\$ 364,275	2016	\$ 376,000	\$ 540,000	\$ 440,000	\$ 361,000	2016	3	3	5	4
2017	\$ 332,500				2017	\$ 332,500				2017	2			

The Farms 1

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Farms 1 Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDFRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	9	\$360,156	\$322,500	\$275,900	\$575,000	\$361,811	\$363,444	99.02%	99.31%	29.9	17.2	0.8	2	2	0	0	1
2014	15	\$412,620	\$361,500	\$235,000	\$683,000	\$419,080	\$417,087	98.71%	98.71%	57.3	26.1	1.3	3	3	0	0	2
2015	9	\$373,711	\$365,500	\$305,000	\$494,000	\$381,833	\$376,278	98.84%	99.10%	42.9	24.1	0.8	0	3	0	0	2
2016	13	\$423,800	\$381,856	\$336,250	\$620,000	\$435,923	\$426,231	99.60%	99.98%	36.5	14.5	1.1	1	5	0	0	2
YTD '17	0											0.0	0	0	0	0	0
Total	46	\$397,902	\$373,000	\$235,000	\$683,000	\$405,348	\$401,191	99.05%	99.18%	43.2	20.7	0.9	6	13	0	0	7
Last 12	11	\$411,773	\$381,856	\$336,250	\$620,000	\$424,291	\$412,836	99.82%	99.98%	36.1	15.8	0.9	0	5	0	0	2

Current Neighborhood Listings

# of Active Listings	1	Average Current Asking Price	\$446,633	1.1 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	2	Median Current Asking Price	\$375,000	3.3 Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$339,900	
		Max Asking Price	\$625,000	0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	45	1 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built		Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1965	Average	27,194	0.62	3.5	1821	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer
Median	1960	Median	23,111	0.53	3.0	1750	** Living Area based on the Assessor's calculation of the above grade living area only.
Mode	1960	Mode	22,500	0.52	3.0	1750	
Oldest	1842	Min	15,019	0.34	3.0	1032	
Newest	2014	Max	65,776	1.51	5.0	2996	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 440,625	\$ 324,500	\$ 346,450	\$ 346,875	2013	\$ 440,625	\$ 322,500	\$ 346,450	\$ 346,875	2013	2	3	2	2
2014	\$ 368,750	\$ 304,000	\$ 441,233	\$ 439,280	2014	\$ 368,750	\$ 304,000	\$ 363,750	\$ 345,000	2014	2	2	6	5
2015	\$ 494,000	\$ 350,000	\$ 391,900	\$ 355,500	2015	\$ 494,000	\$ 350,000	\$ 391,900	\$ 340,000	2015	1	2	1	5
2016	\$ 494,950	\$ 367,750	\$ 426,500	\$ 382,285	2016	\$ 489,950	\$ 373,000	\$ 388,500	\$ 381,856	2016	4	3	3	3
2017					2017					2017	0			

The Farms 2

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Farms 2 Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	12	\$322,450	\$330,000	\$209,900	\$389,500	\$344,283	\$328,358	98.15%	98.02%	55.7	36.5	1.0	1	2	1	0	1
2014	9	\$352,111	\$332,000	\$287,000	\$425,000	\$362,611	\$356,178	98.67%	98.67%	42.7	33.8	0.8	0	3	0	0	1
2015	7	\$358,714	\$375,000	\$244,000	\$465,000	\$375,114	\$370,800	96.98%	96.91%	47.9	37.4	0.6	0	1	0	0	0
2016	3	\$379,000	\$387,000	\$360,000	\$390,000	\$379,933	\$379,933	99.75%	98.73%	57.3	19.0	0.3	0	1	0	0	0
YTD '17	1	\$400,000	\$400,000	\$400,000	\$400,000	\$424,900	\$399,900	98.27%	98.27%	77.0	62.0	1.0	0	0	0	0	1
Total	32	\$346,450	\$349,500	\$209,900	\$465,000	\$362,044	\$352,537	98.20%	97.84%	51.1	35.1	0.7	1	7	1	0	3
Last 12	4	\$384,250	\$388,500	\$360,000	\$400,000	\$391,175	\$384,925	99.38%	98.70%	62.3	29.8	0.3	0	1	0	0	1

Current Neighborhood Listings

# of Active Listings	0	Average Current Asking Price	\$337,450	0.0	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	2	Median Current Asking Price	\$337,450	6.0	Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$304,900		
		Max Asking Price	\$370,000	1	Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	151	0	Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1962	27,865	0.64	3.4	1512	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
Median	1962	26,819	0.62	3.0	1433	
Mode	1962	22,500	0.52	3.0	1012	
Oldest	1961	22,500	0.52	3.0	864	
Newest	1969	44,431	1.02	5.0	3534	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 331,500	\$ 320,000	\$ 315,233	\$ 331,667	2013	\$ 331,500	\$ 320,000	\$ 334,000	\$ 340,000	2013	2	1	6	3
2014	\$ 335,000	\$ 385,000	\$ 338,500	\$ 332,000	2014	\$ 320,000	\$ 410,000	\$ 338,500	\$ 332,000	2014	3	3	2	1
2015	\$ 340,000	\$ 318,000	\$ 427,500	N/A	2015	\$ 335,000	\$ 318,000	\$ 427,500	N/A	2015	3	2	2	0
2016	N/A	\$ 360,000	\$ 388,500	N/A	2016	N/A	\$ 360,000	\$ 388,500	N/A	2016	0	1	2	0
2017	\$ 400,000				2017	\$ 400,000				2017	1			

Kings Grant & Russell Mill

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the Kings Grant/Russell Mill Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average Original List Price	Average List Price at Offer	Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# REO	# Short Sales	# Sales with a Seller Concession
2013	4	\$273,950	\$269,900	\$240,000	\$316,000	\$292,400	\$285,925	95.50%	97.35%	44.3	31.3	0.3	1	0	0	0	1
2014	4	\$316,625	\$305,000	\$271,000	\$385,500	\$317,175	\$317,175	99.72%	99.72%	28.5	9.8	0.3	0	2	0	0	0
2015	5	\$369,780	\$389,900	\$320,000	\$419,000	\$381,720	\$381,720	96.36%	95.55%	40.2	15.2	0.4	0	0	0	0	2
2016	2	\$398,950	\$398,950	\$365,000	\$432,900	\$391,950	\$391,950	101.45%	101.45%	16.5	3.0	0.2	0	2	0	0	1
YTD '17	0											0.0	0	0	0	0	0
Total	15	\$333,940	\$320,000	\$240,000	\$432,900	\$342,053	\$340,327	97.71%	98.03%	35.0	16.4	0.3	1	4	0	0	4
Last 12	2	\$398,950	\$398,950	\$365,000	\$432,900	\$391,950	\$391,950	101.45%	101.45%	16.5	3.0	0.2	0	2	0	0	1

Current Neighborhood Listings

# of Active Listings	0	Average Current Asking Price	\$469,000	0.0 Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	1	Median Current Asking Price	\$469,000	6.0 Current Months of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price	\$469,000	
		Max Asking Price	\$469,000	0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market	9	0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
Average	1964	24,532	0.56	3.1	1285	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
Median	1962	22,550	0.52	3.0	1282	
Mode	1962	#N/A	#N/A	3.0	986	
Oldest	1954	15,000	0.34	2.0	925	
Newest	2011	43,560	1.00	4.0	1800	

Average Sale Price					Median Sale Price				Number of Sales					
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	\$ 289,900	N/A	\$ 278,000	\$ 249,900	2013	\$ 289,900	N/A	\$ 278,000	\$ 249,900	2013	1	0	2	1
2014	\$ 290,000	N/A	\$ 325,500	N/A	2014	\$ 290,000	N/A	\$ 320,000	N/A	2014	1	0	3	0
2015	N/A	\$ 407,000	\$ 354,950	\$ 325,000	2015	N/A	\$ 407,000	\$ 354,950	\$ 325,000	2015	0	2	2	1
2016	N/A	\$ 432,900	\$ 365,000	N/A	2016	N/A	\$ 432,900	\$ 365,000	N/A	2016	0	1	1	0
2017					2017					2017	0			

South Row Park (aka South Row II)

Data Source: MLS Property Information Network
Effective Date: 2/2/2017

All Single Family Sales within the South Row Park Neighborhood

Data Compiled by John LaBelle of ABCD Real Estate Services
john@ABCDRealEstate.com

Year	# Sales	Average Sale Price	Median Sale Price	Min	Max	Average List		Average List-Sale (net)*	Median List-Sale (net)*	Avg Marketing Time	Average Days to Offer	Avg # Sales per Month	# Sold for Full Price*	# Sold Above Asking*	# Short Sales	# REO	# Sales with a Seller Concession
						Average Original List Price	Price at Offer										
2013	0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.0	0	0	0	0	0
2014	4	\$437,250	\$443,000	\$318,000	\$545,000	\$467,775	\$451,825	96.48%	96.48%	59.0	41.8	0.3	0	0	0	0	0
2015	3	\$467,300	\$419,900	\$357,000	\$625,000	\$468,267	\$467,267	100.01%	100.00%	16.3	1.7	0.3	2	1	0	0	0
2016	3	\$474,333	\$473,000	\$450,000	\$500,000	\$480,933	\$477,600	98.96%	97.19%	56.0	13.3	0.3	0	1	0	0	1
YTD '17	0											0.0	0	0	0	0	0
Total	10	\$457,390	\$461,500	\$318,000	\$625,000	\$471,870	\$464,190	98.28%	99.29%	45.3	21.2	0.2	2	2	0	0	1
Last 12	3	\$474,333	\$473,000	\$450,000	\$500,000	\$480,933	\$477,600	98.96%	97.19%	56.0	13.3	0.3	0	1	0	0	1

Current Neighborhood Listings

# of Active Listings	0	Average Current Asking Price	0.0	Current Months of Inventory (# Active divided by Avg # Sales in Last 12 Months)
# of Pending Sales	0	Median Current Asking Price	0.0	Current Months of of Inventory (# Active & Pending divided by Avg # Sales in the Last 12 Months)
		Min Asking Price		
		Max Asking Price		0 Number of Current Listings which are REO Properties (being sold post foreclosure)
		Average Days on Market		0 Number of Current Listings which are subject to Short Sale Approval

General Neighborhood Characteristics (Single Family Dwellings Only)

	Year Built	Average	Median	Mode	Oldest	Newest	Lot Size(sf)	Lot Size (acres)	Bedrooms	Living Area**	Notes:
	1983	65,336	43,996	N/A	1939	2014	65,336	1.50	4.0	1991	* List-Sale Price Ratios and Sold At or Above Asking are based on the asking price as of the time of the offer ** Living Area based on the Assessor's calculation of the above grade living area only.
	1991	43,996	43,996	N/A	1939	2014	43,996	1.01	4.0	1839	
	1993	N/A	N/A	N/A	1939	2014	N/A	N/A	4.0	N/A	
	1939	40,073	40,073	40,073	1939	2014	40,073	0.92	3.0	1148	
	2014	181,210	181,210	181,210	1939	2014	181,210	4.16	5.0	3320	

Average Sale Price					Median Sale Price					Number of Sales				
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
2013	N/A	N/A	N/A	N/A	2013	N/A	N/A	N/A	N/A	2013	0	0	0	0
2014	\$ 390,000	N/A	N/A	\$ 453,000	2014	\$ 390,000	N/A	N/A	\$ 496,000	2014	1	0	0	3
2015	\$ 388,450	N/A	\$ 625,000	N/A	2015	\$ 388,450	N/A	\$ 625,000	N/A	2015	2	0	1	0
2016	N/A	\$ 500,000	\$ 450,000	\$ 473,000	2016	N/A	\$ 500,000	\$ 450,000	\$ 473,000	2016	0	1	1	1
2017					2017					2017	0			