

# Local Market Update – November 2017

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## Clinton

### Single-Family Properties

| Key Metrics                              | November  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 3         | 10               | + 233.3% | 95           | 105              | + 10.5% |
| Closed Sales                             | 3         | 6                | + 100.0% | 100          | 97               | - 3.0%  |
| Median Sales Price*                      | \$210,000 | <b>\$286,750</b> | + 36.5%  | \$227,500    | <b>\$273,500</b> | + 20.2% |
| Inventory of Homes for Sale              | 19        | 13               | - 31.6%  | --           | --               | --      |
| Months Supply of Inventory               | 2.1       | 1.5              | - 28.6%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 118       | 30               | - 74.6%  | 81           | 49               | - 39.5% |
| Percent of Original List Price Received* | 85.3%     | 101.6%           | + 19.1%  | 93.9%        | 99.2%            | + 5.6%  |
| New Listings                             | 5         | 7                | + 40.0%  | 111          | 126              | + 13.5% |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

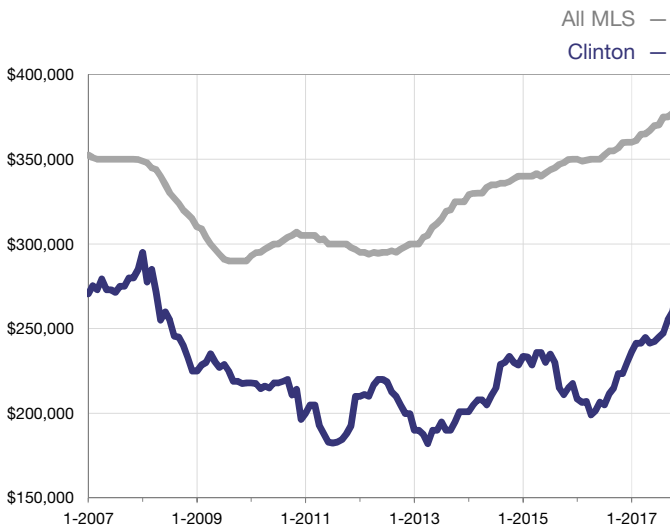
### Condominium Properties

| Key Metrics                              | November  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2016      | 2017             | + / -    | 2016         | 2017             | + / -   |
| Pending Sales                            | 0         | 12               | --       | 72           | 78               | + 8.3%  |
| Closed Sales                             | 8         | 8                | 0.0%     | 82           | 50               | - 39.0% |
| Median Sales Price*                      | \$271,250 | <b>\$237,500</b> | - 12.4%  | \$226,000    | <b>\$245,500</b> | + 8.6%  |
| Inventory of Homes for Sale              | 13        | 12               | - 7.7%   | --           | --               | --      |
| Months Supply of Inventory               | 1.8       | 2.3              | + 27.8%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 53        | 48               | - 9.4%   | 85           | 88               | + 3.5%  |
| Percent of Original List Price Received* | 96.0%     | 97.1%            | + 1.1%   | 96.7%        | 97.4%            | + 0.7%  |
| New Listings                             | 5         | 11               | + 120.0% | 84           | 87               | + 3.6%  |

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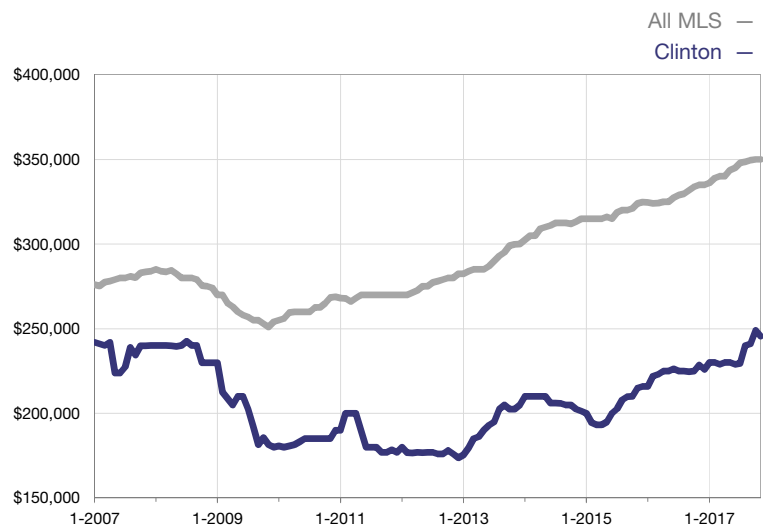
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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