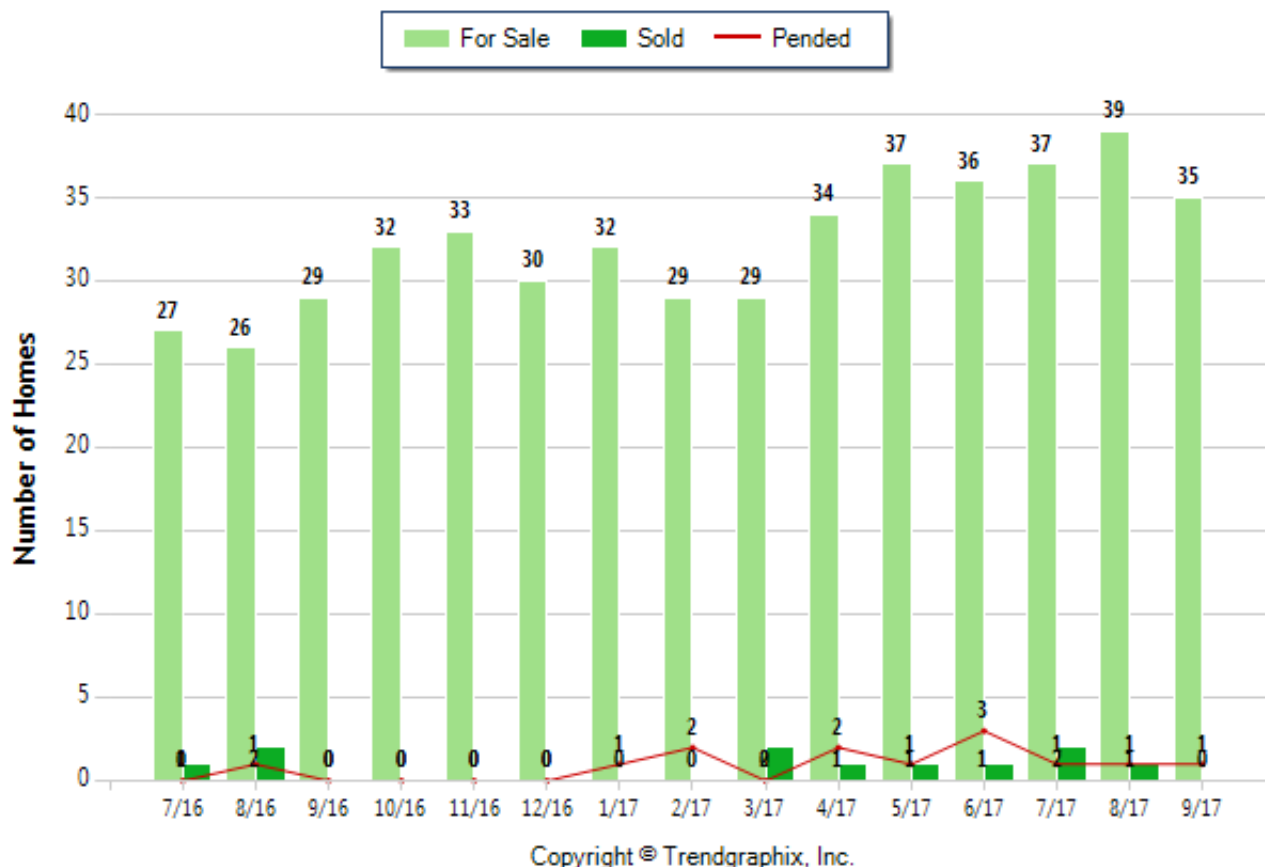




**Location:** Pinecrest  
**Property Types:** Single Family Homes and Condo/Coop/Villa/Twnhse Combined - All Properties - Non REO, Non Short Sale  
**Price Range:** \$3,000,000 - \$4,999,999      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

**Number of Homes For Sale vs. Sold vs. Pended (Jul. 2016 - Sep. 2017)**

Prepared for you by: Ashley Cusack



	Currt vs. Prev Month			Currt vs. Same Month 1 Yr Ago			Currt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	10/1/2017 - 10/24/2017	9/1/2017 - 9/24/2017	% Change
<b>For Sale</b>	35	39	-10.3% ▼	35	29	20.7% ▲	35	29	20.7% ▲	35	37	-5.4% ▼
<b>Sold</b>	0	1	-100% ▼	0	0	N/A	3	3	0%	0	0	N/A
<b>Pended</b>	1	1	0%	1	0	N/A	3	1	200% ▲	1	0	N/A

**September 2017 is a Buyer's market\*\***

**Home For Sale in September 2017 is 35 units.** It is down **10.3%** compared to last month and up **20.7%** compared to last year.

**Home Closed in September 2017 is 0 units.** It is down **100%** compared to last month.

**Home Placed under Contract in September 2017 is 1 units.** It is the same as compared to last month.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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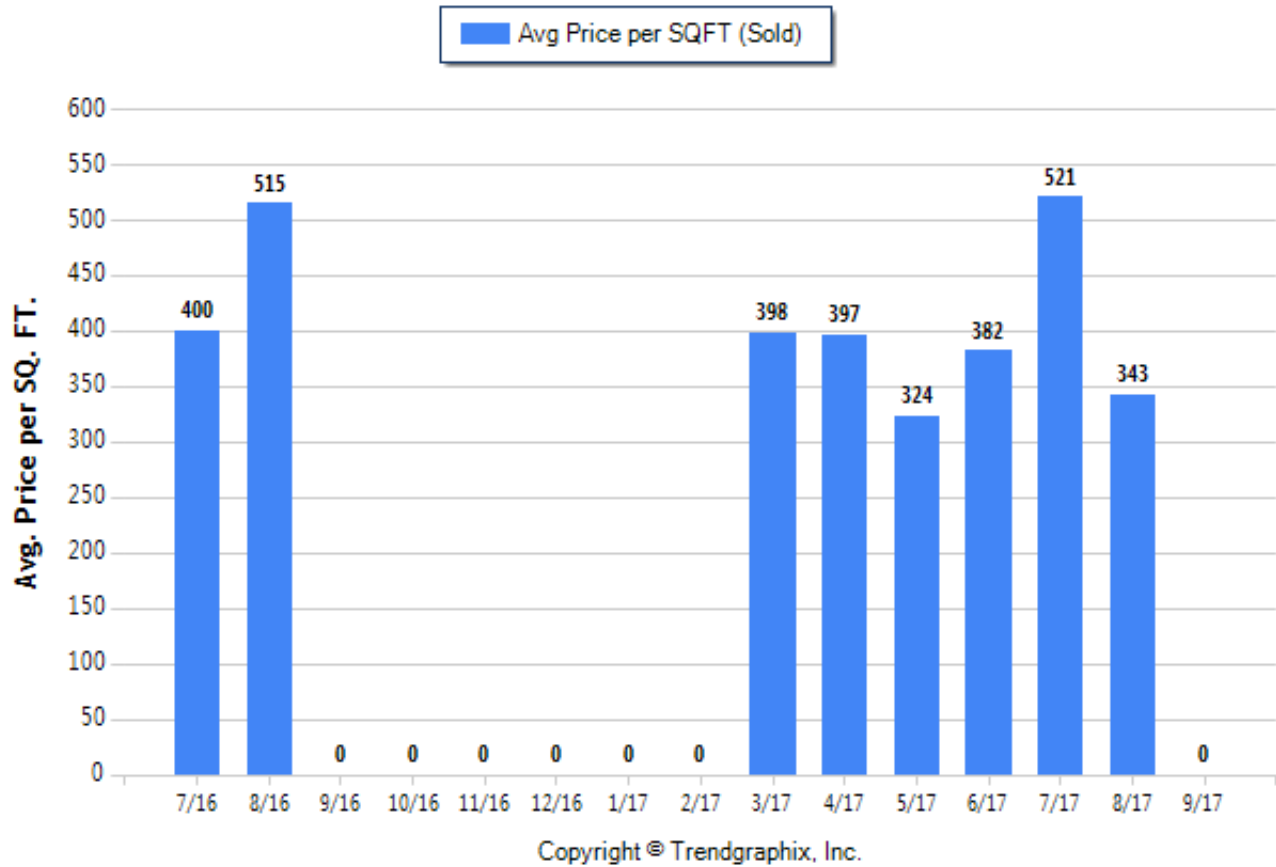
# Facts and Trends<sup>TM</sup> - Published October 2017\*



**Location:** Pinecrest  
**Property Types:** Single Family Homes and Condo/Coop/Villa/Twnhse Combined - All Properties - Non REO, Non Short Sale  
**Price Range:** \$3,000,000 - \$4,999,999      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Average Price per SQFT (Sold) (Jul. 2016 - Sep. 2017)

Prepared for you by: Ashley Cusack



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	10/1/2017 - 10/24/2017	9/1/2017 - 9/24/2017	% Change
Avg. Sq. Ft. Price (Sold)	0	343	-100% ▼	0	0	N/A	461.67	476.67	-3.1% ▼	0	0	N/A

### September 2017 Average Sold Price per Square Footage is Neutral\*\*

Average Sold Price per Square Footage in September 2017 is \$0. It is down **100%** compared to last month.

\*\*Based on 6 month trend - Appreciating/Depreciating/Neutral.

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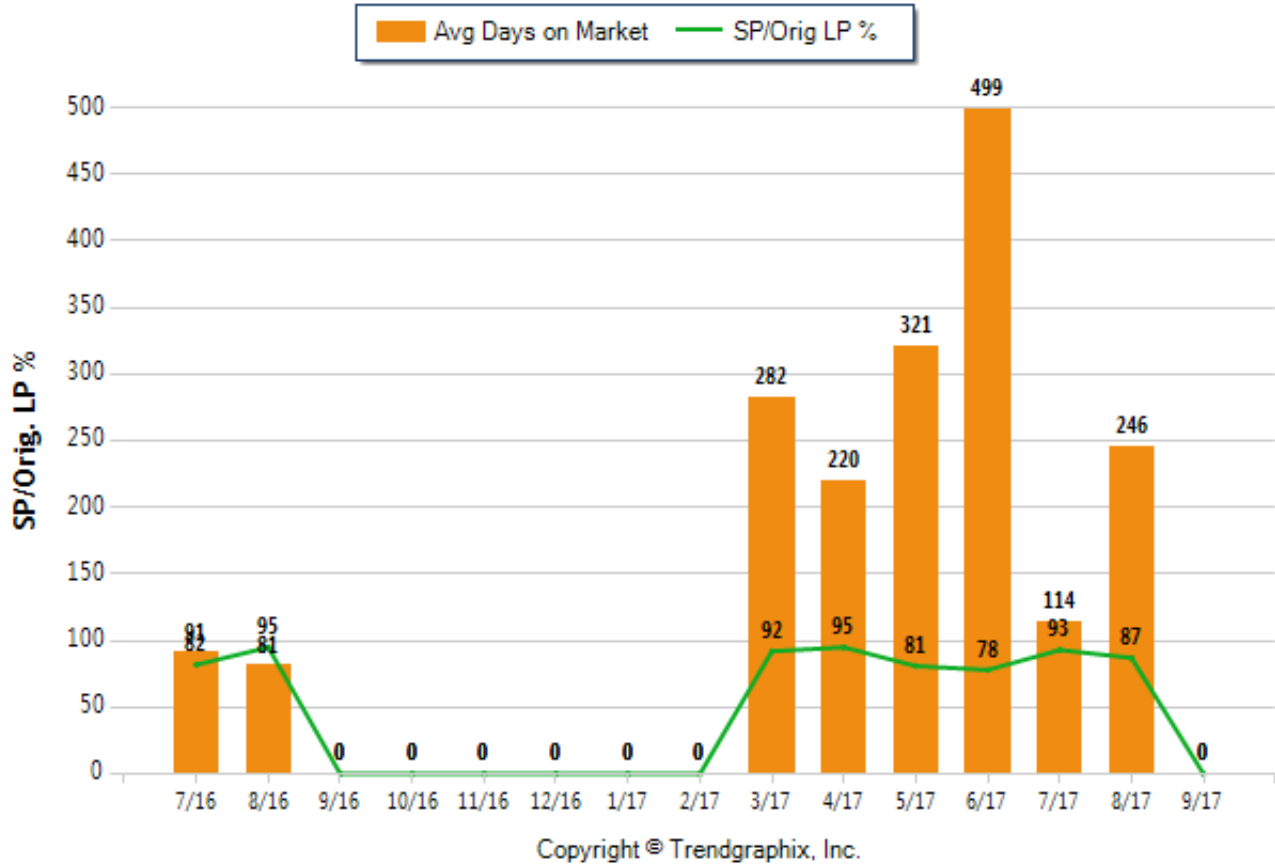
# Facts and Trends<sup>TM</sup> - Published October 2017\*



**Location:** Pinecrest  
**Property Types:** Single Family Homes and Condo/Coop/Villa/Twnhse Combined - All Properties - Non REO, Non Short Sale  
**Price Range:** \$3,000,000 - \$4,999,999      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Avg Days On Market & SP/Orig LP % (Jul. 2016 - Sep. 2017)

Prepared for you by: Ashley Cusack



	Currt vs. Prev Month			Currt vs. Same Month 1 Yr Ago			Currt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	10/1/2017 - 10/24/2017	9/1/2017 - 9/24/2017	% Change
Days on Market	0	246	-100% ▼	0	0	N/A	158	84	88.1% ▲	0	0	N/A
Sold/Orig LP Diff. %	0	87	-100% ▼	0	0	N/A	91	91	0%	0	0	N/A

### September 2017 Average Days on Market trend is Falling\*\*

Average Days on Market in September 2017 is 0. It is down 100% compared to last month.

### September 2017 Sold/Original List Price Ratio Remains Steady\*\*

Sold/Original List Price % in September 2017 is 0%. It is down 100% compared to last month.

\*\*Based on 6 month trend - Rising/Falling/Remains Steady.

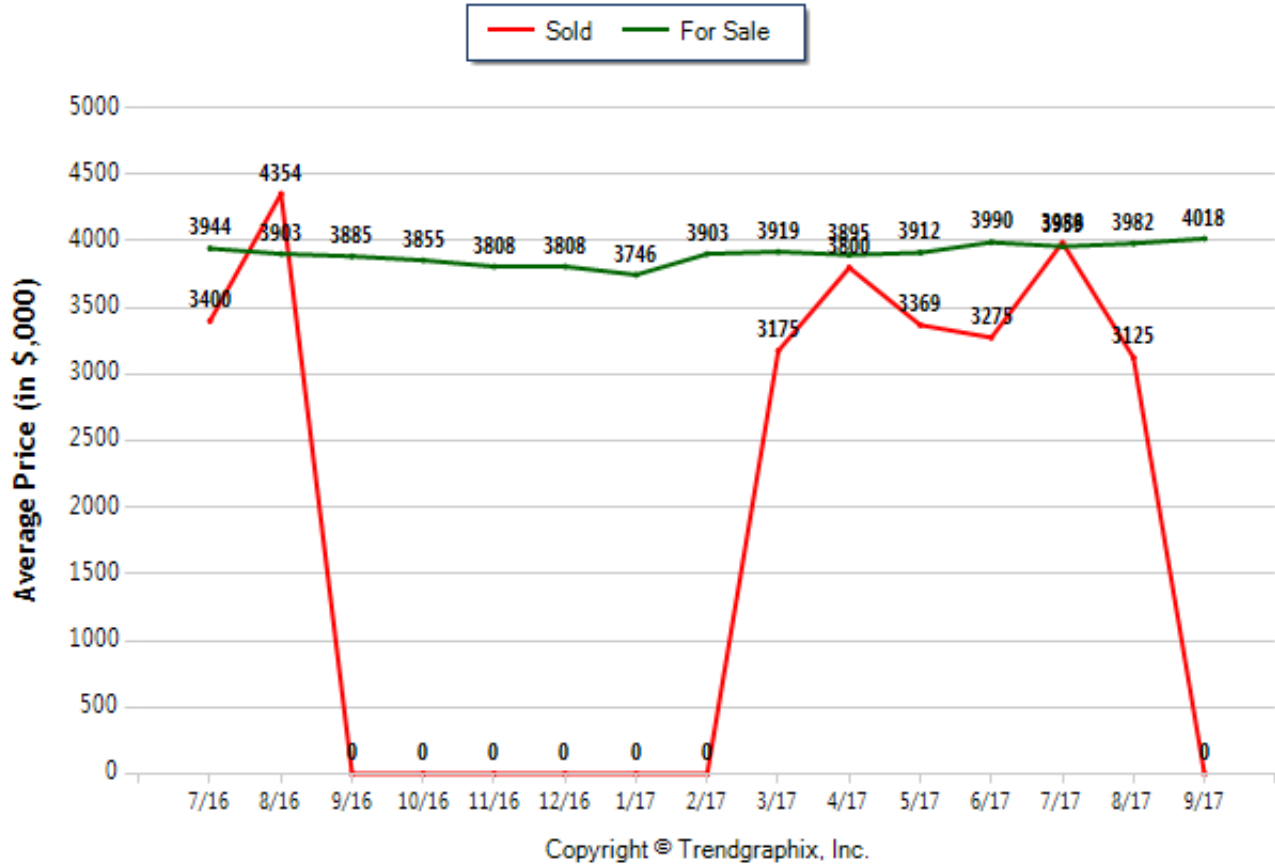
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**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

**Average Price of For Sale and Sold (Jul. 2016 - Sep. 2017)**

Prepared for you by: Ashley Cusack



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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	10/1/2017 - 10/24/2017	9/1/2017 - 9/24/2017	% Change
Avg. Active Price	4018	3982	0.9% ▲	4018	3885	3.4% ▲	3986	3910	1.9% ▲	3979	4025	-1.1% ▼
Avg. Sold Price	0	3125	-100% ▼	0	0	N/A	3700	4036	-8.3% ▼	0	0	N/A

**September 2017 Average For Sale Price is Appreciating\*\***

Average For Sale Price (in thousand) in September 2017 is \$4018. It is up 0.9% compared to last month and up 3.4% compared to last year.

**September 2017 Average Sold Price is Neutral\*\***

Average Sold Price (in thousand) in September 2017 is \$0. It is down 100% compared to last month.

\*\*Based on 6 month trend - Appreciating/Depreciating/Neutral.

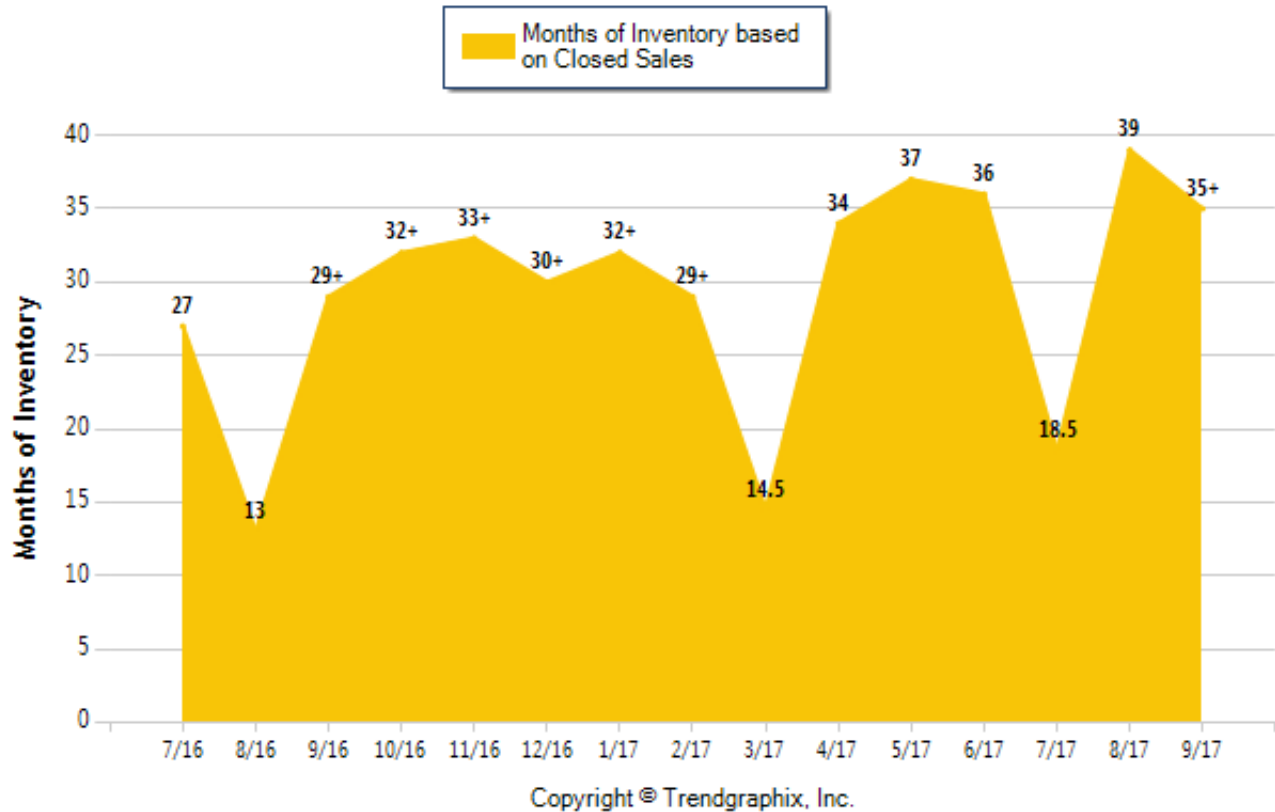
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**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Months of Inventory Based on Closed Sales (Jul. 2016 - Sep. 2017)

Prepared for you by: Ashley Cusack



- No sales in this month, this figure represents # of for sale listings

	Currt vs. Prev Month			Currt vs. Same Month 1 Yr Ago			Currt vs. Same Qtr 1 Yr Ago			TODAY STATS		
	Sep. 17	Aug. 17	% Change	Sep. 17	Sep. 16	% Change	Jul. 17 to Sep. 17	Jul. 16 to Sep. 16	% Change	10/1/2017 - 10/24/2017	9/1/2017 - 9/24/2017	% Change
Months of Inventory (Closed Sales)	35	39	-10.3% ▼	35	29	20.7% ▲	30.8	23	33.9% ▲	35	37	-5.4% ▼

### September 2017 is a Buyer's market\*\*

Months of Inventory based on Closed Sales in September 2017 is 35. It is down **10.3%** compared to last month and up **20.7%** compared to last year.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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# Facts and Trends<sup>TM</sup> - Published October 2017\*

**Location:** Pinecrest

**Property Types:** Single Family Homes and Condo/Coop/Villa/Twnhse Combined - All Properties - Non REO, Non Short Sale

**Price Range:** \$3,000,000 - \$4,999,999

**SQFT Range:** 0 - No Limit

**Bedrooms:** 0 - No Limit

**Full Baths:** 0 - No Limit

**Half Baths:** 0 - No Limit

**Year Built:** 0 - No Limit



Date	7/16	8/16	9/16	10/16	11/16	12/16	1/17	2/17	3/17	4/17	5/17	6/17	7/17	8/17	9/17
<b>For Sale</b>	27	26	29	32	33	30	32	29	29	34	37	36	37	39	35
<b>New Listing</b>	2	2	8	5	3	1	5	3	9	10	3	5	4	4	0
<b>Sold</b>	1	2	0	0	0	0	0	0	2	1	1	1	2	1	0
<b>Pended</b>	0	1	0	0	0	0	1	2	0	2	1	3	1	1	1
<b>Months of Inventory (Closed Sales)</b>	27	13	29	32	33	30	32	29	14.5	34	37	36	18.5	39	35
<b>Months of Inventory (Pended Sales)</b>	27	26	29	32	33	30	32	14.5	29	17	37	12	37	39	35
<b>Absorption Rate (Closed Sales) %</b>	3.7	7.7	0	0	0	0	0	0	6.9	2.9	2.7	2.8	5.4	2.6	0
<b>Absorption Rate (Pended Sales) %</b>	0	3.8	0	0	0	0	3.1	6.9	0	5.9	2.7	8.3	2.7	2.6	2.9
<b>Avg. Active Price</b>	3944	3903	3885	3855	3808	3808	3746	3903	3919	3895	3912	3990	3959	3982	4018
<b>Avg. Sold Price</b>	3400	4354	0	0	0	0	0	0	3175	3800	3369	3275	3988	3125	0
<b>Avg. Sq. Ft. Price (Sold)</b>	400	515	0	0	0	0	0	0	398	397	324	382	521	343	0
<b>Sold/List Diff. %</b>	91	95	0	0	0	0	0	0	93	101	89	94	93	91	0
<b>Sold/Orig LP Diff. %</b>	82	95	0	0	0	0	0	0	92	95	81	78	93	87	0
<b>Days on Market</b>	91	81	0	0	0	0	0	0	282	220	321	499	114	246	0
<b>Median</b>	3400	4354	0	0	0	0	0	0	3175	3800	3370	3275	3988	3125	0

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