

<b>MLS SALES / DETACHED HOMES / WASHINGTON COUNTY</b>					
	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>
Total Sales	204	162	214	33	<b>41</b>
Avg. Sold Price	\$121,776	\$108,574	\$114,287	\$143,270	<b>\$119,929</b>
Median Price	\$96,950	\$93,500	\$92,750	\$130,000	<b>\$115,000</b>
Sale Price to List Price %	94%	92%	97%	91%	<b>91%</b>
<b>Average Days on the Market</b>	<b>131</b>	<b>153</b>	<b>148</b>	<b>134</b>	<b>208</b>

The preceding table indicates decreasing values from 2014 through 2016.

Notice the **median** sale price has increased 4.5%, or 2.25% per annum, from 2014 through 2016.

Notice the **average** sale price has increased 6.6%, or 3.3% per annum, from 2014 through 2016.

**Summary:** Using a **2-year historical trend** supports increasing values between 2.25% and 3.3%. Using a **One Year** analysis also indicates increasing values. *We choose to call values currently increasing at a rate of 3% per annum.*

The sales price to list price ratio is 94%. Average 2016 DOM is 131. Most properties at or near market value typically sell in 3-6 months. Supply and demand are in balance. The absorption rate is 17 per month with 126 active listings resulting in a 7.4 month's inventory. Year 2016 experienced 42 more sales than 2015. Washington County is a rural county.

Why not consider the **5-Year Historical** data beginning in 2012? Not enough data samples. Less reliable. Notice the significant increase in sales from 2014 as opposed to 2013 and 2012. This was due to an MLS merger. Meaning, the full data is not available for years 2012-2013.