

Local Market Update for March 2016

A RESEARCH TOOL PROVIDED BY THE UTAH ASSOCIATION OF REALTORS®



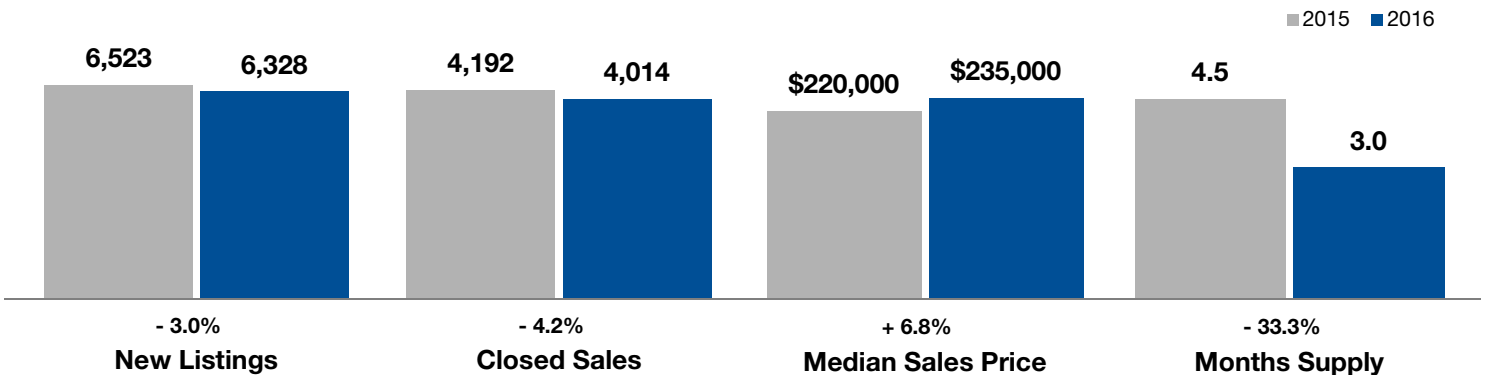
Utah Association
of REALTORS®

Entire State

| Key Metrics | March | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2015 | 2016 | Percent Change | Thru 3-2015 | Thru 3-2016 | Percent Change |
| New Listings | 6,523 | 6,328 | - 3.0% | 16,966 | 15,778 | - 7.0% |
| Pending Sales | 4,894 | 5,131 | + 4.8% | 12,292 | 12,458 | + 1.4% |
| Closed Sales | 4,192 | 4,014 | - 4.2% | 9,510 | 9,545 | + 0.4% |
| Median Sales Price* | \$220,000 | \$235,000 | + 6.8% | \$217,150 | \$231,000 | + 6.4% |
| Average Sales Price* | \$272,414 | \$284,357 | + 4.4% | \$270,939 | \$285,304 | + 5.3% |
| Percent of Original List Price Received* | 96.3% | 97.4% | + 1.1% | 95.8% | 96.9% | + 1.1% |
| Days on Market Until Sale | 69 | 56 | - 18.8% | 74 | 60 | - 18.9% |
| Inventory of Homes for Sale | 16,993 | 12,306 | - 27.6% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 3.0 | - 33.3% | -- | -- | -- |

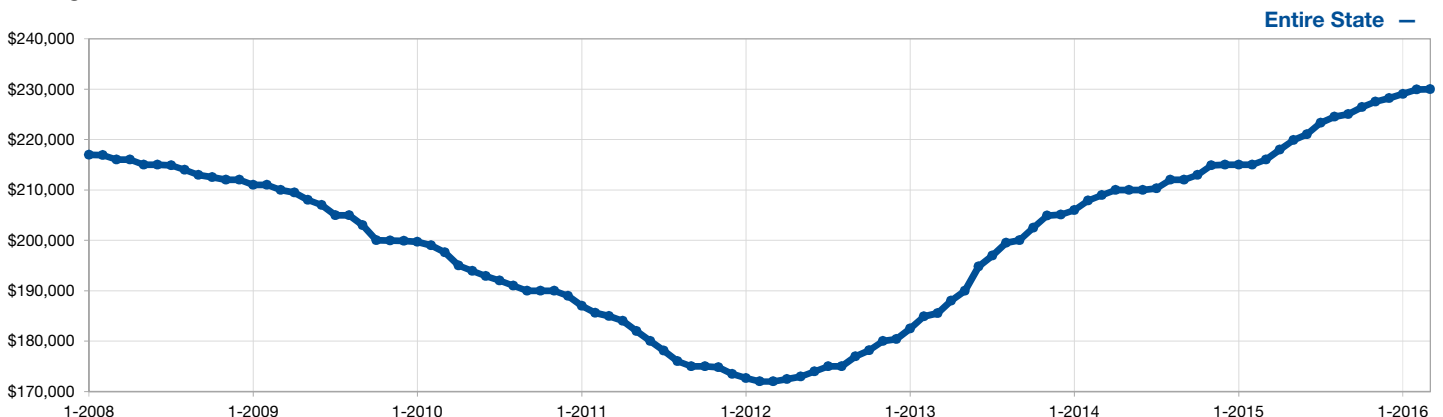
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.