

City: Wellington

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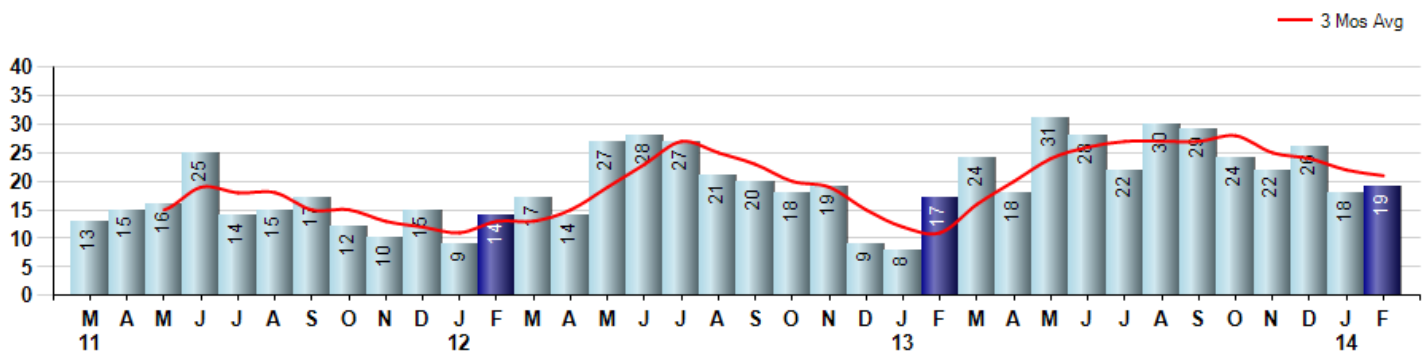
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$229,500	↓		↑				
Average List Price of all Current Listings	\$256,857	↑		↑				
February Median Sales Price	\$222,655	↑	↑	↑	↑	\$211,375	↔	↓
February Average Sales Price	\$220,281	↑	↔	↑	↓	\$213,276	↓	↓
Total Properties Currently for Sale (Inventory)	101	↑		↑				
February Number of Properties Sold	19	↑		↑		37	↑	
February Average Days on Market (Solds)	65	↑	↔	↑	↑	61	↑	↑
Asking Price per Square Foot (based on New Listings)	\$100	↑	↑	↓	↑	\$99	↔	↑
February Sold Price per Square Foot	\$85	↓	↓	↓	↓	\$86	↓	↓
February Month's Supply of Inventory	5.3	↑	↑	↑	↑	4.8	↑	↑
February Sale Price vs List Price Ratio	100.6%	↓	↑	↑	↑	100.5%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

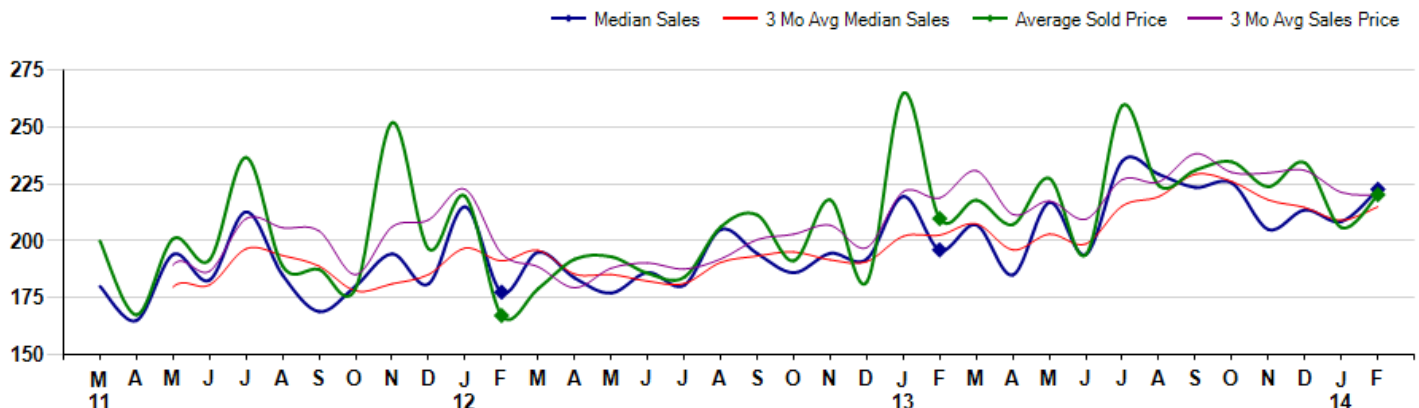
February Property sales were 19, up 11.8% from 17 in February of 2013 and 5.6% higher than the 18 sales last month. February 2014 sales were at their highest level compared to February of 2013 and 2012. February YTD sales of 37 are running 48.0% ahead of last year's year-to-date sales of 25.



Prices

The Median Sales Price in February was \$222,655, up 13.6% from \$196,000 in February of 2013 and up 6.8% from \$208,500 last month. The Average Sales Price in February was \$220,281, up 5.0% from \$209,789 in February of 2013 and up 7.0% from \$205,882 last month. February 2014 ASP was at highest level compared to February of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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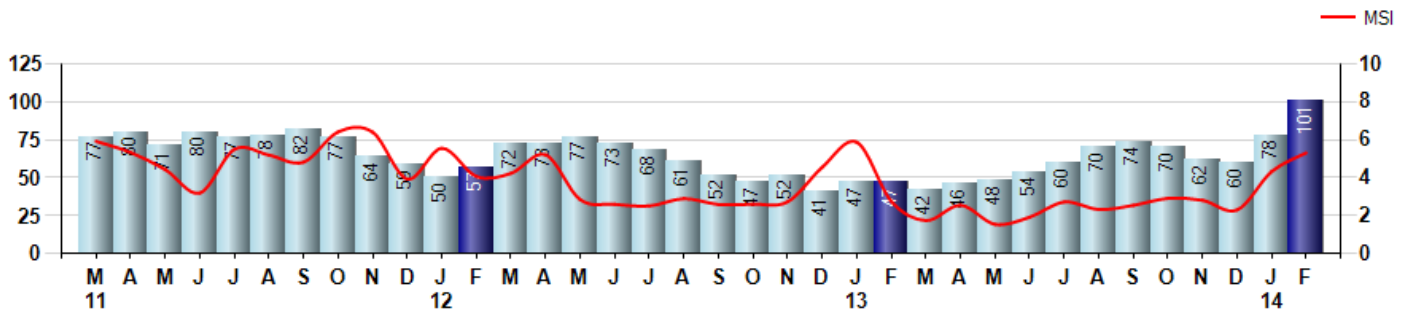
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 101, up 29.5% from 78 last month and up 114.9% from 47 in February of last year. February 2014 Inventory was at highest level compared to February of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2014 MSI of 5.3 months was at its highest level compared with February of 2013 and 2012.

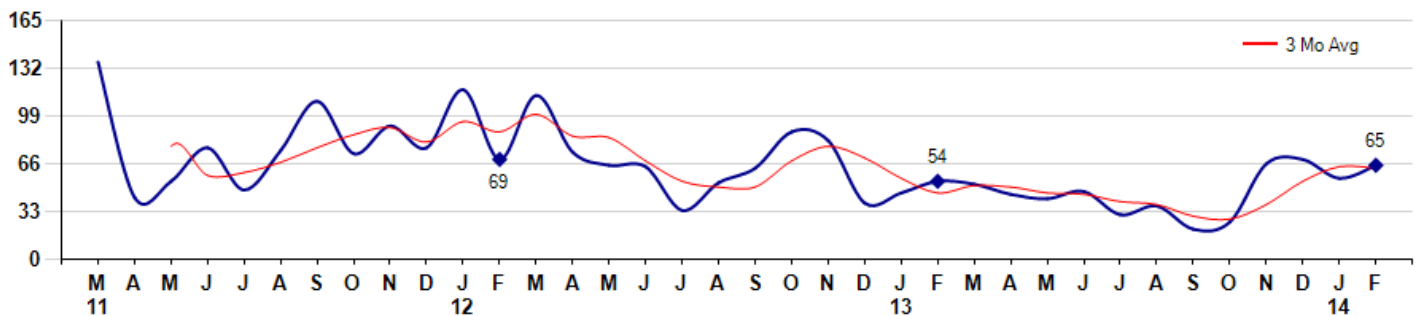
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for February was 65, up 16.1% from 56 days last month and up 20.4% from 54 days in February of last year. The February 2014 DOM was at a mid range compared with February of 2013 and 2012.

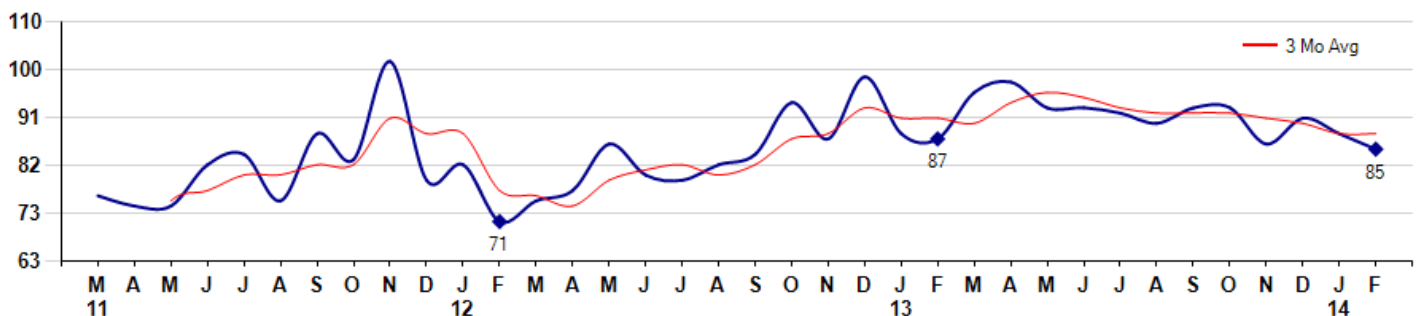
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2014 Selling Price per Square Foot of \$85 was down -3.4% from \$88 last month and down -2.3% from \$87 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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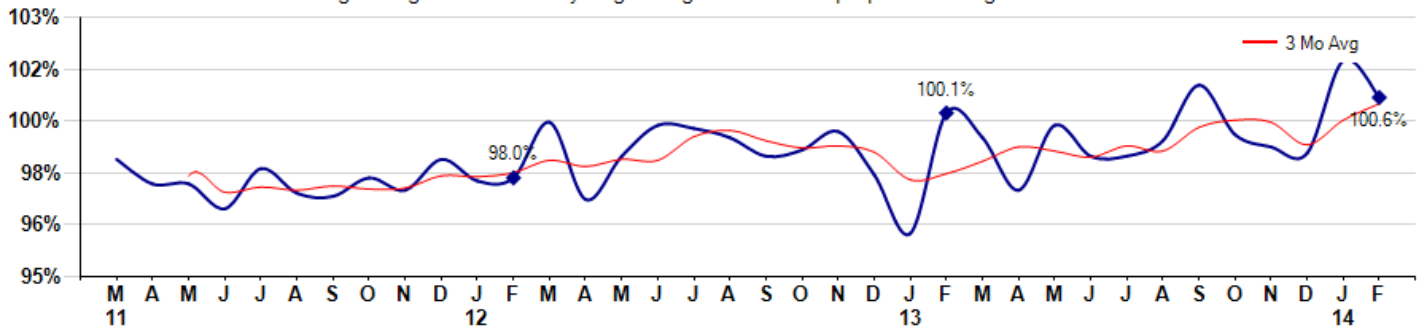


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Selling Price vs Listing Price

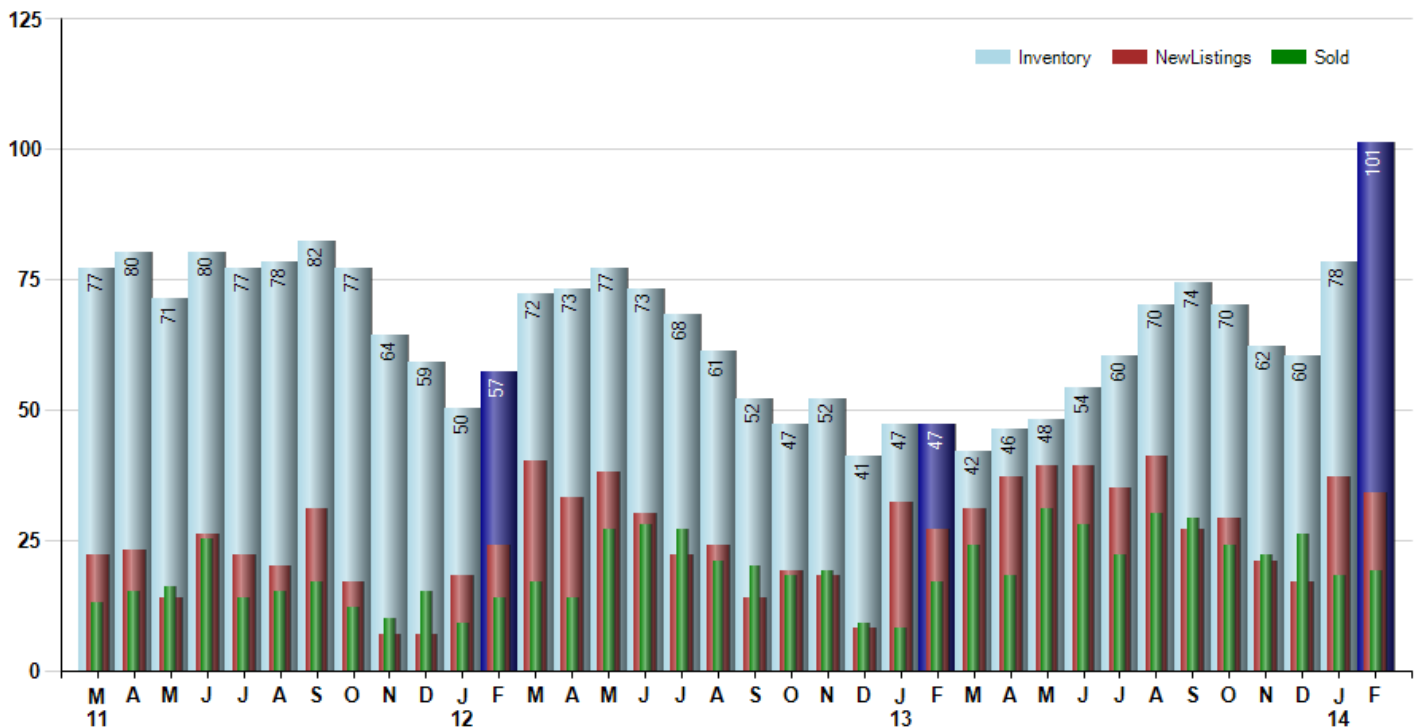
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2014 Selling Price vs List Price of 100.6% was down from 101.8% last month and up from 100.1% in February of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in February 2014 was 34, down -8.1% from 37 last month and up 25.9% from 27 in February of last year.



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MARKET ACTION REPORT

February 2014

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	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Homes Sold	13	15	16	25	14	15	17	12	10	15	9	14	17	14	27	28	27	21	20	18	19	9	8	17	24	18	31	28	22	30	29	24	22	26	18	19
3 Mo. Roll Avg			15	19	18	18	15	15	13	12	11	13	13	15	19	23	27	25	23	20	19	15	12	11	16	20	24	26	27	27	27	28	25	24	22	21

	(000's) M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Median Sale Price	180	165	194	183	213	185	169	180	194	181	215	177	195	184	177	186	181	205	194	186	195	192	220	196	207	185	217	194	235	229	223	225	205	214	209	223
3 Mo. Roll Avg			180	181	197	194	189	178	181	185	197	191	196	185	185	182	181	191	193	195	192	191	202	203	207	196	203	199	215	219	229	226	218	215	209	215

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Inventory	77	80	71	80	77	78	82	77	64	59	50	57	72	73	77	73	68	61	52	47	52	41	47	47	42	46	48	54	60	70	74	70	62	60	78	101
MSI	6	5	4	3	6	5	5	6	6	4	6	4	4	5	3	3	3	3	3	3	3	5	6	3	2	3	2	2	3	2	3	3	3	2	4	5

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Days On Market	136	43	54	77	48	75	109	73	92	77	117	69	113	74	65	64	34	53	63	88	82	39	46	54	52	45	42	47	31	37	21	26	66	69	56	65
3 Mo. Roll Avg			78	58	60	67	77	86	91	81	95	88	100	85	84	68	54	50	50	68	78	70	56	46	51	50	46	45	40	38	30	28	38	54	64	63

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Price per Sq Ft	76	74	74	82	84	75	88	83	102	79	82	71	75	77	86	80	79	82	84	94	87	99	88	87	96	98	93	93	92	90	93	93	86	91	88	85
3 Mo. Roll Avg			75	77	80	80	82	82	91	88	88	77	76	74	79	81	82	80	82	87	88	93	91	91	90	94	96	95	93	92	92	92	91	90	88	88

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Sale to List Price	0.986	0.978	0.978	0.970	0.983	0.975	0.974	0.980	0.976	0.986	0.979	0.980	0.998	0.973	0.987	0.997	0.996	0.993	0.987	0.989	0.995	0.981	0.962	1.001	0.993	0.976	0.997	0.987	0.987	0.992	1.010	0.994	0.990	0.988	1.018	1.006
3 Mo. Roll Avg			0.981	0.975	0.977	0.976	0.977	0.976	0.977	0.981	0.980	0.982	0.986	0.984	0.986	0.986	0.993	0.995	0.992	0.990	0.990	0.988	0.979	0.981	0.985	0.990	0.989	0.987	0.990	0.989	0.996	0.999	0.998	0.991	0.999	1.004

	M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
New Listings	22	23	14	26	22	20	31	17	7	7	18	24	40	33	38	30	22	24	14	19	18	8	32	27	31	37	39	39	35	41	27	29	21	17	37	34
Inventory	77	80	71	80	77	78	82	77	64	59	50	57	72	73	77	73	68	61	52	47	52	41	47	47	42	46	48	54	60	70	74	70	62	60	78	101
Sales	13	15	16	25	14	15	17	12	10	15	9	14	17	14	27	28	27	21	20	18	19	9	8	17	24	18	31	28	22	30	29	24	22	26	18	19

	(000's) M 11	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F
Avg Sale Price	200	167	201	192	237	189	187	179	252	196	220	167	179	192	193	186	184	206	211	191	218	182	265	210	218	207	228	194	260	224	231	235	224	234	206	220
3 Mo. Roll Avg			189	187	210	206	204	185	206	209	223	194	189	179	188	190	188	192	200	203	207	197	222	219	231	212	218	210	227	226	238	230	230	231	221	220

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