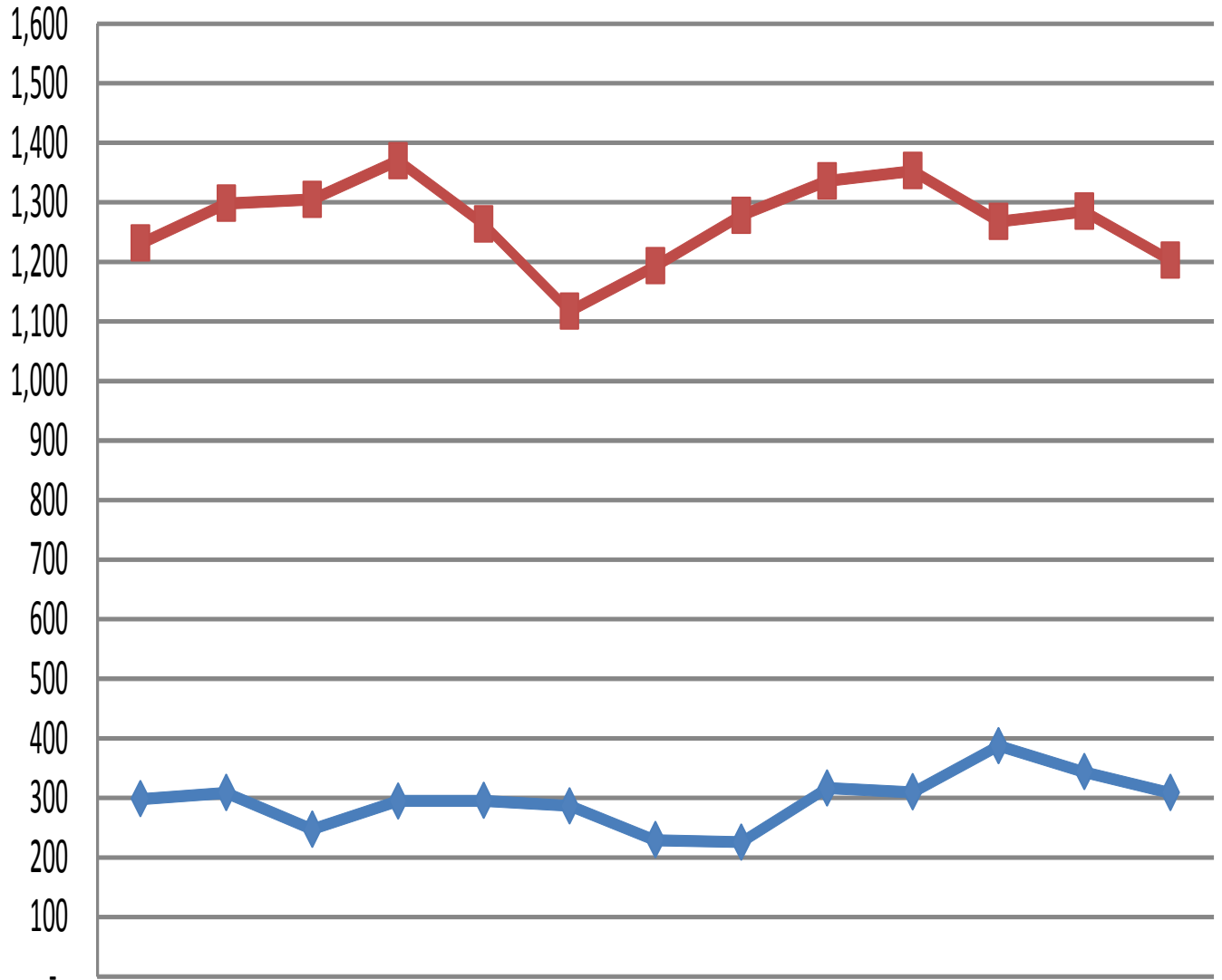


# Washington County Single Family Residential Homes Sold & Total Listings

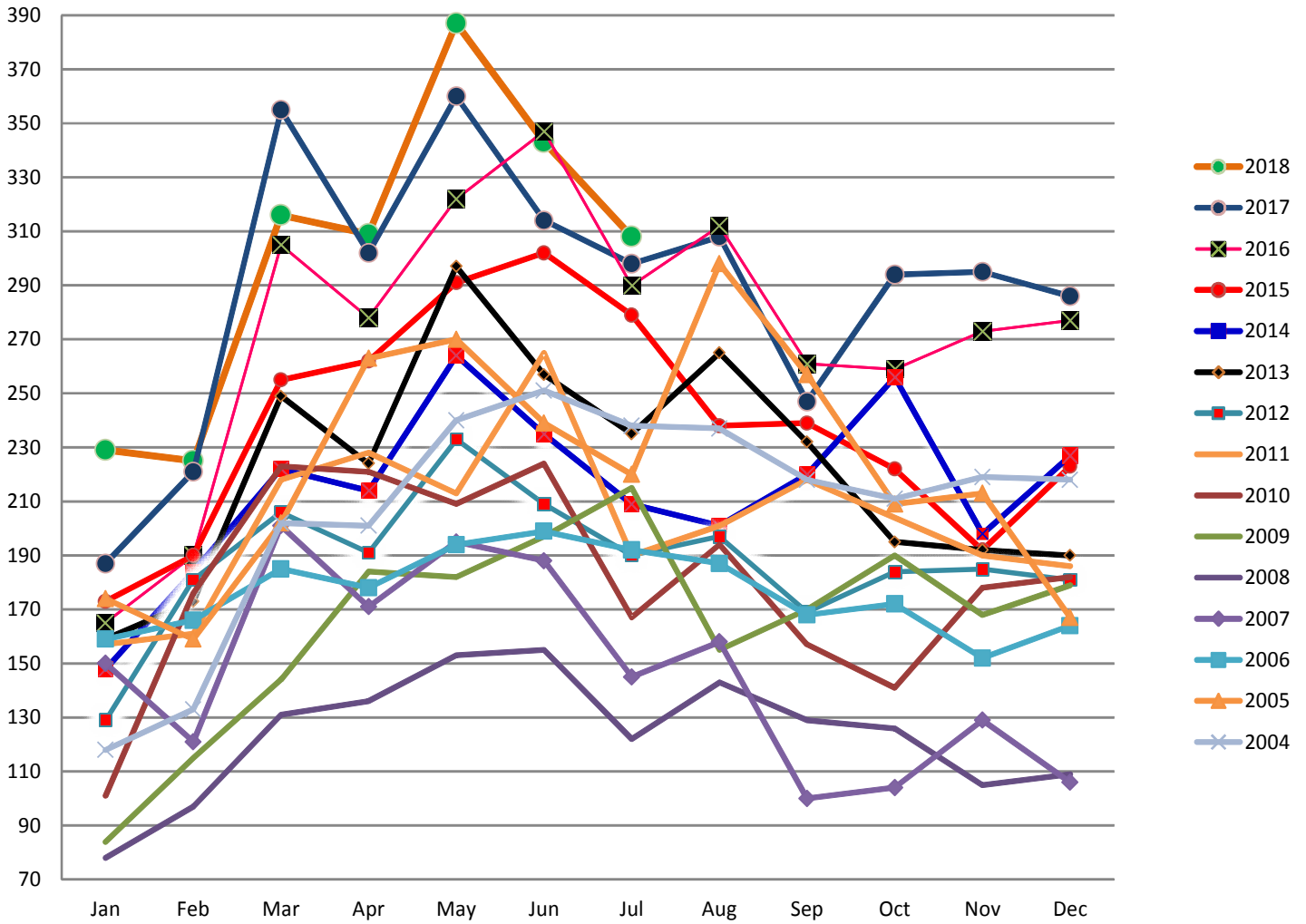
According to the Washington Board of Realtors & does not include Outside Area Numbers.  
Also does not include Condo, Townhouse, Modular, Manufactured, Mobile, or New Construction.



|                  | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 |
|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| ◆ Homes Sold     | 298    | 308    | 247    | 294    | 295    | 286    | 229    | 225    | 316    | 309    | 387    | 343    | 308    |
| ■ Total Listings | 1231   | 1298   | 1305   | 1370   | 1263   | 1117   | 1193   | 1278   | 1336   | 1353   | 1268   | 1285   | 1203   |

# Washington County Single Family Residential Home Sales by Year

According to the Washington Board of Realtors & does not include Outside Area Numbers.  
Also does not include Condo, Townhouse, Modular, Manufactured, Mobile or New Construction.

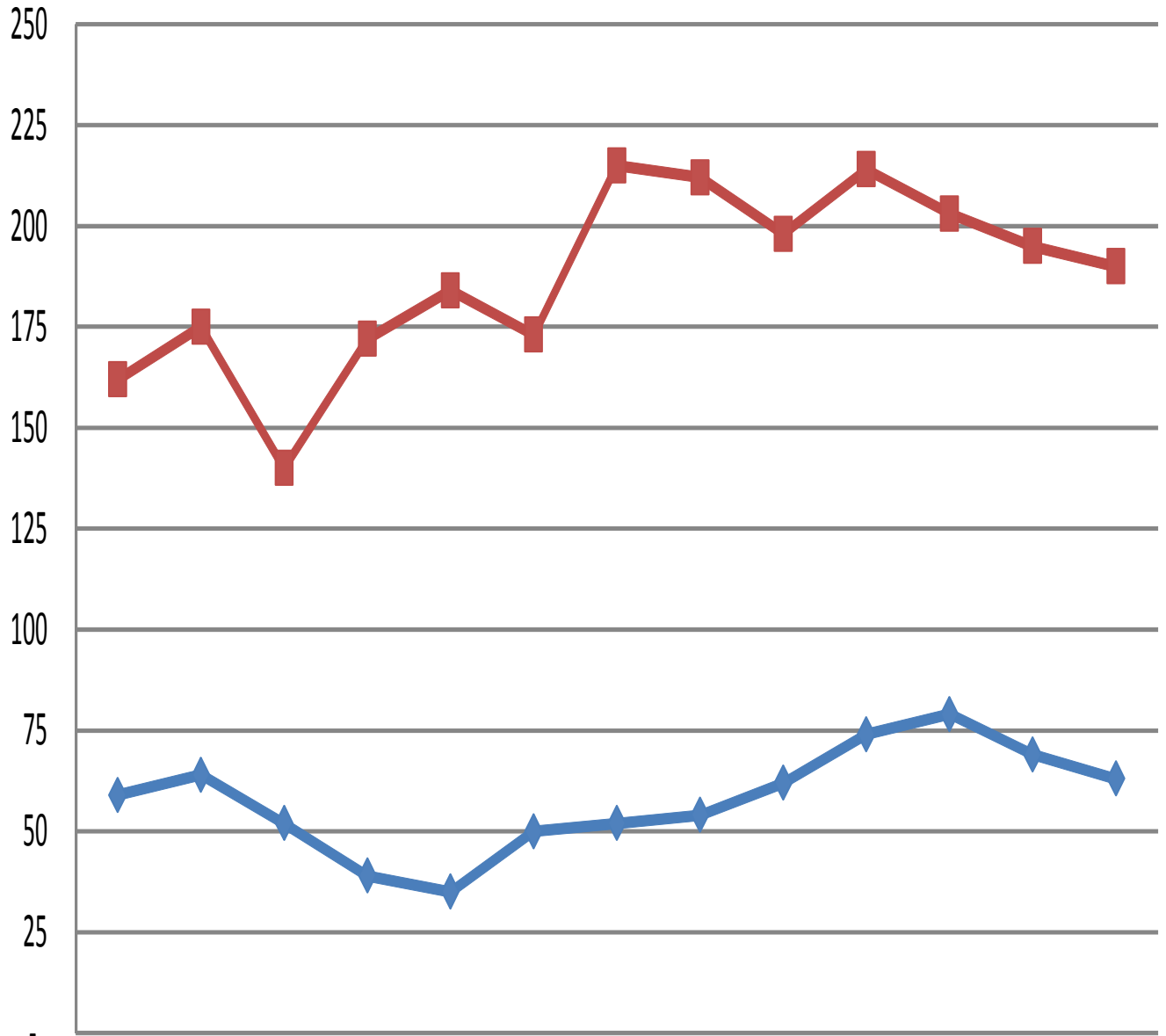


**Home sales by year**

|             | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| <b>2018</b> | 229 | 225 | 316 | 309 | 387 | 343 | 308 |     |     |     |     |     |
| <b>2017</b> | 187 | 221 | 355 | 302 | 360 | 314 | 298 | 308 | 247 | 294 | 295 | 286 |
| <b>2016</b> | 165 | 190 | 305 | 278 | 322 | 347 | 290 | 312 | 261 | 259 | 273 | 277 |
| <b>2015</b> | 173 | 190 | 255 | 262 | 291 | 302 | 279 | 238 | 239 | 222 | 192 | 223 |
| <b>2014</b> | 148 | 184 | 222 | 214 | 264 | 235 | 209 | 201 | 220 | 256 | 198 | 227 |
| <b>2013</b> | 159 | 173 | 249 | 224 | 297 | 257 | 235 | 265 | 232 | 195 | 192 | 190 |
| <b>2012</b> | 129 | 181 | 206 | 191 | 233 | 209 | 190 | 197 | 169 | 184 | 185 | 181 |
| <b>2011</b> | 157 | 161 | 218 | 228 | 213 | 265 | 190 | 201 | 218 | 204 | 190 | 186 |
| <b>2010</b> | 101 | 176 | 223 | 221 | 209 | 224 | 167 | 194 | 157 | 141 | 178 | 182 |
| <b>2009</b> | 84  | 115 | 144 | 184 | 182 | 197 | 215 | 155 | 170 | 190 | 168 | 179 |
| <b>2008</b> | 78  | 97  | 131 | 136 | 153 | 155 | 122 | 143 | 129 | 126 | 105 | 109 |
| <b>2007</b> | 150 | 121 | 201 | 171 | 195 | 188 | 145 | 158 | 100 | 104 | 129 | 106 |
| <b>2006</b> | 159 | 166 | 185 | 178 | 194 | 199 | 192 | 187 | 168 | 172 | 152 | 164 |
| <b>2005</b> | 174 | 159 | 202 | 263 | 270 | 239 | 220 | 298 | 257 | 209 | 213 | 167 |
| <b>2004</b> | 118 | 133 | 202 | 201 | 240 | 251 | 238 | 237 | 218 | 211 | 219 | 218 |

# Washington County Condo/Townhouse Sales & Listings

According to the Washington Board of Realtors & does not include Outside Area Numbers.

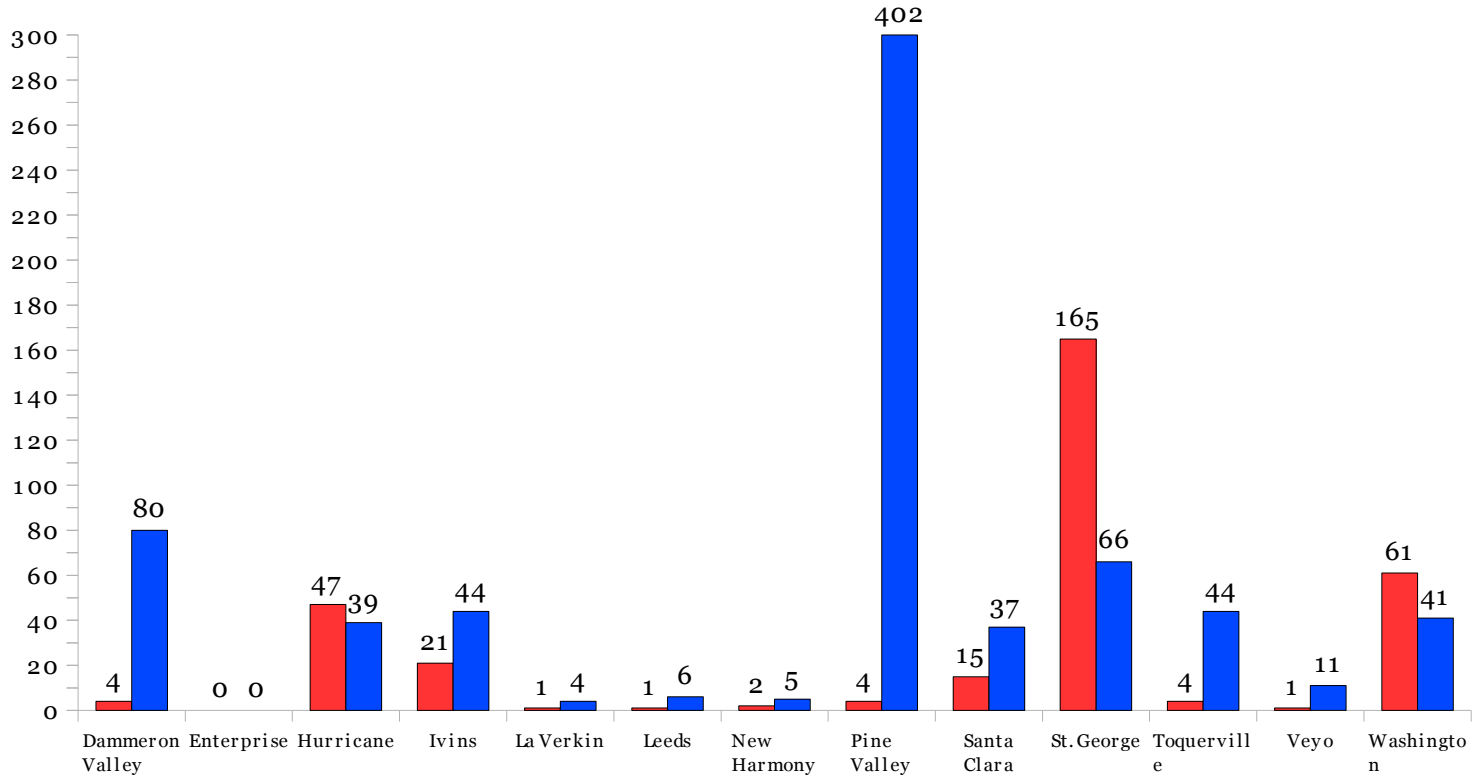


|                           | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| ◆ Condo/Townhome Sold     | 59     | 64     | 52     | 39     | 35     | 50     | 52     | 54     | 62     | 74     | 79     | 69     | 63     |
| ■ Condo/Townhome Listings | 162    | 175    | 140    | 172    | 184    | 173    | 215    | 212    | 198    | 214    | 203    | 195    | 190    |

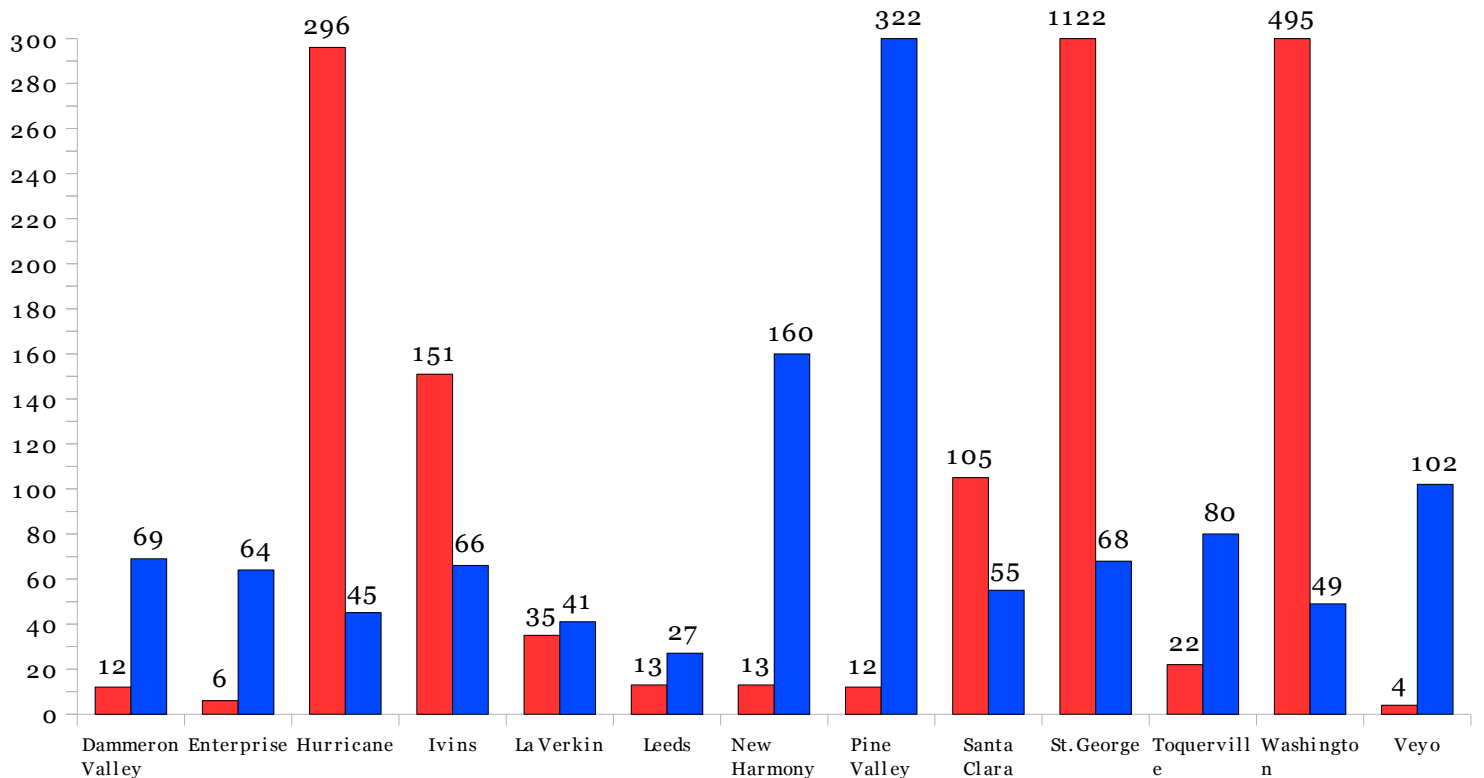
# Statistical Market Analysis of Homes Sold

■ # of Homes Sold      ■ Average Days on the Market

From July 1, 2018 to July 31, 2018 according to Washington County Realtors Assoc.

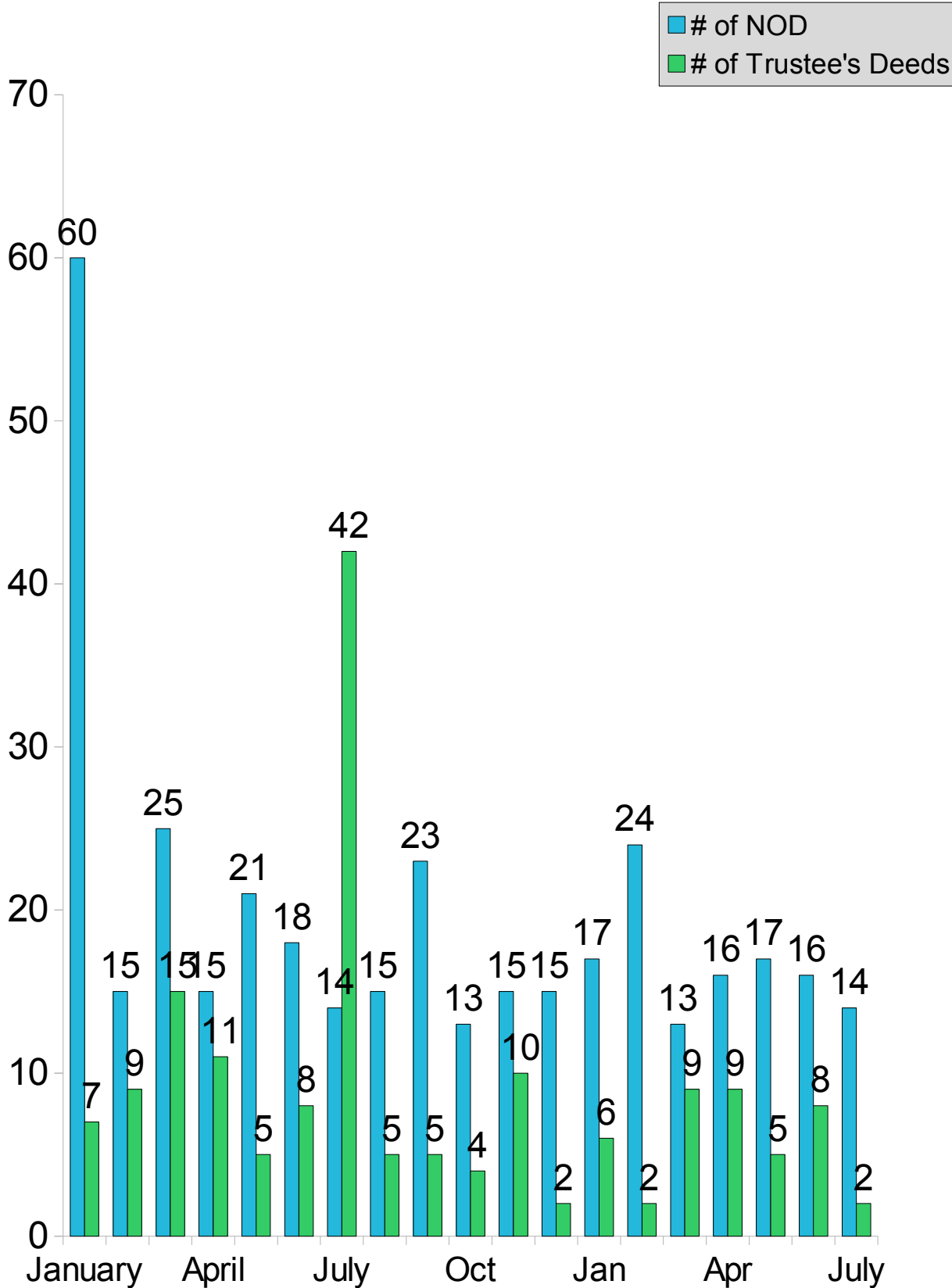


From Jan. 1, 2018 to July 31, 2018 according to Washington County Realtors Assoc.



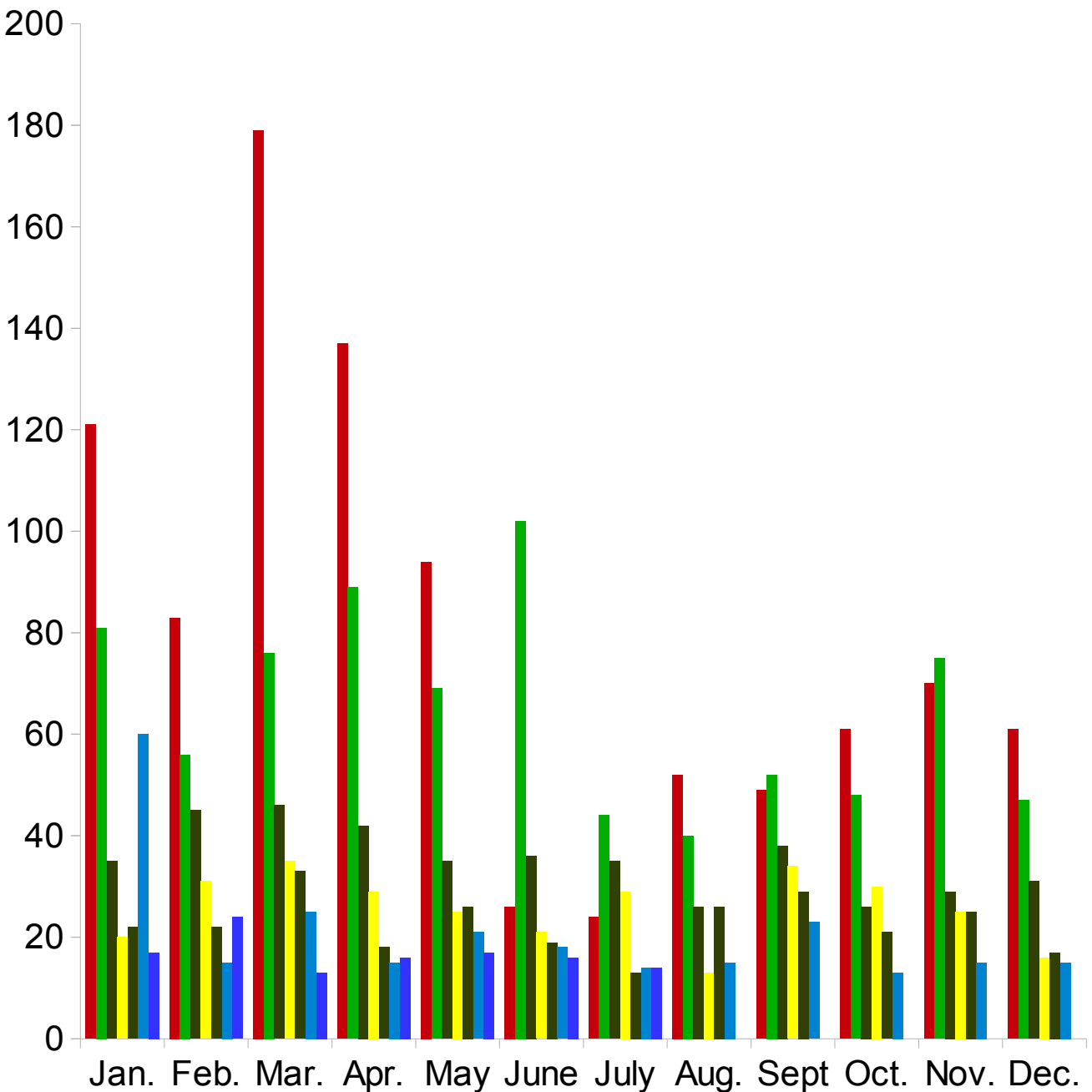
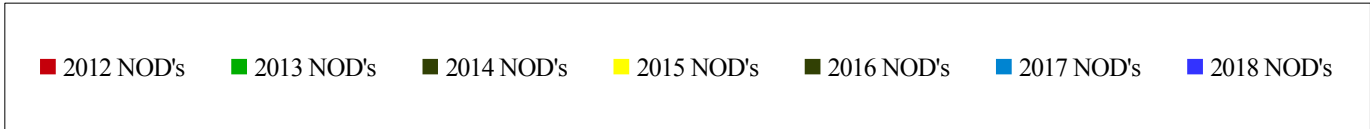
# Washington County Notice of Defaults & Trustee's Deeds Per Month

From Jan. 1, 2017 to July 31, 2018 according to Washington County Records as researched by Invest Title Services, Inc.



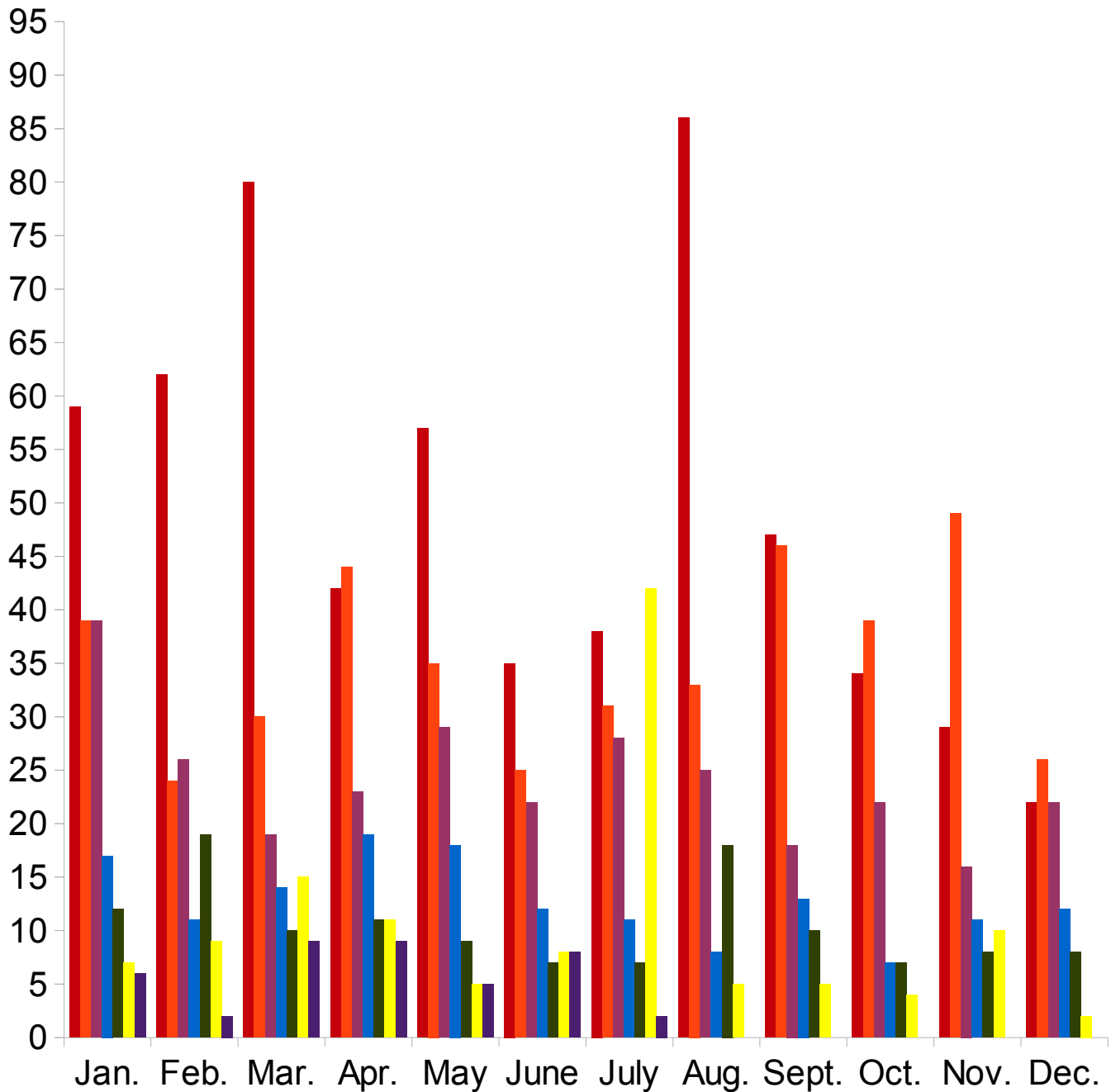
# Washington County Notice of Defaults by Year

From Jan. 1, 2012 to July 31, 2018 according to Washington County Records as researched by Invest Title Services, Inc.



# Washington County Trustee's Deeds by Year

From Jan. 1, 2010 to July 31, 2018 according to Washington County Records as researched by Invest Title Services, Inc.



# Southwestern Utah Building Permit Summary

From Jan. 1, 2018 to August 15, 2018 (permits over \$10,000) according to  
The Southwestern Utah Construction Monitor

| <i>Residential</i>  | <i>Permits</i> | <i>Value</i>         | <i>Units</i> |
|---------------------|----------------|----------------------|--------------|
| Single Family Homes | 1860           | \$367,364,227        | 1903         |
| Other               | 875            | \$82,480,829         | 463          |
| <b>Total</b>        | <b>2735</b>    | <b>\$449,845,056</b> | <b>2366</b>  |

| <i>Commercial</i>              | <i>Permits</i> | <i>Value</i>         | <i>Units</i> |
|--------------------------------|----------------|----------------------|--------------|
| Offices/Banks/R&D Professional | 7              | \$8,717,360          | 0            |
| Retail/Dining/Personal Care    | 13             | \$7,485,750          | 0            |
| Public Buildings & Projects    | 1              | \$192,000            | 0            |
| Other                          | 232            | \$89,336,266         | 0            |
| <b>Total</b>                   | <b>253</b>     | <b>\$105,731,376</b> | <b>0</b>     |



# Top 25 Southwestern Utah Home Builders

From Jan. 1, 2018 to July 31, 2018 according to The  
Southwestern Utah Construction Monitor

| <i>Builder</i>             | <i>Homes</i> | <i>Total Value of Construction Permits</i> |
|----------------------------|--------------|--|
| 1- Cole West Home          | 140          | \$22,230,185.00                            |
| 2- Salisbury Homes         | 149          | \$22,197,491.00                            |
| 3-Ence Homes               | 124          | \$21,882,975.00                            |
| 4-New Trend Construction   | 36           | \$8,636,962.00                             |
| 5-Ivory Homes              | 45           | \$7,647,307.00                             |
| 6- Sun River Construction  | 60           | \$7,605,000.00                             |
| 7-Perry Homes              | 50           | \$7,214,515.00                             |
| 8-S&S Homes                | 31           | \$6,776,566.00                             |
| 9-Sullivan Homes           | 33           | \$5,726,901.00                             |
| 10-Taylor Built Homes      | 20           | \$5,485,000.00                             |
| 11-American Heritage Homes | 28           | \$5,444,316.00                             |
| 12-Desert Sky Homes        | 9            | \$4,559,724.00                             |
| 13-Custom Contracting Corp | 17           | \$4,249,360.00                             |
| 14-Anderson Custom Homes   | 6            | \$3,291,869.00                             |
| 15-Rock Solid Builders     | 15           | \$3,163,955.00                             |
| 16-Cool Homes Inc.         | 9            | \$2,724,235.00                             |
| 17- Interstate Homes       | 16           | \$2,702,557.00                             |
| 18-Gemstone Homes          | 24           | \$2,670,215.00                             |
| 19-Stewart Enterprises     | 20           | \$2,528,620.00                             |
| 20-Enhanced Home Builders  | 15           | \$2,485,552.00                             |
| 21 – Coral Canyon Builders | 12           | \$2,445,570.00                             |
| 22- Van Guilder Homes      | 13           | \$2,376,438.00                             |
| 23- Simister Homes         | 8            | \$2,232,114.00                             |
| 24-Dan Hoopes Construction | 11           | \$1,993,557.00                             |
| 25-Brian Geer Dev          | 7            | \$1,926,260.00                             |

## Subdivided Lots

From July 1, 2018 to July 31, 2018 according to Washington  
County Realtors Assoc.

| <i>Area</i>        | <i># Sold</i> | <i>Avg. Sale Price</i> | <i>Total Active</i> | <i>Days On Market</i> |
|--------------------|---------------|------------------------|---------------------|-----------------------|
| Greater St. George | 21            | \$131,855.00           | 496                 | 220                   |
| Hurricane Valley   | 10            | \$98,746.00            | 135                 | 146                   |
| Zion Park          | 2             | \$95,500.00            | 60                  | 297                   |
| Northwest County   | 1             | \$130,000.00           | 45                  | 375                   |
| Northeast County   | 2             | \$83,500.00            | 20                  | 249                   |
| Outside County     | 9             | \$43,330.00            | 230                 | 274                   |

From Jan. 1, 2018 to July 31, 2018 according to Washington  
County Realtors Assoc.

| <i>Area</i>        | <i># Sold</i> | <i>Avg. Sale Price</i> | <i>Total Active</i> | <i>Days On Market</i> |
|--------------------|---------------|------------------------|---------------------|-----------------------|
| Greater St. George | 253           | \$166,142.00           | 968                 | 203                   |
| Hurricane Valley   | 85            | \$81,929.00            | 299                 | 162                   |
| Zion Park          | 11            | \$91,500.00            | 88                  | 304                   |
| Northwest County   | 21            | \$68,019.00            | 75                  | 325                   |
| Northeast County   | 8             | \$73,488.00            | 33                  | 207                   |
| Outside County     | 86            | \$39,551.00            | 388                 | 261                   |

## Land/Acreage Sold

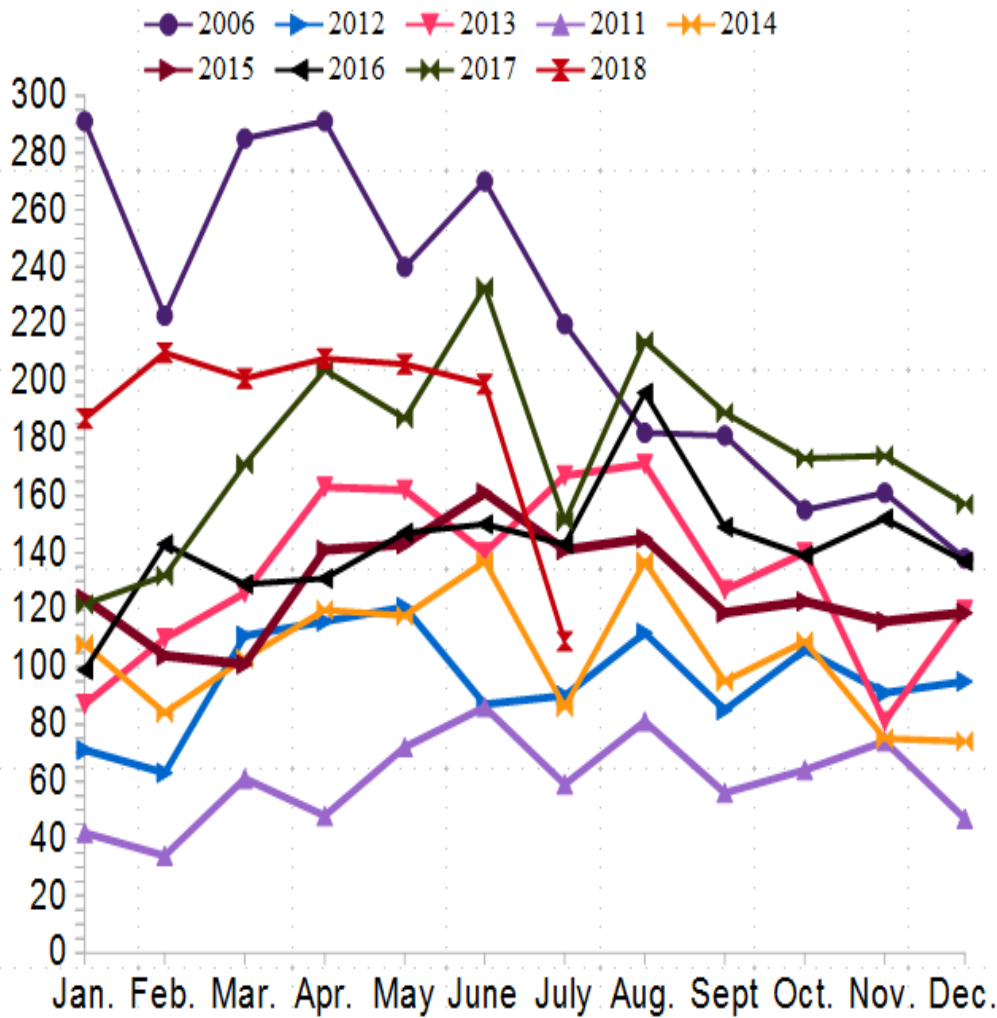
From July 1, 2018 to July 31, 2018 according to Washington County Realtors Assoc.

| <i>Area</i>        | <i># Sold</i> | <i>Avg. Sale Price</i> | <i>Total Active</i> | <i>Days On Market</i> |
|--------------------|---------------|------------------------|---------------------|-----------------------|
| Greater St. George | 3             | \$426,167.00           | 102                 | 283                   |
| Hurricane Valley   | 1             | \$40,000.00            | 48                  | 252                   |
| Zion Park          | 0             | \$0.00                 | 33                  | 358                   |
| Northwest County   | 0             | \$0.00                 | 46                  | 274                   |
| Northeast County   | 1             | \$189,900.00           | 27                  | 179                   |
| Outside County     | 7             | \$142,129.00           | 399                 | 267                   |

From Jan. 1, 2018 to July 31, 2018 according to Washington County Realtors Assoc.

| <i>Area</i>        | <i># Sold</i> | <i>Avg. Sale Price</i> | <i>Total Active</i> | <i>Days On Market</i> |
|--------------------|---------------|------------------------|---------------------|-----------------------|
| Greater St. George | 36            | \$207,740.00           | 168                 | 242                   |
| Hurricane Valley   | 30            | \$259,640.00           | 92                  | 210                   |
| Zion Park          | 7             | \$202,714.00           | 54                  | 304                   |
| Northwest County   | 14            | \$52,671.00            | 74                  | 284                   |
| Northeast County   | 21            | \$124,510.00           | 56                  | 173                   |
| Outside County     | 65            | \$68,845.00            | 585                 | 285                   |

# Single Family Home Permits for Washington County per the Southwest Utah Construction Monitor



|            | 2006     | 2012     | 2013     | 2011     | 2014     | 2015     | 2016     | 2017     | 2018     |
|------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Categories | Y-Values | Y-Values | Y-Values | Y-Values | Y-Values | Y-Values | Y-Values | Y-Values | Y-Values |
| Jan.       | 291      | 71       | 87       | 42       | 108      | 124      | 99       | 122      | 187      |
| Feb.       | 223      | 63       | 110      | 34       | 84       | 104      | 143      | 132      | 210      |
| Mar.       | 285      | 111      | 126      | 61       | 103      | 101      | 129      | 171      | 201      |
| Apr.       | 291      | 116      | 163      | 48       | 120      | 141      | 131      | 204      | 208      |
| May        | 240      | 121      | 162      | 72       | 118      | 143      | 147      | 187      | 206      |
| June       | 270      | 87       | 140      | 86       | 137      | 161      | 150      | 233      | 199      |
| July       | 220      | 90       | 167      | 59       | 86       | 141      | 143      | 151      | 109      |
| Aug.       | 182      | 112      | 171      | 81       | 137      | 145      | 196      | 214      |          |
| Sept.      | 181      | 85       | 127      | 56       | 95       | 119      | 149      | 189      |          |
| Oct.       | 155      | 106      | 140      | 64       | 109      | 123      | 139      | 173      |          |
| Nov.       | 161      | 91       | 81       | 74       | 75       | 116      | 152      | 174      |          |
| Dec.       | 138      | 95       | 120      | 47       | 74       | 119      | 137      | 157      |          |