

Market Overview

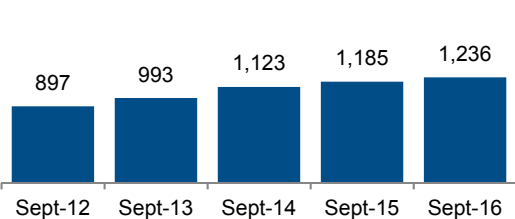


Key Metrics	Historical Sparkbars	Sept 2015	Sept 2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,185	1,236	4.30%	12,591	13,484	7.09%
Pending		669	800	19.58%	6,549	8,055	23.00%
Sold Listings		1,068	1,250	17.04%	9,265	10,617	14.59%
Median Sales Price		242,450	265,000	9.30%	243,000	259,900	6.95%
Average Sales Price		269,105	292,713	8.77%	269,630	284,148	5.38%
Pct. Of List Price Received		98.9	99.6	0.71%	98.9	99.5	0.62%
Days on Market		67	31	-53.73%	82	37	-54.22%
Active Listings		2,706	2,003	-25.98%	2,426	1,869	-22.93%

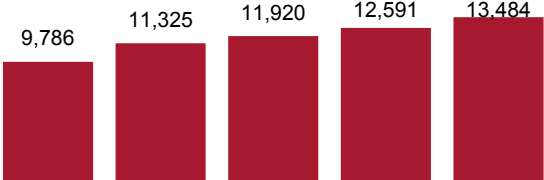
Market Overview



September

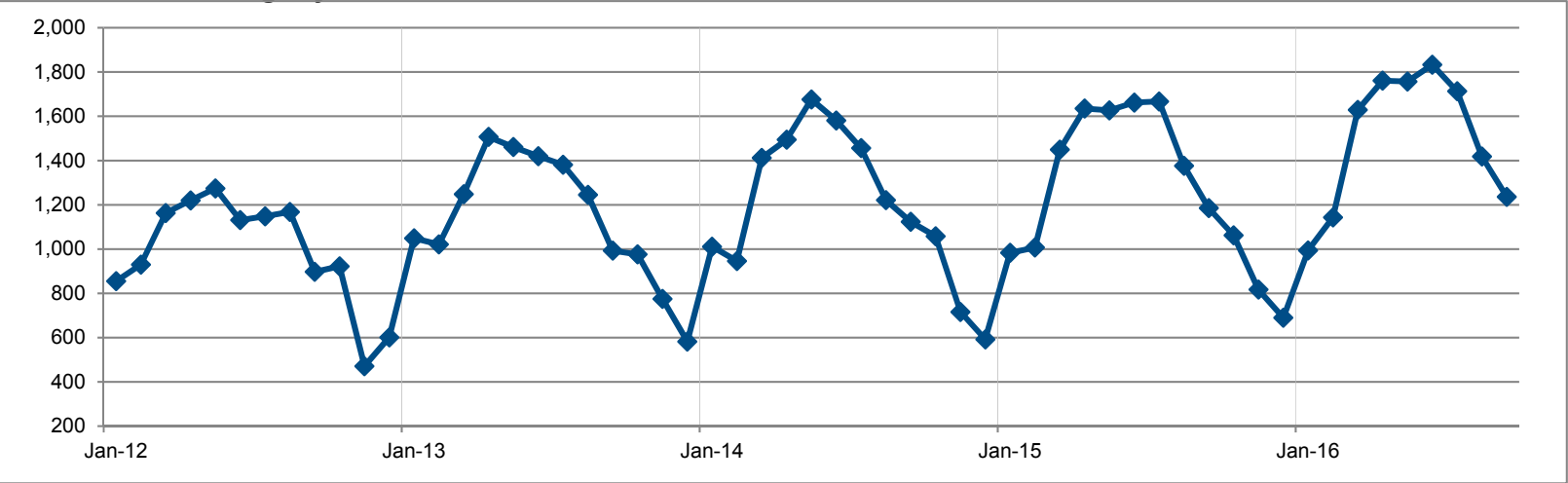


Year to Date



	New Listings	Percent Change
09/2012	897	
09/2013	993	10.70%
09/2014	1,123	13.09%
09/2015	1,185	5.52%
09/2016	1,236	4.30%

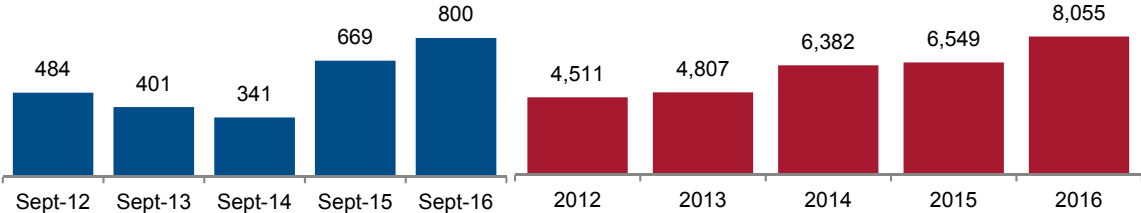
Historical New Listings by Month



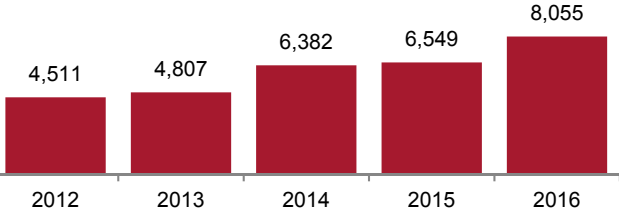
Market Overview



September

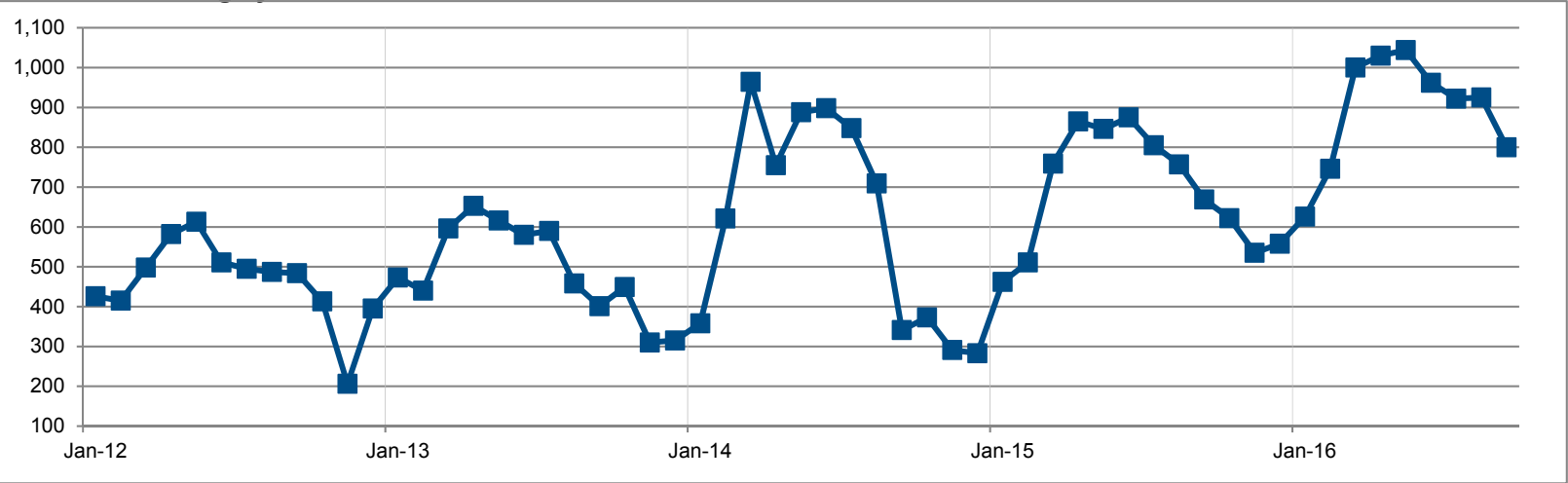


Year to Date



	Pending	Percent Change
09/2012	484	
09/2013	401	-17.15%
09/2014	341	-14.96%
09/2015	669	96.19%
09/2016	800	19.58%

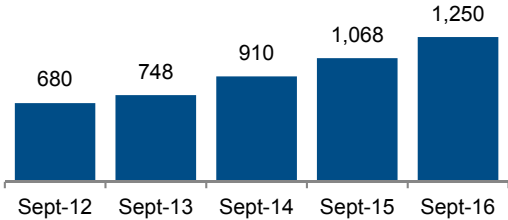
Historical Pending by Month



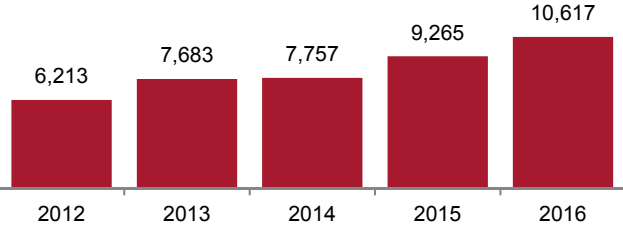
Market Overview



September

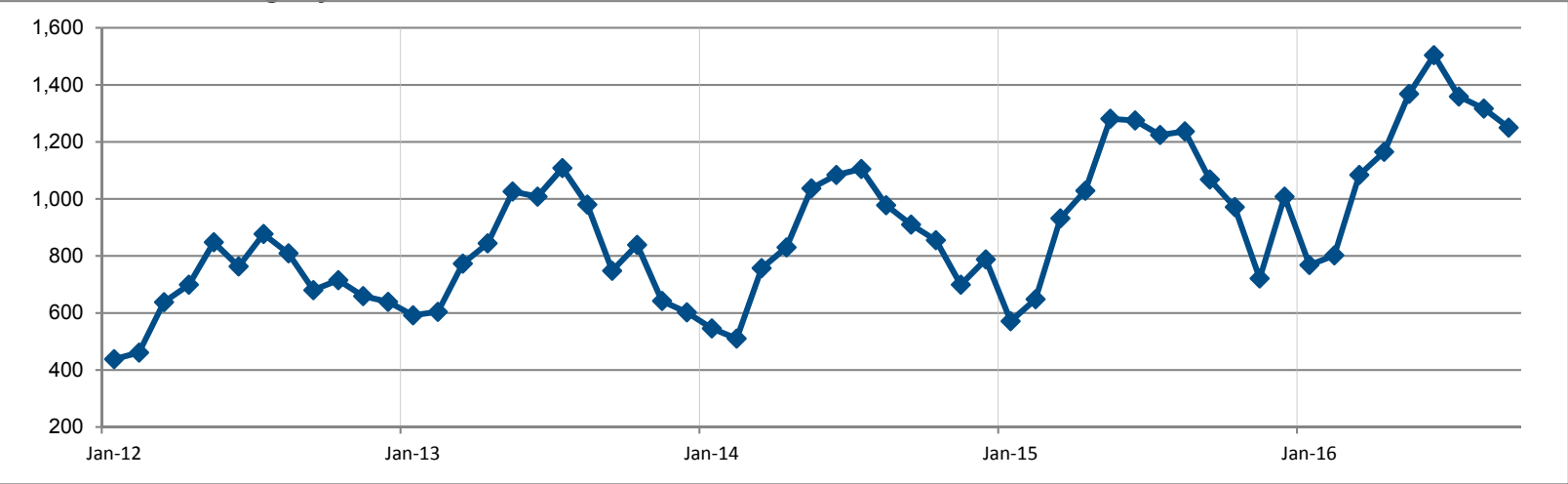


Year to Date



	Sold Listings	Percent Change
09/2012	680	
09/2013	748	10.00%
09/2014	910	21.66%
09/2015	1,068	17.36%
09/2016	1,250	17.04%

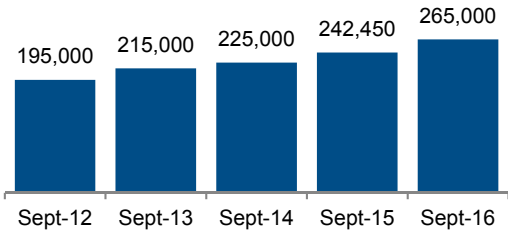
Historical Sold Listings by Month



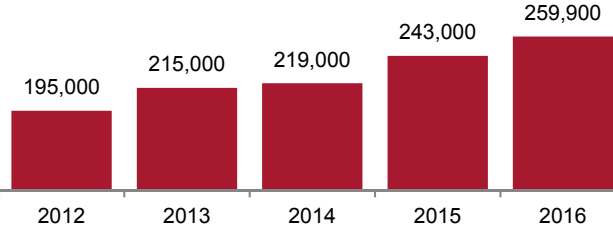
Market Overview



September

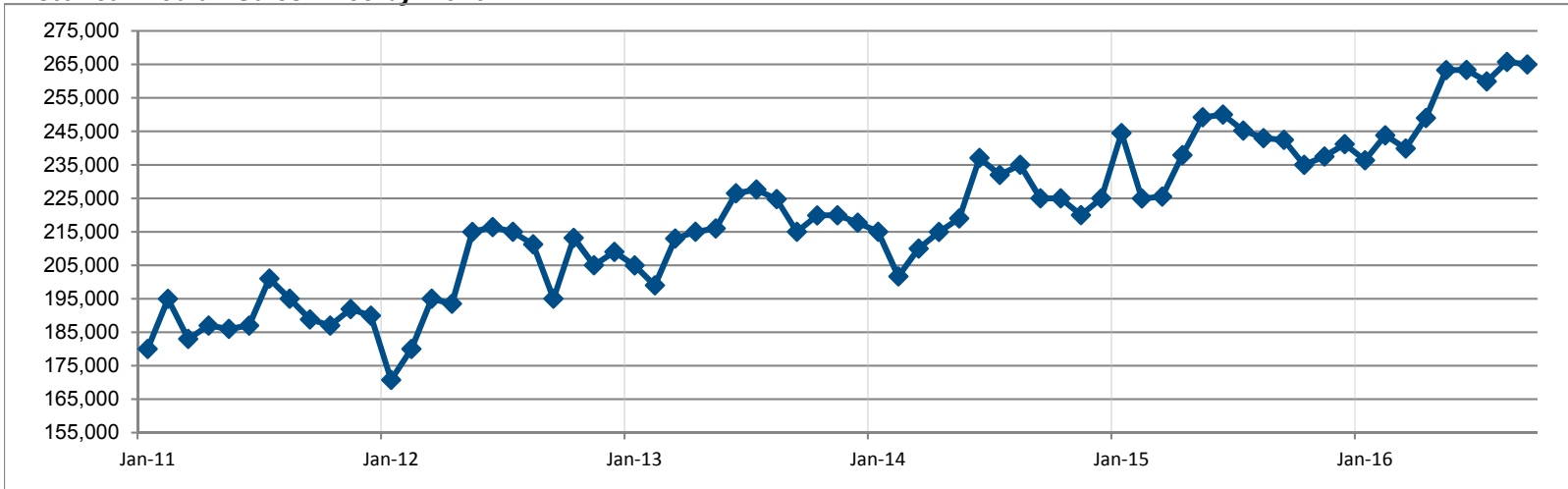


Year to Date - Median



	Median Sales Price	Percent Change
09/2012	195,000	
09/2013	215,000	10.26%
09/2014	225,000	4.65%
09/2015	242,450	7.76%
09/2016	265,000	9.30%

Historical Median Sales Price by Month

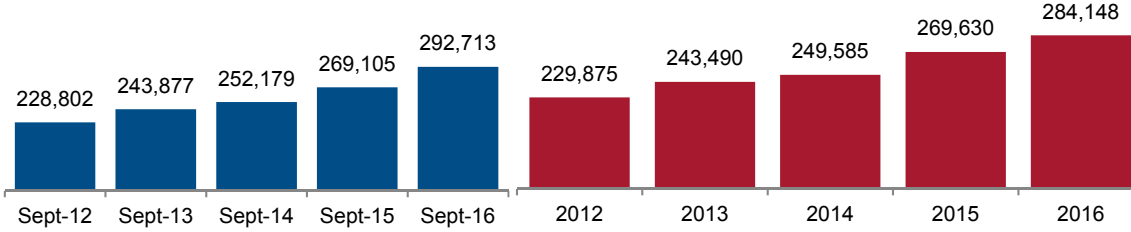


Market Overview



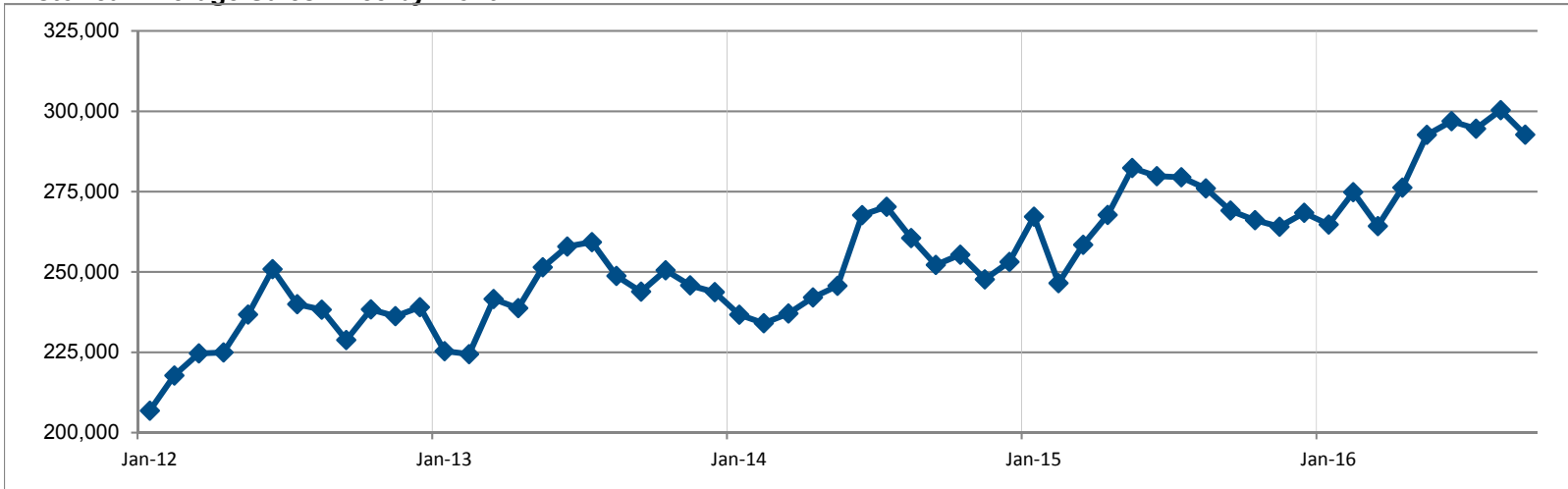
September

Year to Date - Average



	Average Sales Price	Percent Change
09/2012	228,802	
09/2013	243,877	6.59%
09/2014	252,179	3.40%
09/2015	269,105	6.71%
09/2016	292,713	8.77%

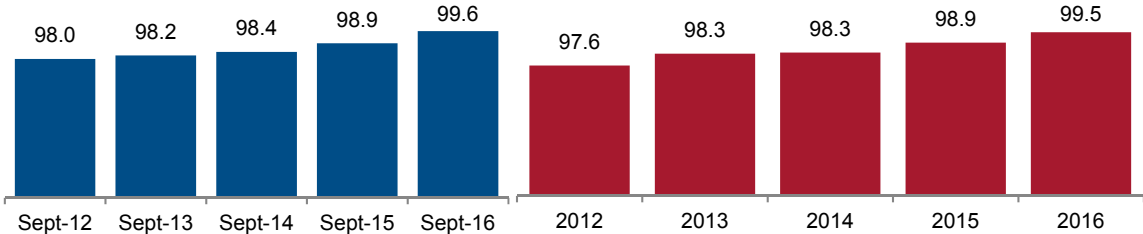
Historical Average Sales Price by Month



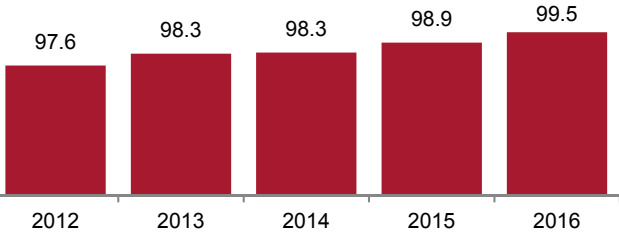
Market Overview



September

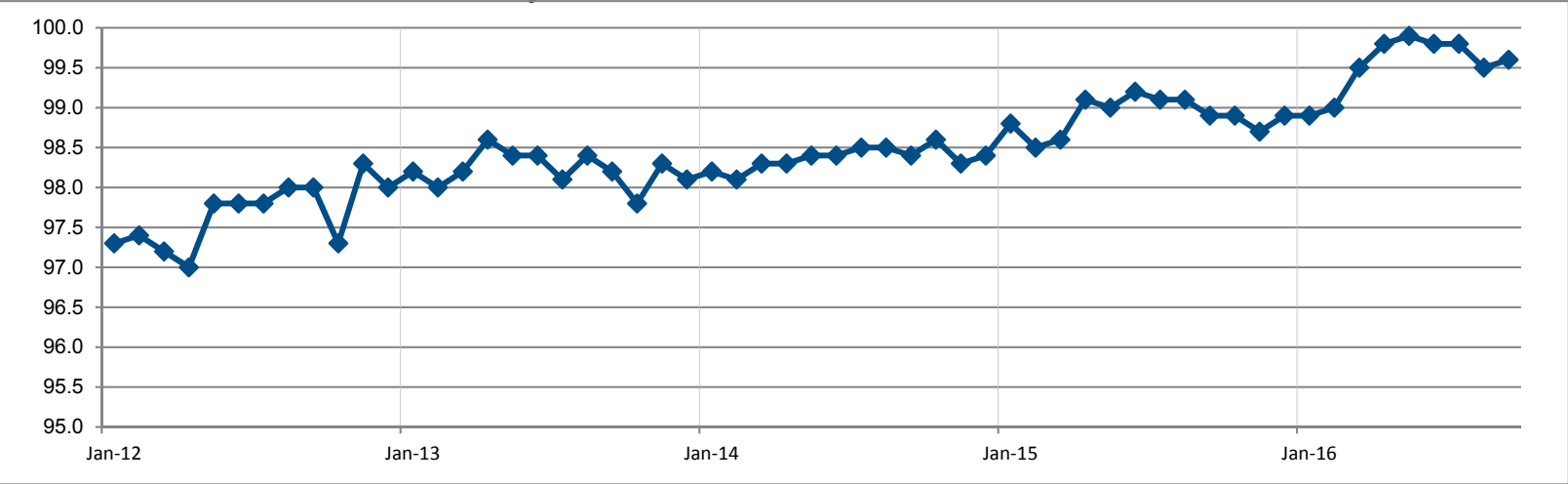


Year to Date - Average



	Pct of List Recvd	Percent Change
09/2012	98.0	
09/2013	98.2	0.20%
09/2014	98.4	0.20%
09/2015	98.9	0.51%
09/2016	99.6	0.71%

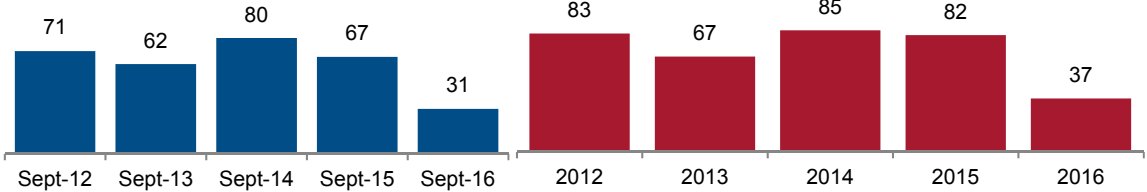
Historical Percent of List Price Received by Month



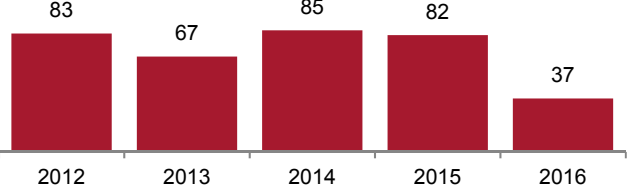
Market Overview



September

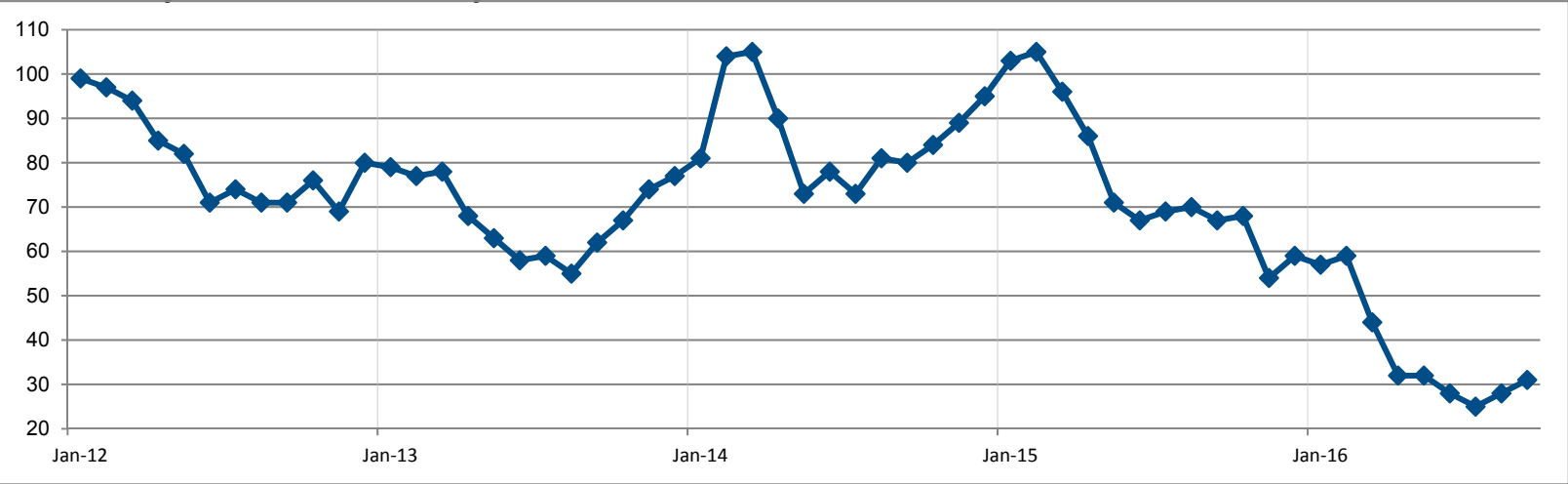


Year to Date - Average



	DOM	Percent Change
09/2012	71	
09/2013	62	-12.68%
09/2014	80	29.03%
09/2015	67	-16.25%
09/2016	31	-53.73%

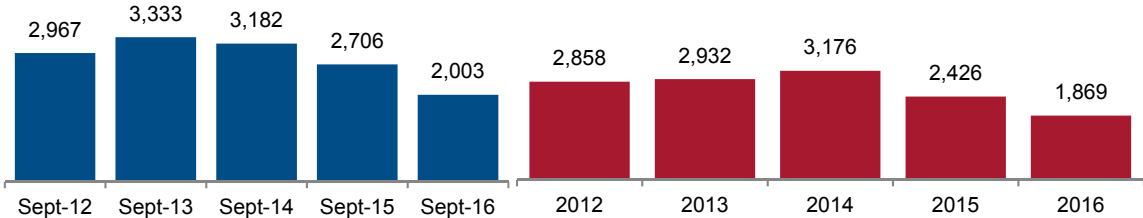
Historical Days on Market Until Sale by Month



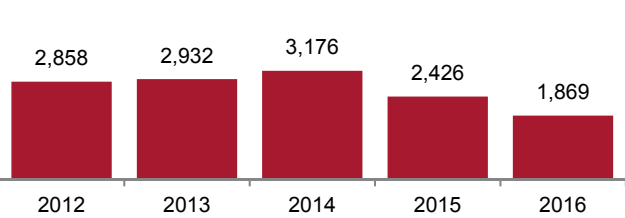
Market Overview



September

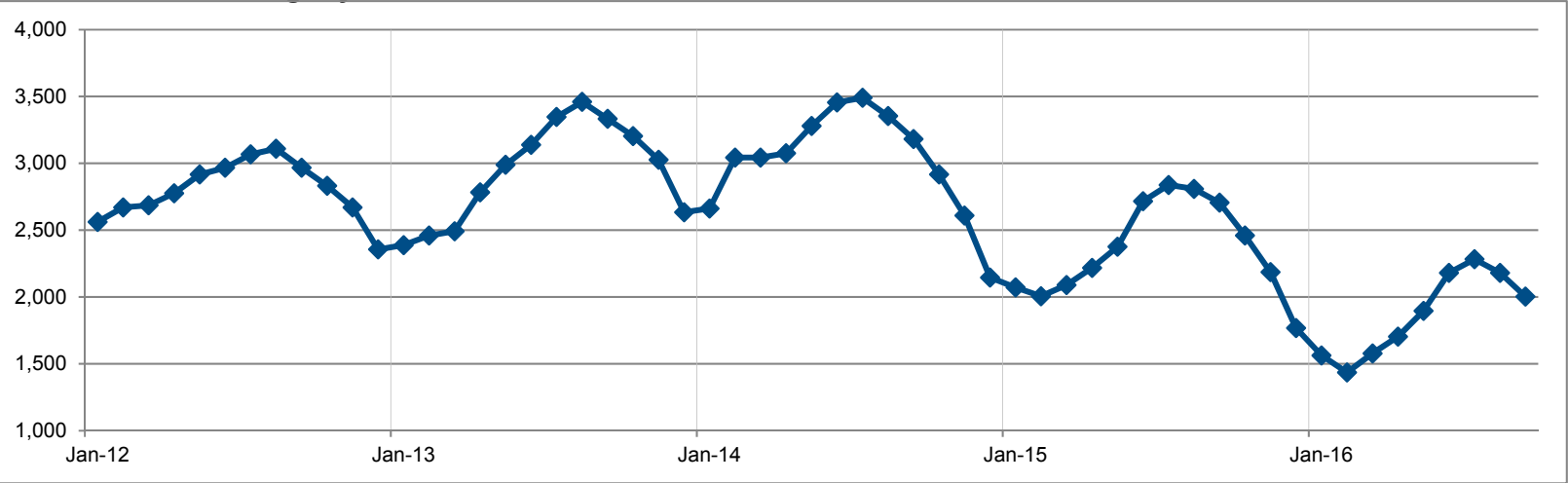


Year to Date - Average



	Active Listings	Percent Change
09/2012	2,967	
09/2013	3,333	12.34%
09/2014	3,182	-4.53%
09/2015	2,706	-14.96%
09/2016	2,003	-25.98%

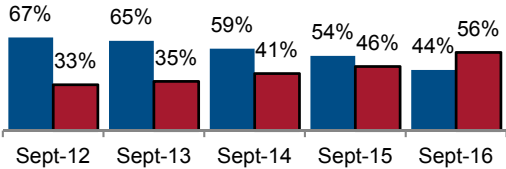
Historical Active Listings by Month



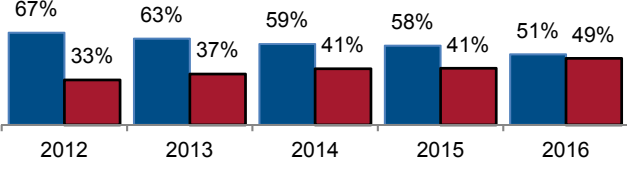
Market Overview



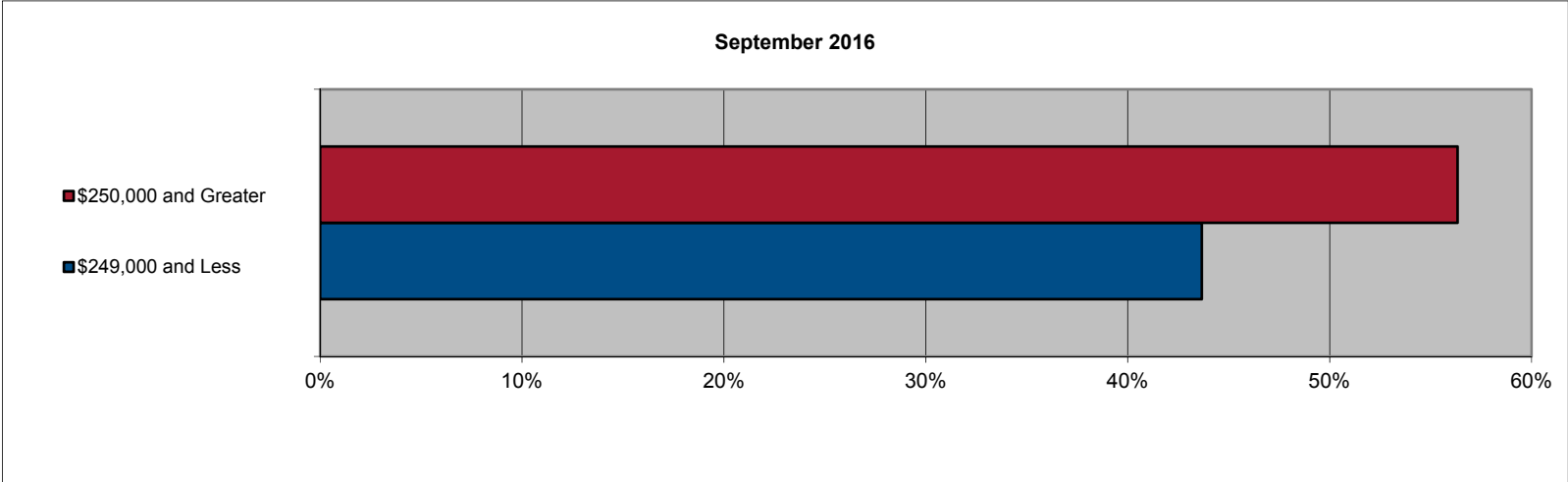
September



Year to Date



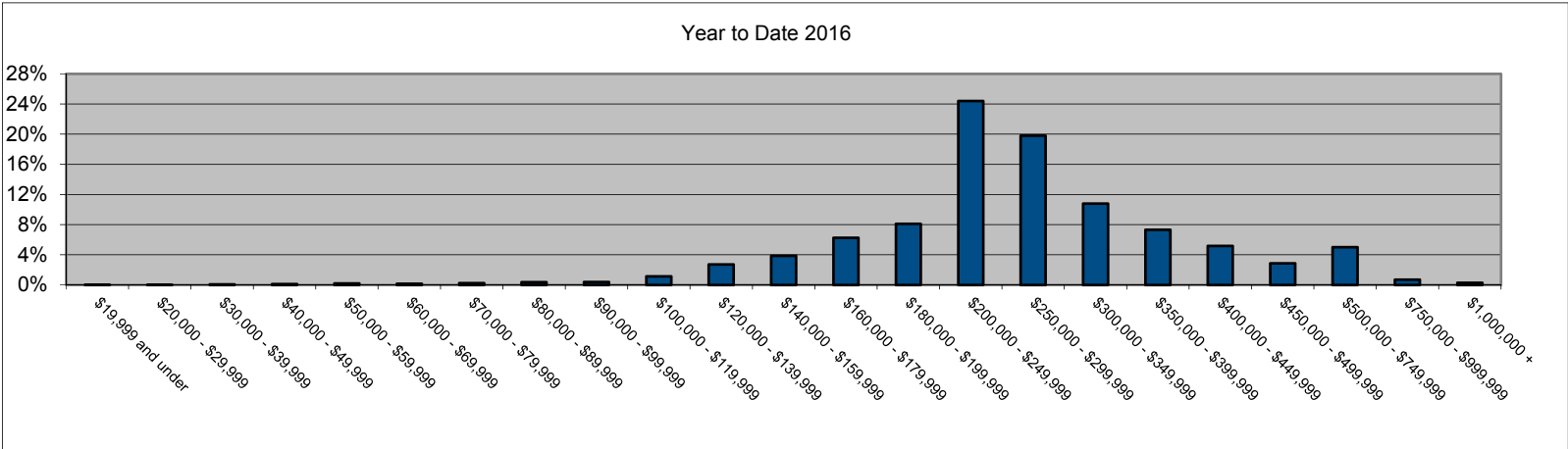
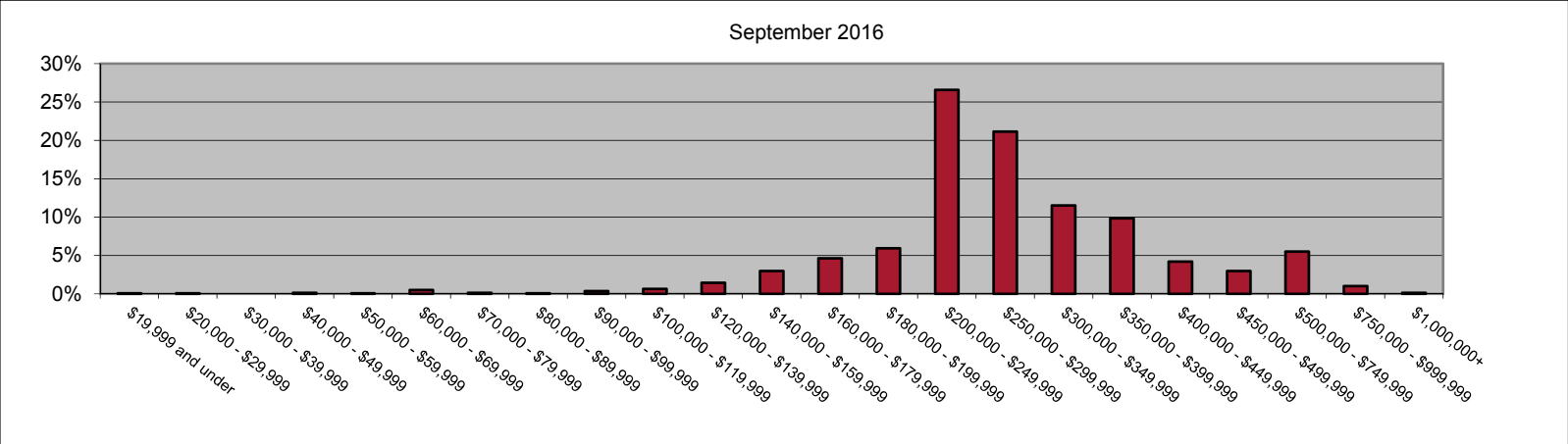
Percent of Sales by Price



Market Overview



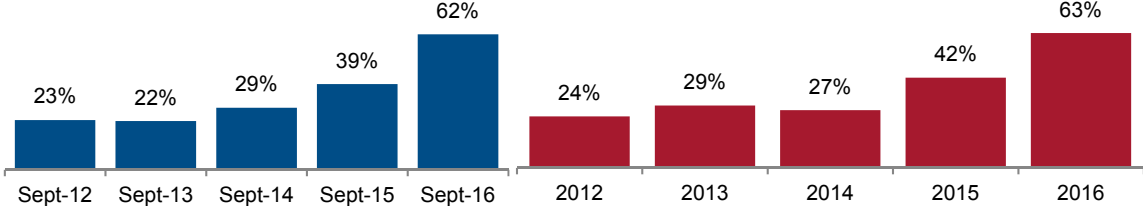
Percent of Sales by Price



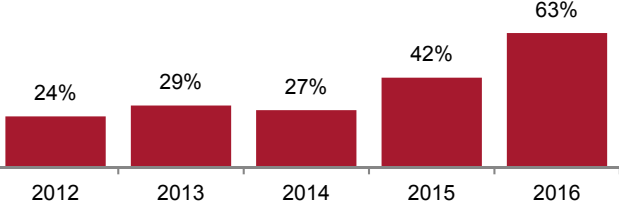
Market Overview



September

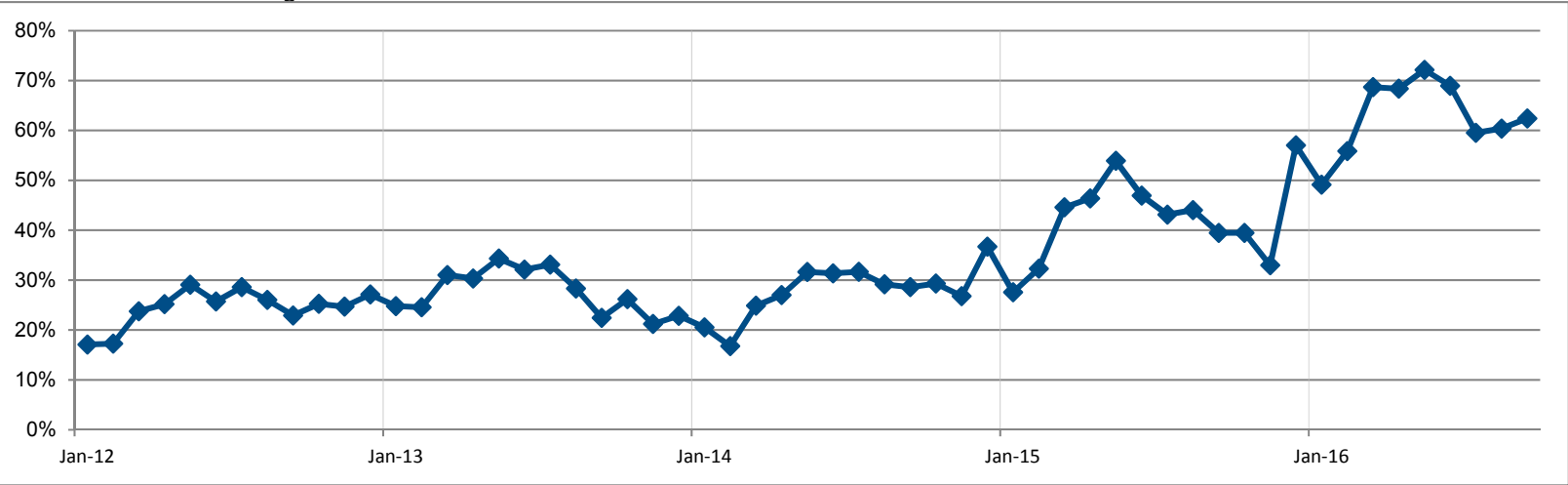


Year to Date - Average



	Sales as a % of Active Listings	Percent Change
09/2012	23%	
09/2013	22%	-2.08%
09/2014	29%	27.43%
09/2015	39%	38.01%
09/2016	62%	58.12%

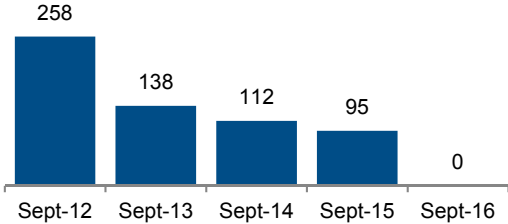
Sales as a % of Active Listings



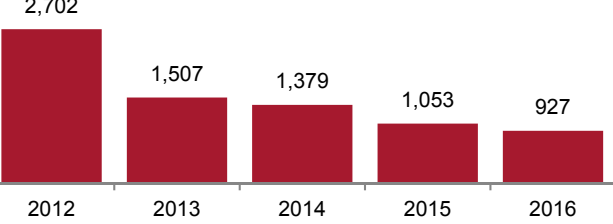
Market Overview



September

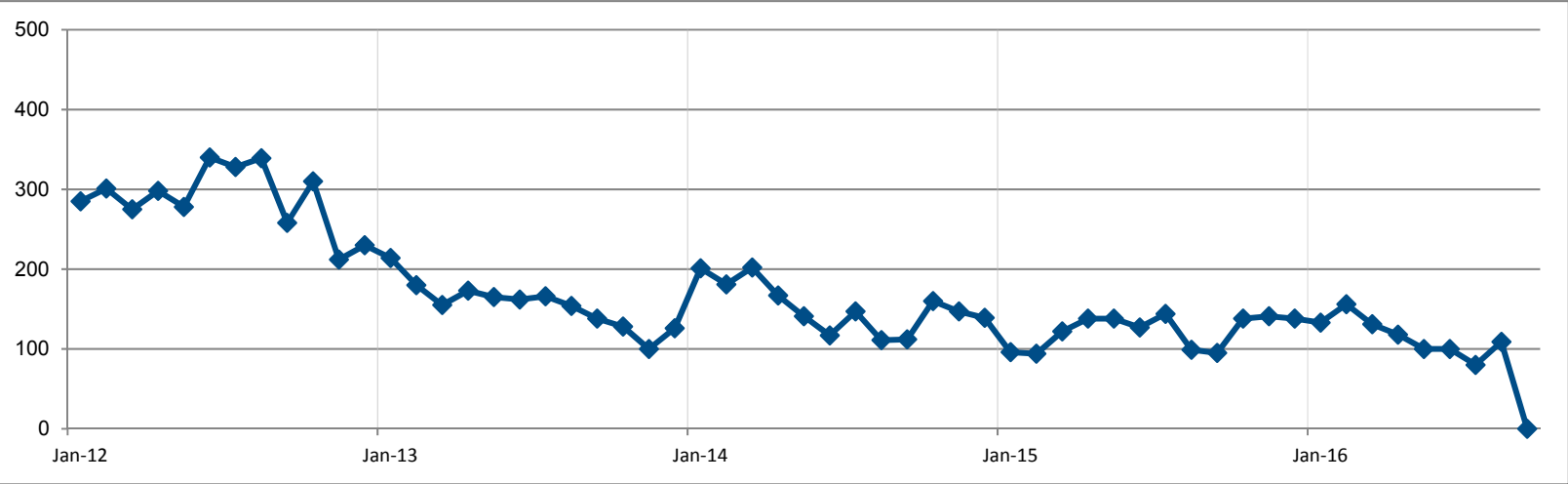


Year to Date



	Foreclosures	Percent Change
09/2012	258	
09/2013	138	-46.51%
09/2014	112	-18.84%
09/2015	95	-15.18%
09/2016	0	-100.00%

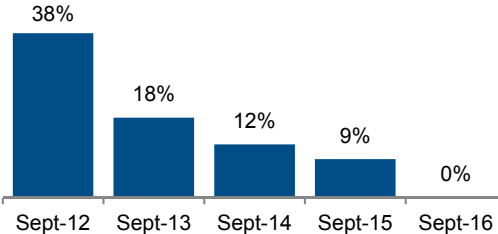
Foreclosures



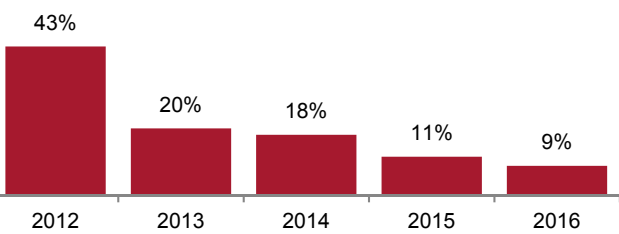
Market Overview



September

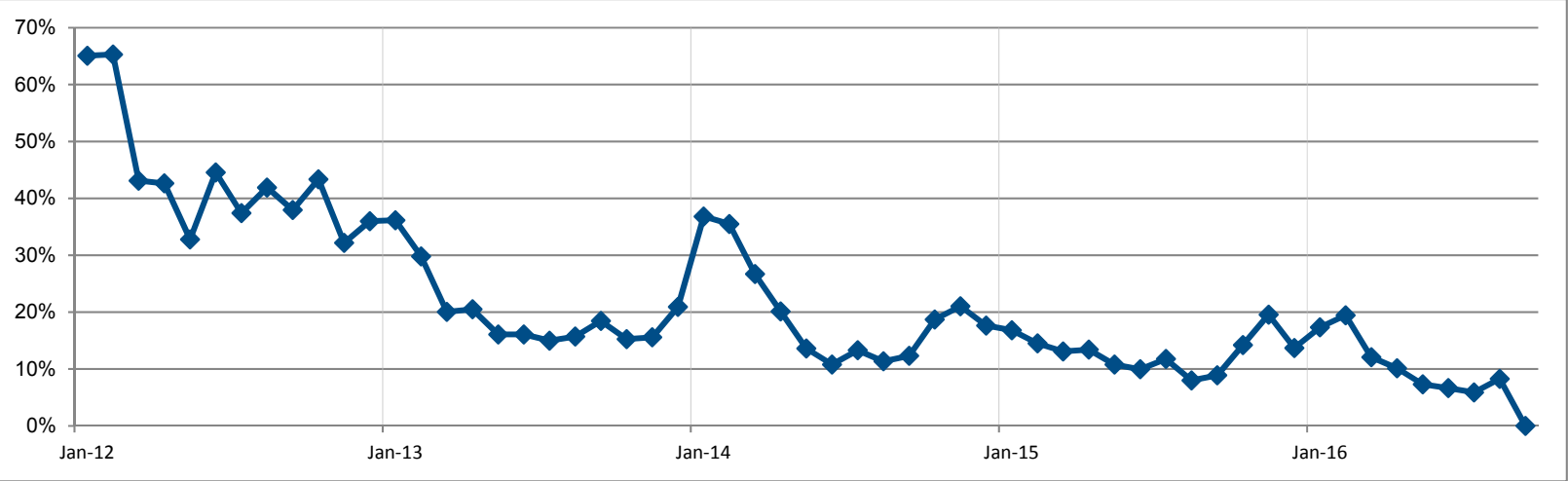


Year to Date



	Foreclosure as % of Sales	Percent Change
09/2012	38%	
09/2013	18%	-51.37%
09/2014	12%	-33.29%
09/2015	9%	-27.73%
09/2016	0%	-100.00%

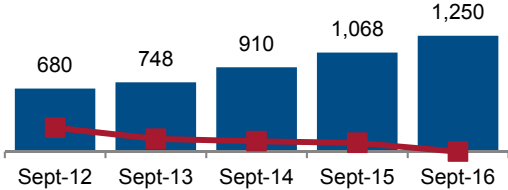
Foreclosures as a % of Sales



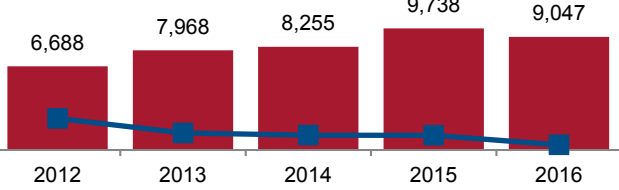
Market Overview



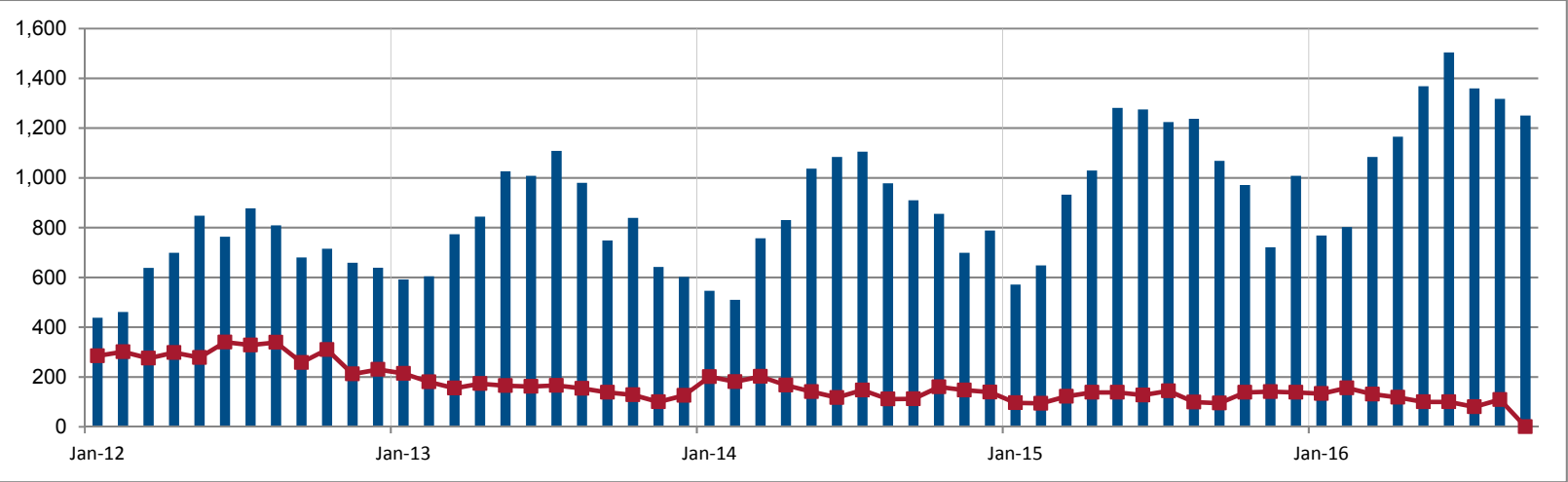
September



Year to Date - Total



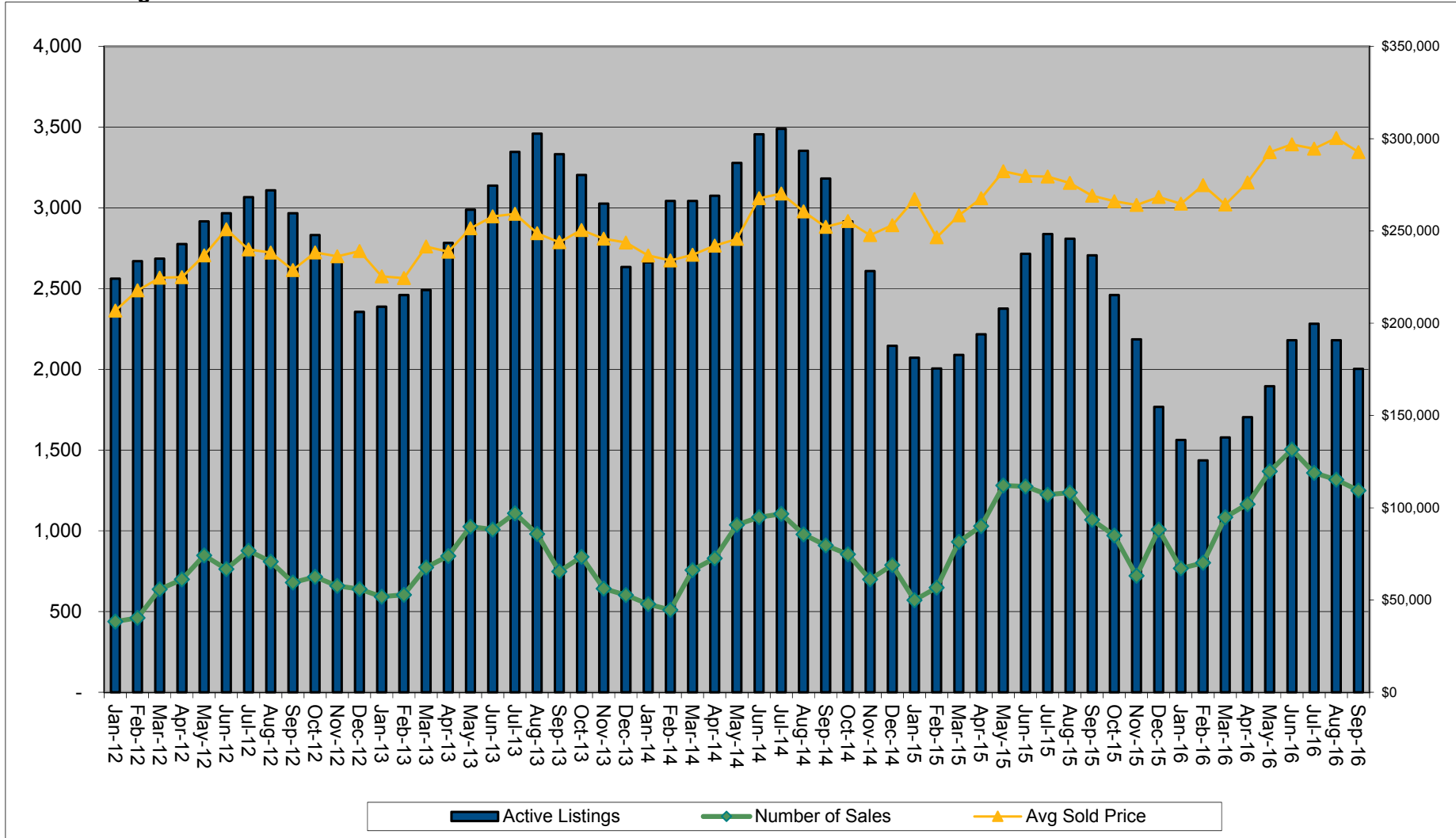
Number of Sales v Number of Foreclosures



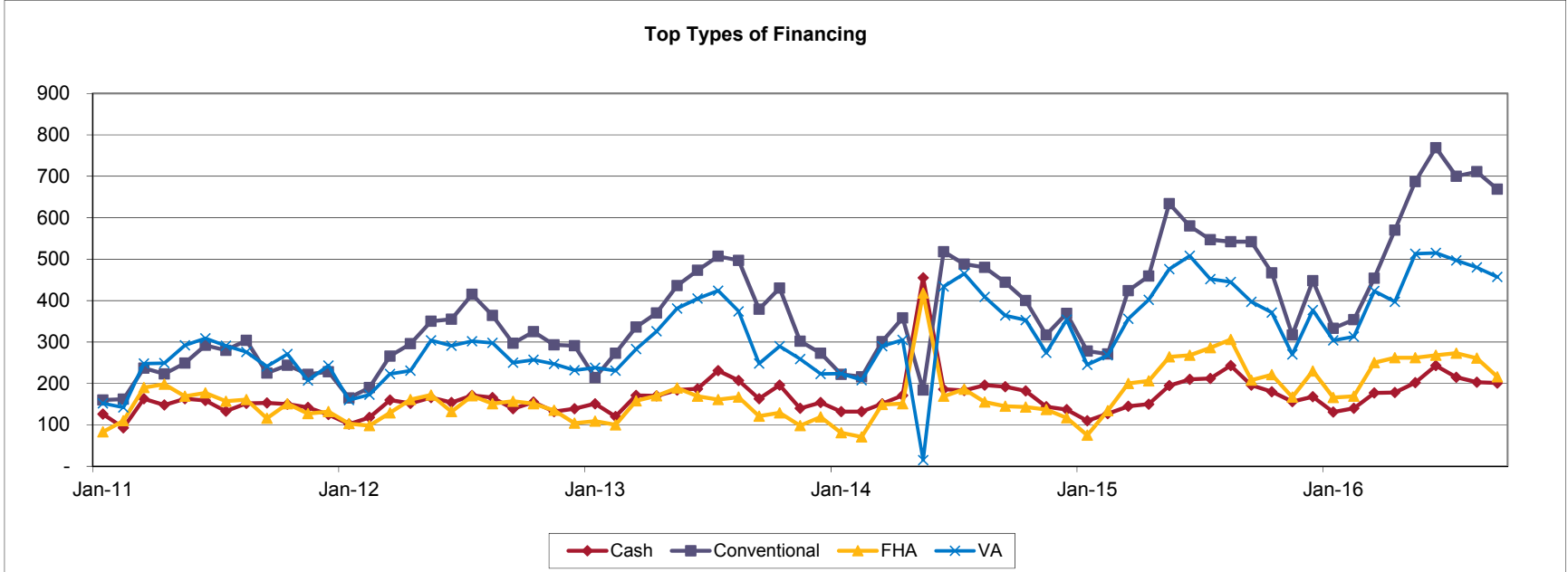
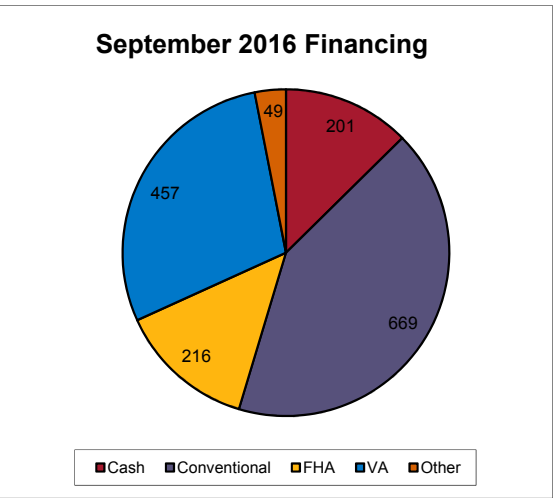
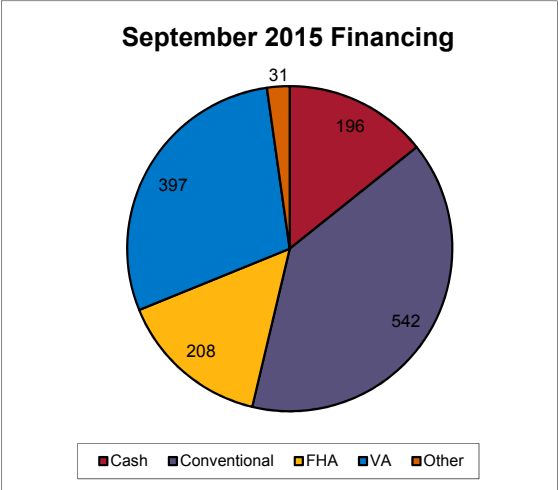
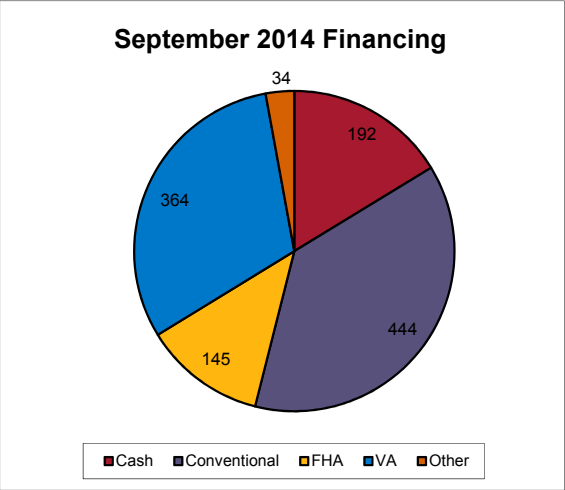
Market Overview



Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

