

Market Overview

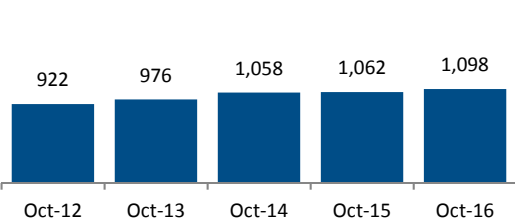


Key Metrics	Historical Sparkbars	Oct 2015	Oct 2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,062	1,098	3.39%	13,653	14,582	6.80%
Pending		622	778	25.08%	7171	8,833	23.18%
Sold Listings		971	1,142	17.61%	10,236	11,759	14.88%
Median Sales Price		235,000	256,575	9.18%	242,725	258,238	6.39%
Average Sales Price		266,104	293,491	10.29%	269,277	285,082	5.87%
Pct. Of List Price Received		98.9	99.2	0.30%	98.9	99.5	0.59%
Days on Market		68	37	-45.59%	80	37	-53.49%
Active Listings		2,460	1,824	-25.85%	2,429	1,865	-23.23%

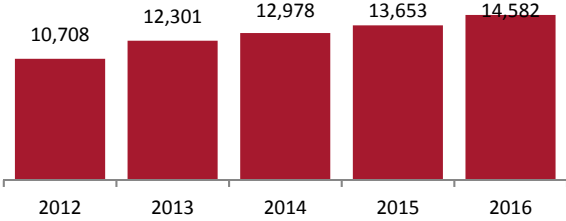
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October

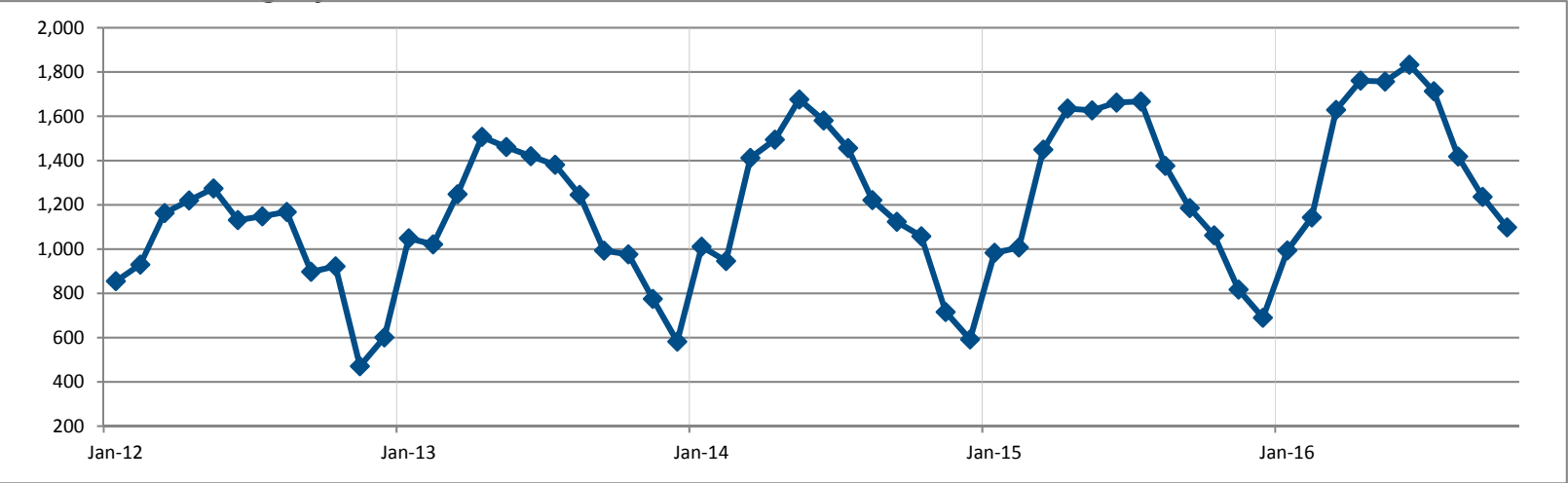


Year to Date



	New Listings	Percent Change
10/2012	922	
10/2013	976	5.86%
10/2014	1,058	8.40%
10/2015	1,062	0.38%
10/2016	1,098	3.39%

Historical New Listings by Month

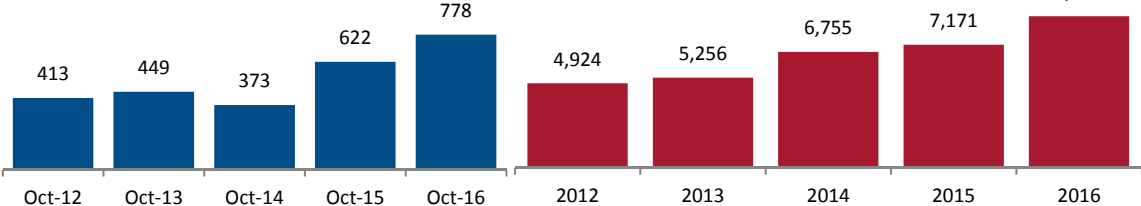


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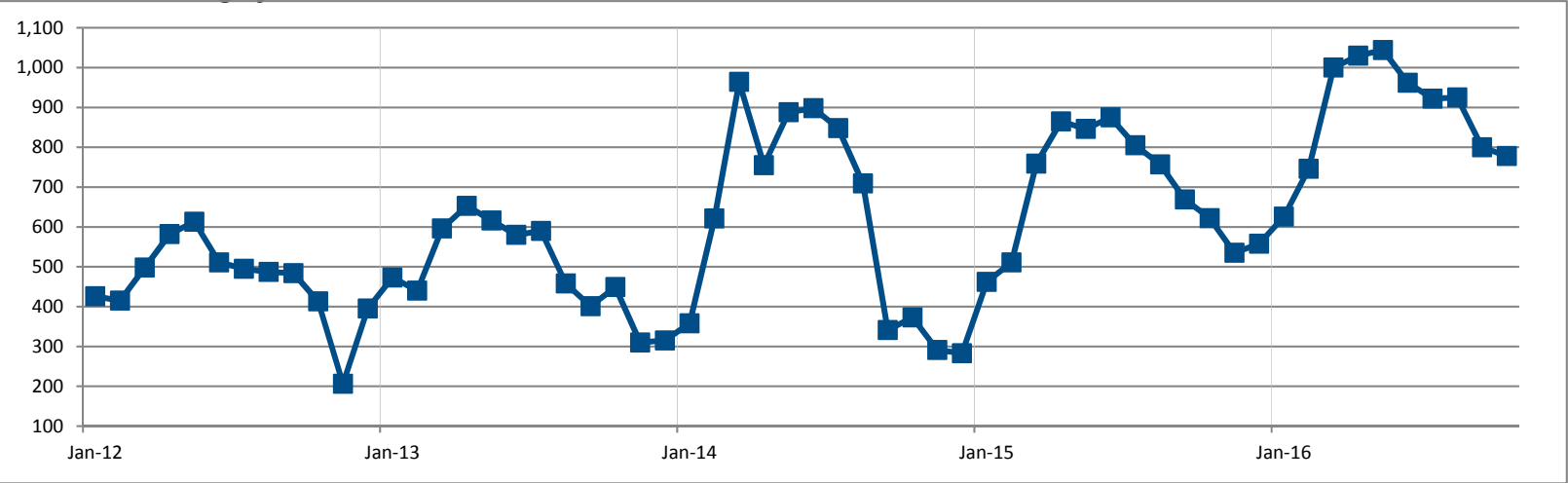
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Year to Date

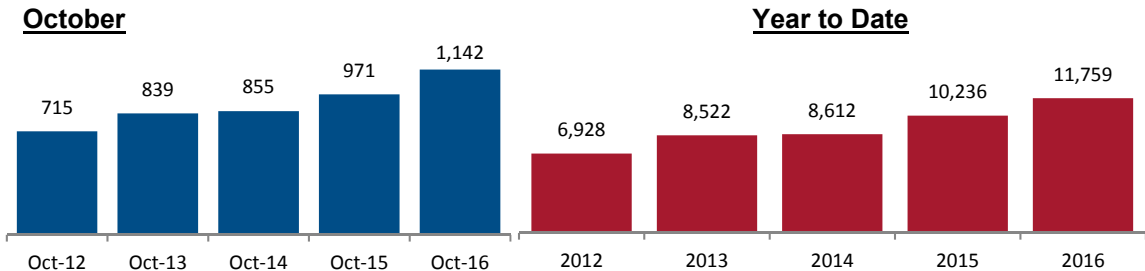


	Pending	Percent Change
10/2012	413	
10/2013	449	8.72%
10/2014	373	-16.93%
10/2015	622	66.76%
10/2016	778	25.08%

Historical Pending by Month

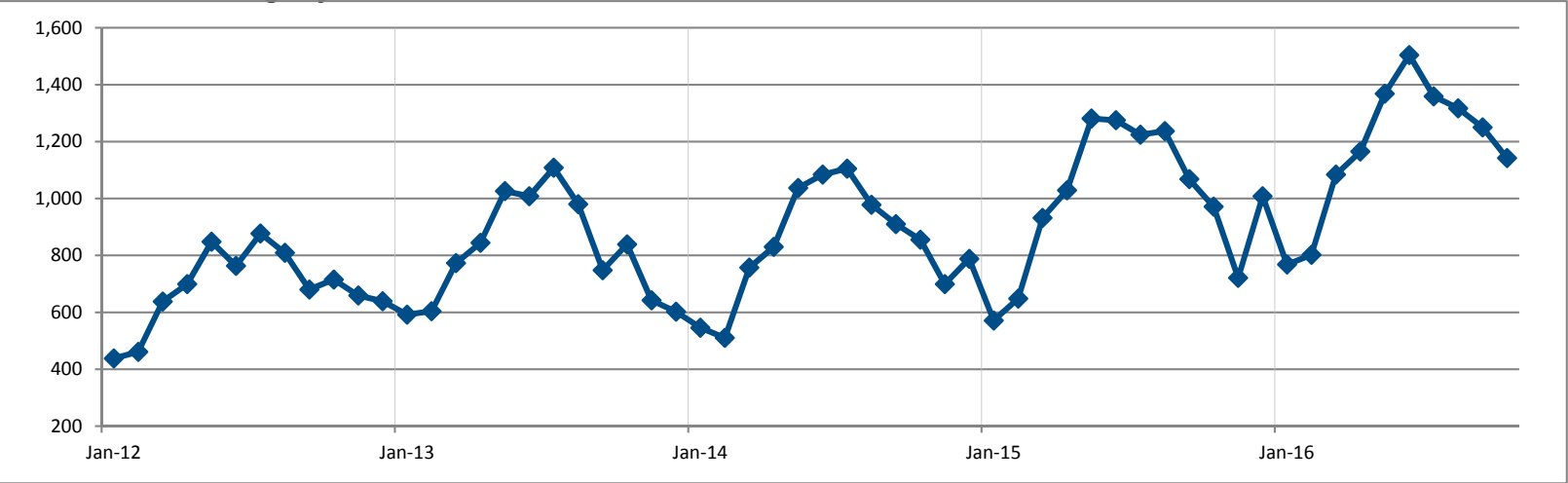


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	Sold Listings	Percent Change
10/2012	715	
10/2013	839	17.34%
10/2014	855	1.91%
10/2015	971	13.57%
10/2016	1,142	17.61%

Historical Sold Listings by Month

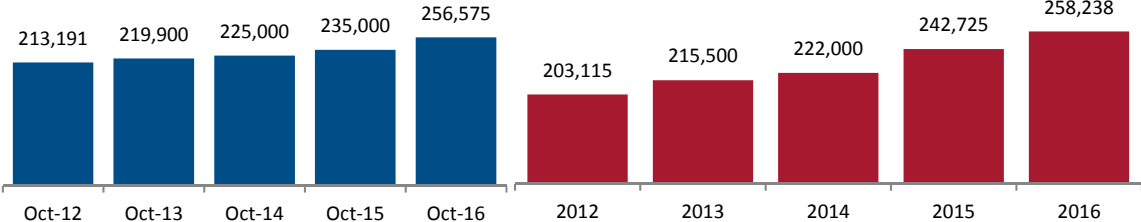


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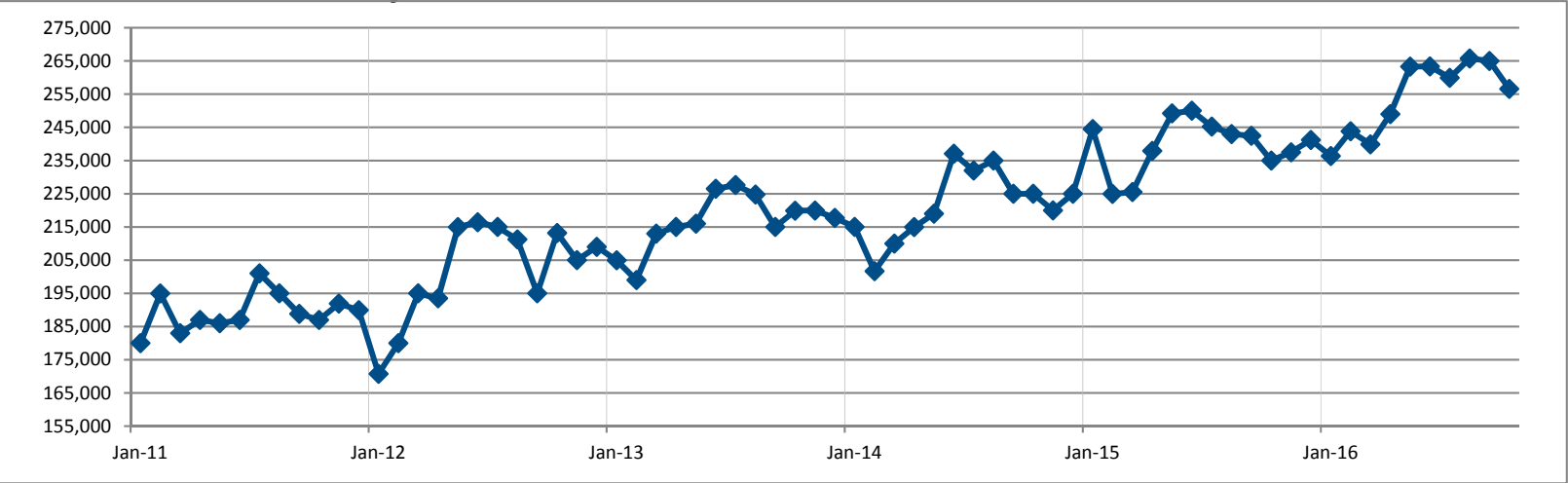
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Year to Date - Median



	Median Sales Price	Percent Change
10/2012	213,191	
10/2013	219,900	3.15%
10/2014	225,000	2.32%
10/2015	235,000	4.44%
10/2016	256,575	9.18%

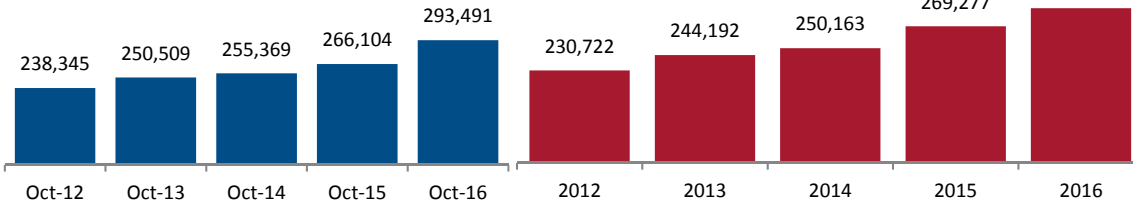
Historical Median Sales Price by Month



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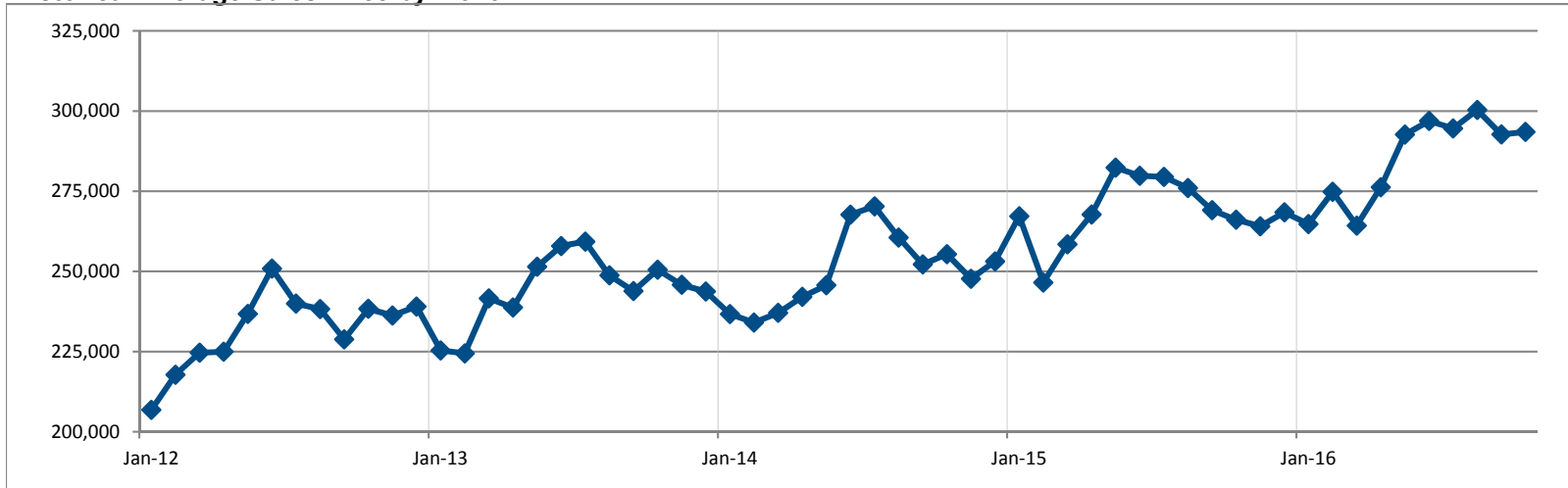
October



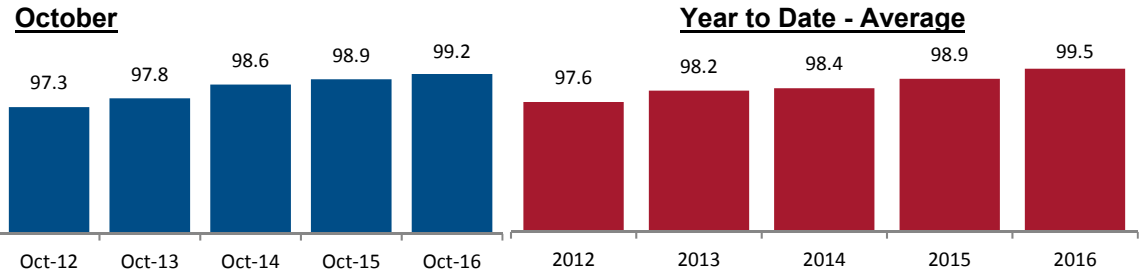
Year to Date - Average

	Average Sales Price	Percent Change
10/2012	238,345	
10/2013	250,509	5.10%
10/2014	255,369	1.94%
10/2015	266,104	4.20%
10/2016	293,491	10.29%

Historical Average Sales Price by Month

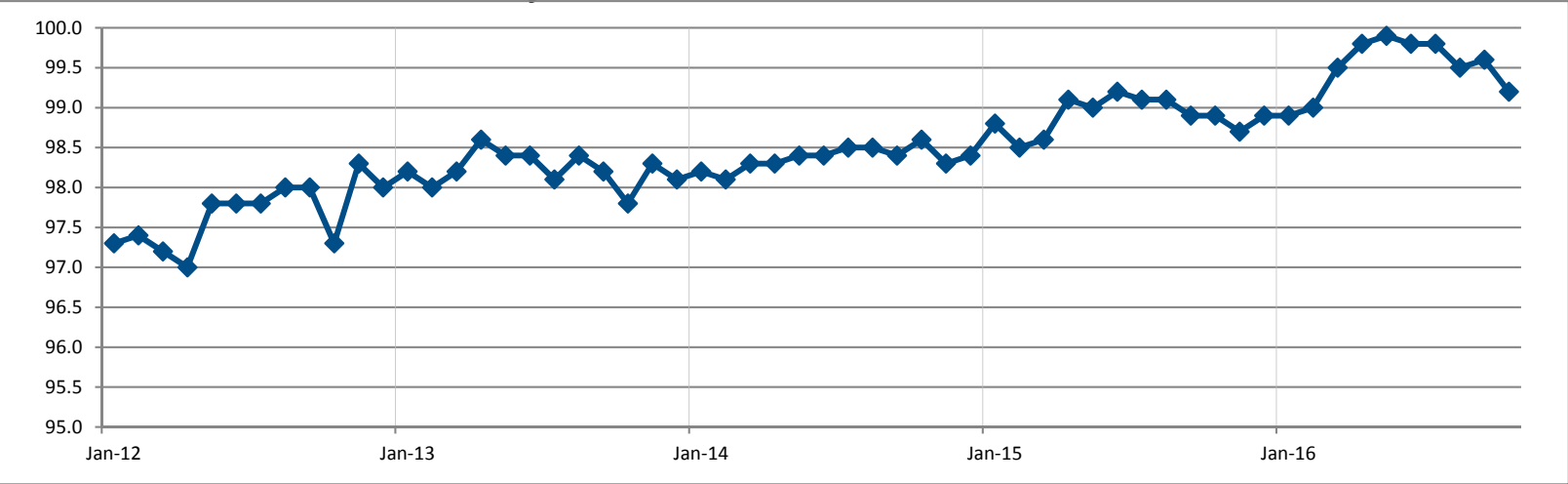


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	Pct of List Recvd	Percent Change
10/2012	97.3	
10/2013	97.8	0.51%
10/2014	98.6	0.82%
10/2015	98.9	0.30%
10/2016	99.2	0.30%

Historical Percent of List Price Received by Month

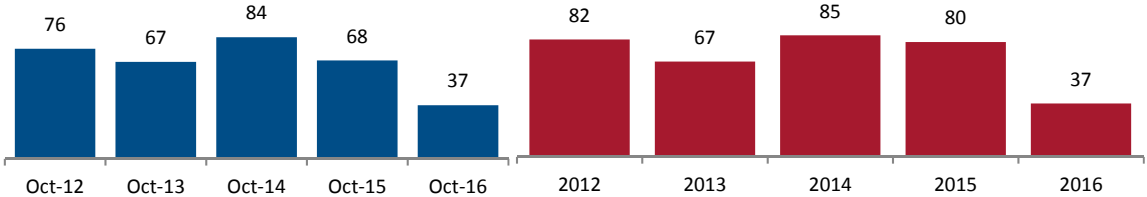


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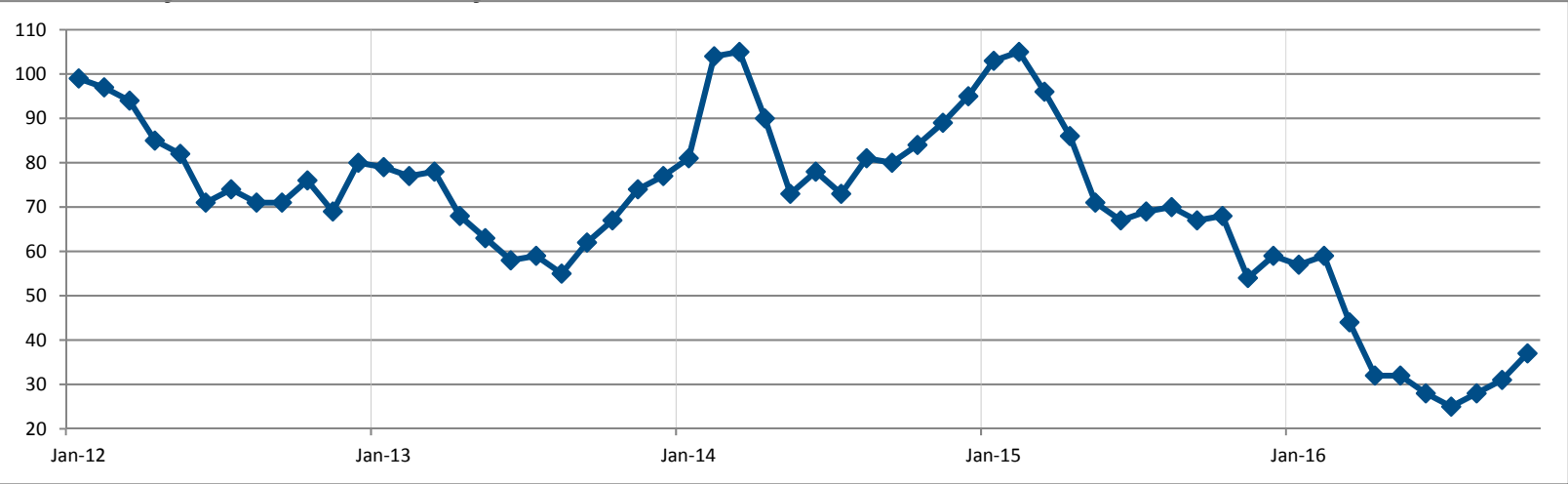
October

Year to Date - Average



	DOM	Percent Change
10/2012	76	
10/2013	67	-11.84%
10/2014	84	25.37%
10/2015	68	-19.05%
10/2016	37	-45.59%

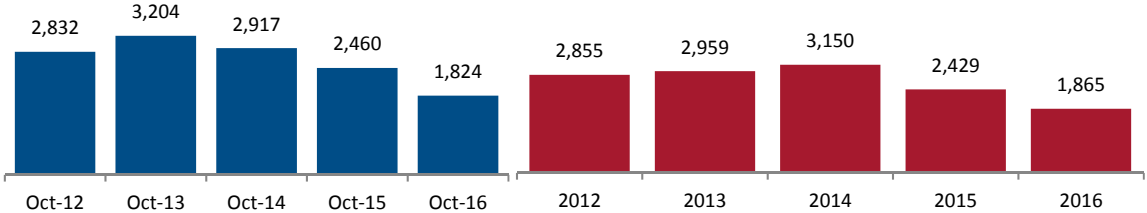
Historical Days on Market Until Sale by Month



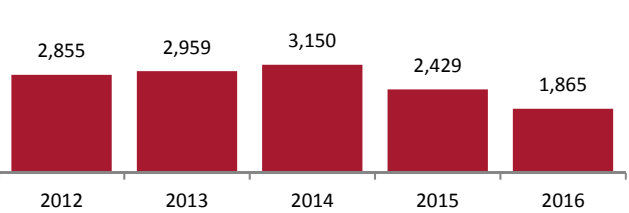
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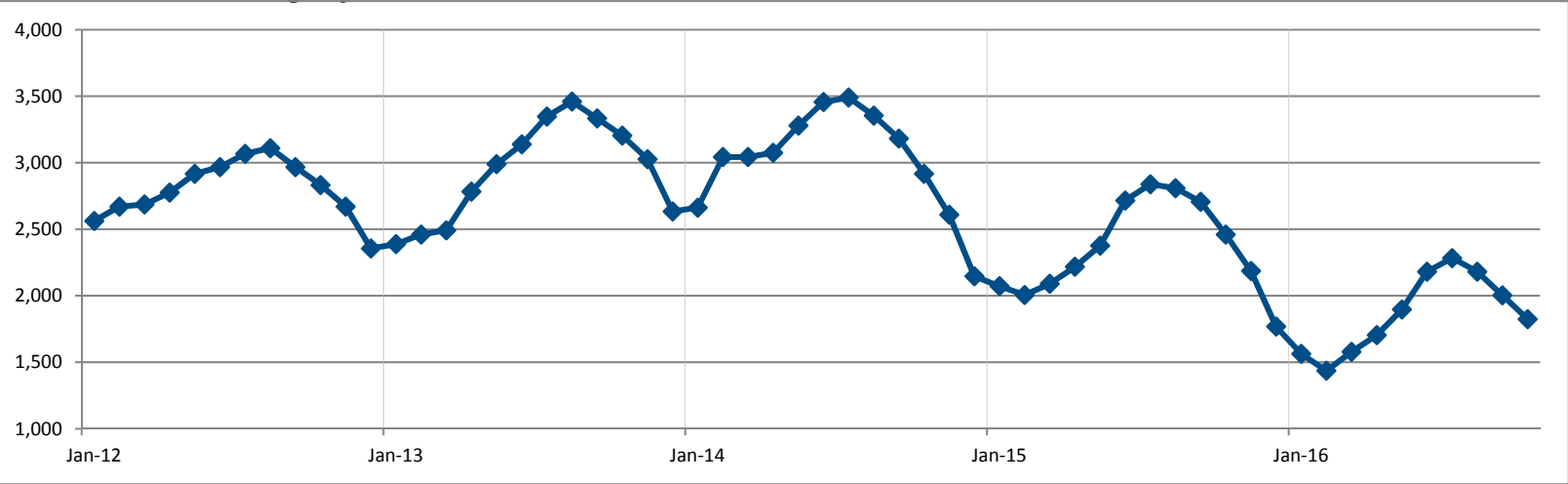


Year to Date - Average



	Active Listings	Percent Change
10/2012	2,832	
10/2013	3,204	13.14%
10/2014	2,917	-8.96%
10/2015	2,460	-15.67%
10/2016	1,824	-25.85%

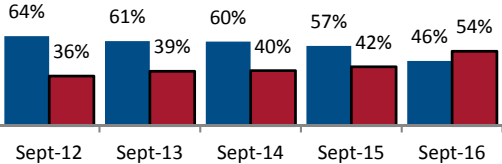
Historical Active Listings by Month



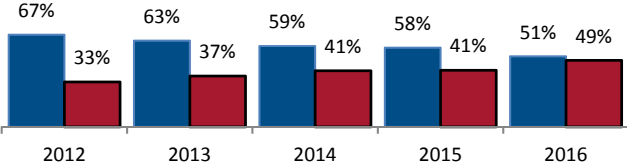
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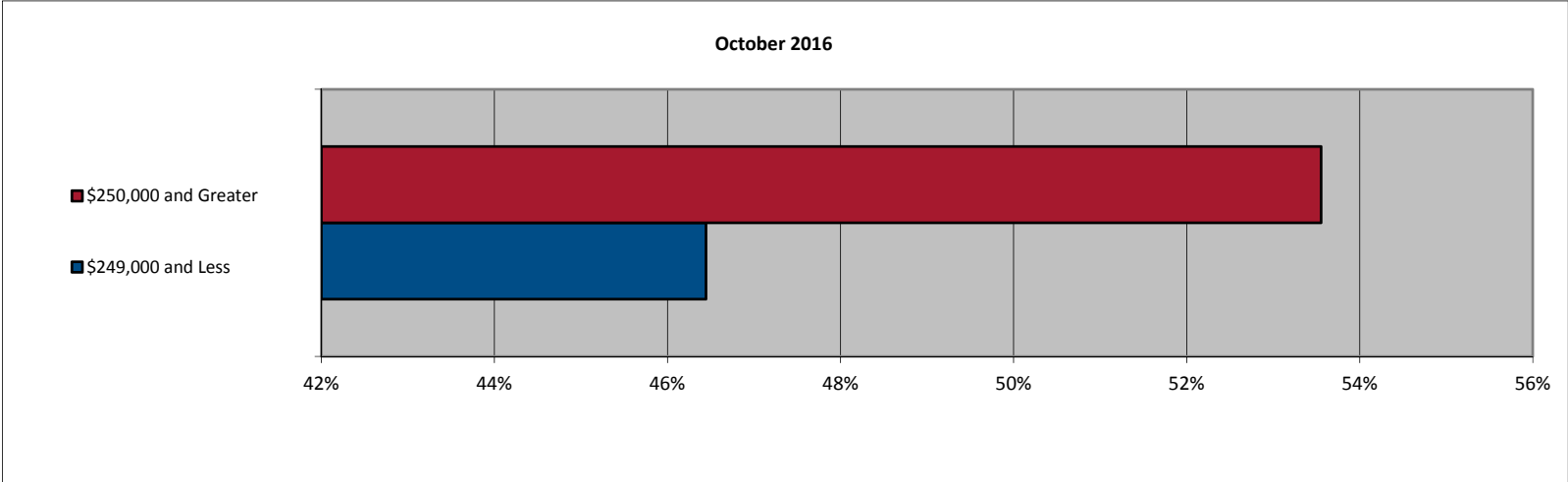
October



Year to Date



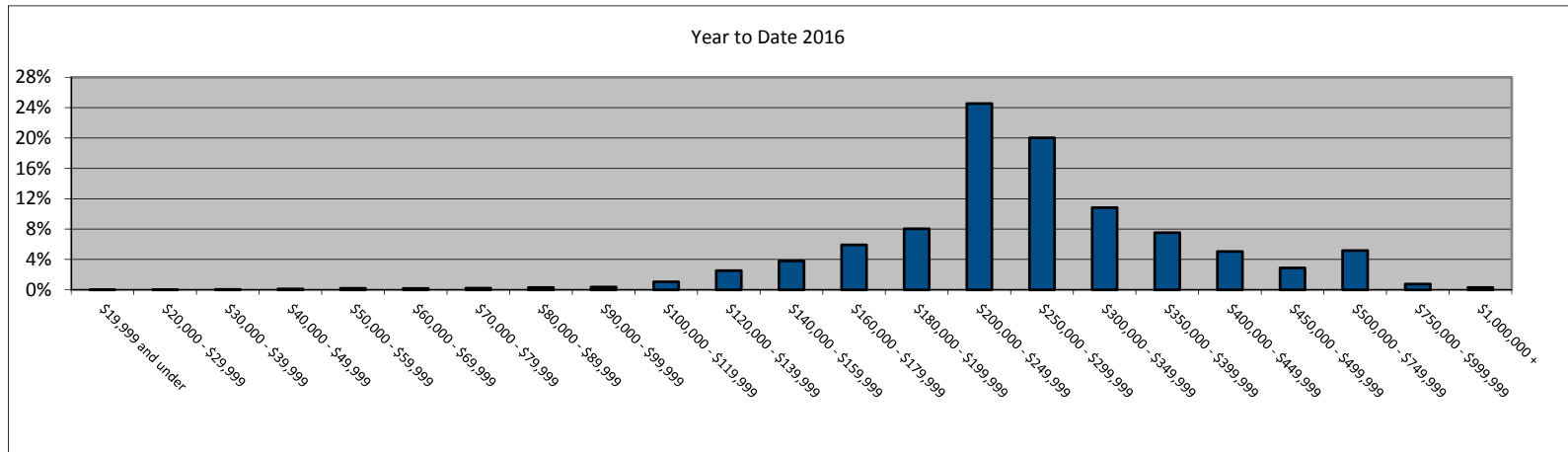
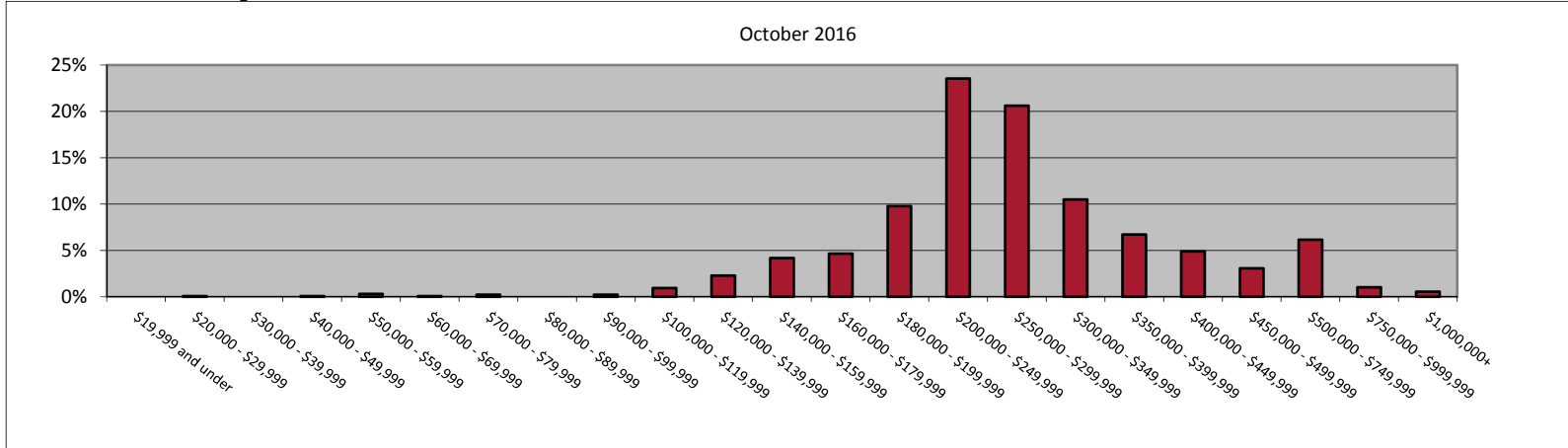
Percent of Sales by Price



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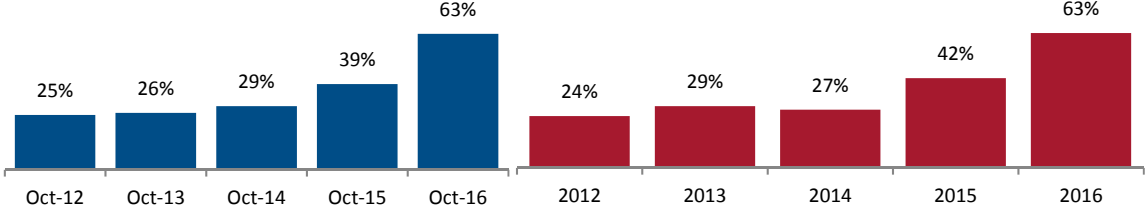
Percent of Sales by Price



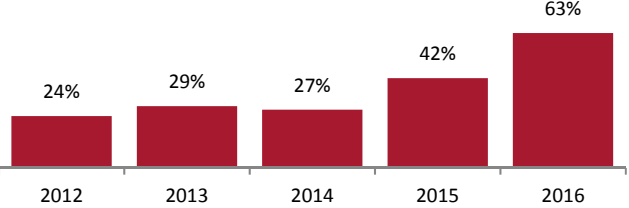
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October

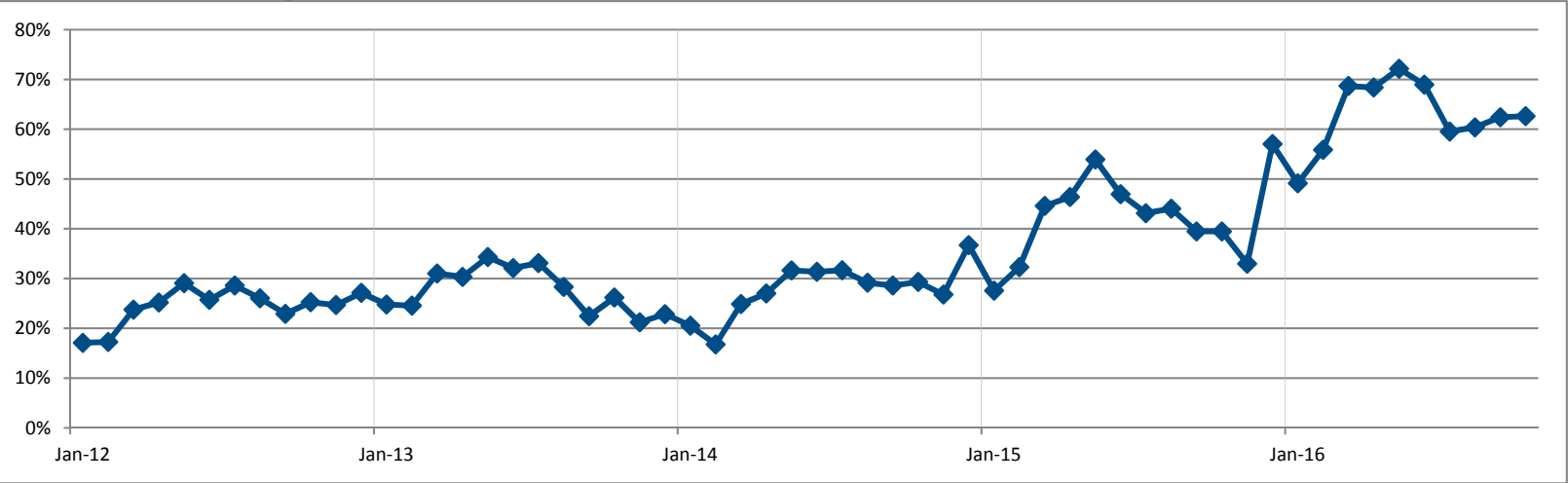


Year to Date - Average



	Sales as a % of Active Listings	Percent Change
10/2012	25%	
10/2013	26%	3.72%
10/2014	29%	11.93%
10/2015	39%	34.66%
10/2016	63%	58.62%

Sales as a % of Active Listings

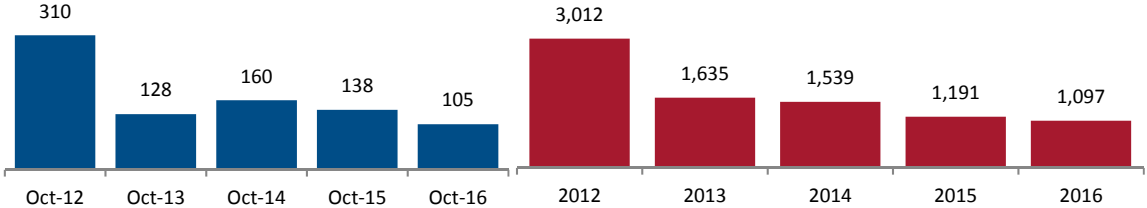


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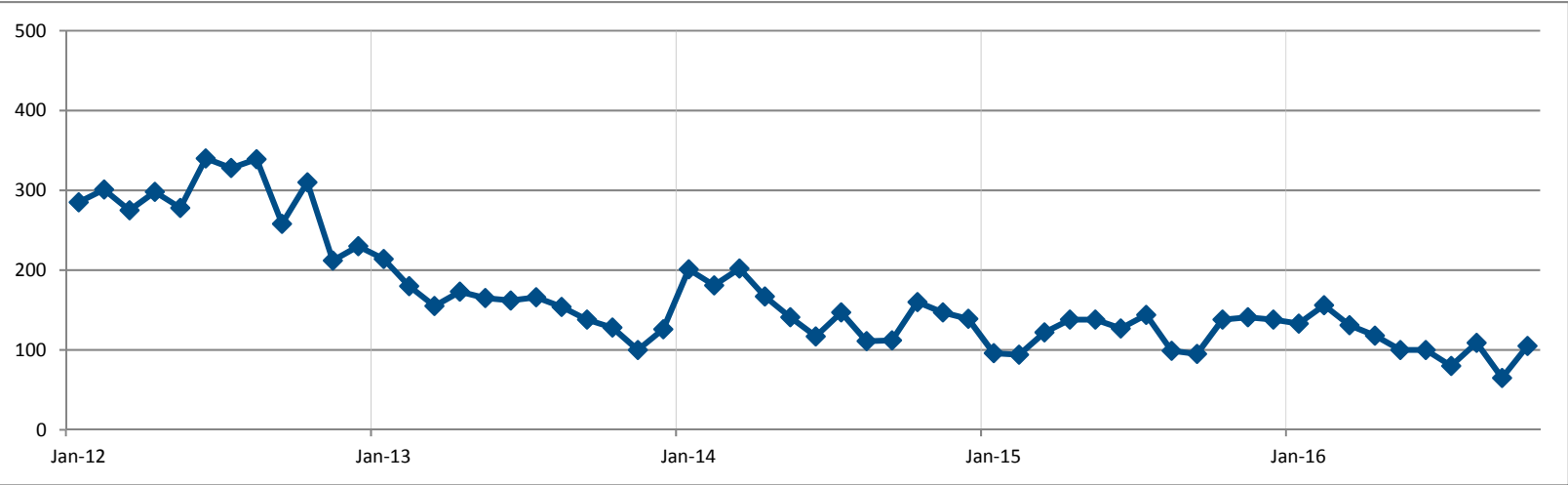
October

Year to Date

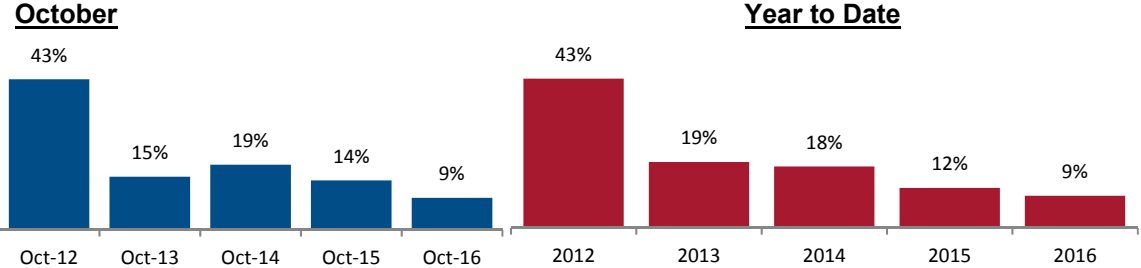


	Foreclosures	Percent Change
10/2012	310	
10/2013	128	-58.71%
10/2014	160	25.00%
10/2015	138	-13.75%
10/2016	105	-23.91%

Foreclosures

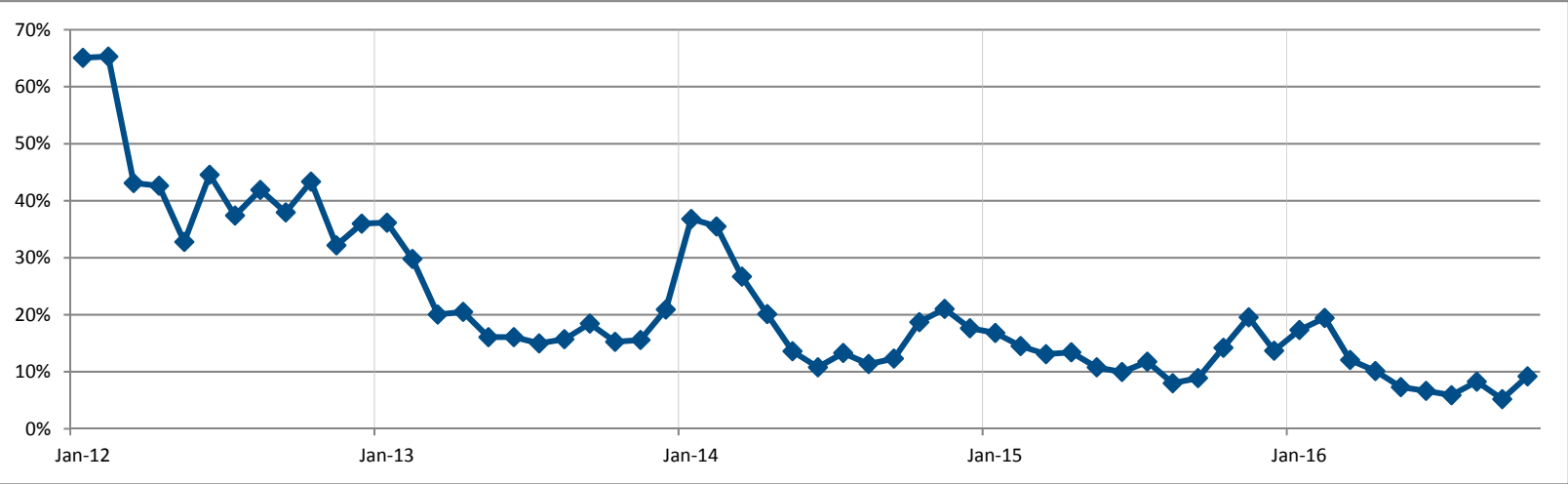


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	Foreclosure as % of Sales	Percent Change
10/2012	43%	
10/2013	15%	-64.81%
10/2014	19%	22.66%
10/2015	14%	-24.05%
10/2016	9%	-35.31%

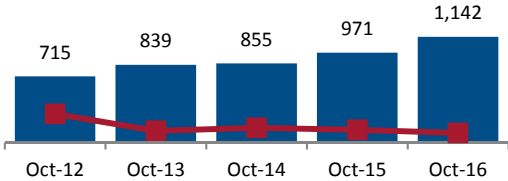
Foreclosures as a % of Sales



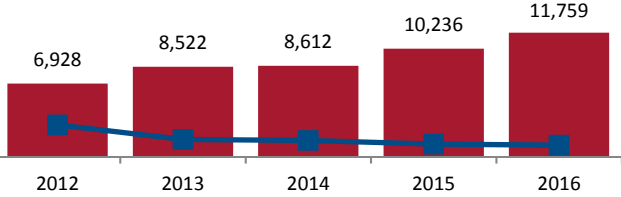
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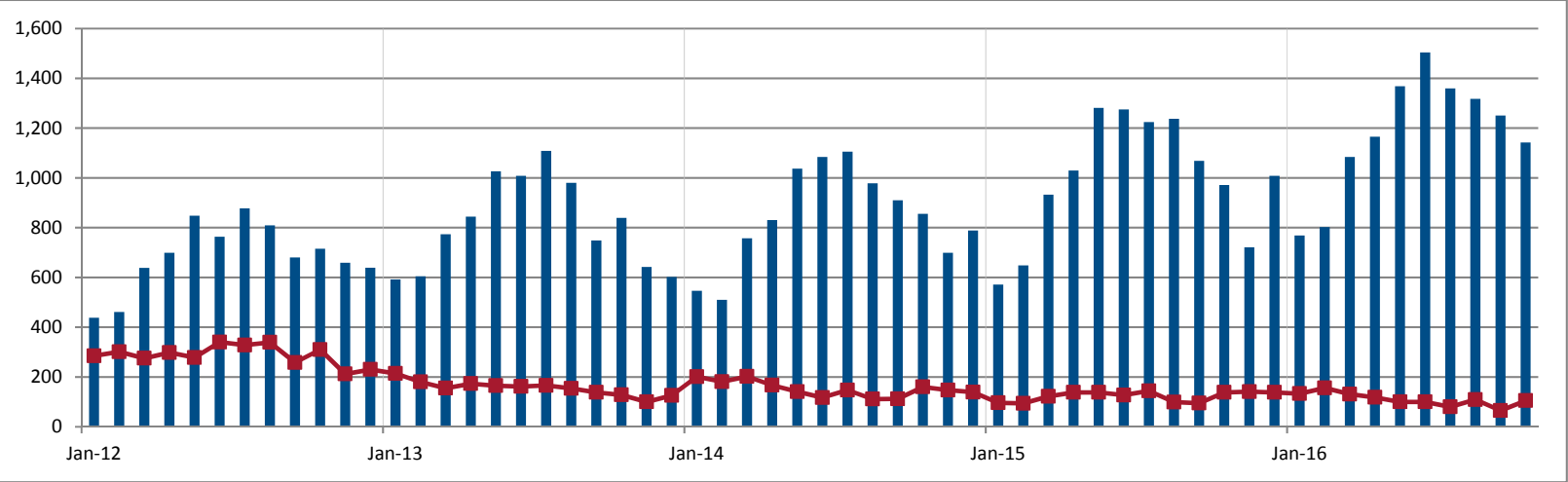
September



Year to Date - Total



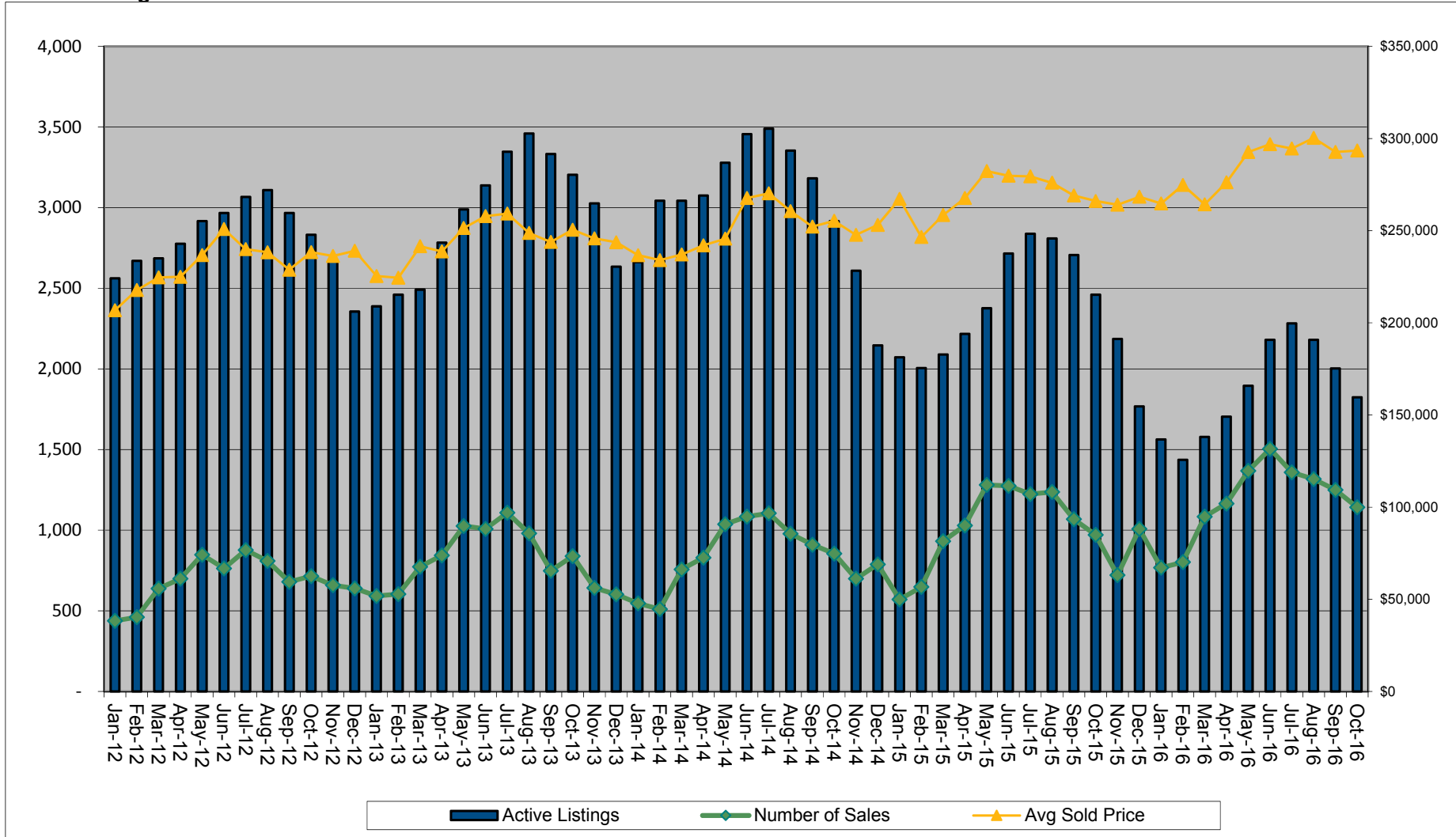
Number of Sales v Number of Foreclosures



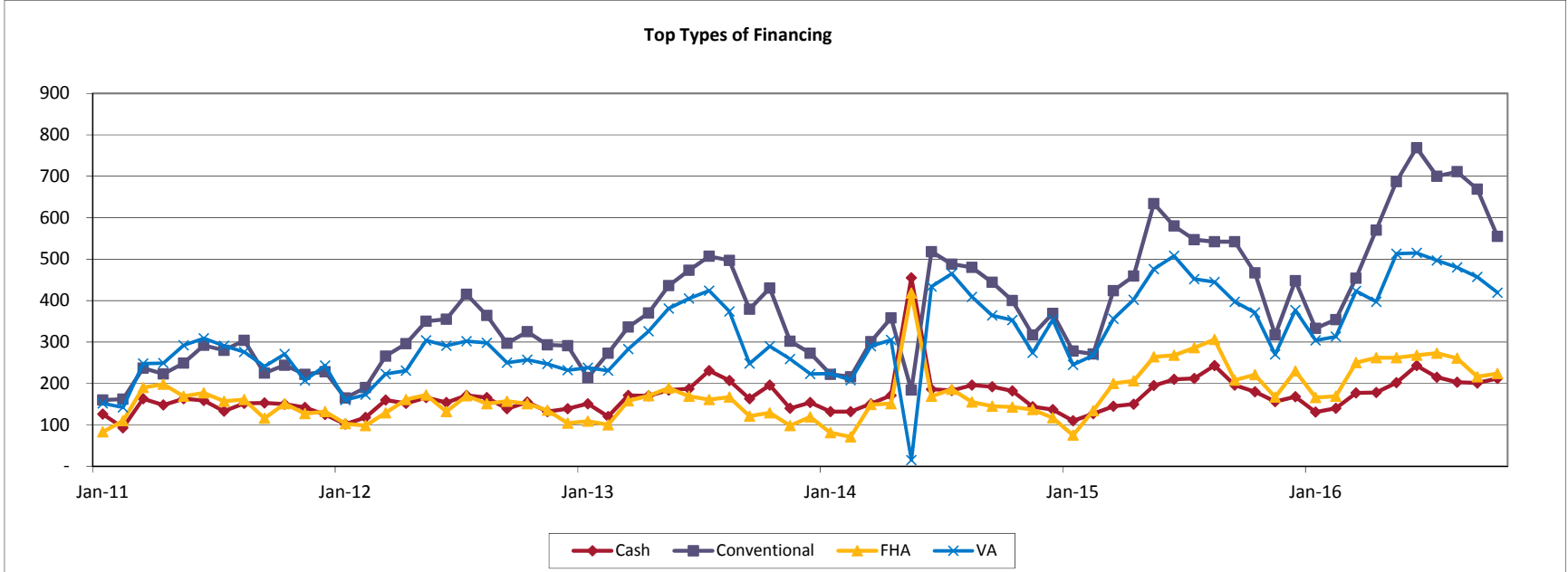
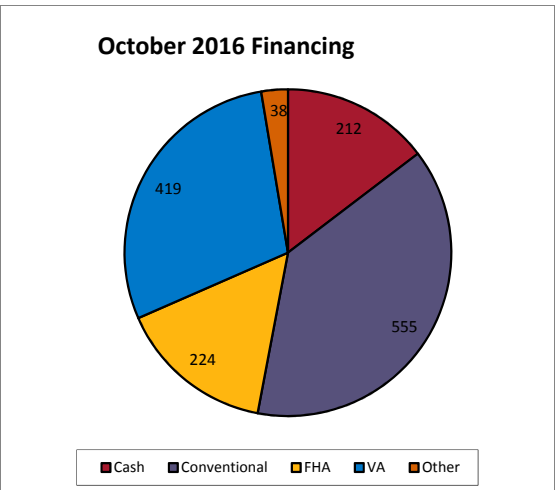
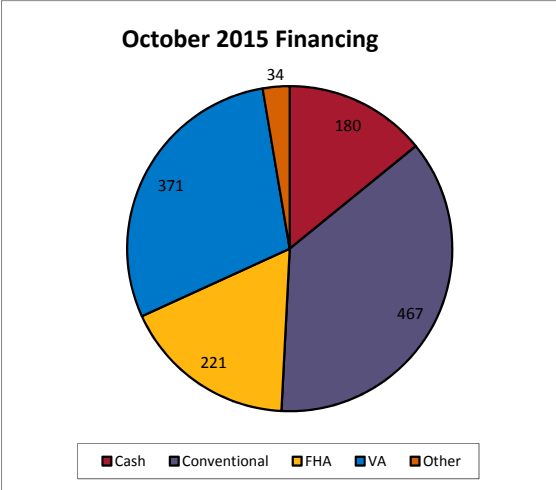
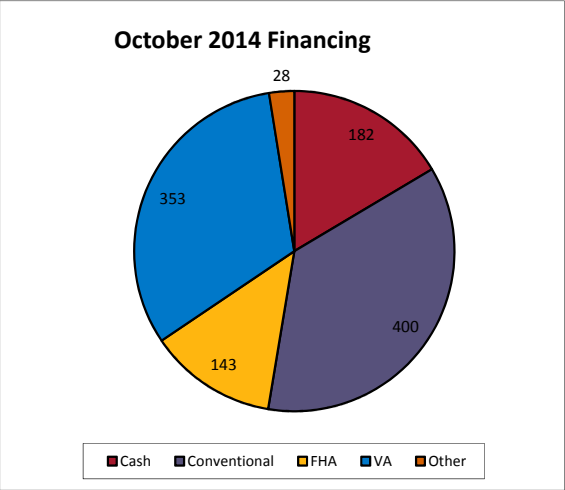
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Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

