

Market Overview

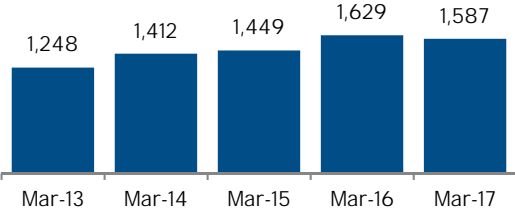


Key Metrics	Historical Sparkbars	Mar 2016	Mar 2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,629	1,587	-2.58%	3,766	3,622	-3.82%
Pending		1,000	1,018	1.80%	2,372	2,442	2.95%
Sold Listings		1,084	1,128	4.06%	2,654	2,692	1.43%
Median Sales Price		239,900	265,785	10.79%	239,900	265,000	10.46%
Average Sales Price		264,272	296,926	12.36%	267,951	298,345	11.34%
Pct. Of List Price Received		99.5	100.0	0.50%	99.1	99.7	0.54%
Days on Market		44	32	-27.27%	53	38	-29.38%
Active Listings		1,578	1,176	-25.48%	1,526	1,107	-27.42%

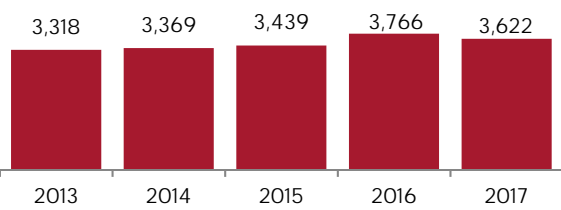
Market Overview



March

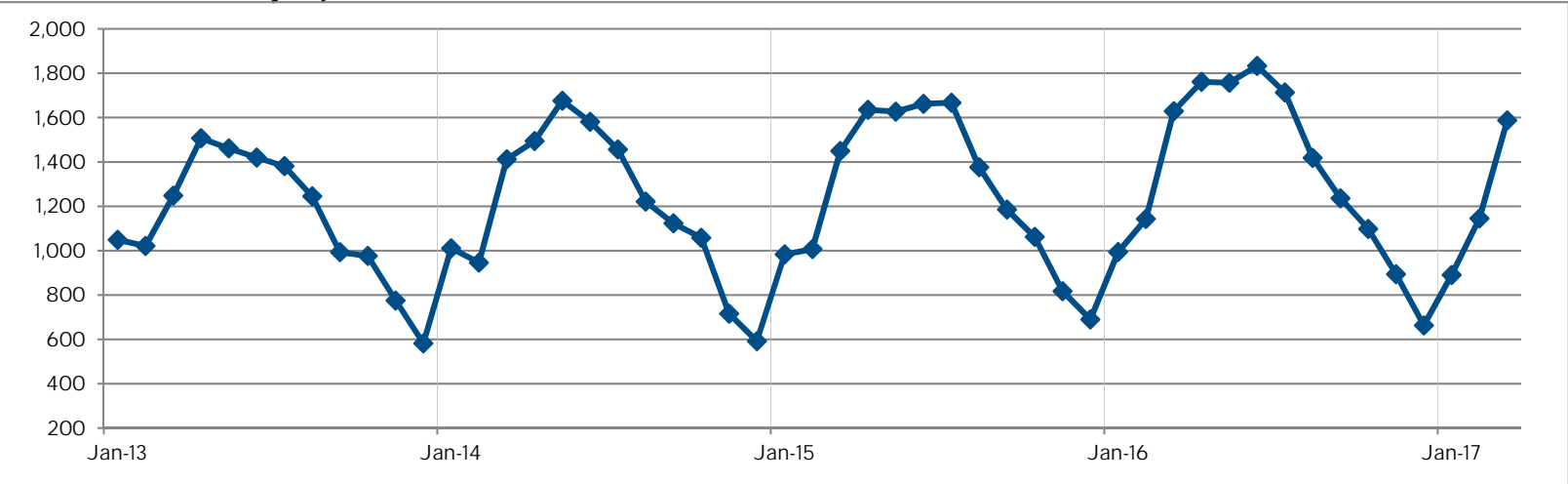


Year to Date



	New Listings	Percent Change
03/2013	1,248	
03/2014	1,412	13.14%
03/2015	1,449	2.62%
03/2016	1,629	12.42%
03/2017	1,587	-2.58%

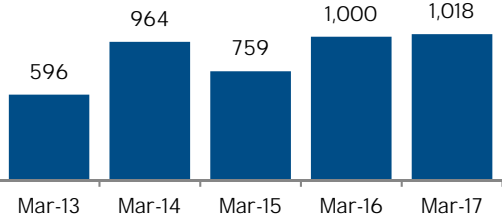
Historical New Listings by Month



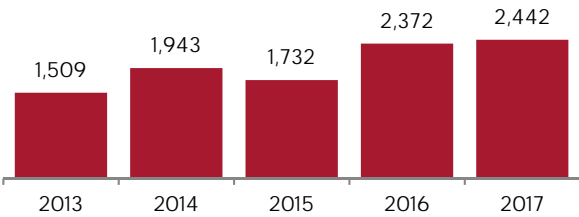
Market Overview



March

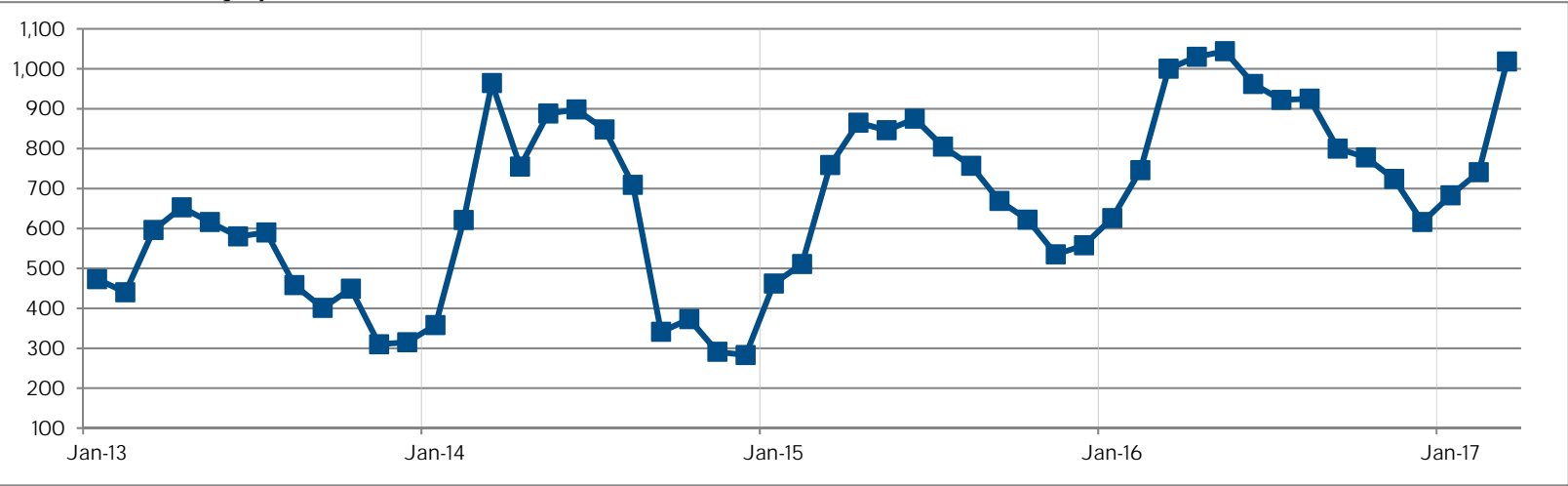


Year to Date



	Pending	Percent Change
03/2013	596	
03/2014	964	61.74%
03/2015	759	-21.27%
03/2016	1,000	31.75%
03/2017	1,018	1.80%

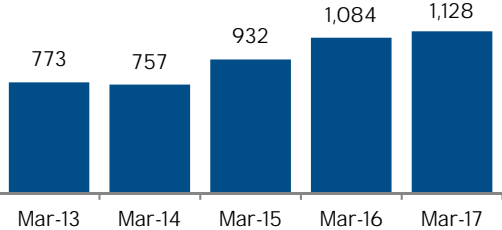
Historical Pending by Month



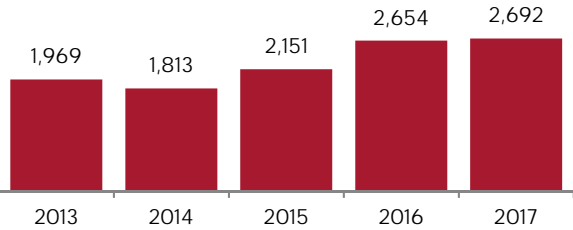
Market Overview



March

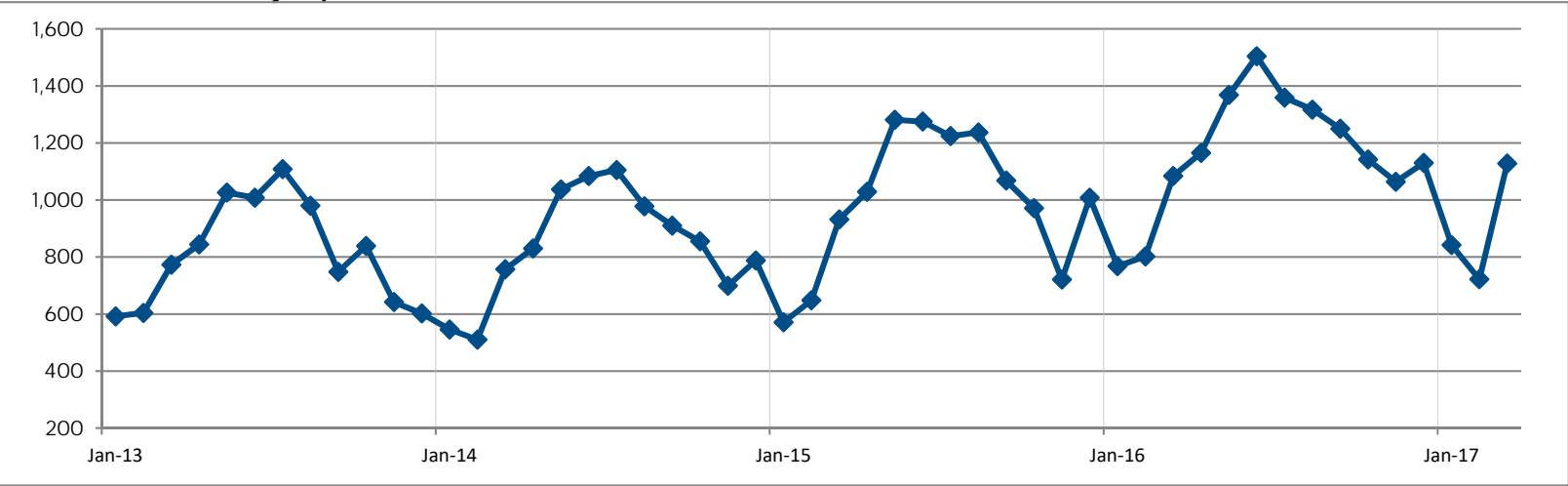


Year to Date



	Sold Listings	Percent Change
03/2013	773	
03/2014	757	-2.07%
03/2015	932	23.12%
03/2016	1,084	16.31%
03/2017	1,128	4.06%

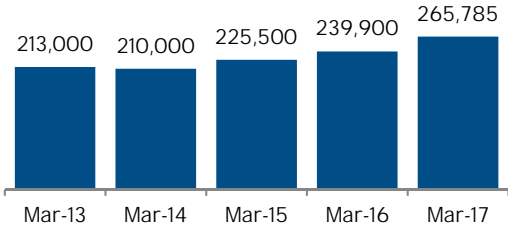
Historical Sold Listings by Month



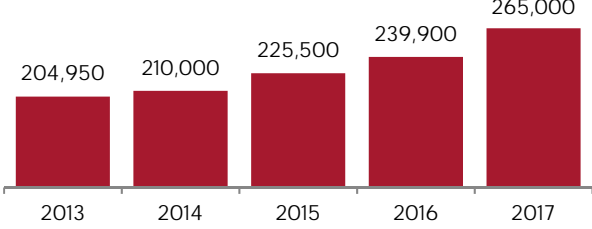
Market Overview



March

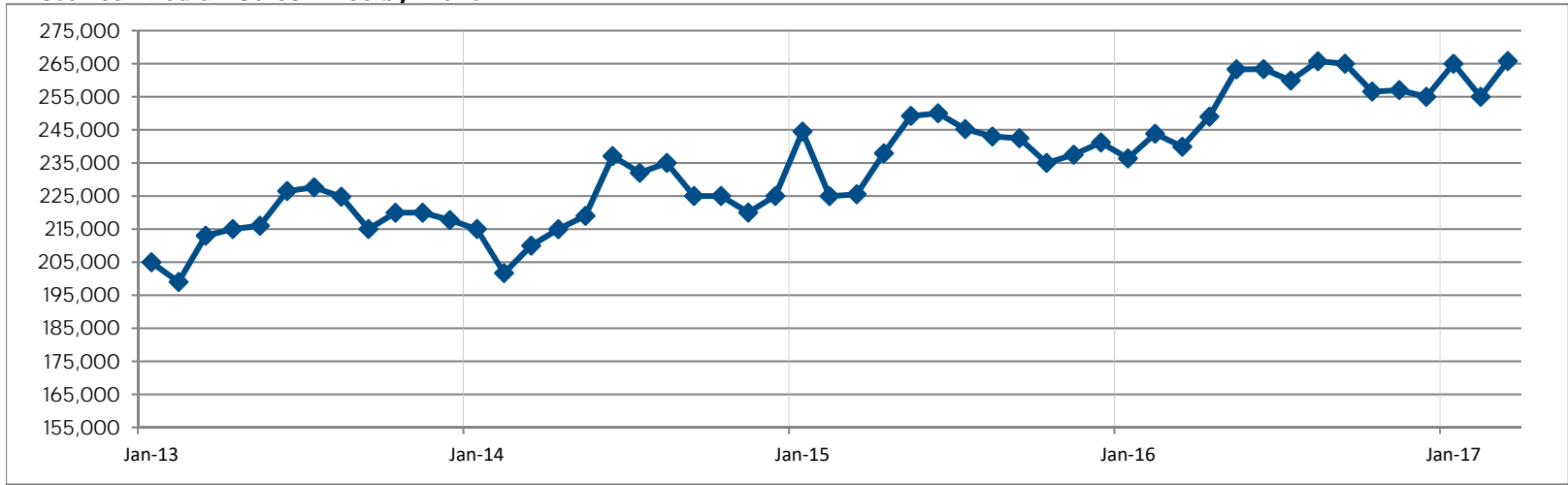


Year to Date - Median



	Median Sales Price	Percent Change
03/2013	213,000	
03/2014	210,000	-1.41%
03/2015	225,500	7.38%
03/2016	239,900	6.39%
03/2017	265,785	10.79%

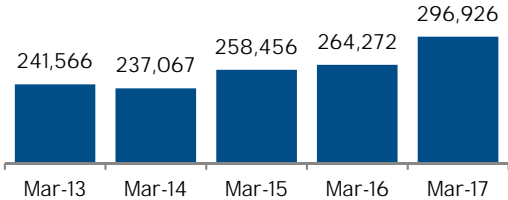
Historical Median Sales Price by Month



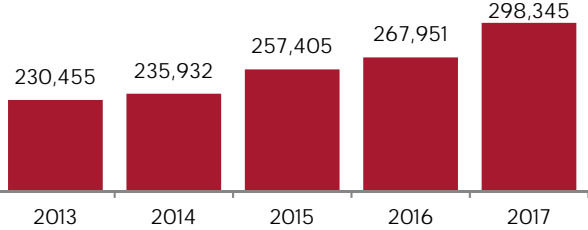
Market Overview



March

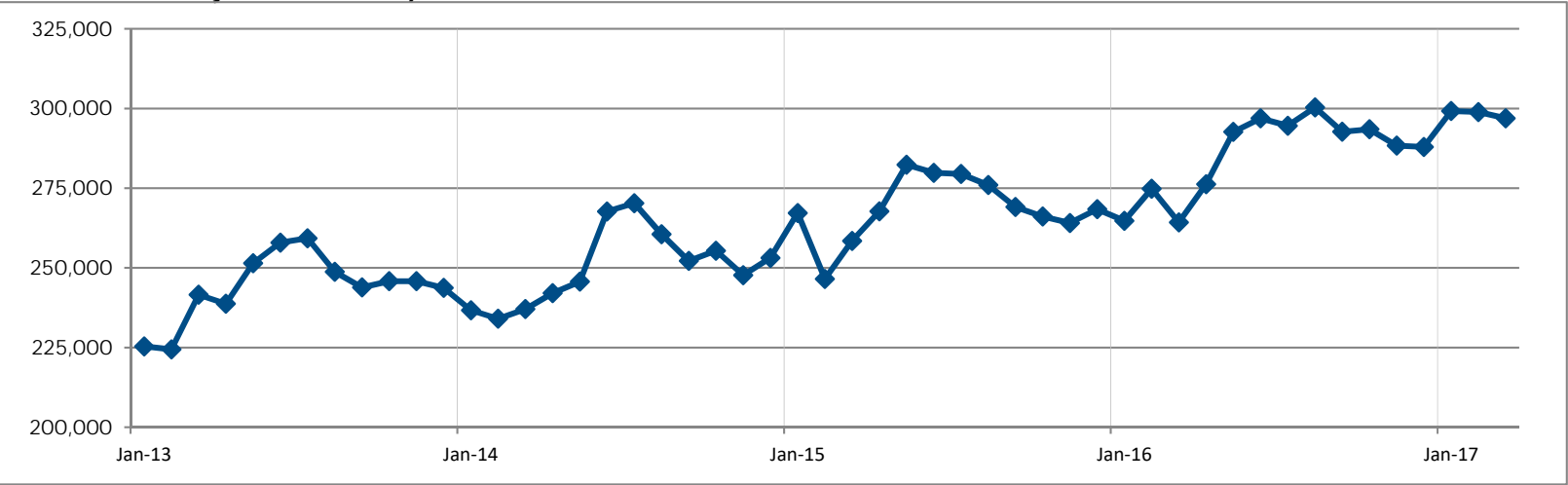


Year to Date - Average

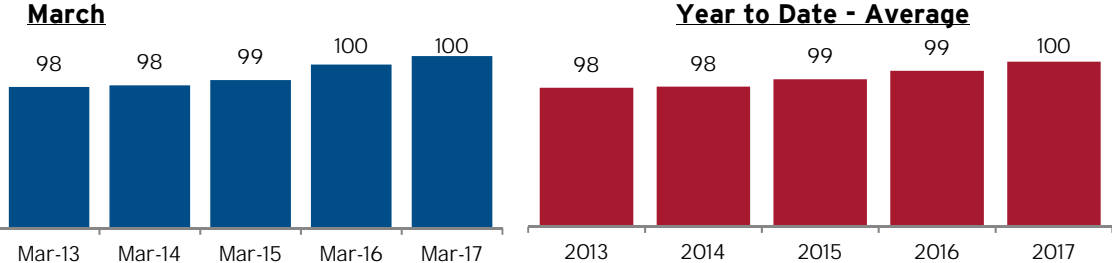


	Average Sales Price	Percent Change
03/2013	241,566	
03/2014	237,067	-1.86%
03/2015	258,456	9.02%
03/2016	264,272	2.25%
03/2017	296,926	12.36%

Historical Average Sales Price by Month

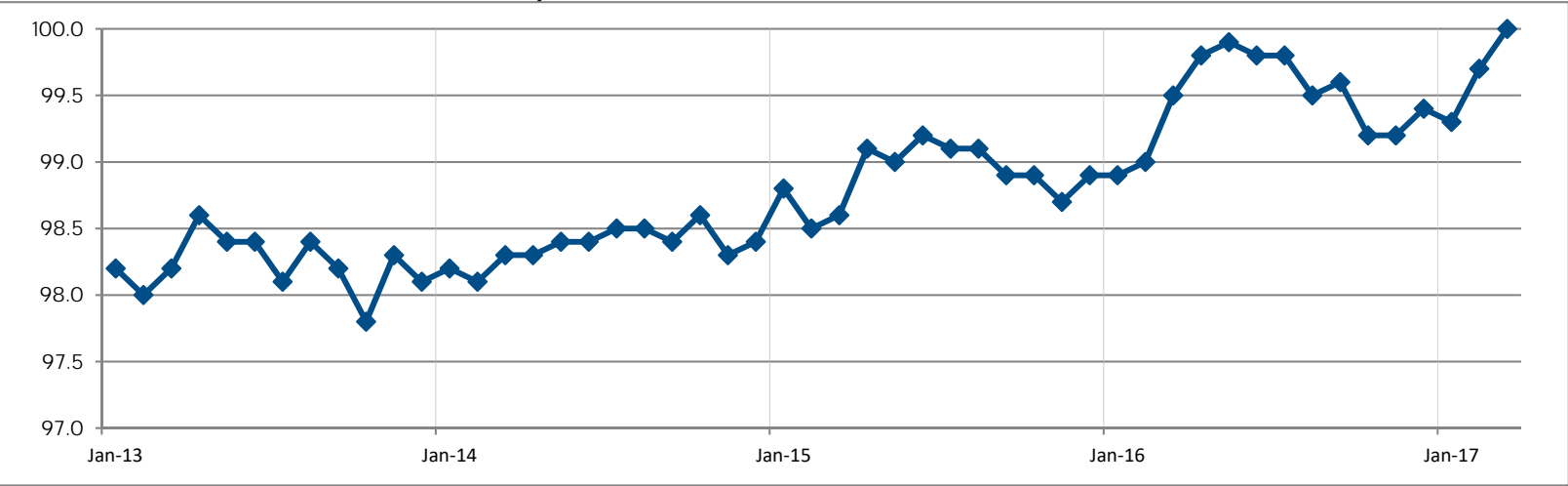


Market Overview

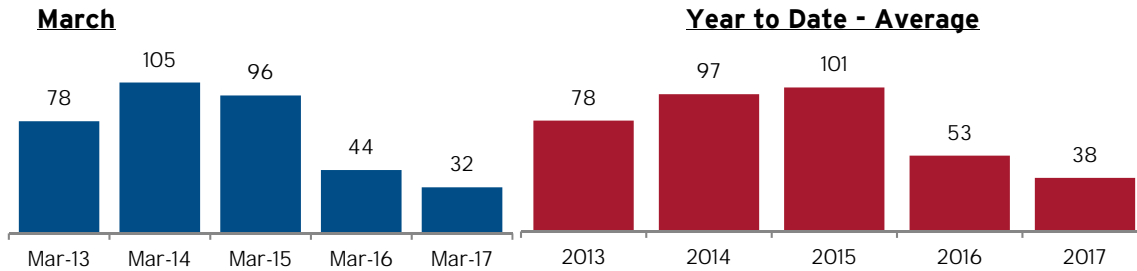


	Pct of List Recvd	Percent Change
03/2013	98.2	
03/2014	98.3	0.10%
03/2015	98.6	0.31%
03/2016	99.5	0.91%
03/2017	100.0	0.50%

Historical Percent of List Price Received by Month

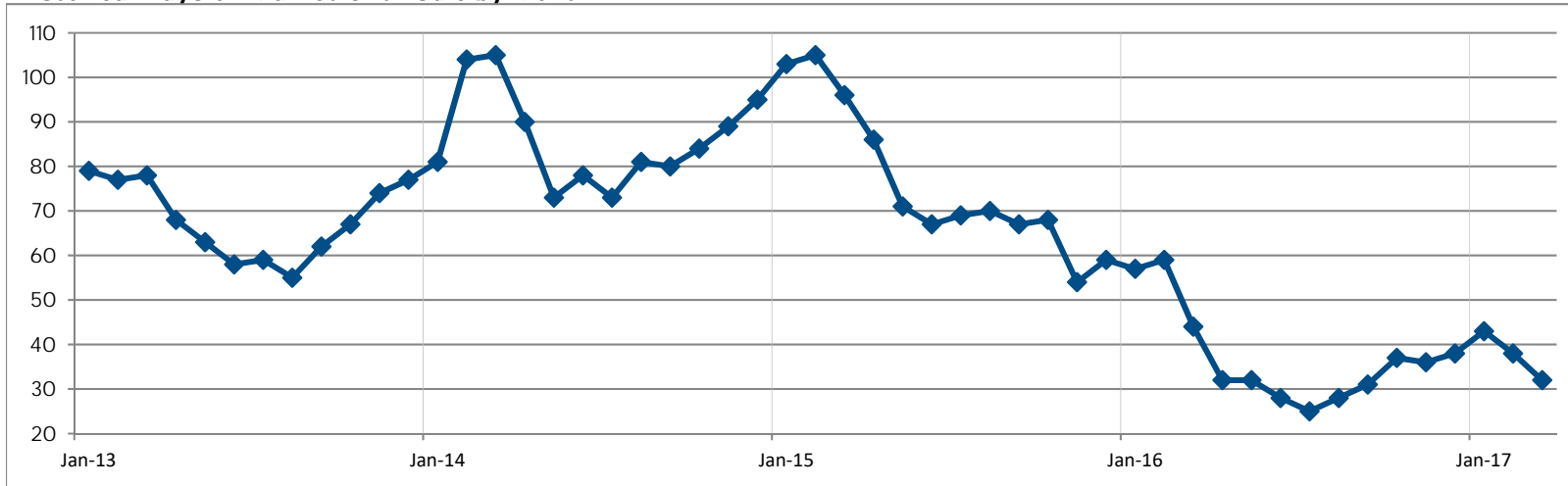


Market Overview



	DOM	Percent Change
03/2013	78	
03/2014	105	34.62%
03/2015	96	-8.57%
03/2016	44	-54.17%
03/2017	32	-27.27%

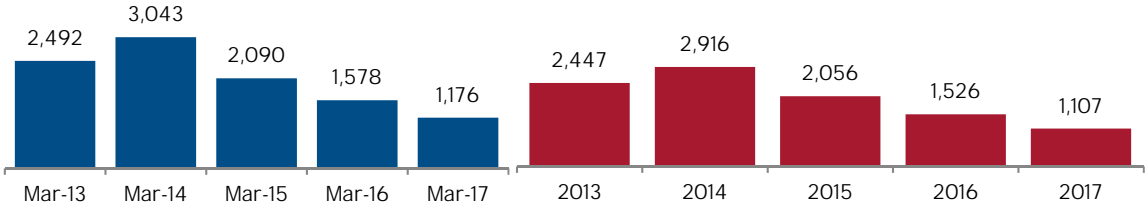
Historical Days on Market Until Sale by Month



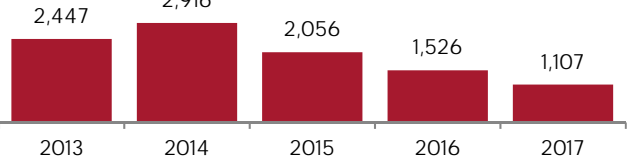
Market Overview



March

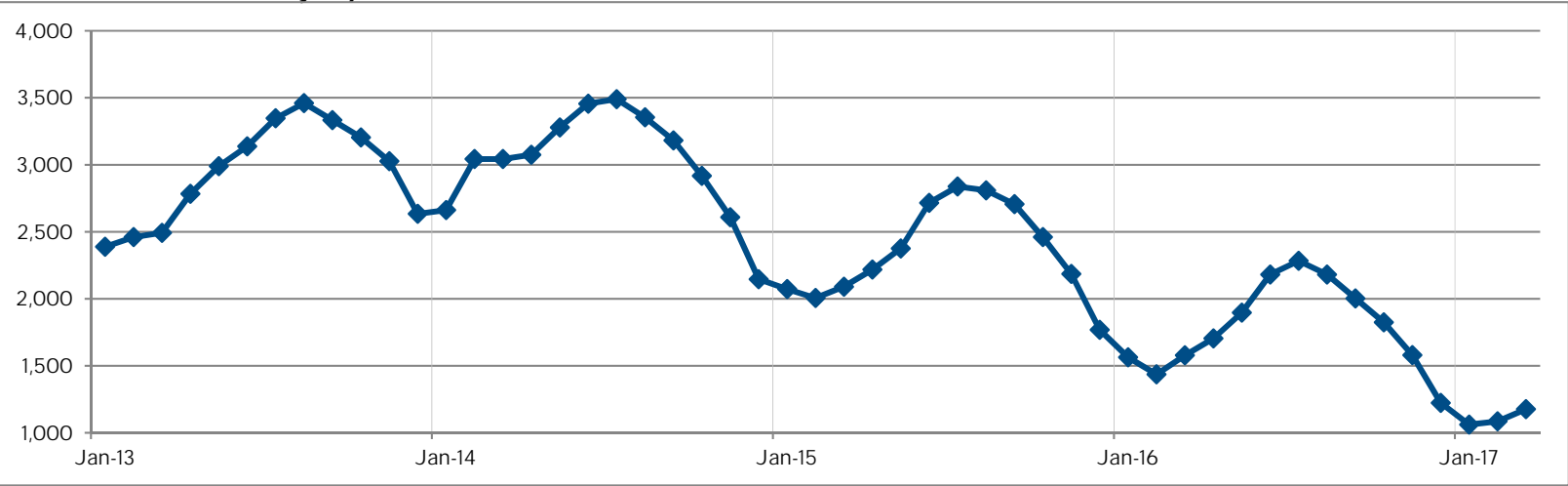


Year to Date - Average



	Active Listings	Percent Change
03/2013	2,492	
03/2014	3,043	22.11%
03/2015	2,090	-31.32%
03/2016	1,578	-24.50%
03/2017	1,176	-25.48%

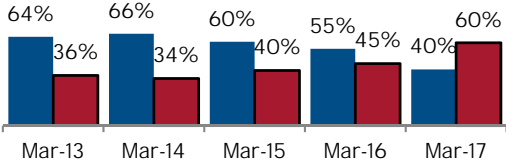
Historical Active Listings by Month



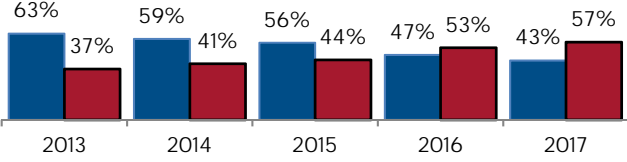
Market Overview



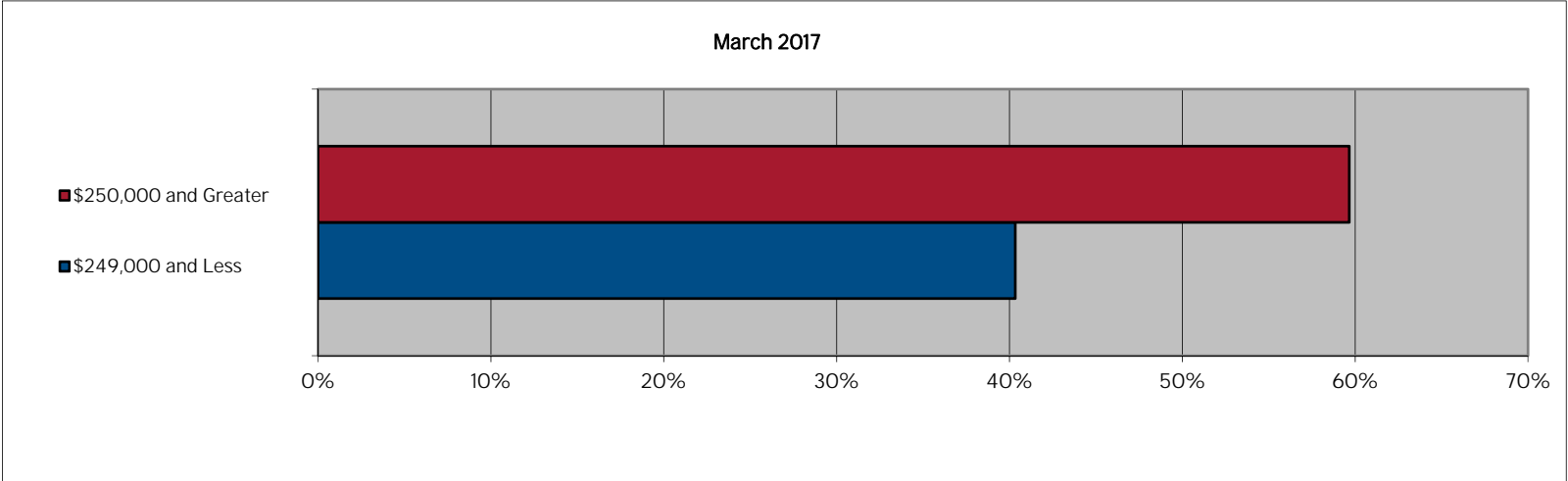
March



Year to Date



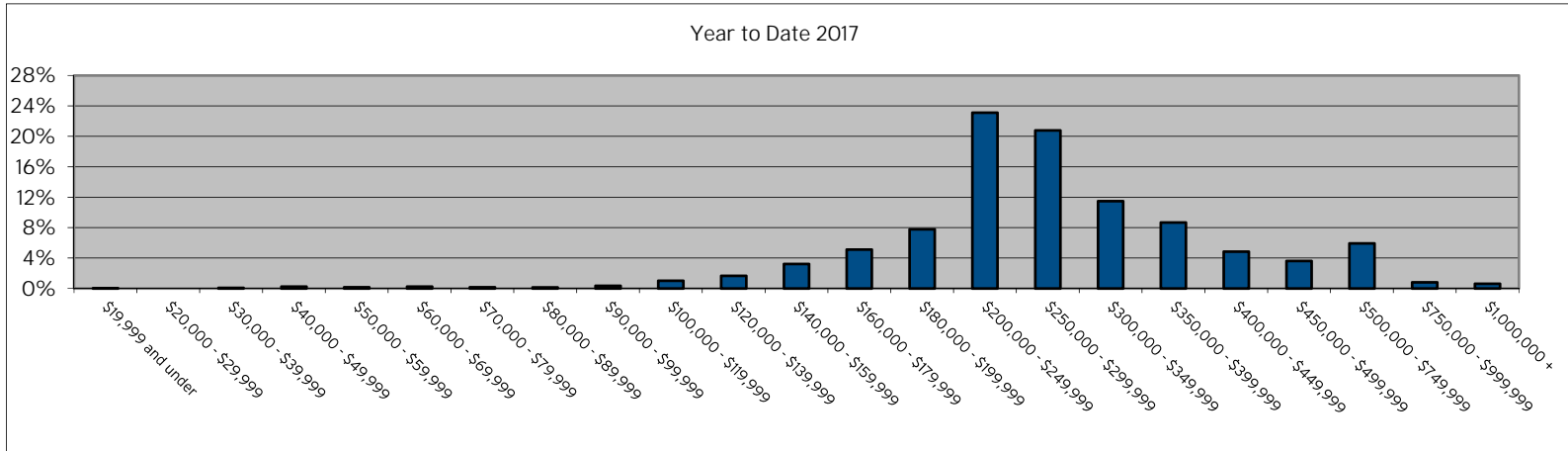
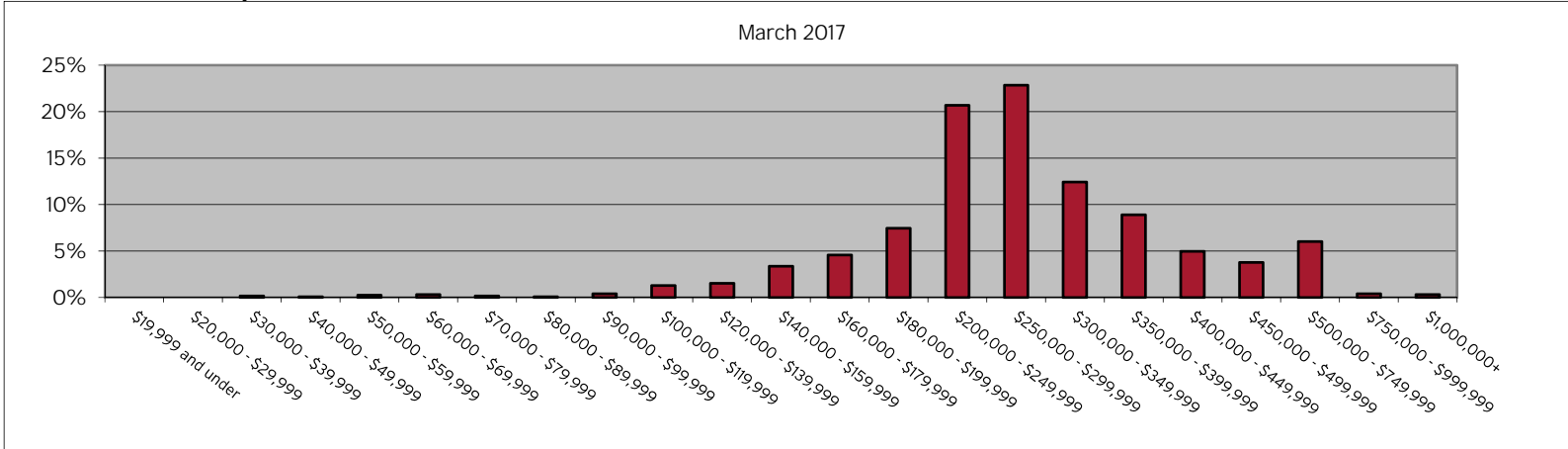
Percent of Sales by Price



Market Overview



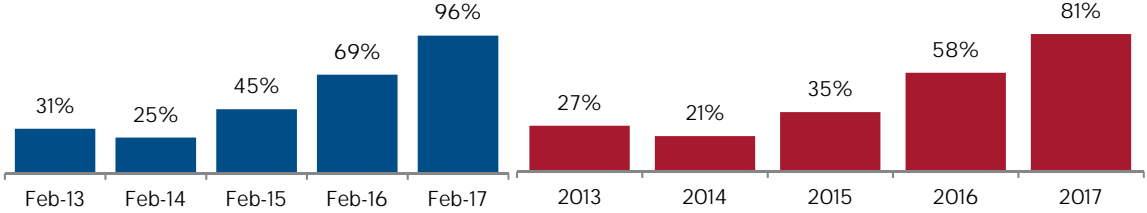
Percent of Sales by Price



Market Overview



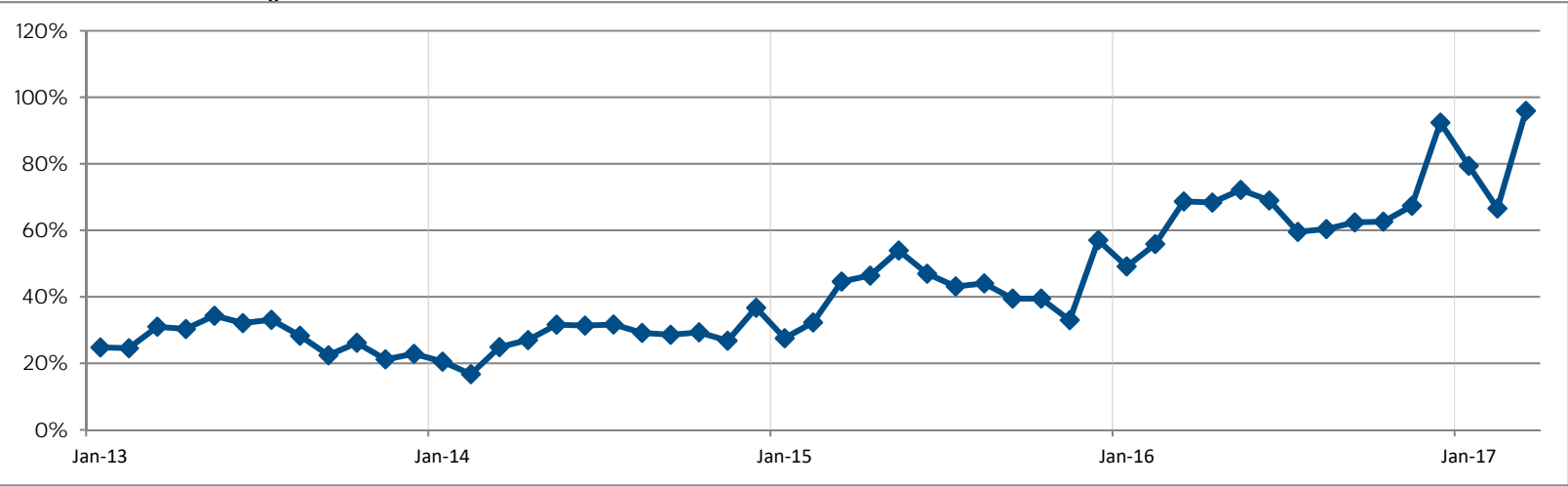
March



Year to Date - Average

	Sales as a % of Active Listings	Percent Change
03/2013	31%	
03/2014	25%	-19.80%
03/2015	45%	79.26%
03/2016	69%	54.05%
03/2017	96%	39.63%

Sales as a % of Active Listings

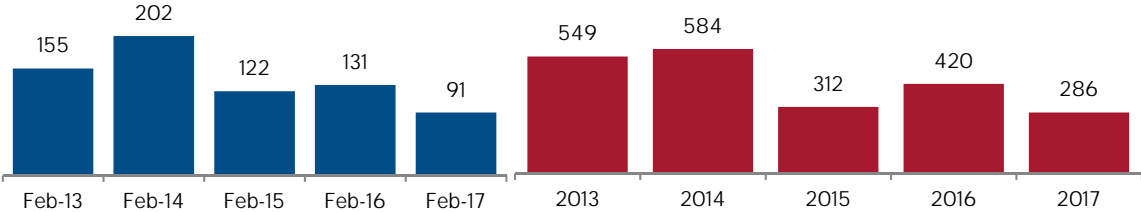


Market Overview



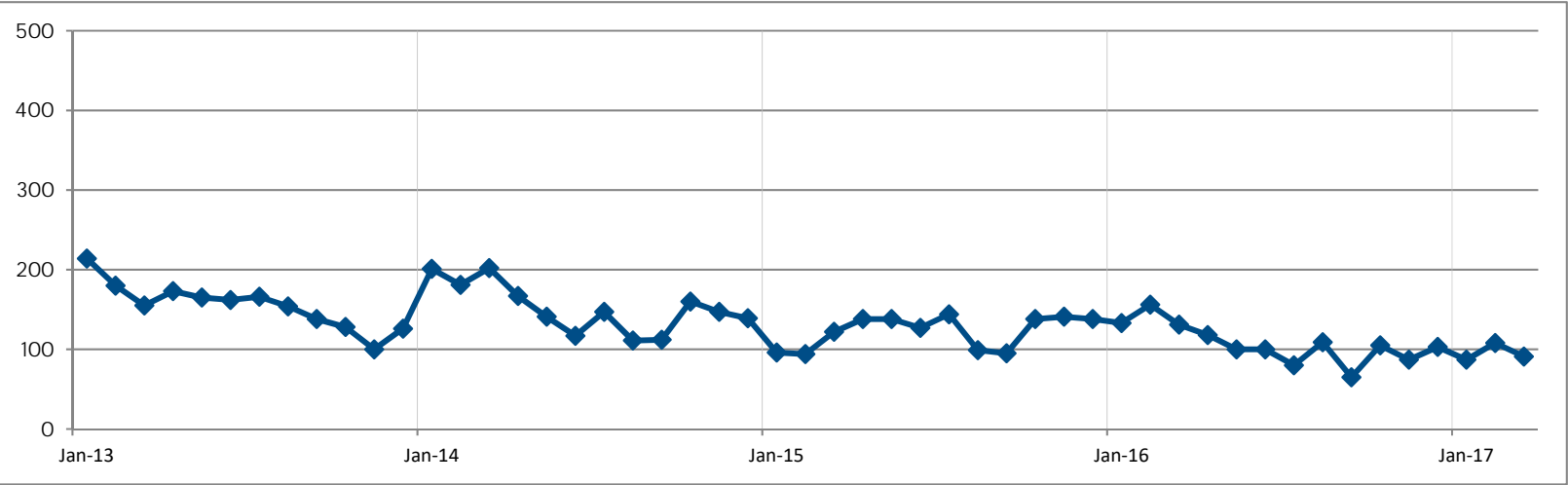
March

Year to Date

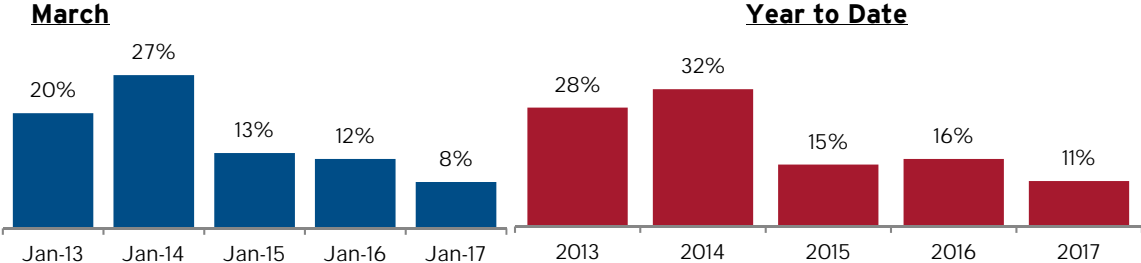


	Foreclosures	Percent Change
03/2013	155	
03/2014	202	30.32%
03/2015	122	-39.60%
03/2016	131	7.38%
03/2017	91	-30.53%

Foreclosures

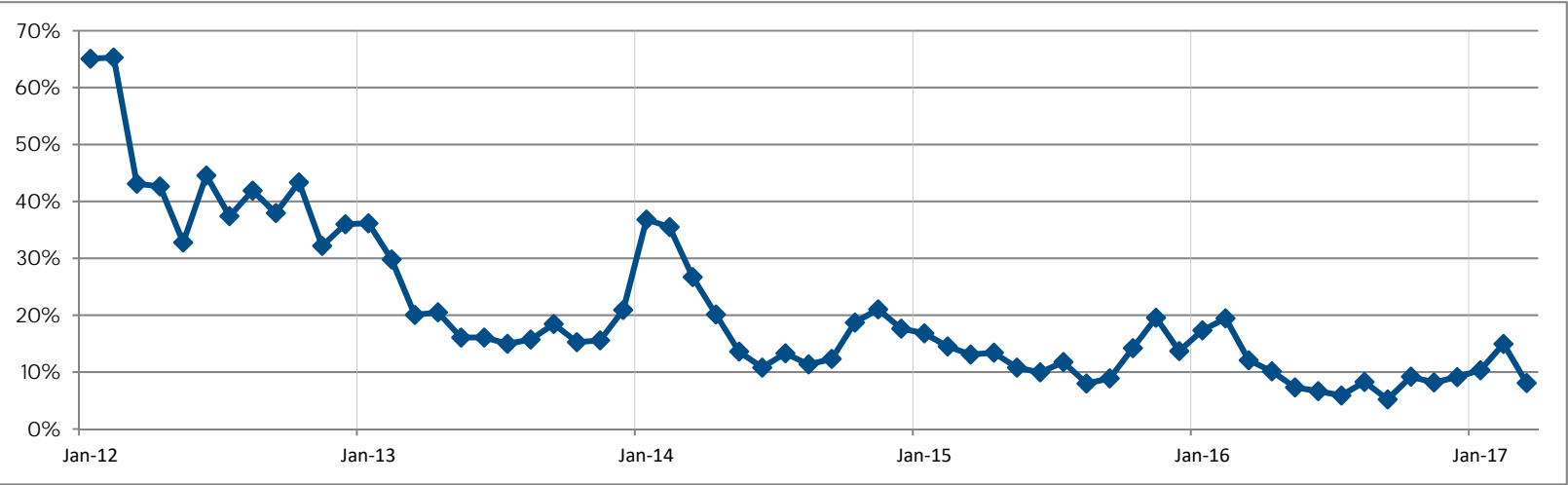


Market Overview

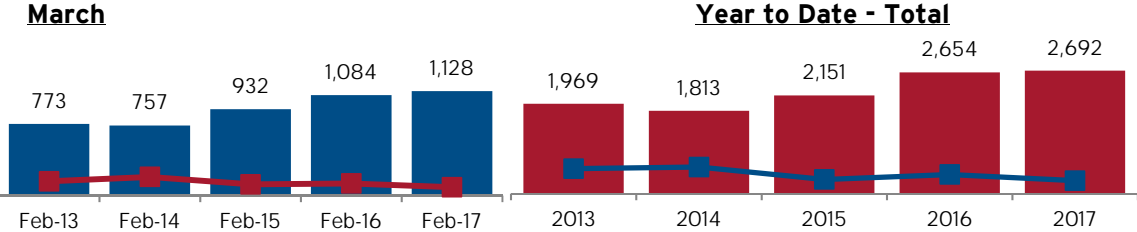


	Foreclosure as % of Sales	Percent Change
03/2013	20%	
03/2014	27%	33.08%
03/2015	13%	-50.94%
03/2016	12%	-7.68%
03/2017	8%	-33.24%

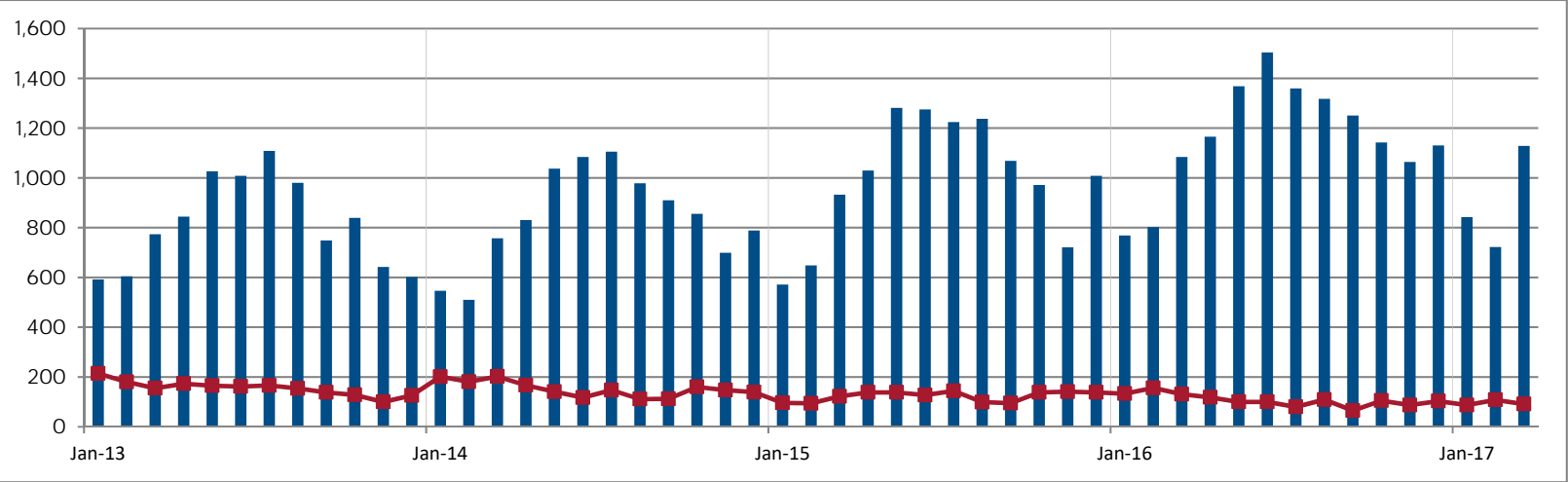
Foreclosures as a % of Sales



Market Overview



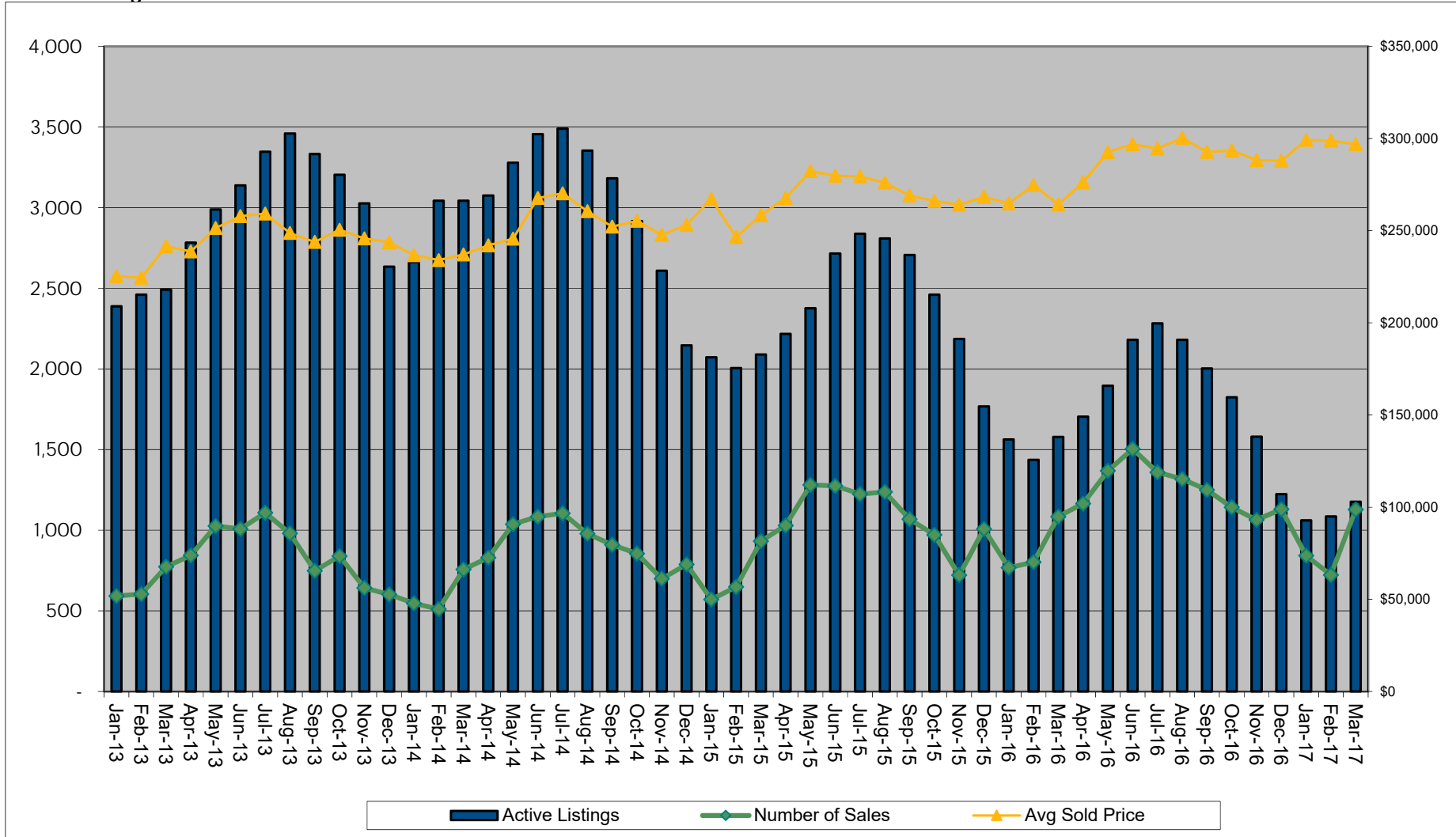
Number of Sales v Number of Foreclosures



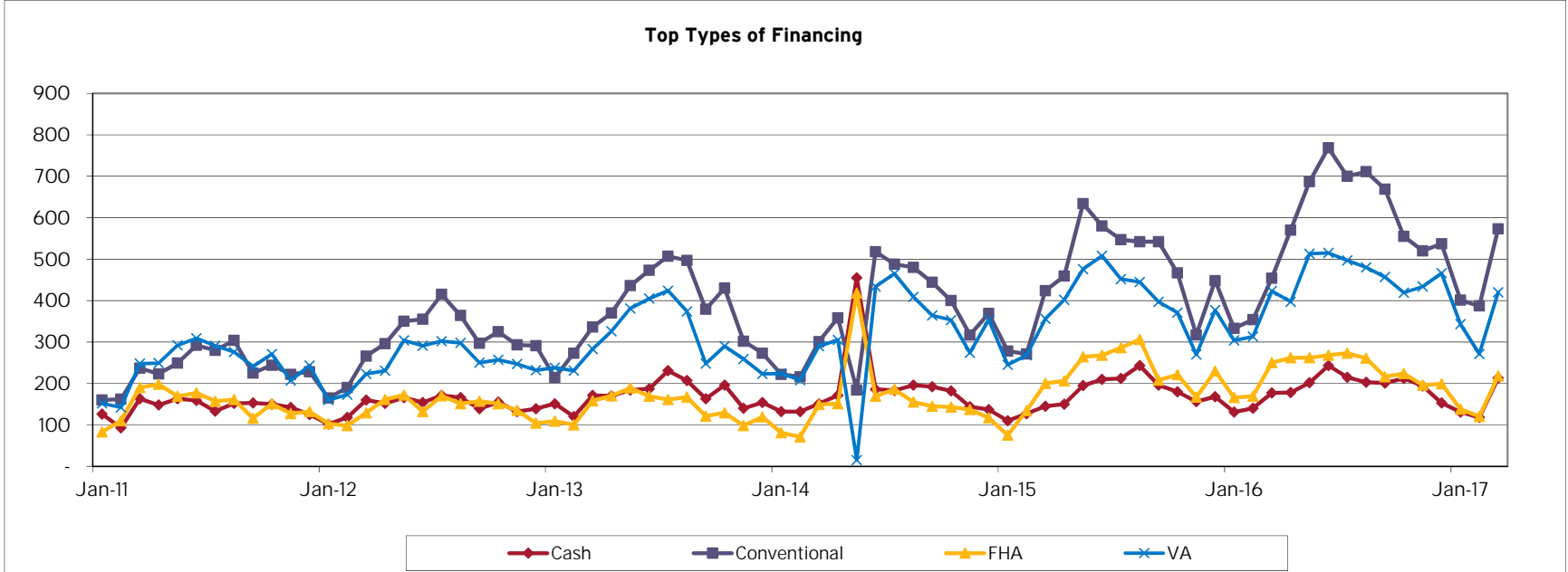
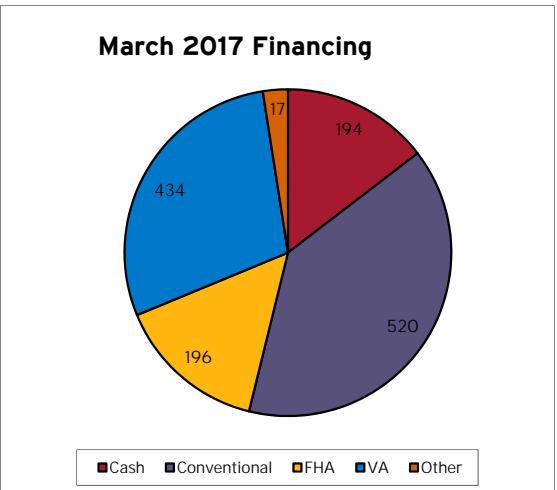
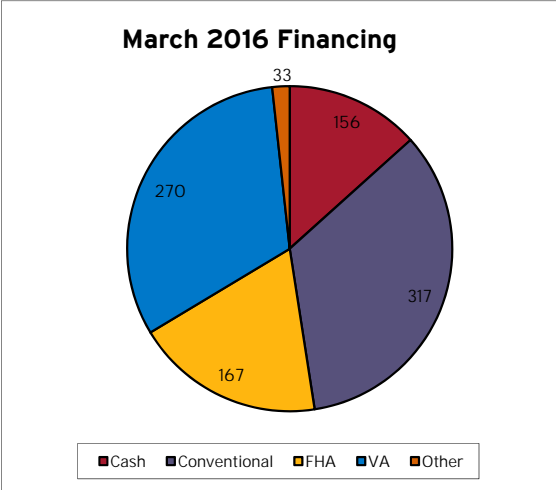
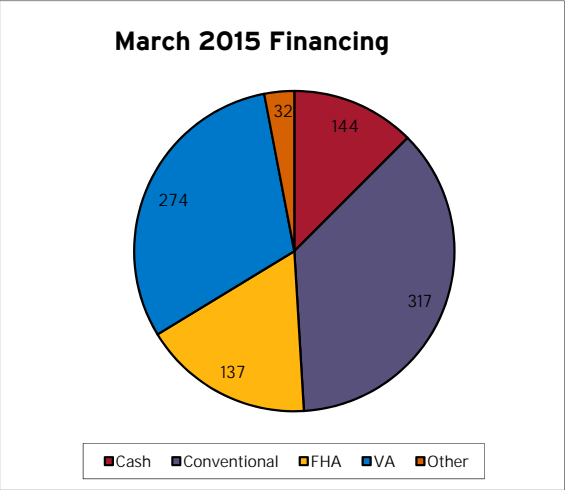
Market Overview



Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

