

Market Overview

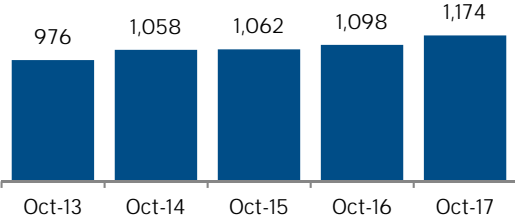


Key Metrics	Historical Sparkbars	October 2016	October 2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,098	1,174	6.92%	14,582	14,812	1.58%
Pending		778	939	20.69%	8833	10,191	15.37%
Sold Listings		1,142	1,279	12.00%	11,759	12,568	6.88%
Median Sales Price		256,575	280,500	9.32%	258,238	278,373	7.80%
Average Sales Price		293,491	316,415	7.81%	285,082	311,343	9.21%
Pct. Of List Price Received		99.2	99.5	0.30%	99.5	100.0	0.51%
Days on Market		37	28	-24.32%	37	29	-23.32%
Active Listings		1,824	1,586	-13.05%	1,865	1,506	-19.24%

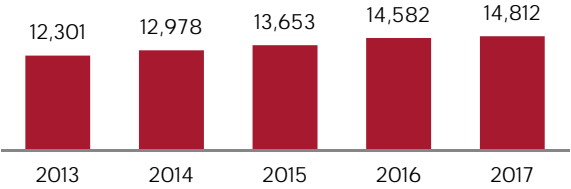
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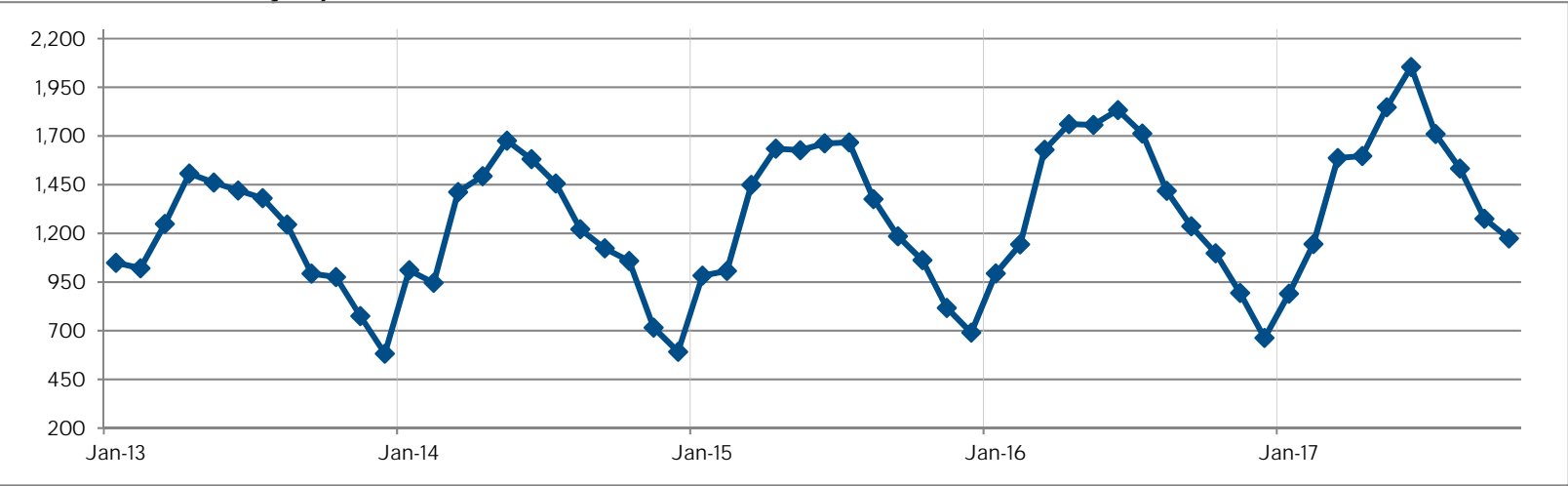


Year to Date



	New Listings	Percent Change
10/2013	976	
10/2014	1,058	8.40%
10/2015	1,062	0.38%
10/2016	1,098	3.39%
10/2017	1,174	6.92%

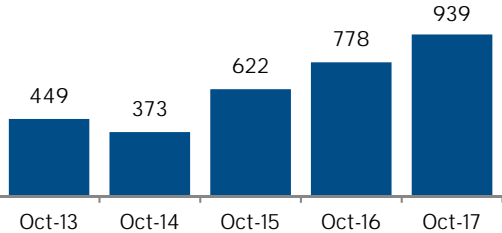
Historical New Listings by Month



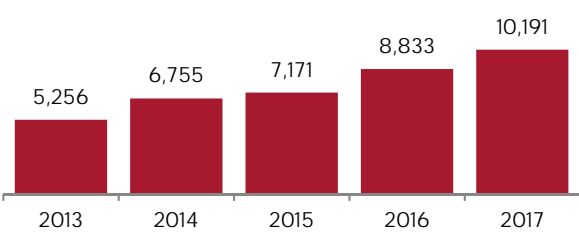
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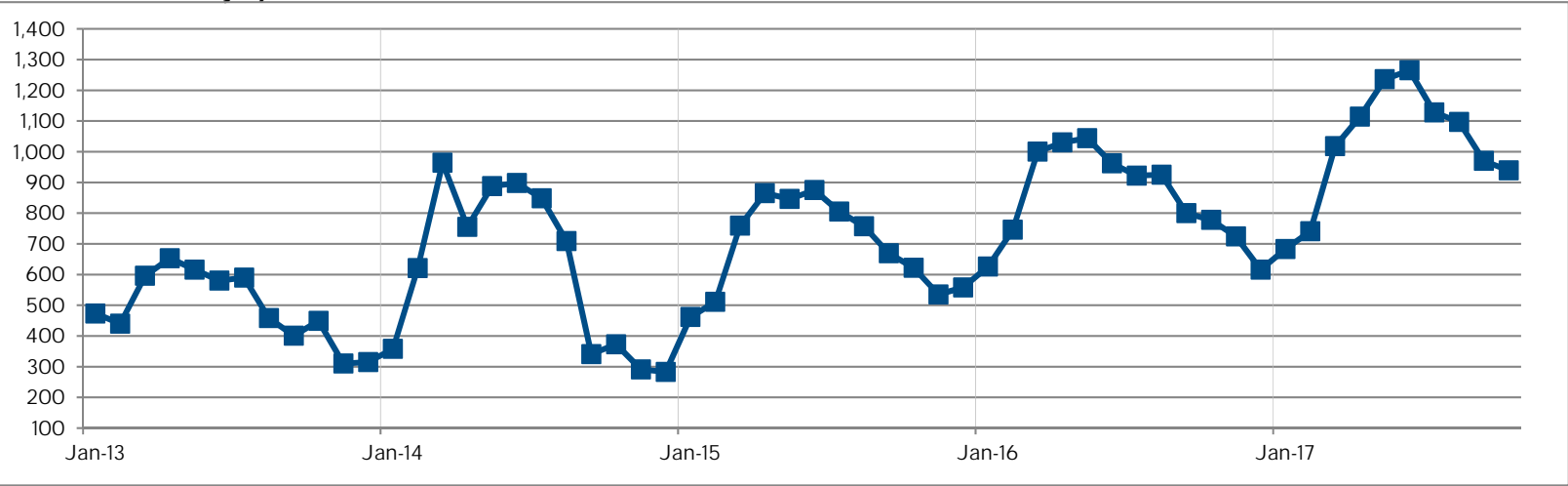


Year to Date



	Pending	Percent Change
10/2013	449	
10/2014	373	-16.93%
10/2015	622	66.76%
10/2016	778	25.08%
10/2017	939	20.69%

Historical Pending by Month

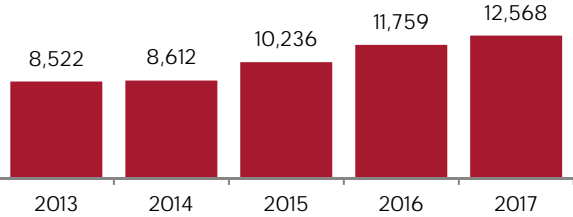
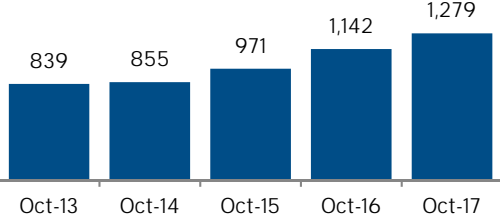


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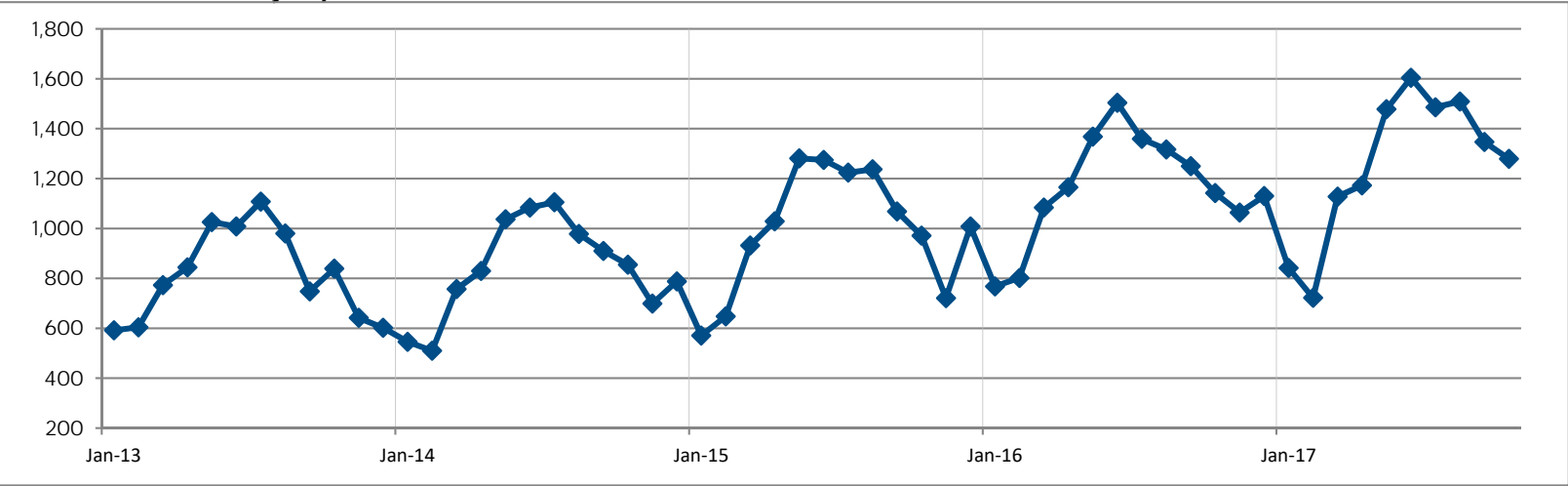
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Year to Date



	Sold Listings	Percent Change
10/2013	839	
10/2014	855	1.91%
10/2015	971	13.57%
10/2016	1,142	17.61%
10/2017	1,279	12.00%

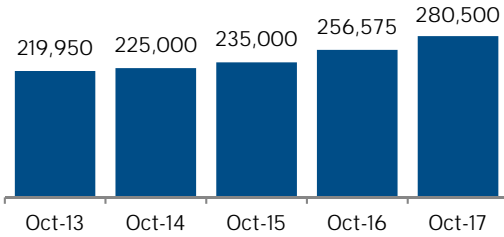
Historical Sold Listings by Month



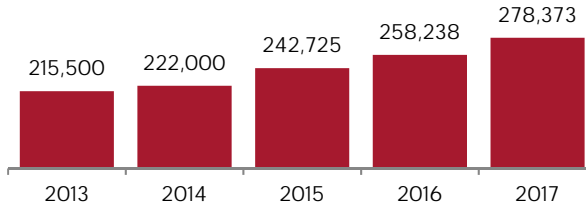
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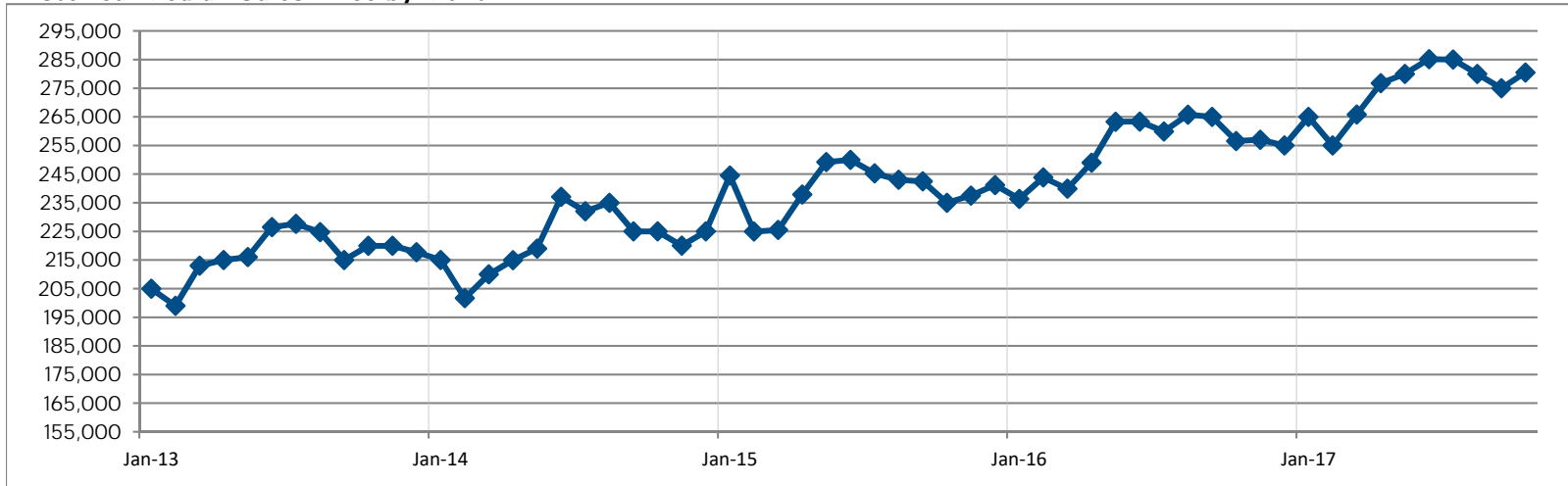


Year to Date - Median



	Median Sales Price	Percent Change
10/2013	219,950	
10/2014	225,000	2.30%
10/2015	235,000	4.44%
10/2016	256,575	9.18%
10/2017	280,500	9.32%

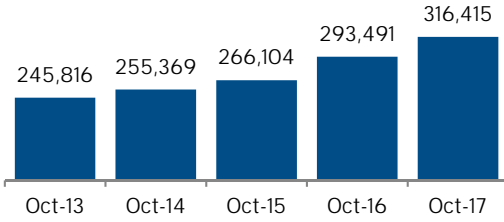
Historical Median Sales Price by Month



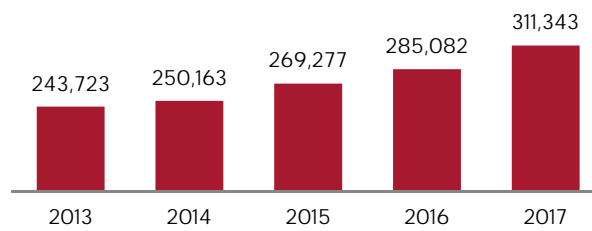
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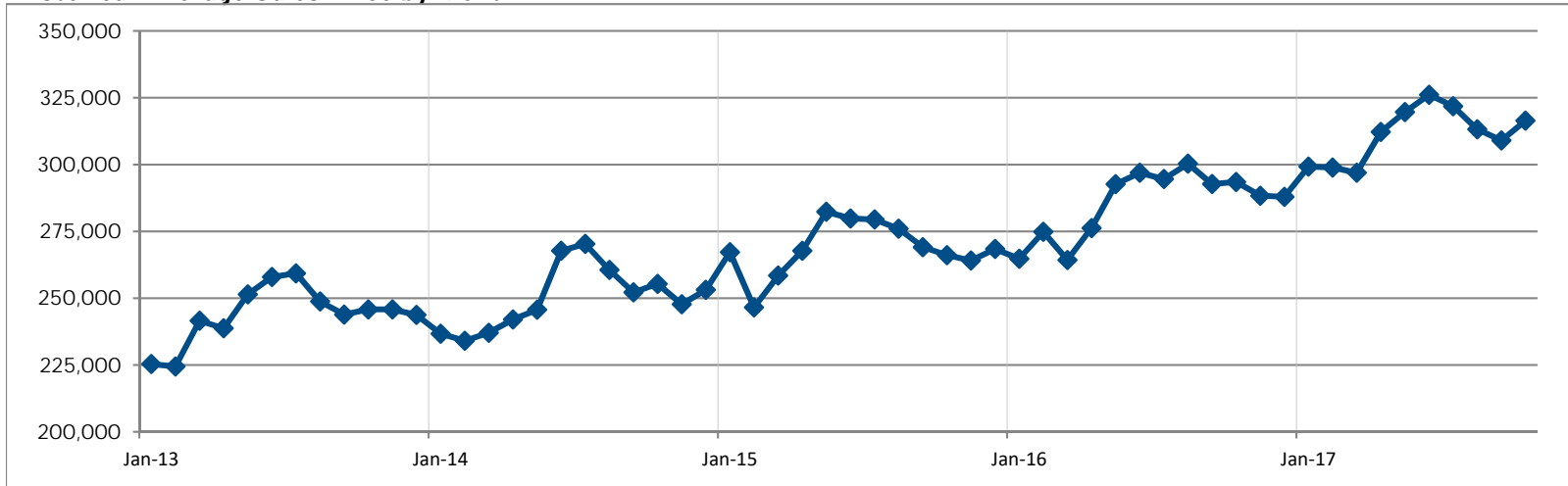


Year to Date - Average



	Average Sales Price	Percent Change
10/2013	245,816	
10/2014	255,369	3.89%
10/2015	266,104	4.20%
10/2016	293,491	10.29%
10/2017	316,415	7.81%

Historical Average Sales Price by Month

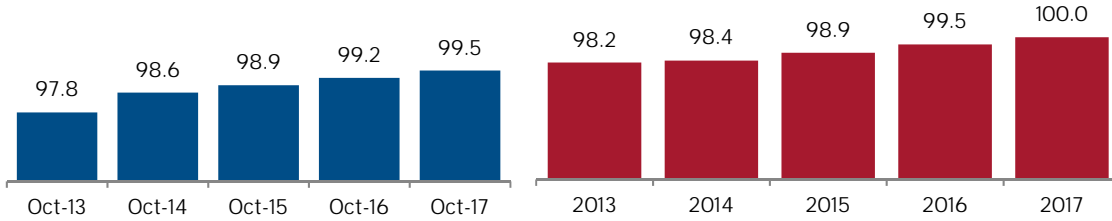


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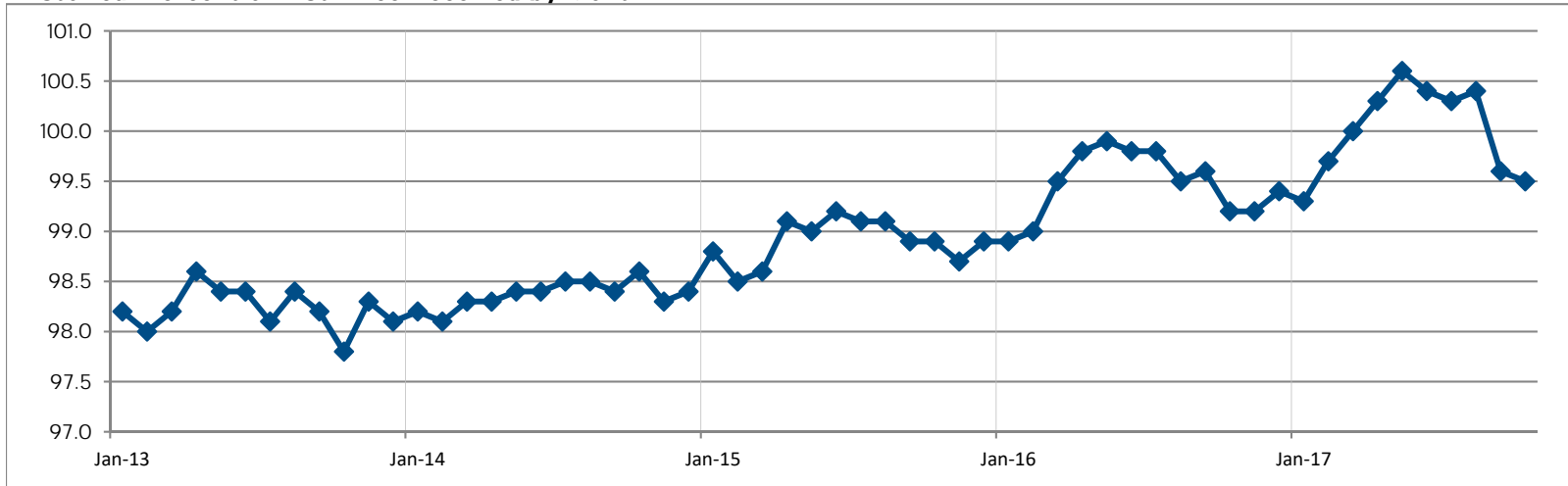
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Year to Date - Average



	Pct of List Recvd	Percent Change
10/2013	97.8	
10/2014	98.6	0.82%
10/2015	98.9	0.30%
10/2016	99.2	0.30%
10/2017	99.5	0.30%

Historical Percent of List Price Received by Month

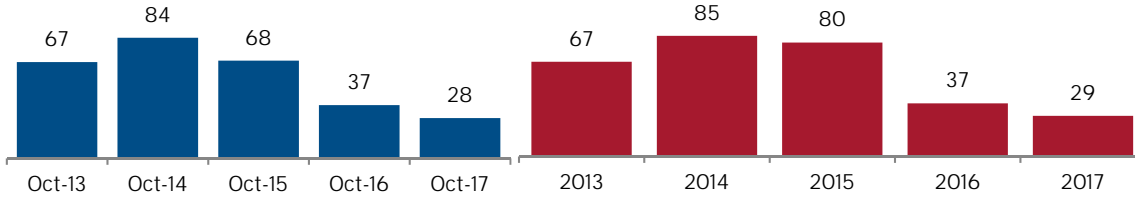


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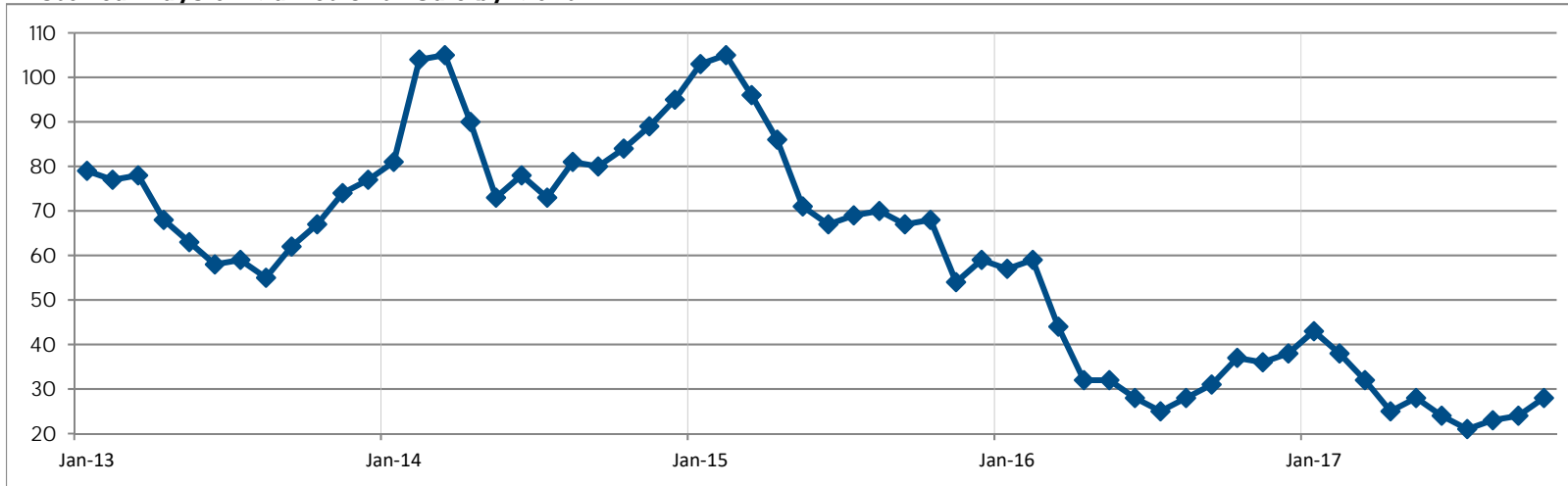
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Year to Date - Average



	DOM	Percent Change
10/2013	67	
10/2014	84	25.37%
10/2015	68	-19.05%
10/2016	37	-45.59%
10/2017	28	-24.32%

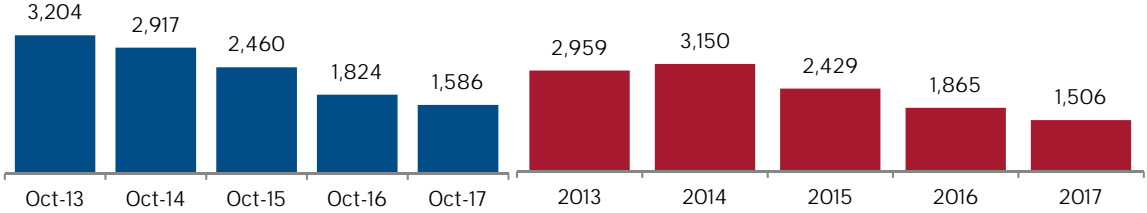
Historical Days on Market Until Sale by Month



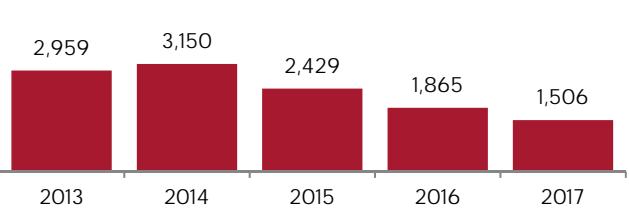
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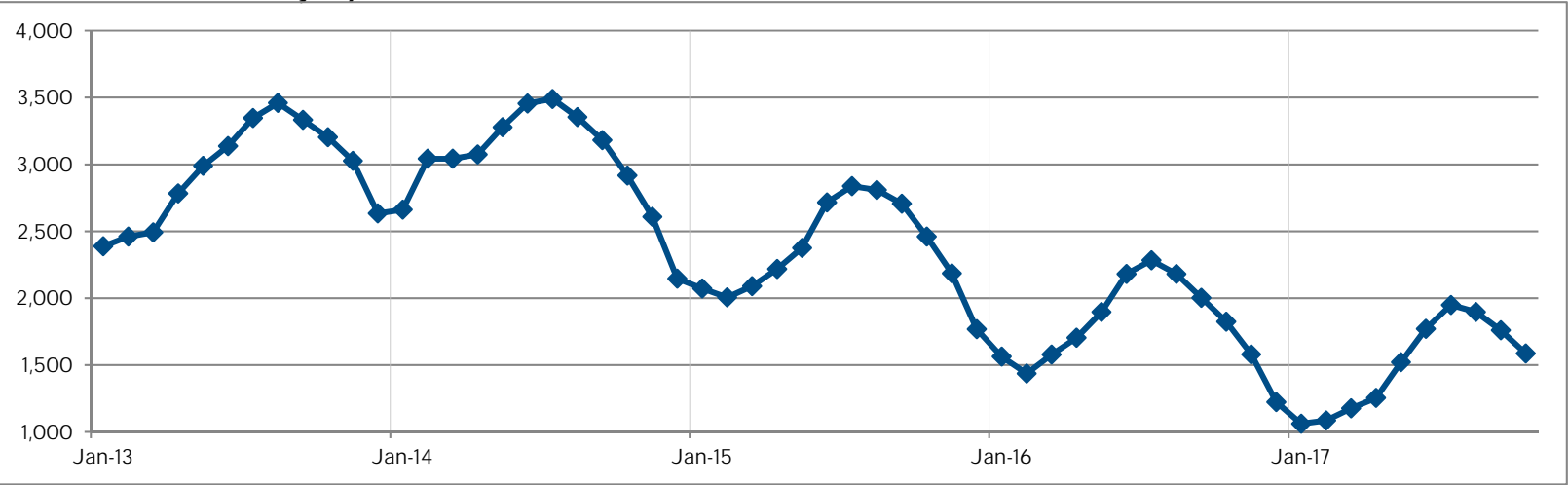


Year to Date - Average



	Active Listings	Percent Change
10/2013	3,204	
10/2014	2,917	-8.96%
10/2015	2,460	-15.67%
10/2016	1,824	-25.85%
10/2017	1,586	-13.05%

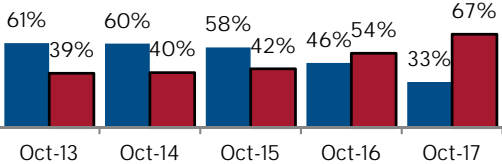
Historical Active Listings by Month



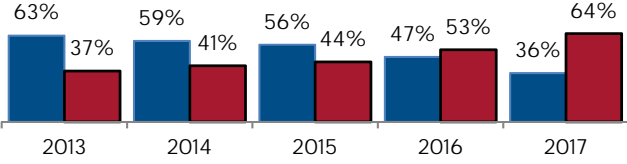
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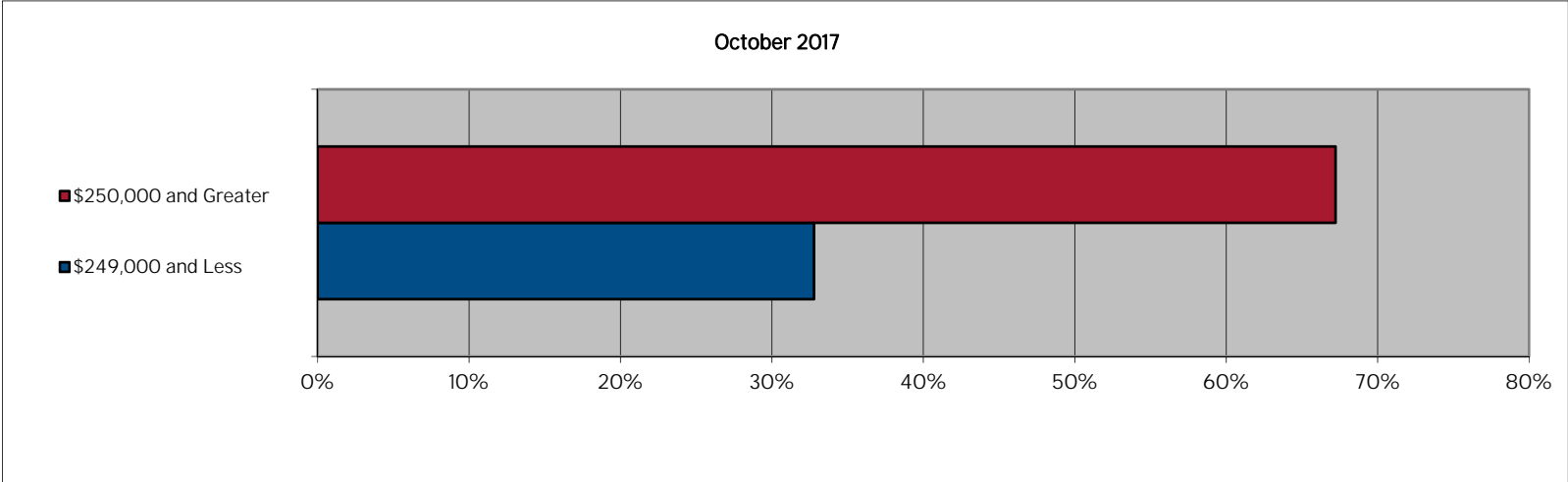
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Year to Date



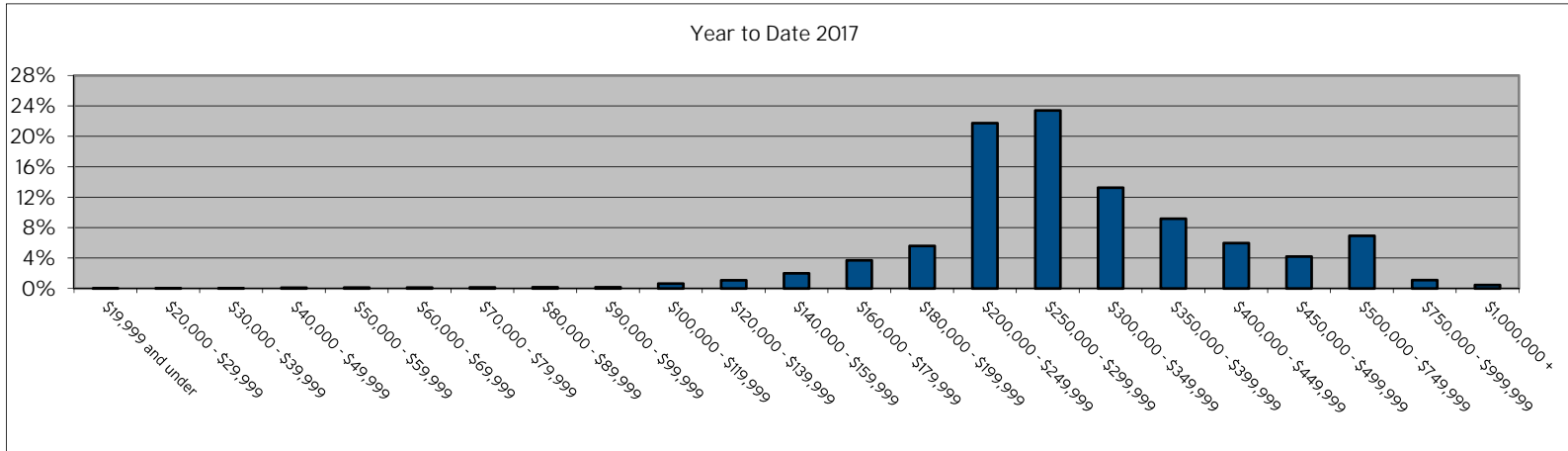
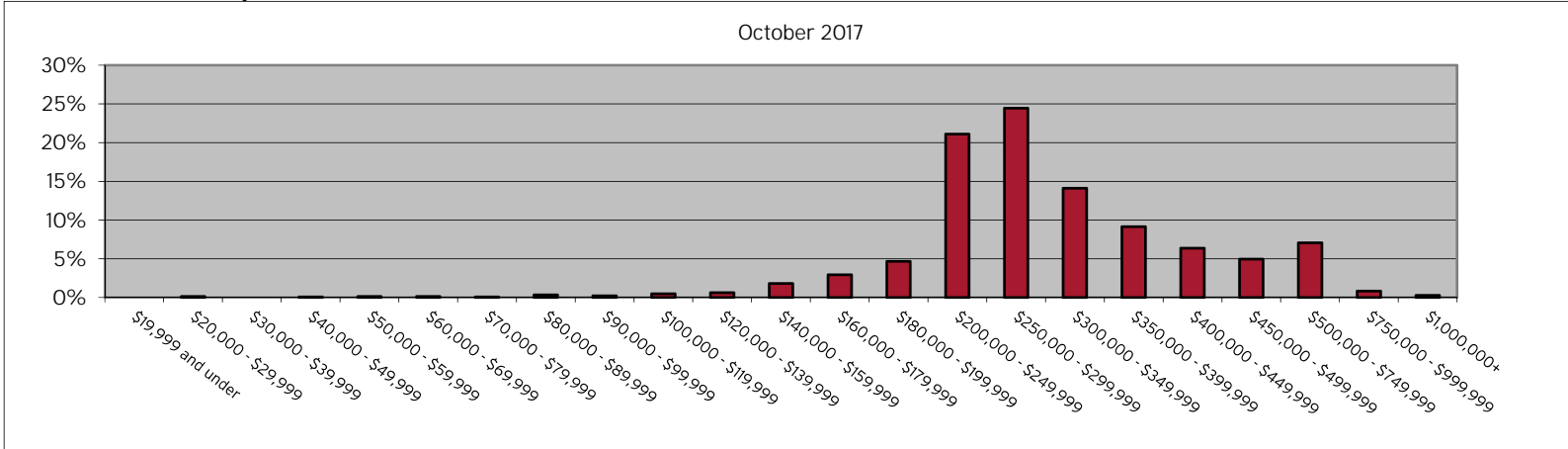
Percent of Sales by Price



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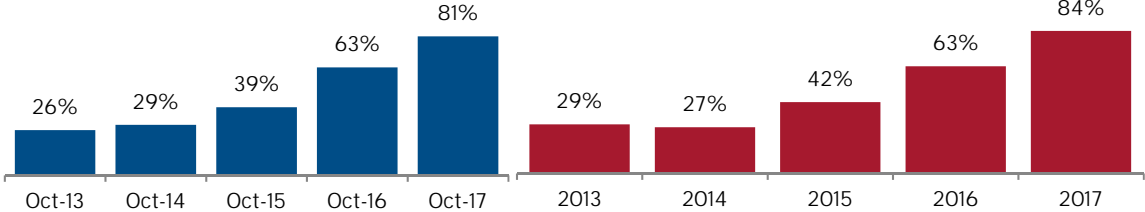
Percent of Sales by Price



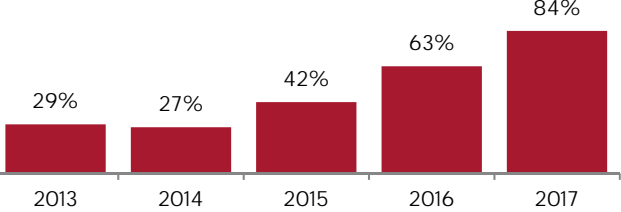
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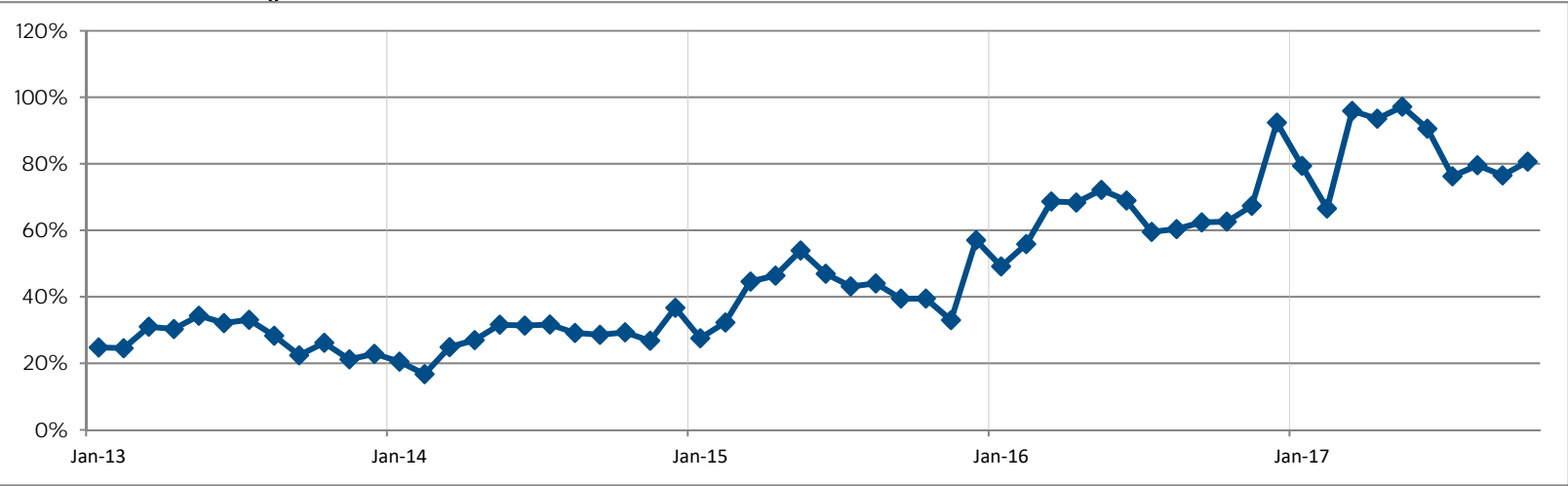


Year to Date - Average

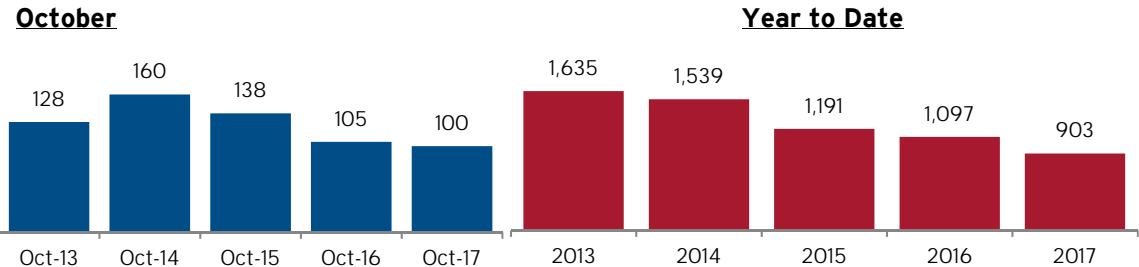


	Sales as a % of Active Listings	Percent Change
10/2013	26%	
10/2014	29%	11.93%
10/2015	39%	34.66%
10/2016	63%	58.62%
10/2017	81%	28.80%

Sales as a % of Active Listings

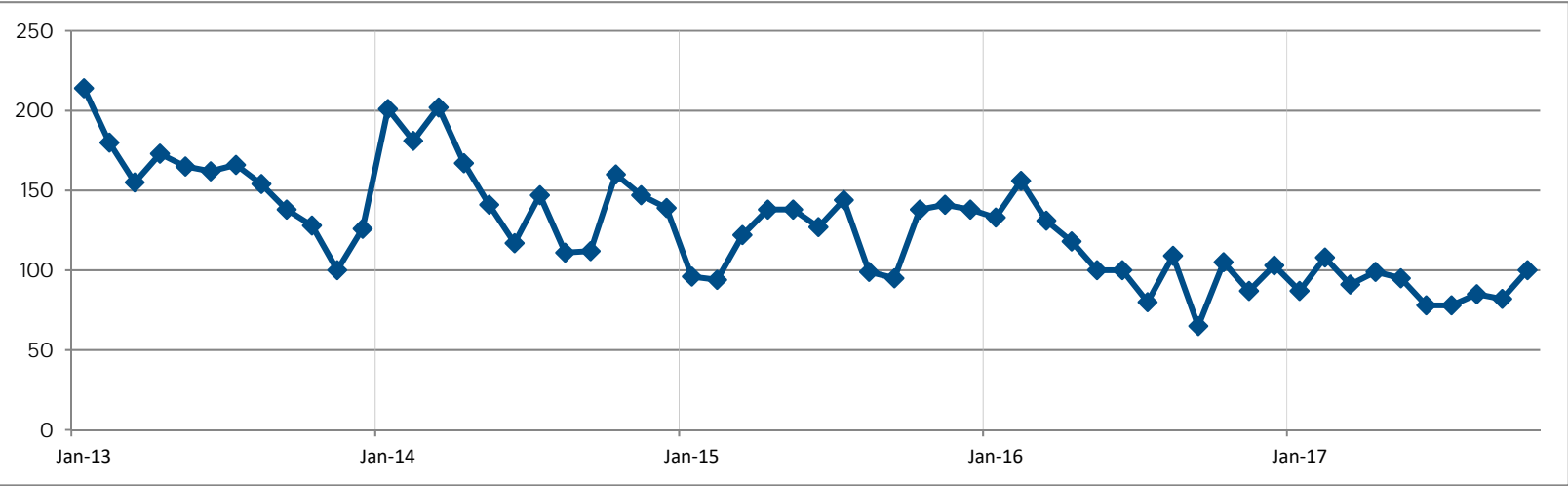


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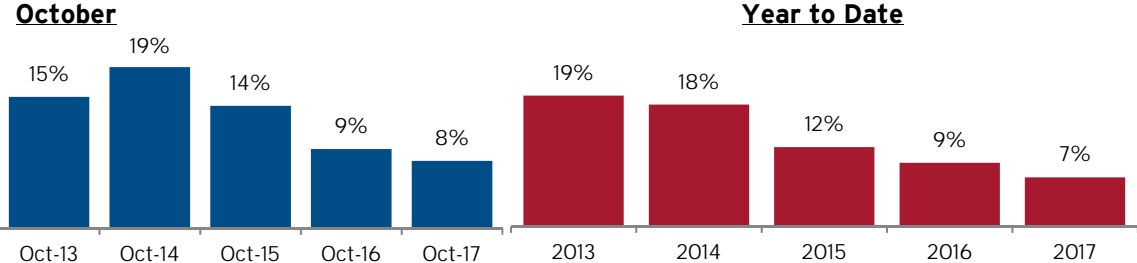


	Foreclosures	Percent Change
10/2013	128	
10/2014	160	25.00%
10/2015	138	-13.75%
10/2016	105	-23.91%
10/2017	100	-4.76%

Foreclosures

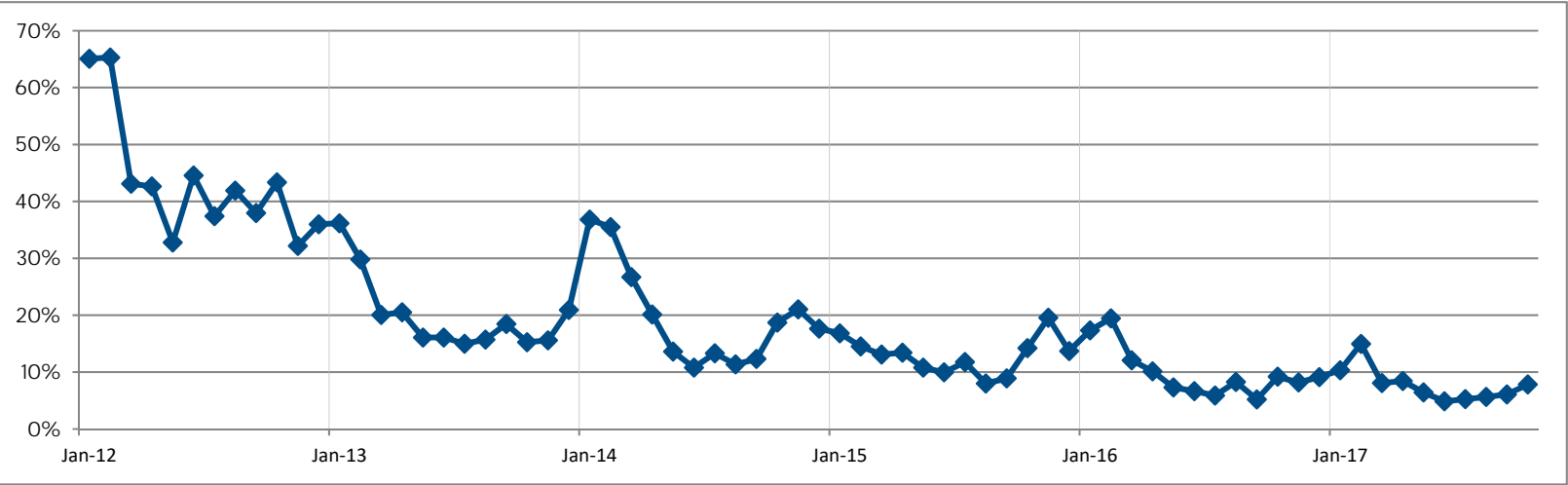


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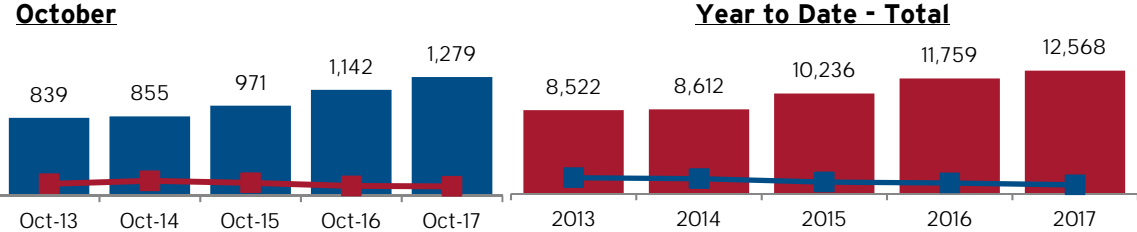


	Foreclosure as % of Sales	Percent Change
10/2013	15%	
10/2014	19%	22.66%
10/2015	14%	-24.05%
10/2016	9%	-35.31%
10/2017	8%	-14.96%

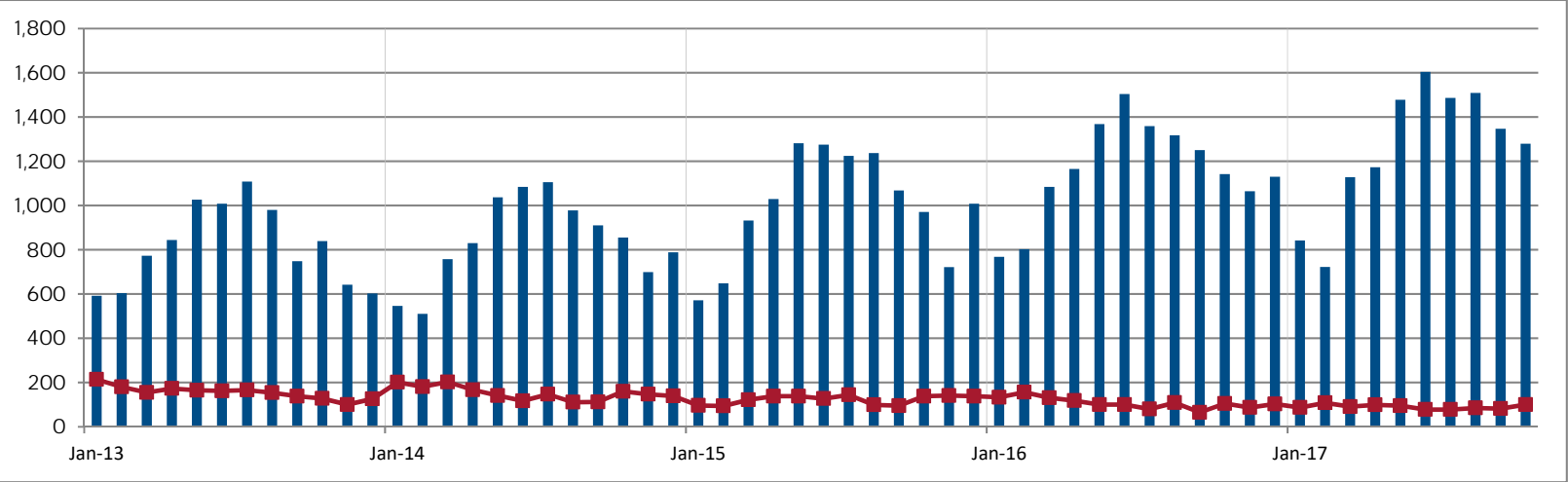
Foreclosures as a % of Sales



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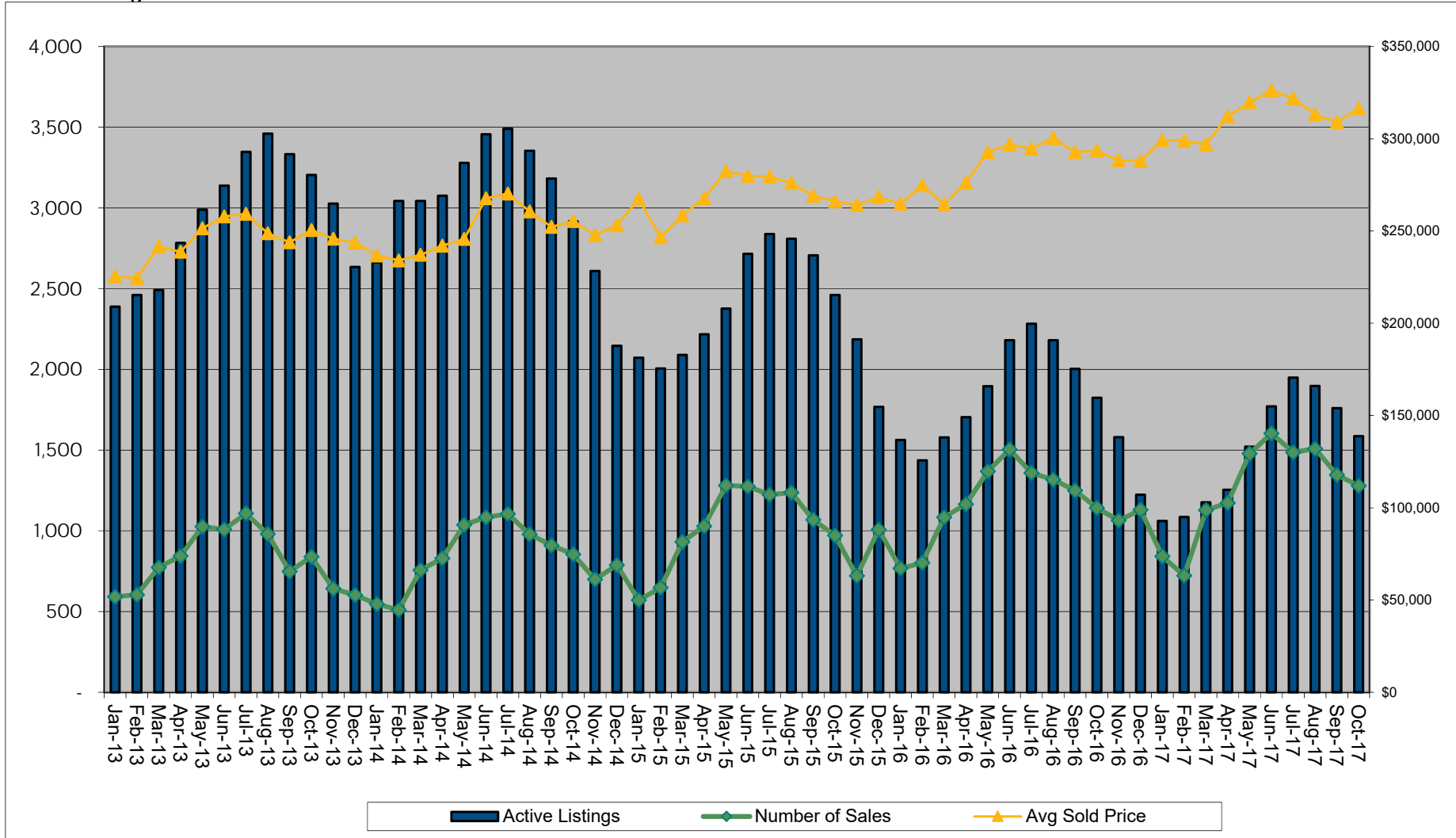
Number of Sales v Number of Foreclosures



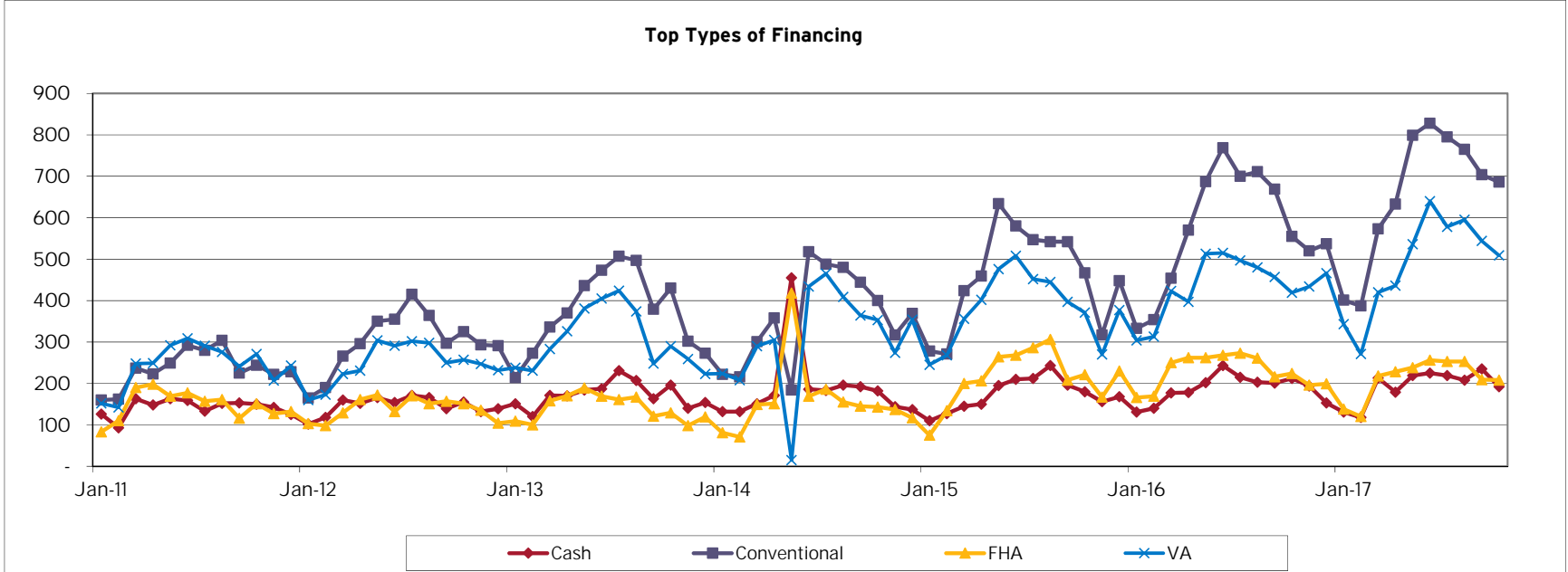
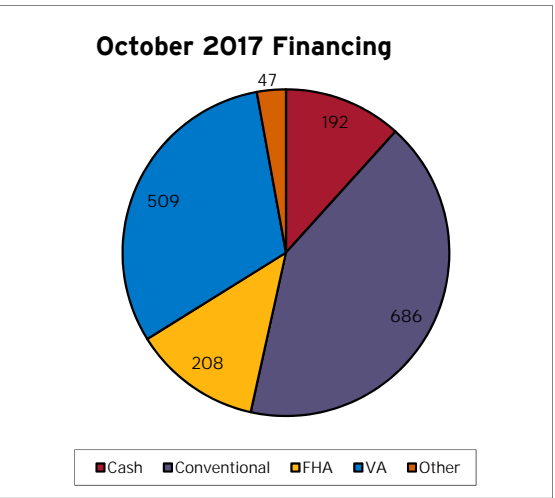
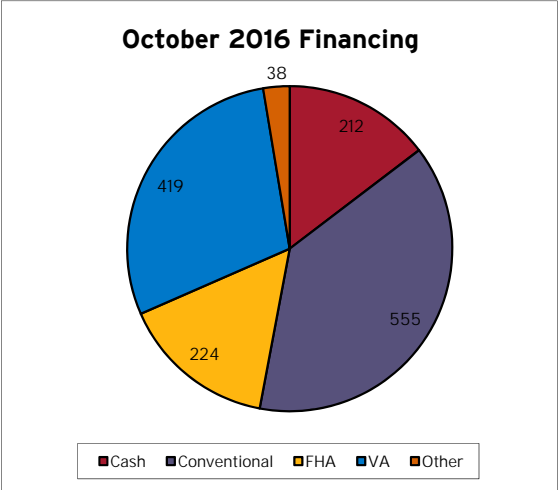
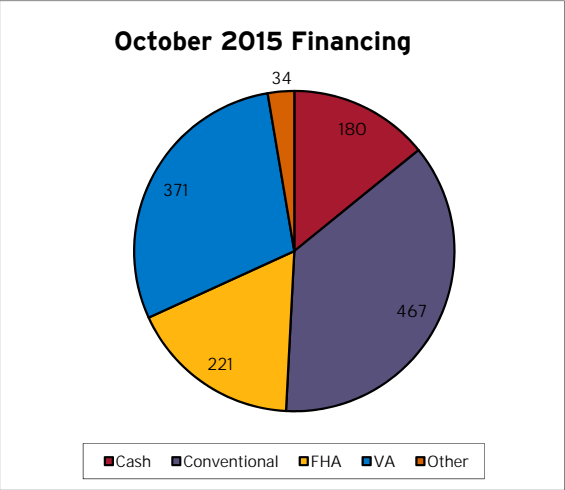
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Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

