

Market Overview

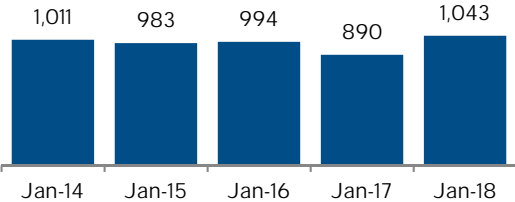


Key Metrics	Historical Sparkbars	January 2017	January 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		890	1,043	17.19%	890	1,043	17.19%
Pending		683	810	18.59%	683	810	18.59%
Sold Listings		842	848	0.71%	842	848	0.71%
Median Sales Price		265,000	295,000	11.32%	265,000	295,000	11.32%
Average Sales Price		299,222	331,346	10.74%	299,222	331,346	10.74%
Pct. Of List Price Received		99.3	99.4	0.10%	99.3	99.4	0.10%
Days on Market		43	36	-16.28%	43	36	-16.28%
Active Listings		1,061	972	-8.39%	1,061	972	-8.39%

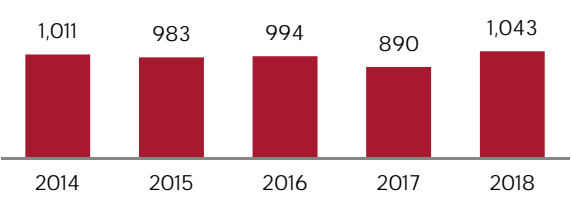
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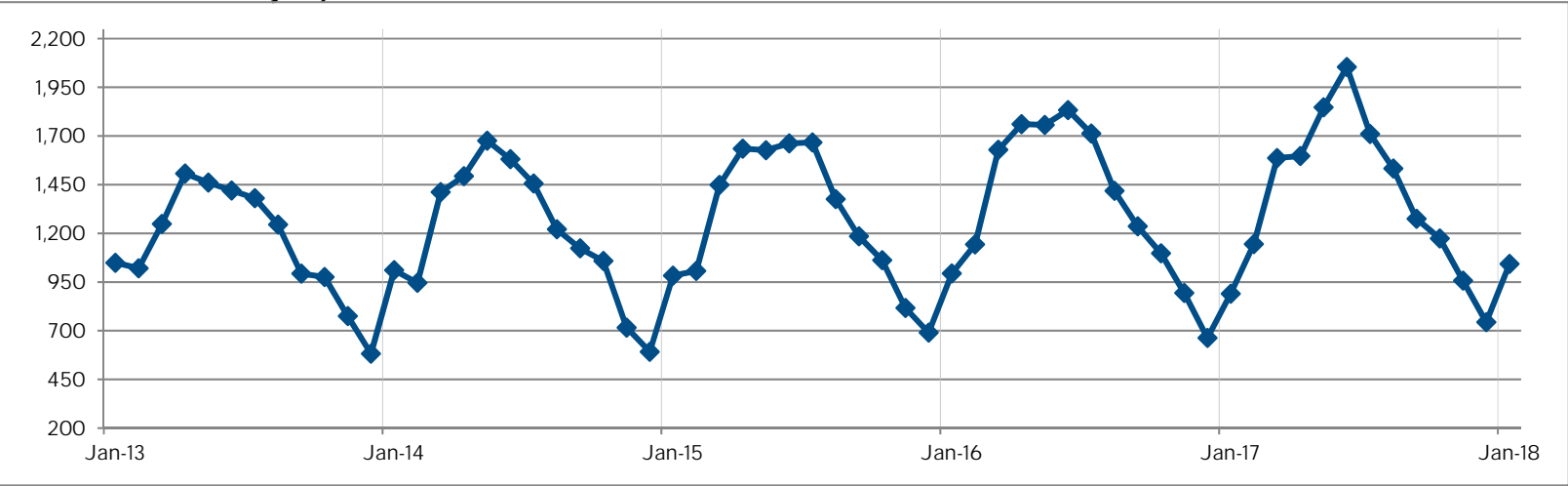


Year to Date



	New Listings	Percent Change
01/2014	1,011	
01/2015	983	-2.77%
01/2016	994	1.12%
01/2017	890	-10.46%
01/2018	1,043	17.19%

Historical New Listings by Month

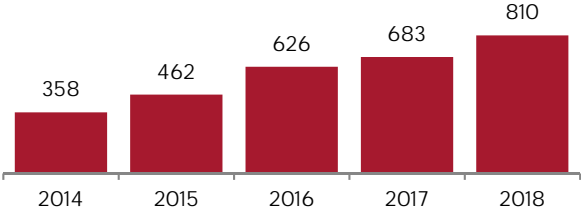
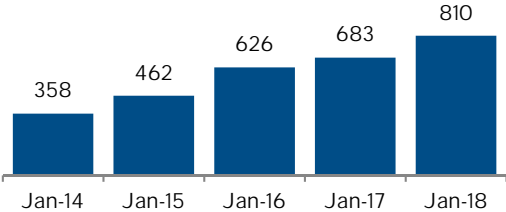


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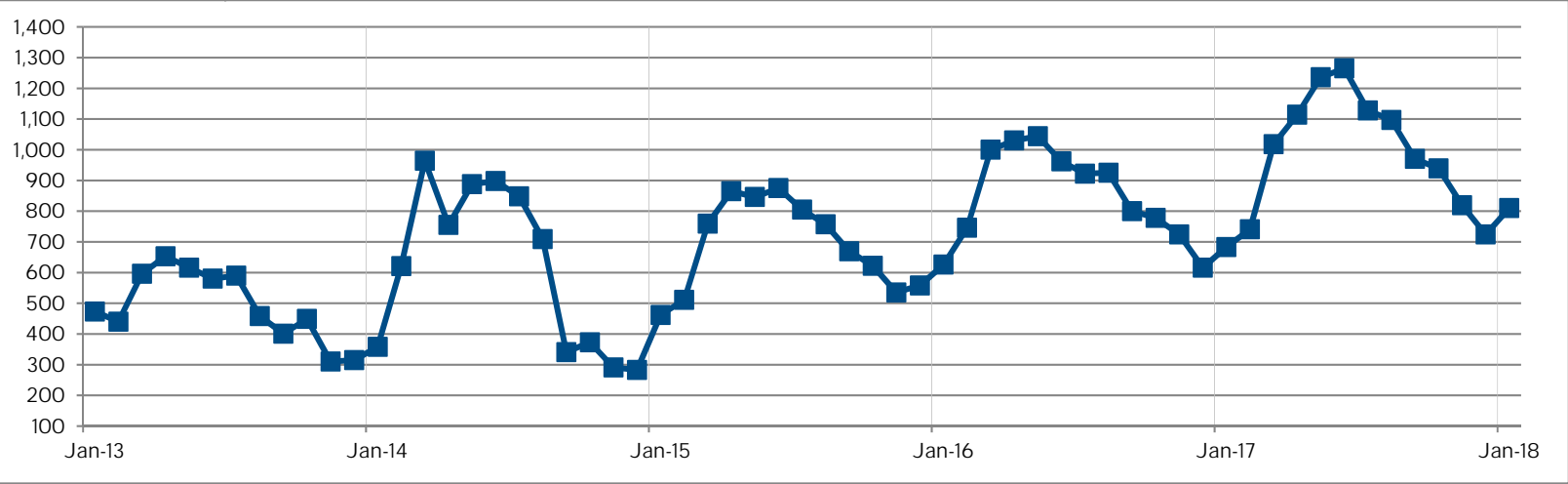
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Year to Date



	Pending	Percent Change
01/2014	358	
01/2015	462	29.05%
01/2016	626	35.50%
01/2017	683	9.11%
01/2018	810	18.59%

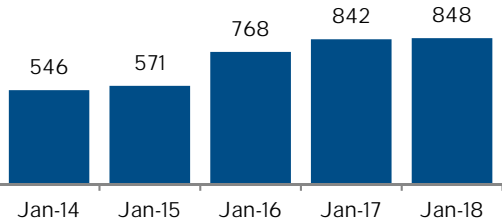
Historical Pending by Month



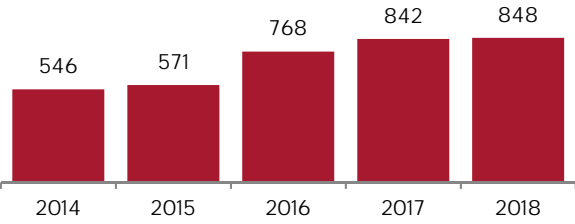
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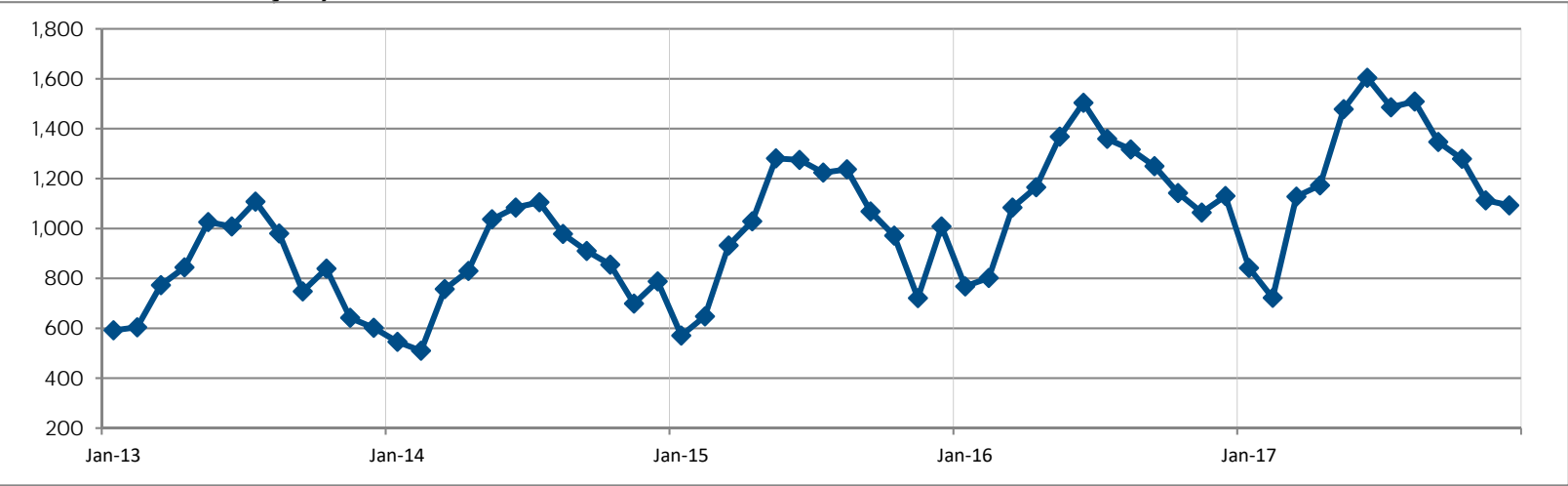


Year to Date



	Sold Listings	Percent Change
01/2014	546	
01/2015	571	4.58%
01/2016	768	34.50%
01/2017	842	9.64%
01/2018	848	0.71%

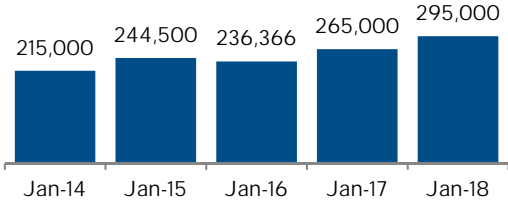
Historical Sold Listings by Month



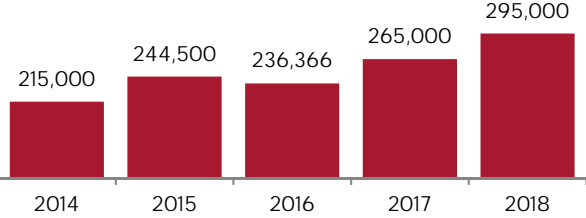
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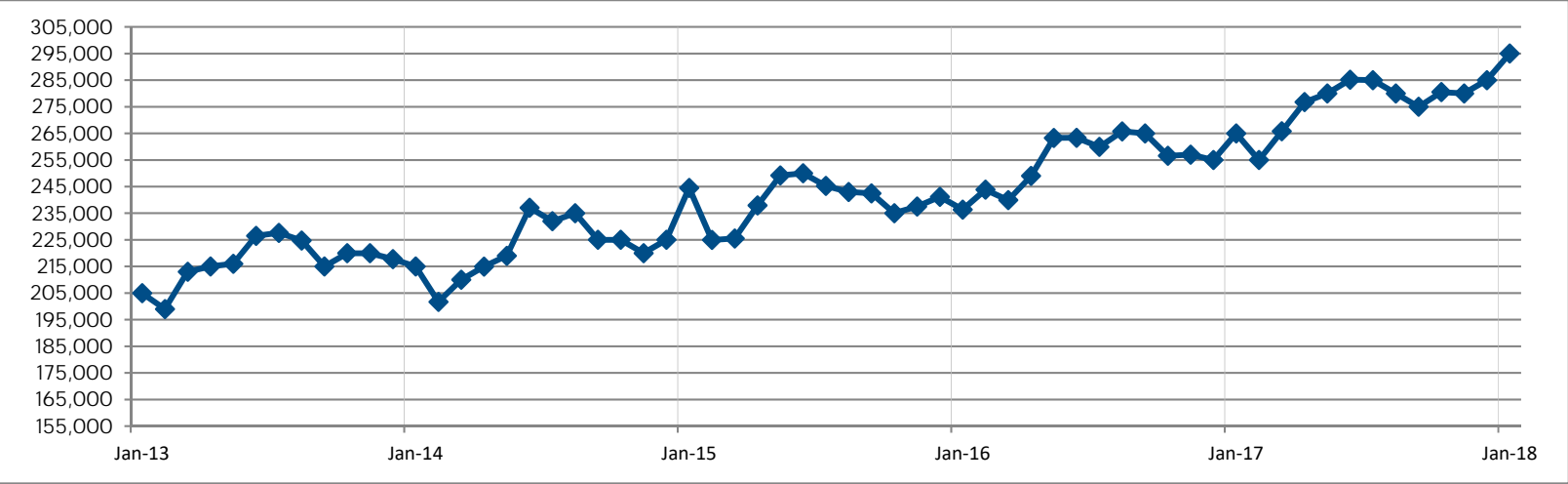


Year to Date - Median



	Median Sales Price	Percent Change
01/2014	215,000	
01/2015	244,500	13.72%
01/2016	236,366	-3.33%
01/2017	265,000	12.11%
01/2018	295,000	11.32%

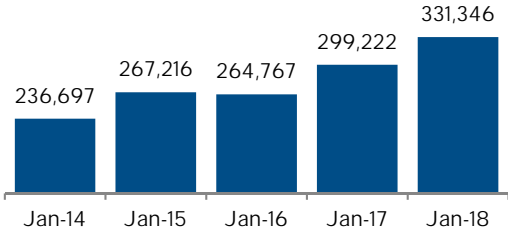
Historical Median Sales Price by Month



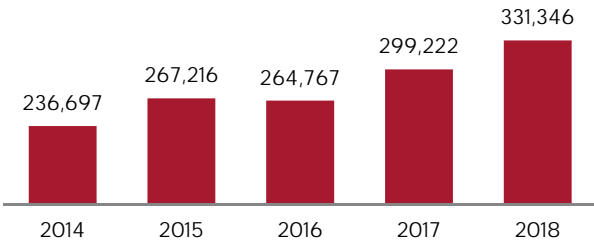
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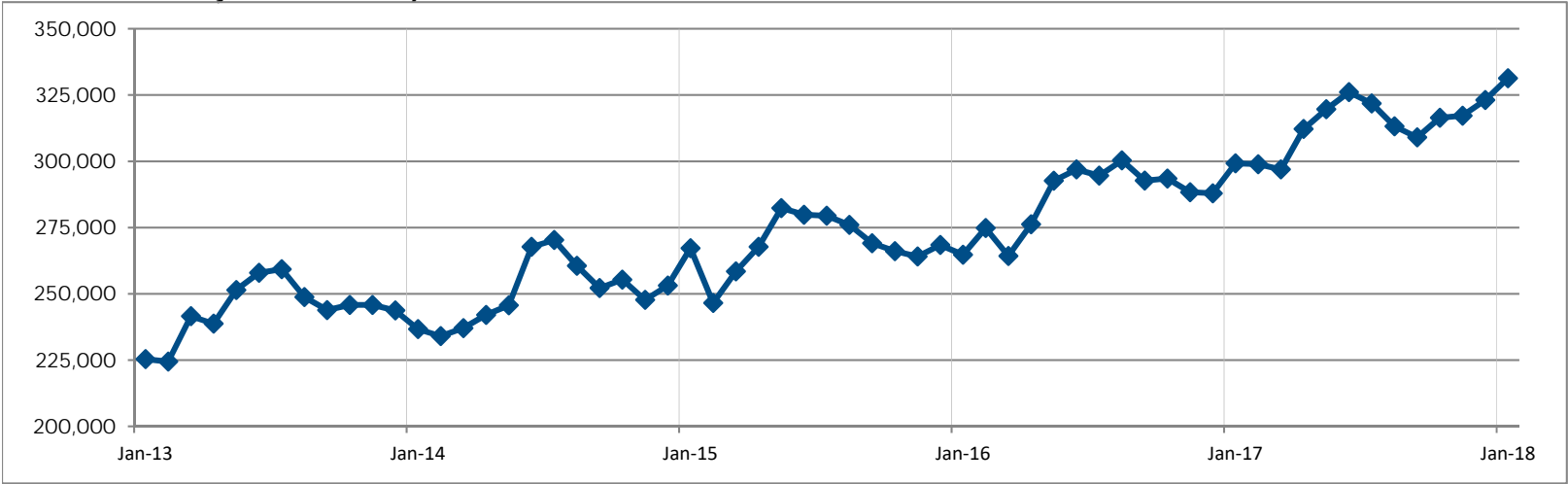


Year to Date - Average



	Average Sales Price	Percent Change
01/2014	236,697	
01/2015	267,216	12.89%
01/2016	264,767	-0.92%
01/2017	299,222	13.01%
01/2018	331,346	10.74%

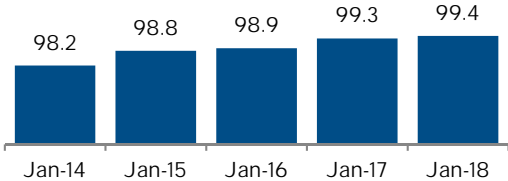
Historical Average Sales Price by Month



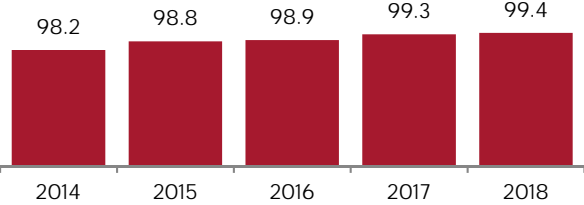
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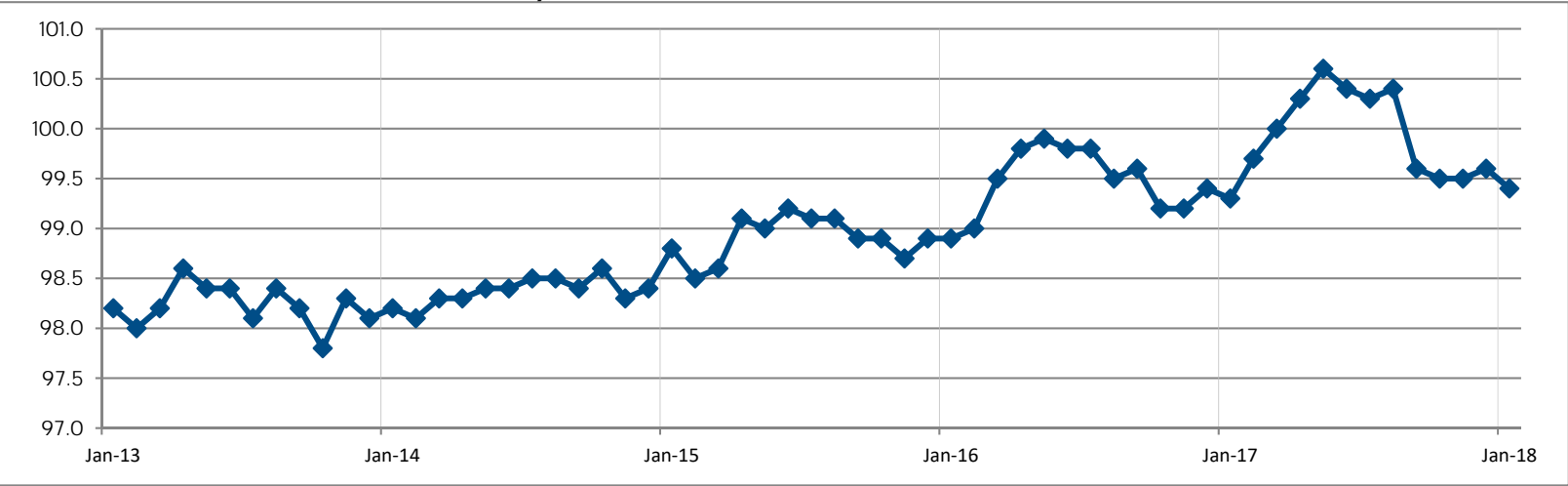


Year to Date - Average

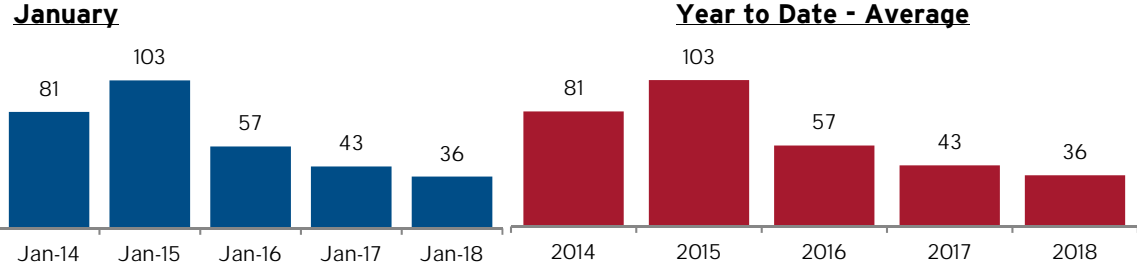


	Pct of List Recvd	Percent Change
01/2014	98.2	
01/2015	98.8	0.61%
01/2016	98.9	0.10%
01/2017	99.3	0.40%
01/2018	99.4	0.10%

Historical Percent of List Price Received by Month

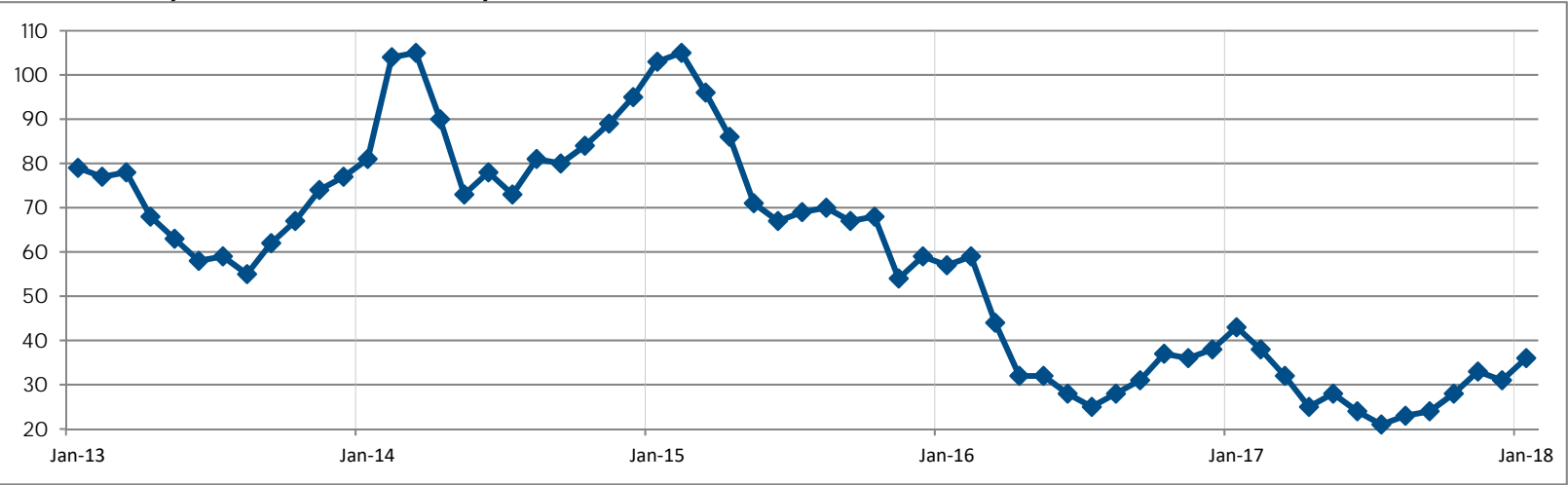


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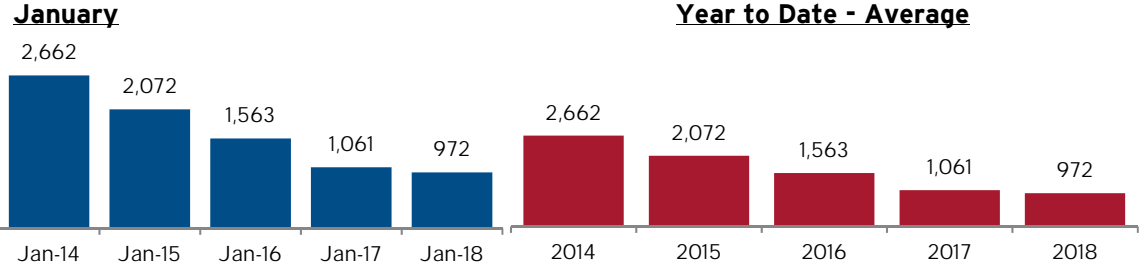


	DOM	Percent Change
01/2014	81	
01/2015	103	27.16%
01/2016	57	-44.66%
01/2017	43	-24.56%
01/2018	36	-16.28%

Historical Days on Market Until Sale by Month

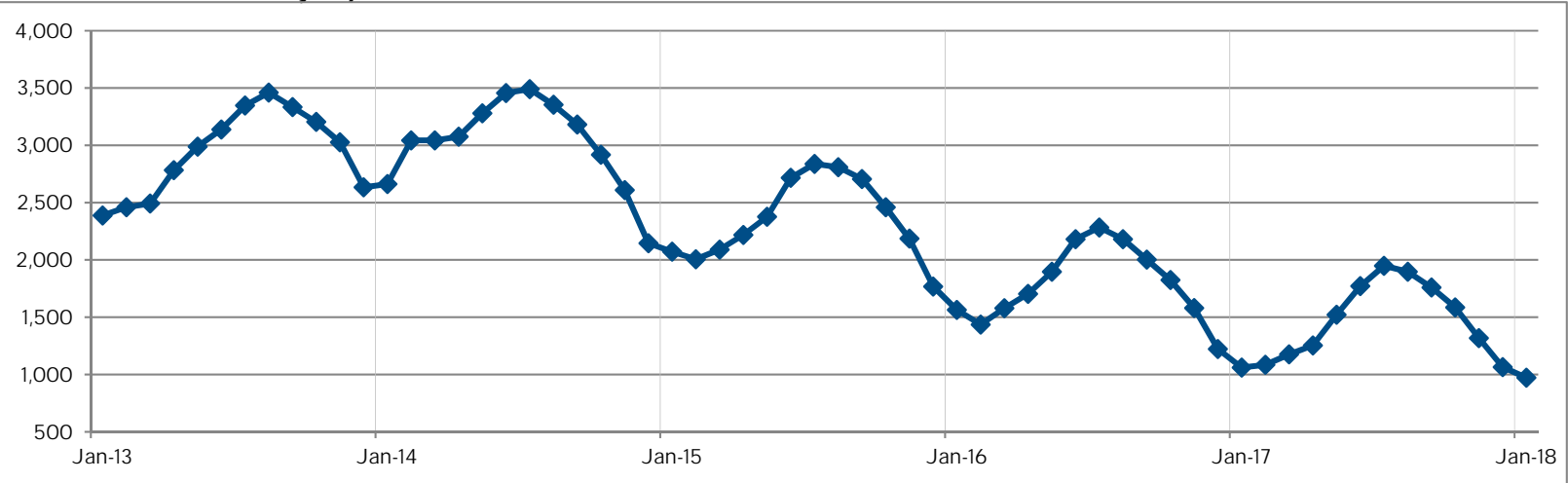


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	Active Listings	Percent Change
01/2014	2,662	
01/2015	2,072	-22.16%
01/2016	1,563	-24.57%
01/2017	1,061	-32.12%
01/2018	972	-8.39%

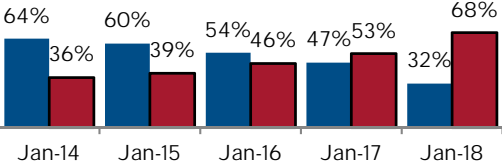
Historical Active Listings by Month



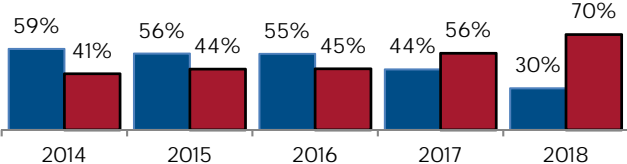
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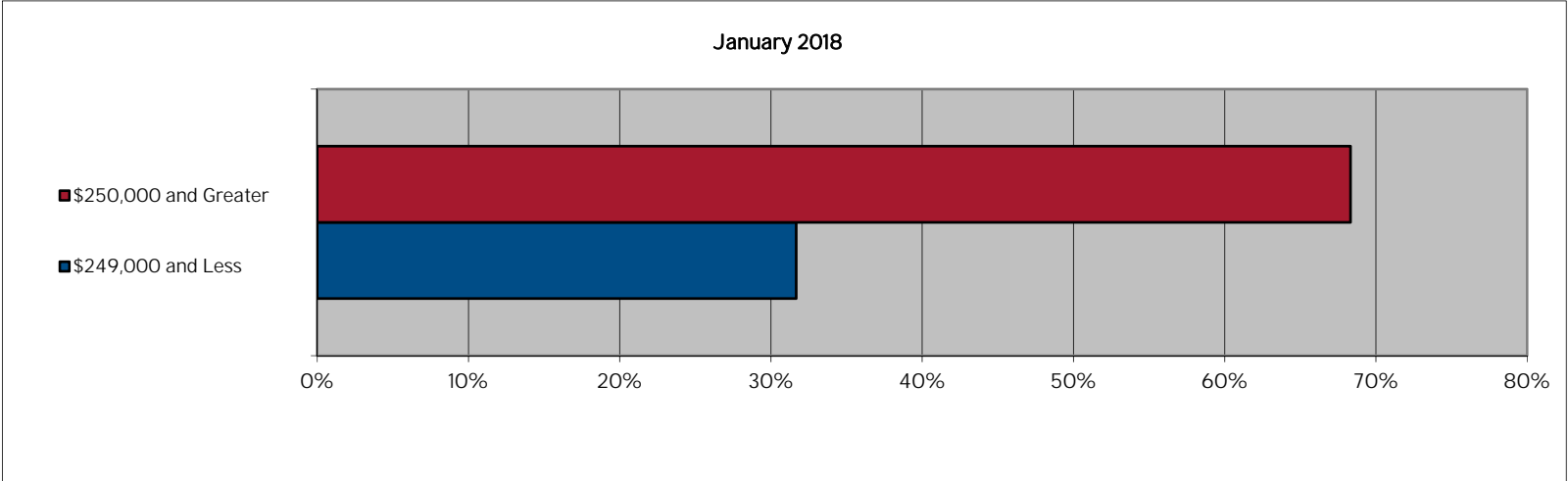
January



Year to Date



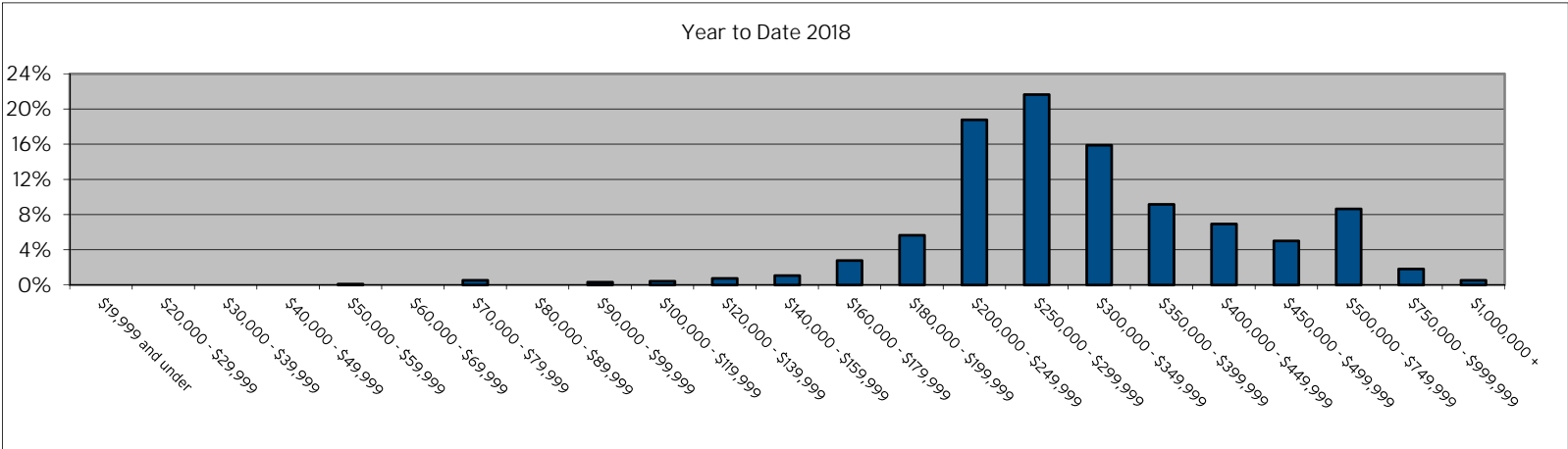
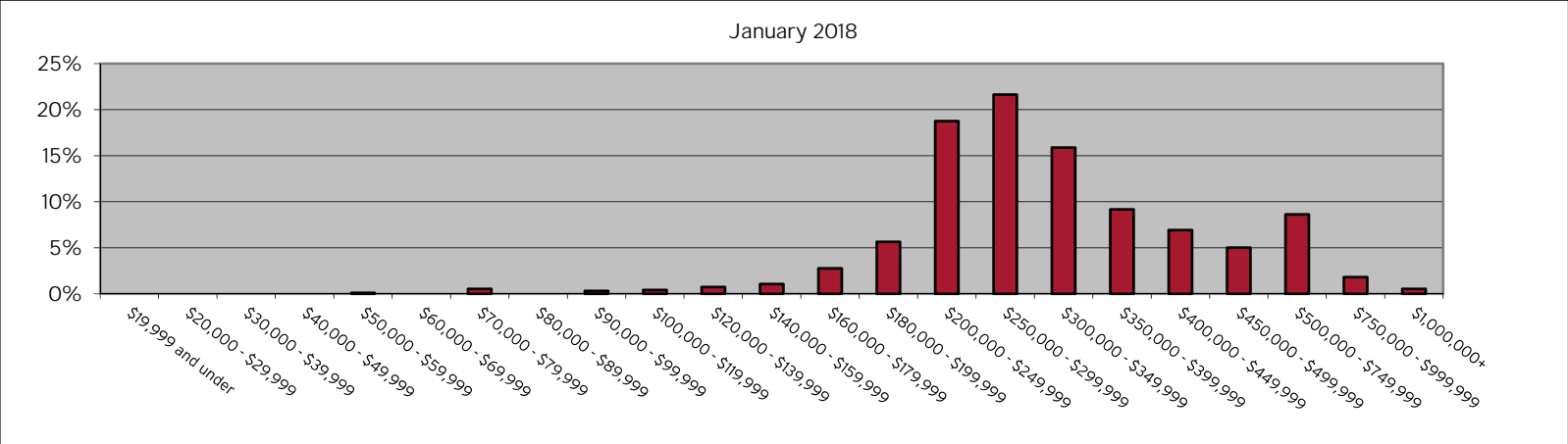
Percent of Sales by Price



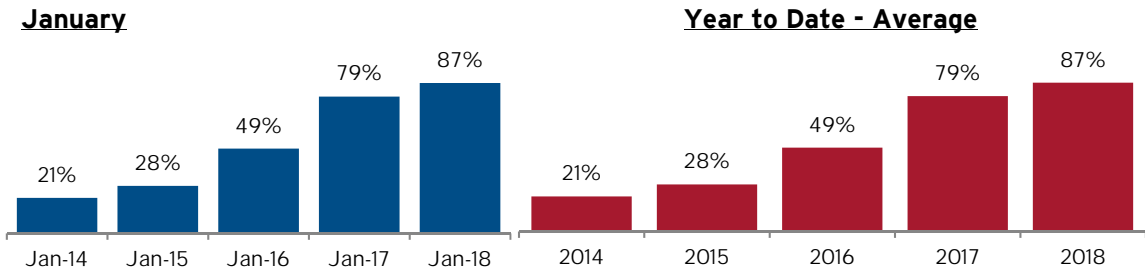
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Percent of Sales by Price

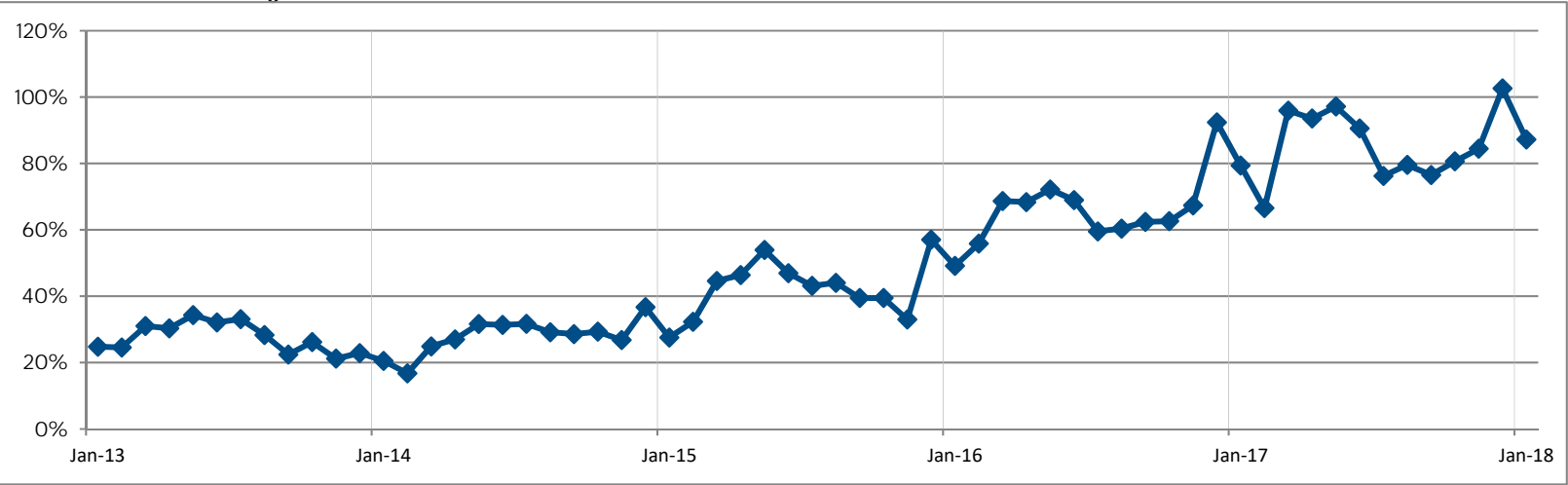


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	Sales as a % of Active Listings	Percent Change
01/2014	21%	
01/2015	28%	34.36%
01/2016	49%	78.30%
01/2017	79%	61.51%
01/2018	87%	9.93%

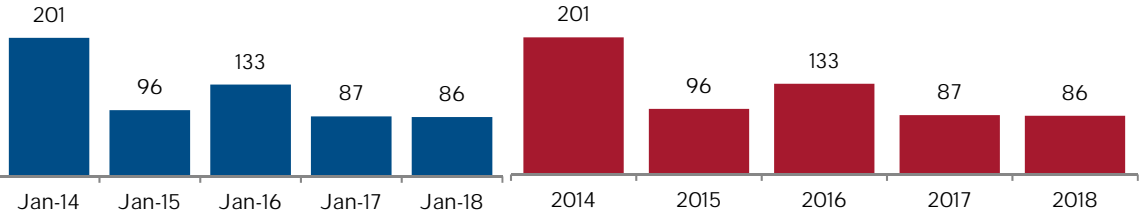
Sales as a % of Active Listings



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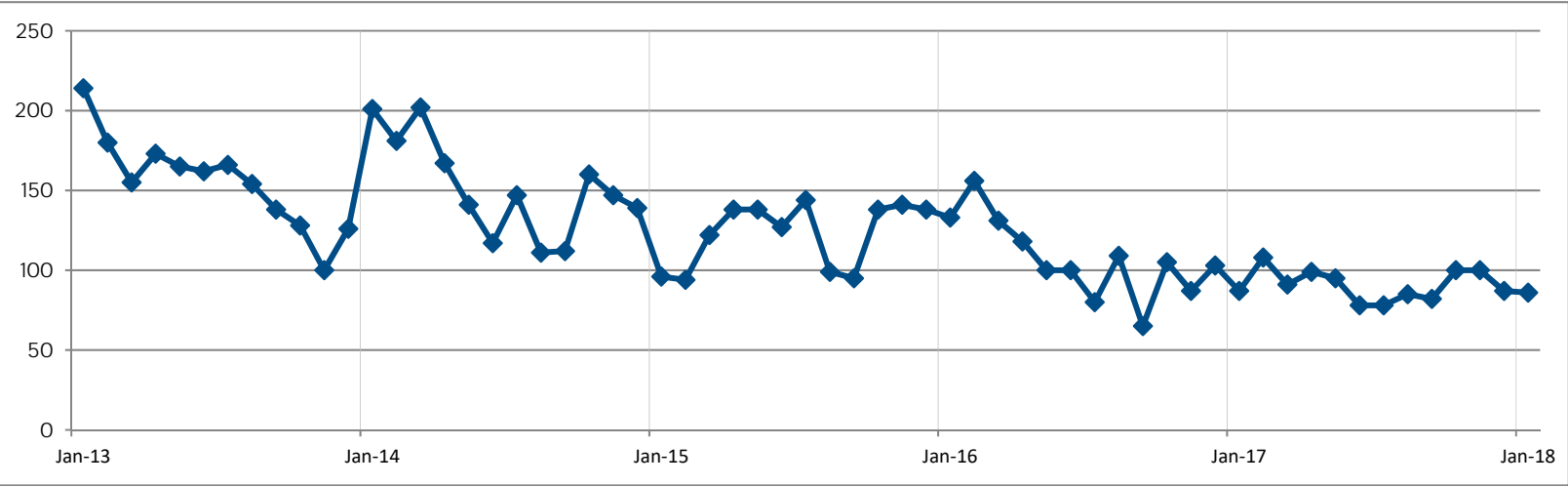
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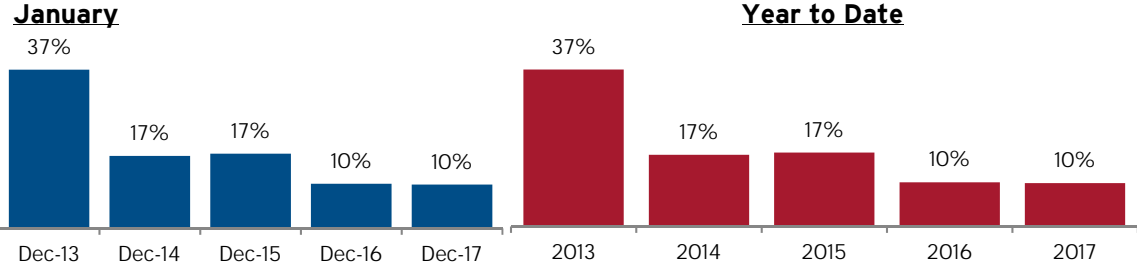
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	Foreclosures	Percent Change
01/2014	201	
01/2015	96	-52.24%
01/2016	133	38.54%
01/2017	87	-34.59%
01/2018	86	-1.15%

Foreclosures

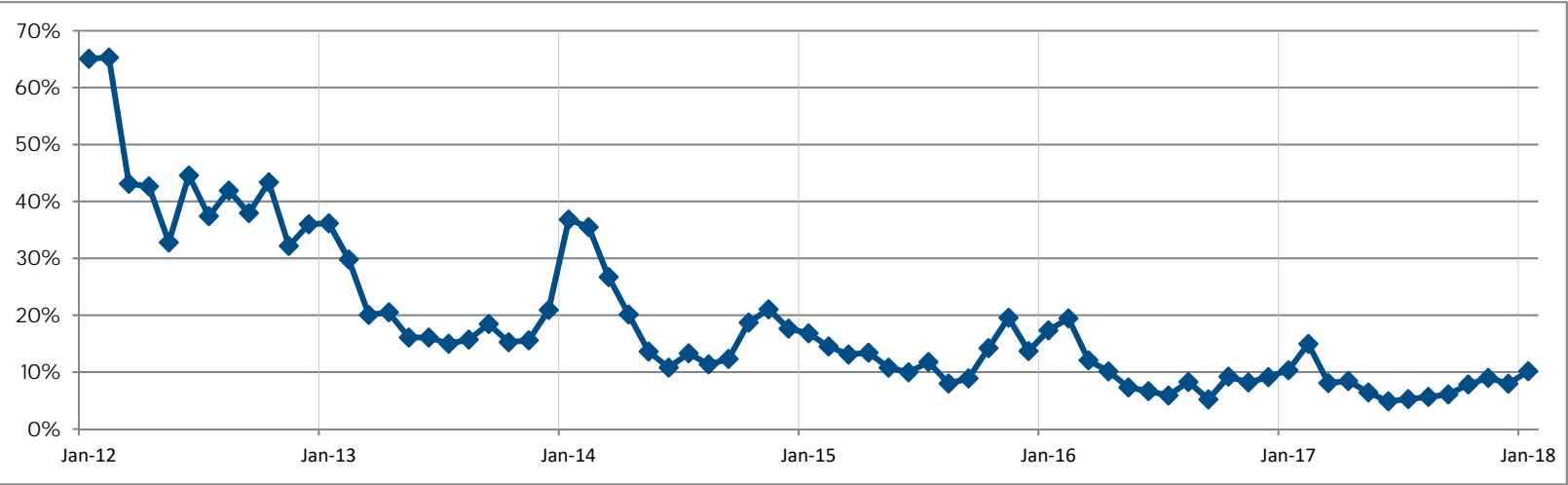


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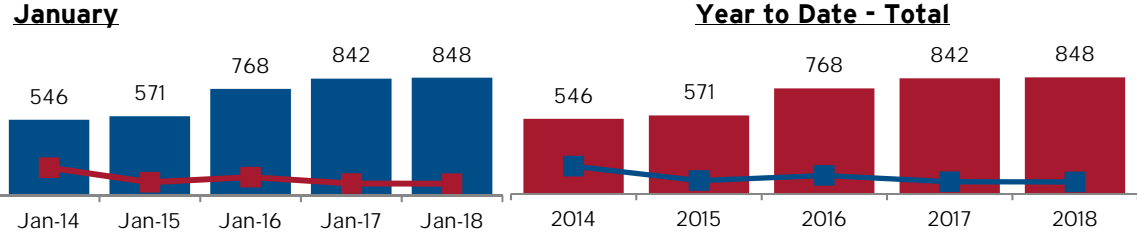


	Foreclosure as % of Sales	Percent Change
01/2014	37%	
01/2015	16.81%	-54.33%
01/2016	17.32%	3.00%
01/2017	10.33%	-40.34%
01/2018	10.14%	-1.85%

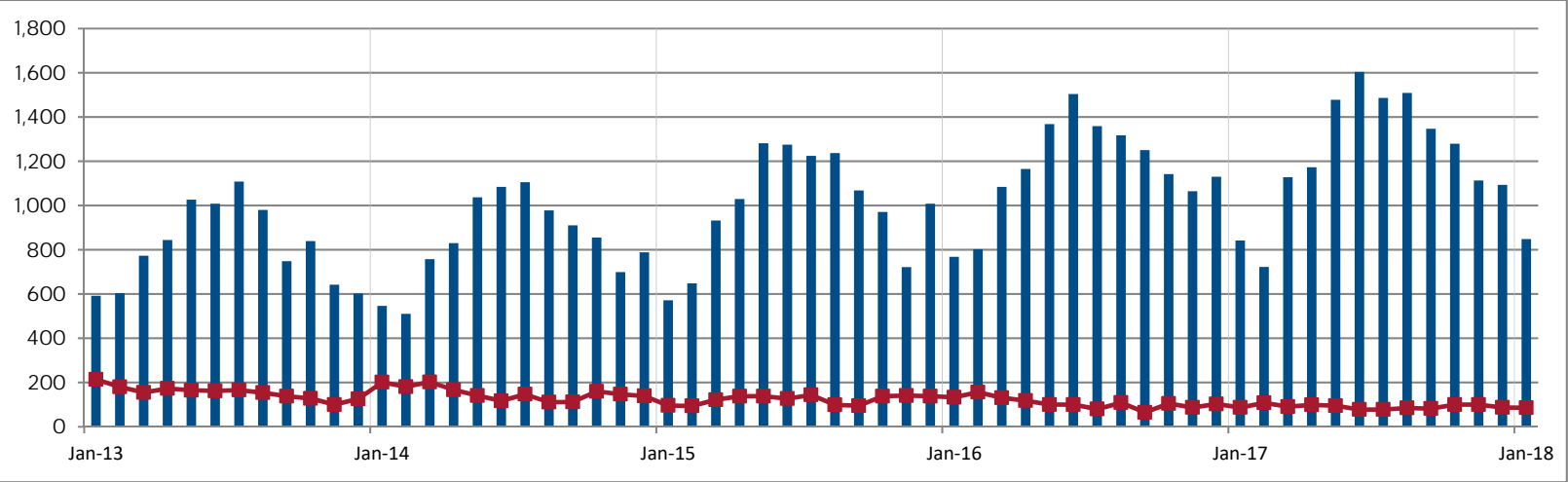
Foreclosures as a % of Sales



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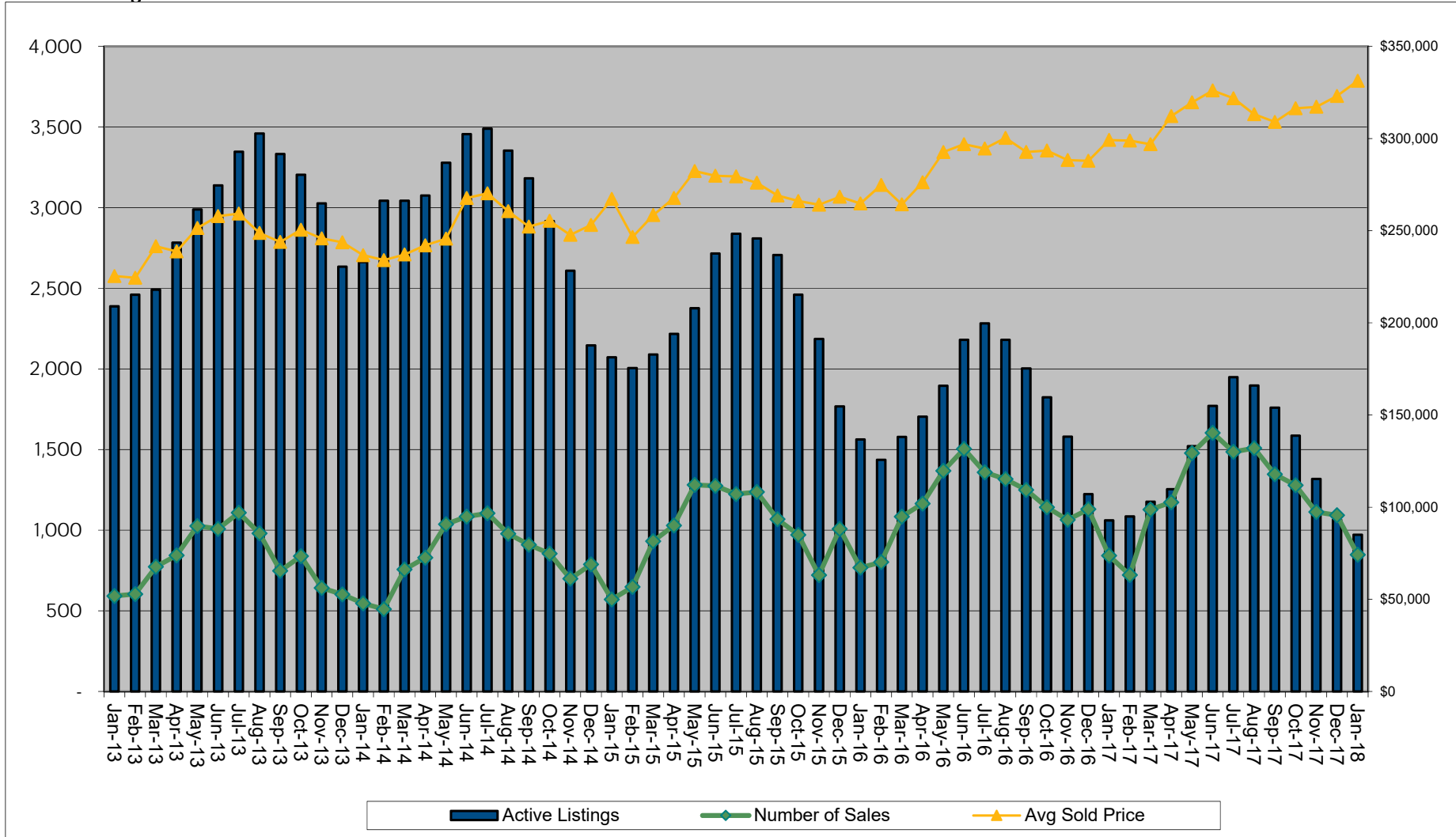
Number of Sales v Number of Foreclosures



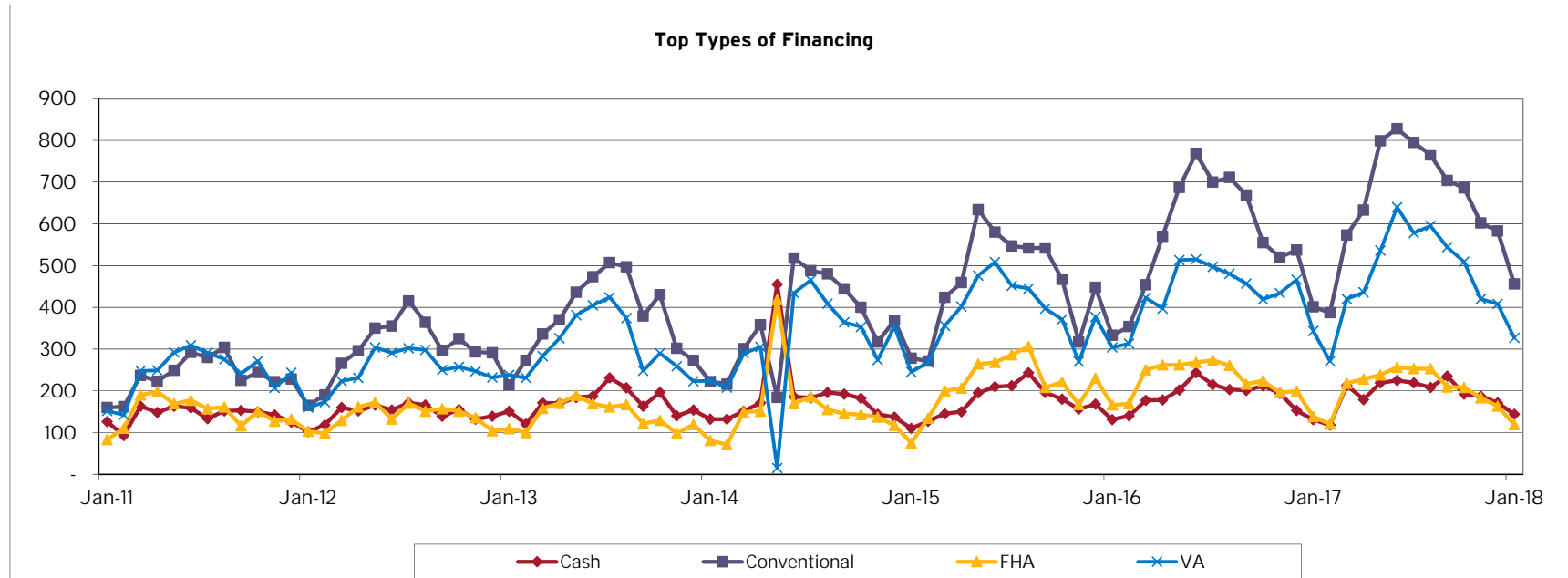
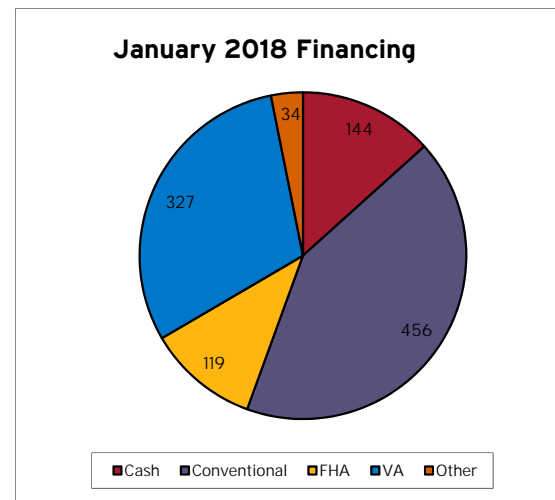
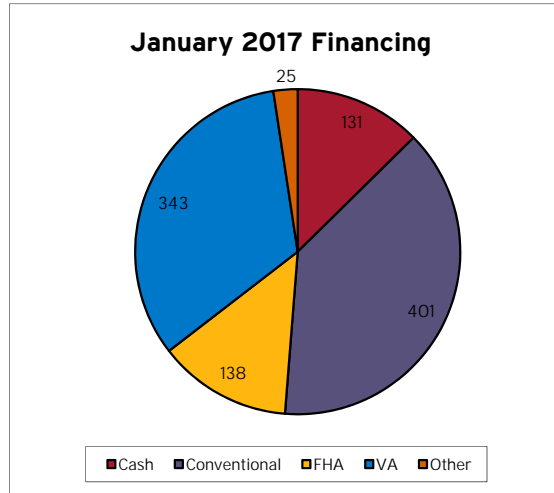
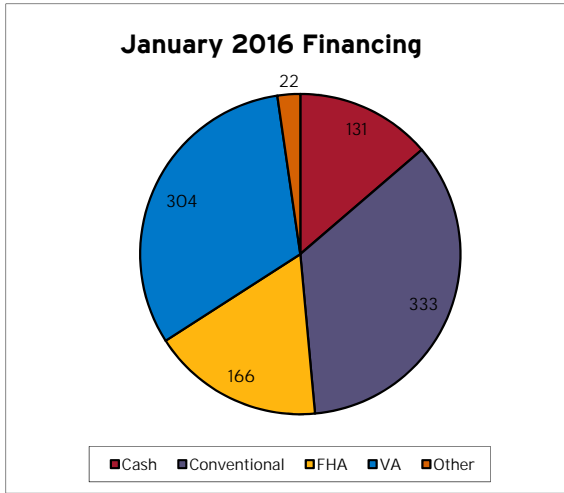
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Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

