

# Market Overview

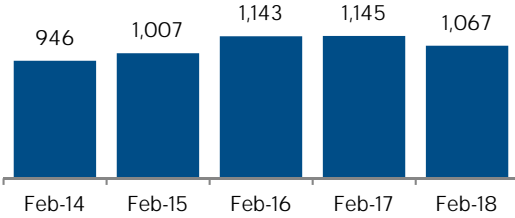


Key Metrics	Historical Sparkbars	February 2017	February 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		1,145	1,067	-6.81%	2,035	2,110	3.69%
Pending		741	799	7.83%	1424	1,609	12.99%
Sold Listings		722	861	19.25%	1,564	1,709	9.27%
Median Sales Price		255,000	292,385	14.66%	260,000	293,693	12.96%
Average Sales Price		298,888	330,968	10.73%	299,055	331,157	10.73%
Pct. Of List Price Received		99.7	99.8	0.10%	99.5	99.6	0.10%
Days on Market		38	38	0.00%	41	37	-8.64%
Active Listings		1,085	959	-11.61%	1,073	966	-10.02%

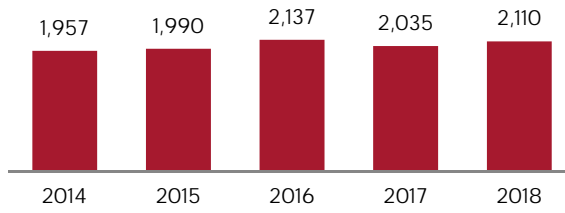
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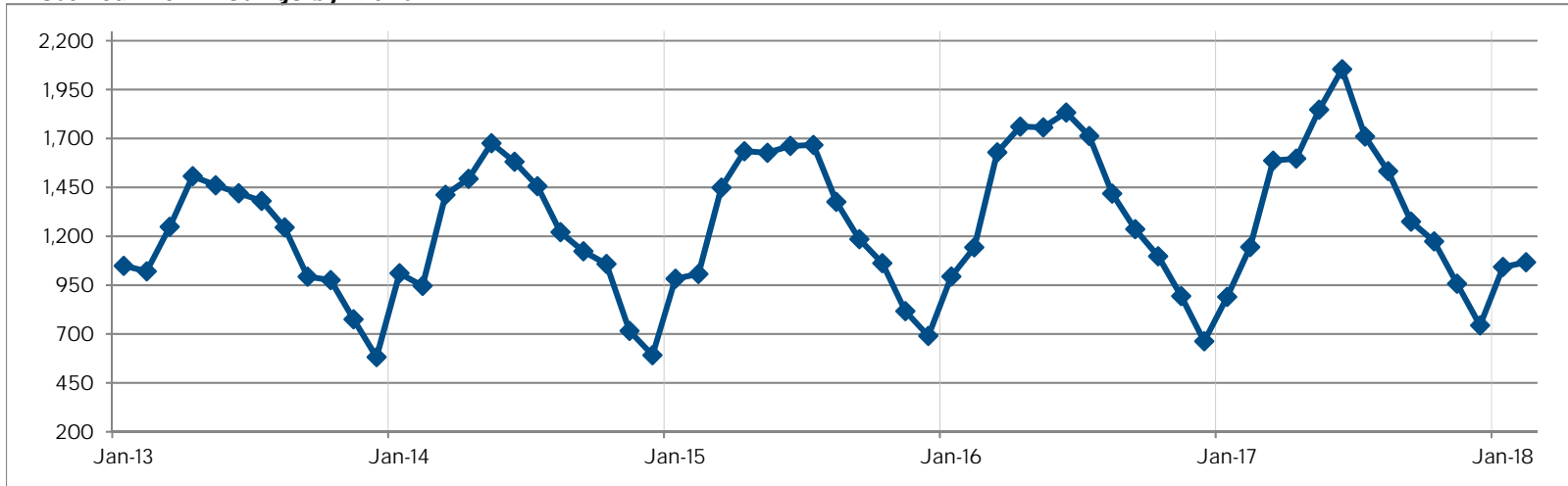


## Year to Date



	New Listings	Percent Change
02/2014	946	
02/2015	1,007	6.45%
02/2016	1,143	13.51%
02/2017	1,145	0.17%
02/2018	1,067	-6.81%

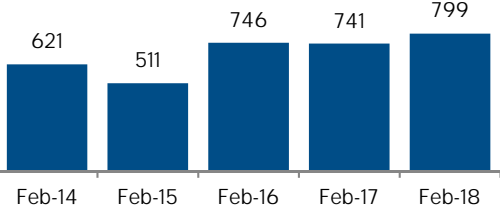
## Historical New Listings by Month



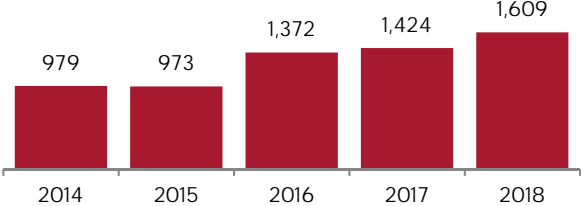
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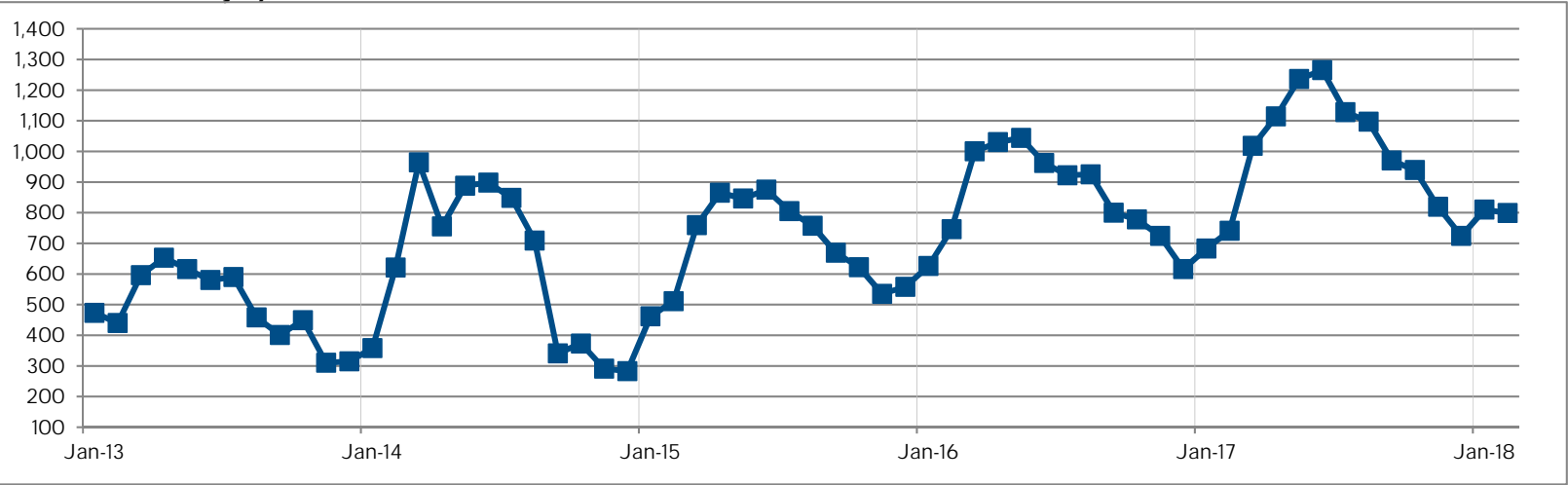


### Year to Date



	Pending	Percent Change
02/2014	621	
02/2015	511	-17.71%
02/2016	746	45.99%
02/2017	741	-0.67%
02/2018	799	7.83%

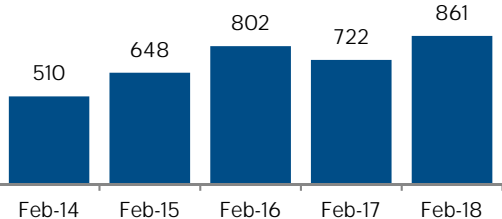
### Historical Pending by Month



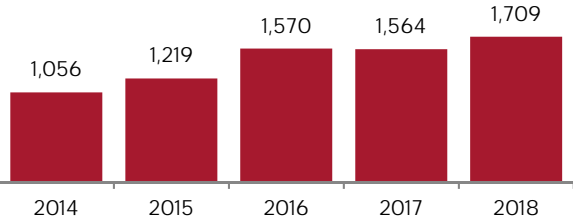
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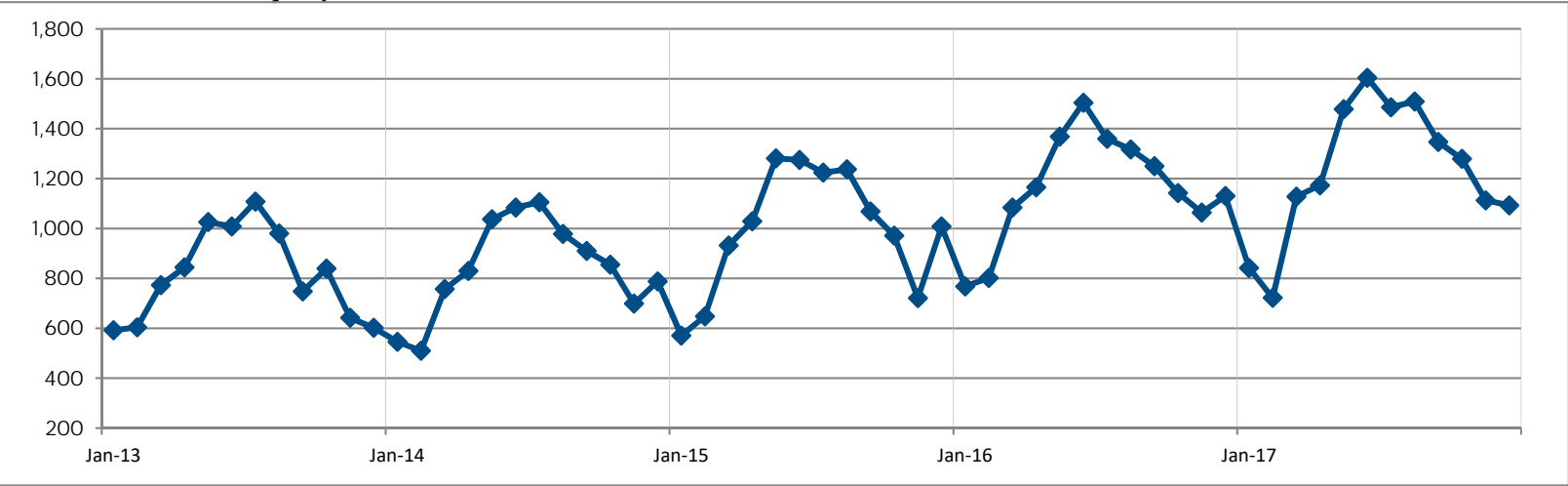


## Year to Date



	Sold Listings	Percent Change
02/2014	510	
02/2015	648	27.06%
02/2016	802	23.77%
02/2017	722	-9.98%
02/2018	861	19.25%

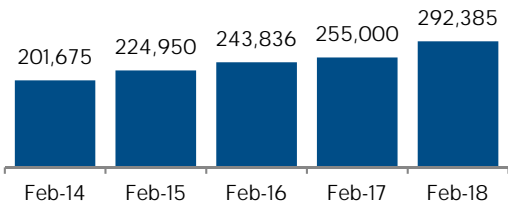
## Historical Sold Listings by Month



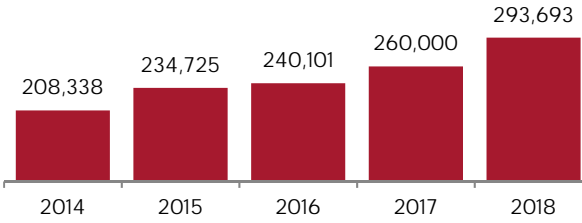
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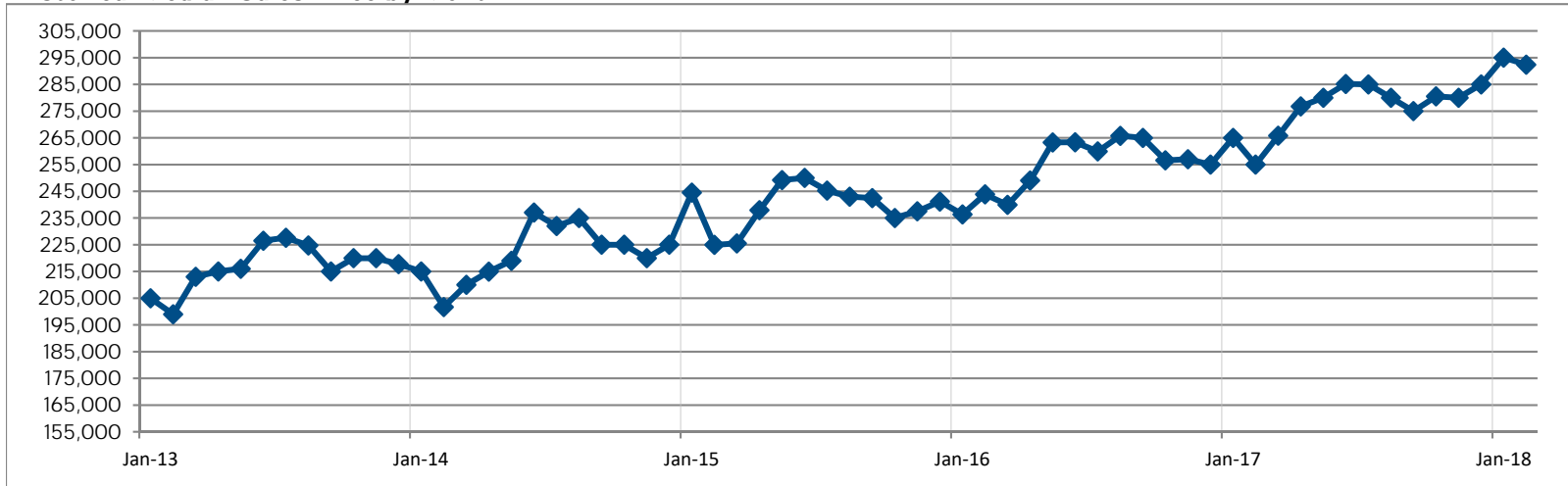


## Year to Date - Median



	Median Sales Price	Percent Change
02/2014	201,675	
02/2015	224,950	11.54%
02/2016	243,836	8.40%
02/2017	255,000	4.58%
02/2018	292,385	14.66%

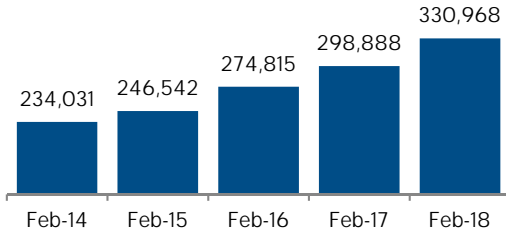
## Historical Median Sales Price by Month



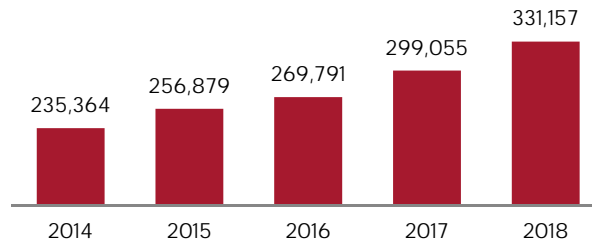
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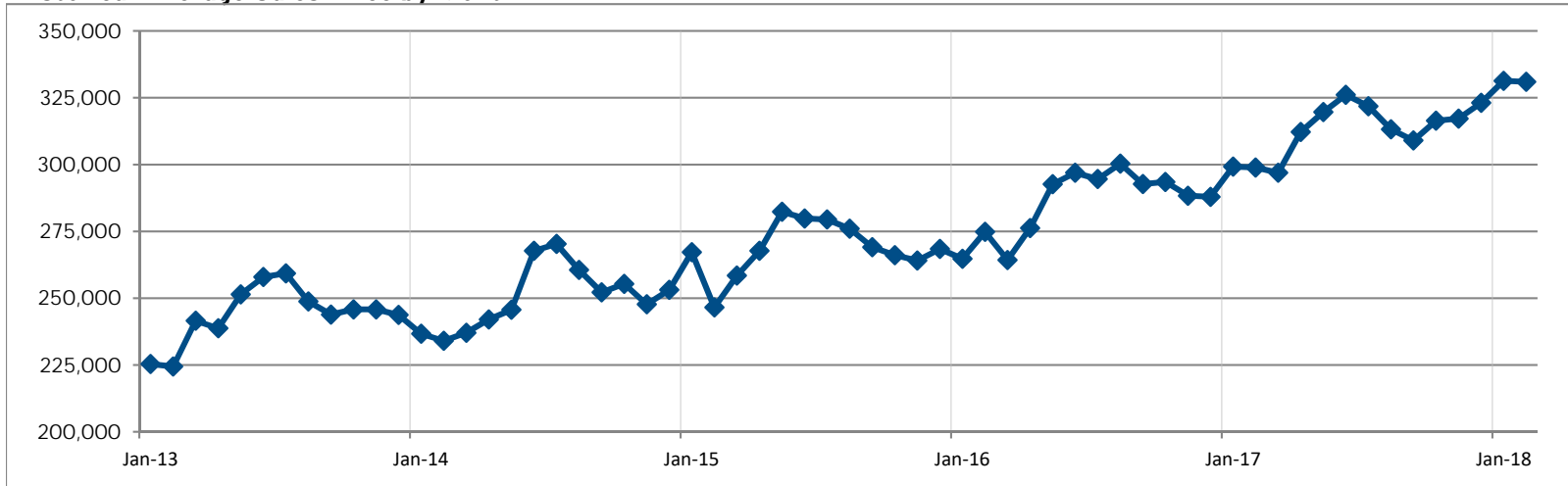


## Year to Date - Average



	Average Sales Price	Percent Change
02/2014	234,031	
02/2015	246,542	5.35%
02/2016	274,815	11.47%
02/2017	298,888	8.76%
02/2018	330,968	10.73%

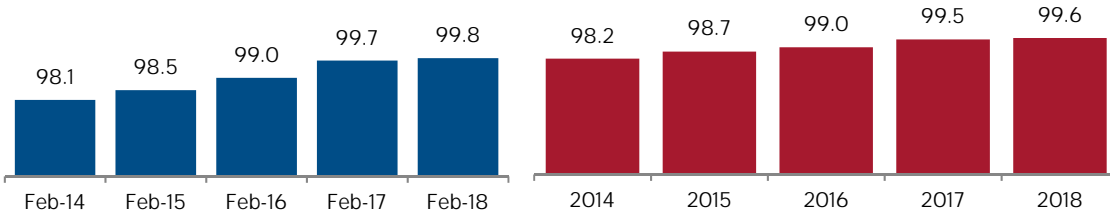
## Historical Average Sales Price by Month



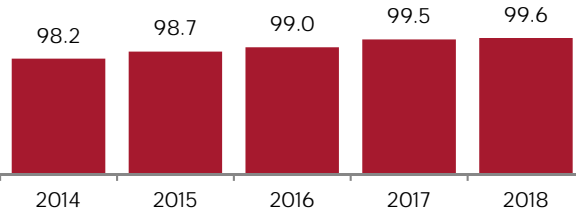
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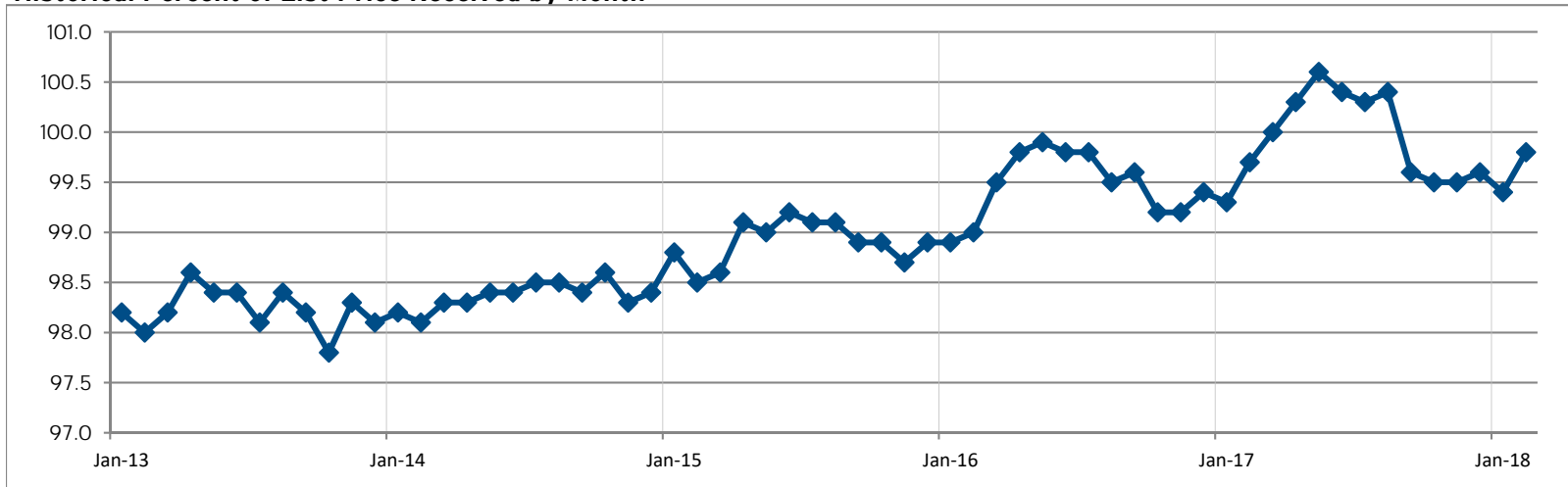


## Year to Date - Average



	Pct of List Recvd	Percent Change
02/2014	98.1	
02/2015	98.5	0.41%
02/2016	99.0	0.51%
02/2017	99.7	0.71%
02/2018	99.8	0.10%

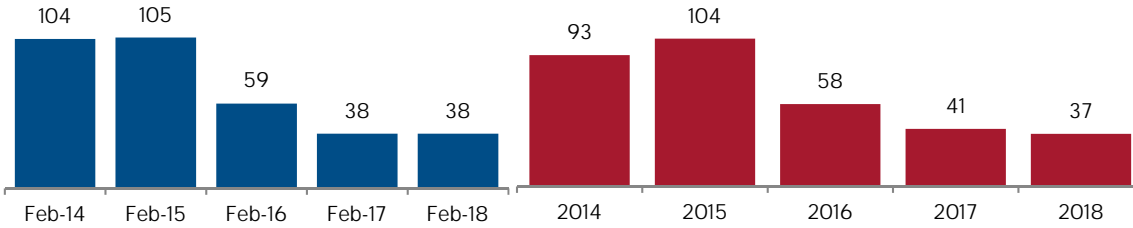
## Historical Percent of List Price Received by Month



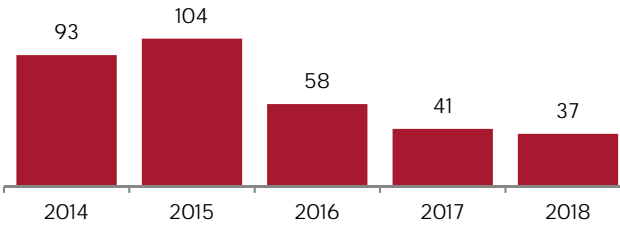
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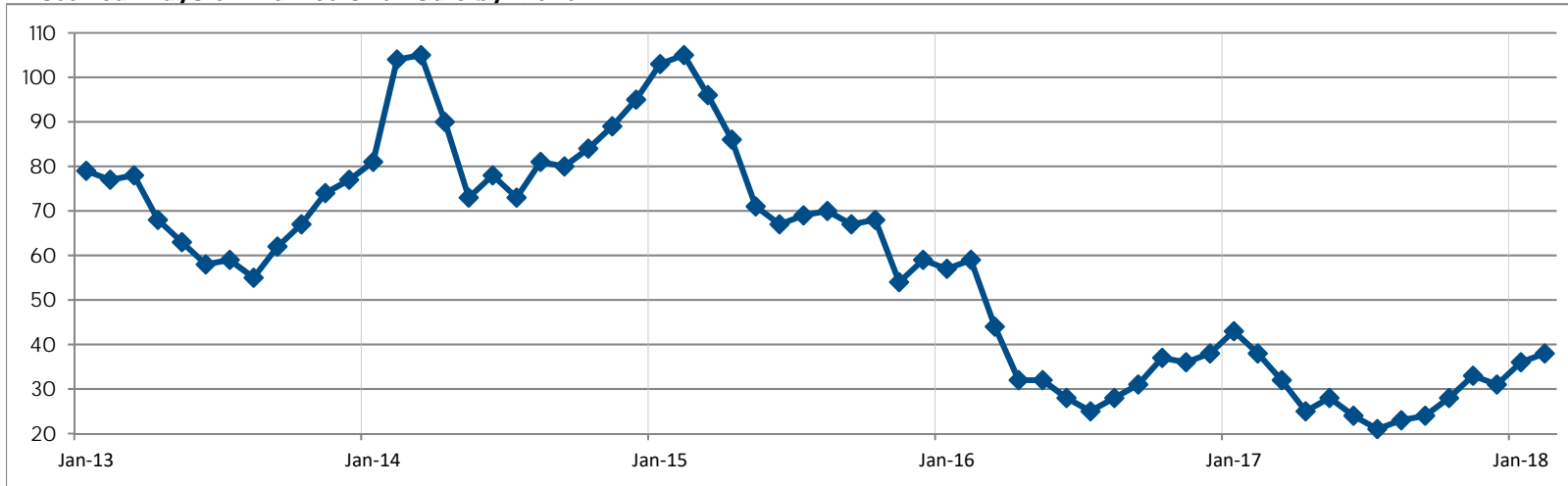


## Year to Date - Average



	DOM	Percent Change
02/2014	104	
02/2015	105	0.96%
02/2016	59	-43.81%
02/2017	38	-35.59%
02/2018	38	0.00%

## Historical Days on Market Until Sale by Month

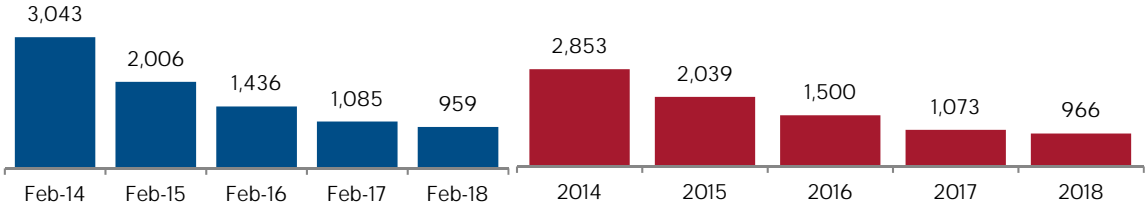




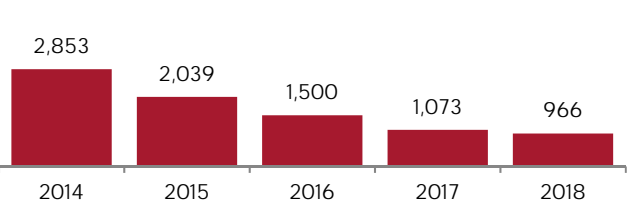
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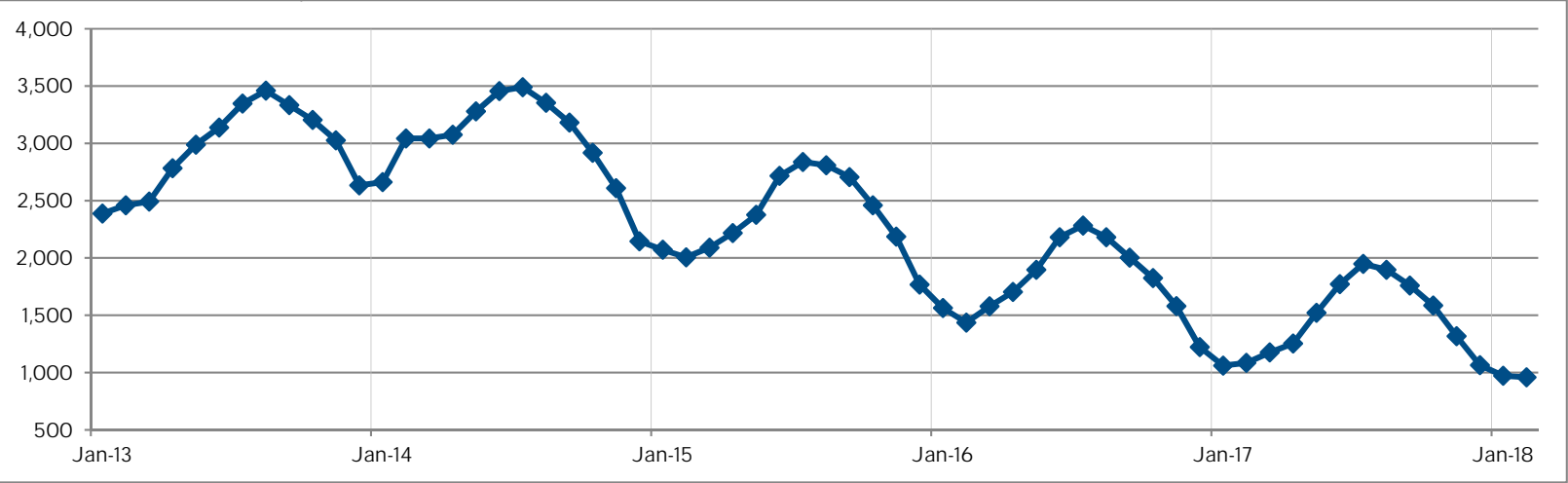


## Year to Date - Average



	Active Listings	Percent Change
02/2014	3,043	
02/2015	2,006	-34.08%
02/2016	1,436	-28.41%
02/2017	1,085	-24.44%
02/2018	959	-11.61%

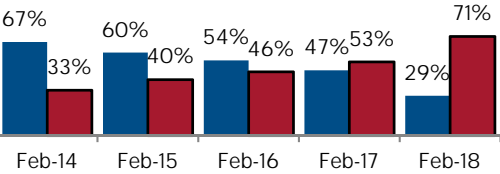
## Historical Active Listings by Month



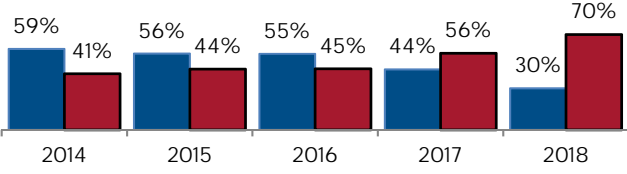
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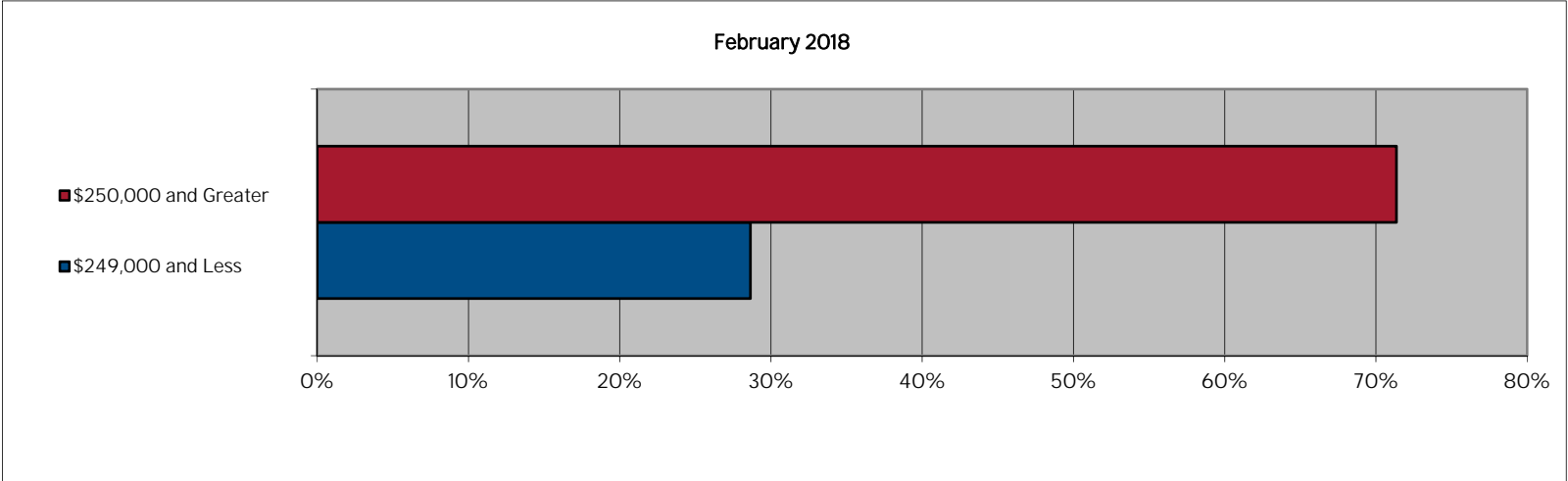
## February



## Year to Date



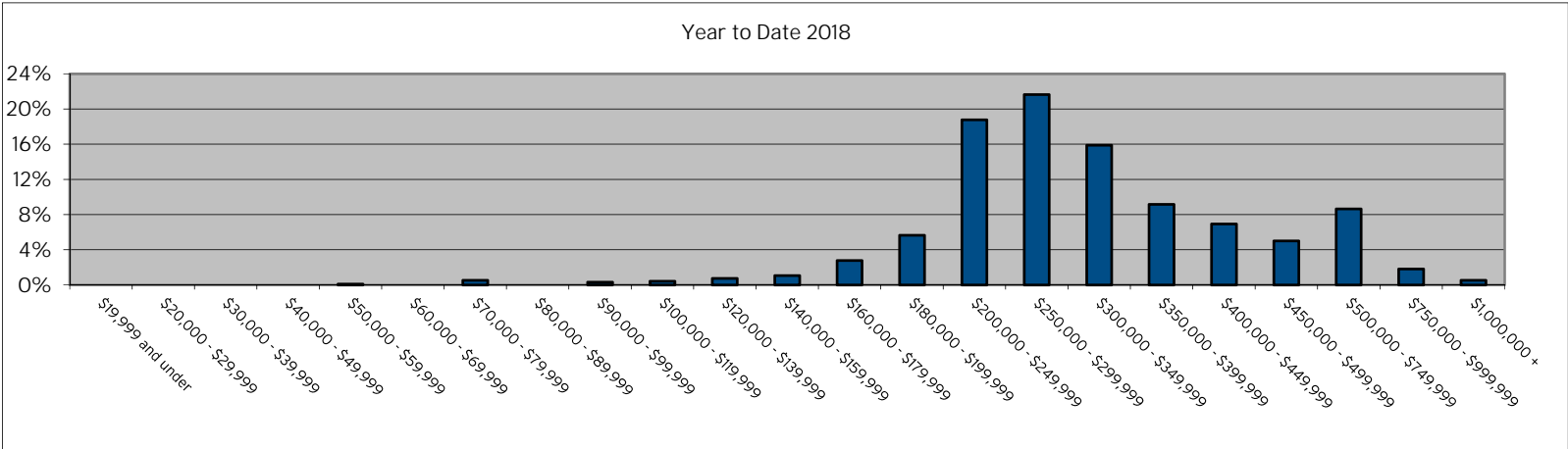
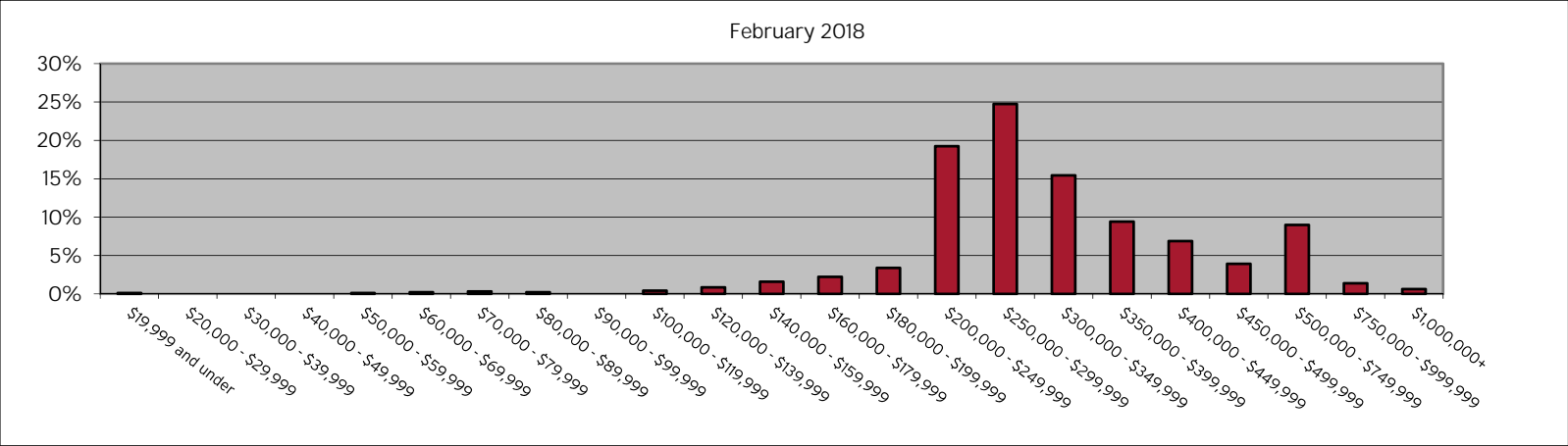
## Percent of Sales by Price



# Market Overview



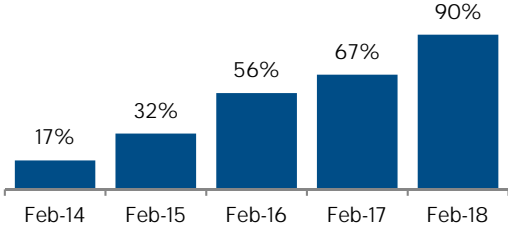
## Percent of Sales by Price



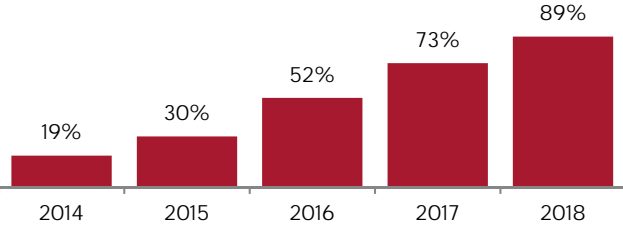
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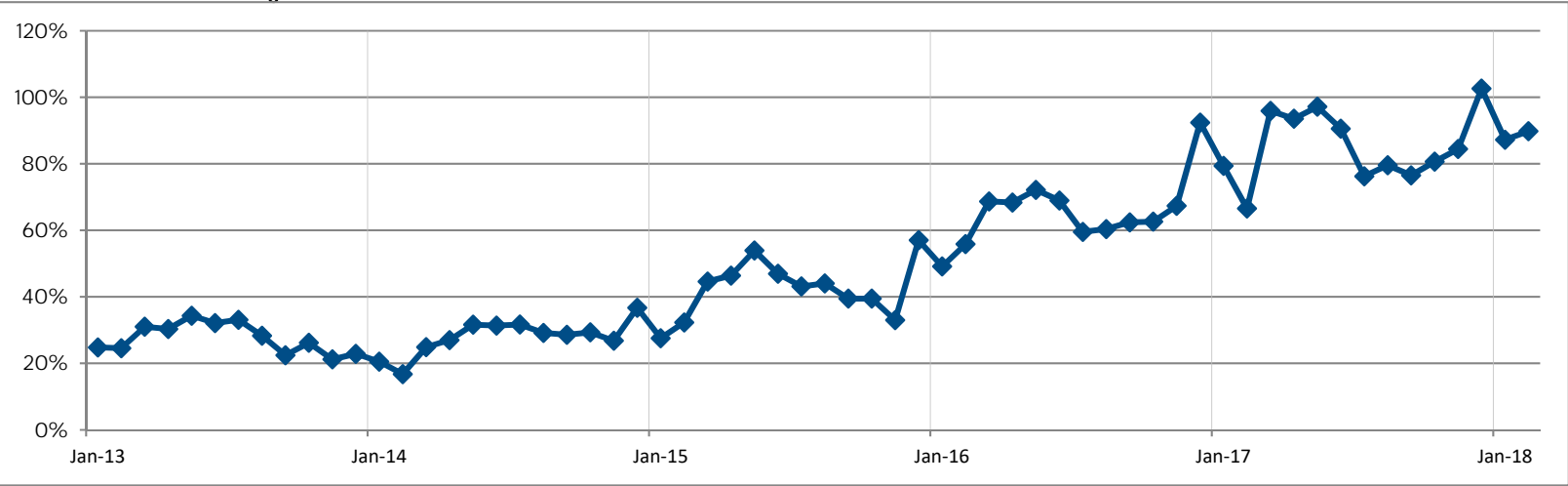


## Year to Date - Average



	Sales as a % of Active Listings	Percent Change
02/2014	17%	
02/2015	32%	92.74%
02/2016	56%	72.89%
02/2017	67%	19.15%
02/2018	90%	34.92%

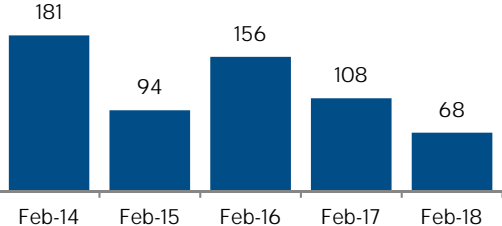
## Sales as a % of Active Listings



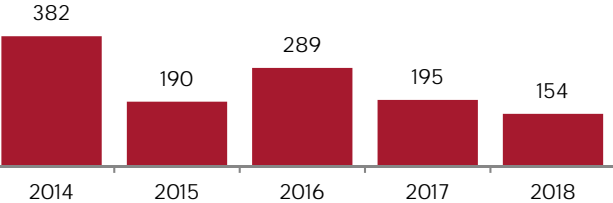
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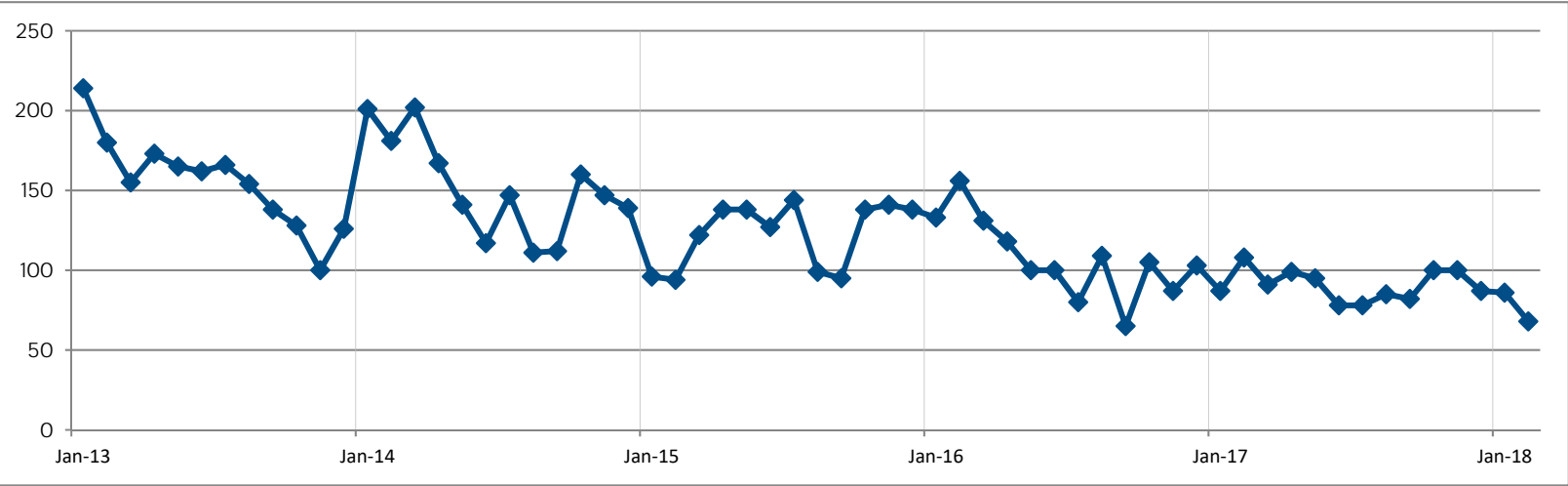


### Year to Date

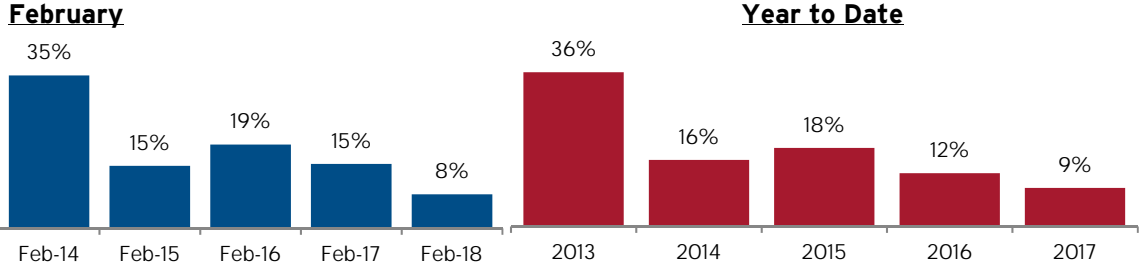


	Foreclosures	Percent Change
02/2014	181	
02/2015	94	-48.07%
02/2016	156	65.96%
02/2017	108	-30.77%
02/2018	68	-37.04%

### Foreclosures

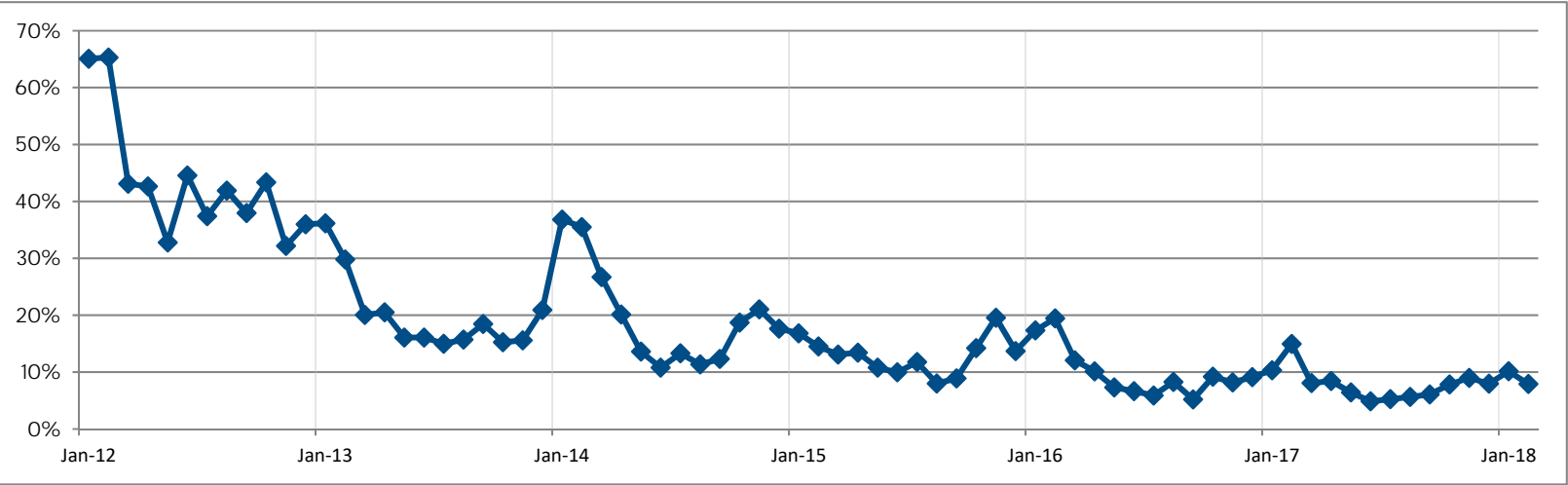


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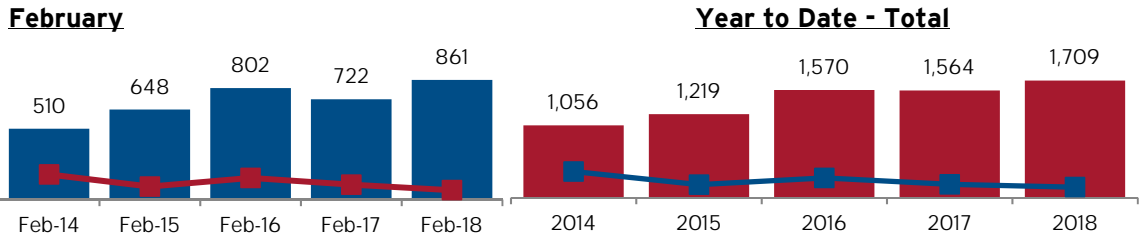


	Foreclosure as % of Sales	Percent Change
02/2014	35%	
02/2015	14.51%	-59.13%
02/2016	19.45%	34.09%
02/2017	14.96%	-23.10%
02/2018	7.90%	-47.20%

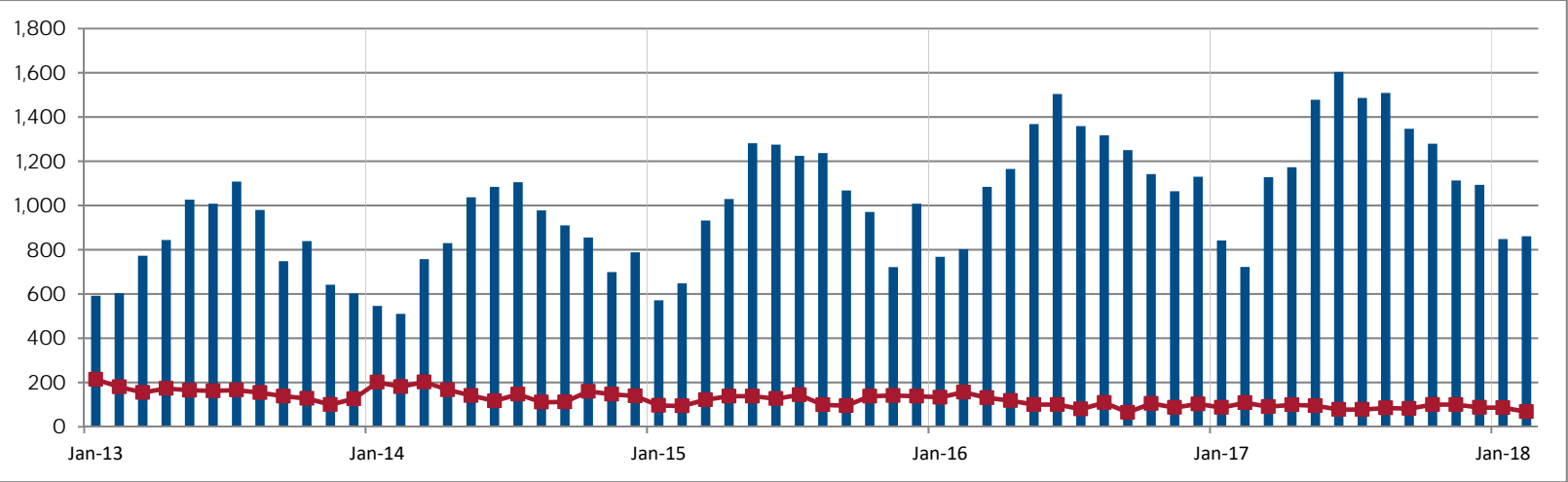
Foreclosures as a % of Sales



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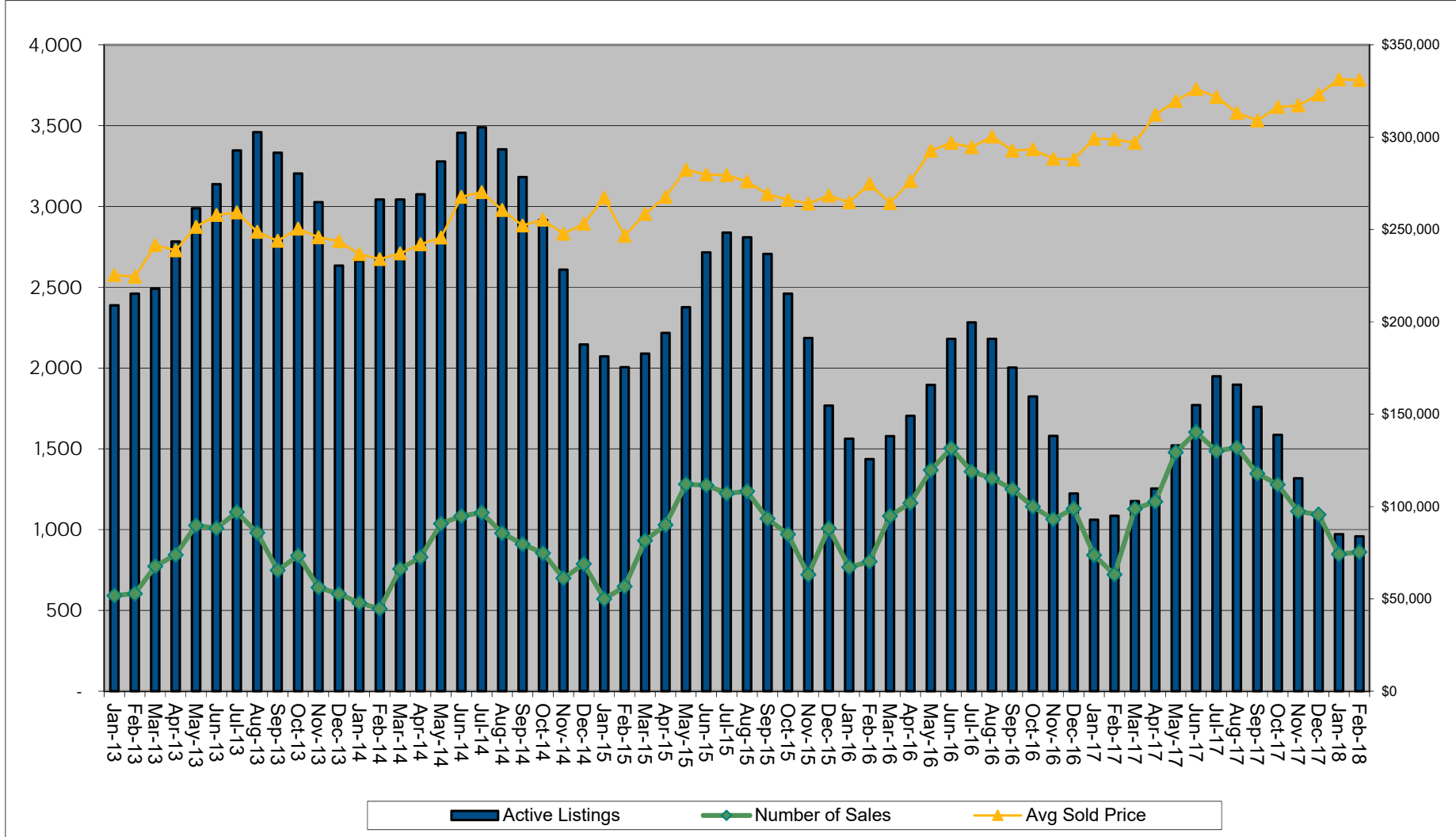
Number of Sales v Number of Foreclosures



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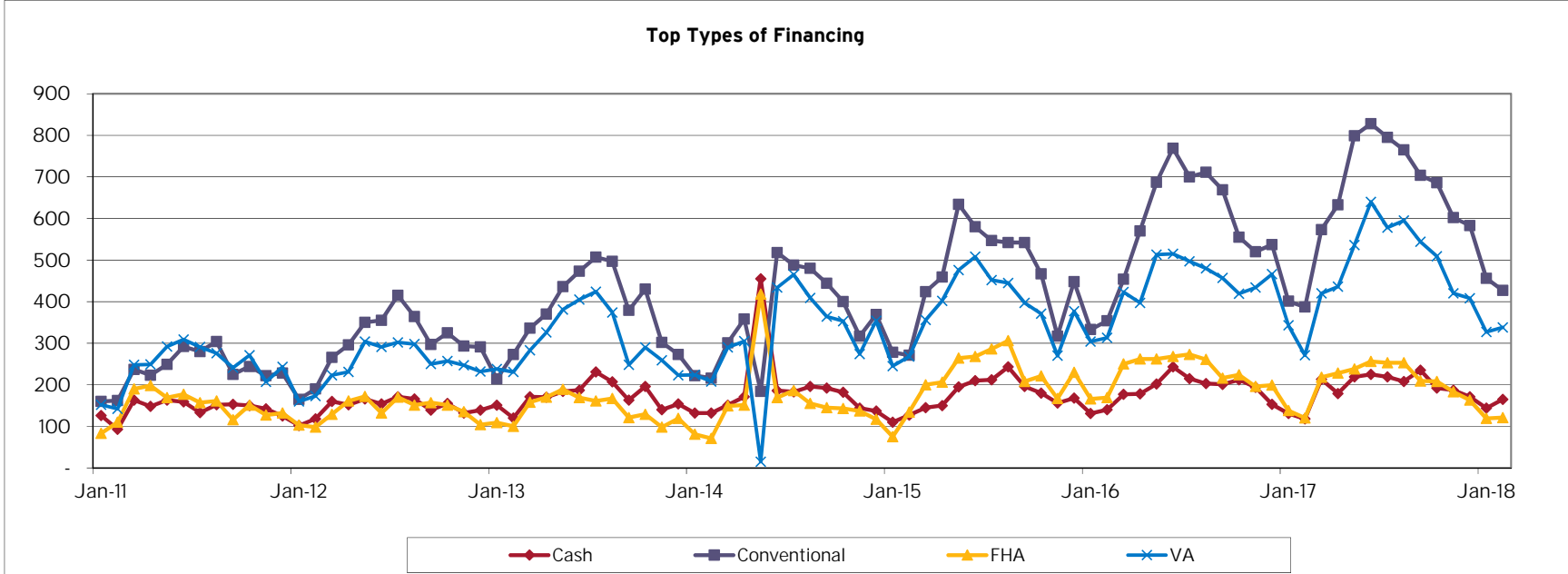
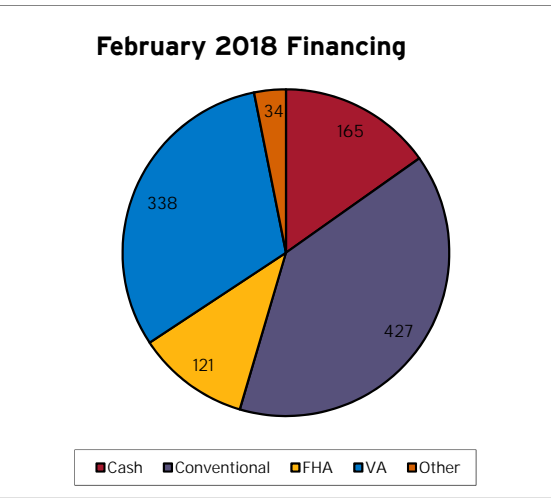
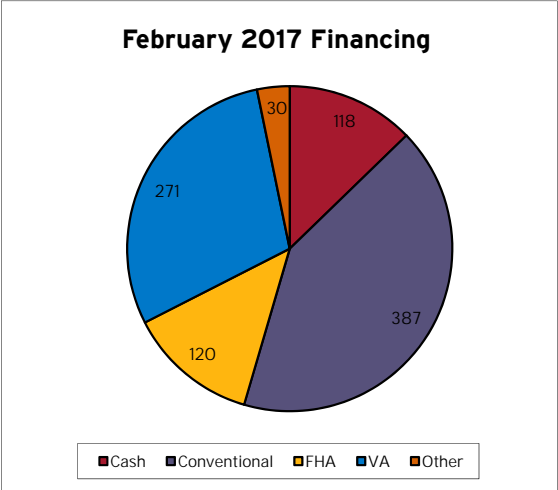
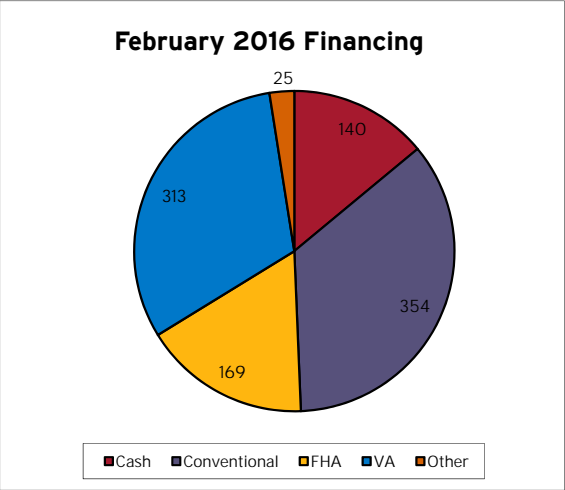


Active Listings v Number Sold v Sales Price





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## Freddie Mac 30-Year Fixed-Rate Mortgage rates

