

Market Overview

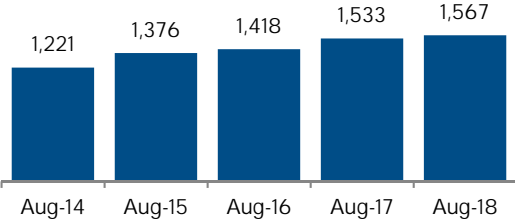


Key Metrics	Historical Sparkbars	August 2017	August 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		1,533	1,567	2.22%	12,363	12,226	-1.11%
Pending		1097	1,016	-7.38%	8282	8,141	-1.70%
Sold Listings		1,509	1,359	-9.94%	9,942	9,746	-1.97%
Median Sales Price		280,000	315,000	12.50%	278,373	307,500	10.46%
Average Sales Price		313,214	356,071	13.68%	311,000	345,423	11.07%
Pct. Of List Price Received		100.4	99.8	-0.60%	100.1	100.2	0.06%
Days on Market		23	24	4.35%	29	26	-11.54%
Active Listings		1,897	1,899	0.11%	1,464	1,397	-4.62%

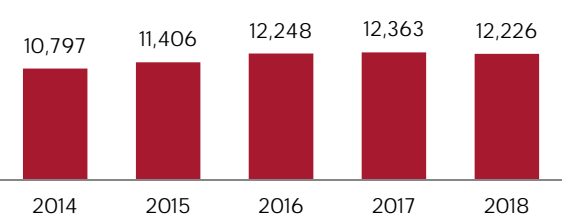
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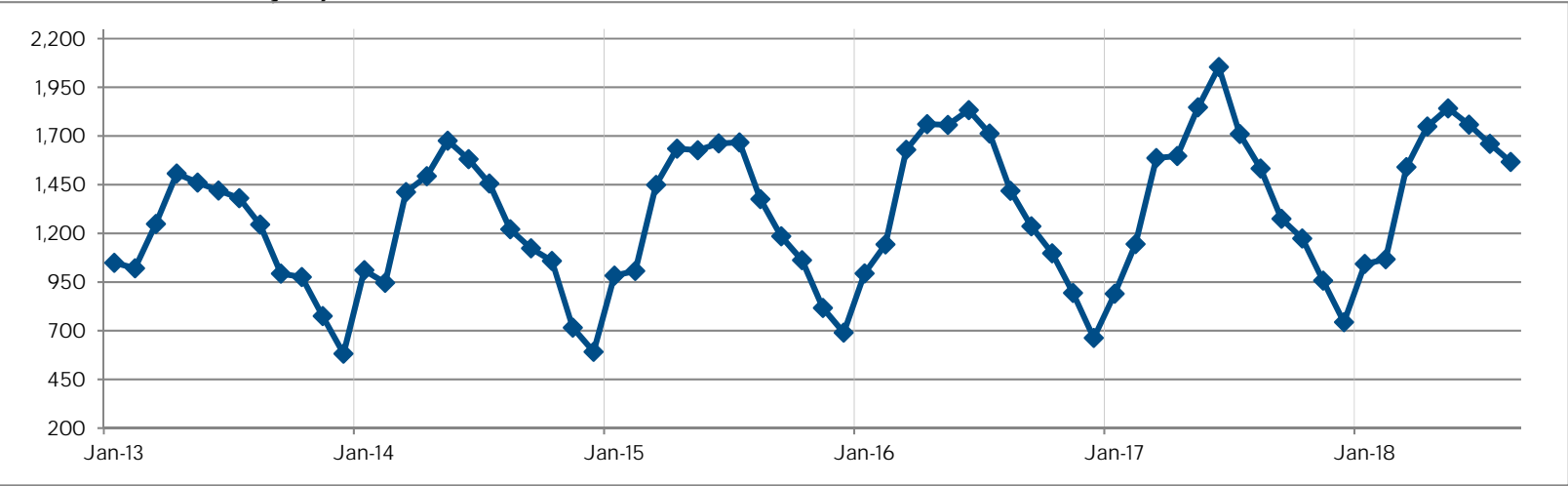


Year to Date



	New Listings	Percent Change
08/2014	1,221	
08/2015	1,376	12.69%
08/2016	1,418	3.05%
08/2017	1,533	8.11%
08/2018	1,567	2.22%

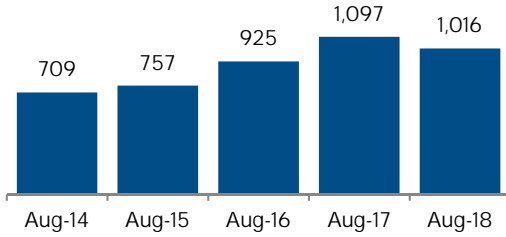
Historical New Listings by Month



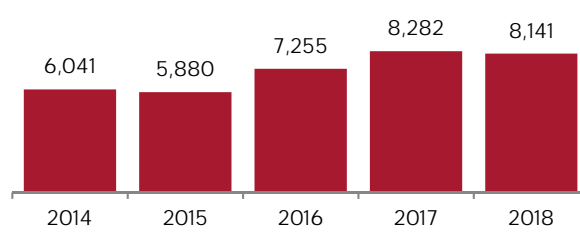
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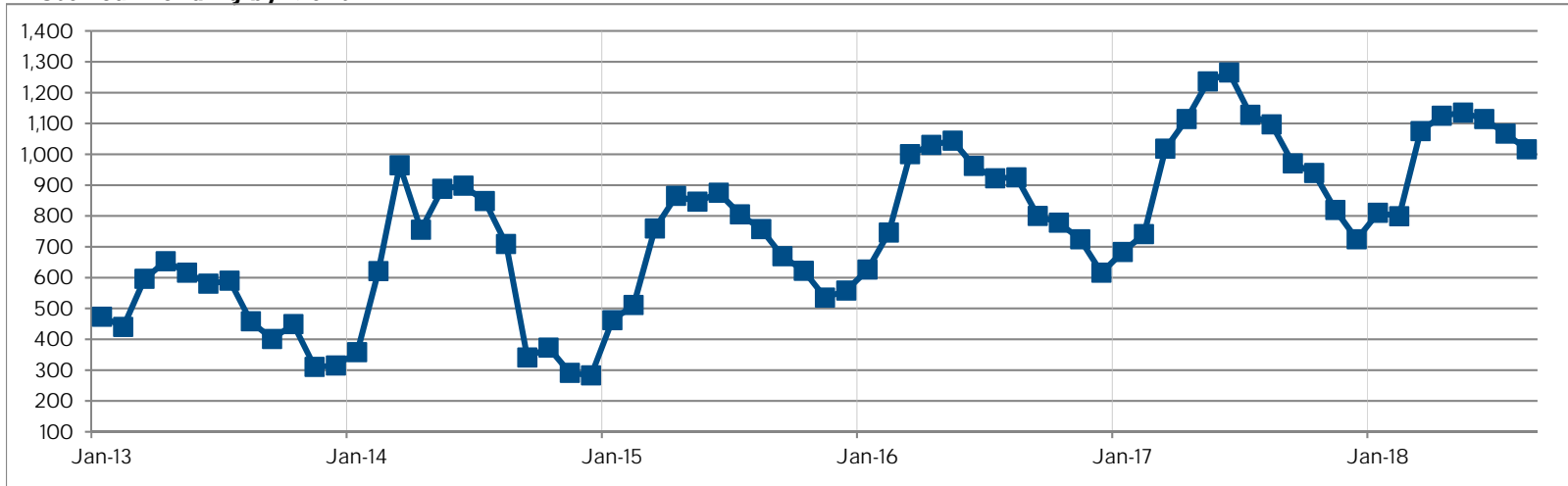


Year to Date



	Pending	Percent Change
08/2014	709	
08/2015	757	6.77%
08/2016	925	22.19%
08/2017	1,097	18.59%
08/2018	1,016	-7.38%

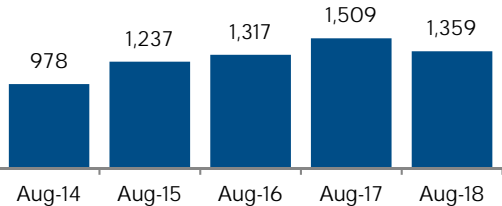
Historical Pending by Month



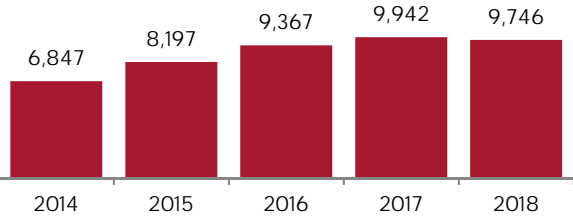
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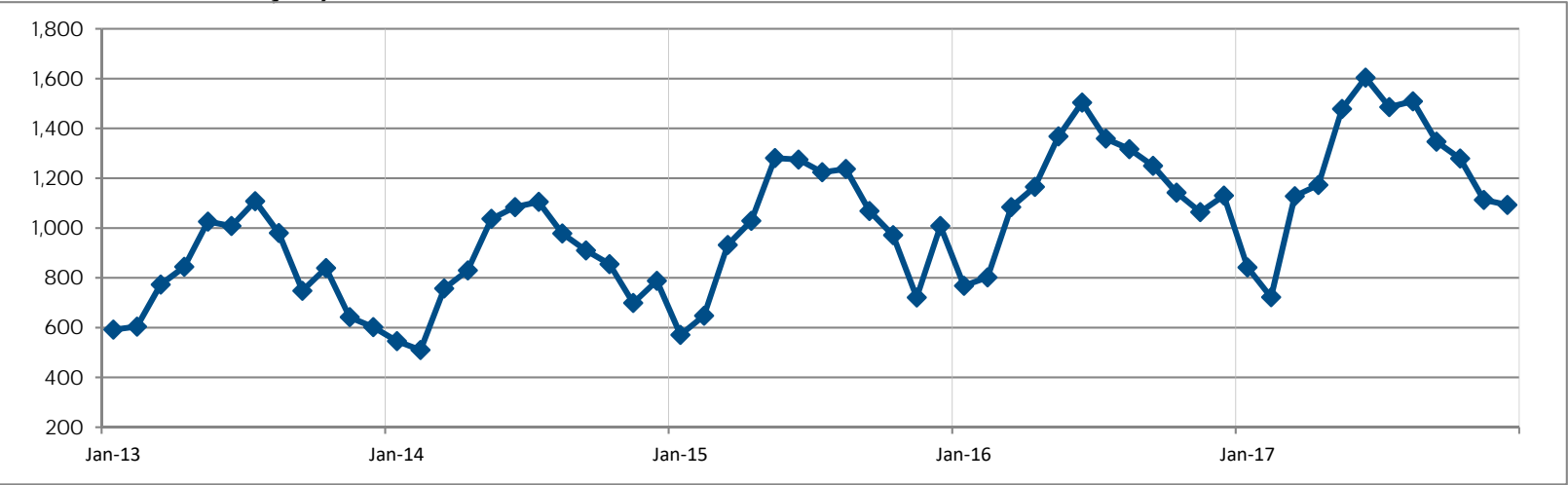


Year to Date



	Sold Listings	Percent Change
08/2014	978	
08/2015	1,237	26.48%
08/2016	1,317	6.47%
08/2017	1,509	14.58%
08/2018	1,359	-9.94%

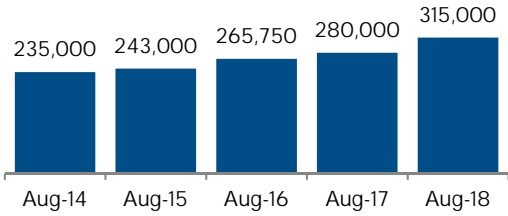
Historical Sold Listings by Month



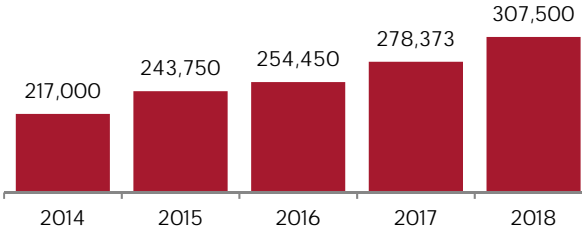
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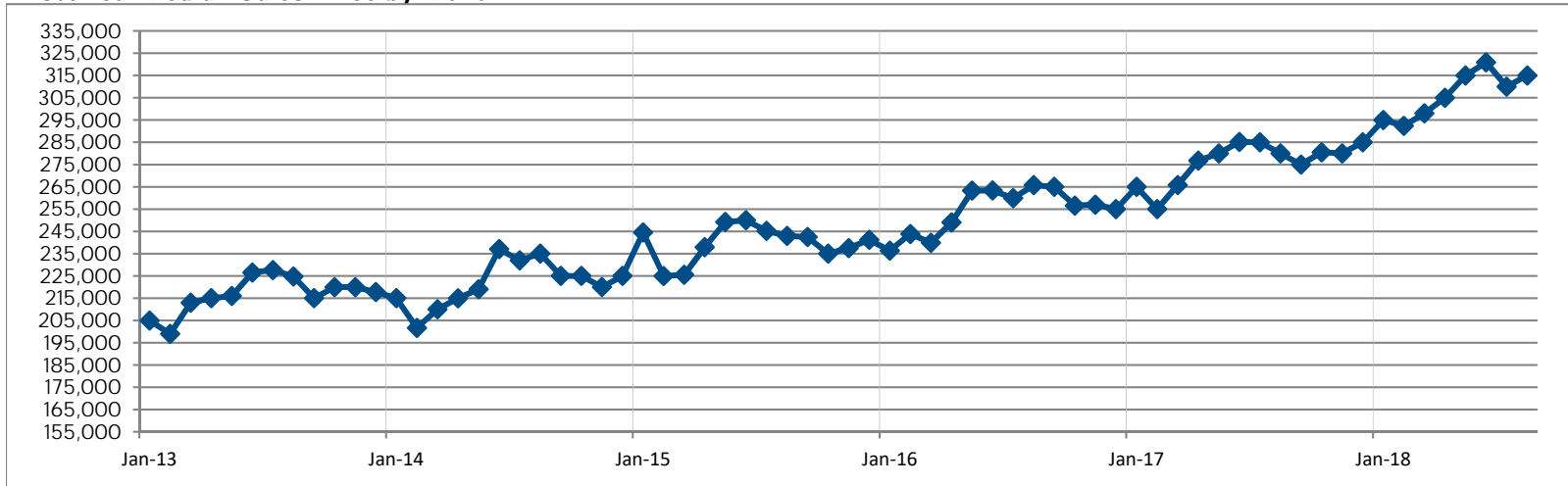


Year to Date - Median



	Median Sales Price	Percent Change
08/2014	235,000	
08/2015	243,000	3.40%
08/2016	265,750	9.36%
08/2017	280,000	5.36%
08/2018	315,000	12.50%

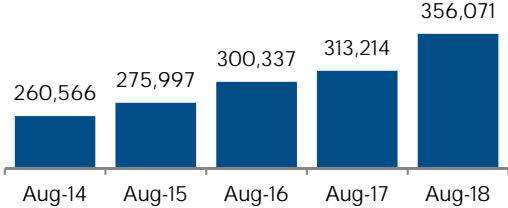
Historical Median Sales Price by Month



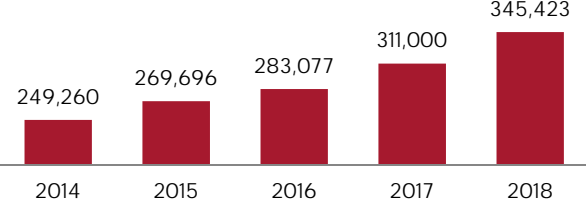
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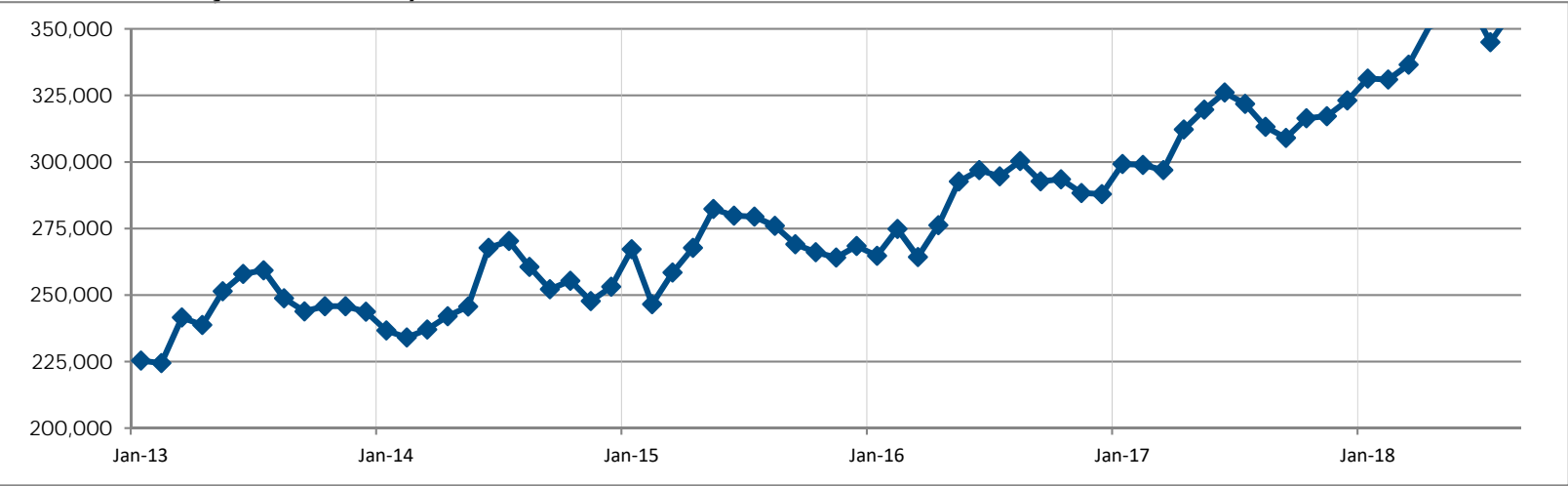


Year to Date - Average



	Average Sales Price	Percent Change
08/2014	260,566	
08/2015	275,997	5.92%
08/2016	300,337	8.82%
08/2017	313,214	4.29%
08/2018	356,071	13.68%

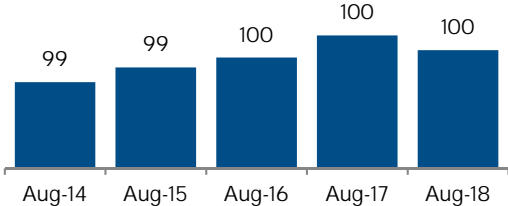
Historical Average Sales Price by Month



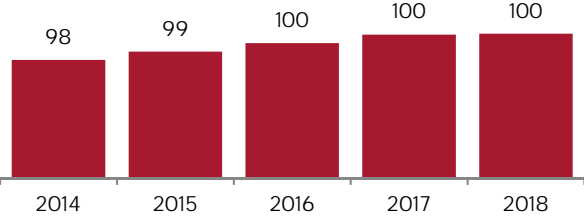
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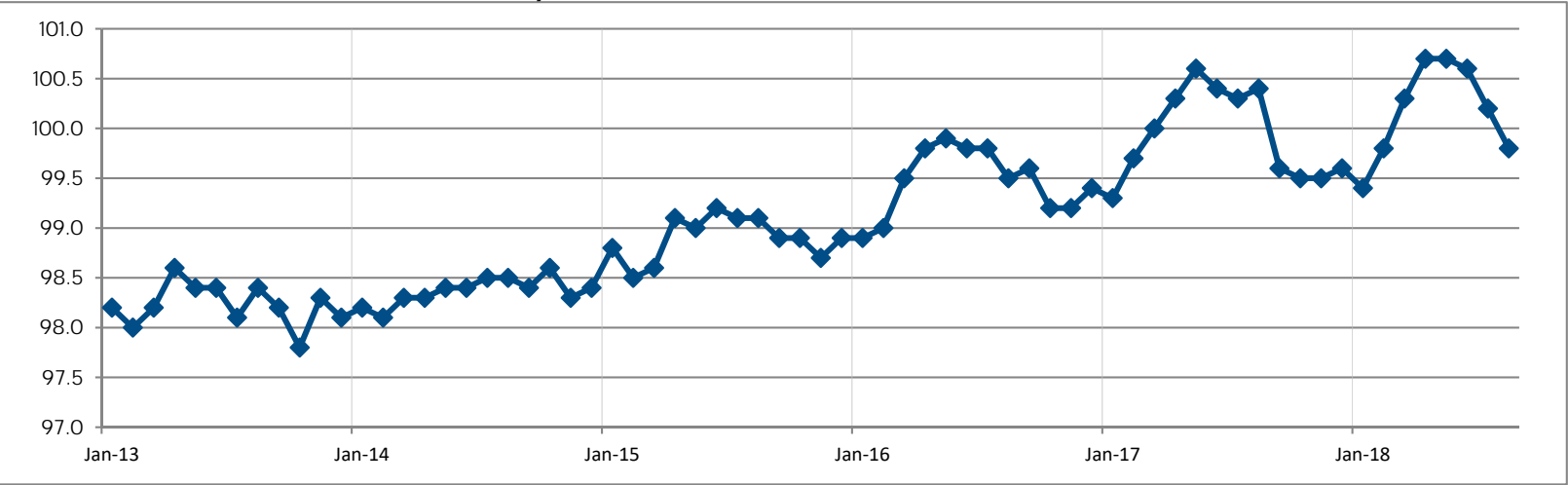


Year to Date - Average



	Pct of List Recvd	Percent Change
08/2014	98.5	
08/2015	99.1	0.61%
08/2016	99.5	0.40%
08/2017	100.4	0.90%
08/2018	99.8	-0.60%

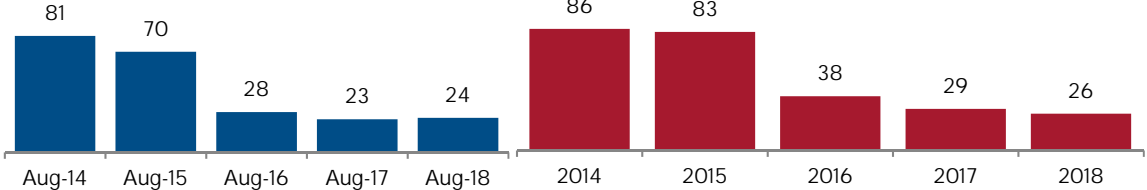
Historical Percent of List Price Received by Month



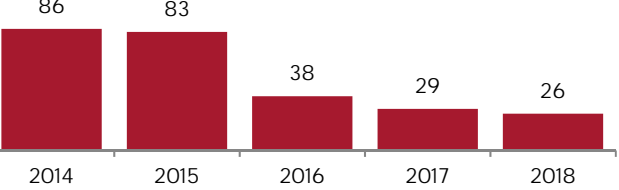
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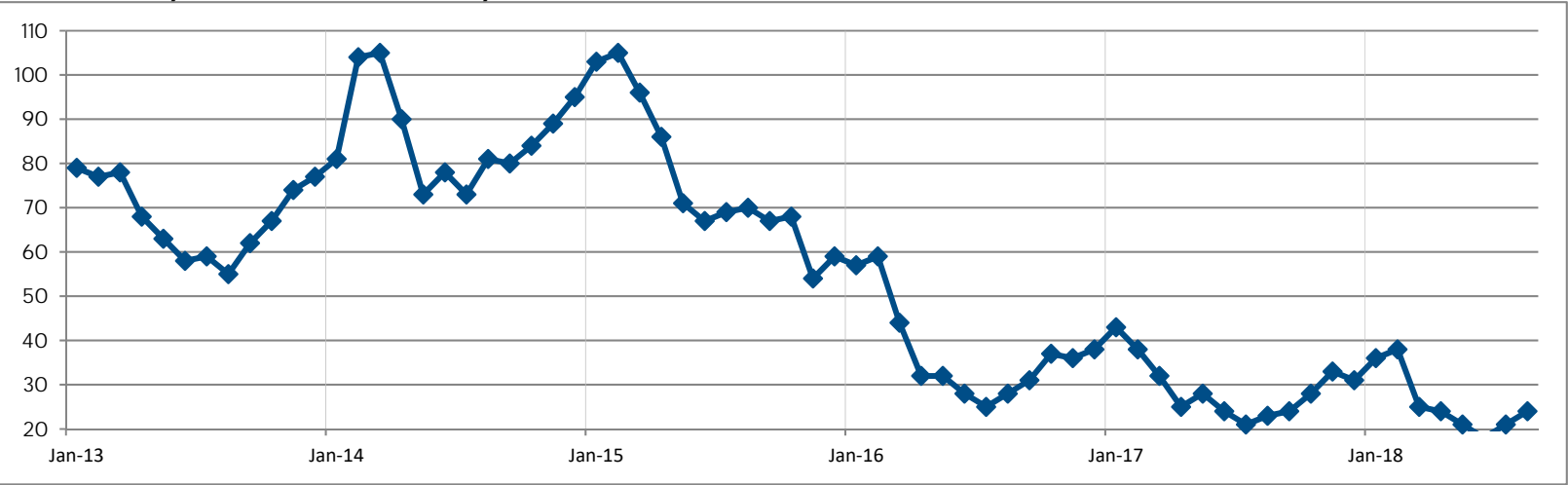


Year to Date - Average

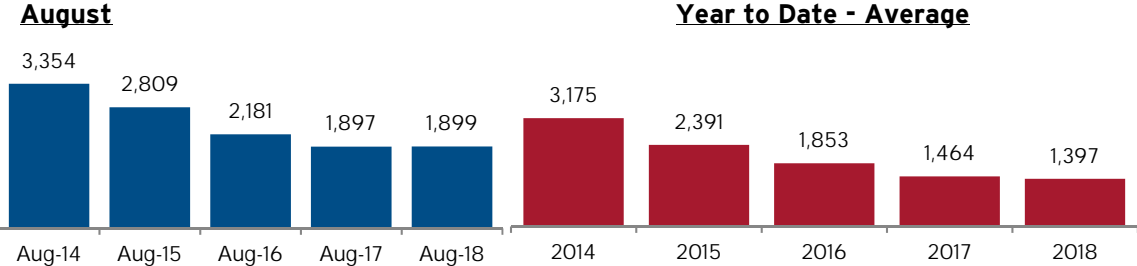


Year	DOM	Percent Change
08/2014	81	
08/2015	70	-13.58%
08/2016	28	-60.00%
08/2017	23	-17.86%
08/2018	24	4.35%

Historical Days on Market Until Sale by Month

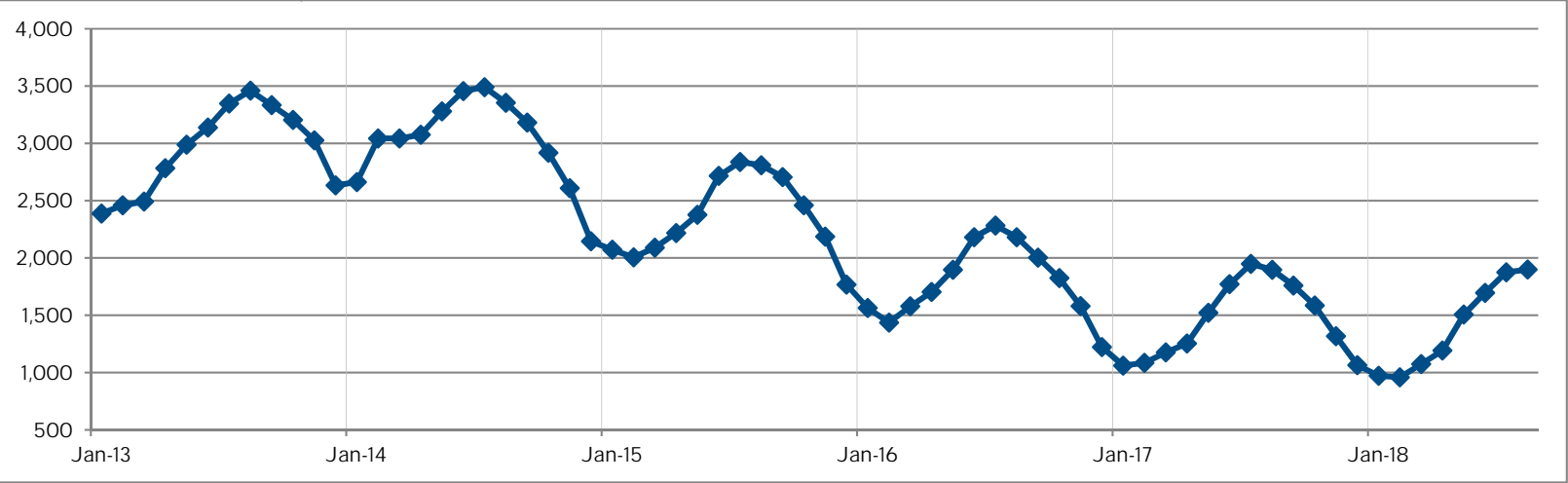


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	Active Listings	Percent Change
08/2014	3,354	
08/2015	2,809	-16.25%
08/2016	2,181	-22.36%
08/2017	1,897	-13.02%
08/2018	1,899	0.11%

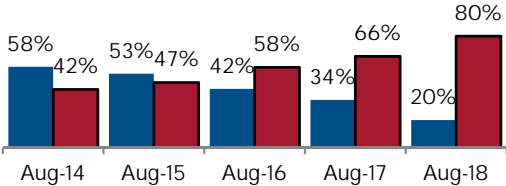
Historical Active Listings by Month



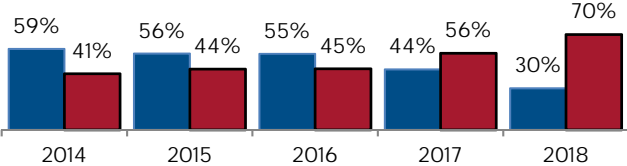
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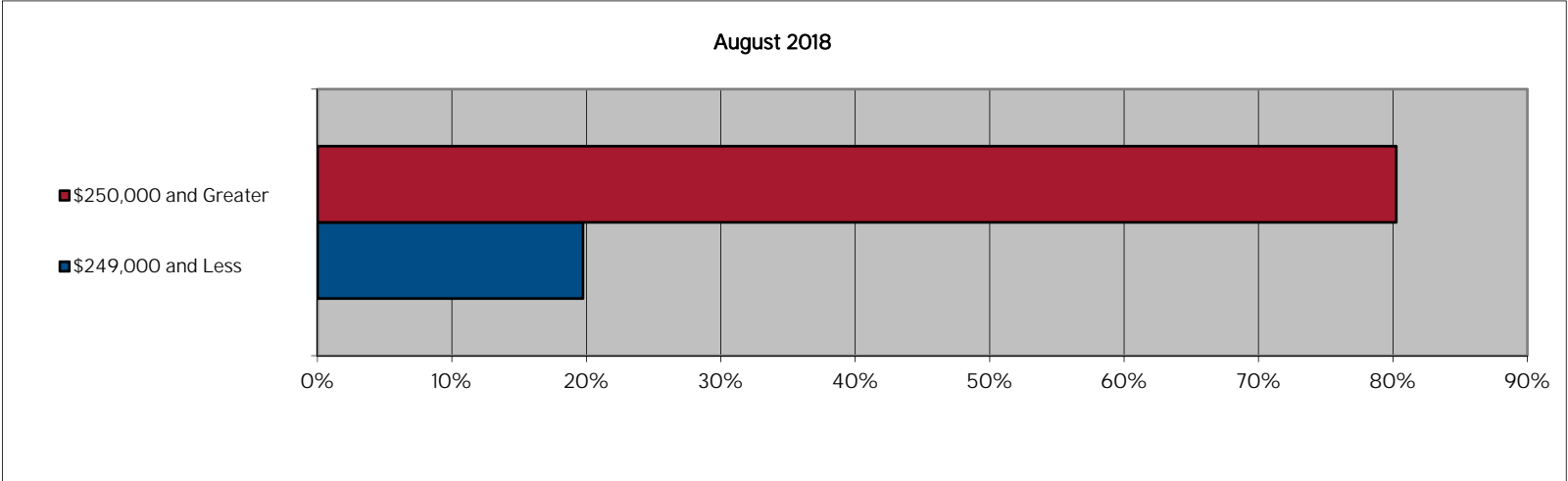
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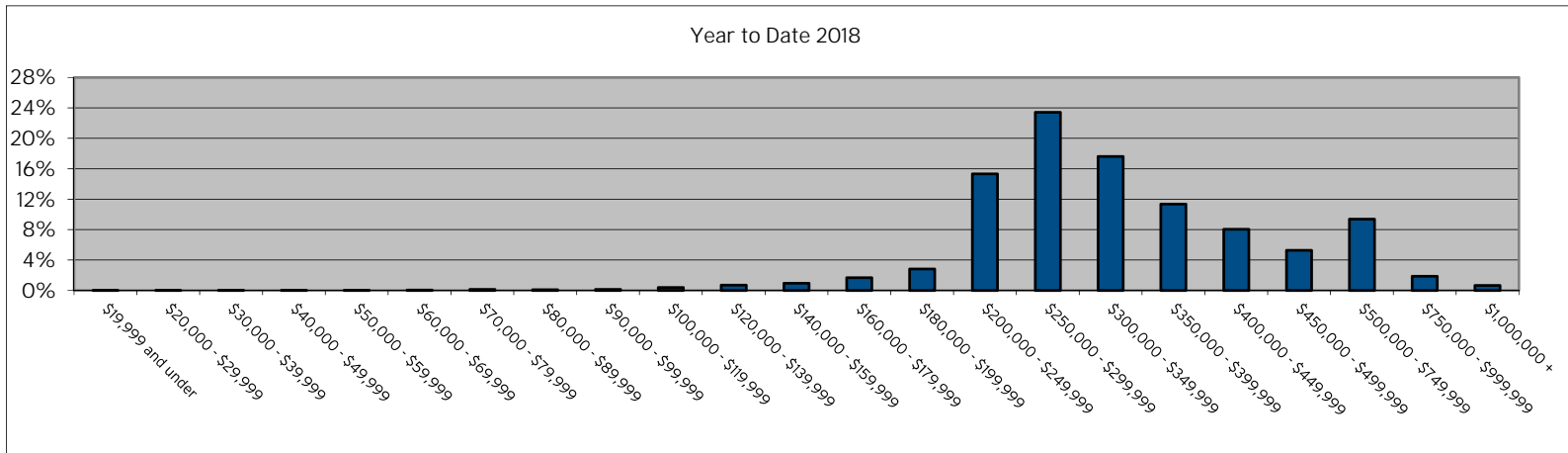
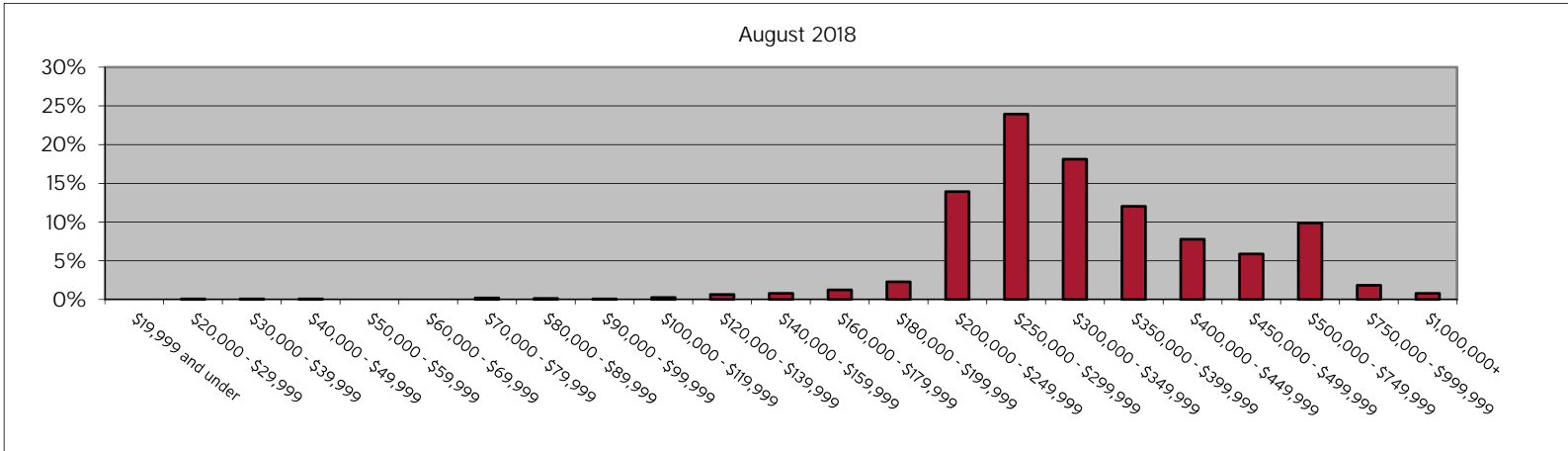
Year to Date



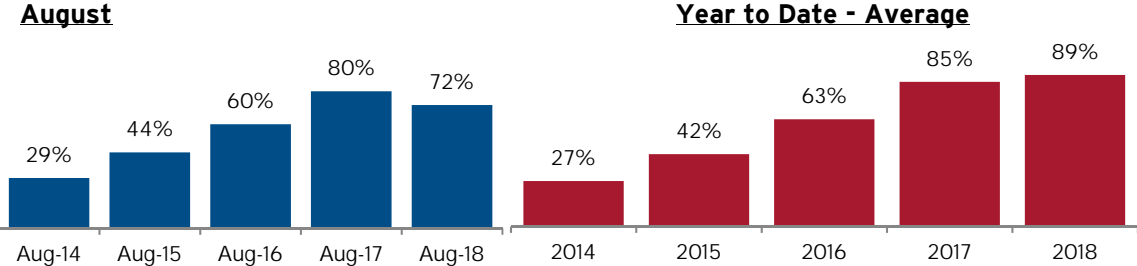
Percent of Sales by Price



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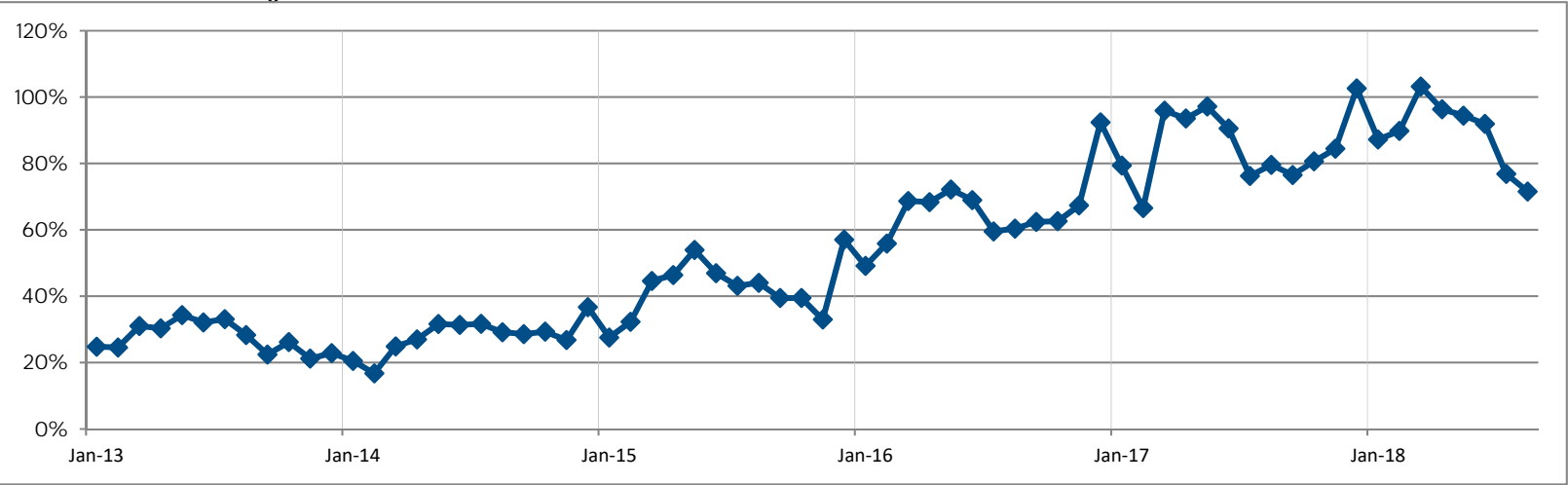


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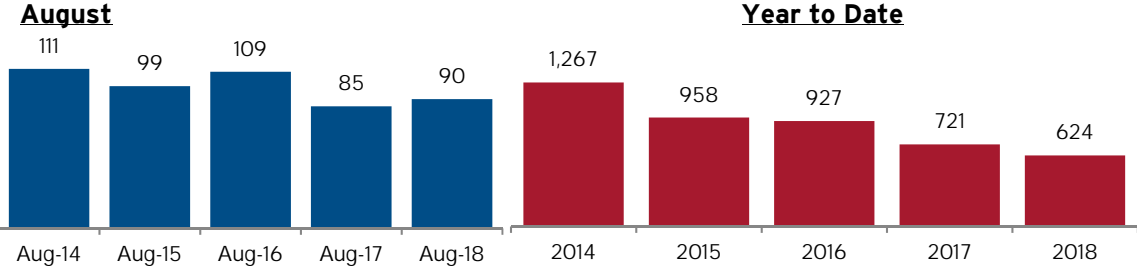


	Sales as a % of Active Listings	Percent Change
08/2014	29%	
08/2015	44%	51.02%
08/2016	60%	37.12%
08/2017	80%	31.73%
08/2018	72%	-10.04%

Sales as a % of Active Listings

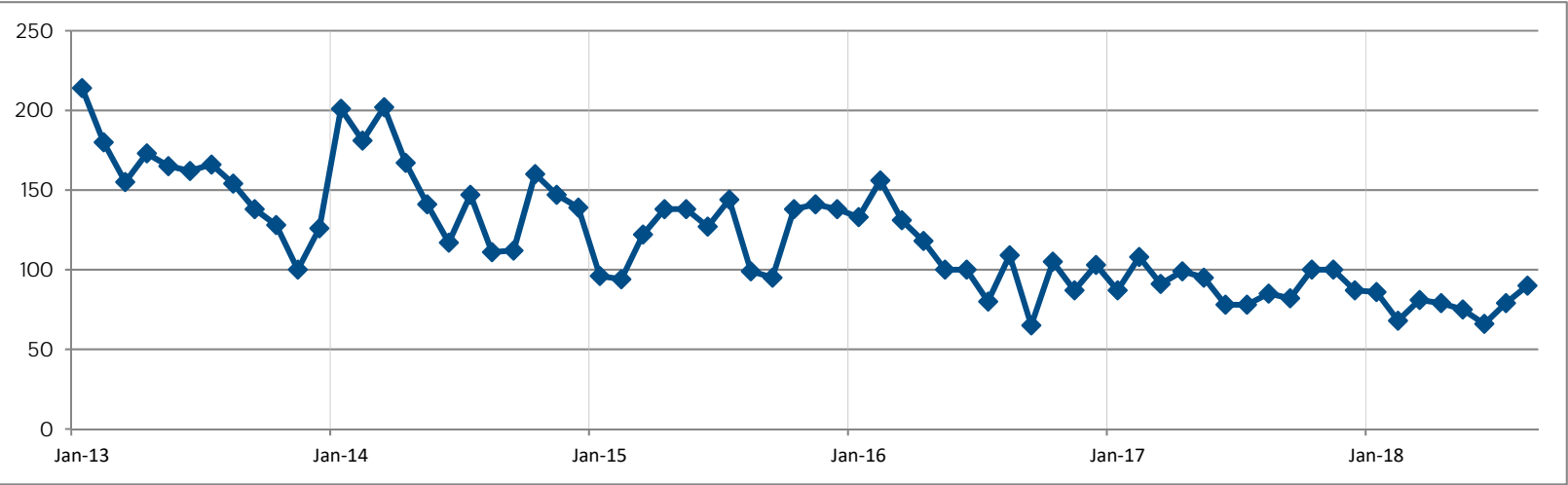


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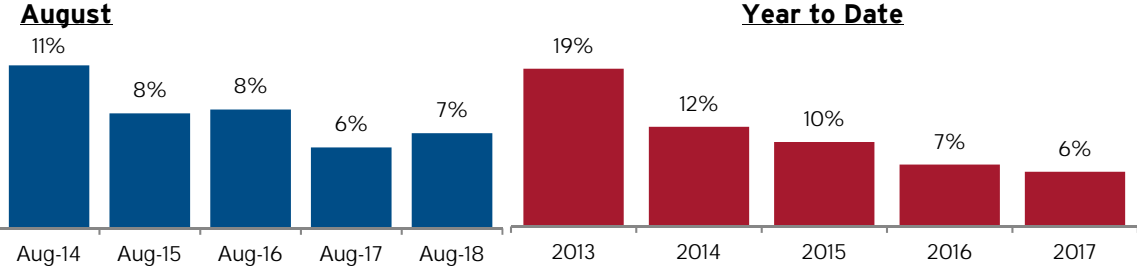


	Foreclosures	Percent Change
08/2014	111	
08/2015	99	-10.81%
08/2016	109	10.10%
08/2017	85	-22.02%
08/2018	90	5.88%

Foreclosures

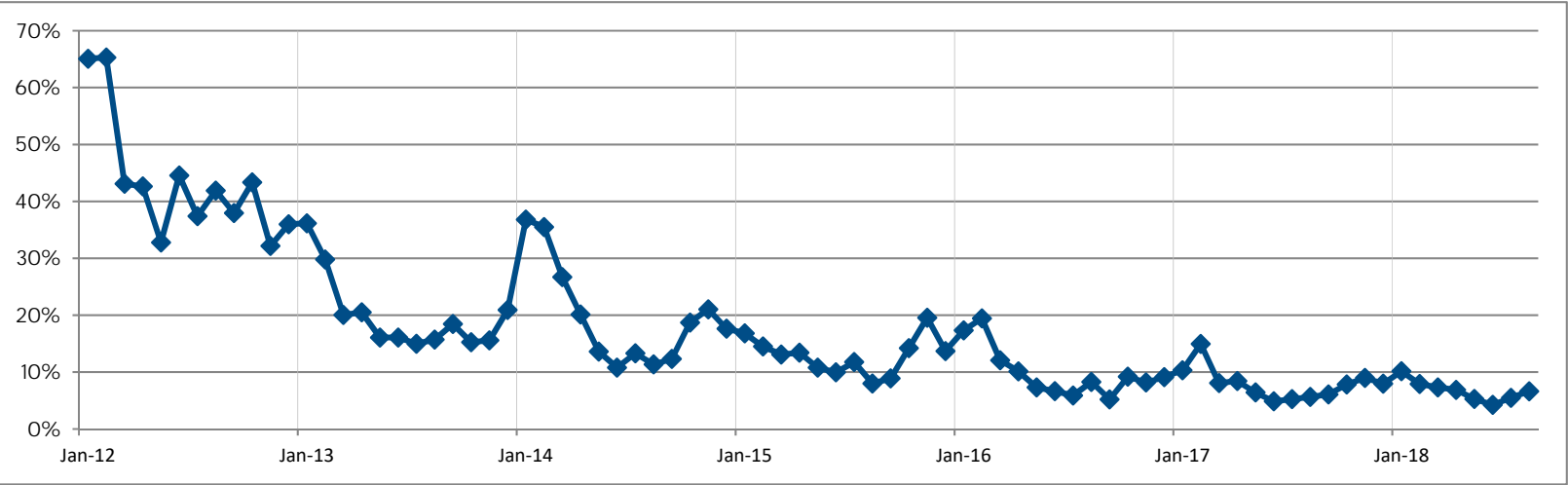


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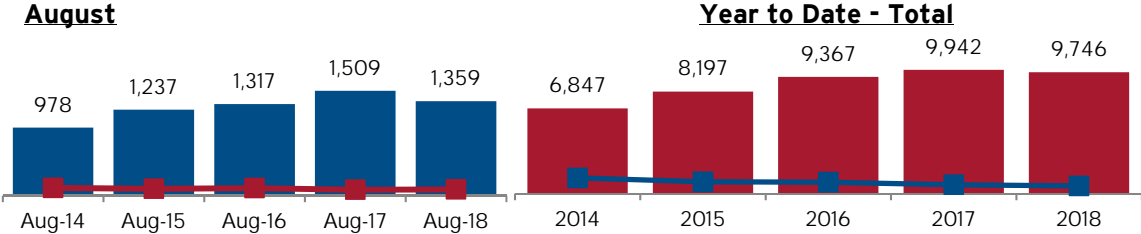


	Foreclosure as % of Sales	Percent Change
08/2014	11%	
08/2015	8.00%	-29.49%
08/2016	8.28%	3.41%
08/2017	5.63%	-31.94%
08/2018	6.62%	17.57%

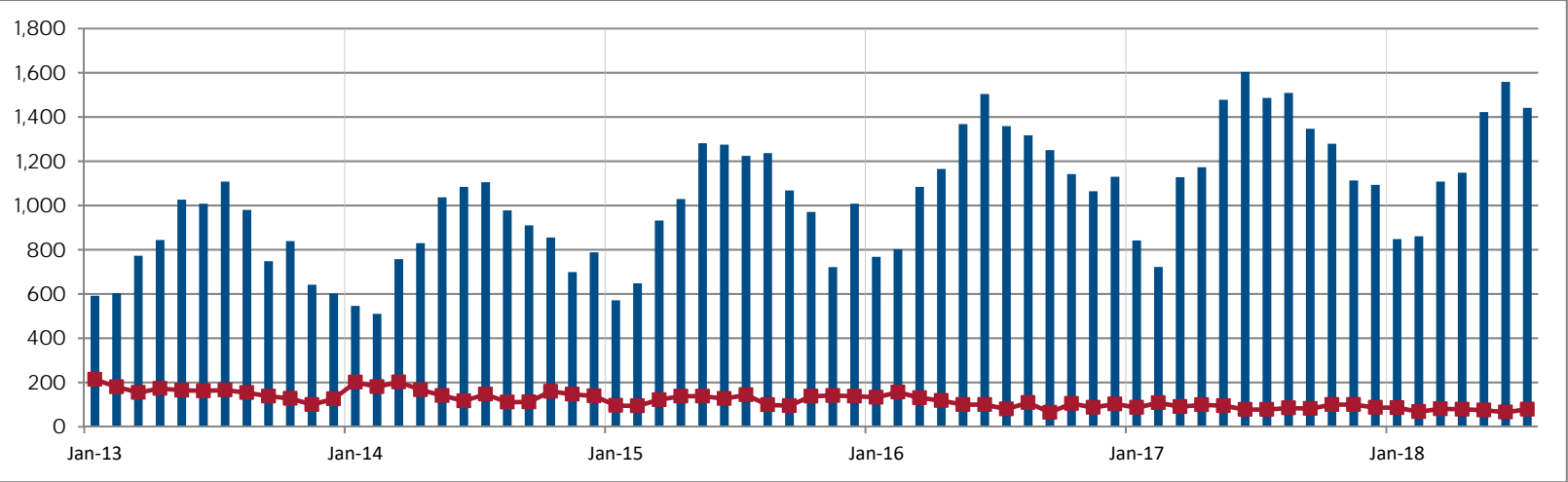
Foreclosures as a % of Sales



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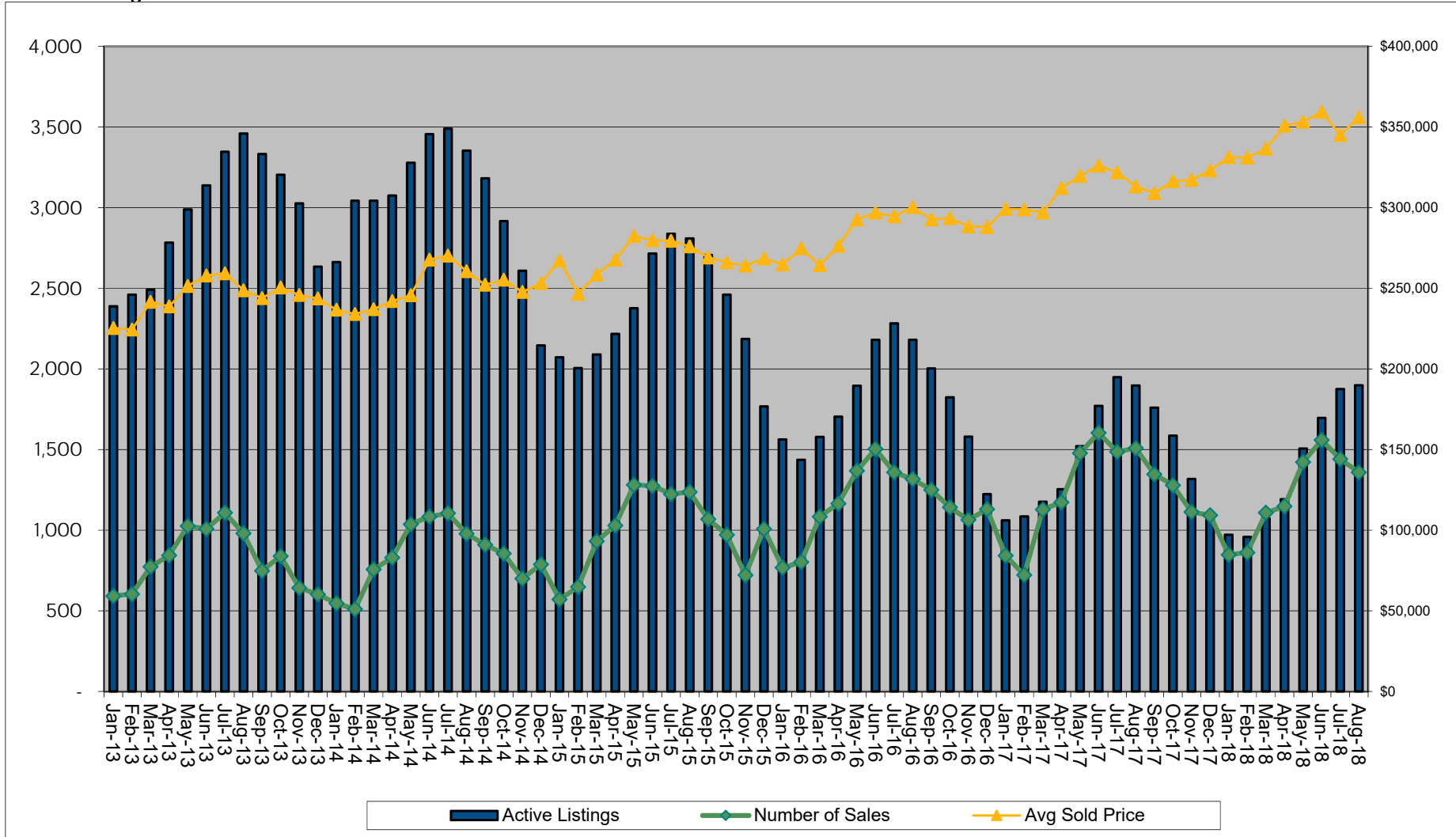
Number of Sales v Number of Foreclosures



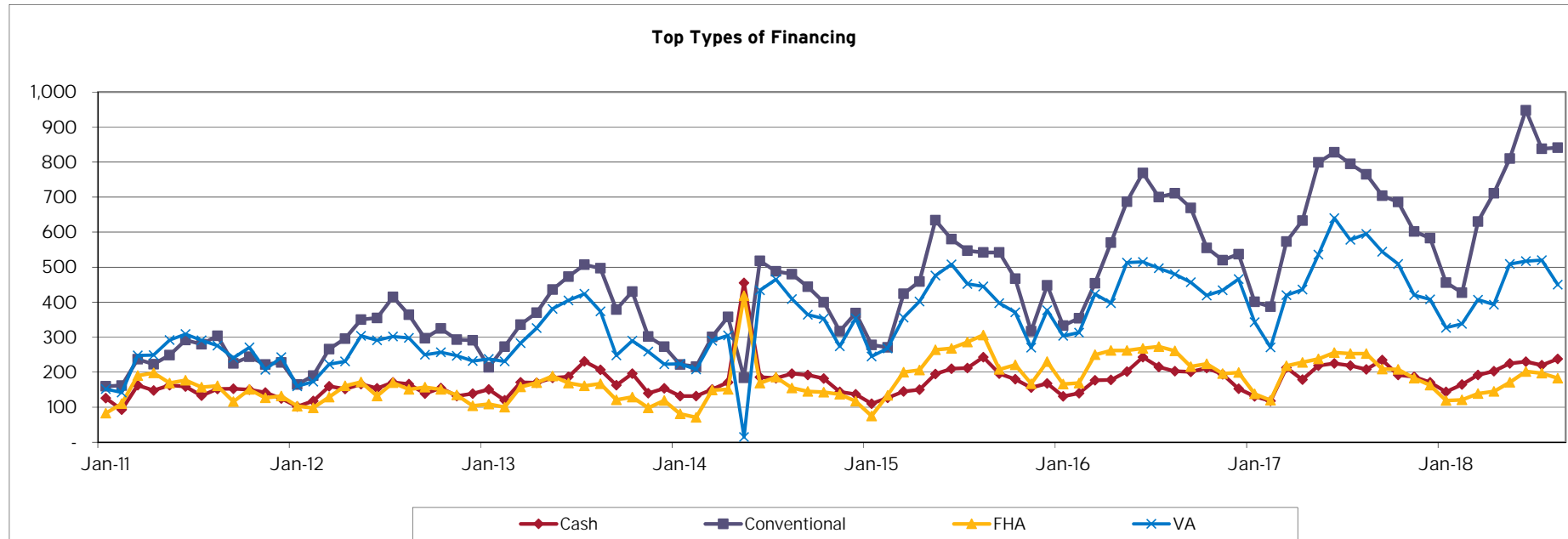
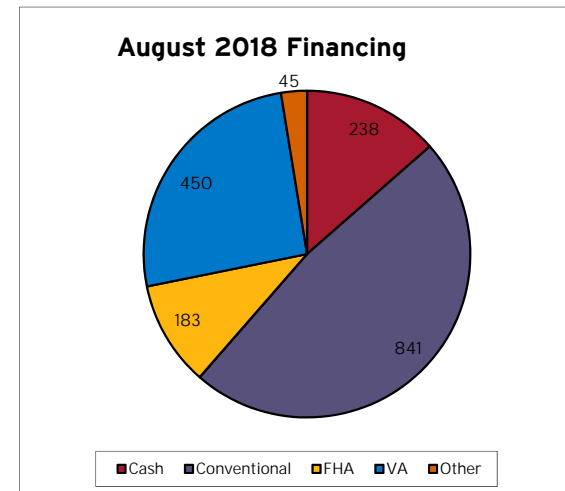
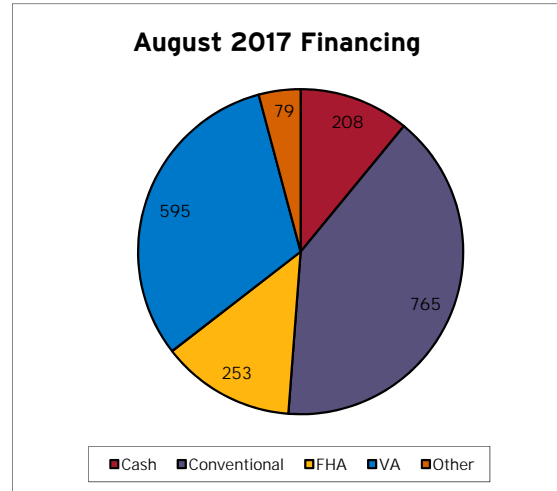
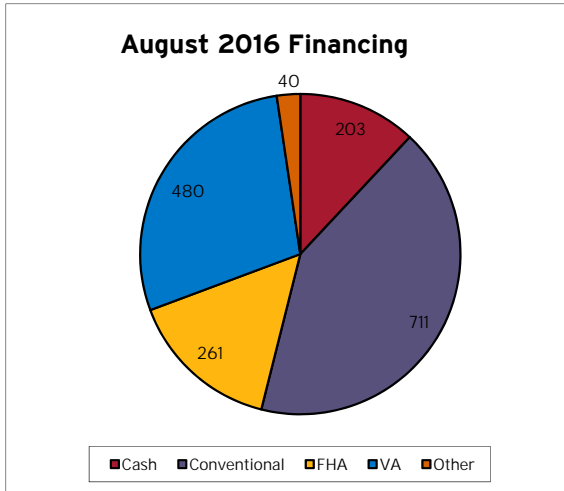
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Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

