

# Market Overview

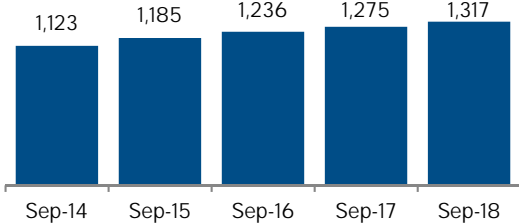


Key Metrics	Historical Sparkbars	September 2017	September 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		1,275	1,317	3.29%	13,638	13,543	-0.70%
Pending		970	842	-13.20%	9252	8,983	-2.91%
Sold Listings		1,347	1,136	-15.66%	11,289	10,882	-3.61%
Median Sales Price		275,000	305,000	10.91%	276,745	305,000	10.21%
Average Sales Price		309,019	344,341	11.43%	310,780	345,302	11.11%
Pct. Of List Price Received		99.6	99.6	0.00%	100.1	100.1	0.06%
Days on Market		24	25	4.17%	29	26	-10.08%
Active Listings		1,760	1,915	8.81%	1,497	1,454	-2.86%

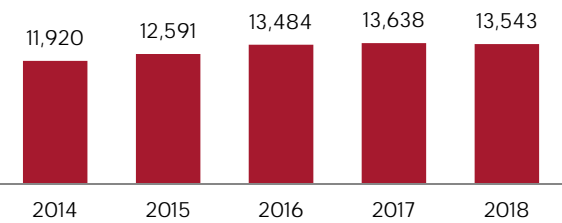
# Market Overview



### September

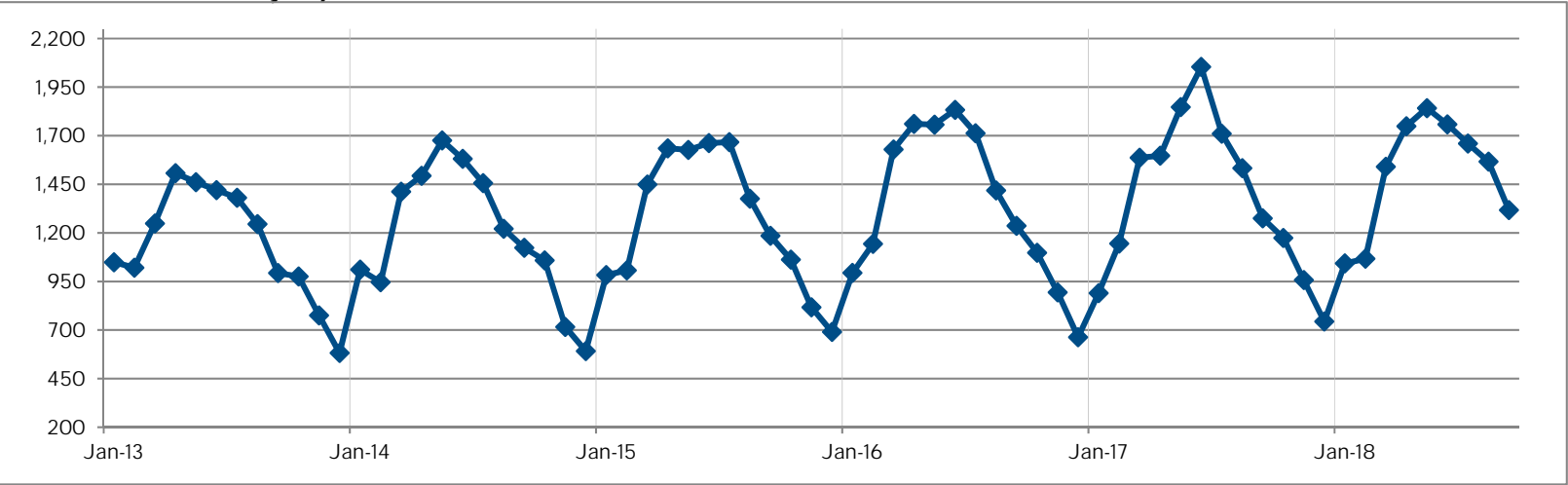


### Year to Date



	New Listings	Percent Change
09/2014	1,123	
09/2015	1,185	5.52%
09/2016	1,236	4.30%
09/2017	1,275	3.16%
09/2018	1,317	3.29%

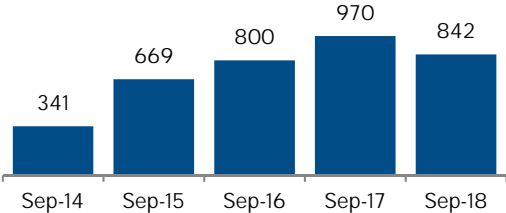
### Historical New Listings by Month



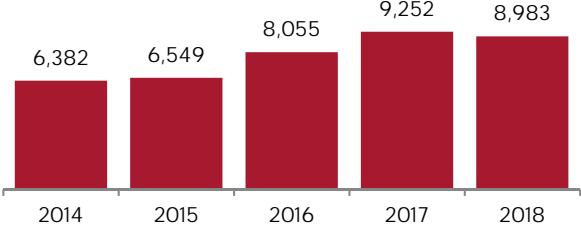
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### September

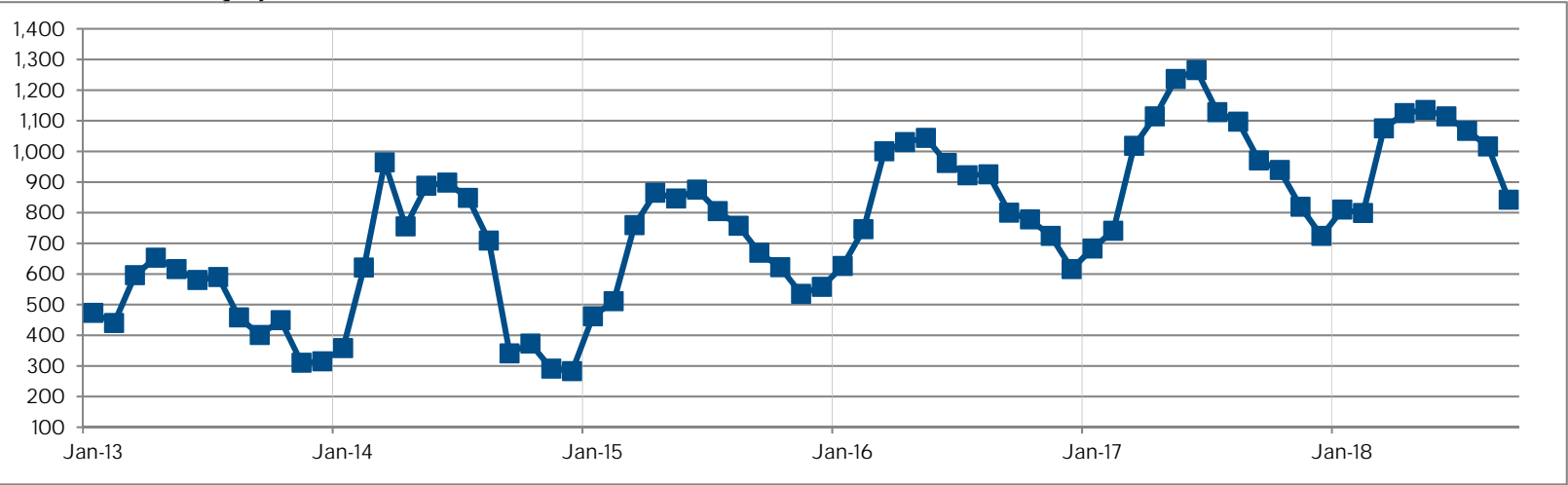


### Year to Date



	Pending	Percent Change
09/2014	341	
09/2015	669	96.19%
09/2016	800	19.58%
09/2017	970	21.25%
09/2018	842	-13.20%

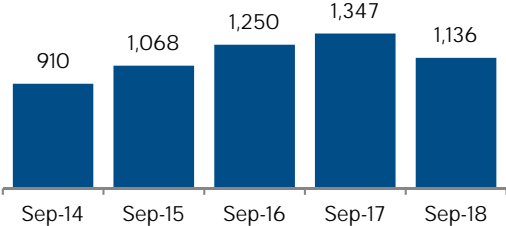
### Historical Pending by Month



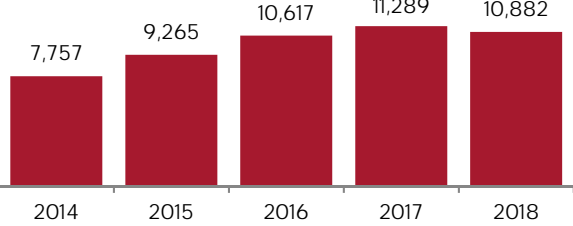
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### September

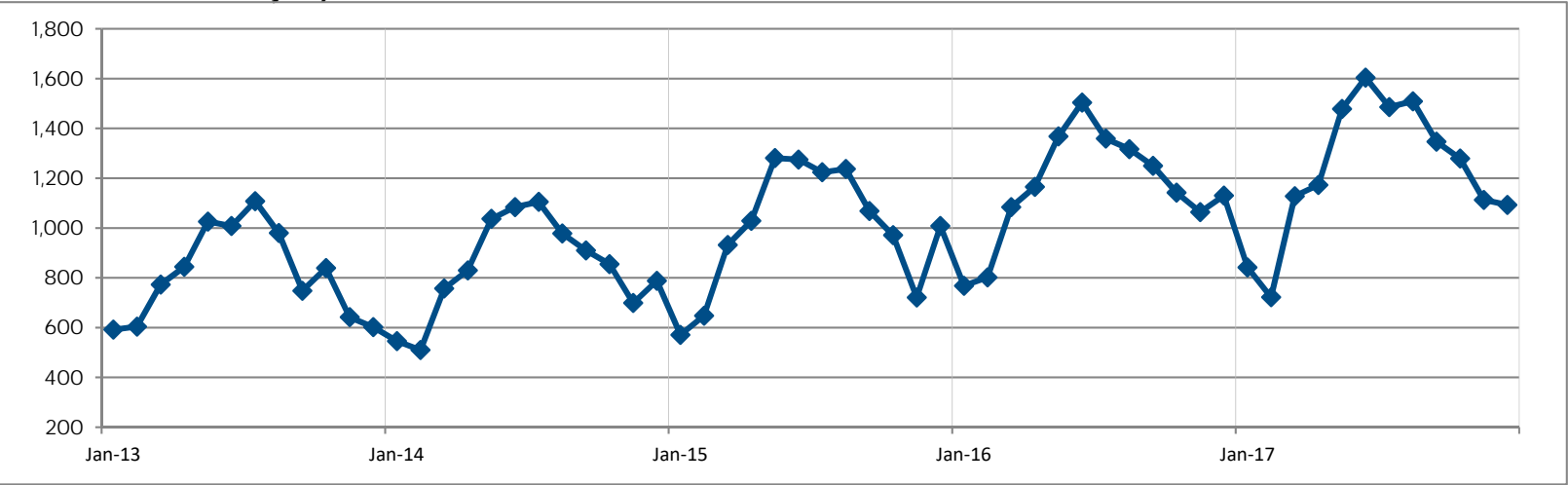


### Year to Date



	Sold Listings	Percent Change
09/2014	910	
09/2015	1,068	17.36%
09/2016	1,250	17.04%
09/2017	1,347	7.76%
09/2018	1,136	-15.66%

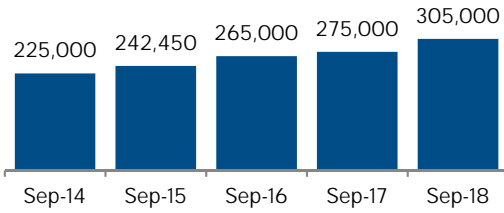
### Historical Sold Listings by Month



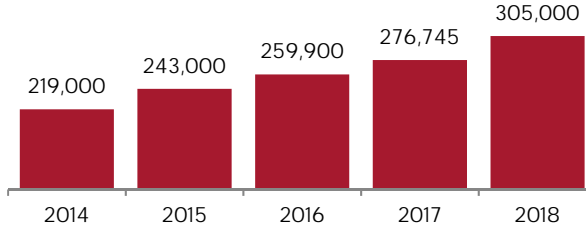
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## September

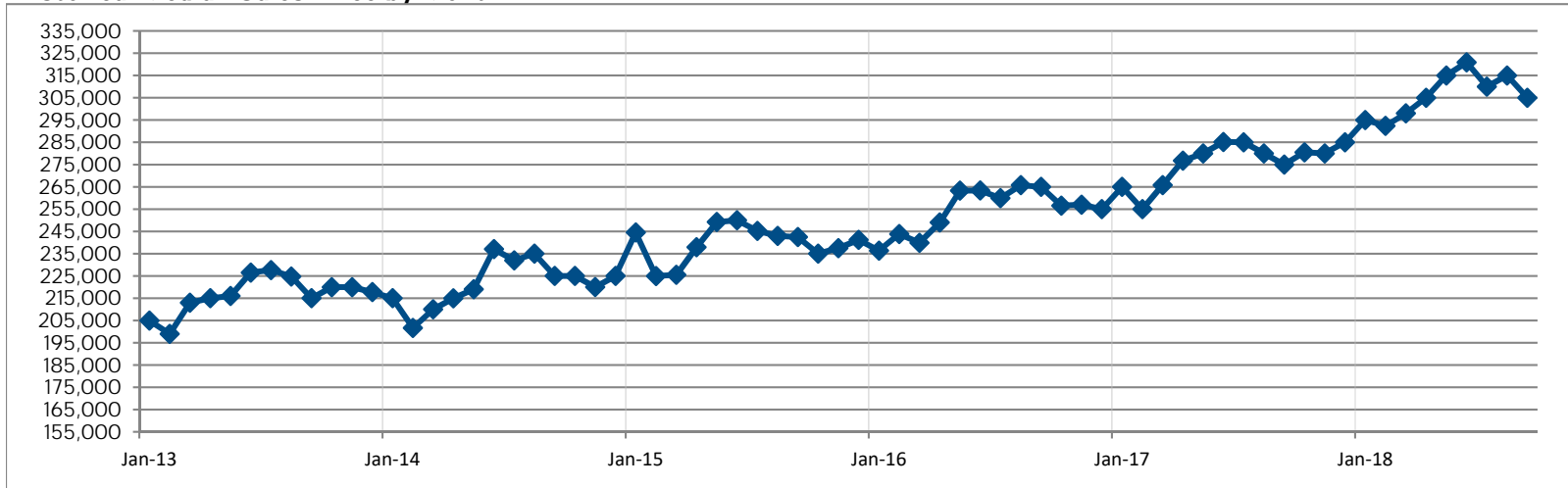


## Year to Date - Median



	Median Sales Price	Percent Change
09/2014	225,000	
09/2015	242,450	7.76%
09/2016	265,000	9.30%
09/2017	275,000	3.77%
09/2018	305,000	10.91%

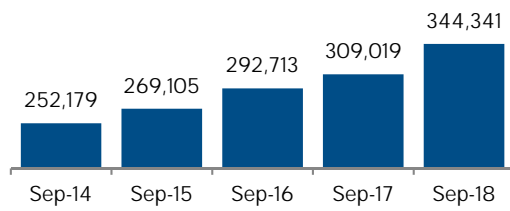
## Historical Median Sales Price by Month



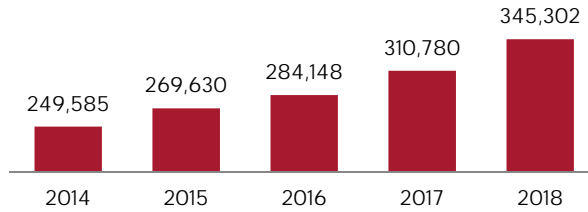
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## September

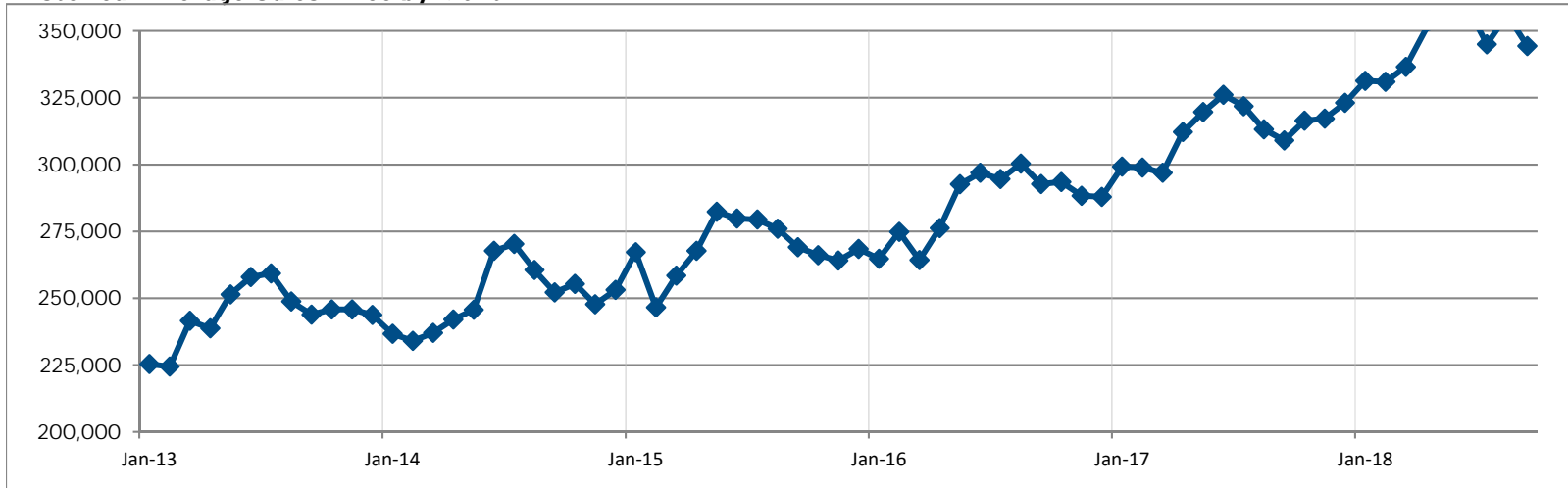


## Year to Date - Average



	Average Sales Price	Percent Change
09/2014	252,179	
09/2015	269,105	6.71%
09/2016	292,713	8.77%
09/2017	309,019	5.57%
09/2018	344,341	11.43%

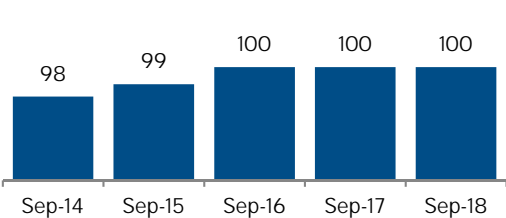
## Historical Average Sales Price by Month



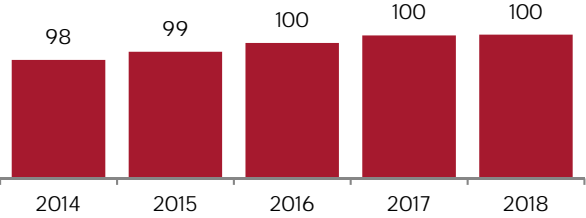
# Market Overview



## September

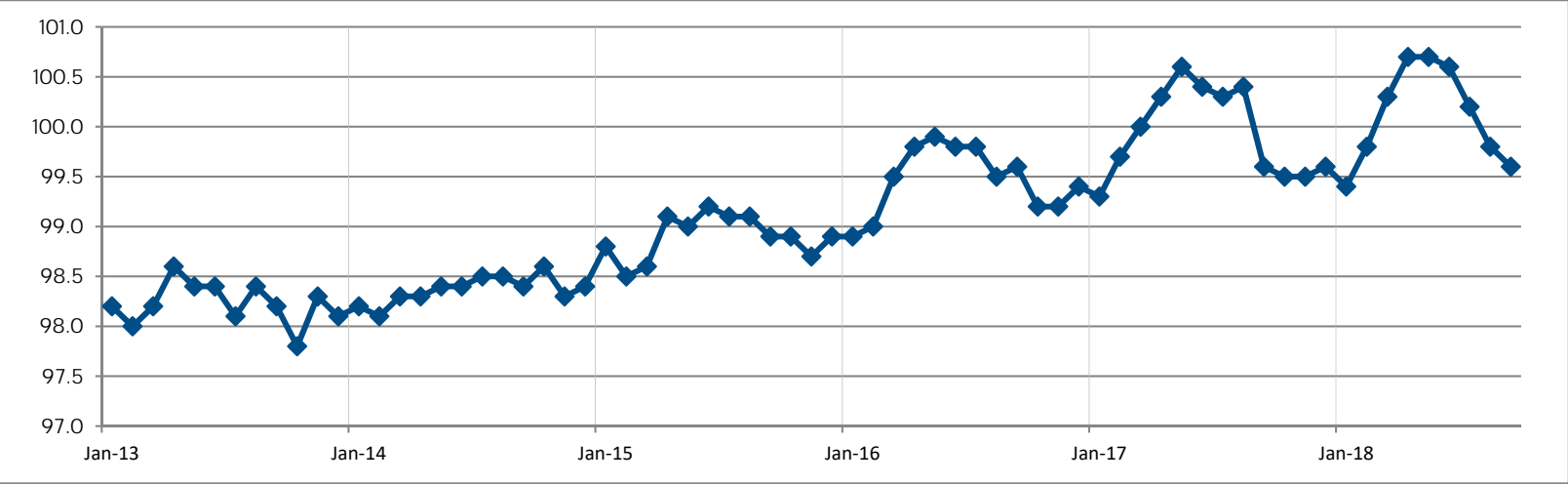


## Year to Date - Average



	Pct of List Recvd	Percent Change
09/2014	98.4	
09/2015	98.9	0.51%
09/2016	99.6	0.71%
09/2017	99.6	0.00%
09/2018	99.6	0.00%

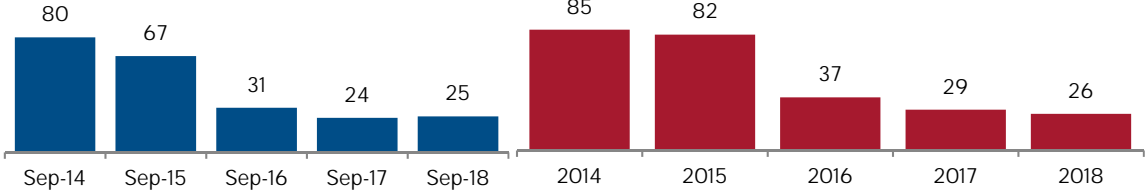
## Historical Percent of List Price Received by Month



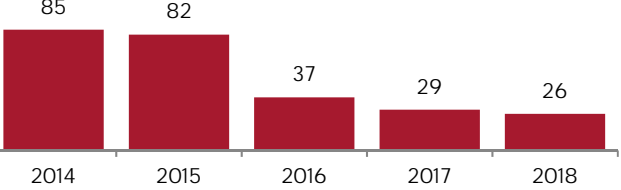
# Market Overview



## September

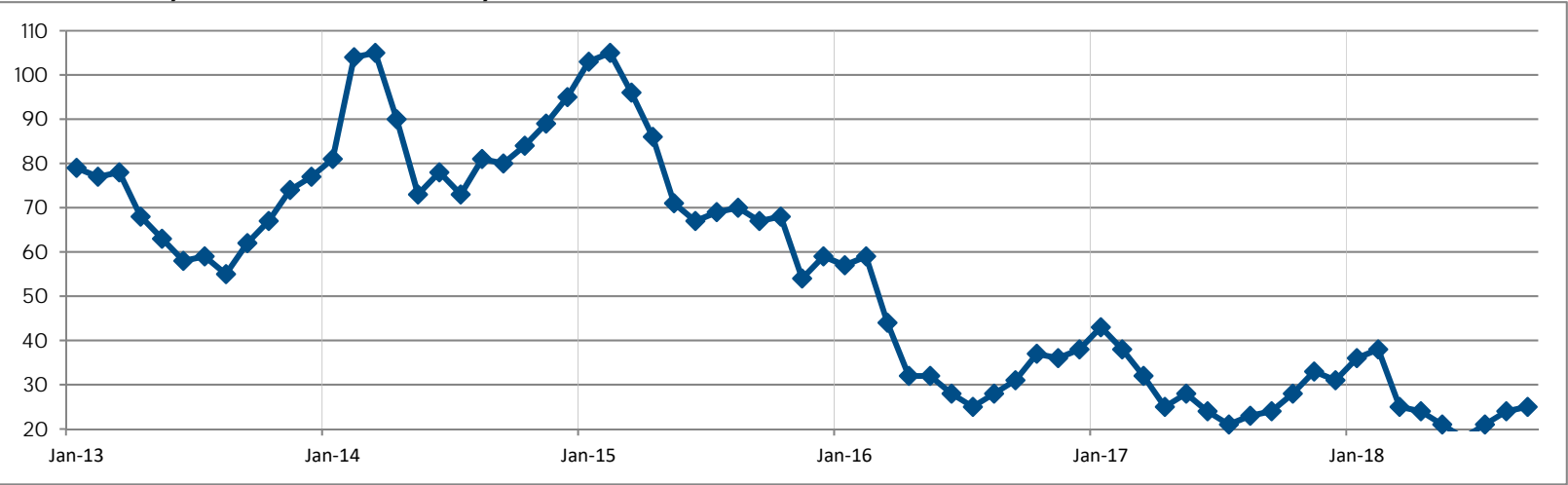


## Year to Date - Average



	DOM	Percent Change
09/2014	80	
09/2015	67	-16.25%
09/2016	31	-53.73%
09/2017	24	-22.58%
09/2018	25	4.17%

## Historical Days on Market Until Sale by Month

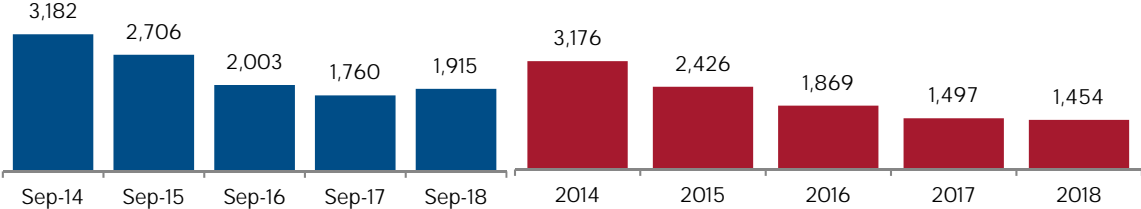




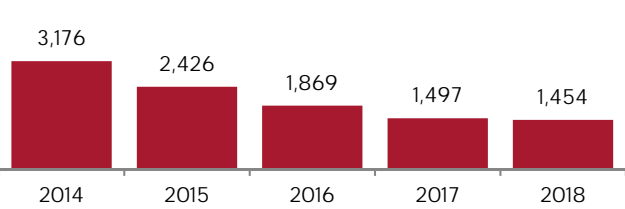
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## September

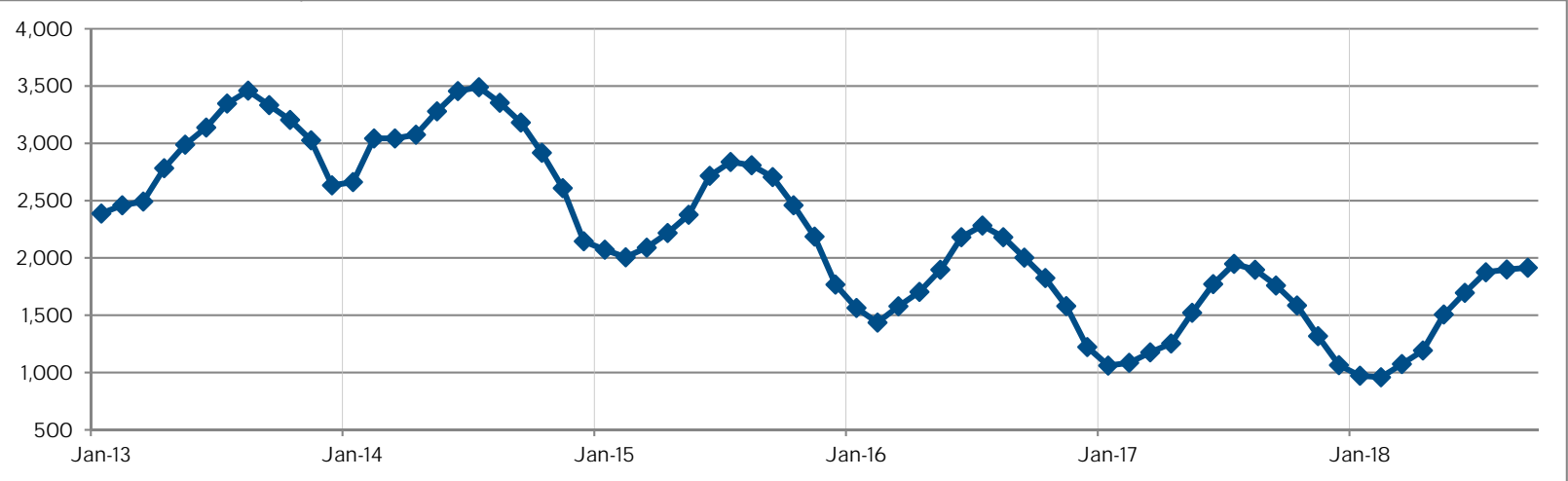


## Year to Date - Average



	Active Listings	Percent Change
09/2014	3,182	
09/2015	2,706	-14.96%
09/2016	2,003	-25.98%
09/2017	1,760	-12.13%
09/2018	1,915	8.81%

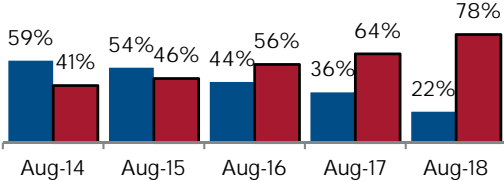
## Historical Active Listings by Month



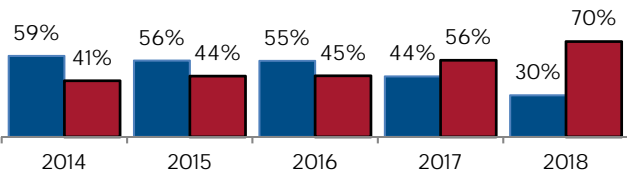
# Market Overview



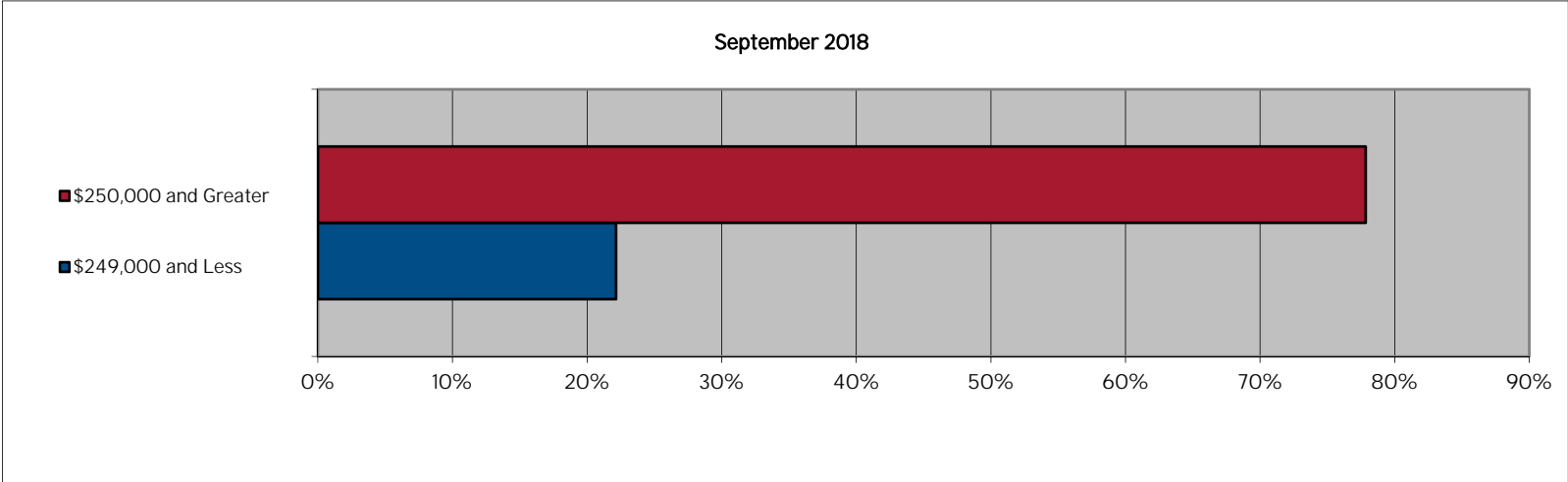
## September



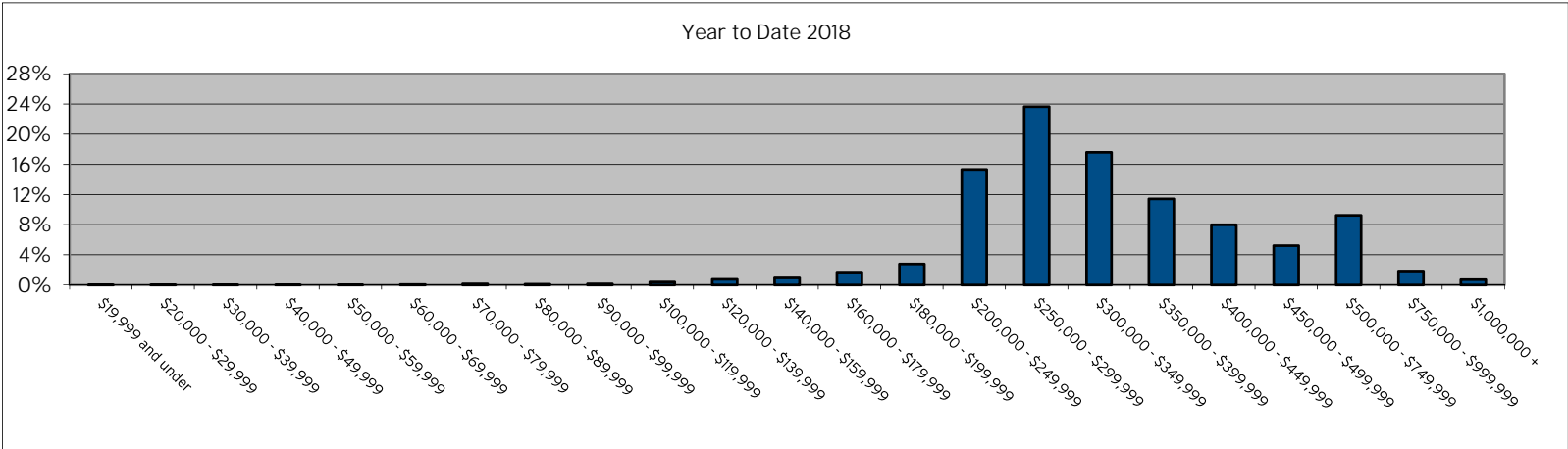
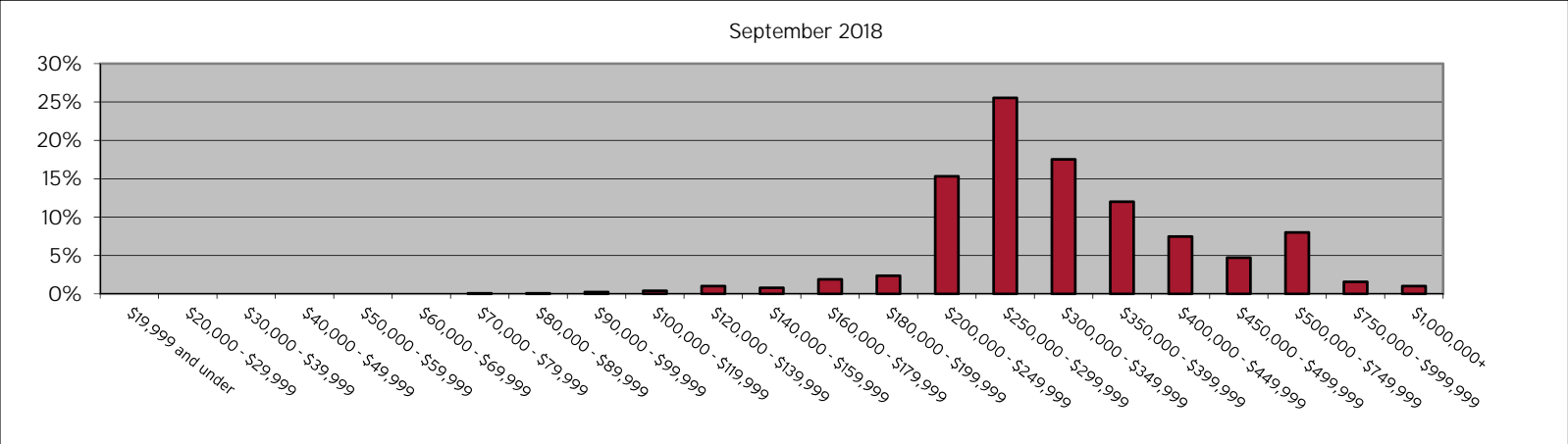
## Year to Date



## Percent of Sales by Price



# Market Overview

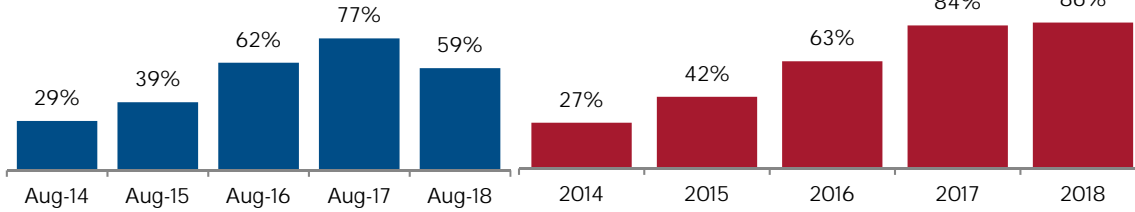


# Market Overview



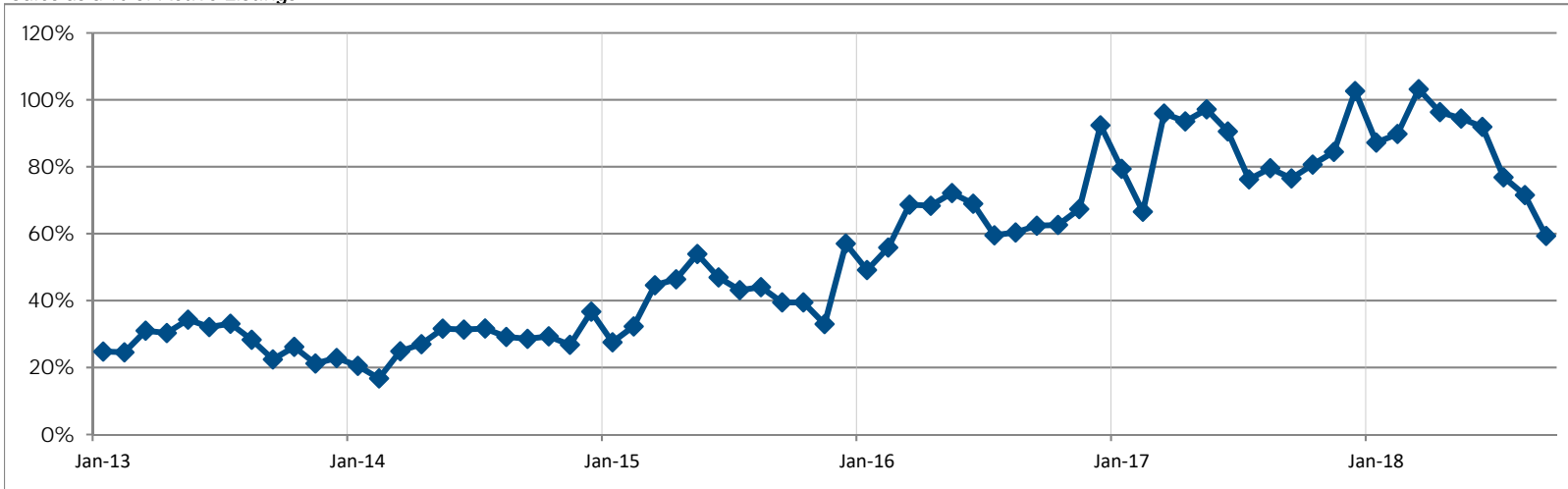
## September

## Year to Date - Average

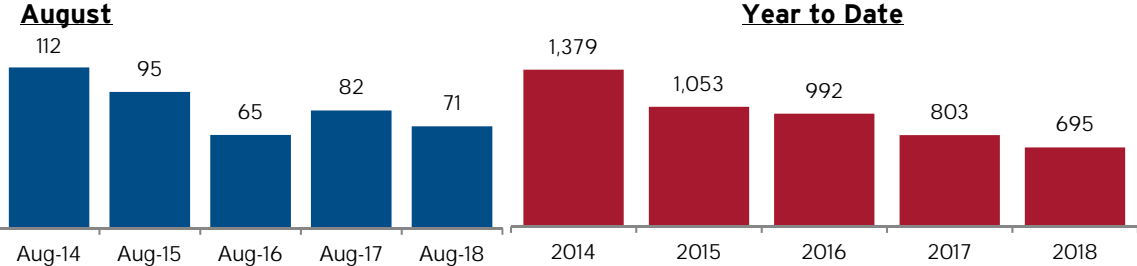


	Sales as a % of Active Listings	Percent Change
09/2014	29%	
09/2015	39%	38.01%
09/2016	62%	58.12%
09/2017	77%	22.64%
09/2018	59%	-22.49%

## Sales as a % of Active Listings

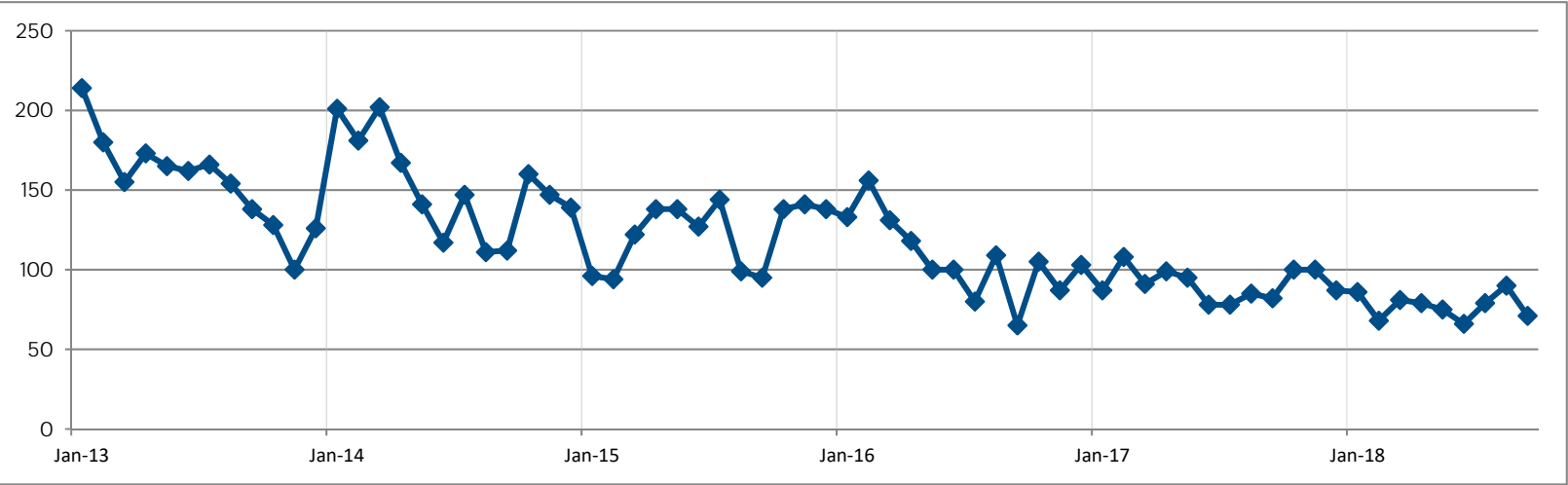


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	Foreclosures	Percent Change
09/2014	112	
09/2015	95	-15.18%
09/2016	65	-31.58%
09/2017	82	26.15%
09/2018	71	-13.41%

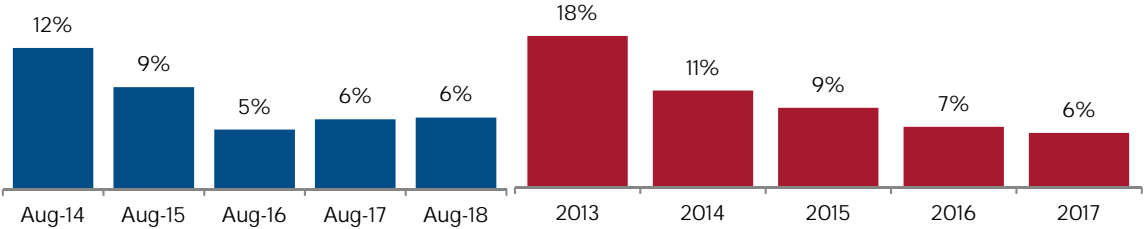
Foreclosures



# Market Overview



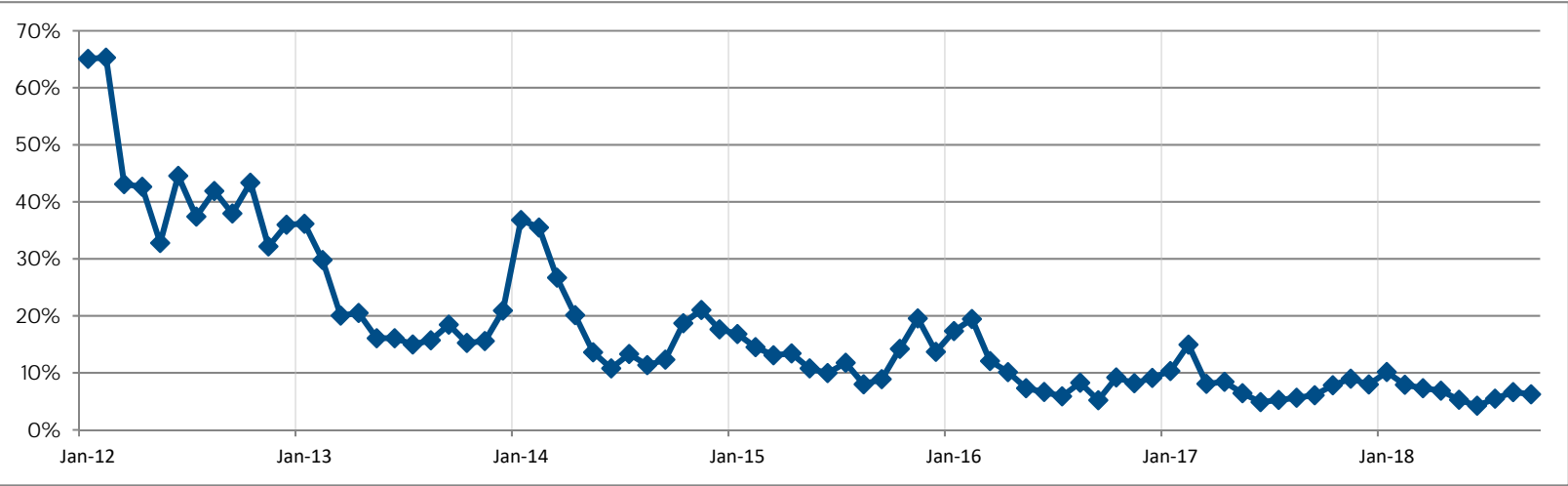
### September



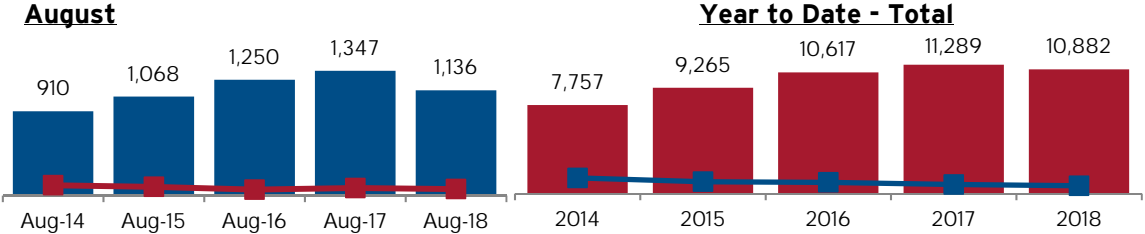
### Year to Date

	Foreclosure as % of Sales	Percent Change
09/2014	12%	
09/2015	8.90%	-27.73%
09/2016	5.20%	-41.54%
09/2017	6.09%	17.07%
09/2018	6.25%	2.67%

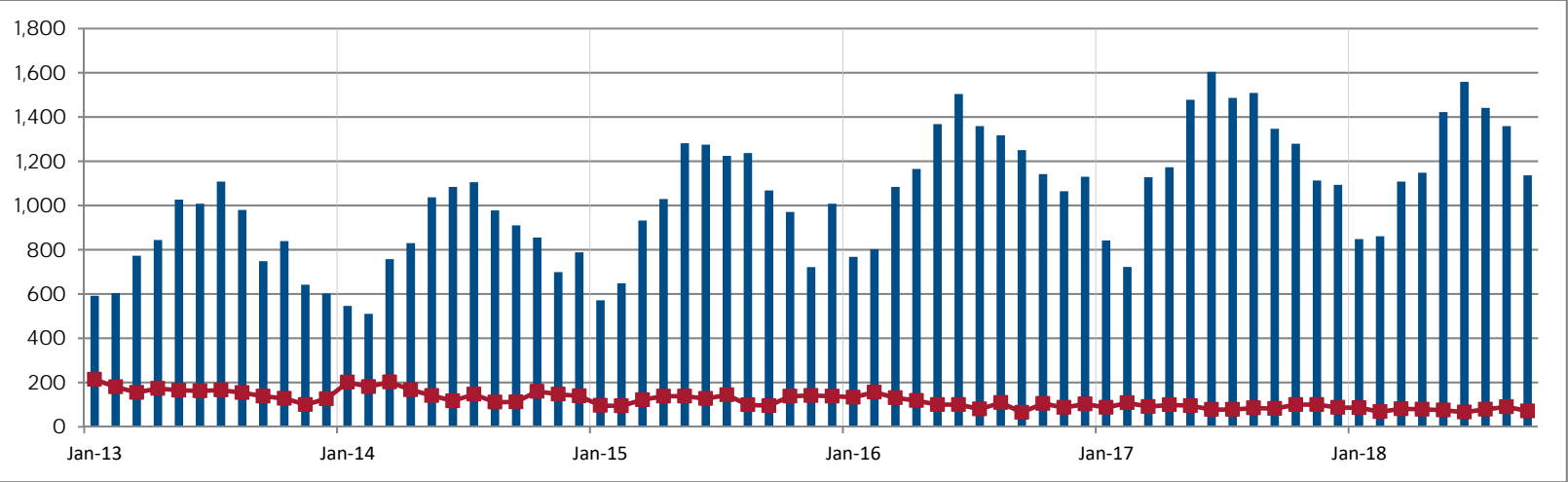
Foreclosures as a % of Sales



# Market Overview



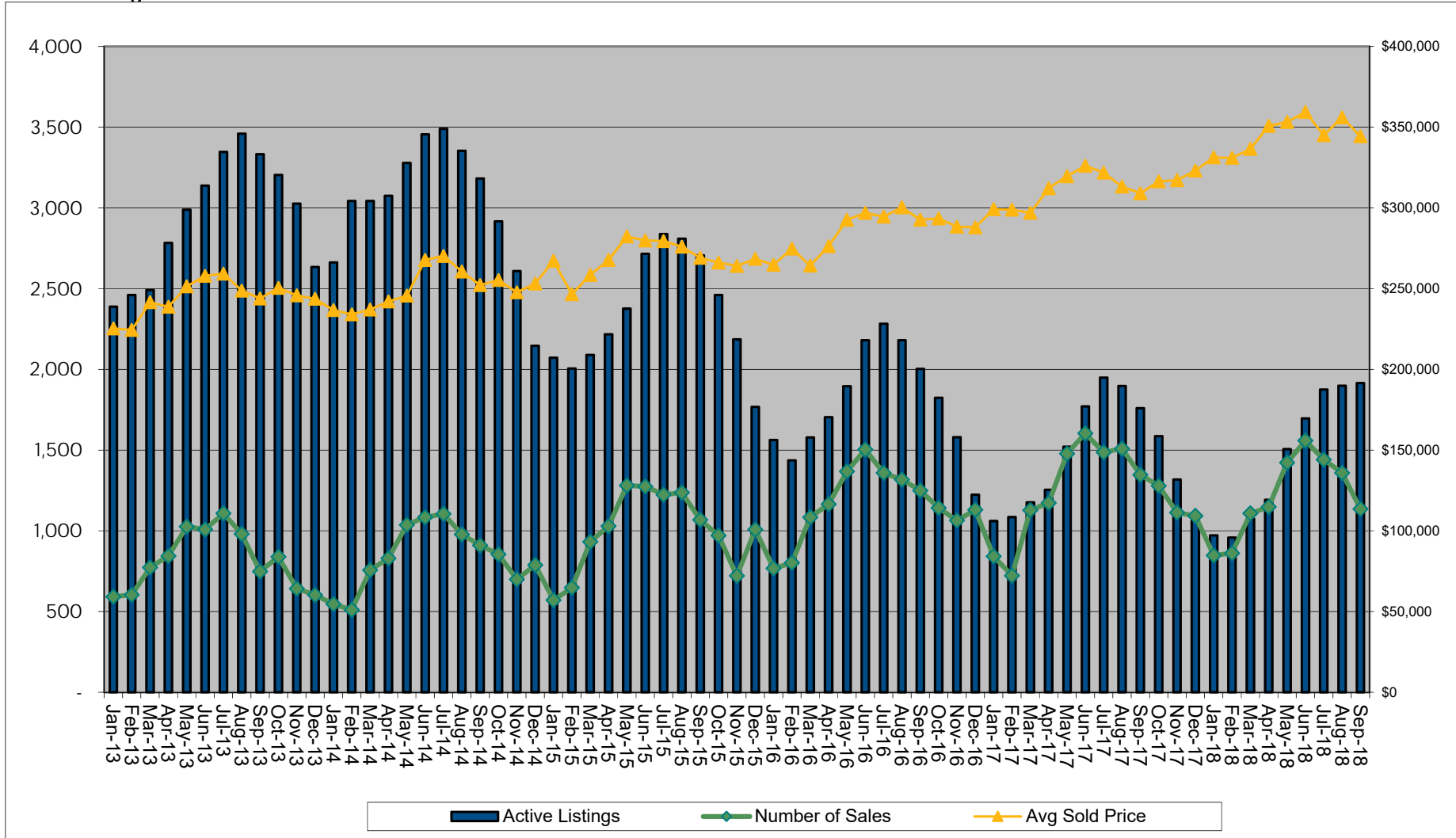
Number of Sales v Number of Foreclosures



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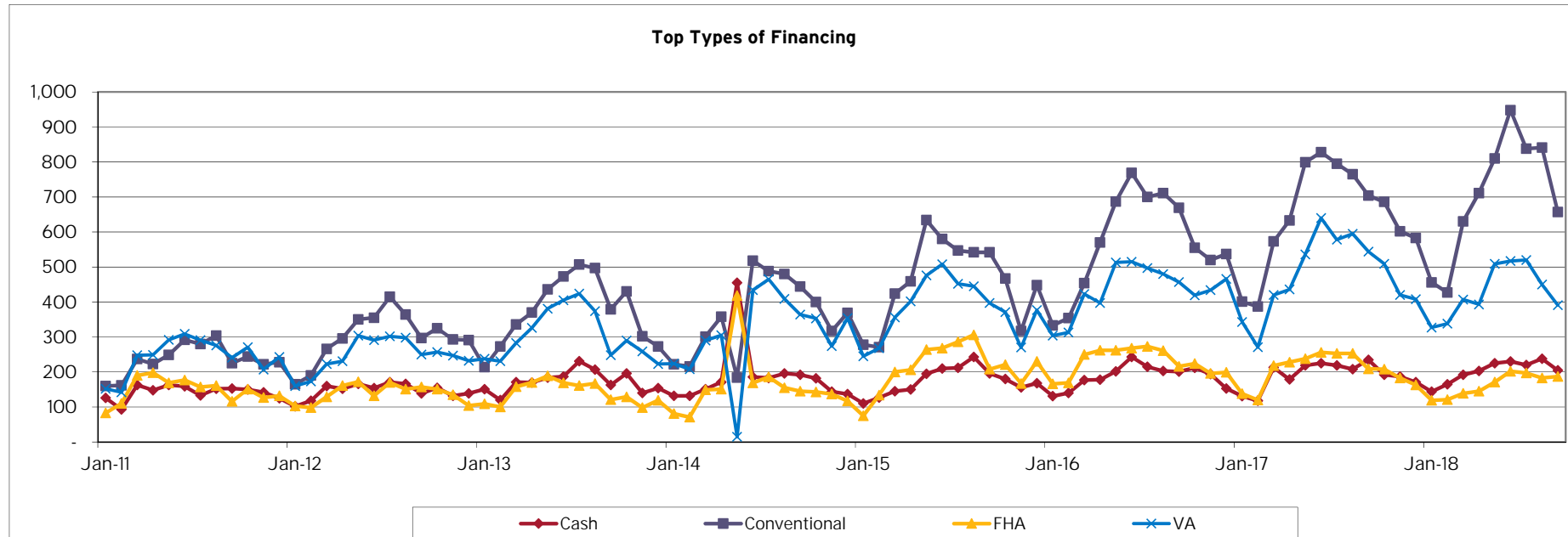
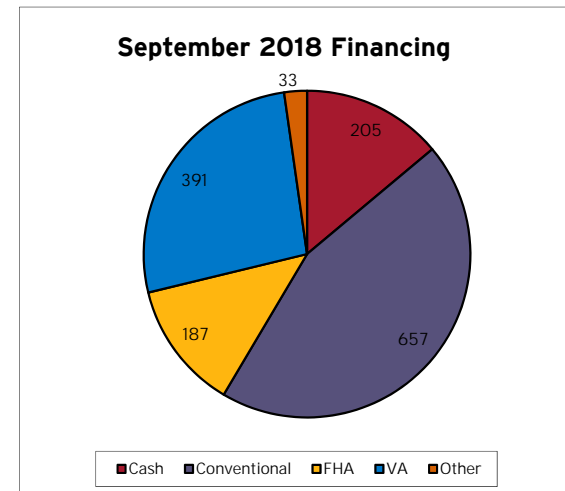
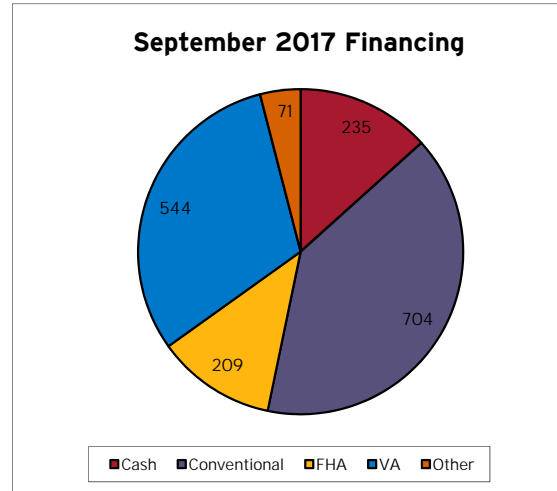
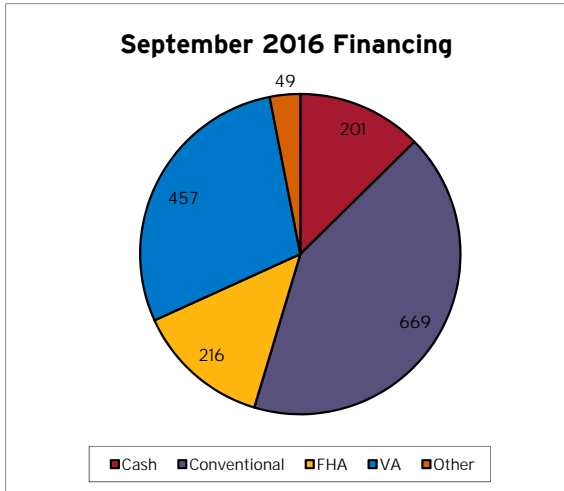


Active Listings v Number Sold v Sales Price





# Market Overview



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

