

Market Overview

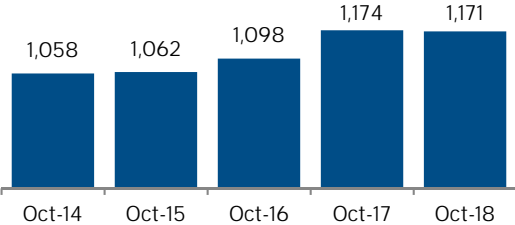


Key Metrics	Historical Sparkbars	October 2017	October 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		1,174	1,171	-0.26%	14,812	14,714	-0.66%
Pending		939	858	-8.63%	10191	9,841	-3.43%
Sold Listings		1,279	1,193	-6.72%	12,568	12,075	-3.92%
Median Sales Price		280,500	305,000	8.73%	2,748,187	3,061,285	11.39%
Average Sales Price		316,415	344,849	8.99%	311,343	345,257	10.89%
Pct. Of List Price Received		99.5	99.5	0.00%	100.0	100.1	0.05%
Days on Market		28	29	3.57%	29	26	-8.74%
Active Listings		1,586	1,905	20.11%	1,506	1,499	-0.44%

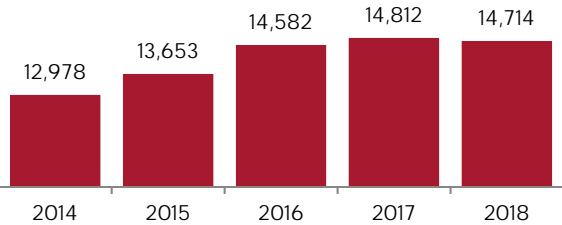
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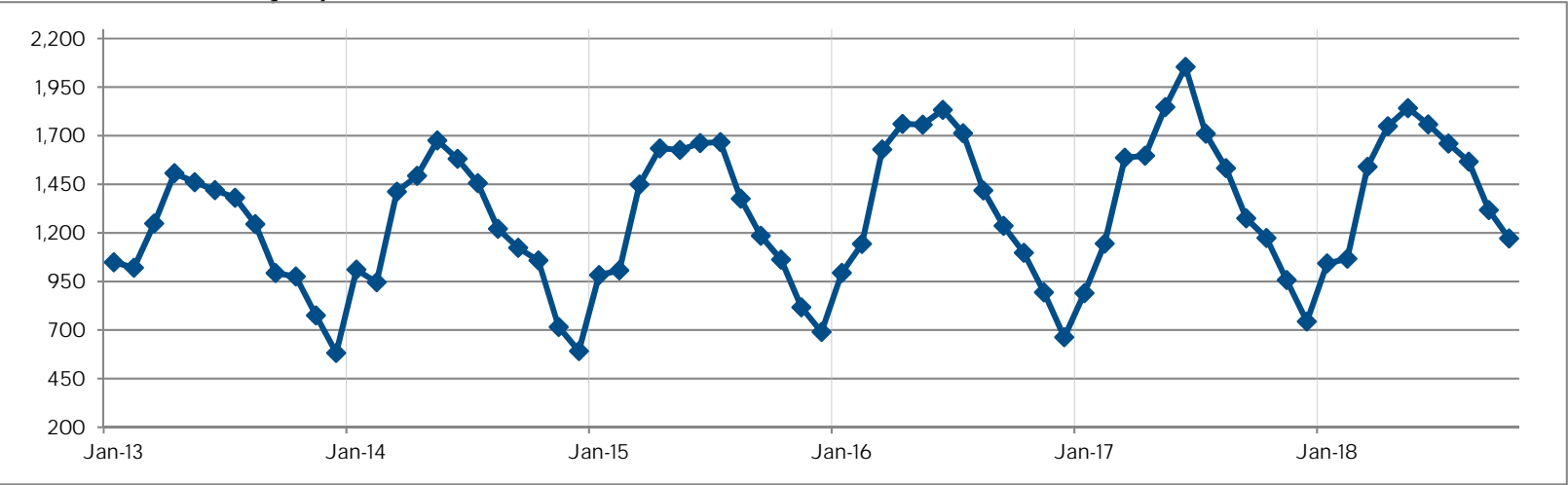


Year to Date



	New Listings	Percent Change
10/2014	1,058	
10/2015	1,062	0.38%
10/2016	1,098	3.39%
10/2017	1,174	6.92%
10/2018	1,171	-0.26%

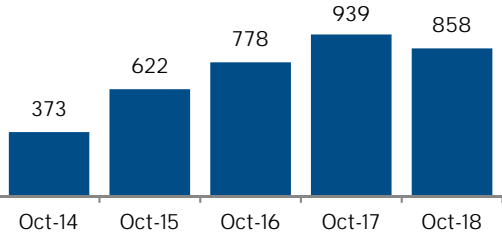
Historical New Listings by Month



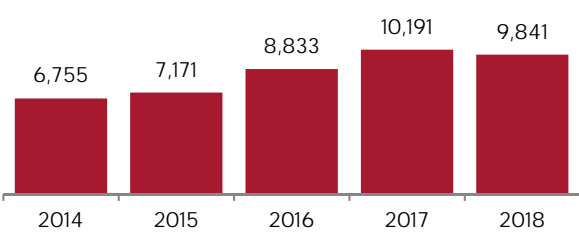
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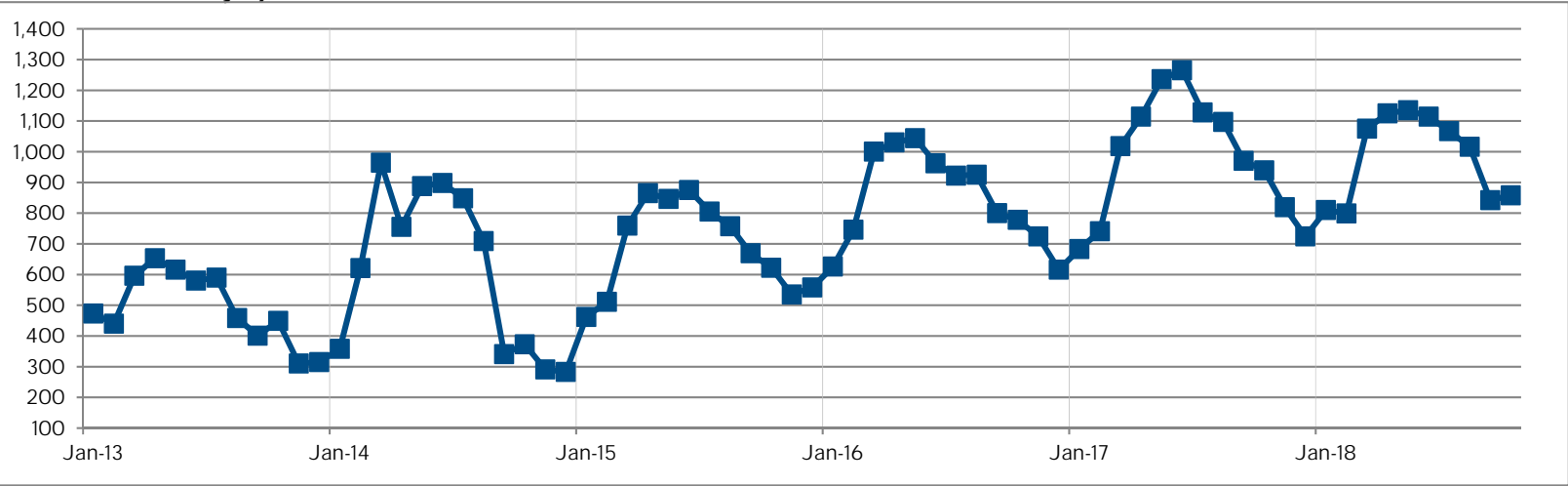


Year to Date



	Pending	Percent Change
10/2014	373	
10/2015	622	66.76%
10/2016	778	25.08%
10/2017	939	20.69%
10/2018	858	-8.63%

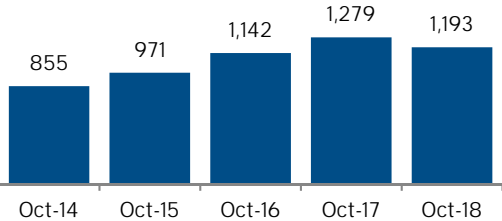
Historical Pending by Month



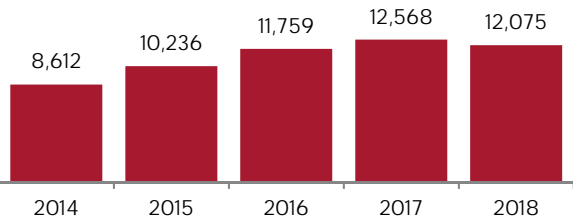
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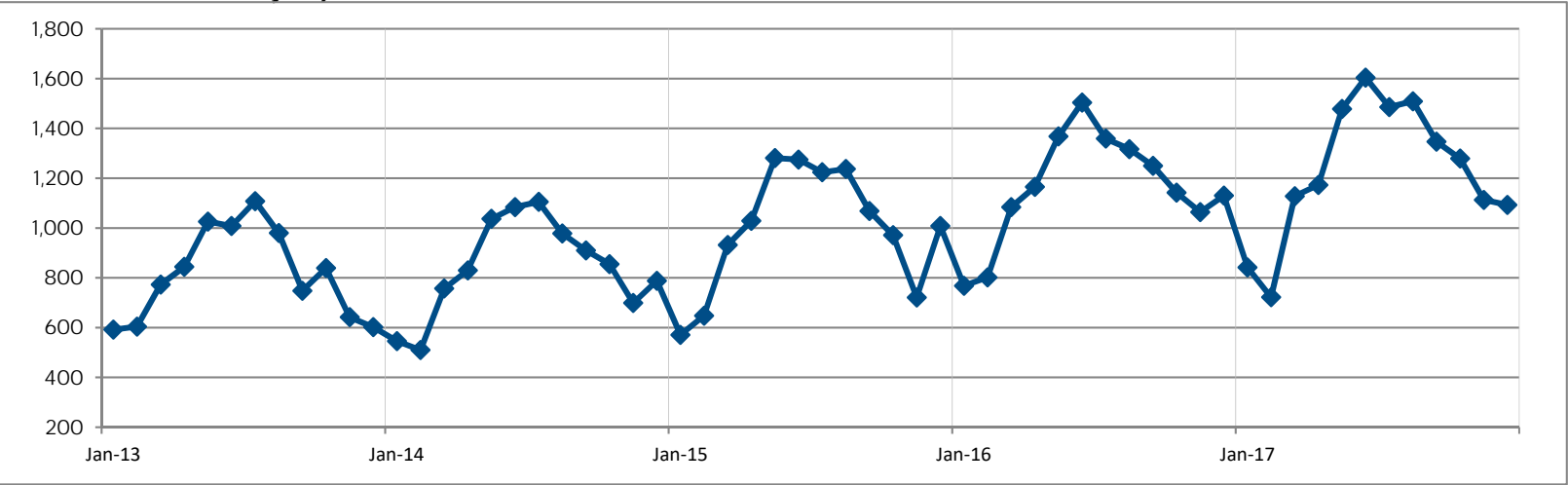


Year to Date



	Sold Listings	Percent Change
10/2014	855	
10/2015	971	13.57%
10/2016	1,142	17.61%
10/2017	1,279	12.00%
10/2018	1,193	-6.72%

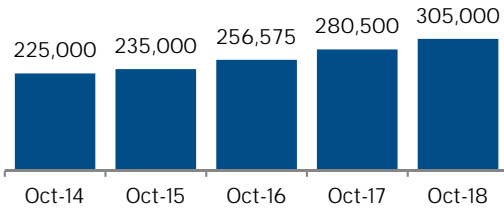
Historical Sold Listings by Month



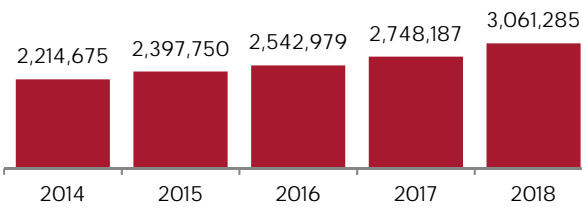
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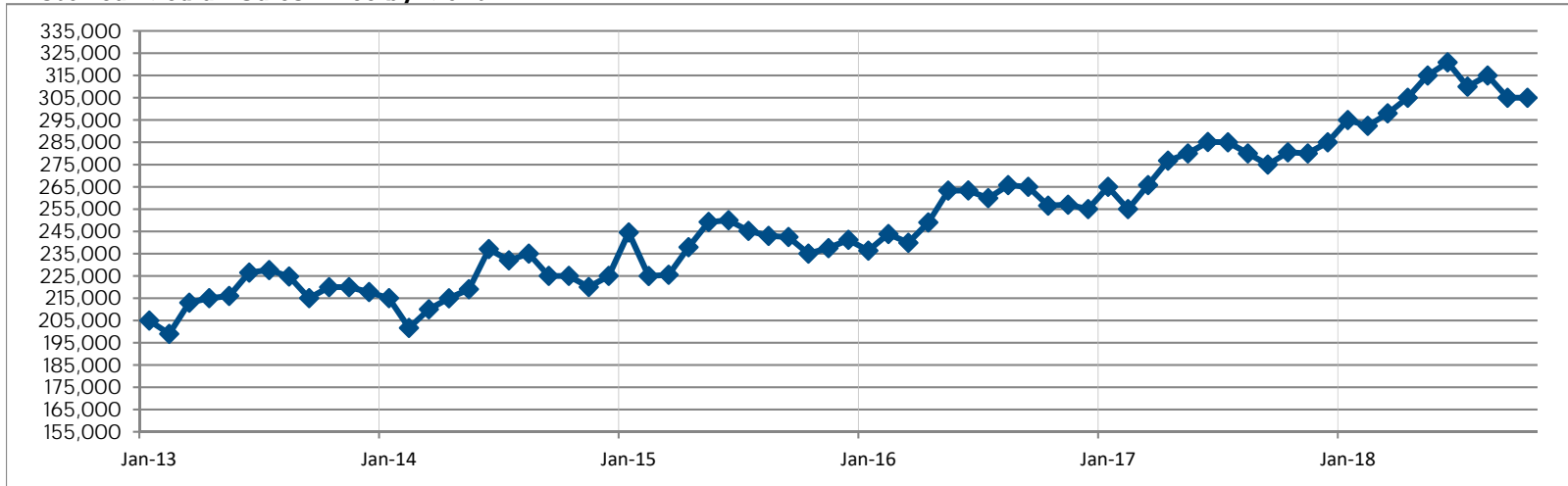


Year to Date - Median



	Median Sales Price	Percent Change
10/2014	225,000	
10/2015	235,000	4.44%
10/2016	256,575	9.18%
10/2017	280,500	9.32%
10/2018	305,000	8.73%

Historical Median Sales Price by Month

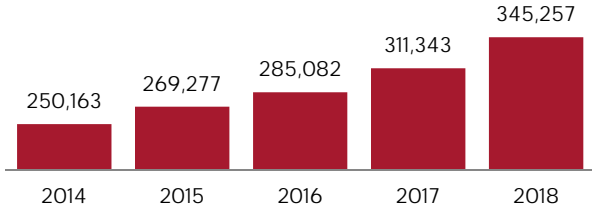
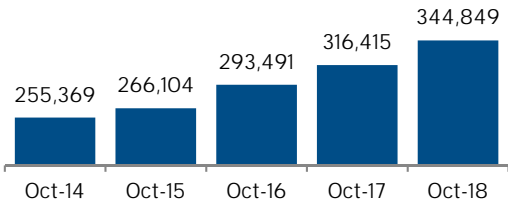


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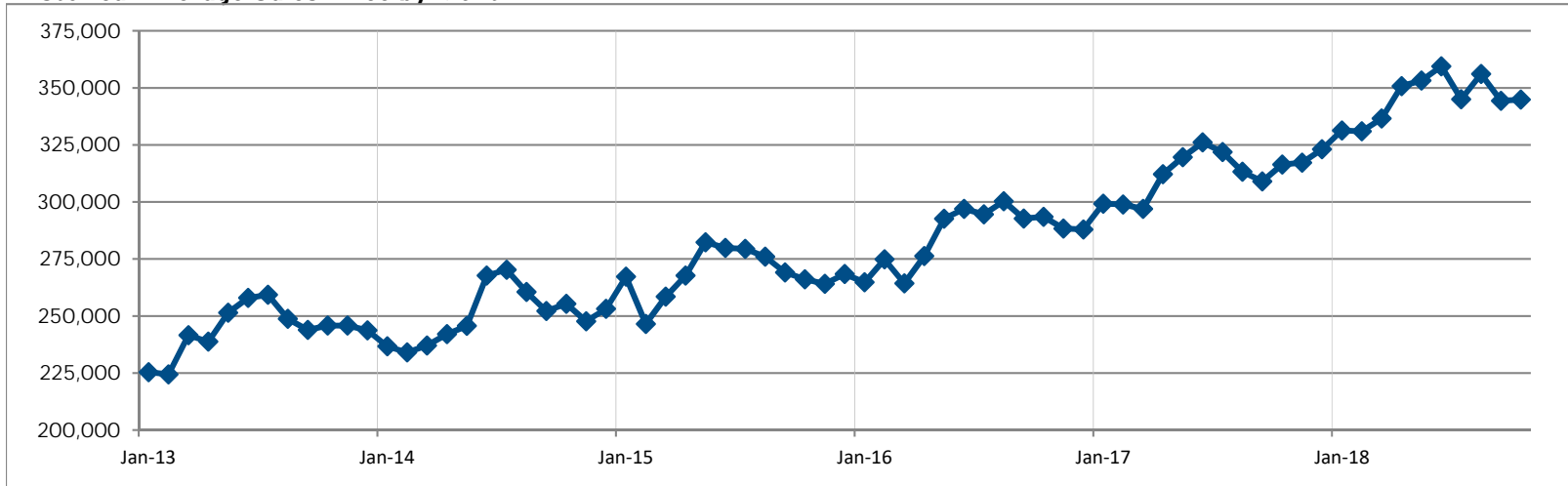
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Year to Date - Average



	Average Sales Price	Percent Change
10/2014	255,369	
10/2015	266,104	4.20%
10/2016	293,491	10.29%
10/2017	316,415	7.81%
10/2018	344,849	8.99%

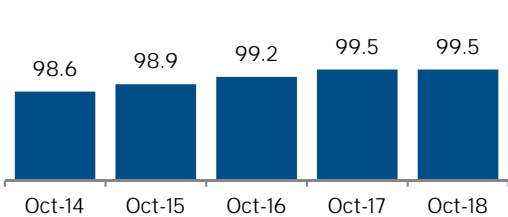
Historical Average Sales Price by Month



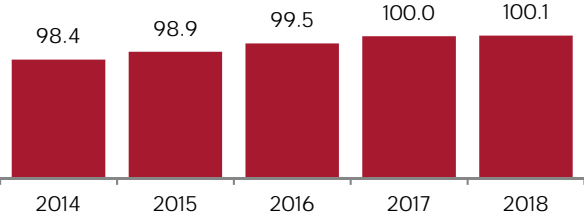
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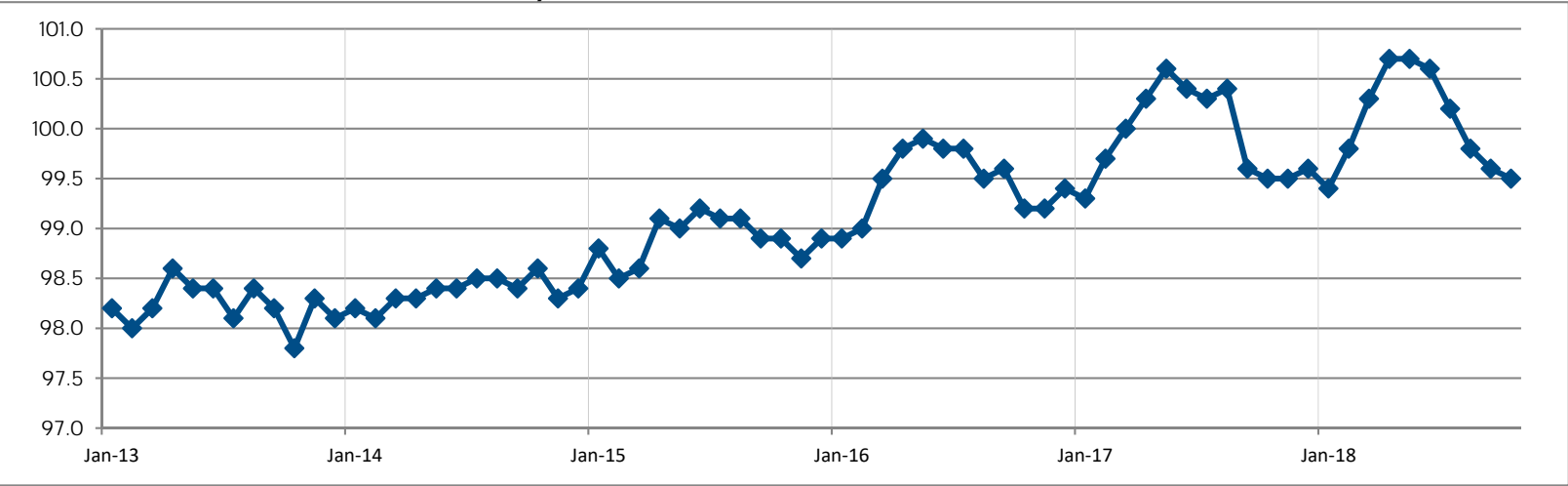


Year to Date - Average



	Pct of List Recvd	Percent Change
10/2014	98.6	
10/2015	98.9	0.30%
10/2016	99.2	0.30%
10/2017	99.5	0.30%
10/2018	99.5	0.00%

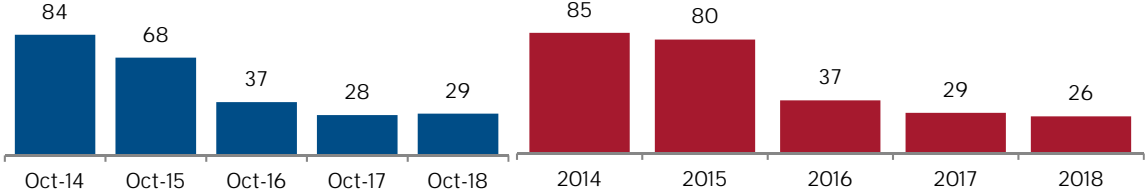
Historical Percent of List Price Received by Month



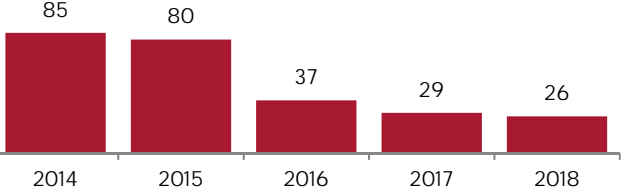
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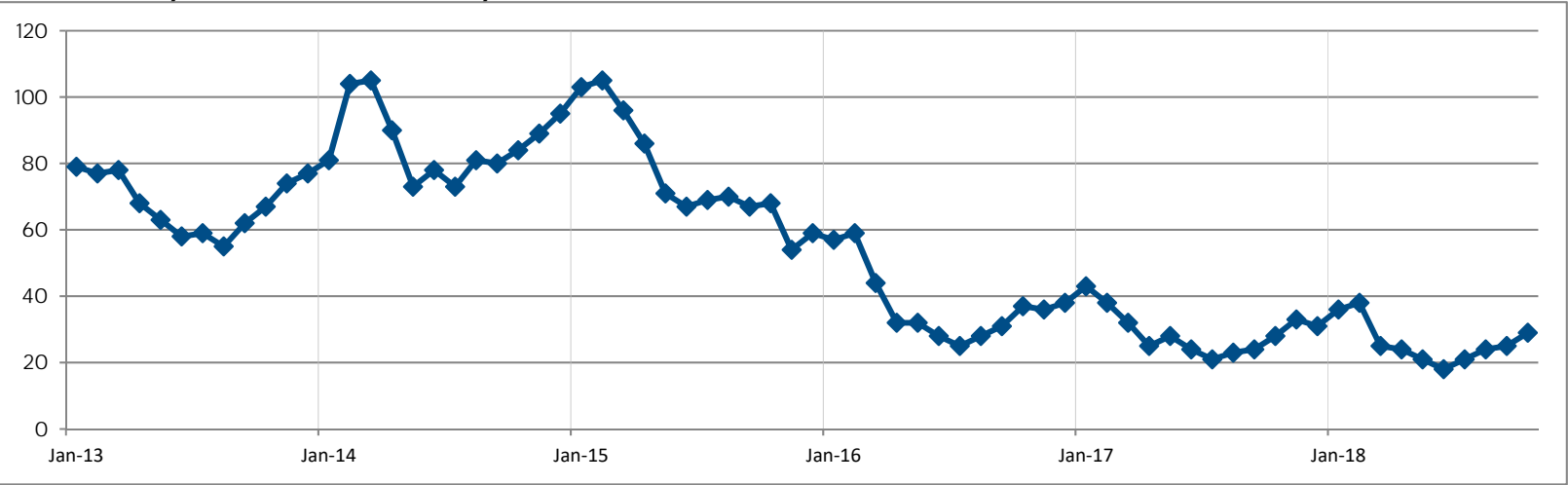


Year to Date - Average



	DOM	Percent Change
10/2014	84	
10/2015	68	-19.05%
10/2016	37	-45.59%
10/2017	28	-24.32%
10/2018	29	3.57%

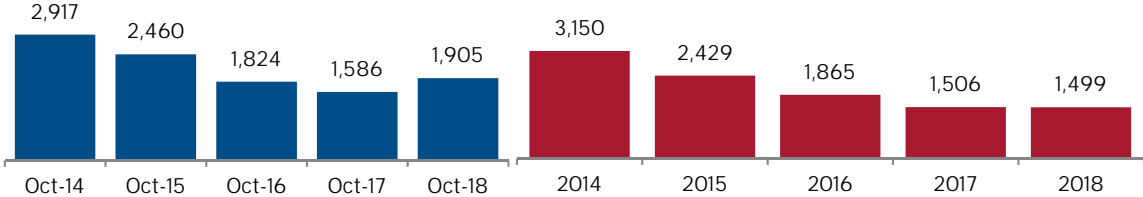
Historical Days on Market Until Sale by Month



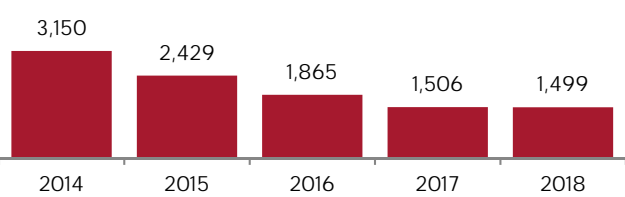
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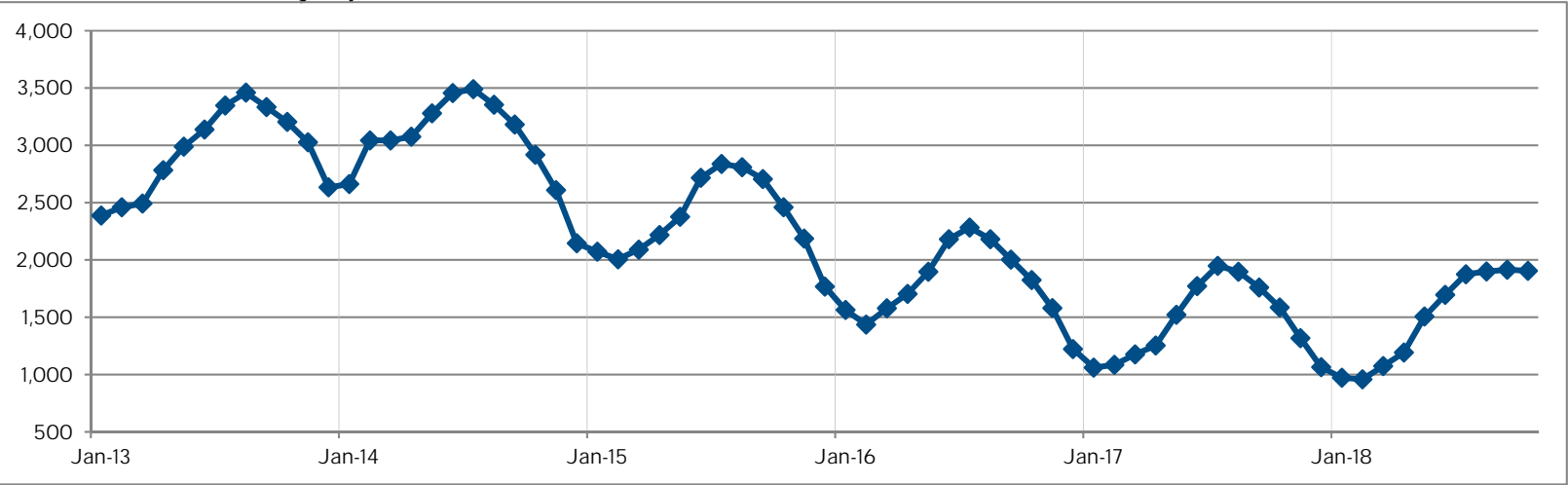


Year to Date - Average



	Active Listings	Percent Change
10/2014	2,917	
10/2015	2,460	-15.67%
10/2016	1,824	-25.85%
10/2017	1,586	-13.05%
10/2018	1,905	20.11%

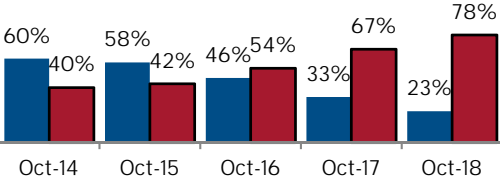
Historical Active Listings by Month



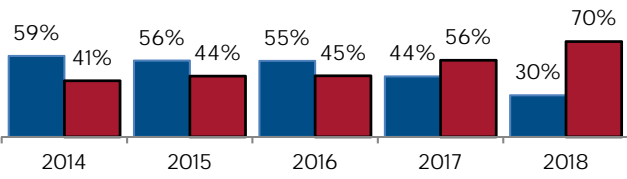
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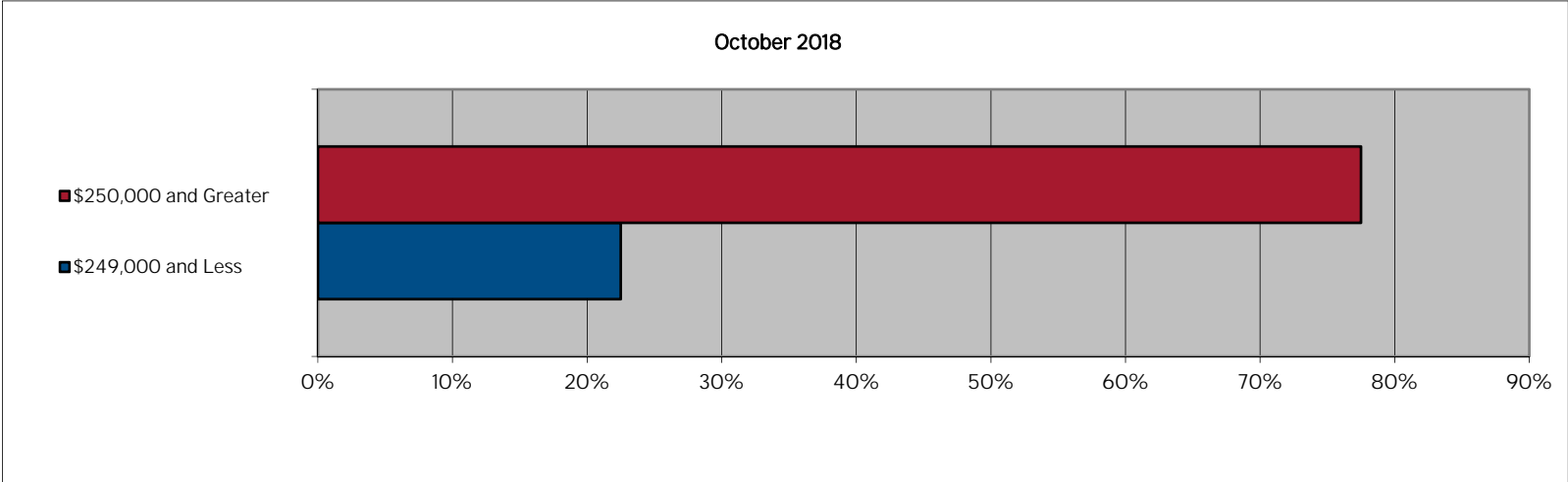
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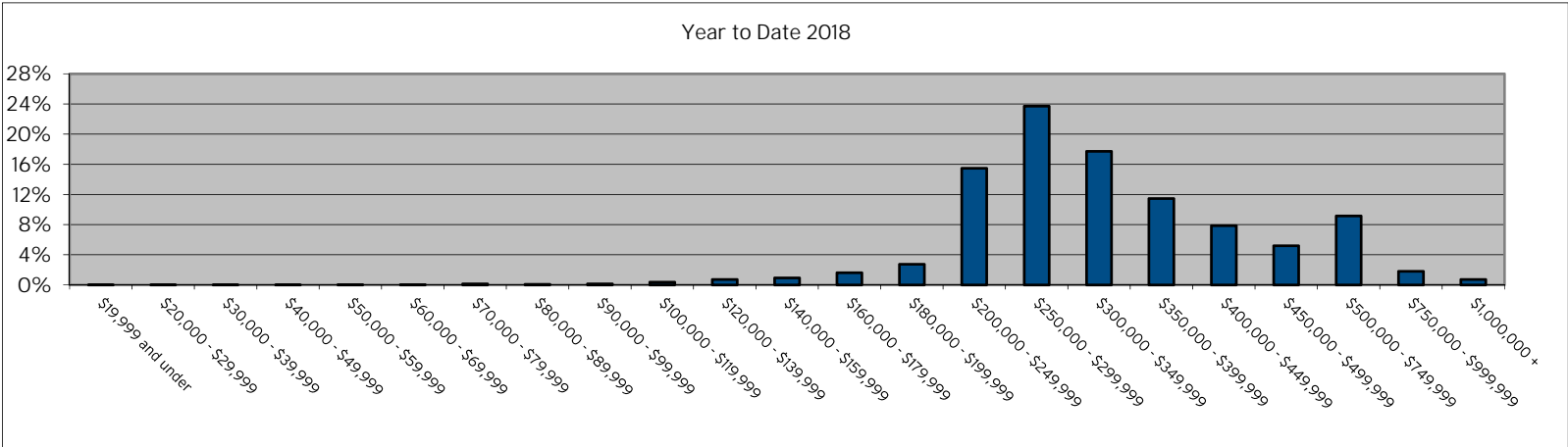
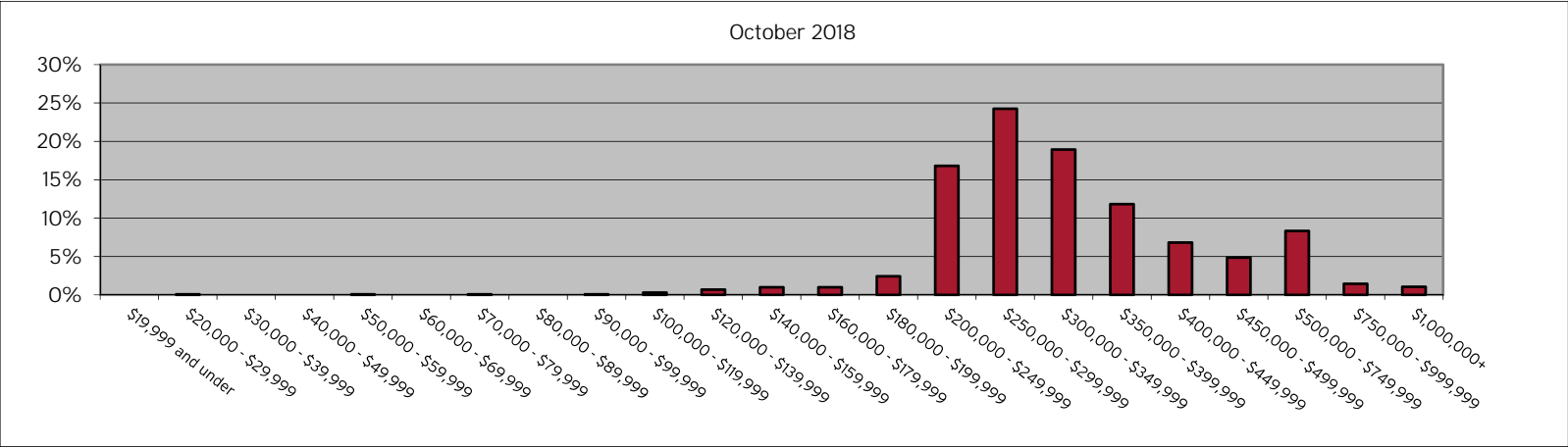
Year to Date



Percent of Sales by Price



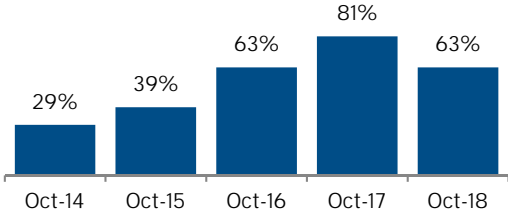
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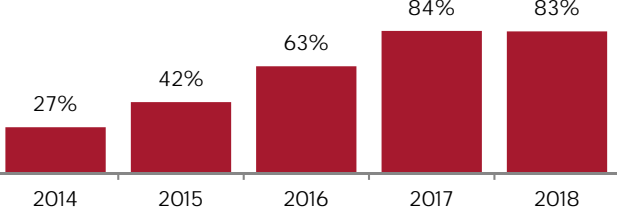
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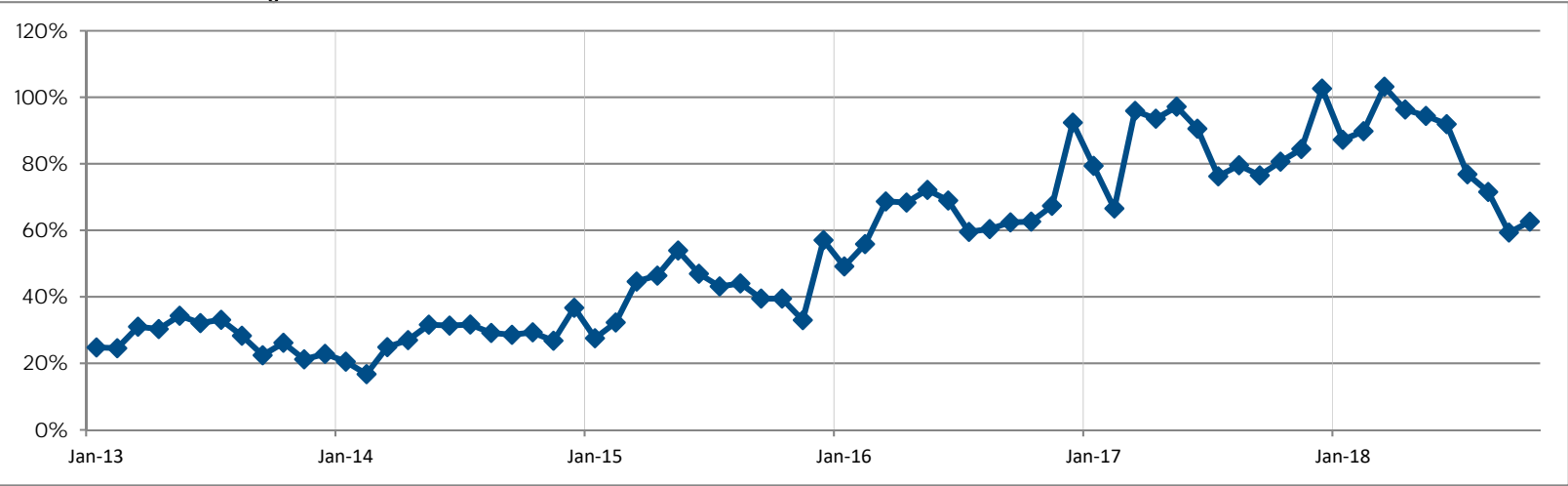


Year to Date - Average

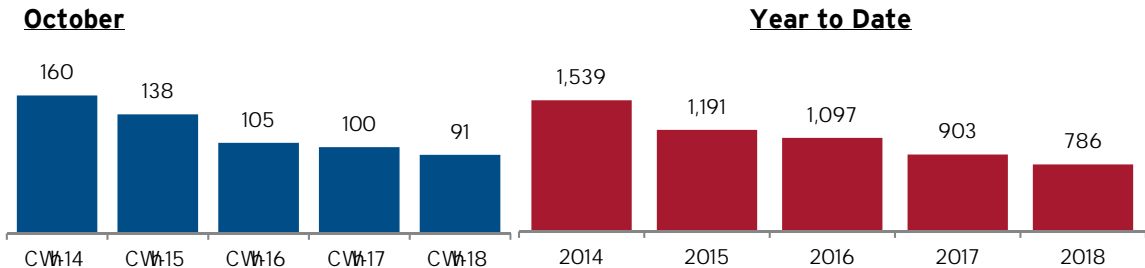


	Sales as a % of Active Listings	Percent Change
10/2014	29%	
10/2015	39%	34.66%
10/2016	63%	58.62%
10/2017	81%	28.80%
10/2018	63%	-22.34%

Sales as a % of Active Listings

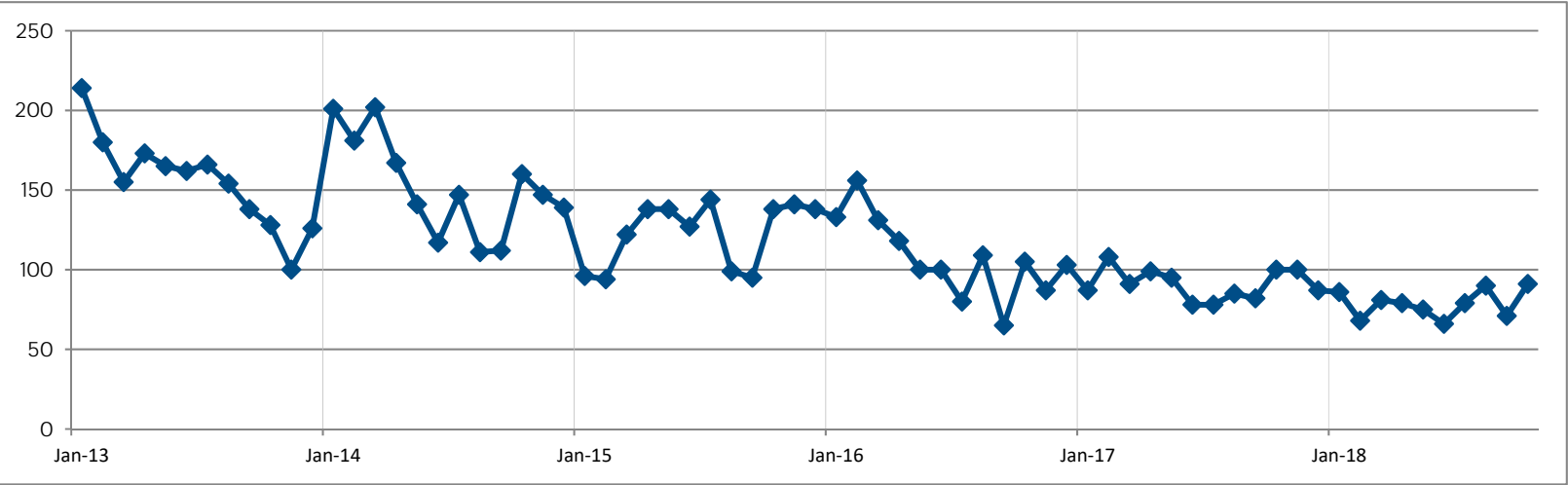


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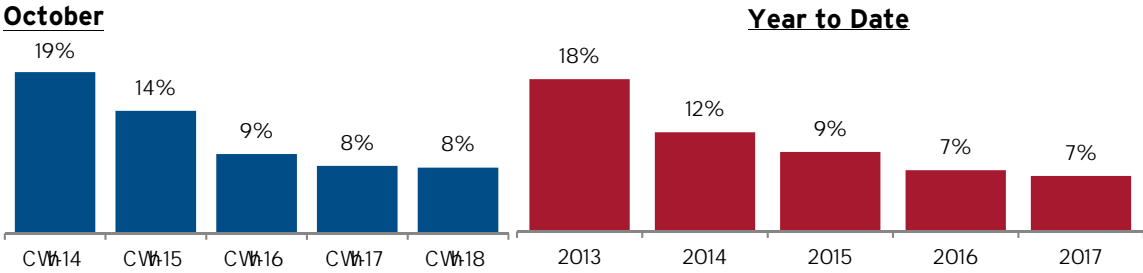


	Foreclosures	Percent Change
10/2014	160	
10/2015	138	-13.75%
10/2016	105	-23.91%
10/2017	100	-4.76%
10/2018	91	-9.00%

Foreclosures

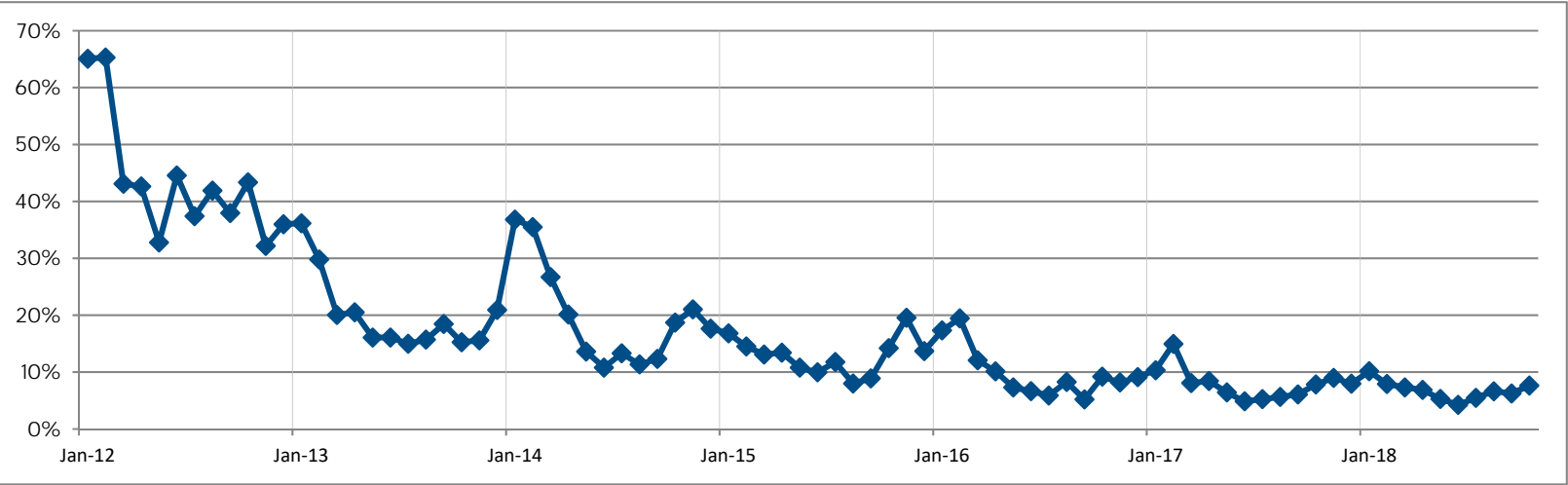


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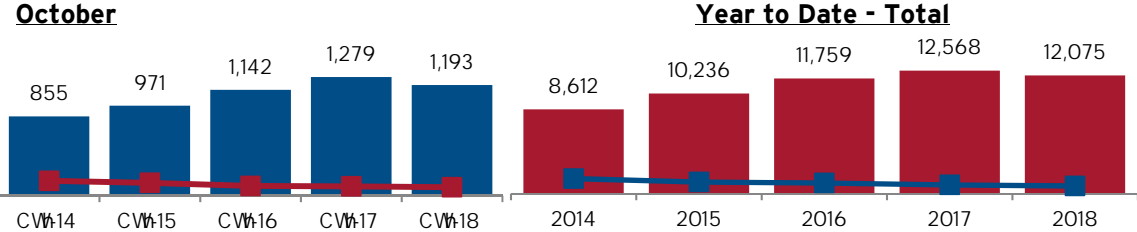


	Foreclosure as % of Sales	Percent Change
%/2014	19%	
%/2015	14.21%	-24.05%
%/2016	9.19%	-35.31%
%/2017	7.82%	-14.96%
%/2018	7.63%	-2.44%

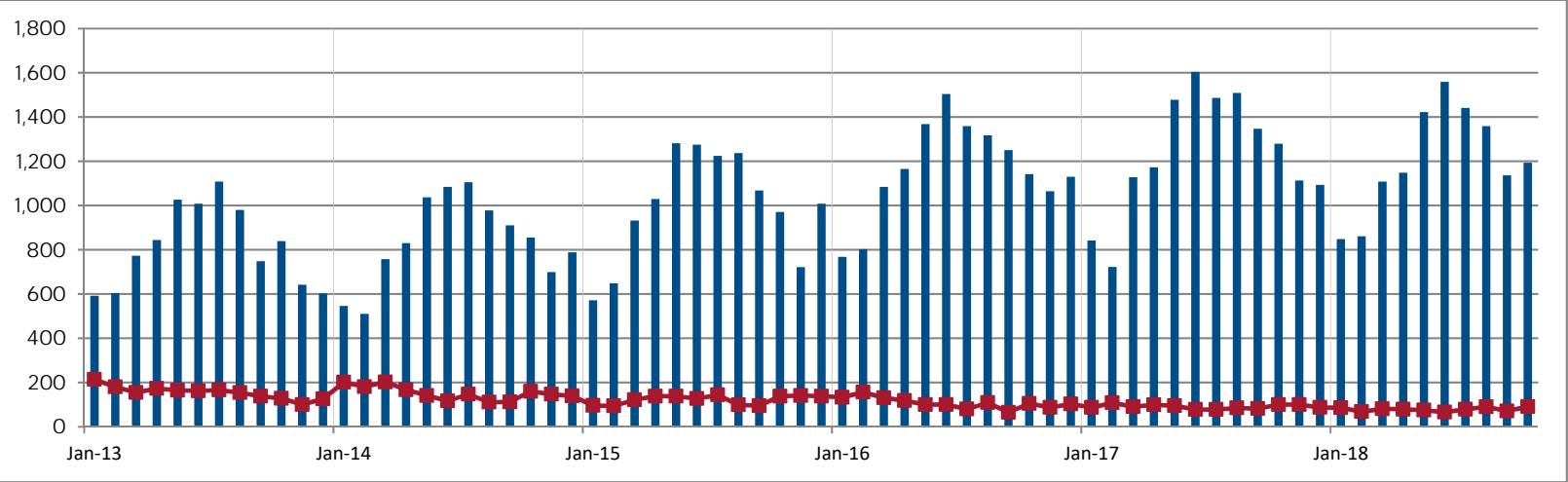
Foreclosures as a % of Sales



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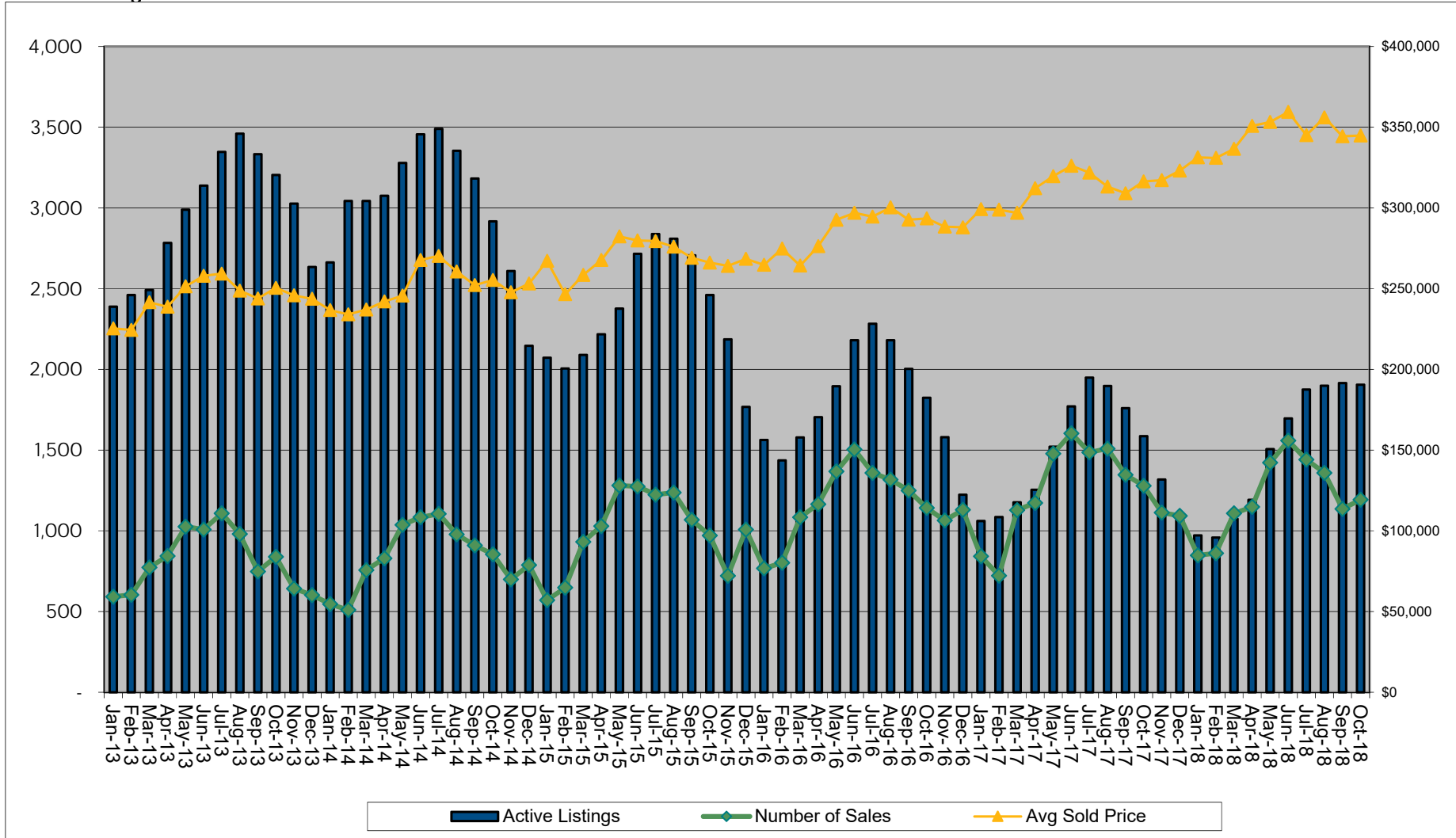
Number of Sales v Number of Foreclosures



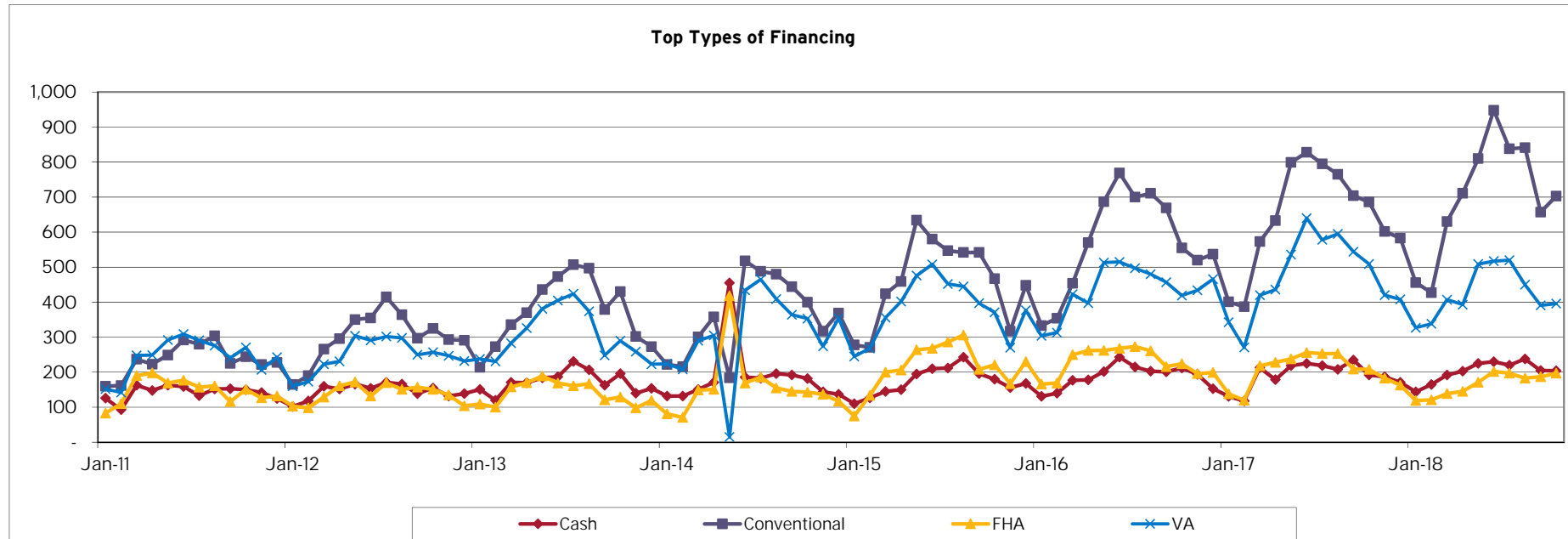
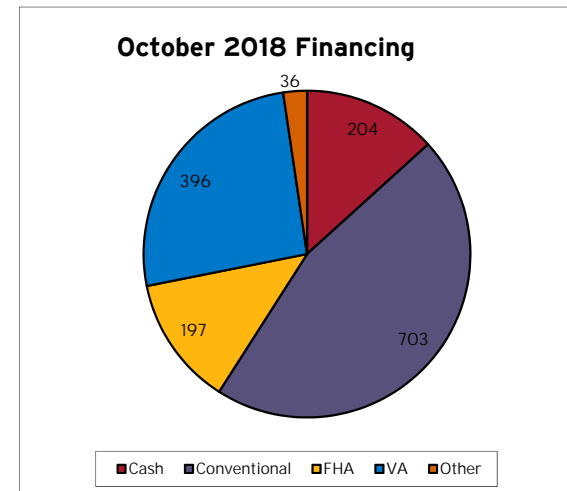
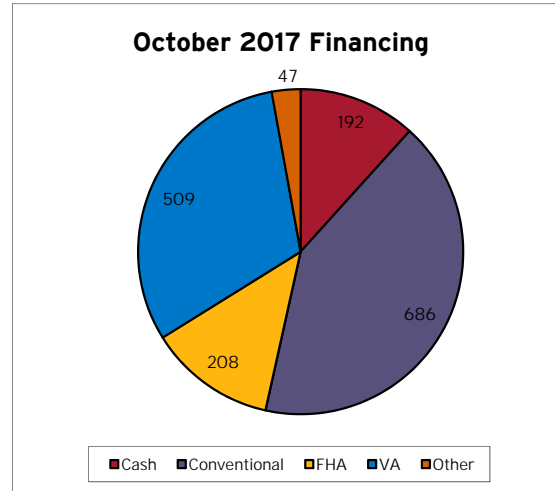
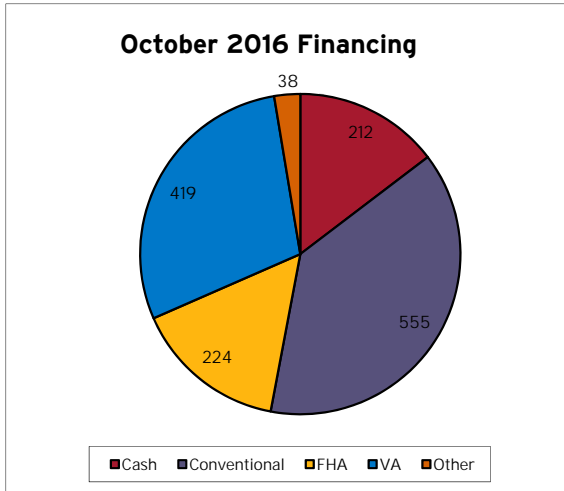
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Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

