

Market Overview

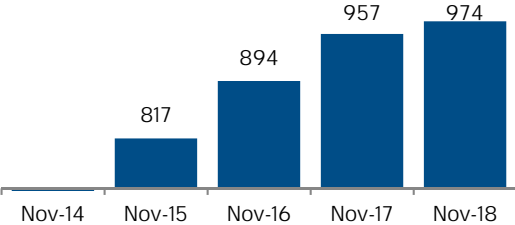


Key Metrics	Historical Sparkbars	November 2017	November 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		957	974	1.78%	15,769	15,688	-0.51%
Pending		819	647	-21.00%	11010	10,488	-4.74%
Sold Listings		1,113	953	-14.38%	13,681	13,028	-4.77%
Median Sales Price		280,000	303,000	8.21%	280,000	305,000	8.93%
Average Sales Price		317,215	343,568	8.31%	311,877	345,104	10.65%
Pct. Of List Price Received		99.5	99.1	-0.40%	100.0	100.0	0.01%
Days on Market		33	33	0.00%	29	27	-7.84%
Active Listings		1,318	1,737	31.79%	1,489	1,521	2.15%

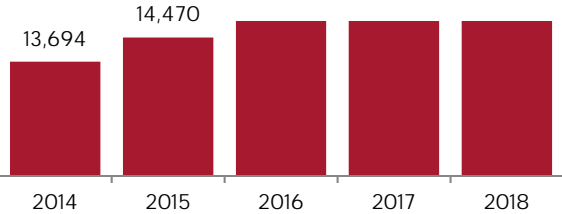
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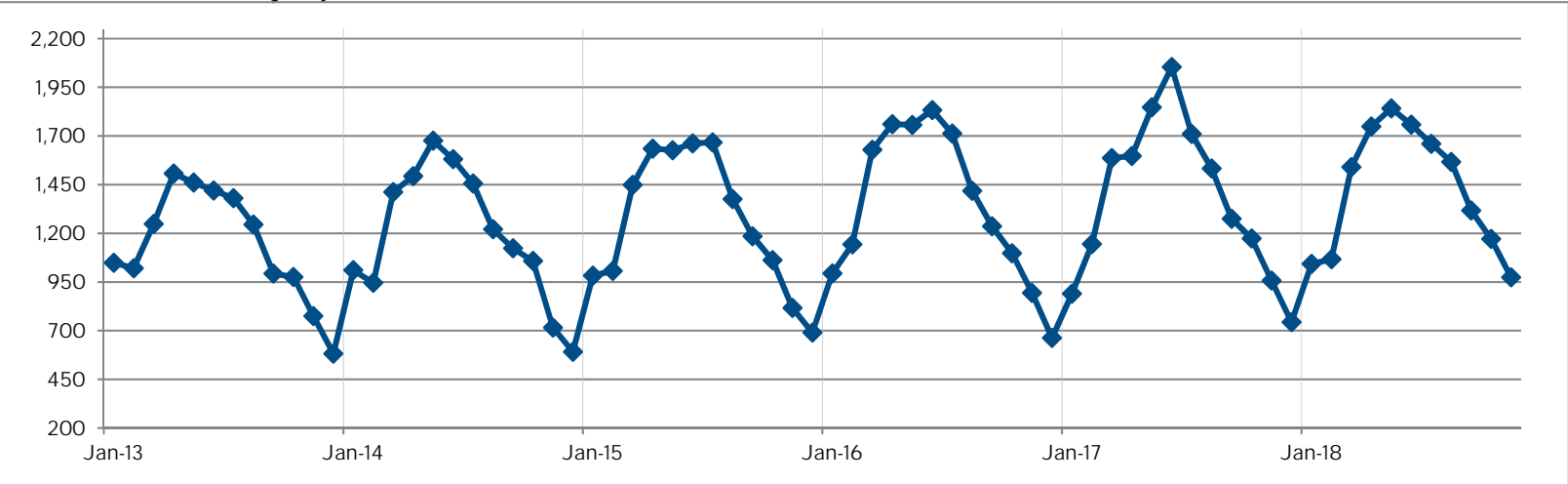


Year to Date



	New Listings	Percent Change
11/2014	716	
11/2015	817	14.11%
11/2016	894	9.42%
11/2017	957	7.05%
11/2018	974	1.78%

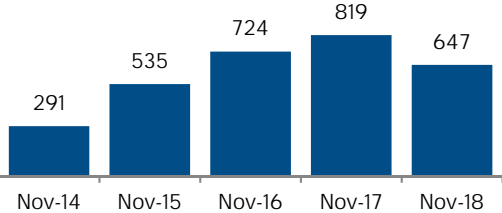
Historical New Listings by Month



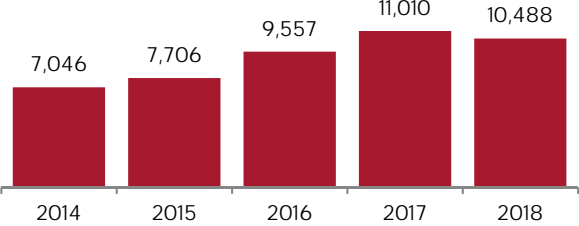
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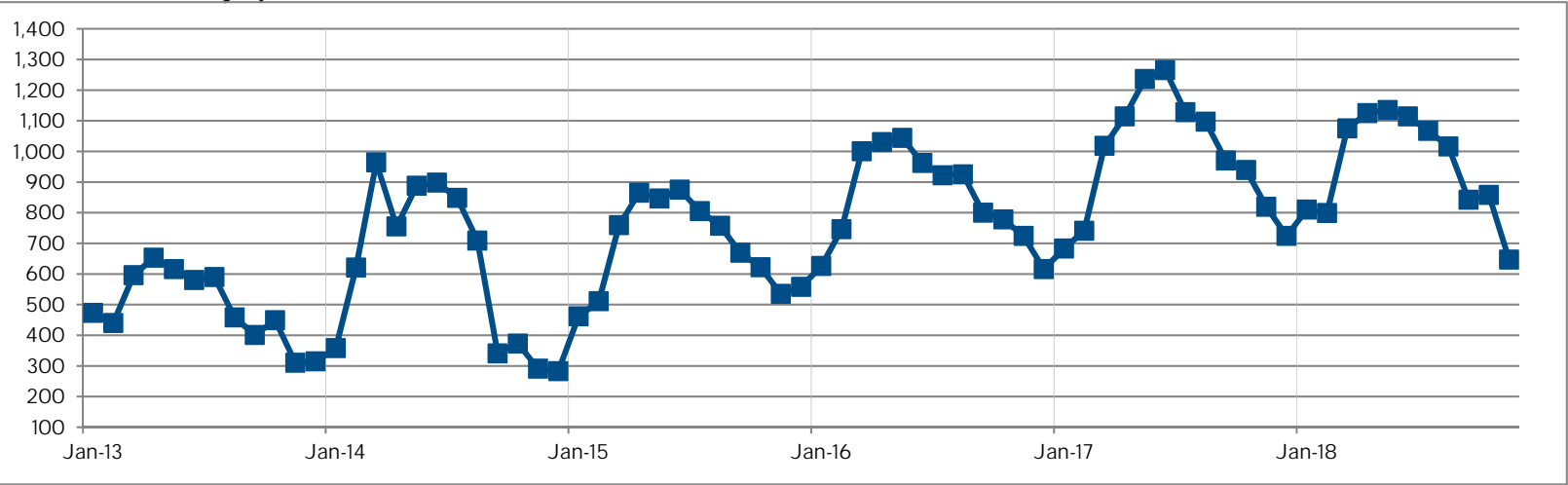


Year to Date



	Pending	Percent Change
11/2014	291	
11/2015	535	83.85%
11/2016	724	35.33%
11/2017	819	13.12%
11/2018	647	-21.00%

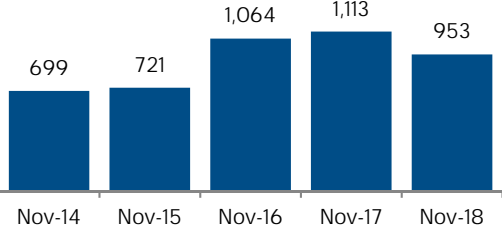
Historical Pending by Month



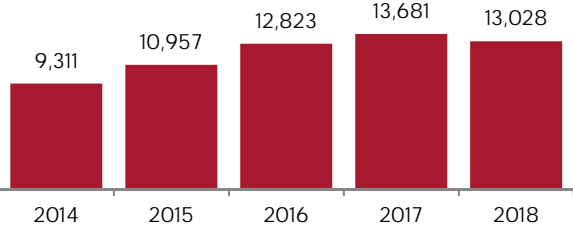
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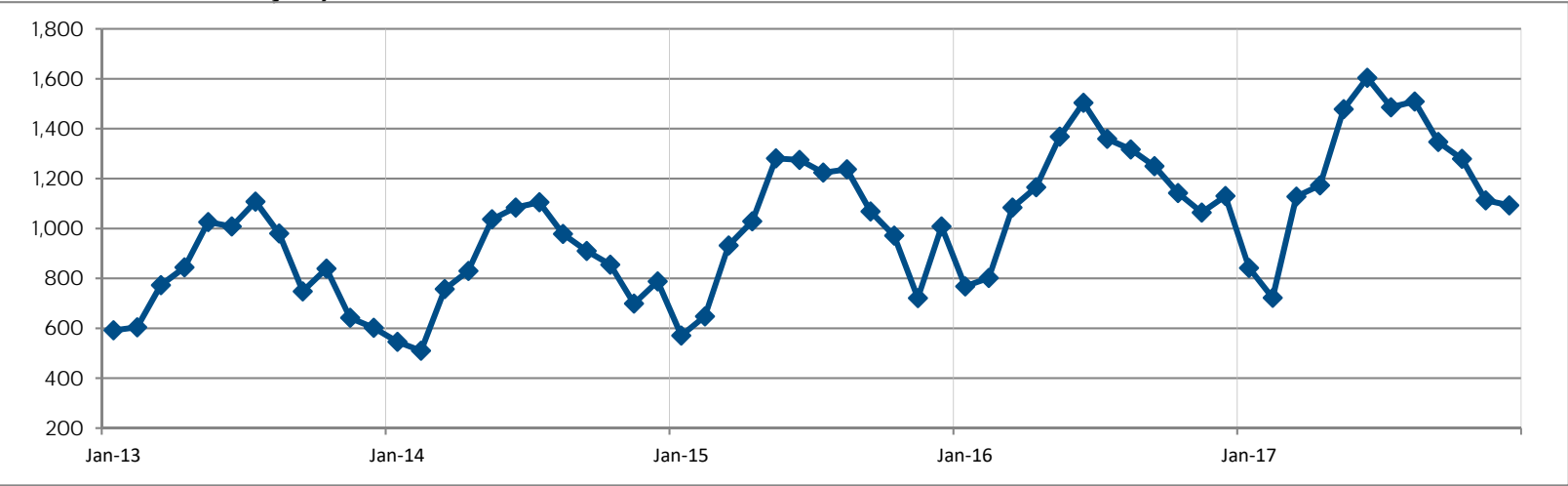


Year to Date



	Sold Listings	Percent Change
11/2014	699	
11/2015	721	3.15%
11/2016	1,064	47.57%
11/2017	1,113	4.61%
11/2018	953	-14.38%

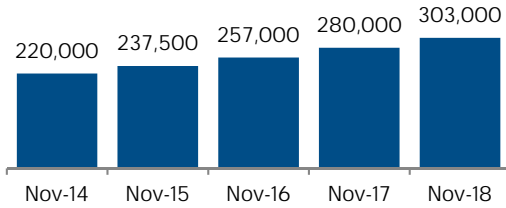
Historical Sold Listings by Month



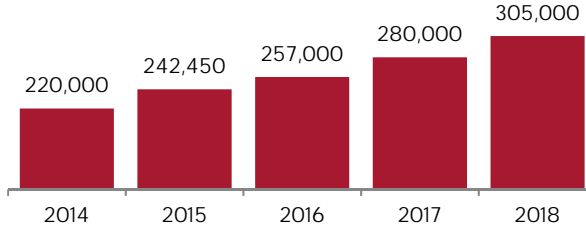
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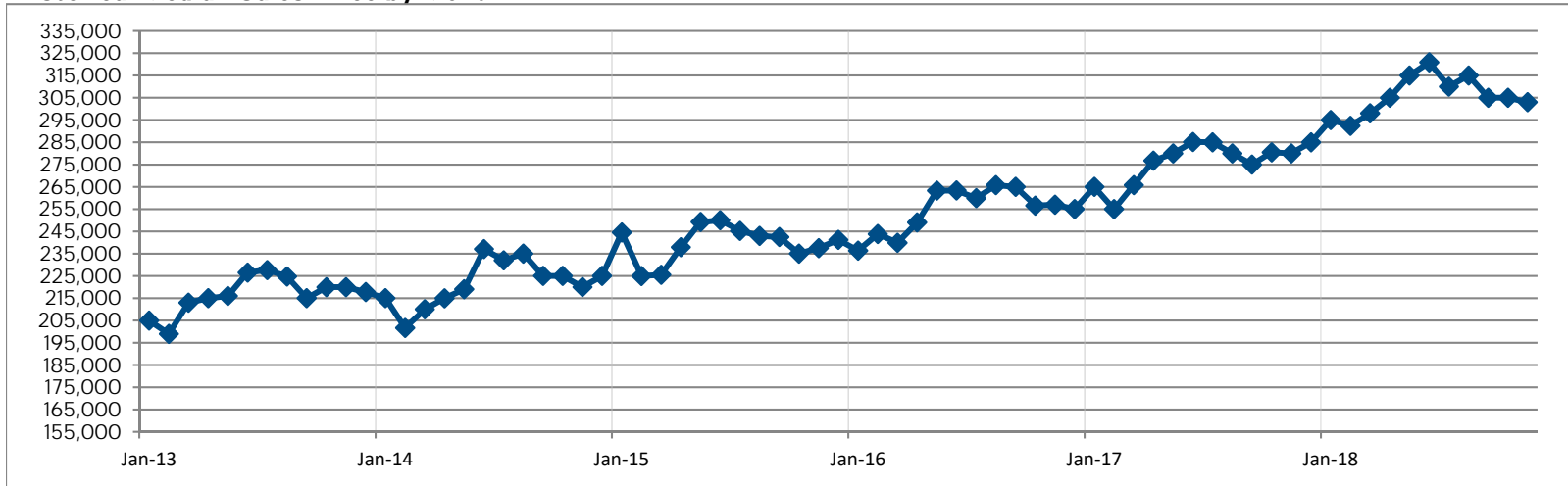


Year to Date - Median



	Median Sales Price	Percent Change
11/2014	220,000	
11/2015	237,500	7.95%
11/2016	257,000	8.21%
11/2017	280,000	8.95%
11/2018	303,000	8.21%

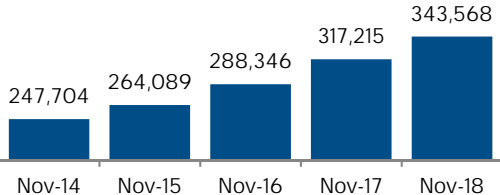
Historical Median Sales Price by Month



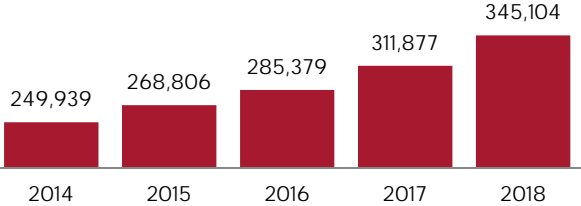
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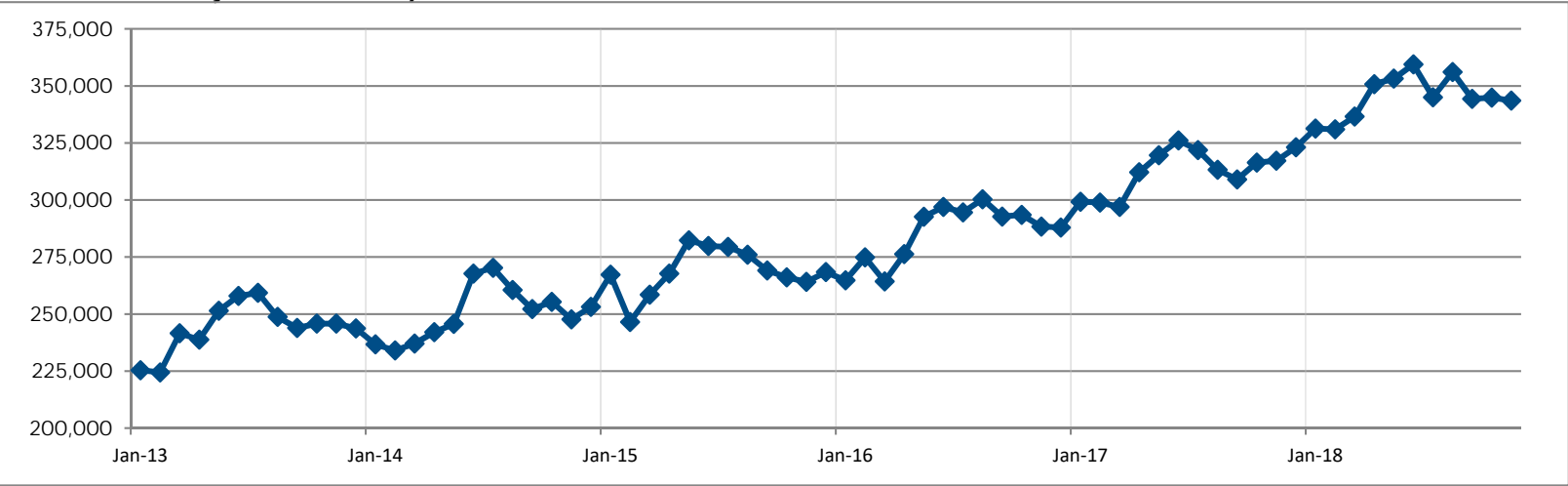


Year to Date - Average



	Average Sales Price	Percent Change
11/2014	247,704	
11/2015	264,089	6.61%
11/2016	288,346	9.19%
11/2017	317,215	10.01%
11/2018	343,568	8.31%

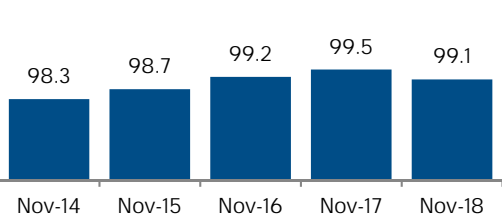
Historical Average Sales Price by Month



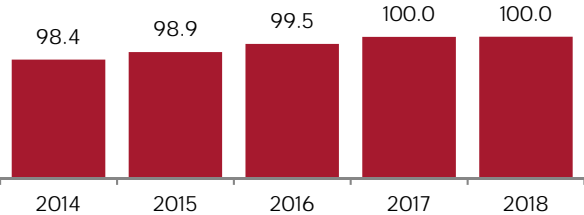
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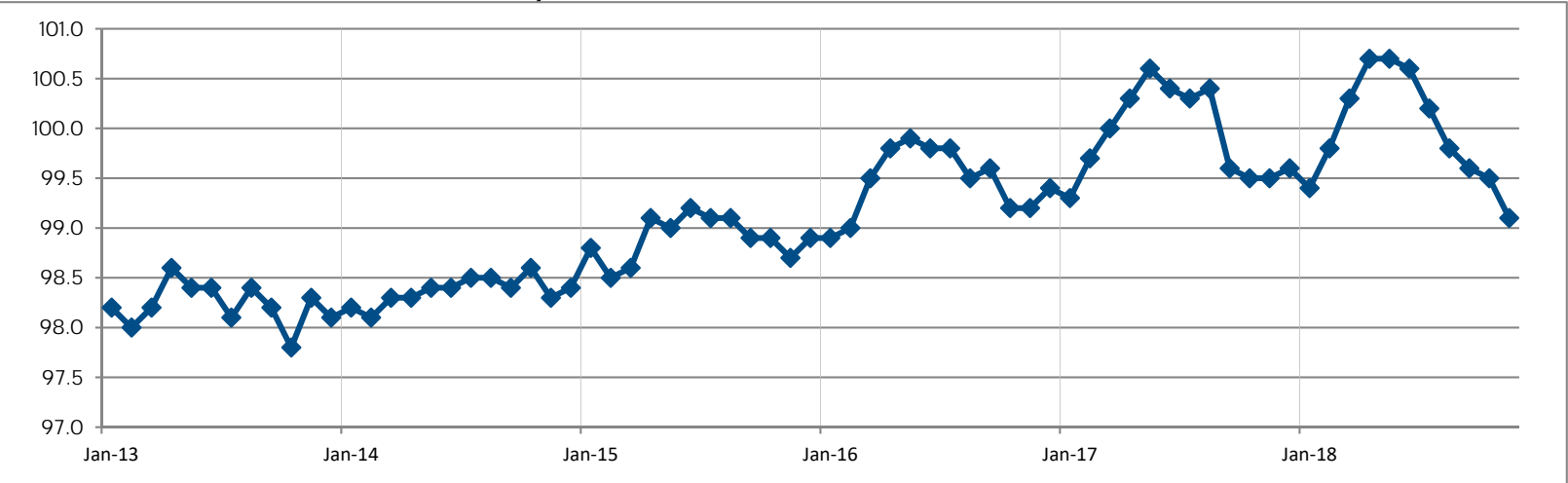


Year to Date - Average



	Pct of List Recvd	Percent Change
11/2014	98.3	
11/2015	98.7	0.41%
11/2016	99.2	0.51%
11/2017	99.5	0.30%
11/2018	99.1	-0.40%

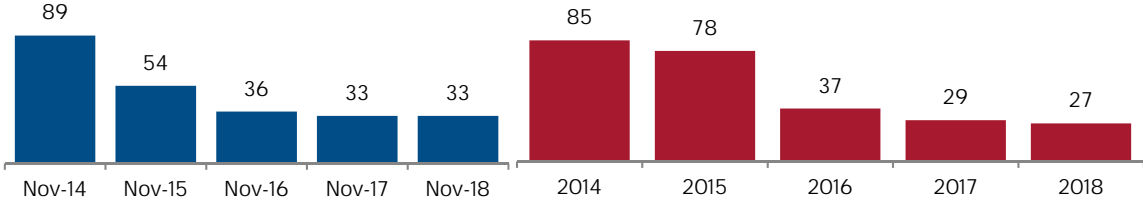
Historical Percent of List Price Received by Month



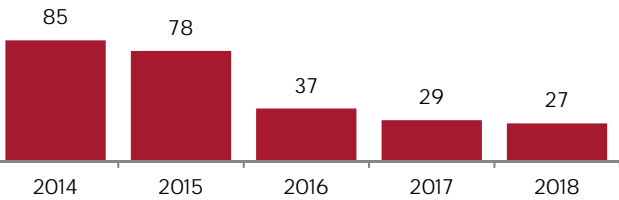
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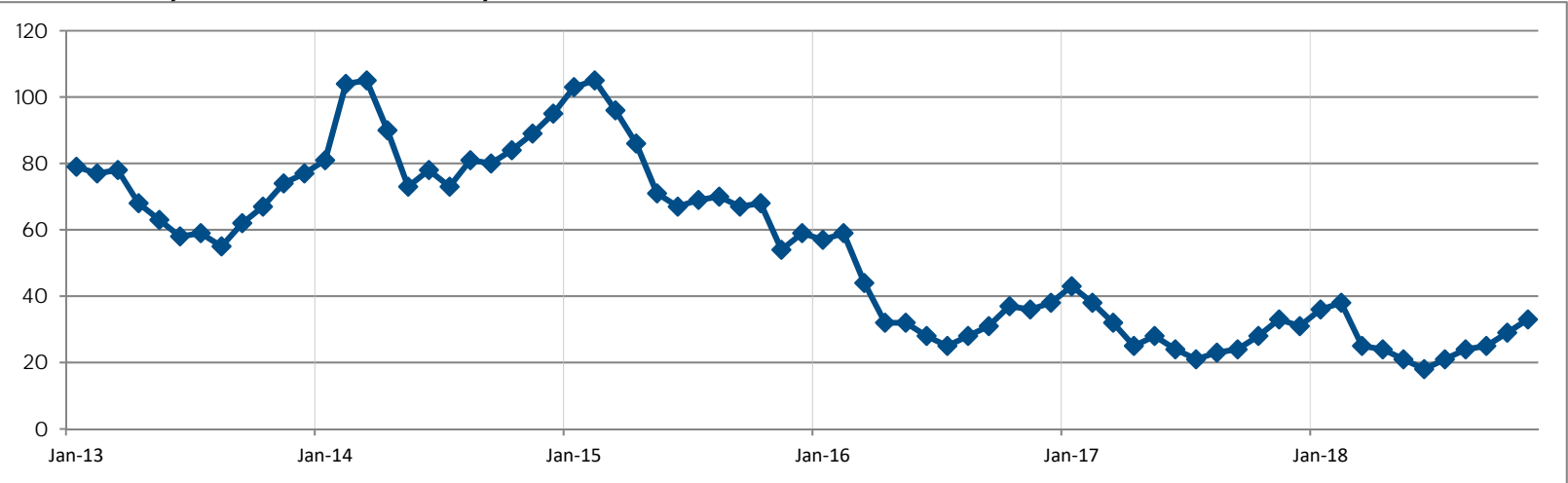


Year to Date - Average



	DOM	Percent Change
11/2014	89	
11/2015	54	-39.33%
11/2016	36	-33.33%
11/2017	33	-8.33%
11/2018	33	0.00%

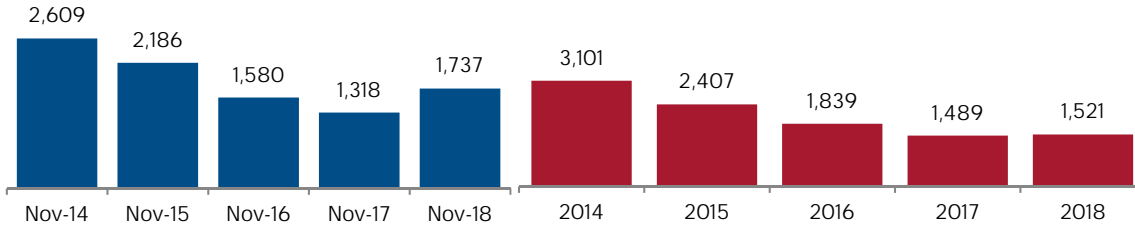
Historical Days on Market Until Sale by Month



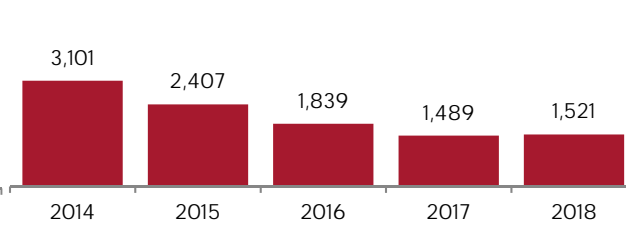
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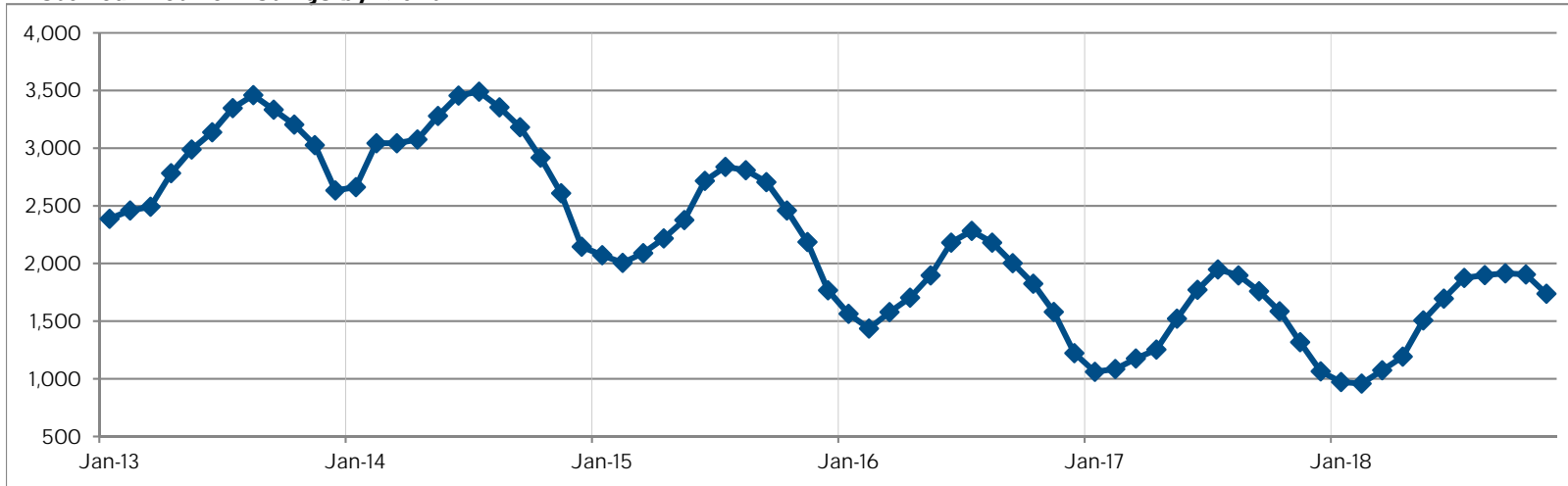


Year to Date - Average



	Active Listings	Percent Change
11/2014	2,609	
11/2015	2,186	-16.21%
11/2016	1,580	-27.72%
11/2017	1,318	-16.58%
11/2018	1,737	31.79%

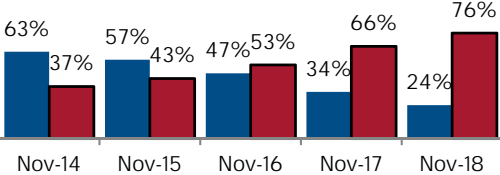
Historical Active Listings by Month



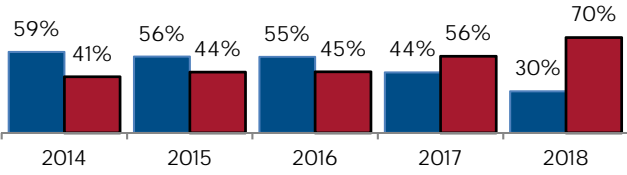
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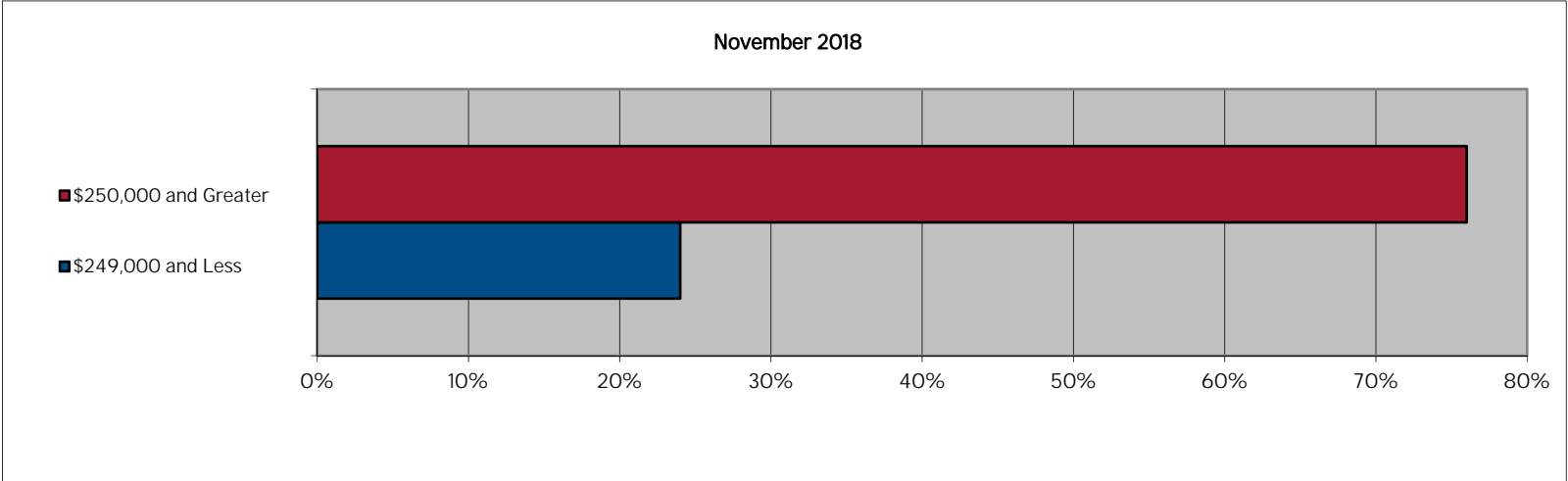
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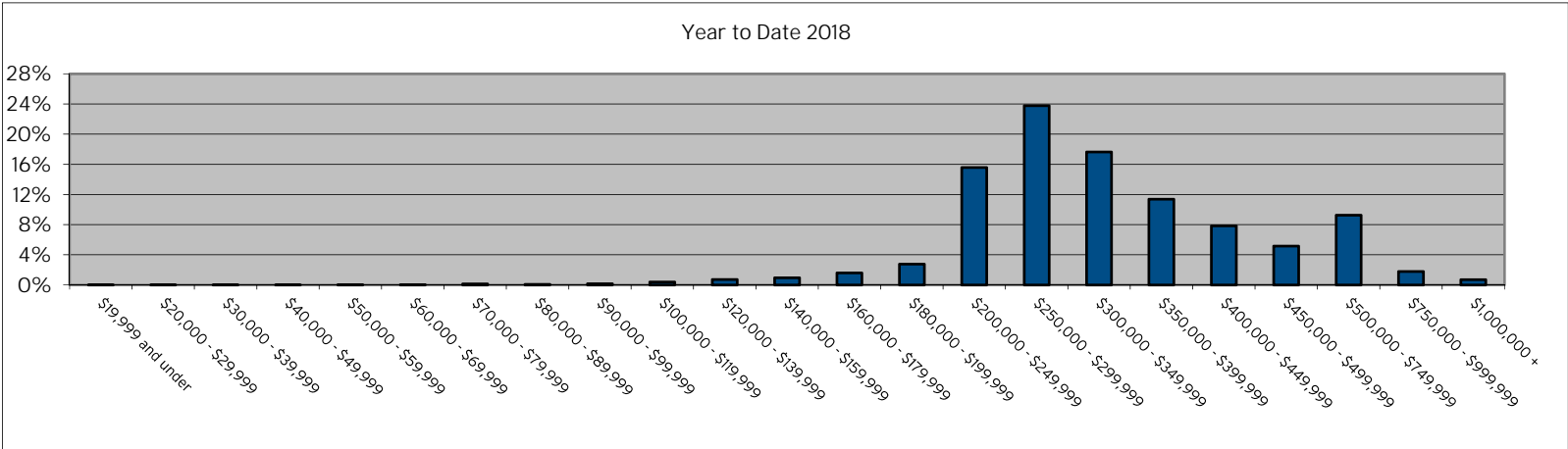
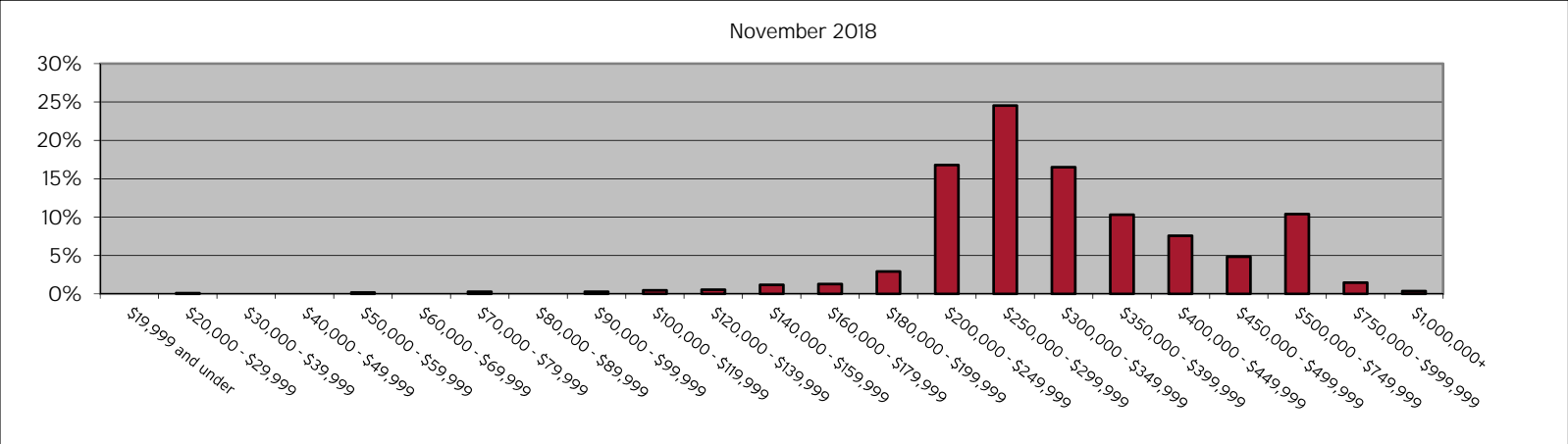
Year to Date



Percent of Sales by Price



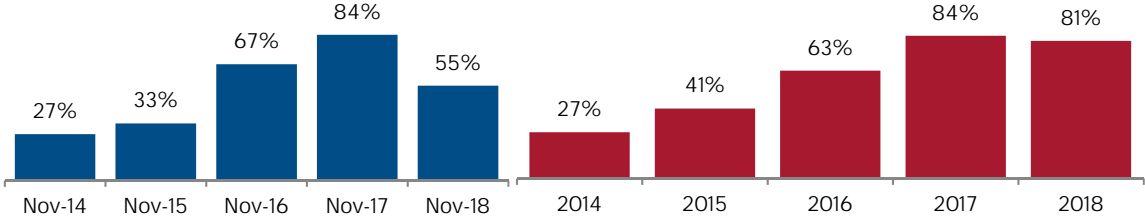
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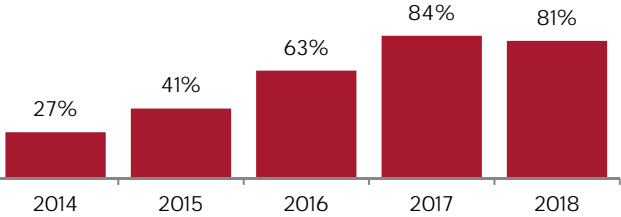
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October

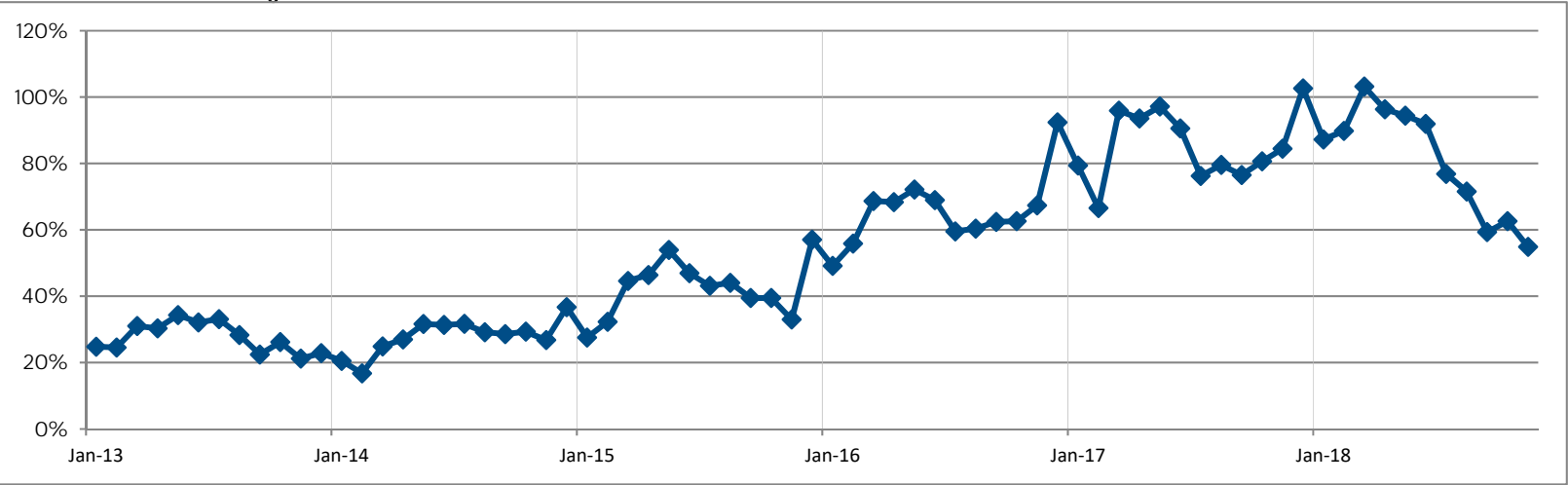


Year to Date - Average



	Sales as a % of Active Listings	Percent Change
11/2014	27%	
11/2015	33%	23.11%
11/2016	67%	104.17%
11/2017	84%	25.40%
11/2018	55%	-35.03%

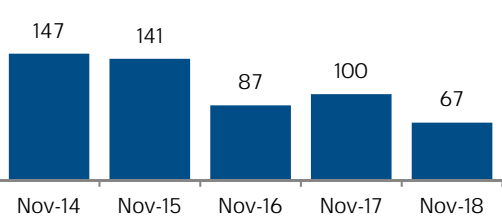
Sales as a % of Active Listings



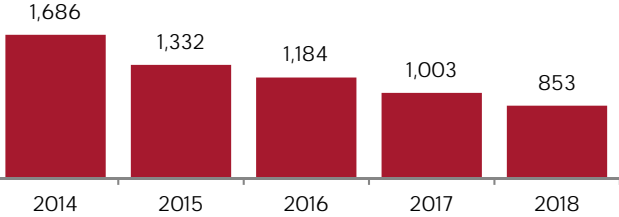
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November

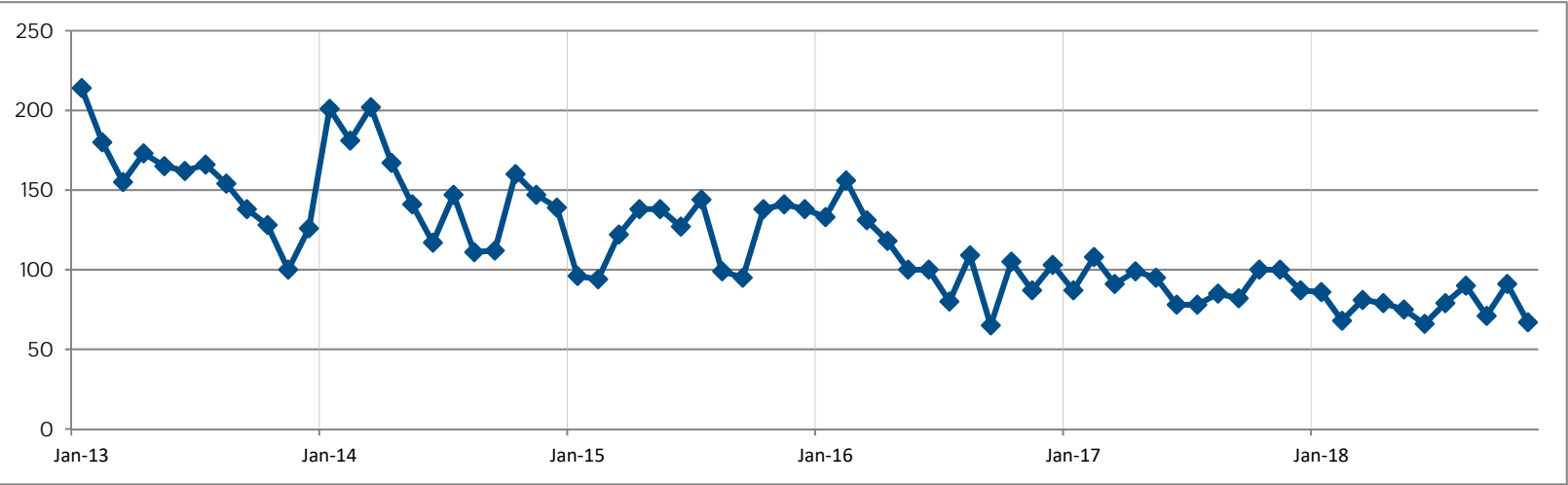


Year to Date



	Foreclosures	Percent Change
11/2014	147	
11/2015	141	-4.08%
11/2016	87	-38.30%
11/2017	100	14.94%
11/2018	67	-33.00%

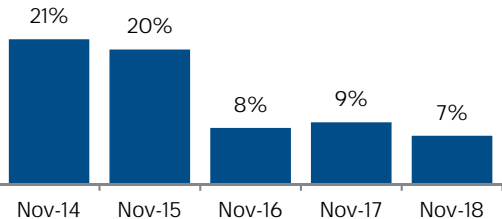
Foreclosures



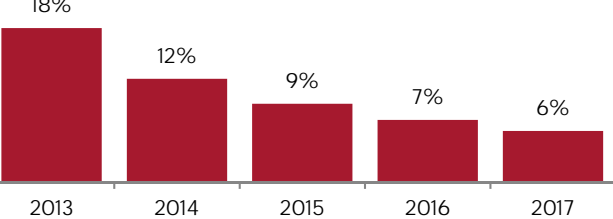
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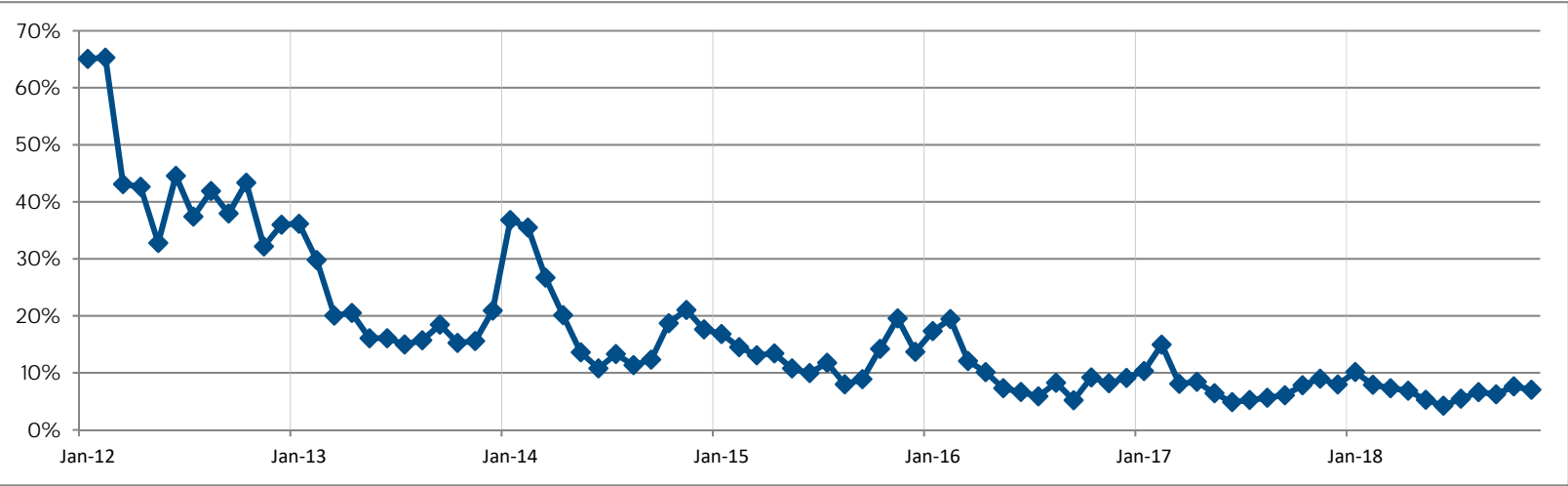


Year to Date



	Foreclosure as % of Sales	Percent Change
11/2014	21%	
11/2015	19.56%	-7.01%
11/2016	8.18%	-58.19%
11/2017	8.98%	9.88%
11/2018	7.03%	-21.75%

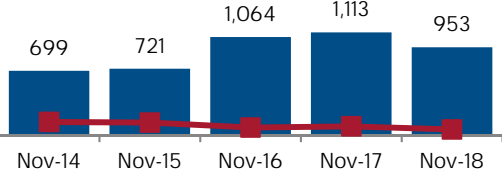
Foreclosures as a % of Sales



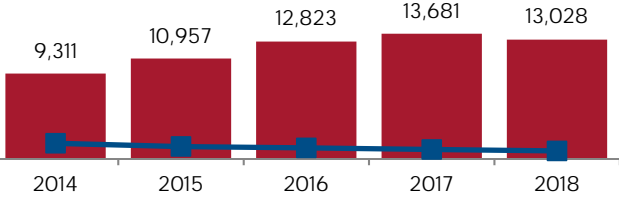
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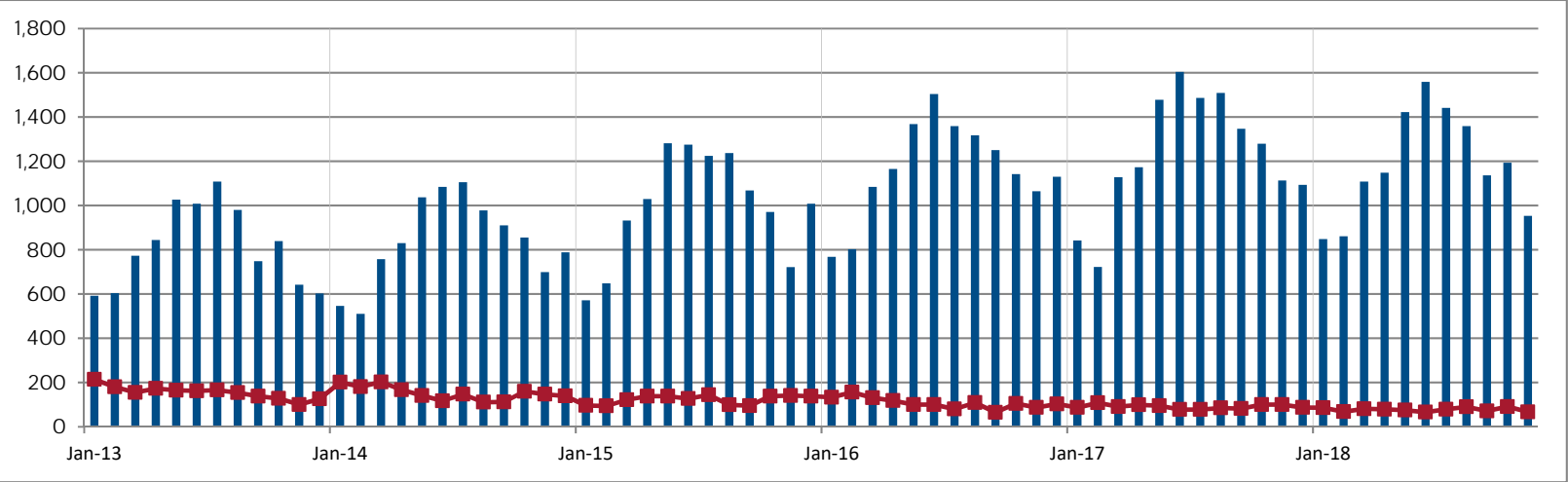
November



Year to Date - Total



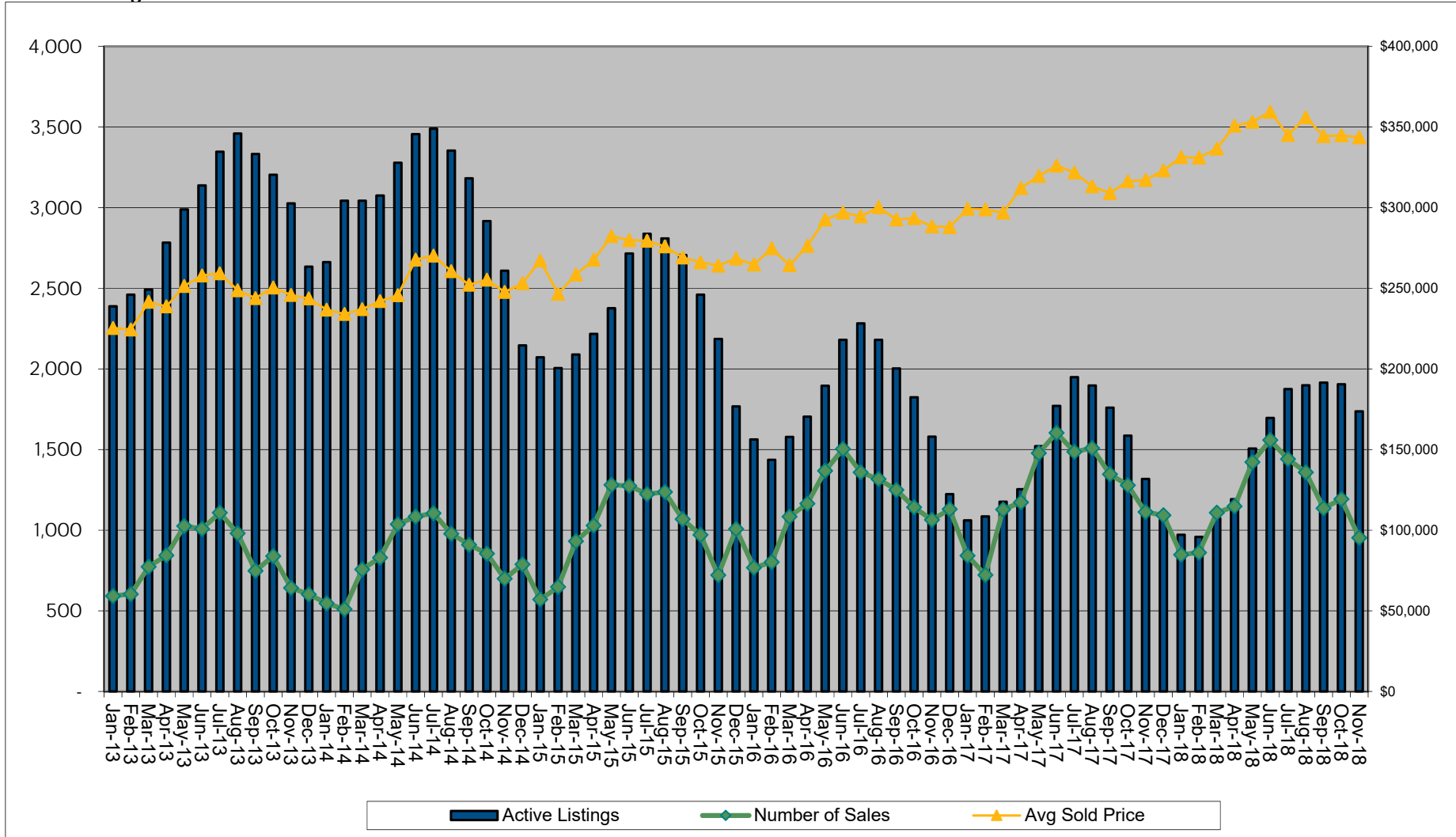
Number of Sales v Number of Foreclosures



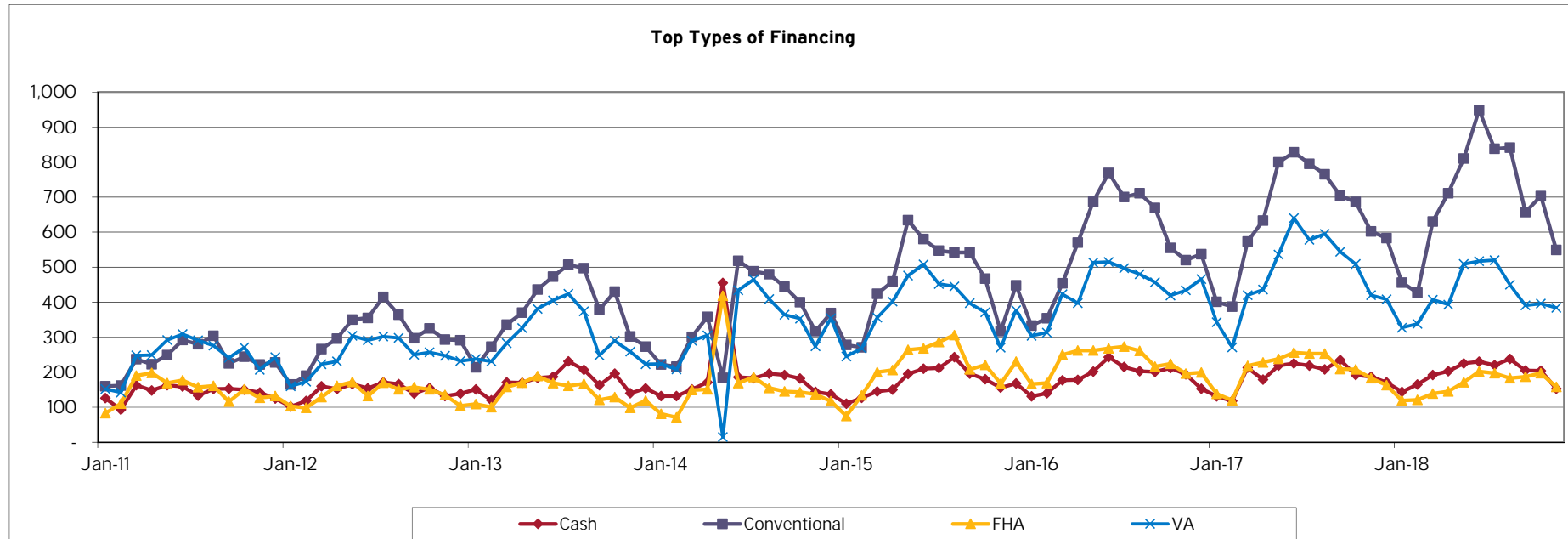
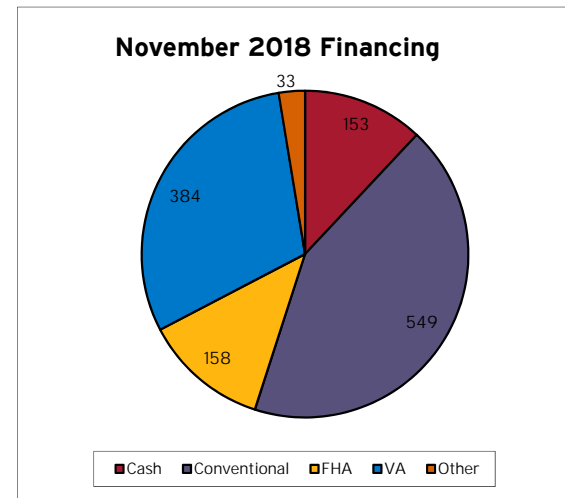
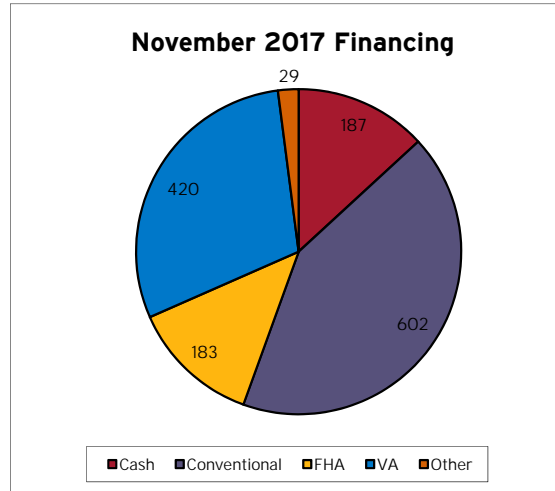
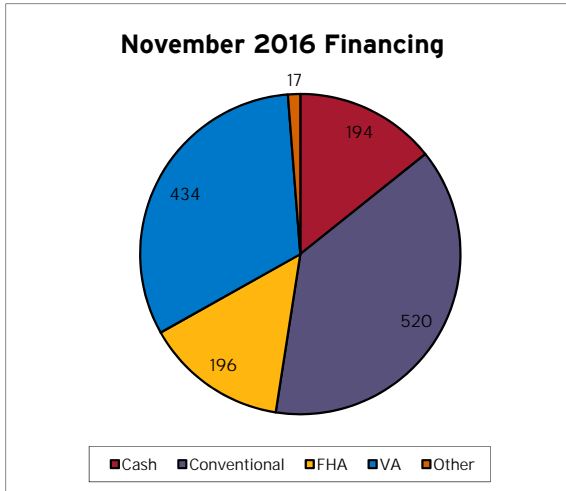
Market Overview



Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

