

Market Overview

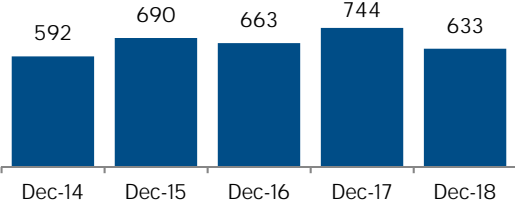


Key Metrics	Historical Sparkbars	December 2017	December 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		744	633	-14.92%	16,513	16,321	-1.16%
Pending		724	647	-10.64%	11,734	11,135	-5.10%
Sold Listings		1,093	942	-13.82%	14,774	13,970	-5.44%
Median Sales Price		285,000	300,000	5.26%	280,000	305,000	8.93%
Average Sales Price		323,099	337,240	4.38%	312,812	344,448	10.11%
Pct. Of List Price Received		99.6	99.4	-0.20%	99.9	99.9	-0.01%
Days on Market		31	37	19.35%	29	28	-5.43%
Active Listings		1,065	1,344	26.20%	1,454	1,506	3.62%

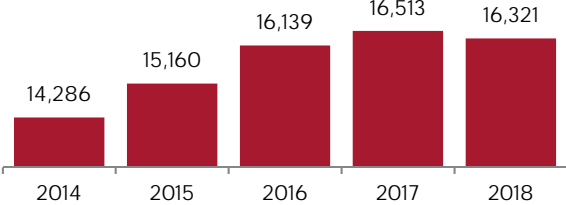
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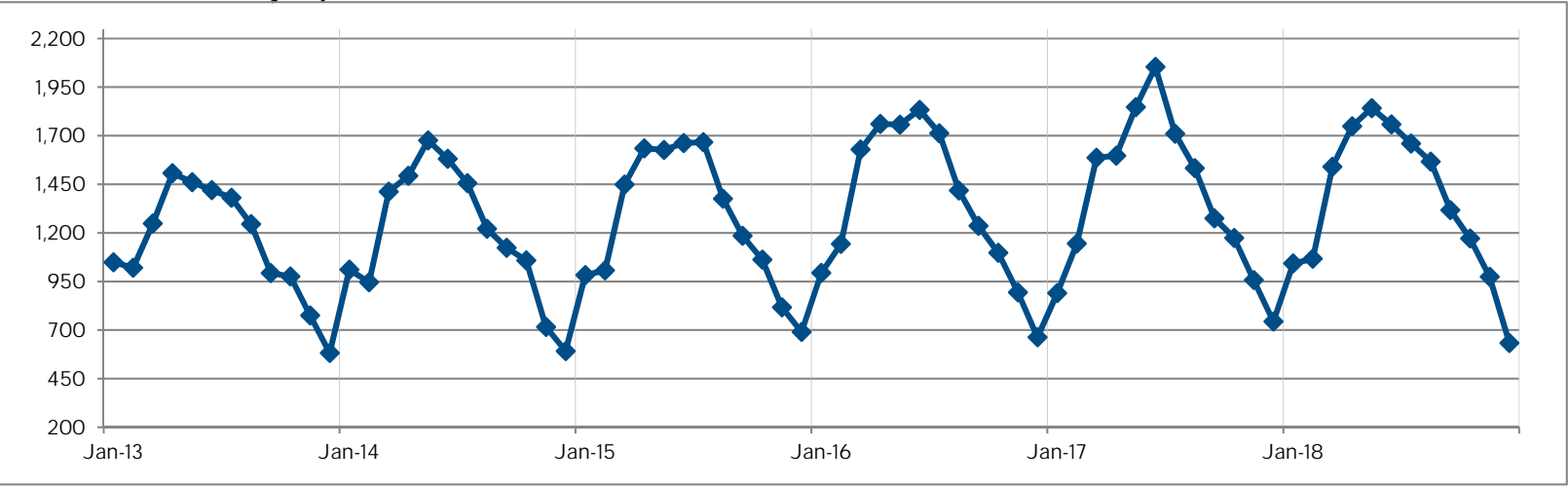


Year to Date



	New Listings	Percent Change
12/2014	592	
12/2015	690	16.55%
12/2016	663	-3.91%
12/2017	744	12.22%
12/2018	633	-14.92%

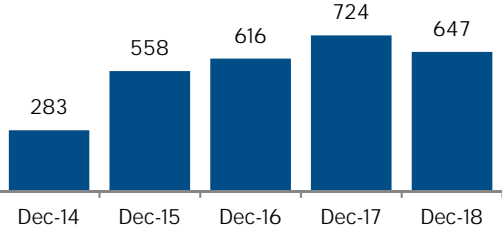
Historical New Listings by Month



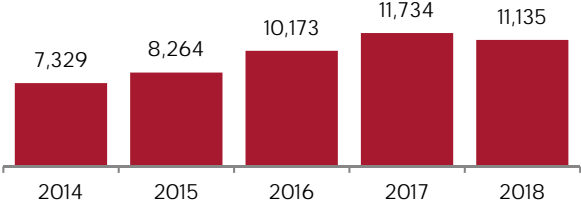
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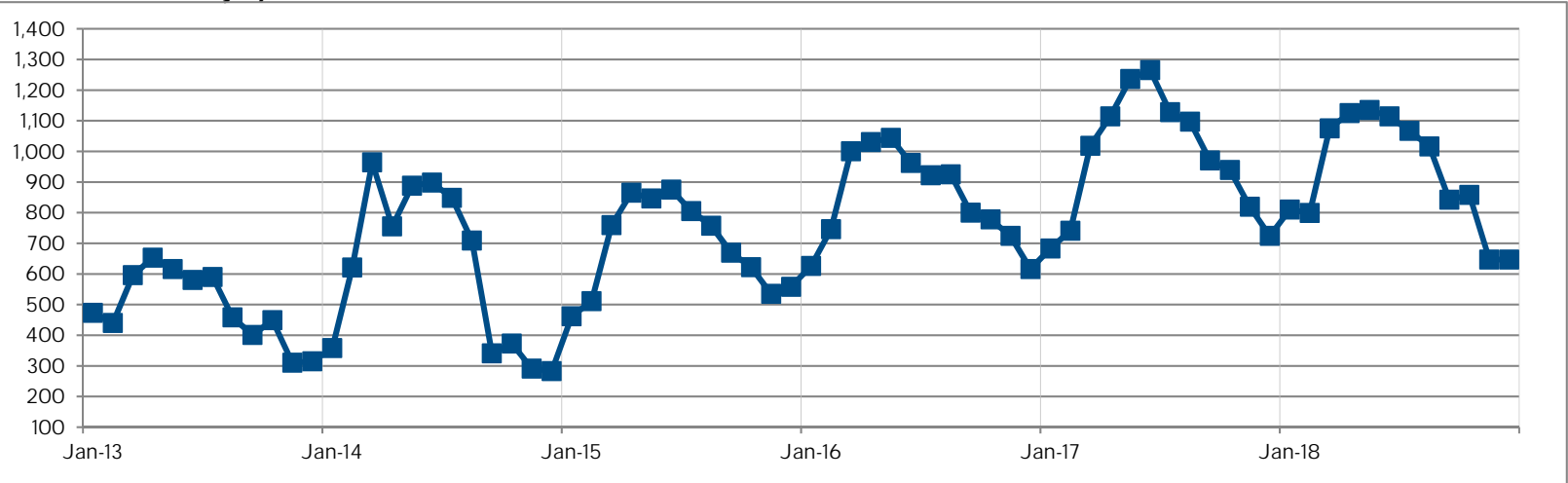


Year to Date



	Pending	Percent Change
12/2014	283	
12/2015	558	97.17%
12/2016	616	10.39%
12/2017	724	17.53%
12/2018	647	-10.64%

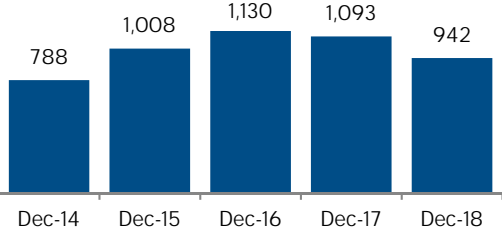
Historical Pending by Month



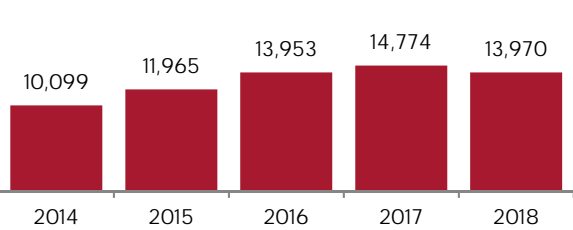
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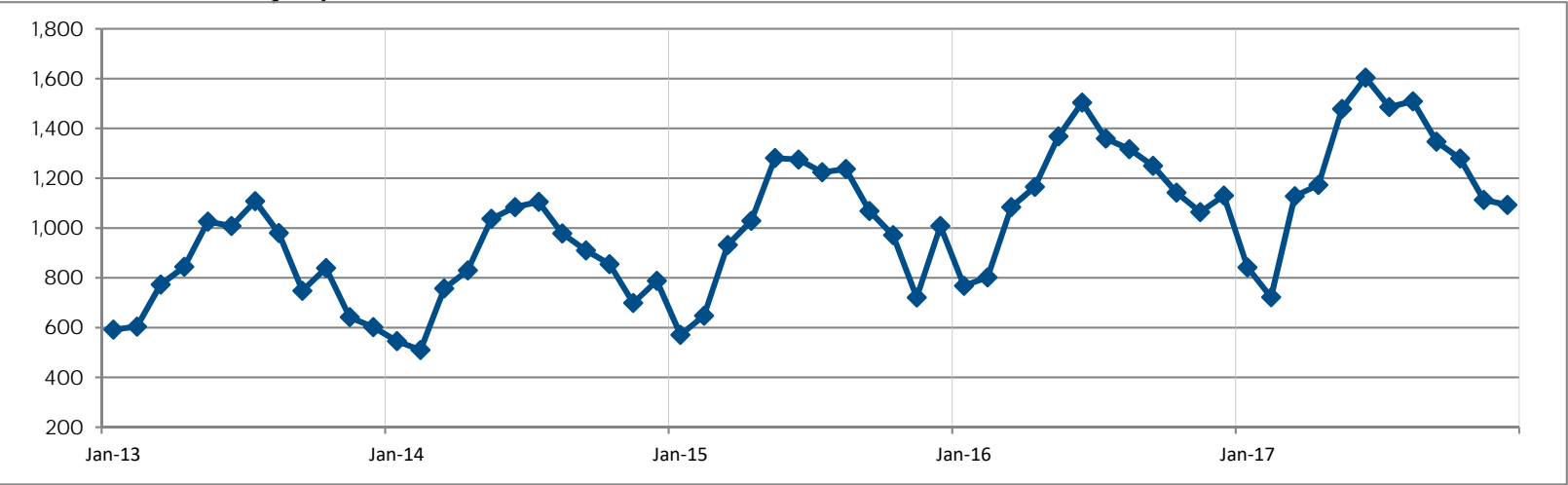


Year to Date



	Sold Listings	Percent Change
12/2014	788	
12/2015	1,008	27.92%
12/2016	1,130	12.10%
12/2017	1,093	-3.27%
12/2018	942	-13.82%

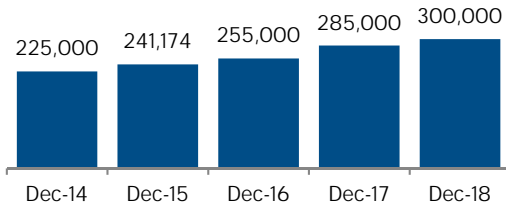
Historical Sold Listings by Month



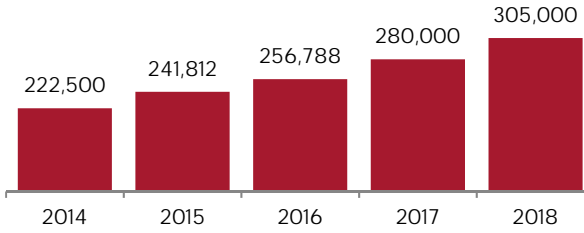
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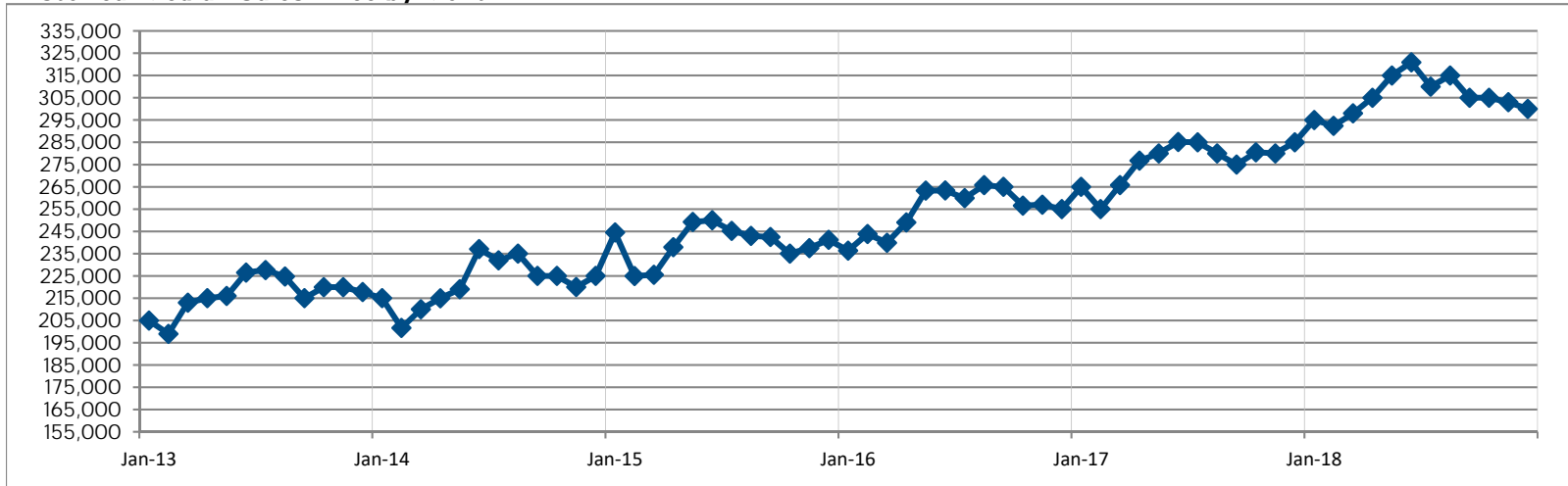


Year to Date - Median



	Median Sales Price	Percent Change
12/2014	225,000	
12/2015	241,174	7.19%
12/2016	255,000	5.73%
12/2017	285,000	11.76%
12/2018	300,000	5.26%

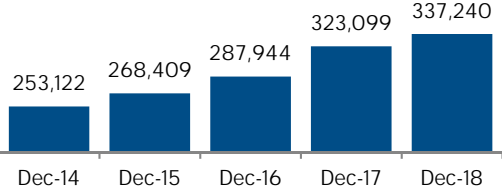
Historical Median Sales Price by Month



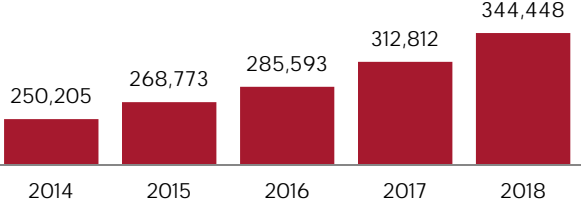
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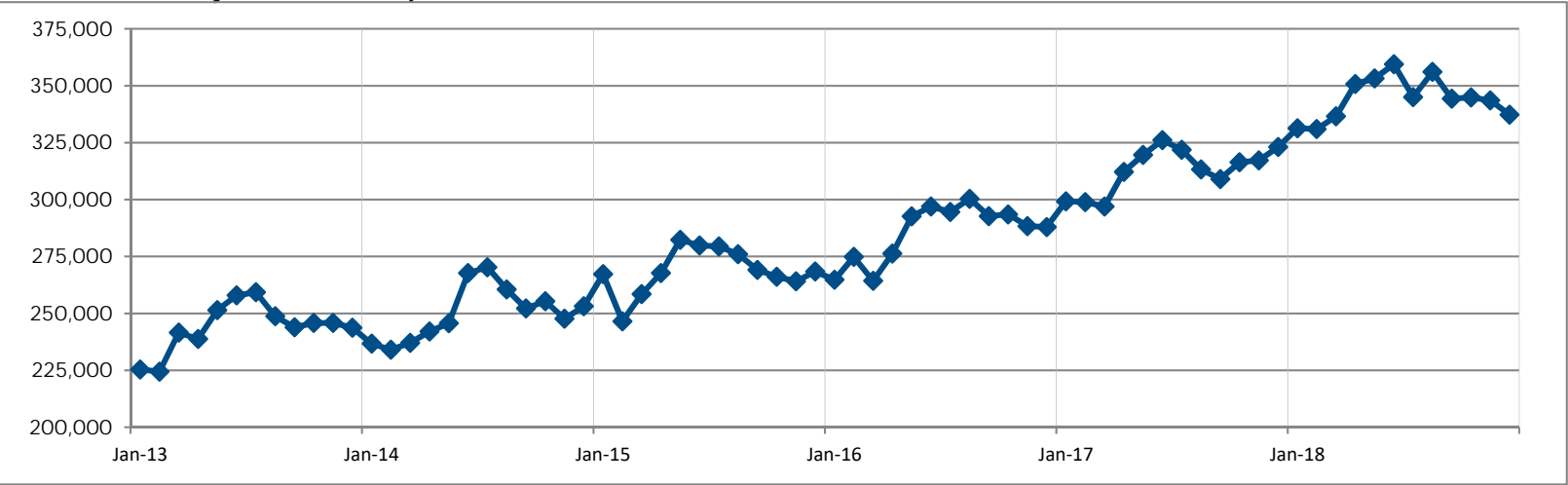


Year to Date - Average



	Average Sales Price	Percent Change
12/2014	253,122	
12/2015	268,409	6.04%
12/2016	287,944	7.28%
12/2017	323,099	12.21%
12/2018	337,240	4.38%

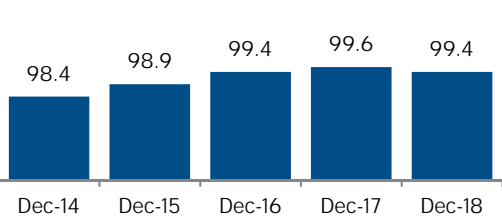
Historical Average Sales Price by Month



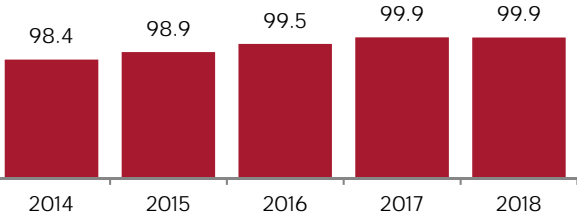
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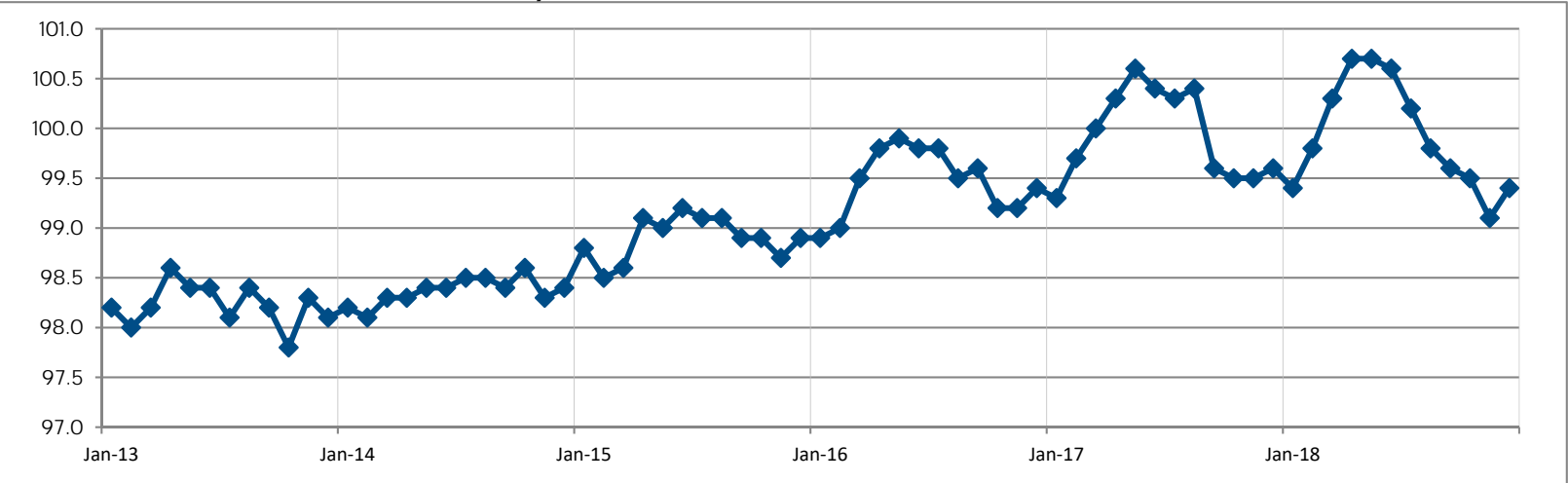


Year to Date - Average



	Pct of List Recvd	Percent Change
12/2014	98.4	
12/2015	98.9	0.51%
12/2016	99.4	0.51%
12/2017	99.6	0.20%
12/2018	99.4	-0.20%

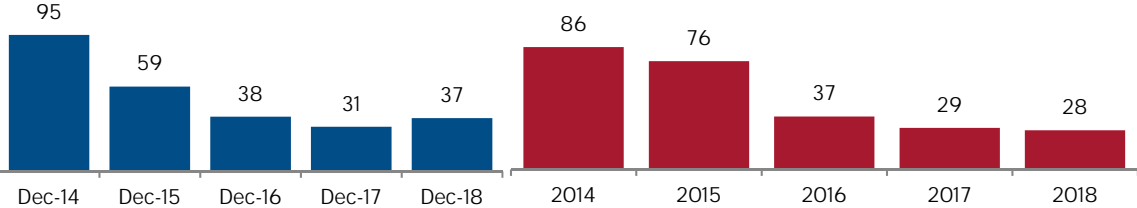
Historical Percent of List Price Received by Month



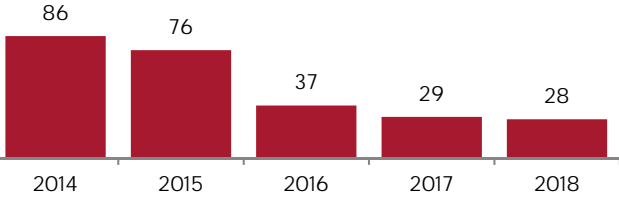
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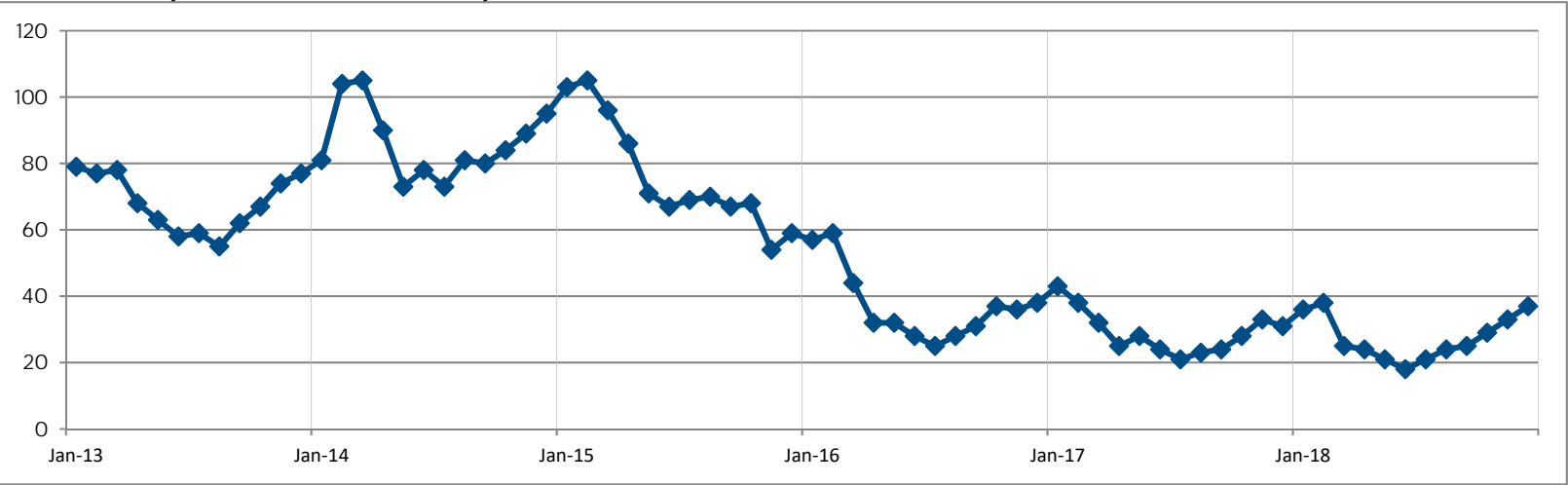


Year to Date - Average



	DOM	Percent Change
12/2014	95	
12/2015	59	-37.89%
12/2016	38	-35.59%
12/2017	31	-18.42%
12/2018	37	19.35%

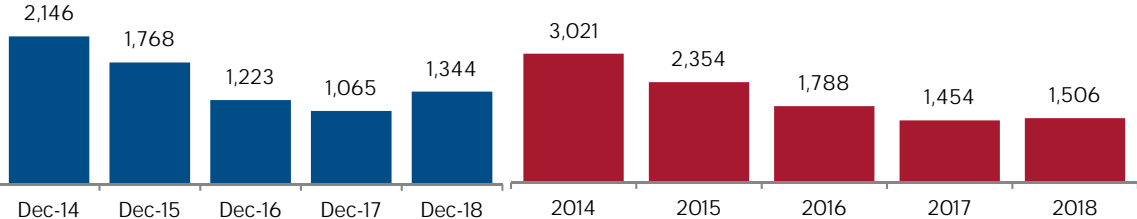
Historical Days on Market Until Sale by Month



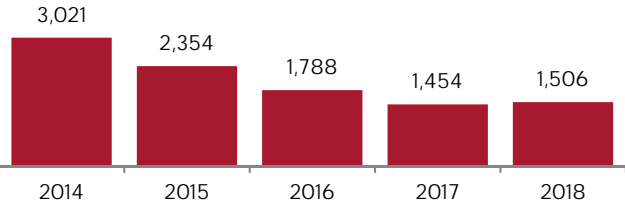
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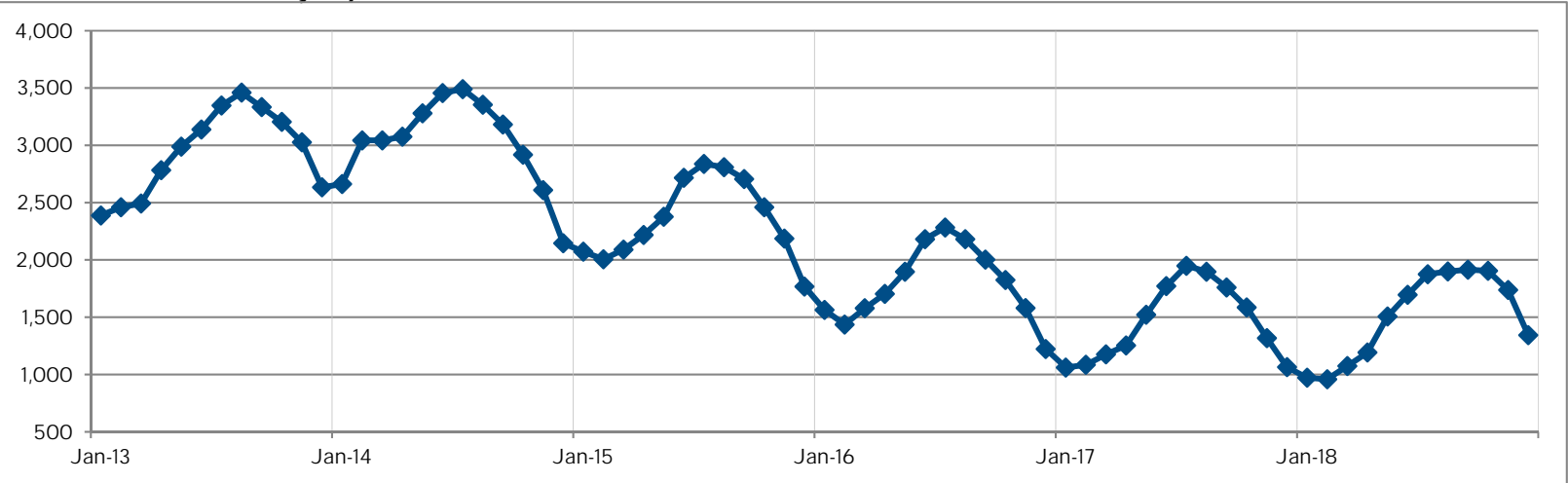


Year to Date - Average



	Active Listings	Percent Change
12/2014	2,146	
12/2015	1,768	-17.61%
12/2016	1,223	-30.83%
12/2017	1,065	-12.92%
12/2018	1,344	26.20%

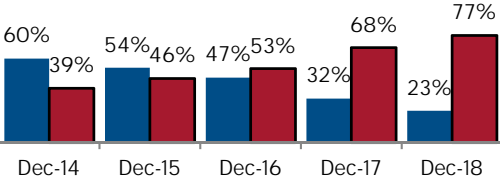
Historical Active Listings by Month



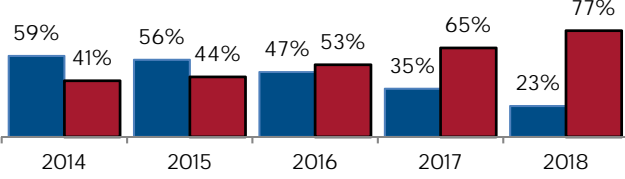
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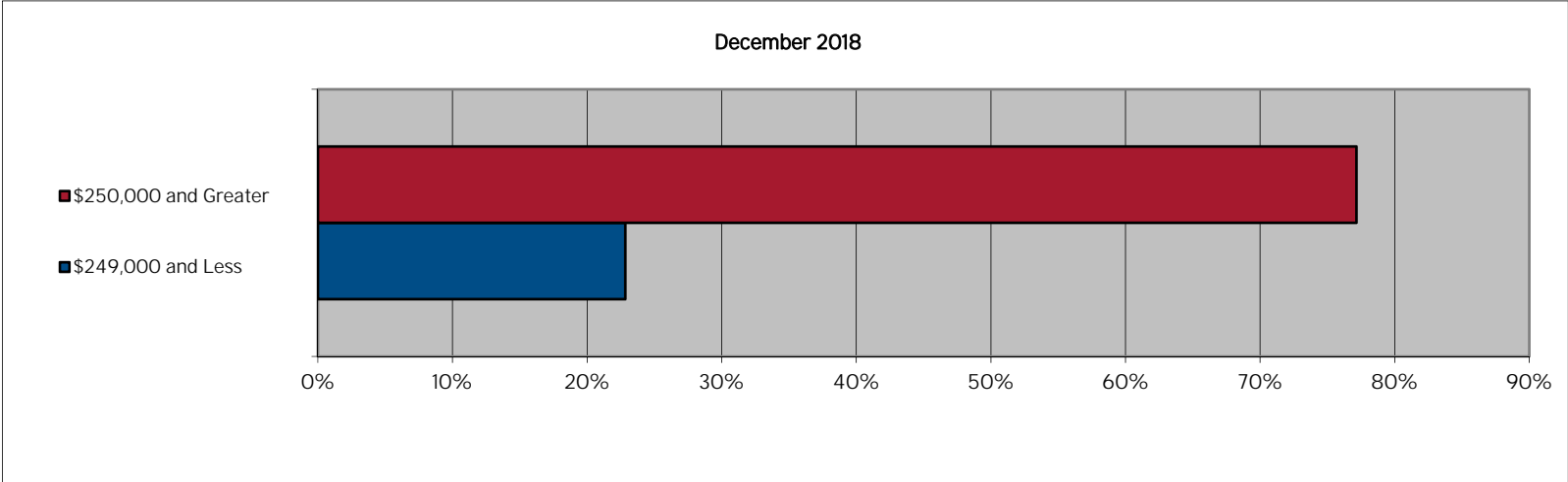
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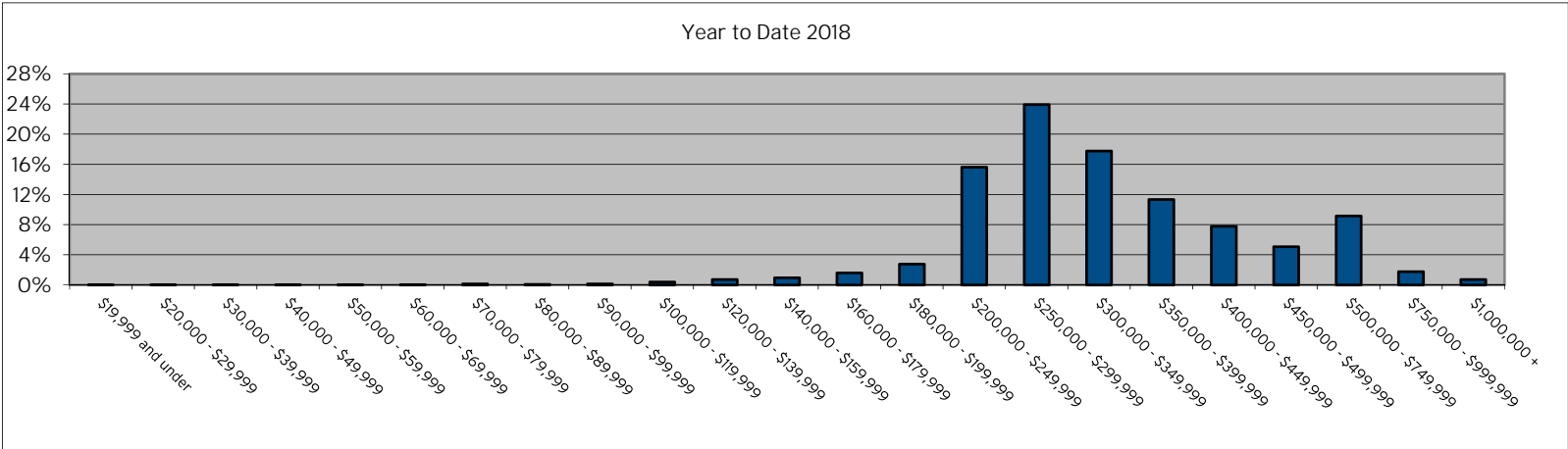
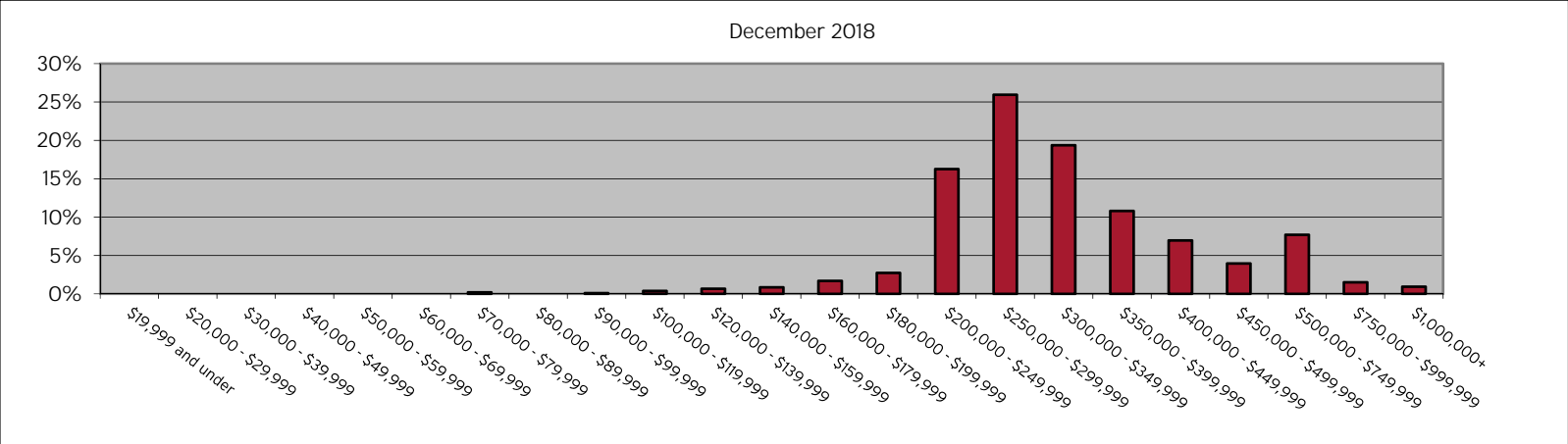
Year to Date



Percent of Sales by Price



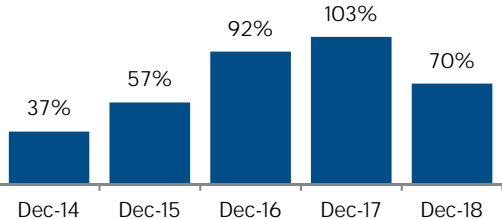
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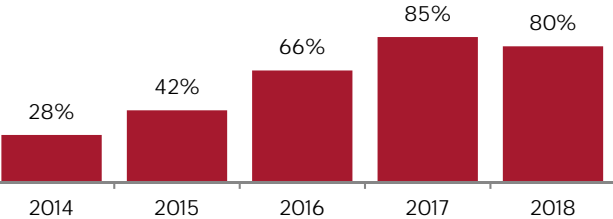
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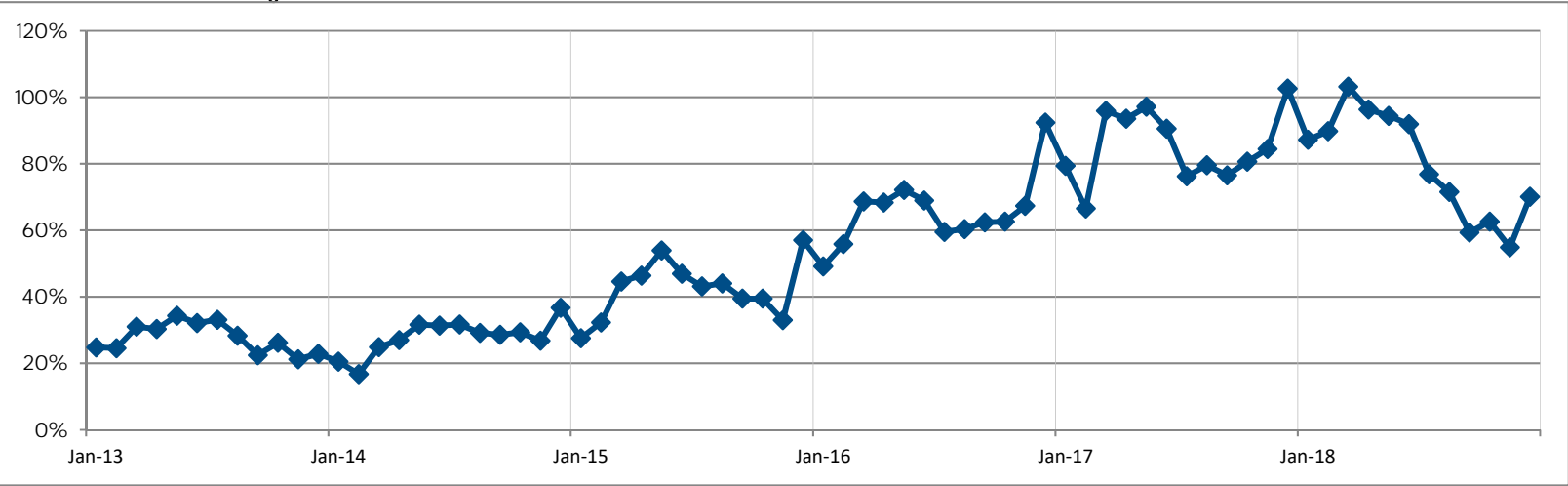


Year to Date - Average

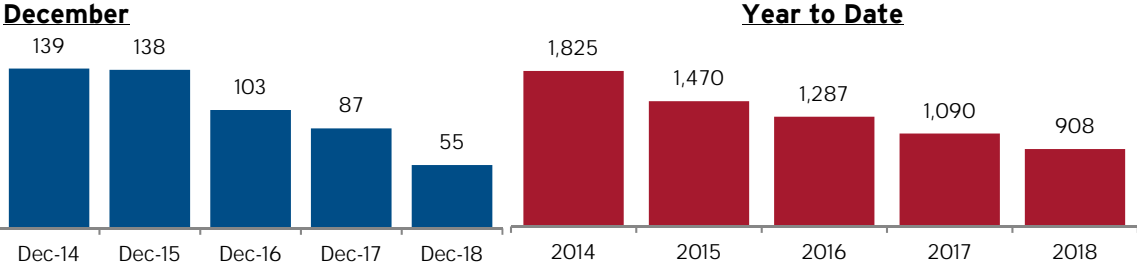


	Sales as a % of Active Listings	Percent Change
12/2014	37%	
12/2015	57%	55.27%
12/2016	92%	62.06%
12/2017	103%	11.08%
12/2018	70%	-31.71%

Sales as a % of Active Listings

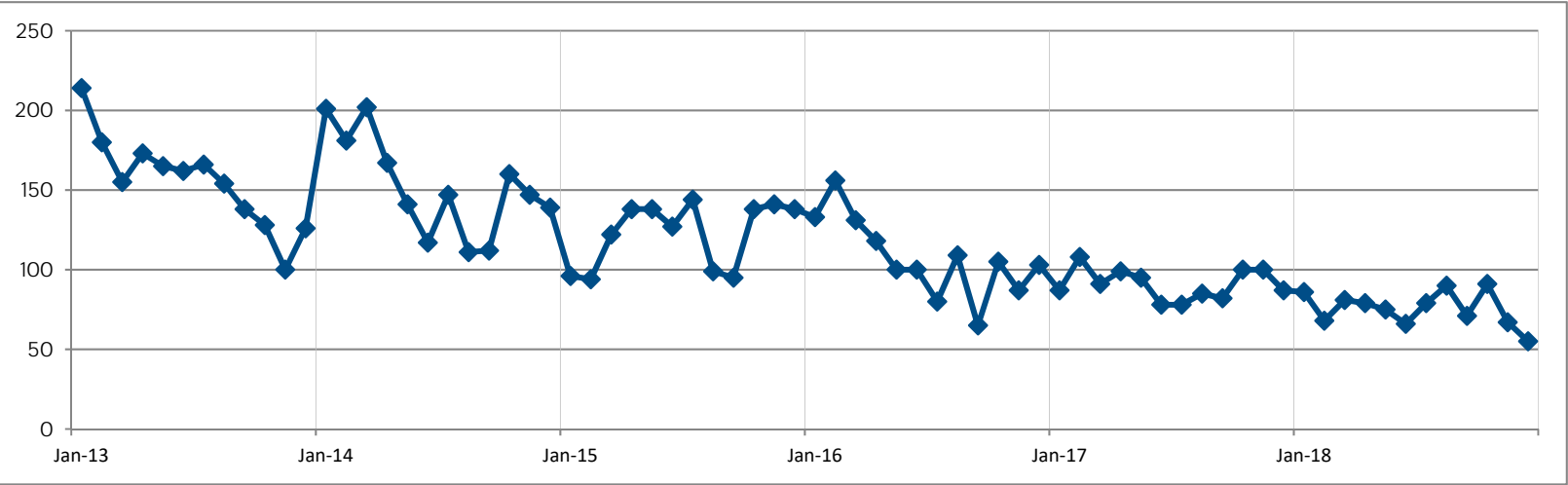


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	Foreclosures	Percent Change
12/2014	139	
12/2015	138	-0.72%
12/2016	103	-25.36%
12/2017	87	-15.53%
12/2018	55	-36.78%

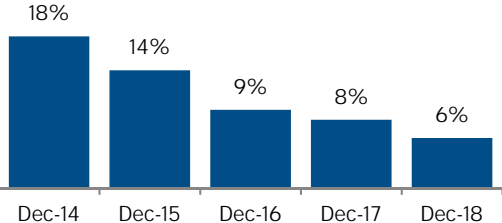
Foreclosures



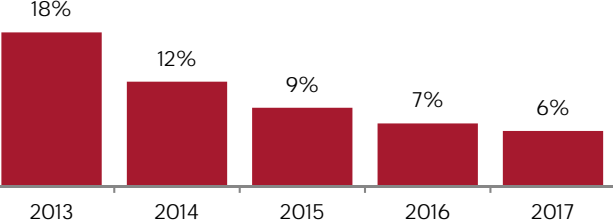
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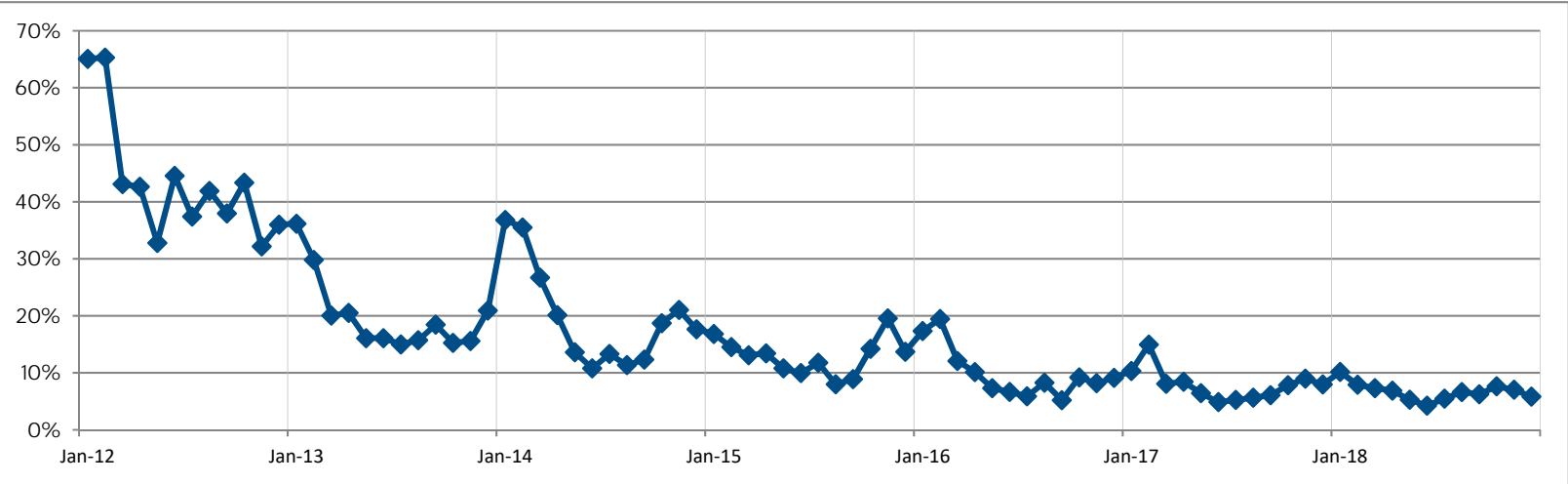


Year to Date



	Foreclosure as % of Sales	Percent Change
12/2014	18%	
12/2015	13.69%	-22.39%
12/2016	9.12%	-33.42%
12/2017	7.96%	-12.67%
12/2018	5.84%	-26.65%

Foreclosures as a % of Sales

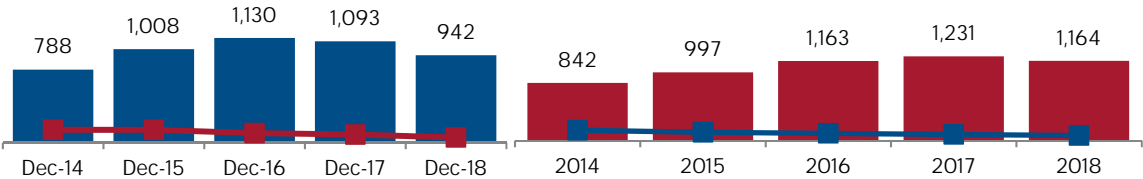


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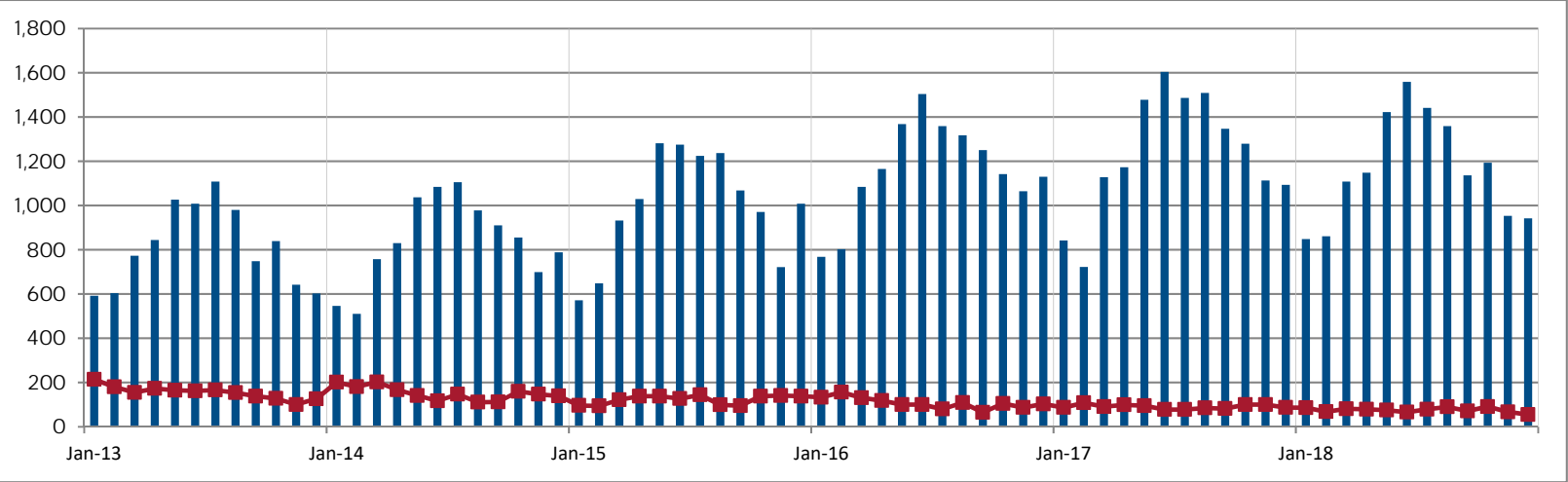


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Year to Date - Total



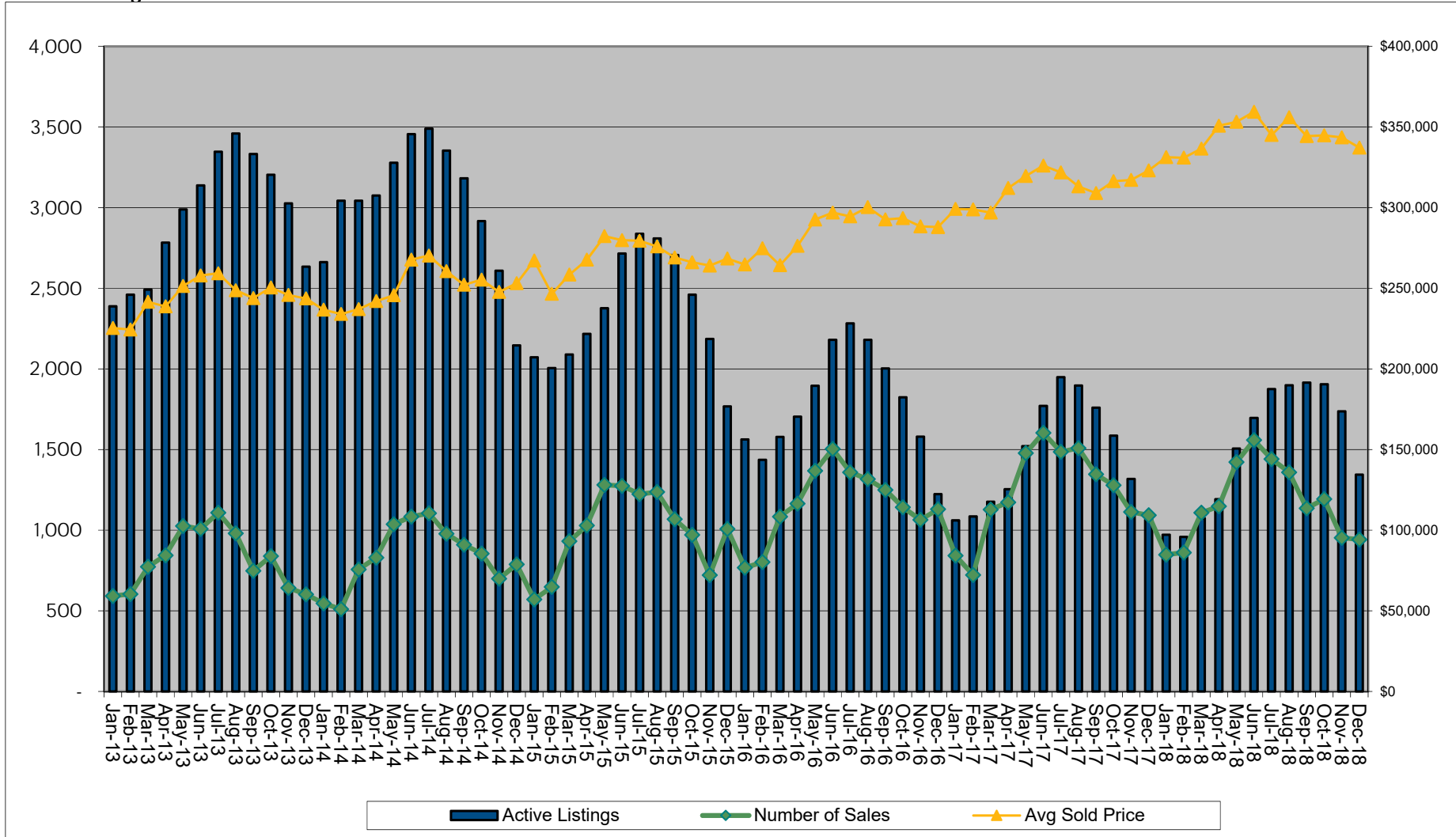
Number of Sales v Number of Foreclosures



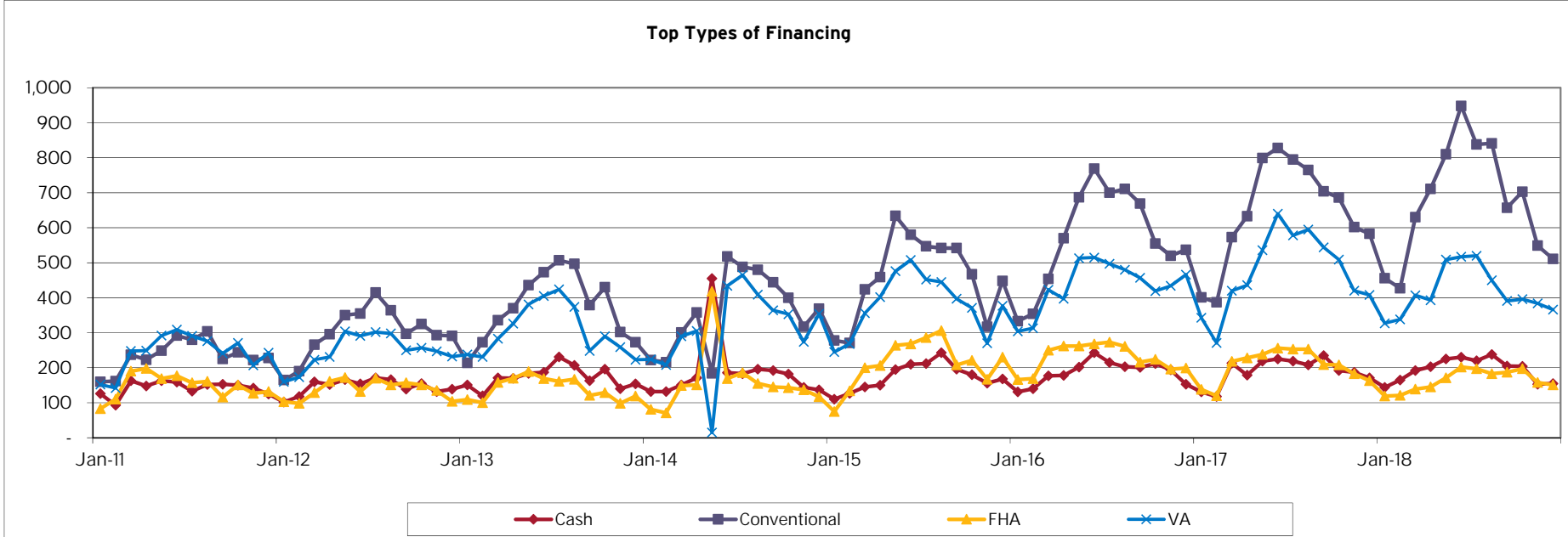
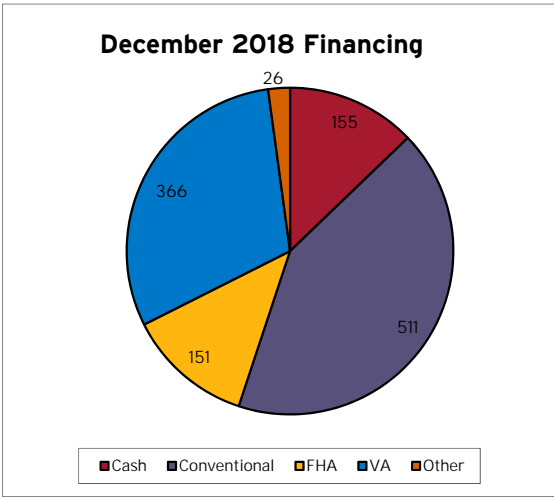
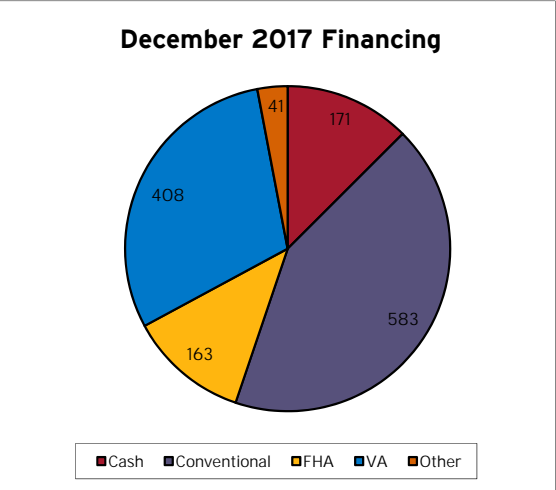
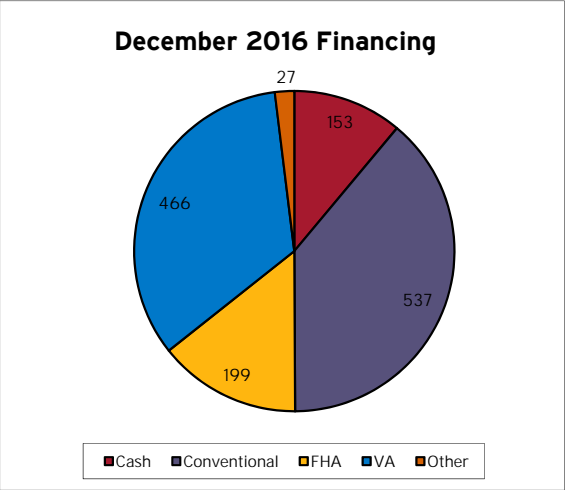
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Active Listings v Number Sold v Sales Price



Market Overview



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

