

Market Overview

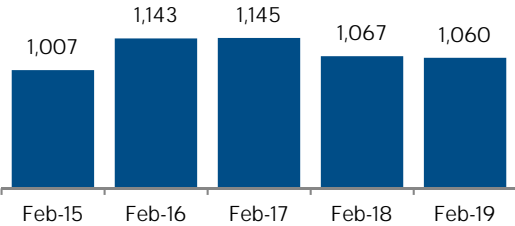


Key Metrics	Historical Sparkbars	February 2018	February 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,067	1,060	-0.66%	2,110	2,141	1.47%
Pending		799	764	-4.38%	1609	1,524	-5.28%
Sold Listings		861	835	-3.02%	1,709	1,629	-4.68%
Median Sales Price		292,385	314,995	7.73%	293,693	309,623	5.42%
Average Sales Price		330,968	349,251	5.52%	331,157	345,767	4.41%
Pct. Of List Price Received		99.8	99.6	-0.20%	99.6	99.5	-0.15%
Days on Market		38	41	7.89%	37	43	16.22%
Active Listings		959	1,176	22.63%	966	1,219	26.26%

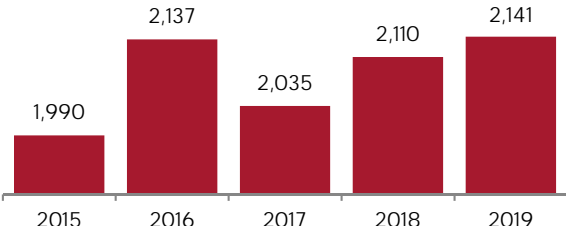
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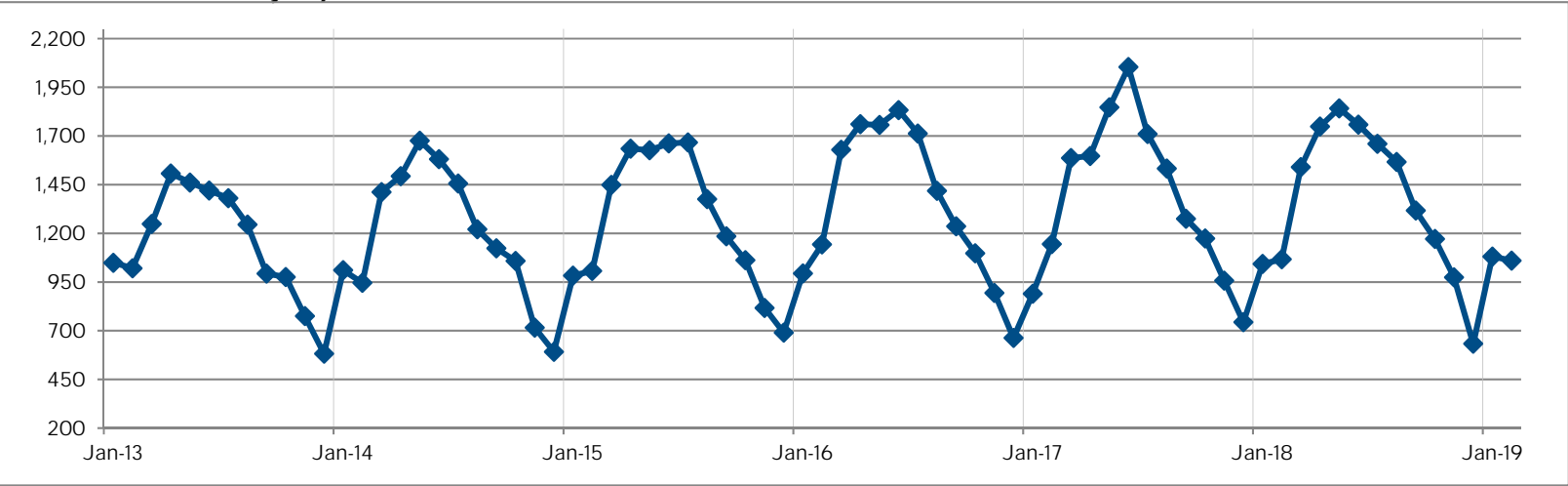


Year to Date



	New Listings	Percent Change
02/2015	1,007	
02/2016	1,143	13.51%
02/2017	1,145	0.17%
02/2018	1,067	-6.81%
02/2019	1,060	-0.66%

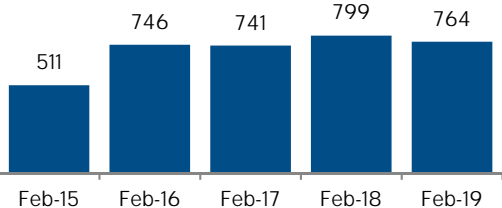
Historical New Listings by Month



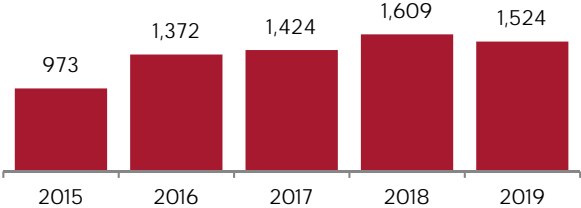
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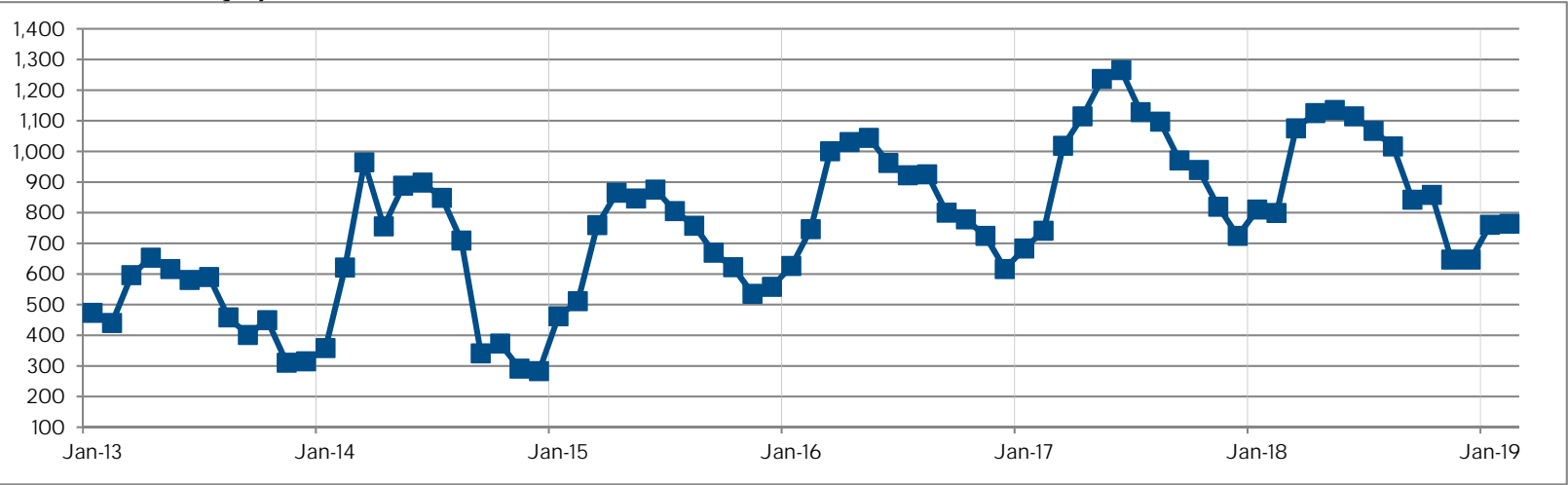


Year to Date



	Pending	Percent Change
02/2015	511	
02/2016	746	45.99%
02/2017	741	-0.67%
02/2018	799	7.83%
02/2019	764	-4.38%

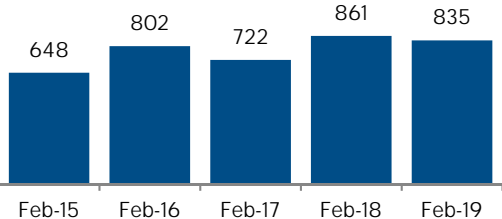
Historical Pending by Month



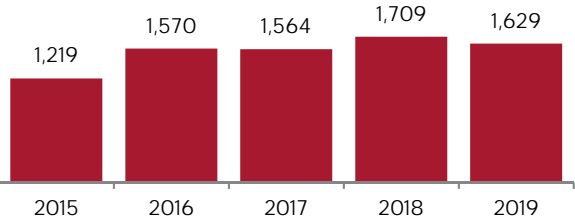
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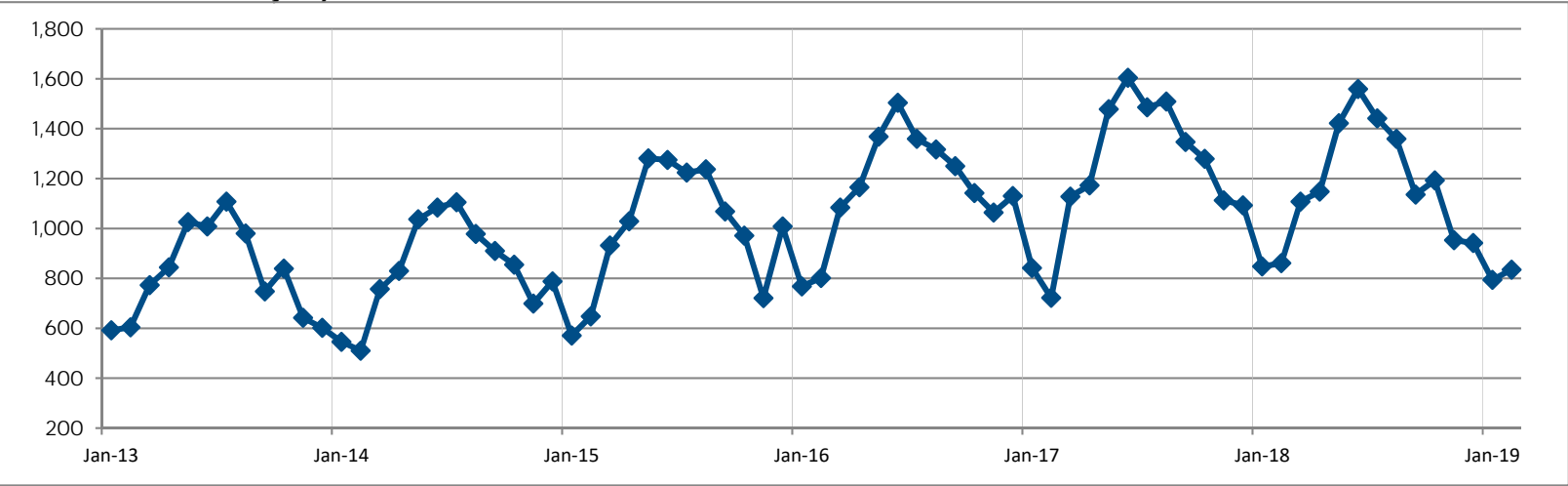


Year to Date



	Sold Listings	Percent Change
02/2015	648	
02/2016	802	23.77%
02/2017	722	-9.98%
02/2018	861	19.25%
02/2019	835	-3.02%

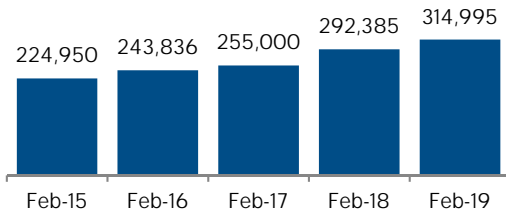
Historical Sold Listings by Month



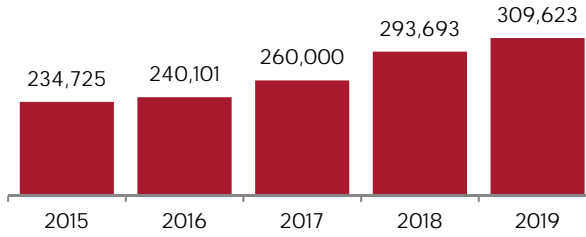
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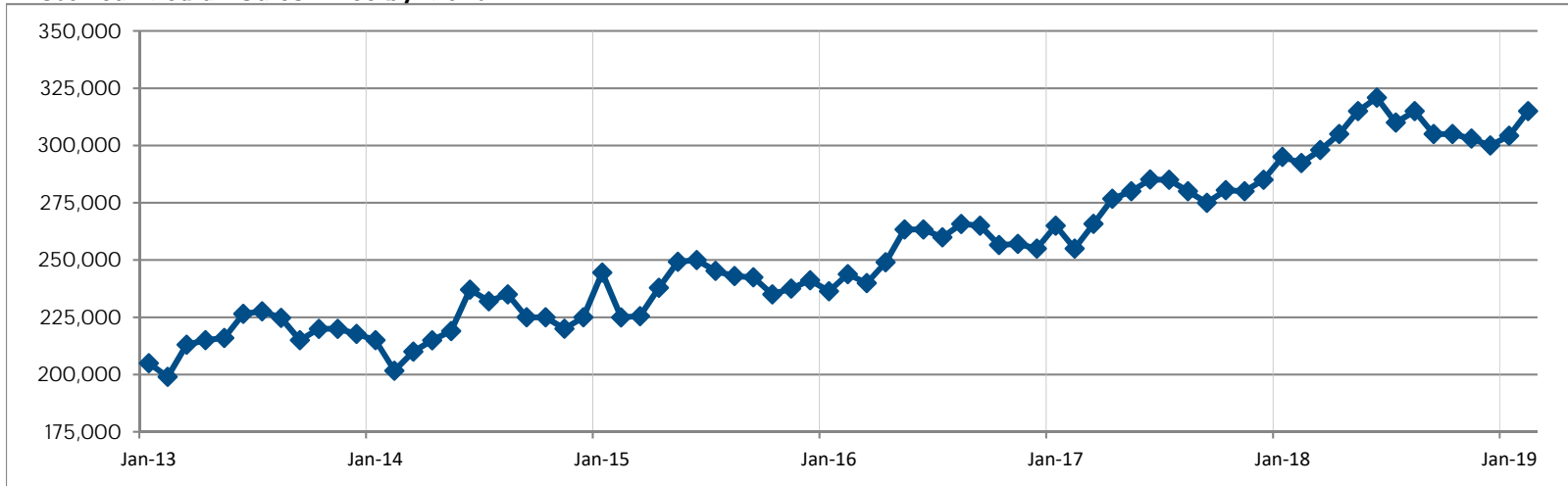


Year to Date - Median



	Median Sales Price	Percent Change
02/2015	224,950	
02/2016	243,836	8.40%
02/2017	255,000	4.58%
02/2018	292,385	14.66%
02/2019	314,995	7.73%

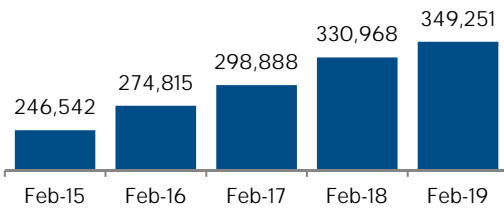
Historical Median Sales Price by Month



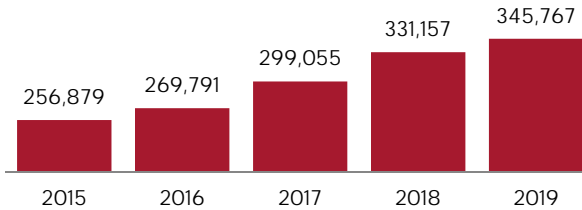
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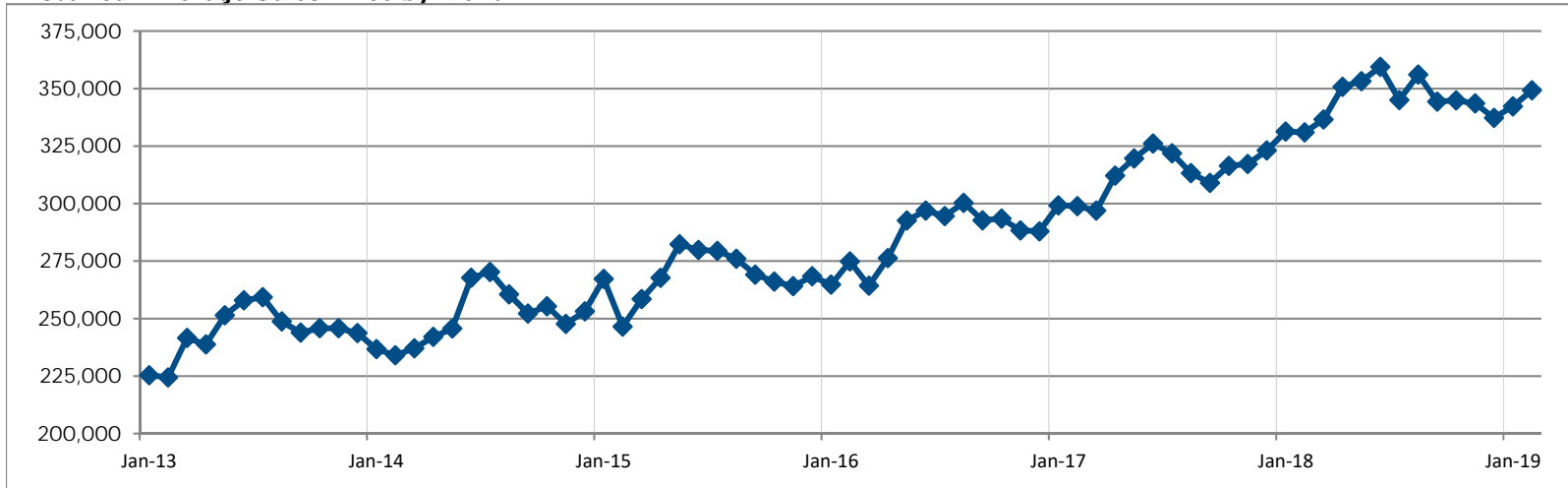


Year to Date - Average



	Average Sales Price	Percent Change
02/2015	246,542	
02/2016	274,815	11.47%
02/2017	298,888	8.76%
02/2018	330,968	10.73%
02/2019	349,251	5.52%

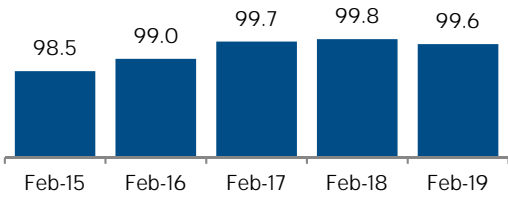
Historical Average Sales Price by Month



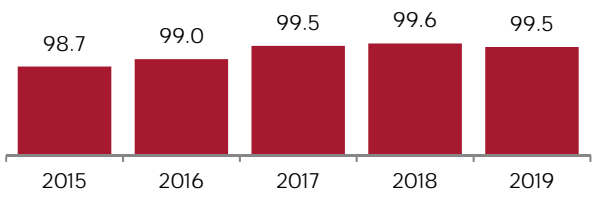
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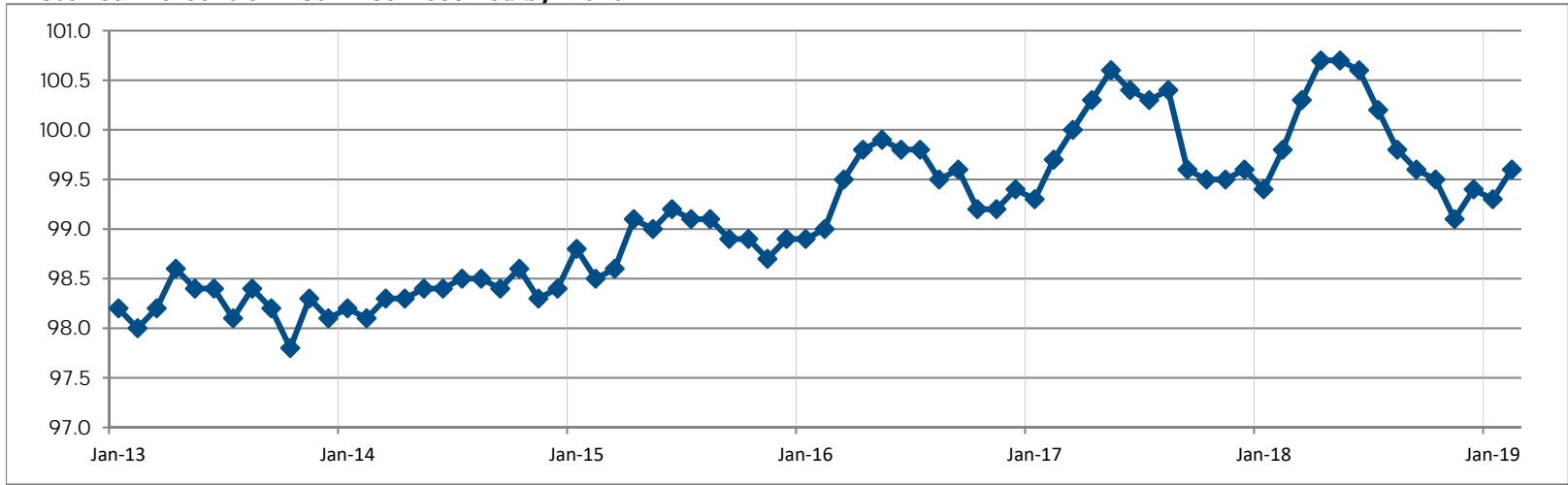


Year to Date - Average



	Pct of List Recvd	Percent Change
02/2015	98.5	
02/2016	99.0	0.51%
02/2017	99.7	0.71%
02/2018	99.8	0.10%
02/2019	99.6	-0.20%

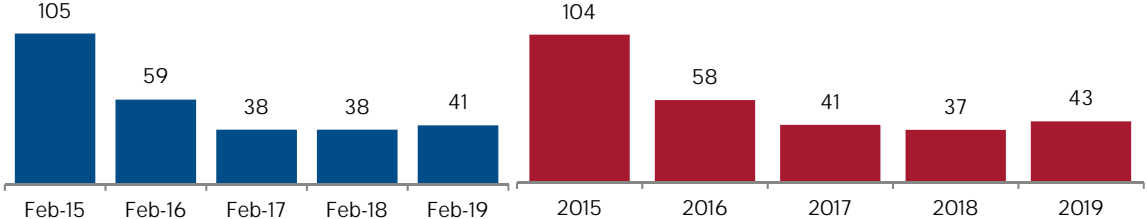
Historical Percent of List Price Received by Month



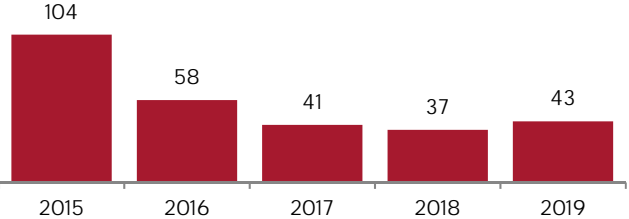
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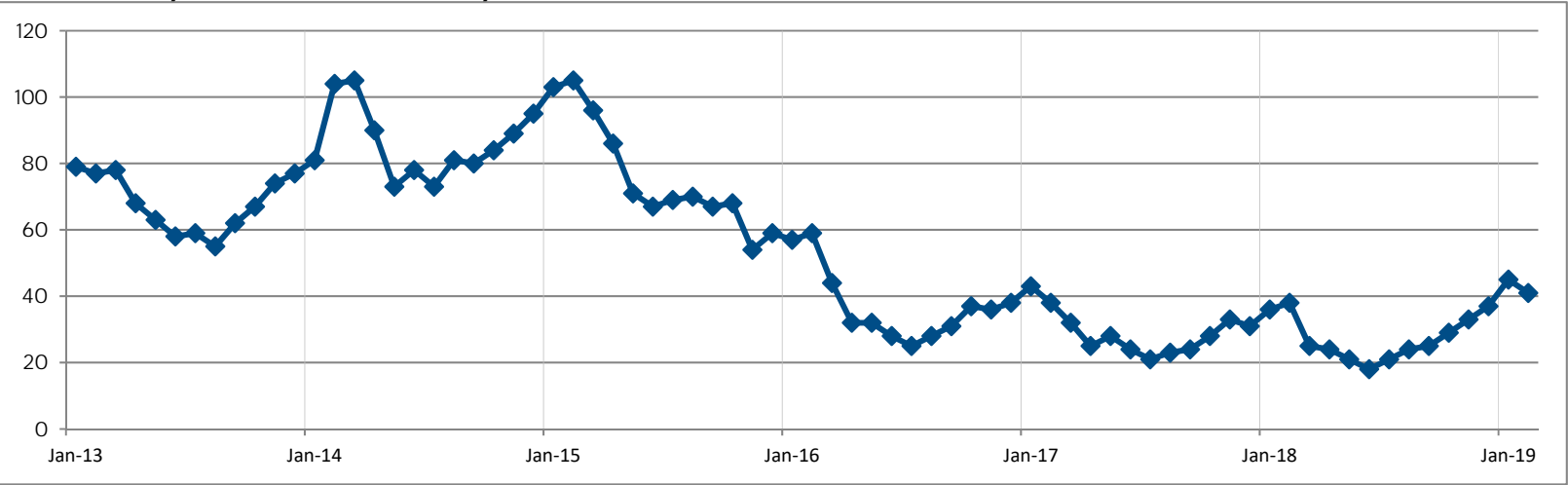


Year to Date - Average



	DOM	Percent Change
02/2015	105	
02/2016	59	-43.81%
02/2017	38	-35.59%
02/2018	38	0.00%
02/2019	41	7.89%

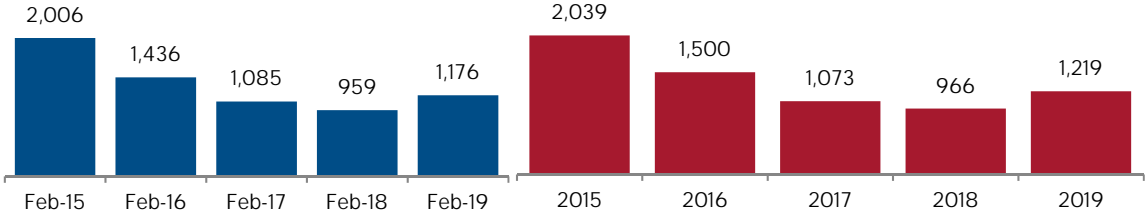
Historical Days on Market Until Sale by Month



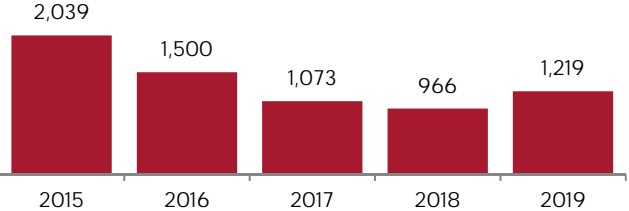
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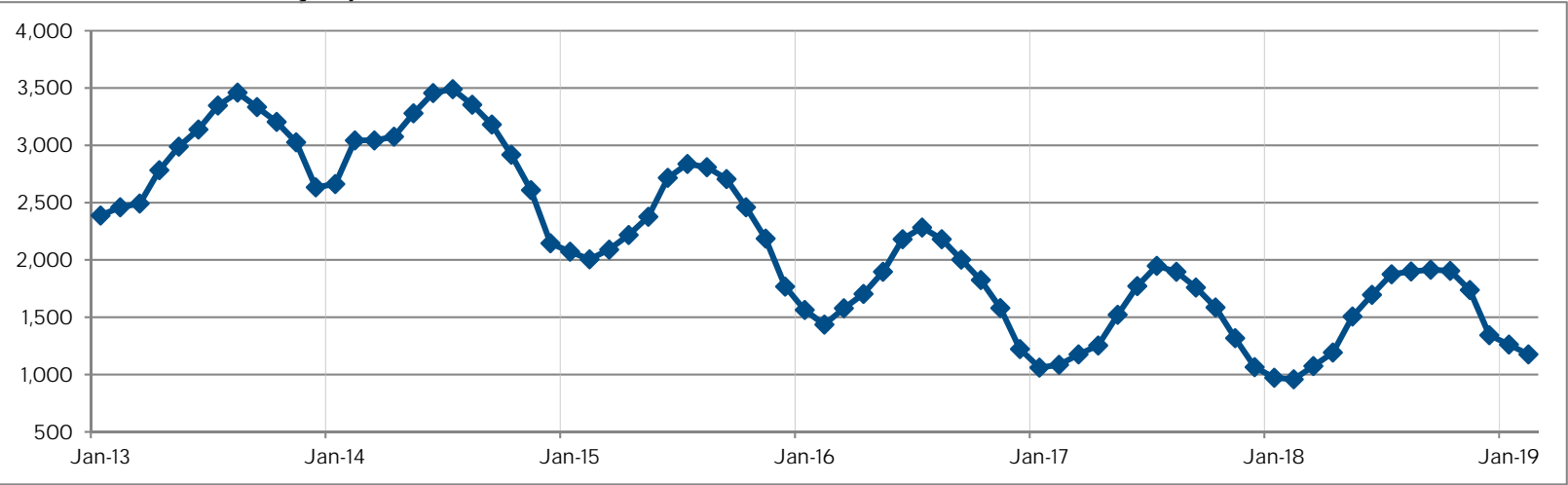


Year to Date - Average



	Active Listings	Percent Change
02/2015	2,006	
02/2016	1,436	-28.41%
02/2017	1,085	-24.44%
02/2018	959	-11.61%
02/2019	1,176	22.63%

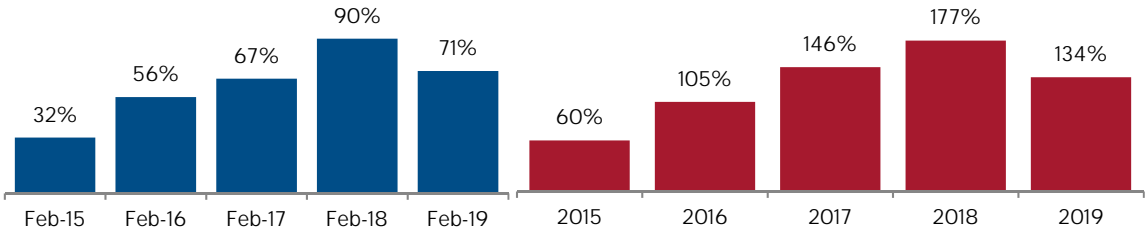
Historical Active Listings by Month



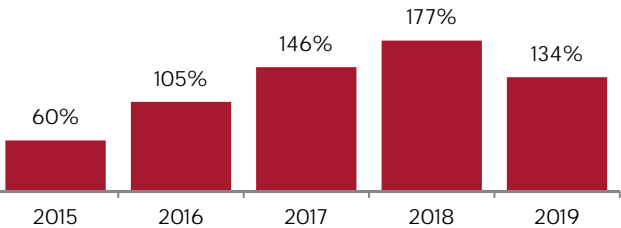
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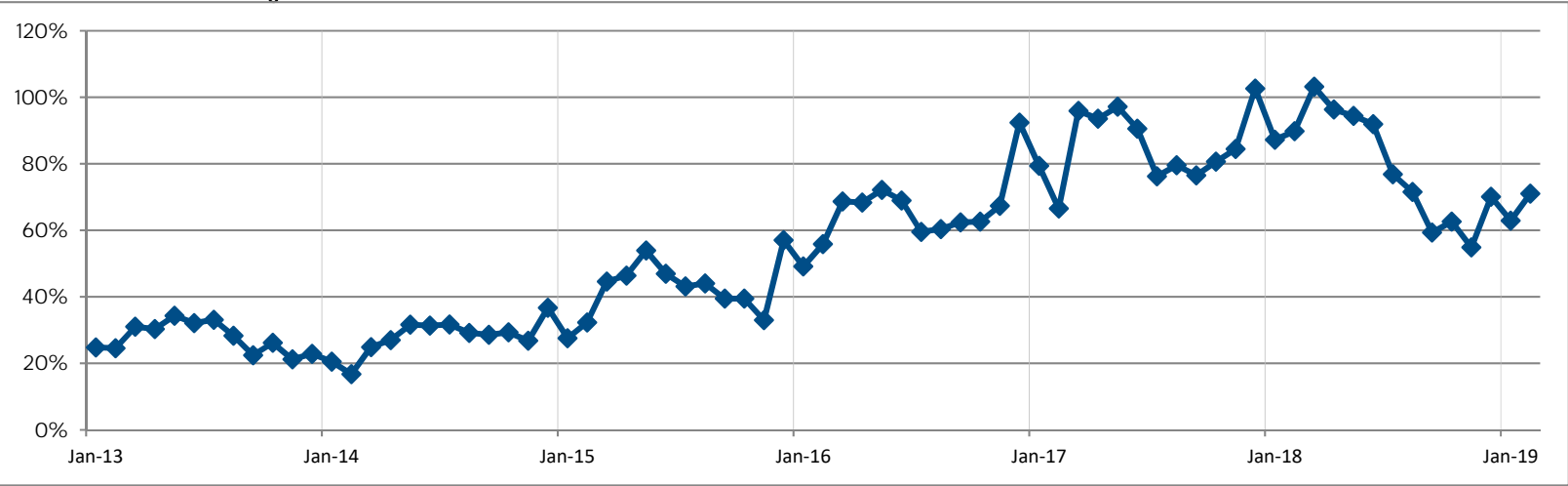


Year to Date - Average



	Sales as a % of Active Listings	Percent Change
02/2015	32%	
02/2016	56%	72.89%
02/2017	67%	19.15%
02/2018	90%	34.92%
02/2019	71%	-20.91%

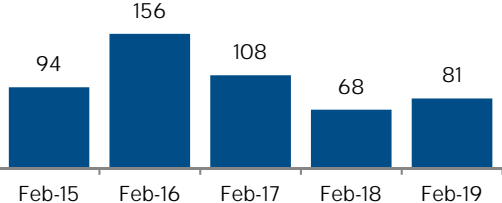
Sales as a % of Active Listings



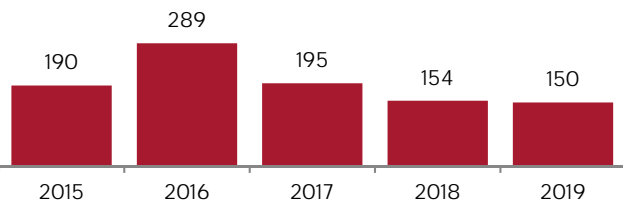
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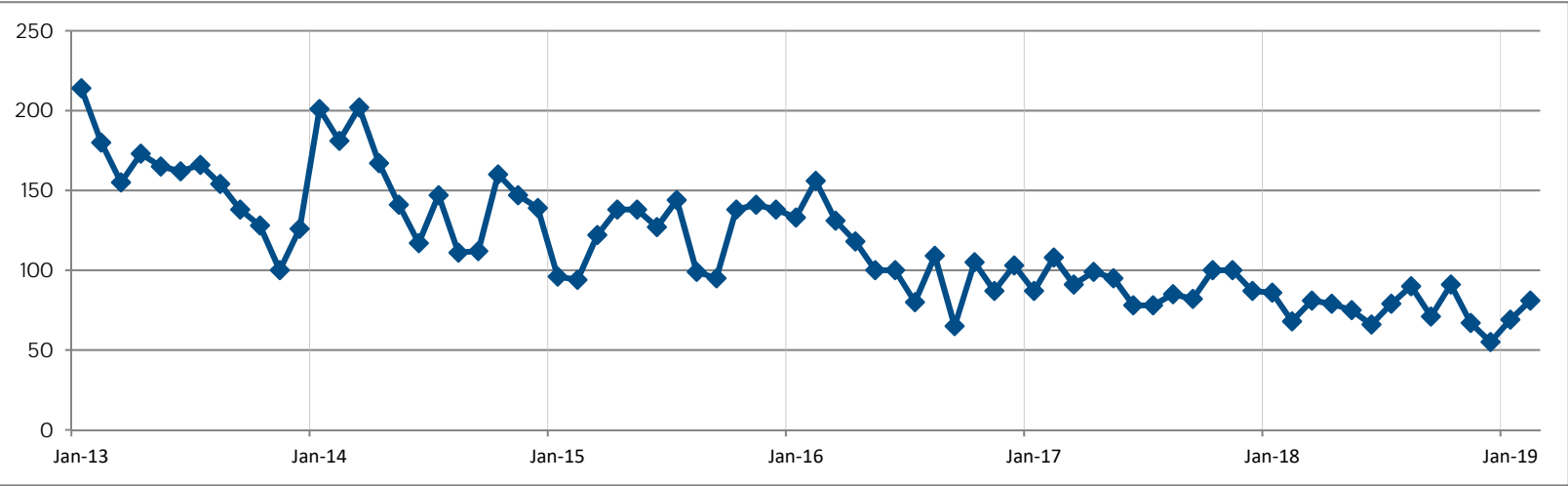


Year to Date



	Foreclosures	Percent Change
02/2015	94	
02/2016	156	65.96%
02/2017	108	-30.77%
02/2018	68	-37.04%
02/2019	81	19.12%

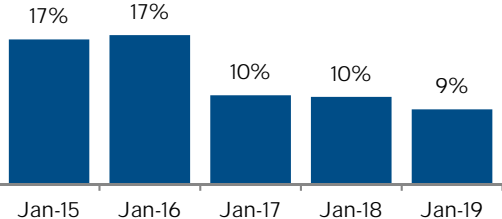
Foreclosures



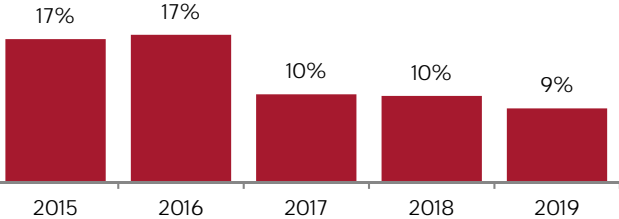
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December

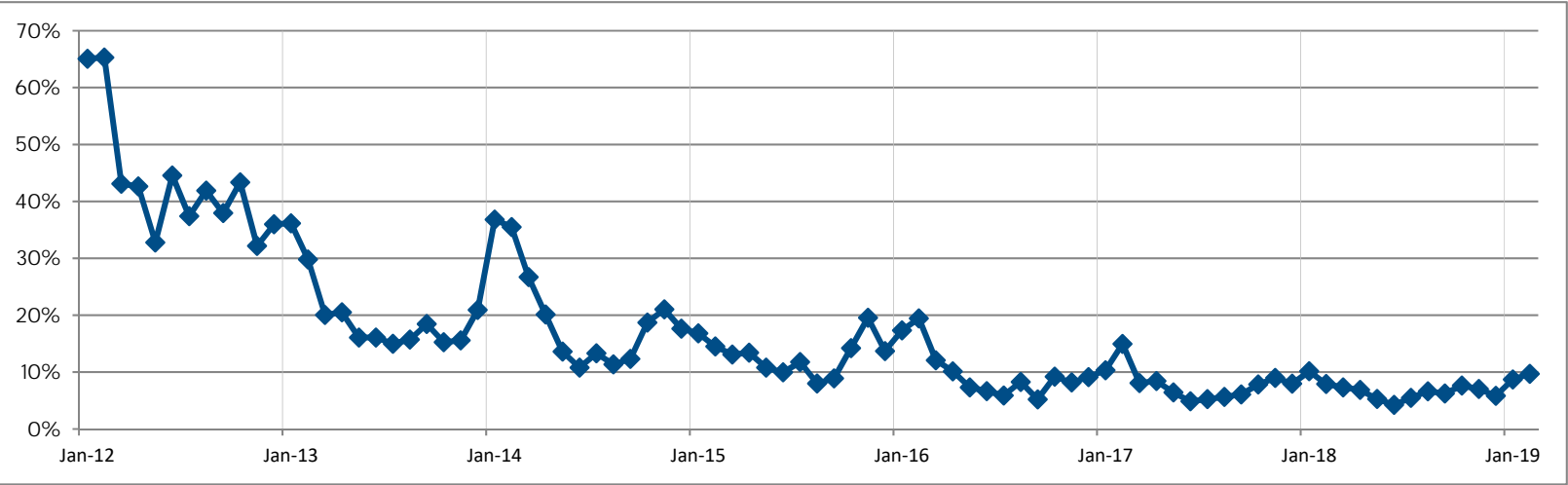


Year to Date



	Foreclosure as % of Sales	Percent Change
01/2015	17%	
01/2016	17%	3.00%
01/2017	10%	-40.34%
01/2018	10%	-1.85%
01/2019	9%	-14.31%

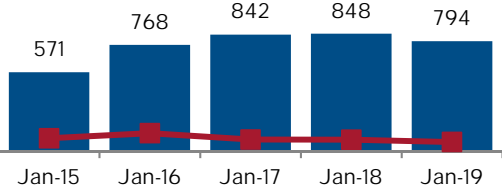
Foreclosures as a % of Sales



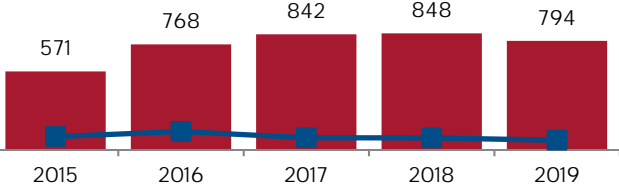
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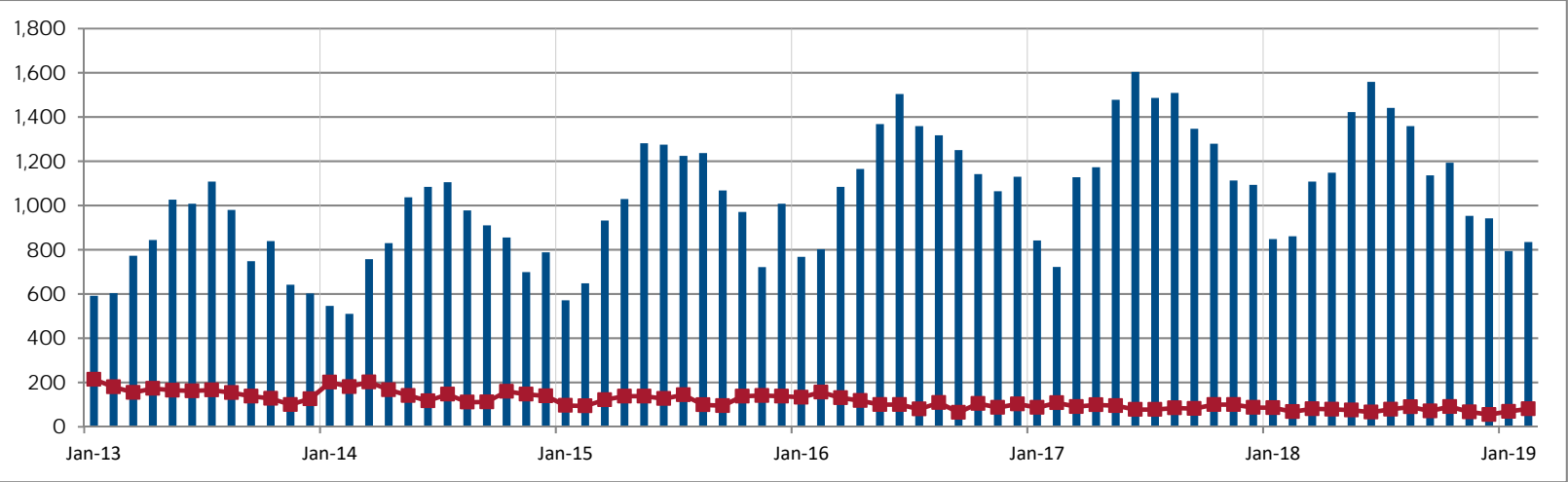
December



Year to Date - Total



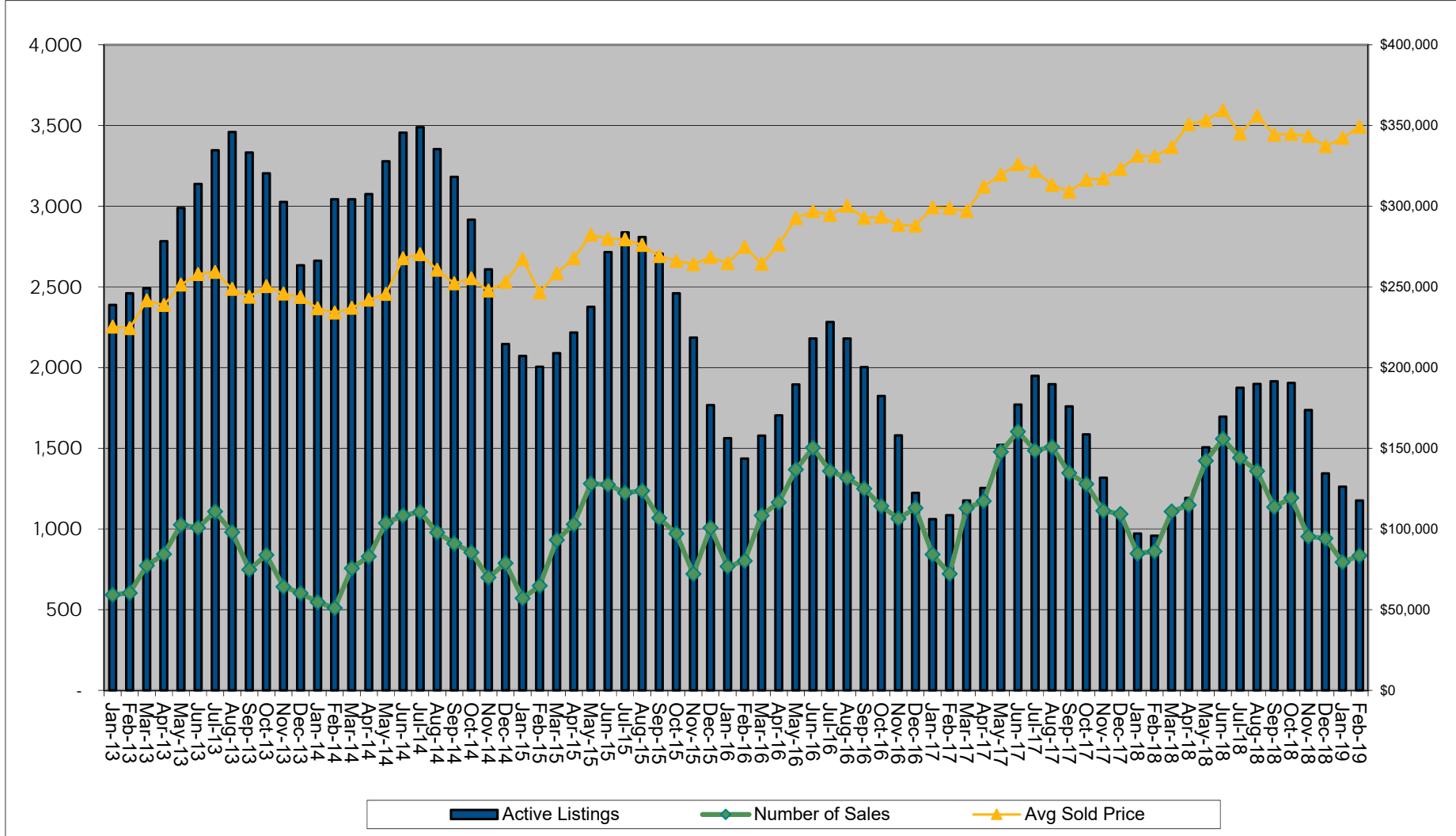
Number of Sales v Number of Foreclosures



Market Overview



Active Listings v Number Sold v Sales Price



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

