

Market Overview

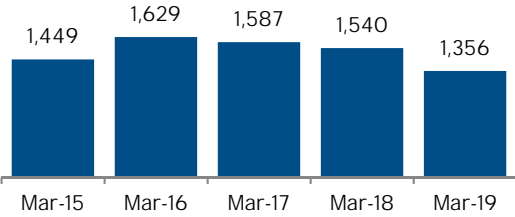


Key Metrics	Historical Sparkbars	March 2018	March 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,540	1,356	-11.95%	3,650	3,497	-4.19%
Pending		1,075	928	-13.67%	2,684	2,452	-8.64%
Sold Listings		1,108	1,078	-2.71%	2,817	2,707	-3.90%
Median Sales Price		298,000	313,500	5.20%	295,000	313,500	6.27%
Average Sales Price		336,564	346,832	3.05%	332,959	346,122	3.95%
Pct. Of List Price Received		100.3	99.8	-0.50%	99.8	99.6	-0.27%
Days on Market		25	35	40.00%	33	40	22.22%
Active Listings		1,074	1,127	4.93%	1,002	1,188	18.64%

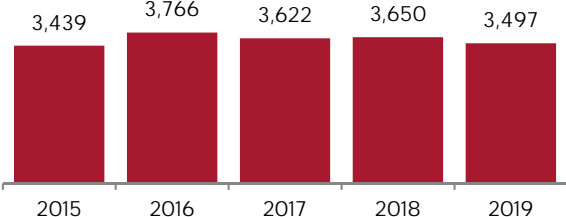
Market Overview



March

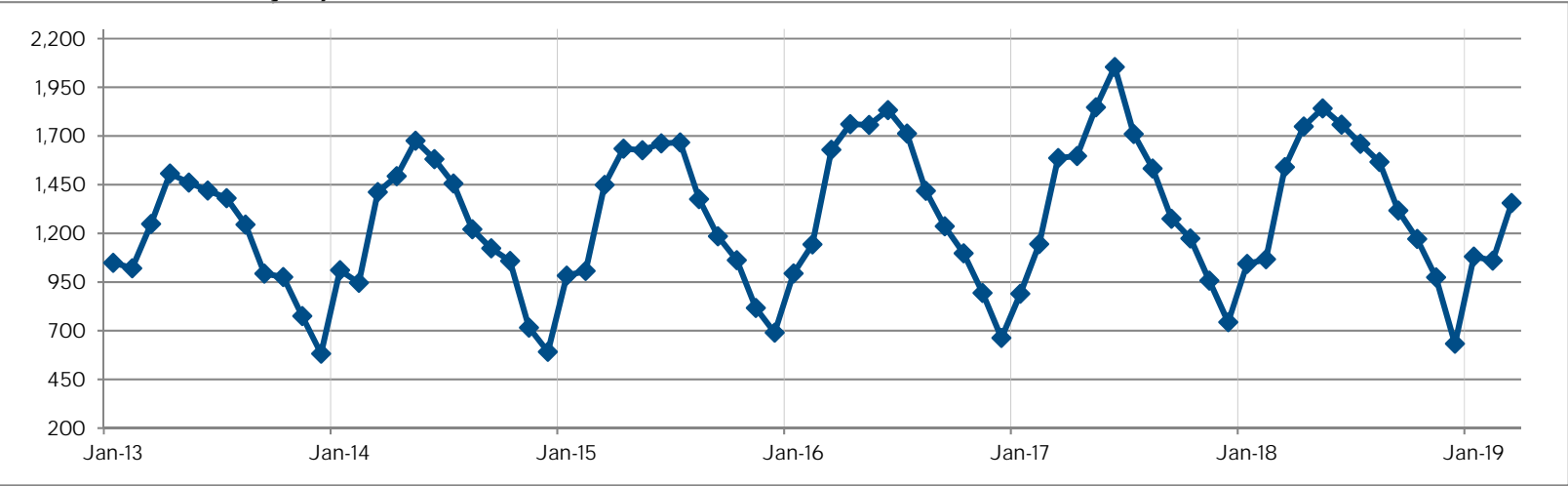


Year to Date



	New Listings	Percent Change
03/2015	1,449	
03/2016	1,629	12.42%
03/2017	1,587	-2.58%
03/2018	1,540	-2.96%
03/2019	1,356	-11.95%

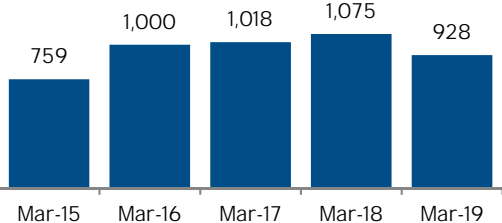
Historical New Listings by Month



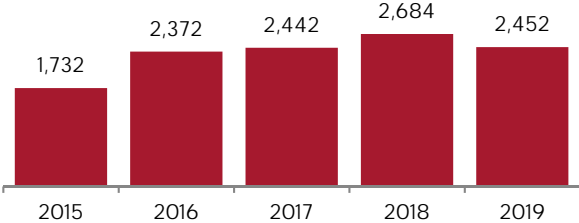
Market Overview



March

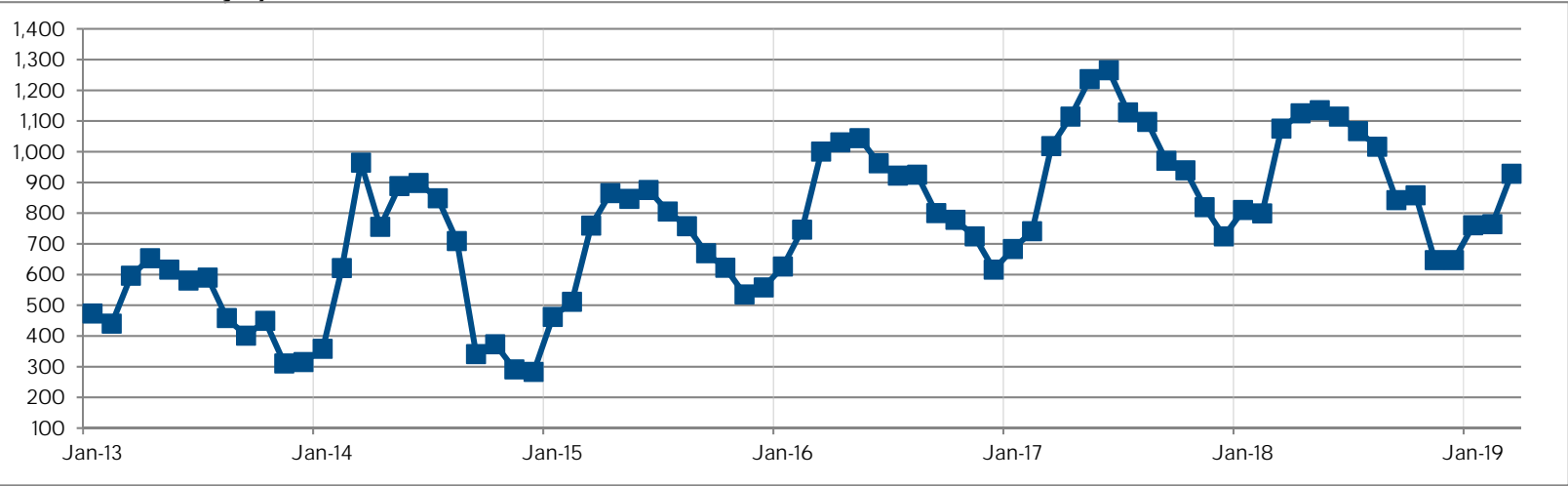


Year to Date

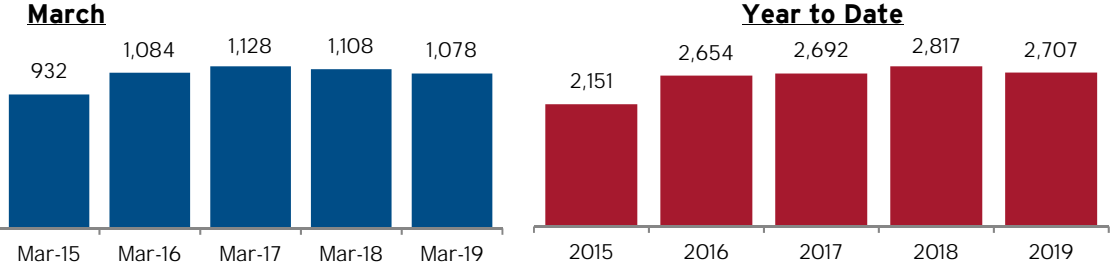


	Pending	Percent Change
03/2015	759	
03/2016	1,000	31.75%
03/2017	1,018	1.80%
03/2018	1,075	5.60%
03/2019	928	-13.67%

Historical Pending by Month

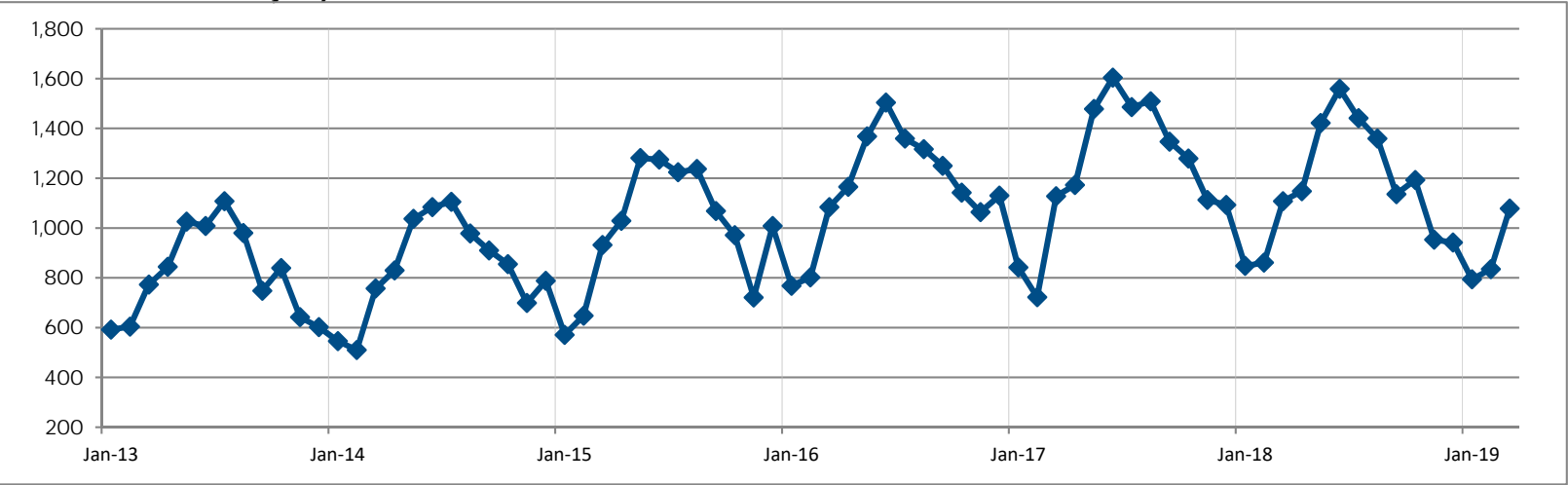


Market Overview



	Sold Listings	Percent Change
03/2015	932	
03/2016	1,084	16.31%
03/2017	1,128	4.06%
03/2018	1,108	-1.77%
03/2019	1,078	-2.71%

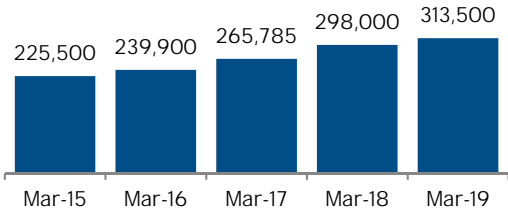
Historical Sold Listings by Month



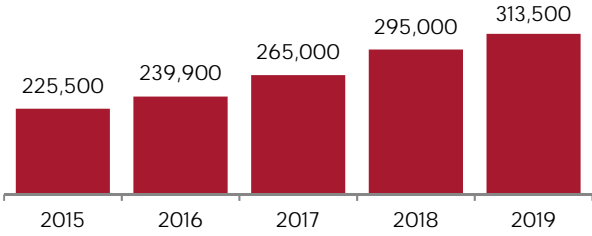
Market Overview



March

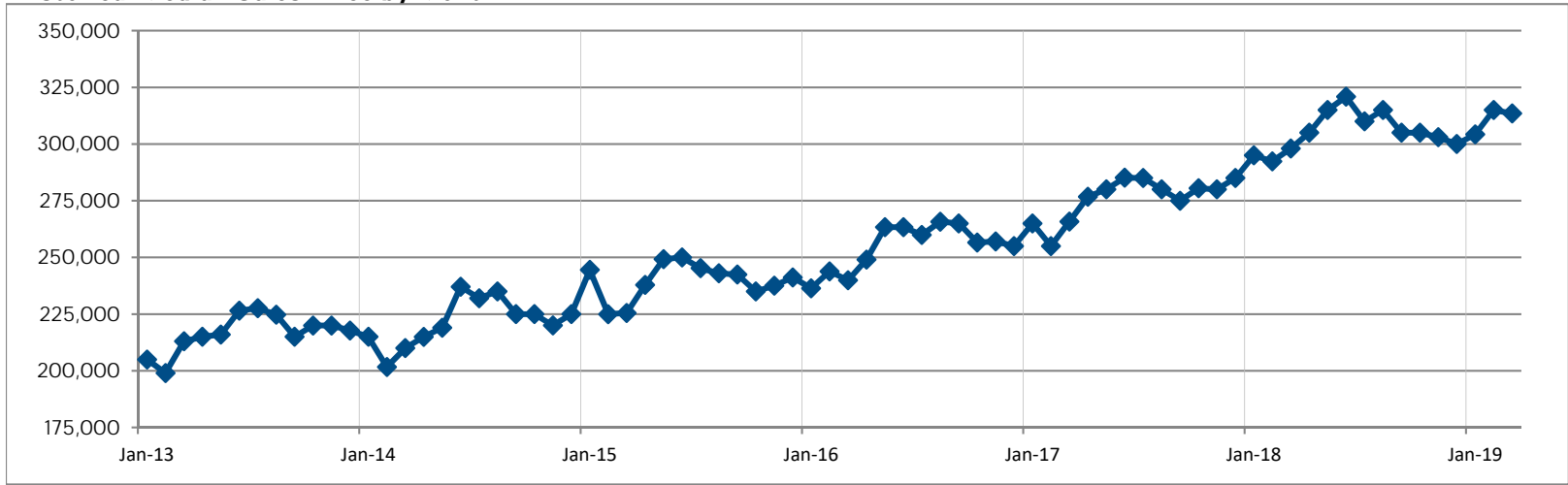


Year to Date - Median



	Median Sales Price	Percent Change
03/2015	225,500	
03/2016	239,900	6.39%
03/2017	265,785	10.79%
03/2018	298,000	12.12%
03/2019	313,500	5.20%

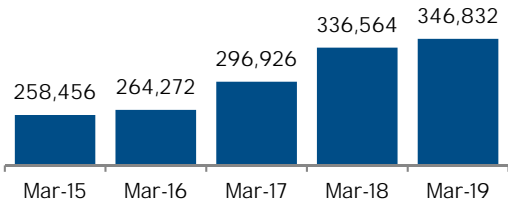
Historical Median Sales Price by Month



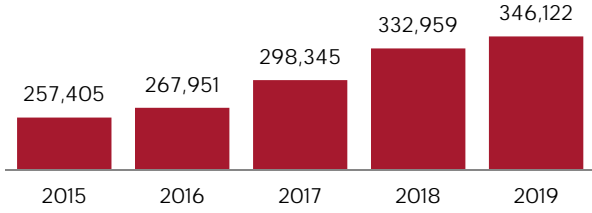
Market Overview



March

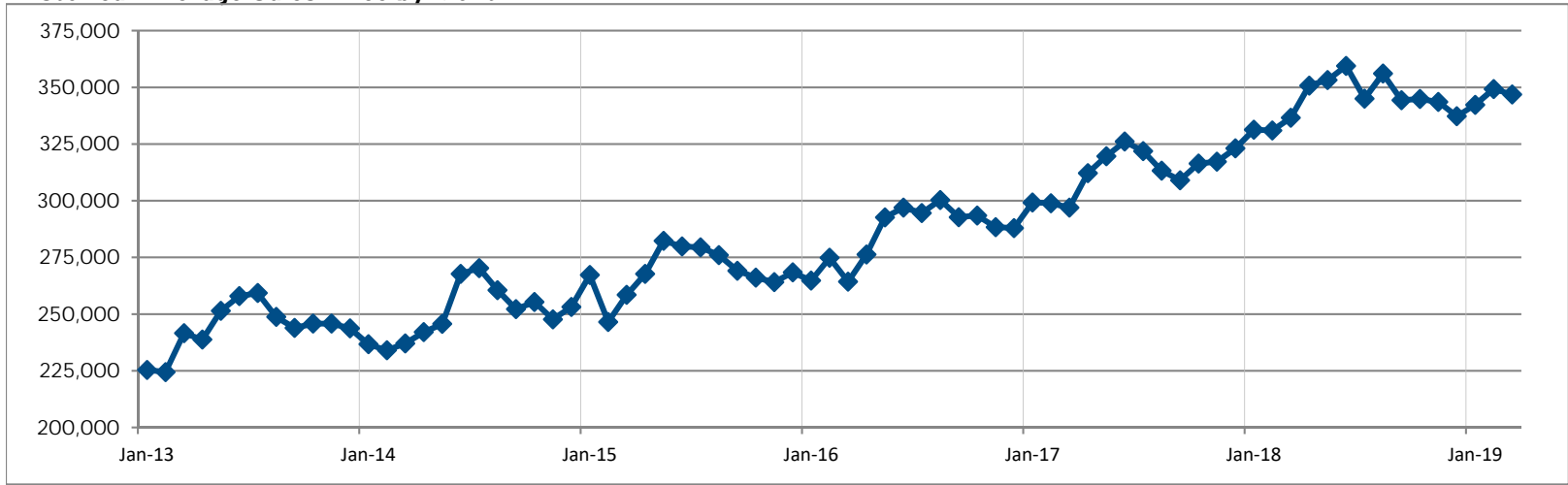


Year to Date - Average



	Average Sales Price	Percent Change
03/2015	258,456	
03/2016	264,272	2.25%
03/2017	296,926	12.36%
03/2018	336,564	13.35%
03/2019	346,832	3.05%

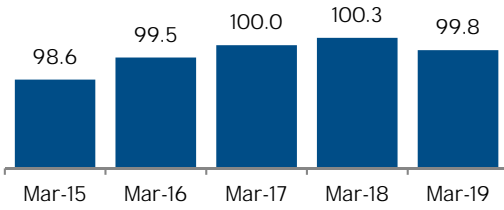
Historical Average Sales Price by Month



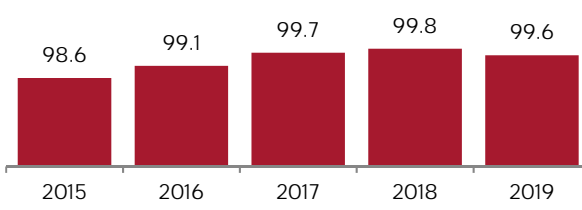
Market Overview



March

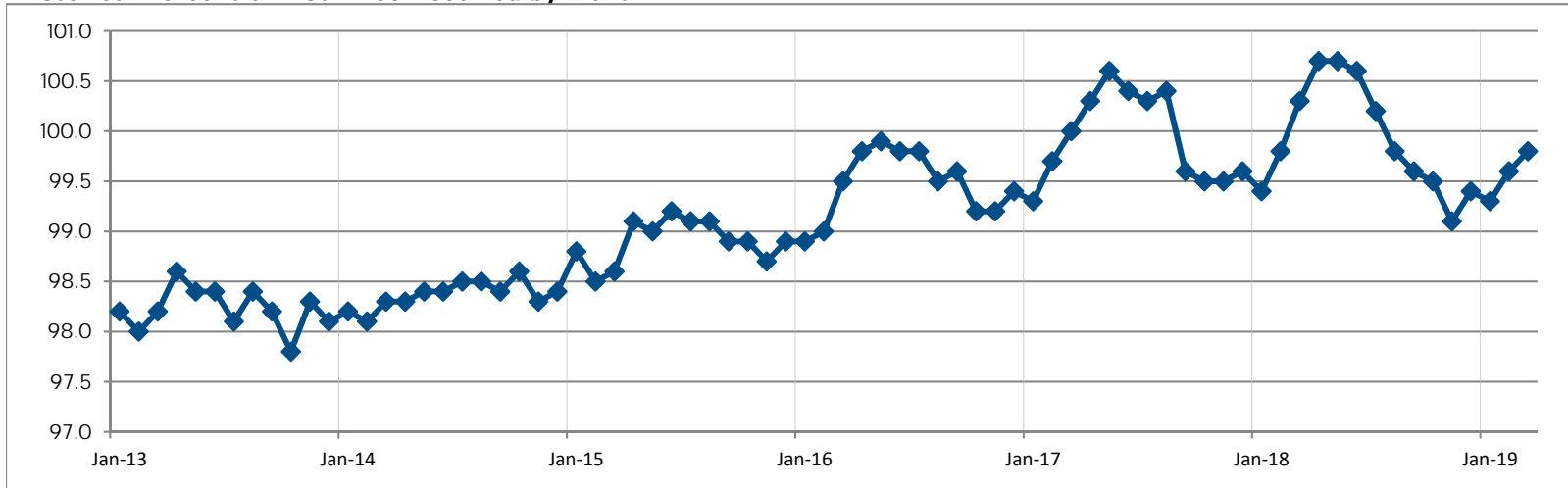


Year to Date - Average

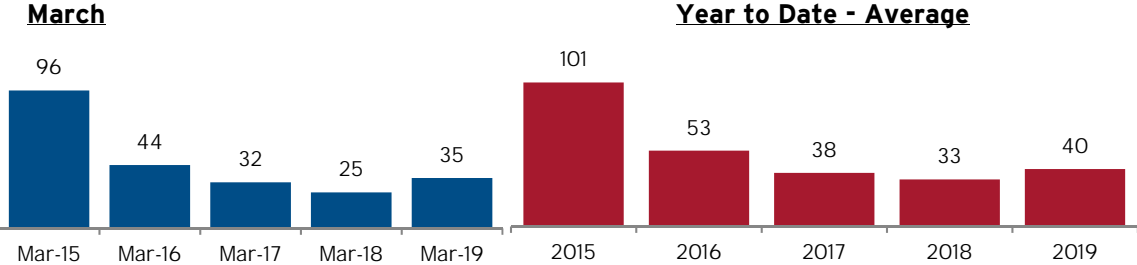


	Pct of List Recvd	Percent Change
03/2015	98.6	
03/2016	99.5	0.91%
03/2017	100.0	0.50%
03/2018	100.3	0.30%
03/2019	99.8	-0.50%

Historical Percent of List Price Received by Month

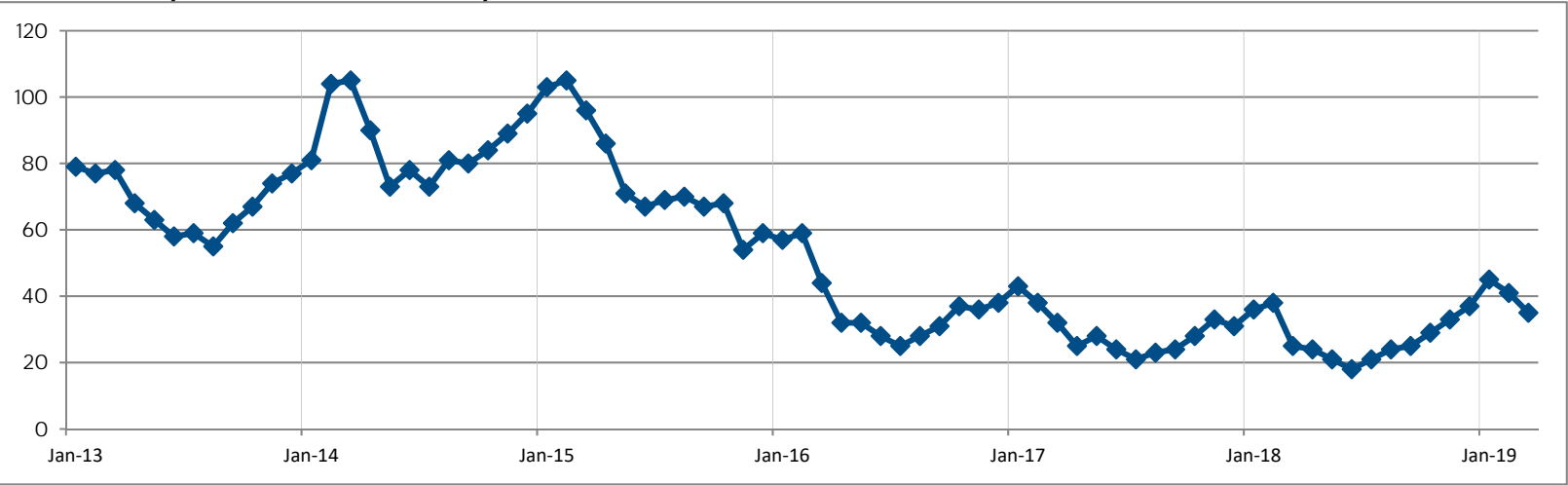


Market Overview

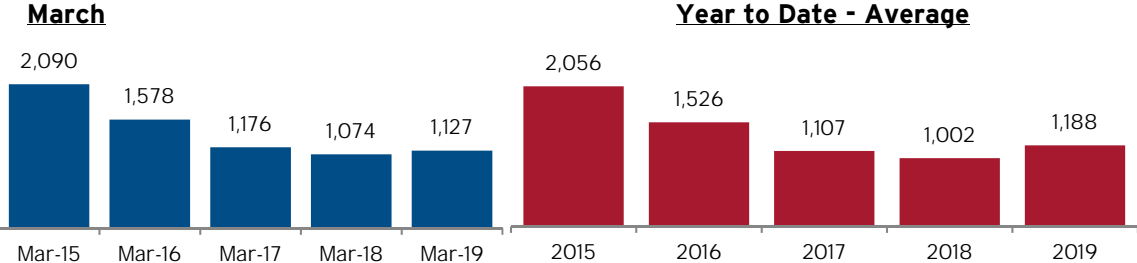


	DOM	Percent Change
03/2015	96	
03/2016	44	-54.17%
03/2017	32	-27.27%
03/2018	25	-21.88%
03/2019	35	40.00%

Historical Days on Market Until Sale by Month



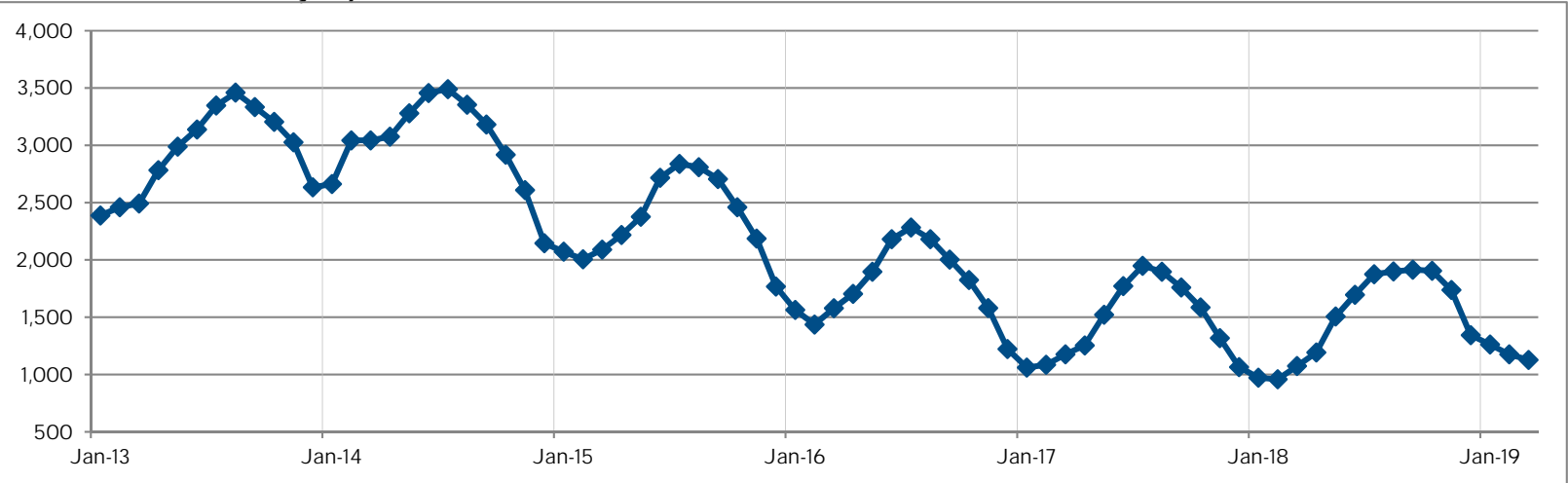
Market Overview



Year to Date - Average

	Active Listings	Percent Change
03/2015	2,090	
03/2016	1,578	-24.50%
03/2017	1,176	-25.48%
03/2018	1,074	-8.67%
03/2019	1,127	4.93%

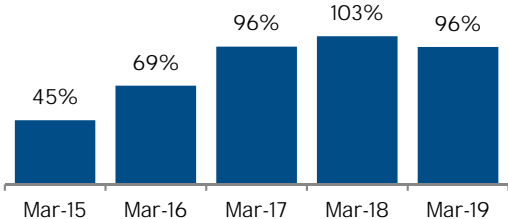
Historical Active Listings by Month



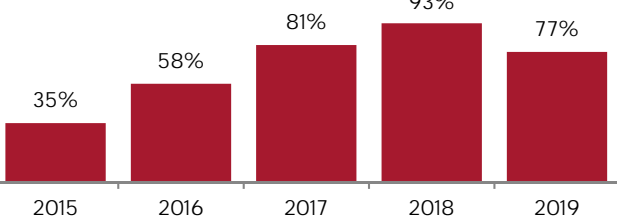
Market Overview



March

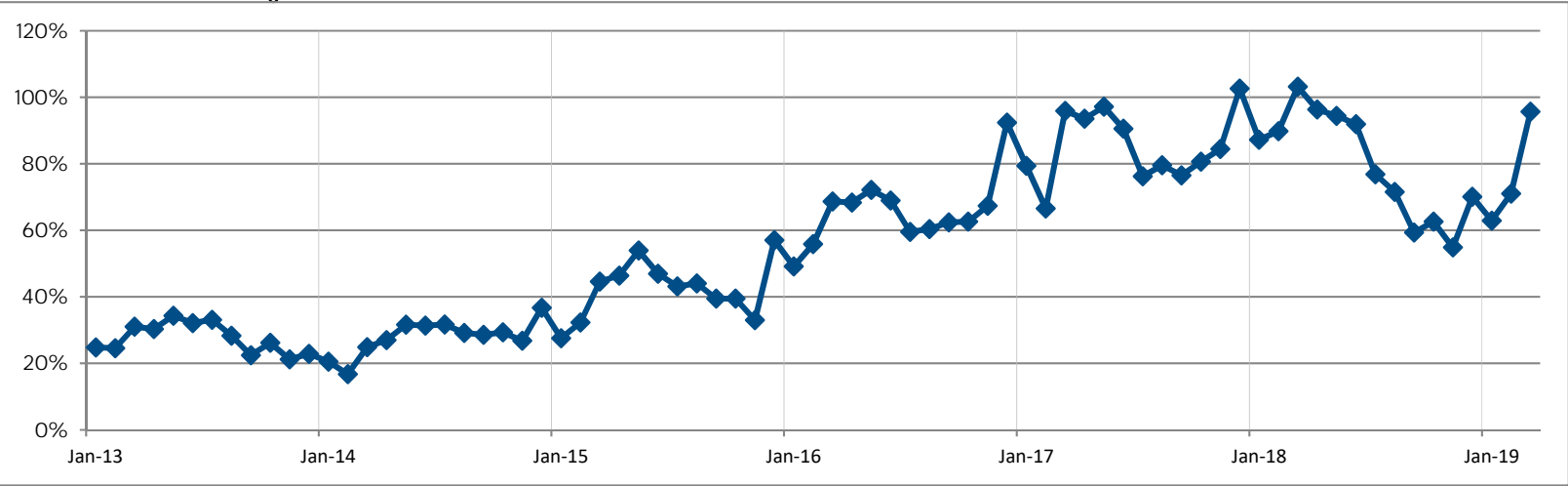


Year to Date - Average

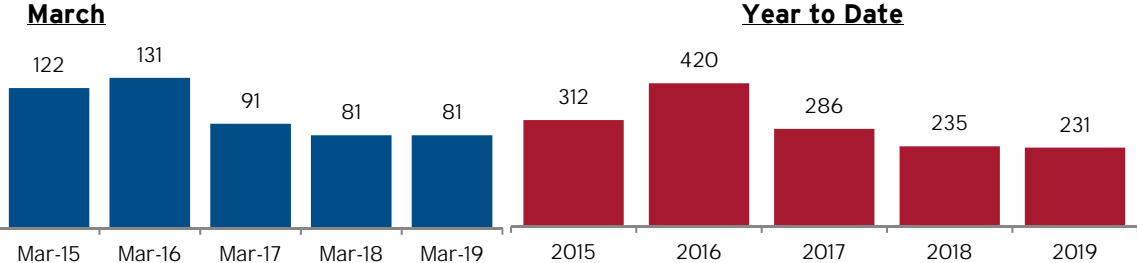


	Sales as a % of Active Listings	Percent Change
03/2015	45%	
03/2016	69%	54.05%
03/2017	96%	39.63%
03/2018	103%	7.56%
03/2019	96%	-7.28%

Sales as a % of Active Listings

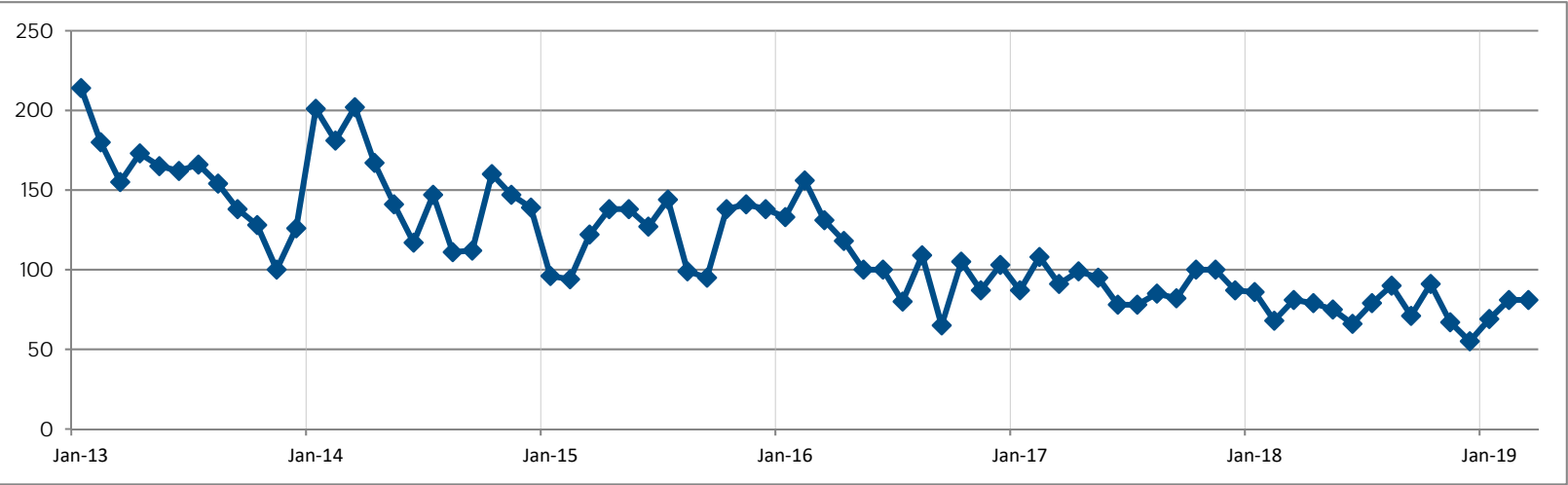


Market Overview

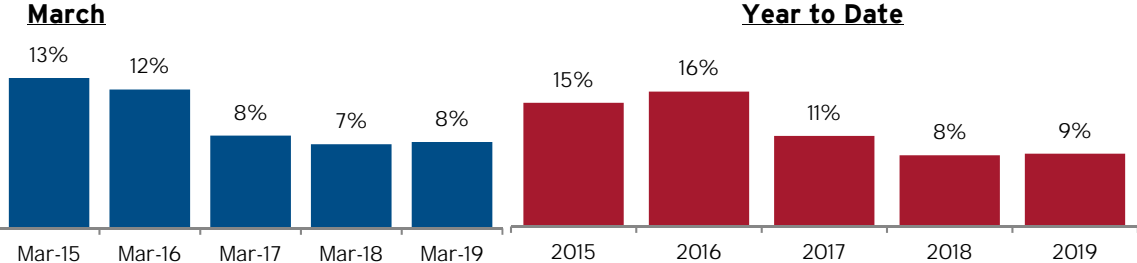


	Foreclosures	Percent Change
03/2015	122	
03/2016	131	7.38%
03/2017	91	-30.53%
03/2018	81	-10.99%
03/2019	81	0.00%

Foreclosures

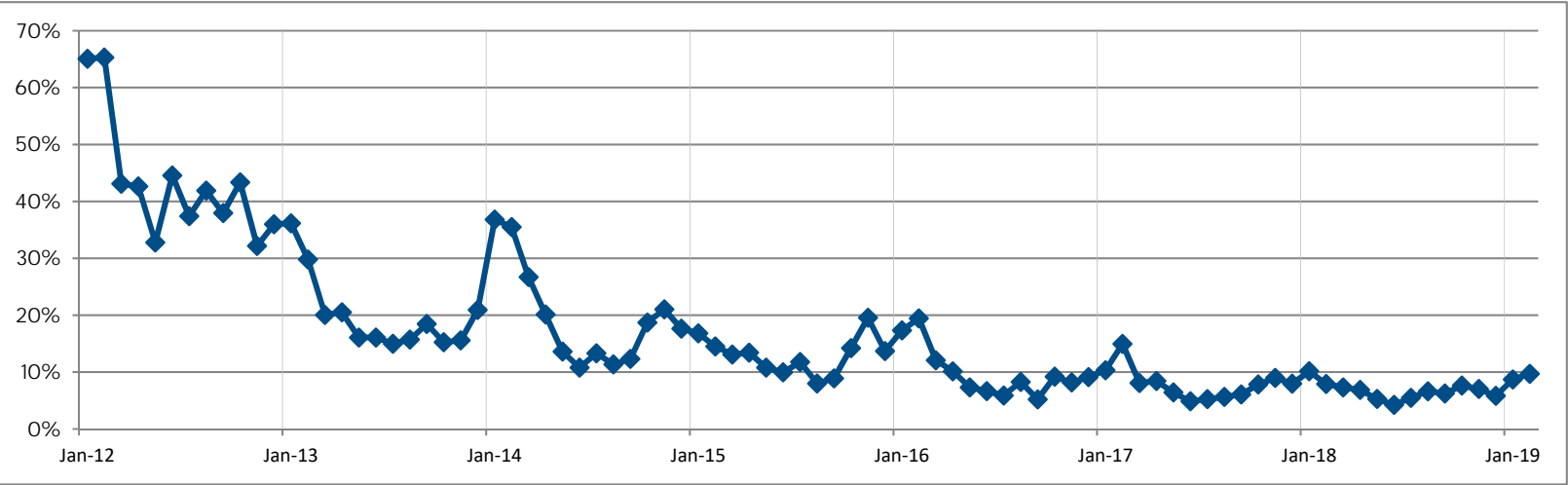


Market Overview

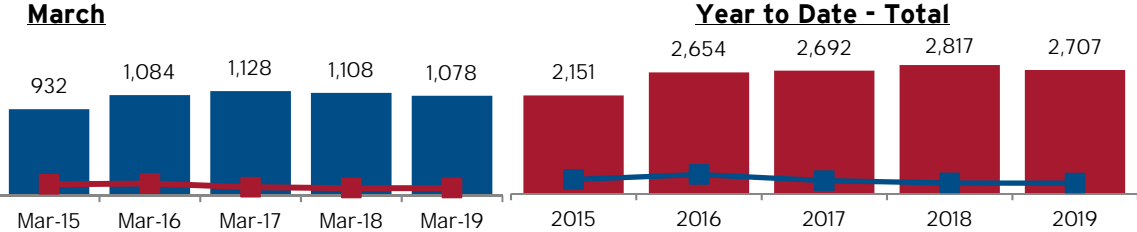


	Foreclosure as % of Sales	Percent Change
03/2015	13%	
03/2016	12%	-7.68%
03/2017	8%	-33.24%
03/2018	7%	-9.38%
03/2019	8%	2.78%

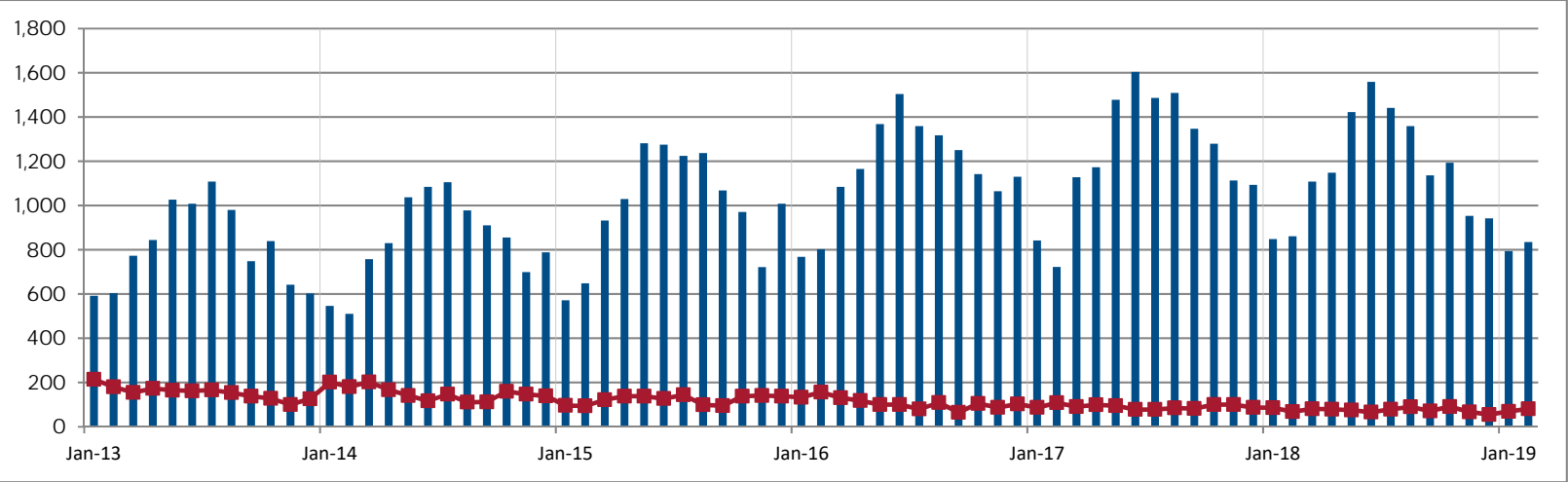
Foreclosures as a % of Sales



Market Overview



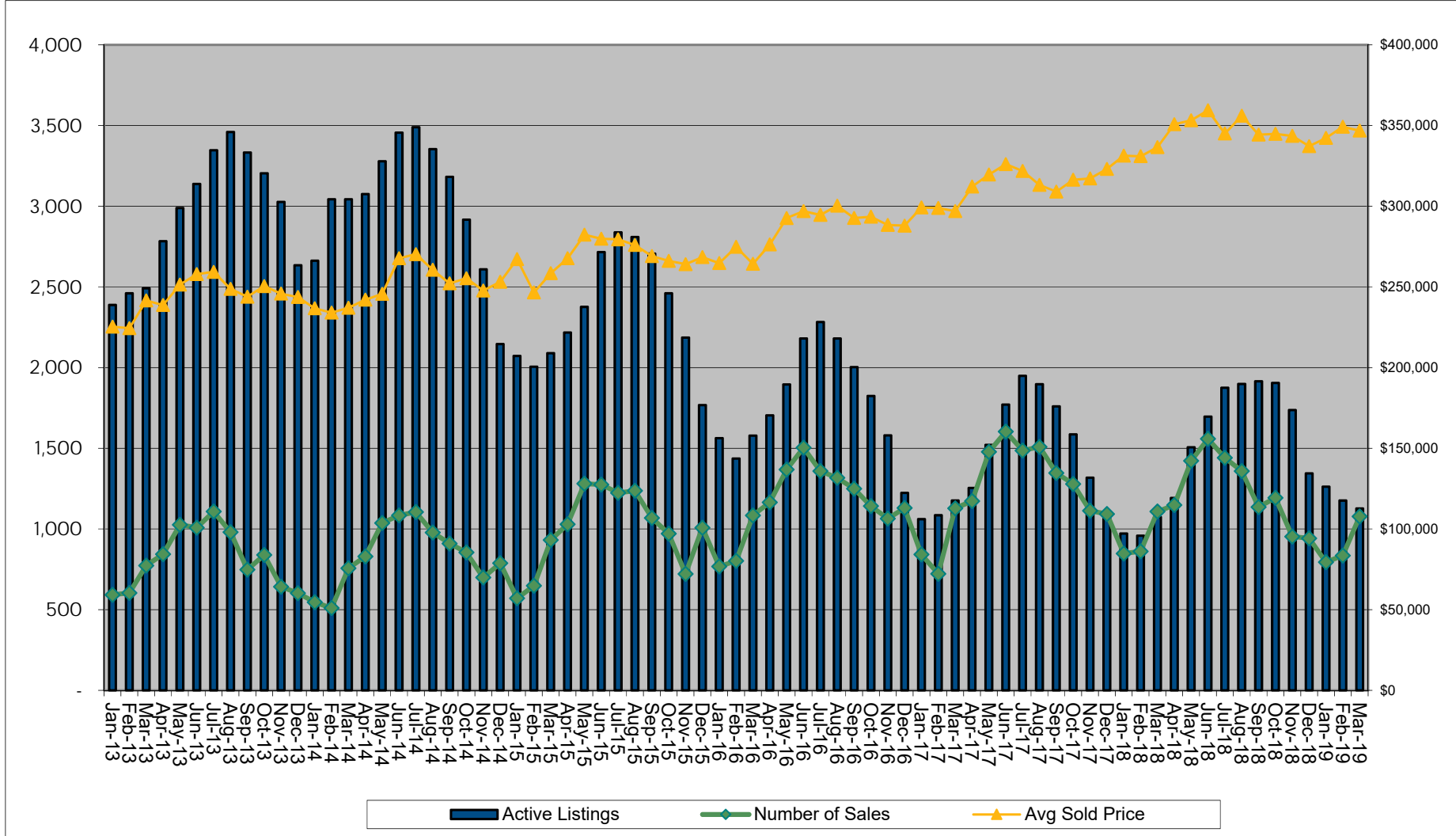
Number of Sales v Number of Foreclosures



Market Overview



Active Listings v Number Sold v Sales Price



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

