



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Oct 2017	Oct 2016	+ / -	YTD 2017	YTD 2016	+ / -
Listing Activity Charts Metrics						
New Listing Count	227	231	-1.7%	2,536	2,481	+2.2%
New Listing Volume	\$40,289,057	\$40,123,199	+0.4%	\$450,939,089	\$436,671,810	+3.3%
Active Listing Count	686	644	+6.5%	6,538	6,513	+0.4%
Active Listing Volume	\$153,271,423	\$135,143,776	+13.4%	\$1,425,289,851	\$1,338,732,918	+6.5%
Average Listing Price	\$223,428	\$209,851	+6.5%	\$218,035	\$205,548	+6.1%
Months of Inventory	3.1	2.8	+10.4%	3.4	3.6	-6%
Sales Activity Charts Metrics						
Closed Sales Count	178	196	-9.2%	1,886	1,930	-2.3%
Closed Sales Volume	\$29,923,210	\$30,423,752	-1.6%	\$298,875,219	\$298,279,528	+0.2%
Average Sales Price	\$168,108	\$155,223	+8.3%	\$158,470	\$154,549	+2.5%
Average Sales Price per Sq Ft	\$94	\$91	+3.3%	\$89	\$87	+2.8%

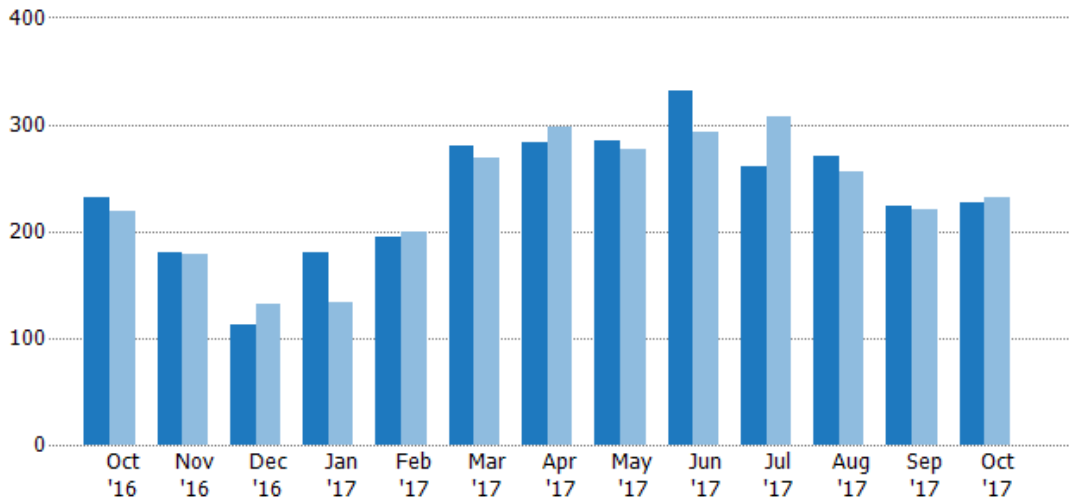


New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Month/Year	Count	% Chg.
Oct '17	227	-1.7%
Oct '16	231	5.5%
Oct '15	219	3.2%

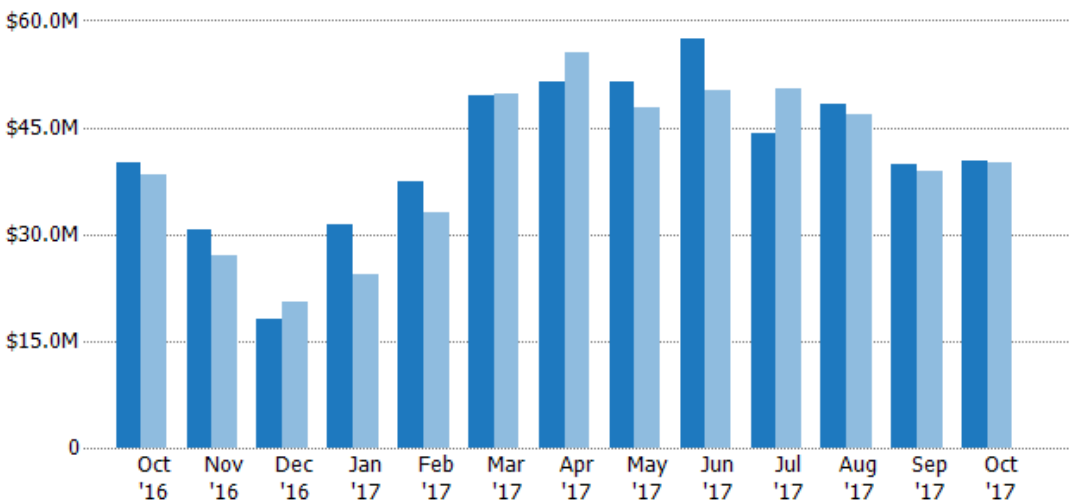
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	231	180	112	180	195	280	283	284	331	261	271	224	227
Prior Year	219	178	131	134	200	268	297	276	292	308	255	220	231
Percent Change from Prior Year	5%	1%	-15%	34%	-3%	4%	-5%	3%	13%	-15%	6%	2%	-2%

New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Month/Year	Volume	% Chg.
Oct '17	\$40.3M	0.4%
Oct '16	\$40.1M	4.6%
Oct '15	\$38.4M	-17.8%

	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	\$40.1M	\$30.6M	\$18M	\$31.3M	\$37.4M	\$49.4M	\$51.4M	\$51.3M	\$57.4M	\$44.3M	\$48.3M	\$39.8M	\$40.3M
Prior Year	\$38.4M	\$27.1M	\$20.5M	\$24.3M	\$33M	\$49.6M	\$55.5M	\$47.9M	\$50.2M	\$50.5M	\$46.7M	\$38.8M	\$40.1M
Percent Change from Prior Year	5%	13%	-12%	29%	13%	0%	-7%	7%	14%	-12%	3%	3%	0%



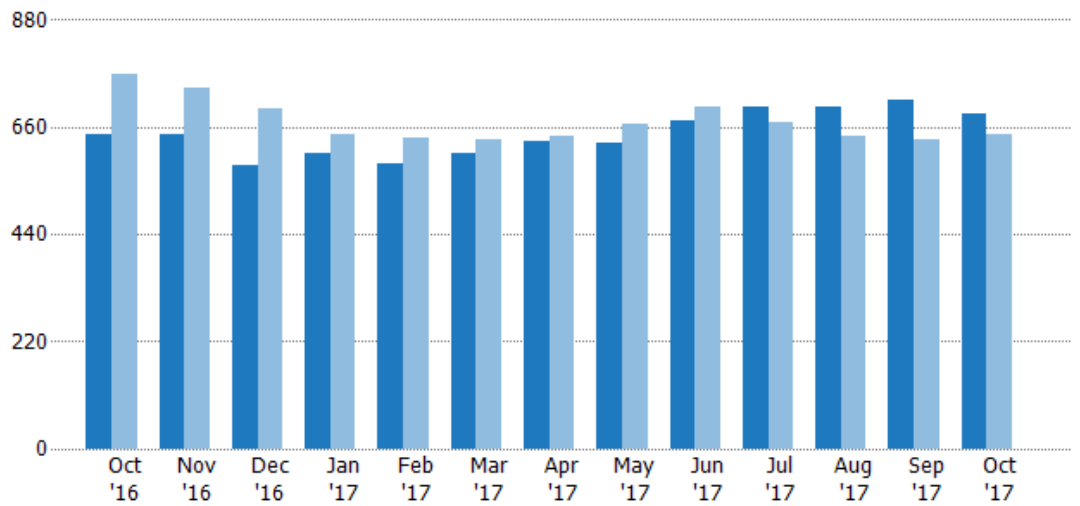
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

MLSs: 2 of 3
 Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured,
 Multifamily/Multiplex, Other
 Residential, Single Family
 Residence

Month/ Year	Count	% Chg.
Oct '17	686	6.5%
Oct '16	644	-16.3%
Oct '15	769	13.5%



Current Year	644	646	583	605	586	607	632	629	675	701	702	715	686
Prior Year	769	739	699	645	638	633	640	666	700	670	643	634	644
Percent Change from Prior Year	-16%	-13%	-17%	-6%	-8%	-4%	-1%	-6%	-4%	5%	9%	13%	7%

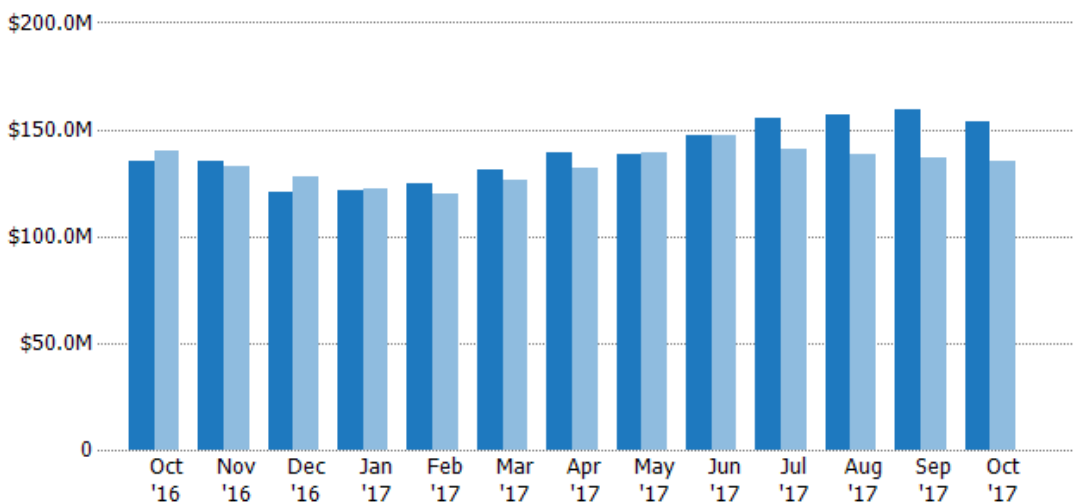
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

MLSs: 2 of 3
 Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured,
 Multifamily/Multiplex, Other
 Residential, Single Family
 Residence

Month/ Year	Volume	% Chg.
Oct '17	\$153M	13.4%
Oct '16	\$135M	-3.5%
Oct '15	\$140M	1.7%



Current Year	\$135M	\$135M	\$121M	\$122M	\$125M	\$131M	\$139M	\$139M	\$147M	\$155M	\$157M	\$159M	\$153M
Prior Year	\$140M	\$133M	\$128M	\$122M	\$120M	\$126M	\$132M	\$139M	\$148M	\$141M	\$138M	\$137M	\$135M
Percent Change from Prior Year	-3%	2%	-5%	-1%	4%	4%	5%	0%	0%	10%	13%	16%	13%



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

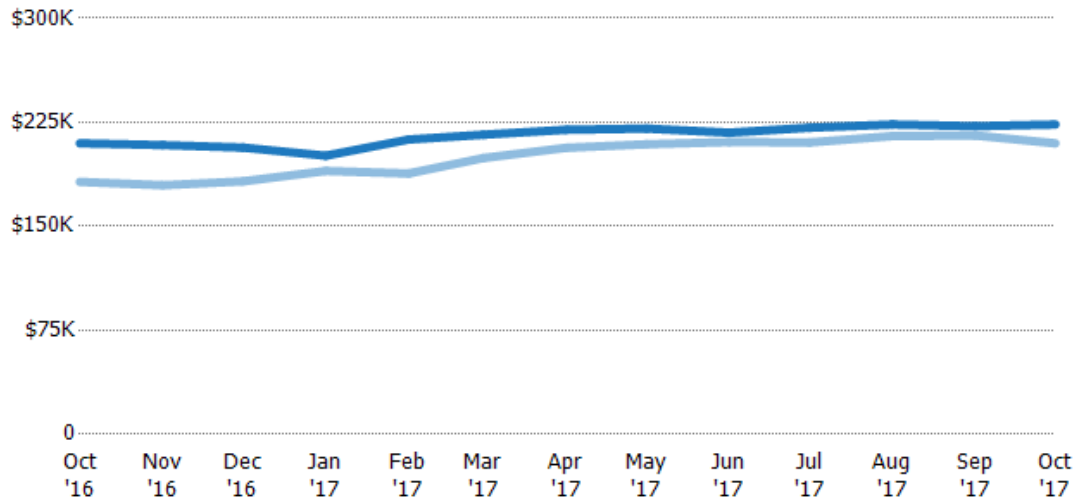
Filters Used

MLSs: 2 of 3

Property Type:

Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/ Year	Price	% Chg.
Oct '17	\$223K	6.5%
Oct '16	\$210K	15.3%
Oct '15	\$182K	-10.4%



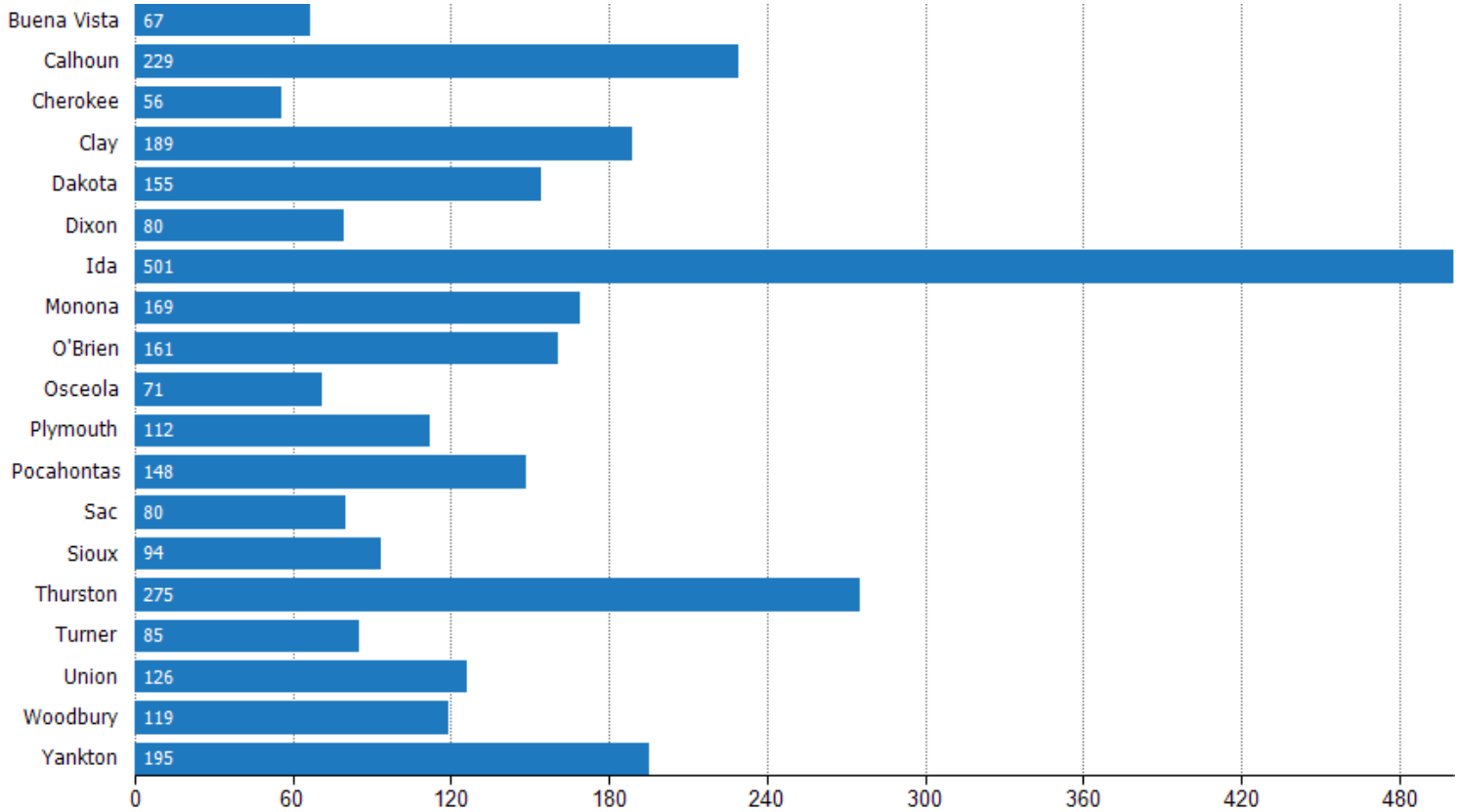
Current Year	\$210K	\$209K	\$207K	\$201K	\$213K	\$216K	\$220K	\$220K	\$218K	\$221K	\$223K	\$222K	\$223K
Prior Year	\$182K	\$180K	\$182K	\$190K	\$188K	\$199K	\$207K	\$209K	\$211K	\$210K	\$215K	\$215K	\$210K
Percent Change from Prior Year	15%	16%	13%	6%	13%	8%	6%	5%	3%	5%	4%	3%	6%



Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

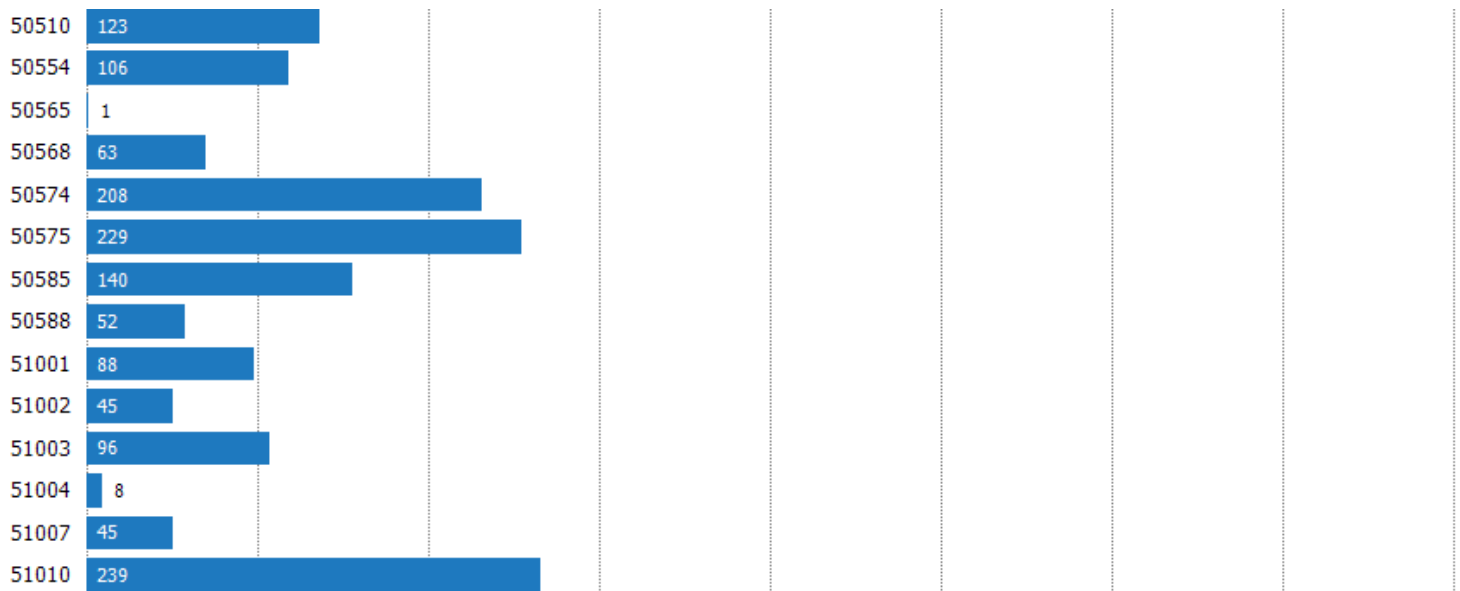
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

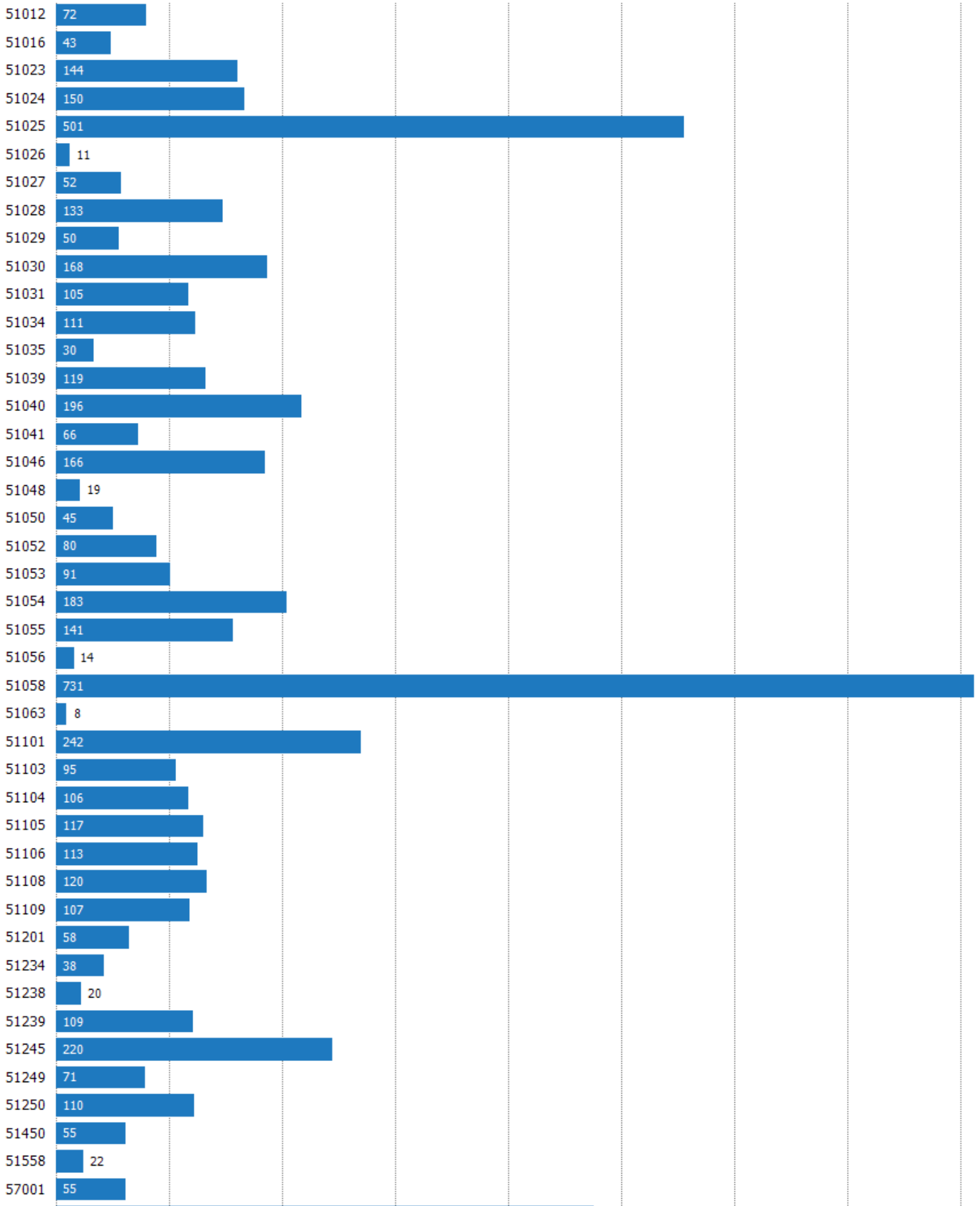


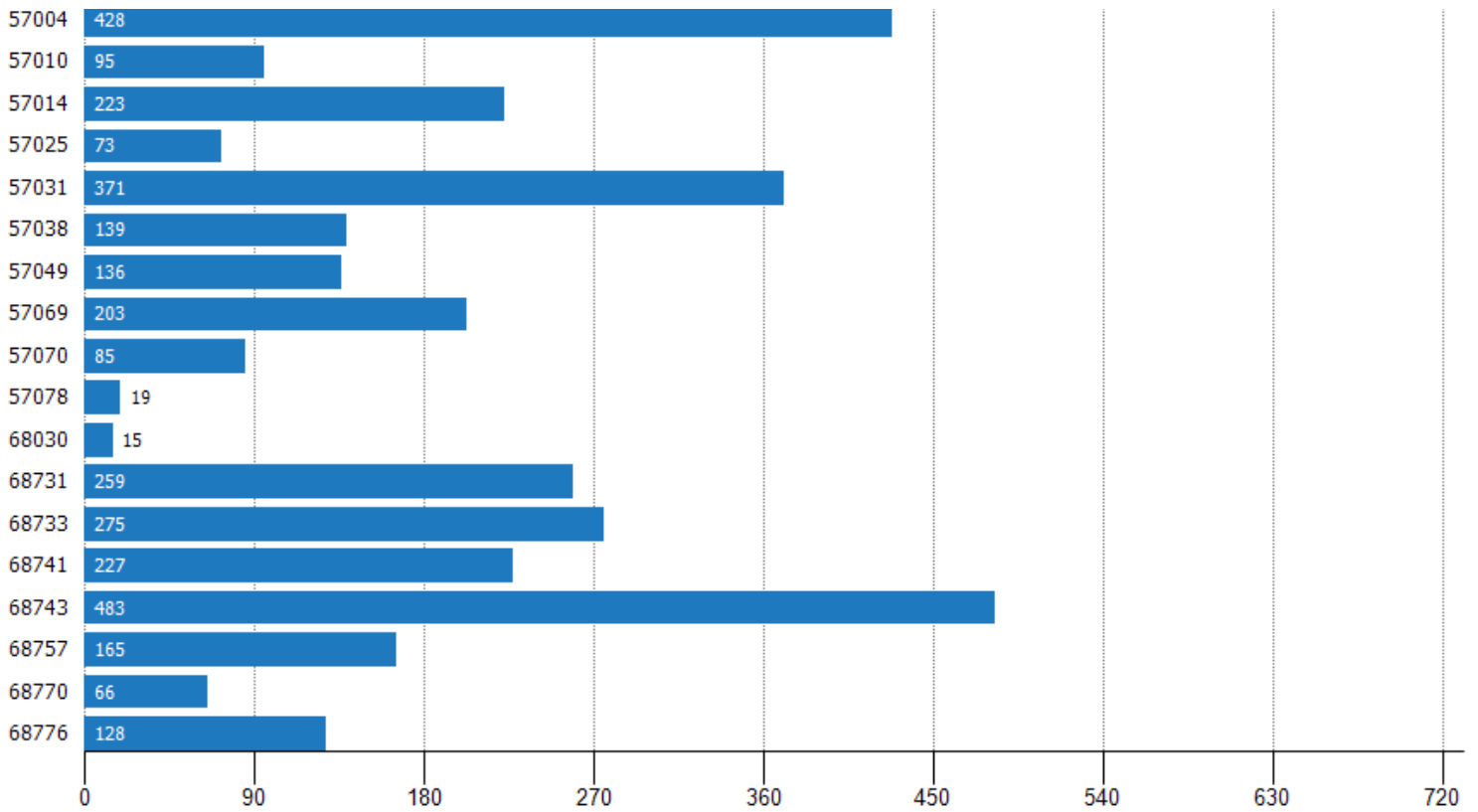
Average Days in RPR (By Zip)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by zip.

Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence







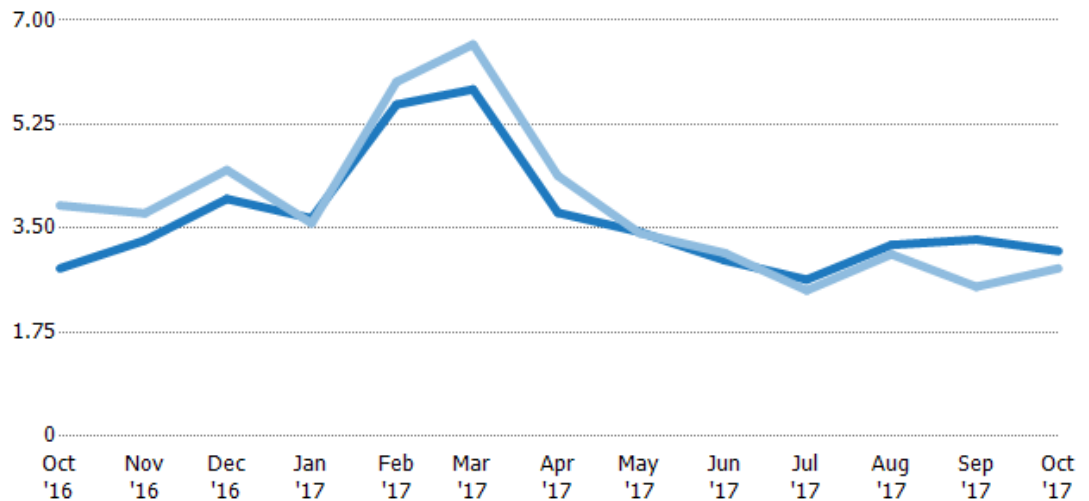
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

MLSs: 2 of 3
 Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured,
 Multifamily/Multiplex, Other
 Residential, Single Family
 Residence

Month/ Year	Months	% Chg.
Oct '17	3.12	10.4%
Oct '16	2.82	-27.3%
Oct '15	3.88	17.1%



Current Year	2.82	3.3	3.99	3.67	5.58	5.84	3.76	3.44	2.96	2.64	3.22	3.31	3.12
Prior Year	3.88	3.75	4.48	3.58	5.96	6.59	4.38	3.42	3.08	2.45	3.06	2.52	2.82
Percent Change from Prior Year	-27%	-12%	-11%	2%	-6%	-11%	-14%	1%	-4%	7%	5%	32%	10%



Active/Pending/Sold Units

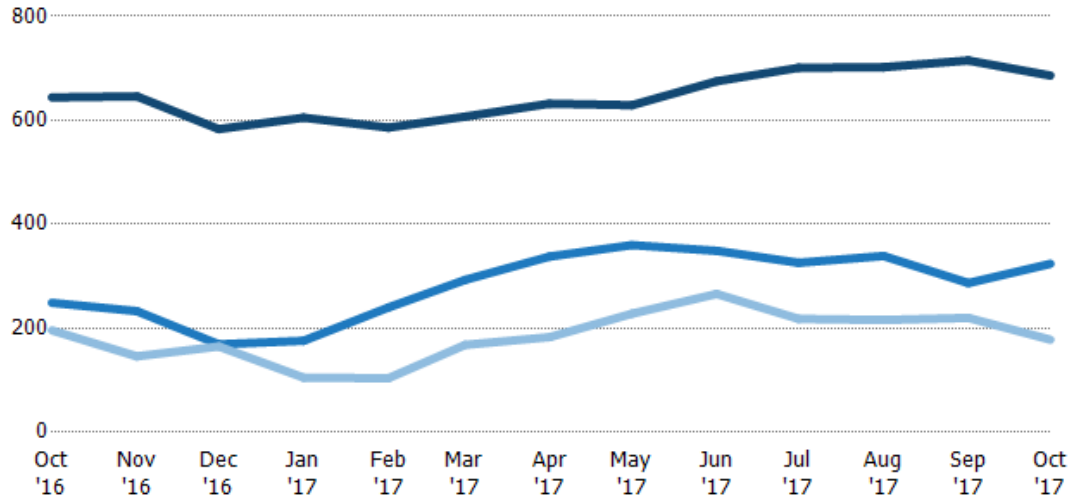
The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Active	644	646	583	605	586	607	632	629	675	701	702	715	686
Pending	249	233	169	176	240	293	338	360	349	326	339	287	324
Sold	196	146	165	105	104	168	183	228	266	218	216	220	178

Closed Sales

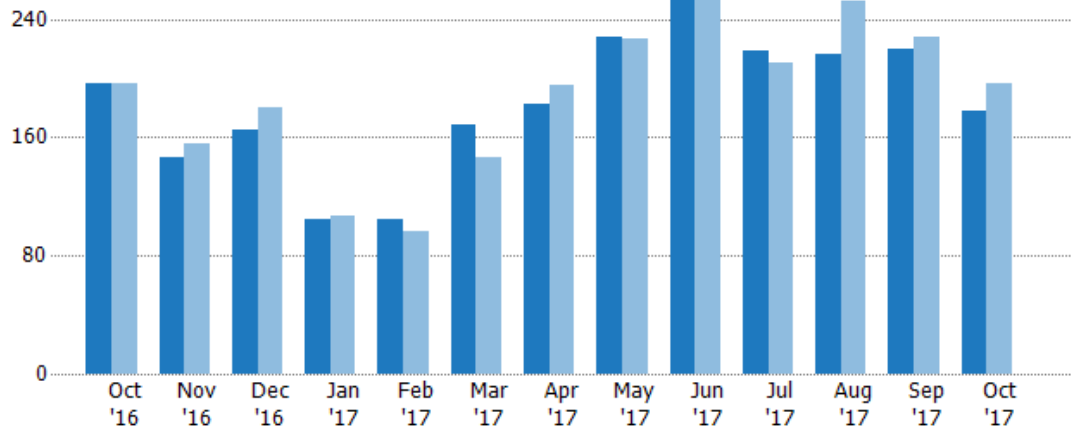
The total number of single-family, condominium and townhome properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Month/Year	Count	% Chg.
Oct '17	178	-9.2%
Oct '16	196	-0.5%
Oct '15	197	3%

	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Current Year	196	146	165	105	104	168	183	228	266	218	216	220	178
Prior Year	197	156	180	107	96	146	195	227	273	210	252	228	196
Percent Change from Prior Year	-1%	-6%	-8%	-2%	8%	15%	-6%	0%	-3%	4%	-14%	-4%	-9%





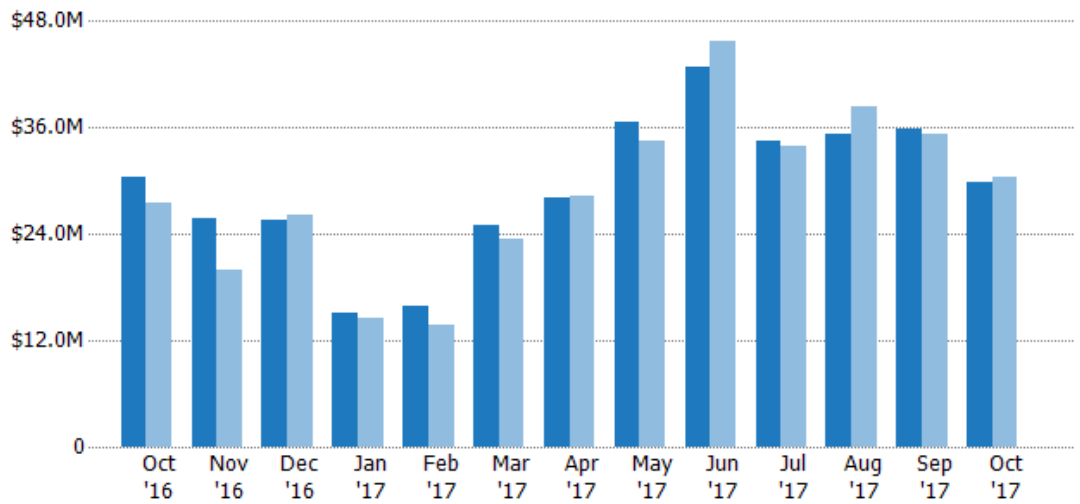
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/ Year	Volume	% Chg.
Oct '17	\$29.9M	-1.6%
Oct '16	\$30.4M	10.4%
Oct '15	\$27.6M	-4.5%



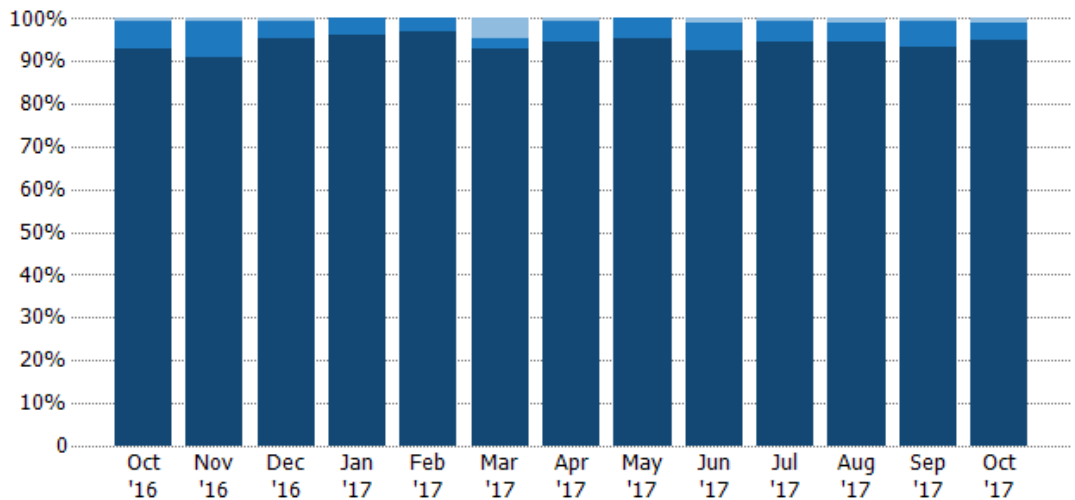
Current Year	\$30.4M	\$25.7M	\$25.6M	\$15.1M	\$15.9M	\$24.9M	\$28.1M	\$36.6M	\$42.8M	\$34.4M	\$35.2M	\$35.9M	\$29.9M
Prior Year	\$27.6M	\$19.9M	\$26.2M	\$14.5M	\$13.8M	\$23.4M	\$28.4M	\$34.5M	\$45.8M	\$34M	\$38.3M	\$35.2M	\$30.4M
Percent Change from Prior Year	10%	29%	-2%	4%	15%	6%	-1%	6%	-7%	1%	-8%	2%	-2%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Other	1%	1%	1%	-	-	5%	1%	-	1%	0%	1%	0%	1%
Condo/Townhouse	7%	8%	4%	4%	3%	2%	5%	5%	6%	5%	5%	6%	4%
Single Family Residence	93%	91%	95%	96%	97%	93%	95%	95%	92%	94%	94%	93%	95%

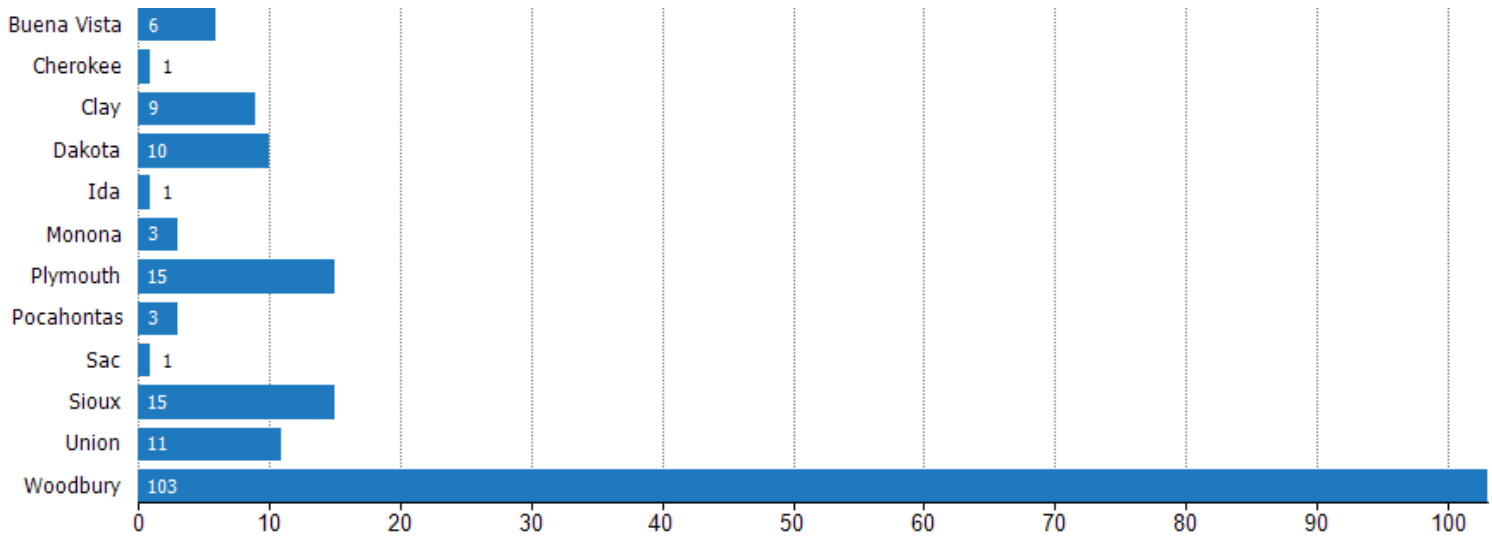




Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

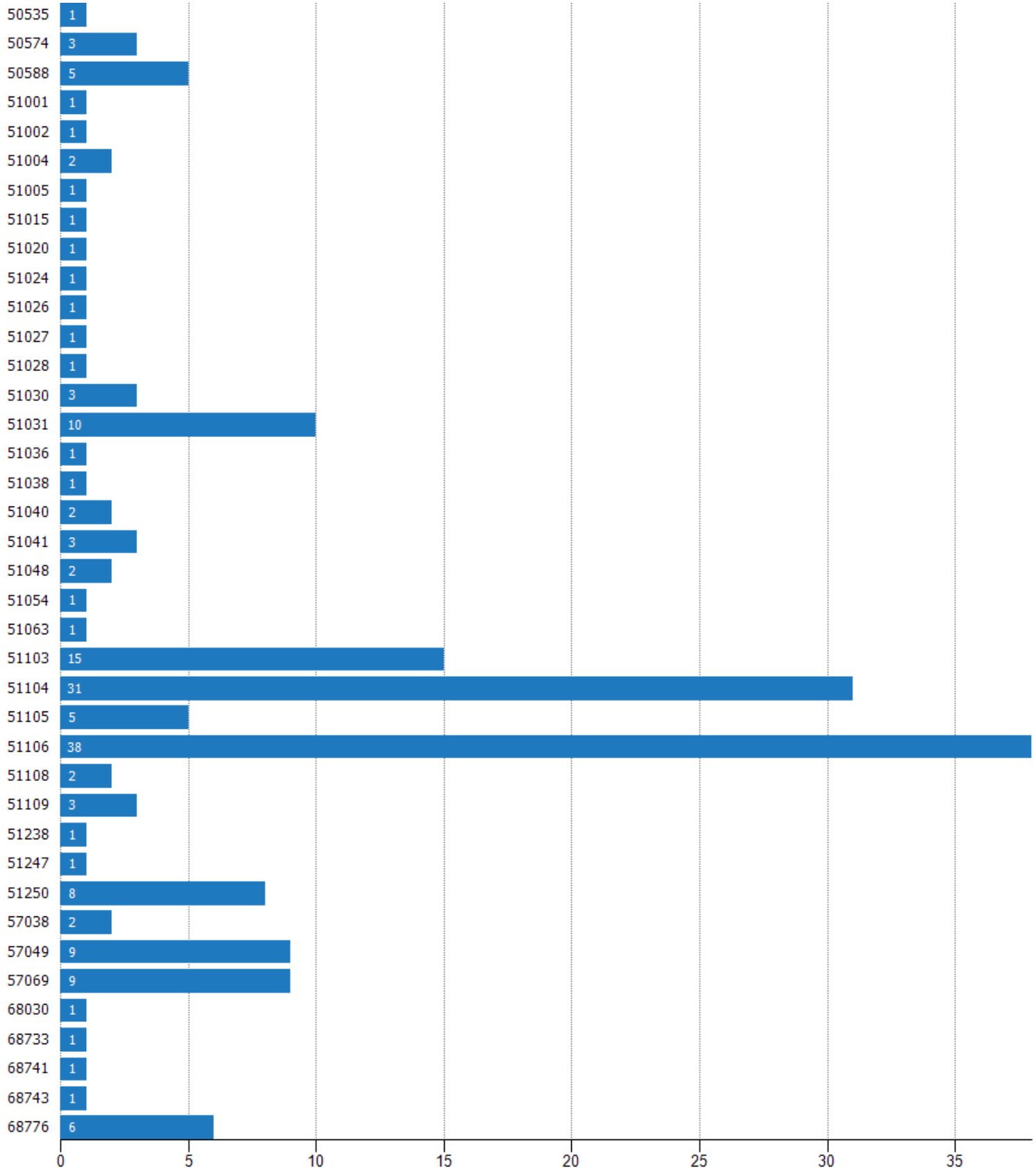


Closed Sales (By Zip)

The total number of single-family, condominium and townhome properties sold during the last month by zip.

Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence







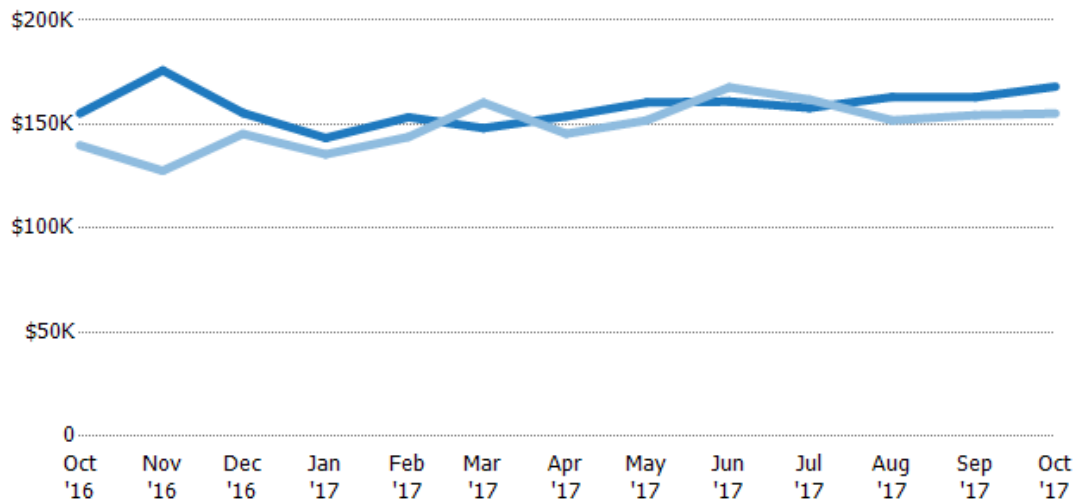
Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/Year	Price	% Chg.
Oct '17	\$168K	8.3%
Oct '16	\$155K	11%
Oct '15	\$140K	-7.3%



Current Year	\$155K	\$176K	\$155K	\$143K	\$153K	\$148K	\$154K	\$160K	\$161K	\$158K	\$163K	\$163K	\$168K
Prior Year	\$140K	\$128K	\$145K	\$136K	\$144K	\$160K	\$145K	\$152K	\$168K	\$162K	\$152K	\$154K	\$155K
Percent Change from Prior Year	11%	38%	7%	6%	7%	-8%	6%	6%	-4%	-2%	7%	6%	8%

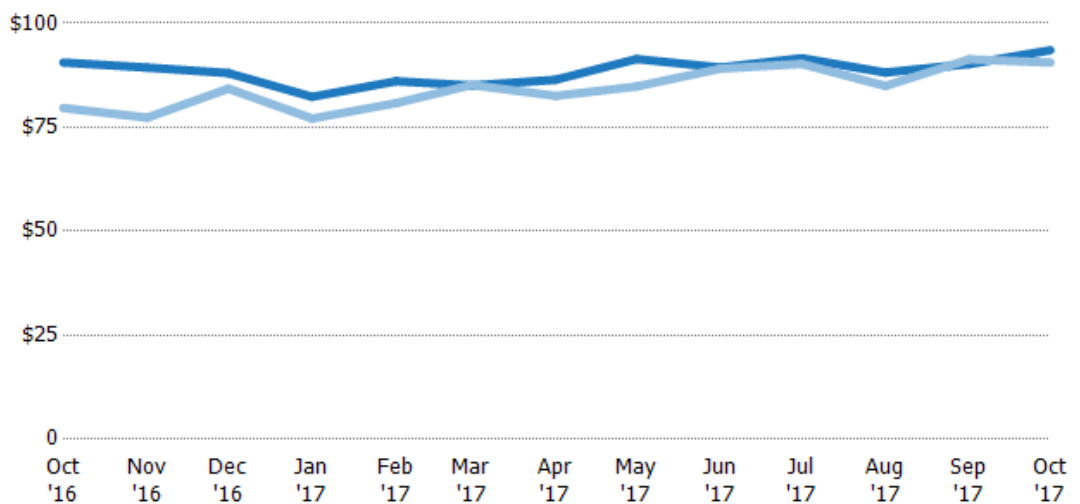
Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/Year	Price/sq ft	% Chg.
Oct '17	\$93.5	3.3%
Oct '16	\$90.6	13.7%
Oct '15	\$79.6	-5.1%



Current Year	\$90.6	\$89.4	\$88	\$82.3	\$86.1	\$85	\$86.4	\$91.4	\$89.4	\$91.6	\$88.2	\$90.2	\$93.5
Prior Year	\$79.6	\$77.3	\$84.3	\$77.1	\$80.8	\$85.2	\$82.5	\$84.8	\$89.1	\$90.2	\$84.9	\$91.3	\$90.6
Percent Change from Prior Year	14%	16%	4%	7%	7%	0%	5%	8%	0%	2%	4%	-1%	3%





Average Sales Price vs Average Listing Price

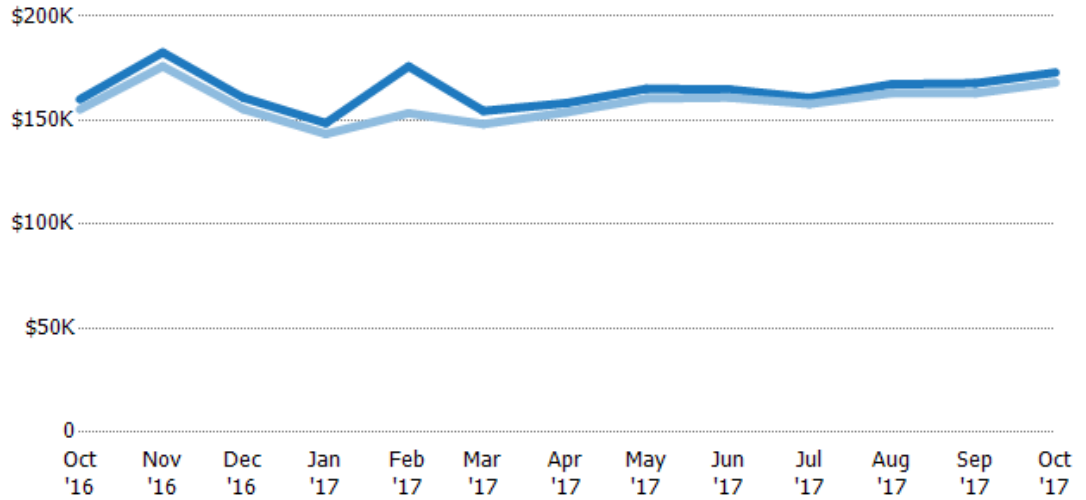
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg List Price	\$160K	\$183K	\$161K	\$149K	\$176K	\$154K	\$158K	\$165K	\$165K	\$161K	\$167K	\$168K	\$173K
Avg Sales Price	\$155K	\$176K	\$155K	\$143K	\$153K	\$148K	\$154K	\$160K	\$161K	\$158K	\$163K	\$163K	\$168K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	96%	87%	96%	97%	97%	98%	98%	97%	97%	97%