



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	Dec 2017	Dec 2016	+ / -	YTD 2017	YTD 2016	+ / -
Listing Activity Charts Metrics						
New Listing Count	110	113	-2.7%	2,821	2,774	+1.7%
New Listing Volume	\$21,810,437	\$18,307,249	+19.1%	\$501,114,342	\$485,360,849	+3.2%
Active Listing Count	528	588	-10.2%	7,852	7,800	+0.7%
Active Listing Volume	\$127,462,448	\$121,925,890	+4.5%	\$1,729,597,676	\$1,602,404,090	+7.9%
Average Listing Price	\$241,406	\$207,357	+16.4%	\$220,303	\$205,436	+7.2%
Months of Inventory	2.7	4	-33.5%	3.5	3.6	-3.7%
Sales Activity Charts Metrics						
Closed Sales Count	184	166	+10.8%	2,296	2,243	+2.4%
Closed Sales Volume	\$29,099,990	\$25,718,412	+13.1%	\$365,496,038	\$349,806,878	+4.5%
Average Sales Price	\$158,152	\$154,930	+2.1%	\$159,188	\$155,955	+2.1%
Average Sales Price per Sq Ft	\$90	\$88	+1.8%	\$89	\$87	+2.2%



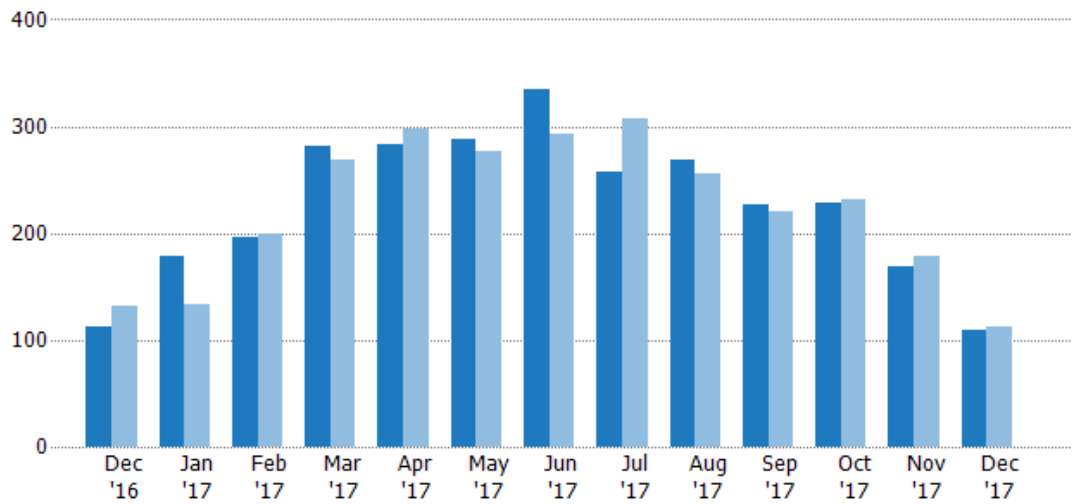
New Listings

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.
Dec '17	110	-2.7%
Dec '16	113	-13.7%
Dec '15	131	-6.1%



Current Year	113	179	196	281	283	288	334	258	269	226	228	169	110
Prior Year	131	134	200	268	297	276	292	308	255	220	232	179	113
Percent Change from Prior Year	-14%	34%	-2%	5%	-5%	4%	14%	-16%	5%	3%	-2%	-6%	-3%

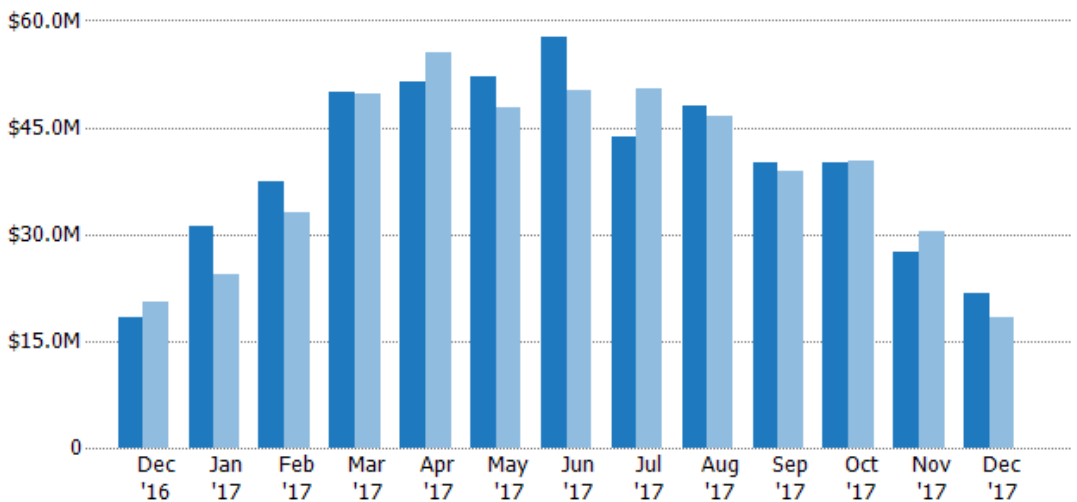
New Listing Volume

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.
Dec '17	\$21.8M	19.1%
Dec '16	\$18.3M	-10.8%
Dec '15	\$20.5M	-26.7%



Current Year	\$18.3M	\$31.2M	\$37.4M	\$50M	\$51.4M	\$52.2M	\$57.8M	\$43.6M	\$48M	\$40M	\$40.1M	\$27.5M	\$21.8M
Prior Year	\$20.5M	\$24.3M	\$33M	\$49.6M	\$55.5M	\$47.9M	\$50.2M	\$50.5M	\$46.7M	\$38.8M	\$40.2M	\$30.4M	\$18.3M
Percent Change from Prior Year	-11%	28%	13%	1%	-7%	9%	15%	-14%	3%	3%	0%	-9%	19%



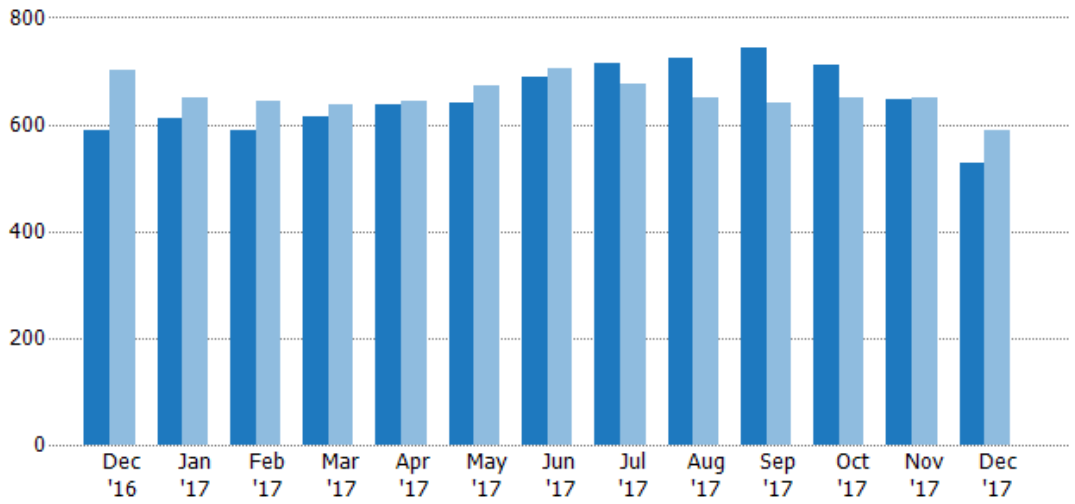


Active Listings

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.
Dec '17	528	-10.2%
Dec '16	588	-16.4%
Dec '15	703	7.7%

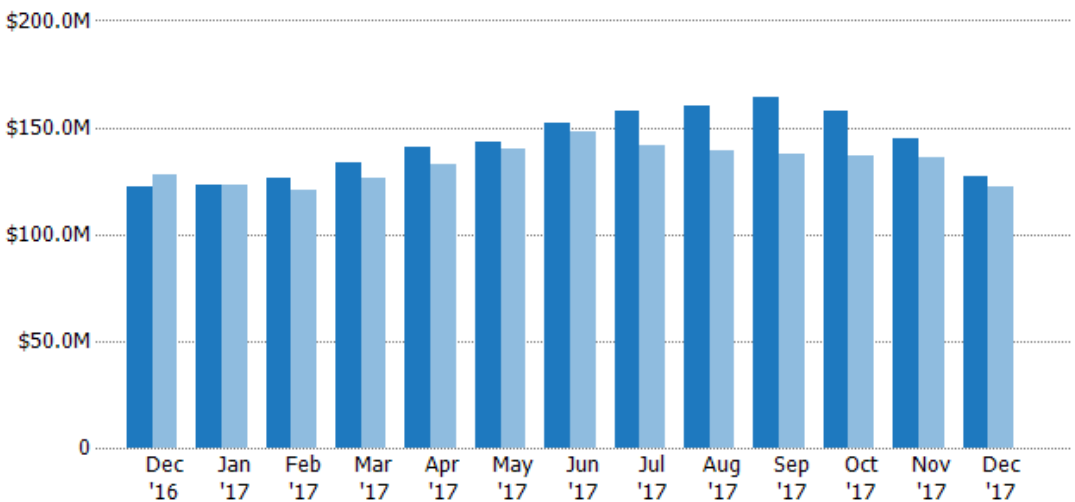
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	588	610	590	614	638	641	690	716	723	742	712	648	528
Prior Year	703	649	642	636	644	671	705	675	649	640	651	650	588
Percent Change from Prior Year	-16%	-6%	-8%	-3%	-1%	-4%	-2%	6%	11%	16%	9%	0%	-10%

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.
Dec '17	\$127M	4.5%
Dec '16	\$122M	-4.6%
Dec '15	\$128M	-6.1%

	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	\$122M	\$123M	\$126M	\$134M	\$140M	\$143M	\$152M	\$158M	\$160M	\$164M	\$158M	\$145M	\$127M
Prior Year	\$128M	\$123M	\$120M	\$126M	\$133M	\$140M	\$148M	\$141M	\$139M	\$138M	\$136M	\$136M	\$122M
Percent Change from Prior Year	-5%	0%	5%	6%	6%	3%	3%	11%	15%	19%	16%	7%	5%



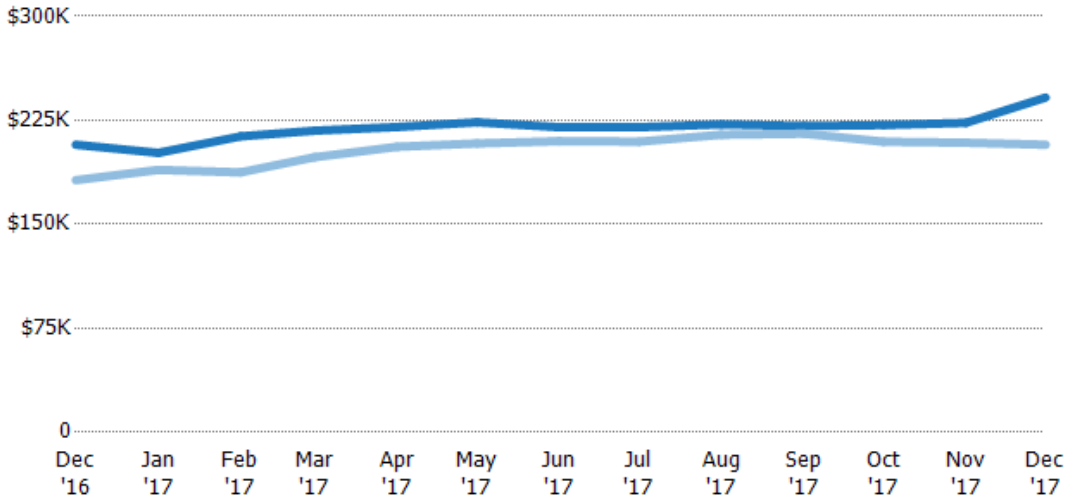


Average Listing Price

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.
Dec '17	\$241K	16.4%
Dec '16	\$207K	14%
Dec '15	\$182K	-12.8%

Current Year	\$207K	\$202K	\$213K	\$218K	\$220K	\$224K	\$220K	\$220K	\$222K	\$221K	\$222K	\$223K	\$241K
Prior Year	\$182K	\$189K	\$187K	\$198K	\$206K	\$208K	\$210K	\$210K	\$215K	\$215K	\$210K	\$209K	\$207K
Percent Change from Prior Year	14%	6%	14%	10%	7%	7%	5%	5%	4%	3%	6%	7%	16%

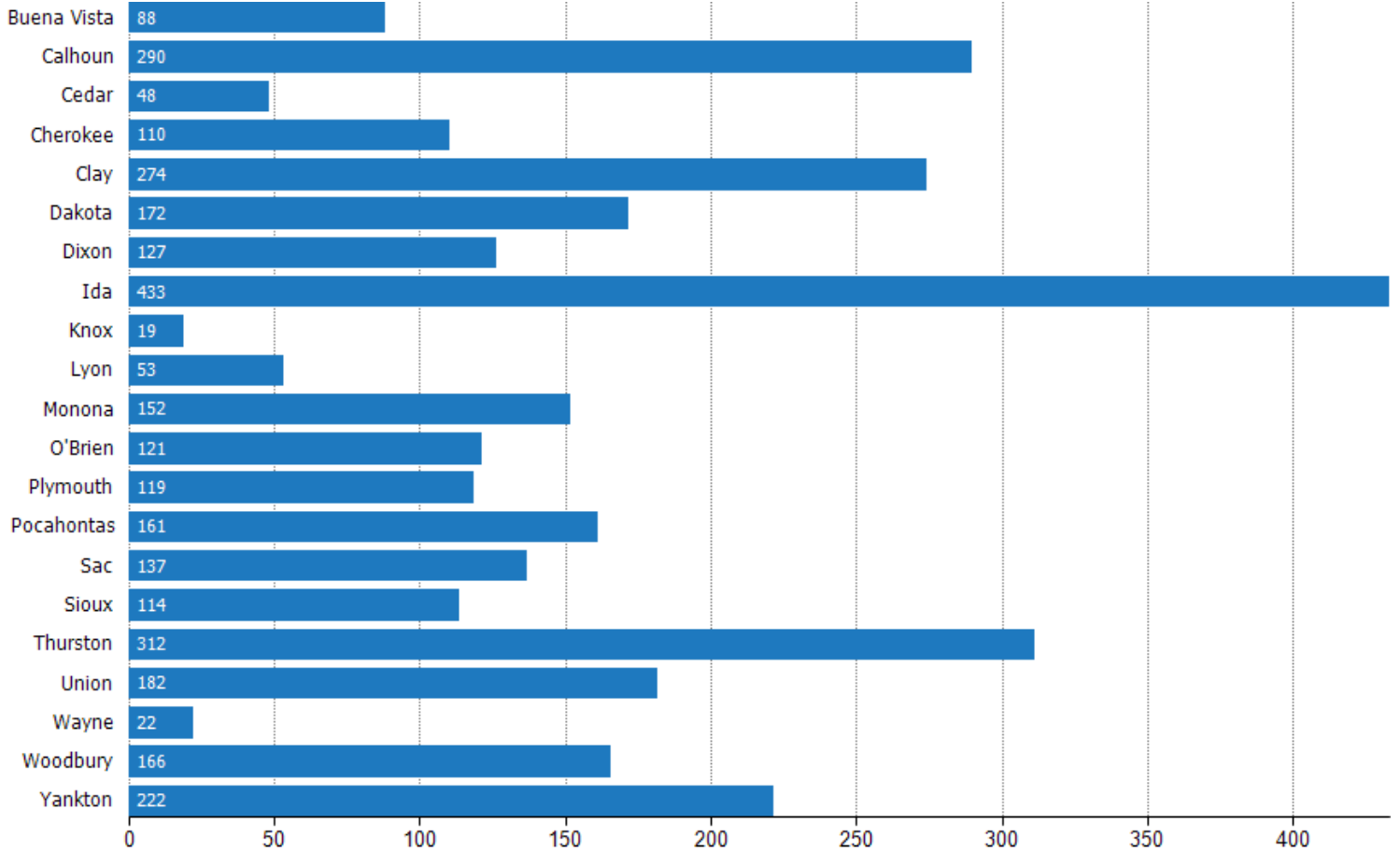




Average Days in RPR (By County)

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.

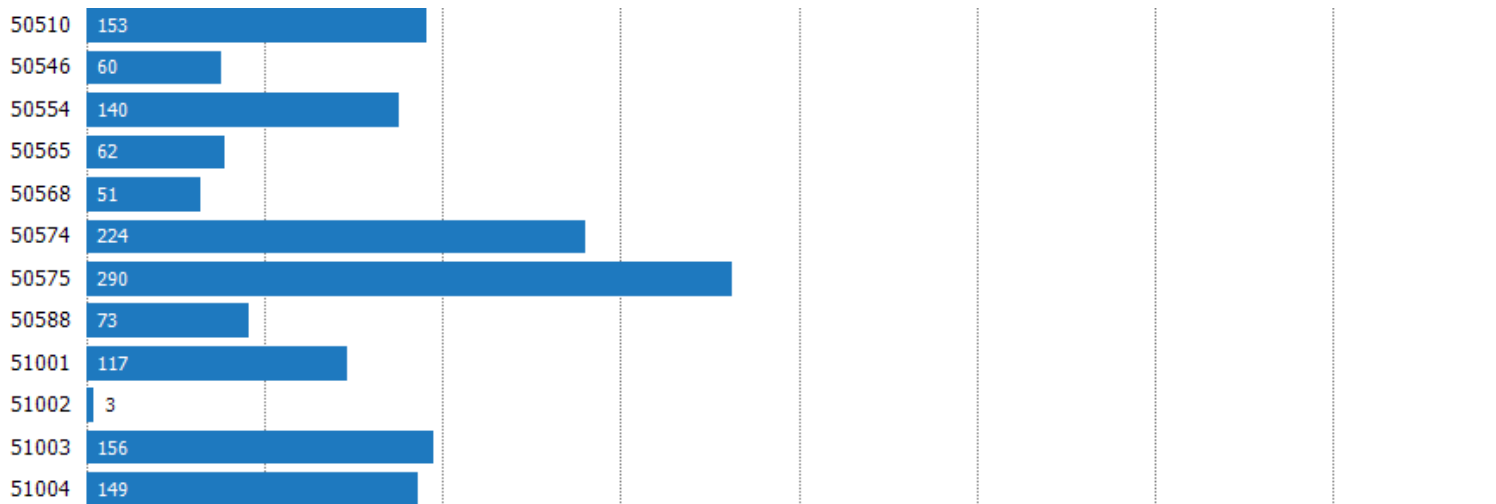
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

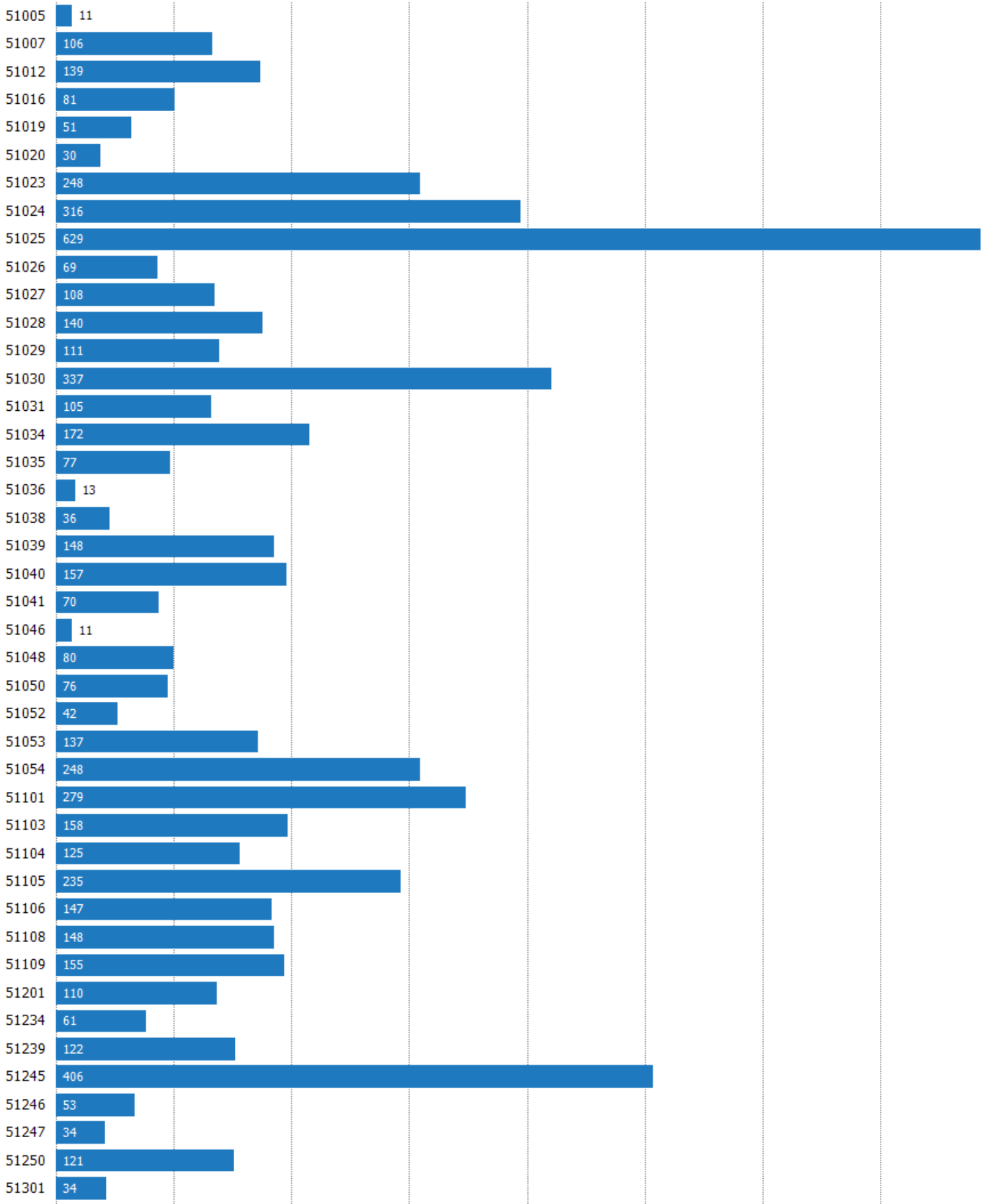


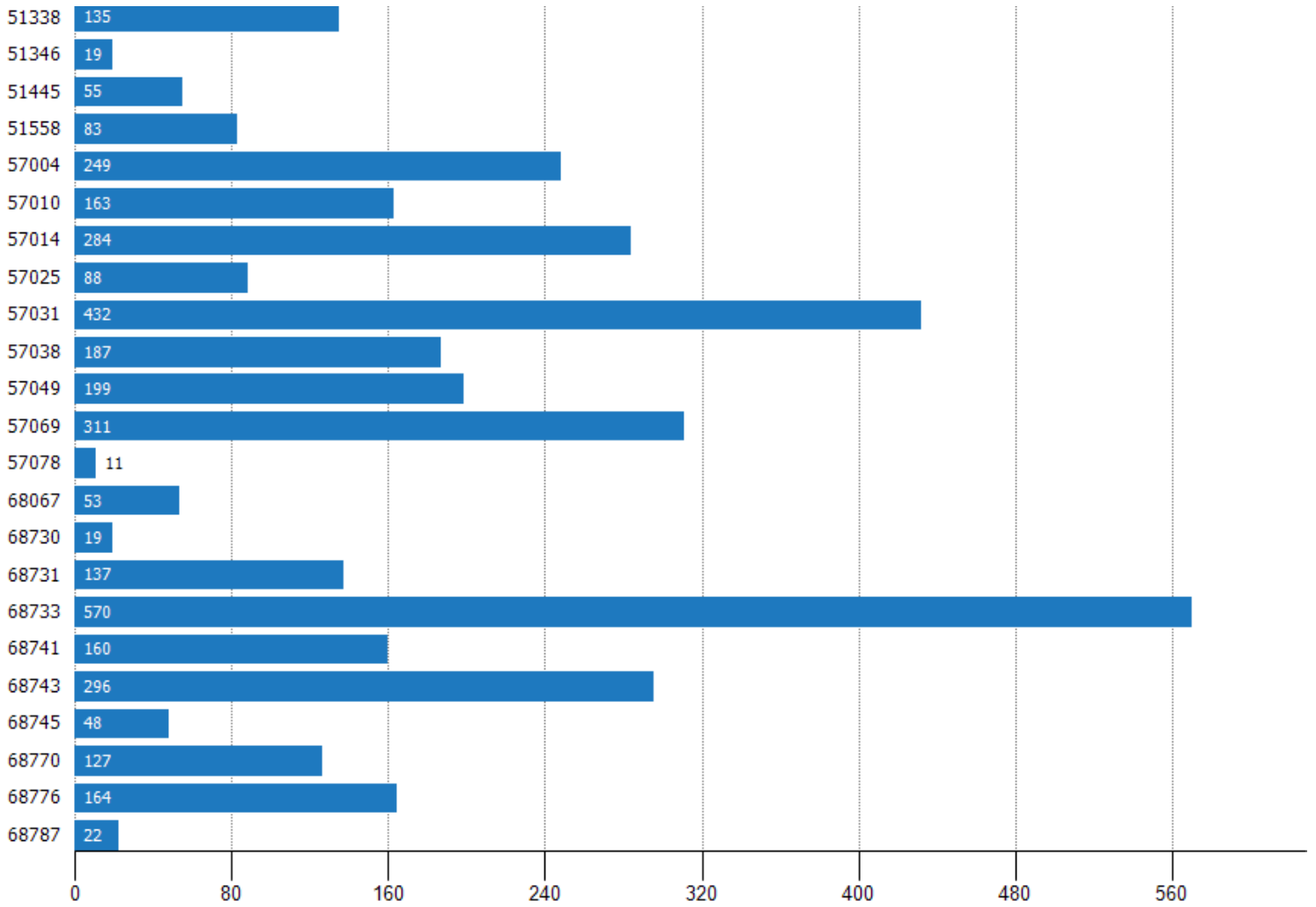
Average Days in RPR (By Zip)

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







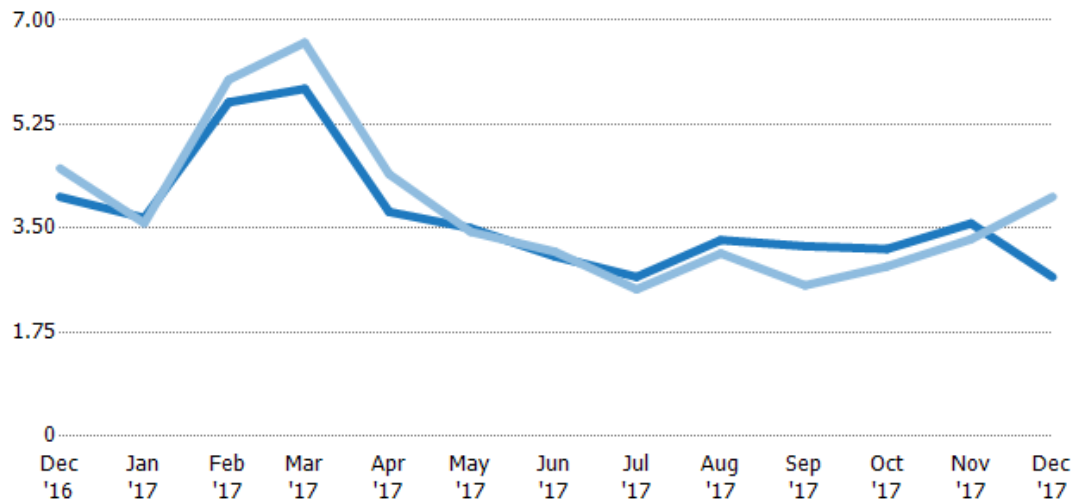
Months of Inventory

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.
Dec '17	2.68	-33.4%
Dec '16	4.03	-10.6%
Dec '15	4.51	1.8%



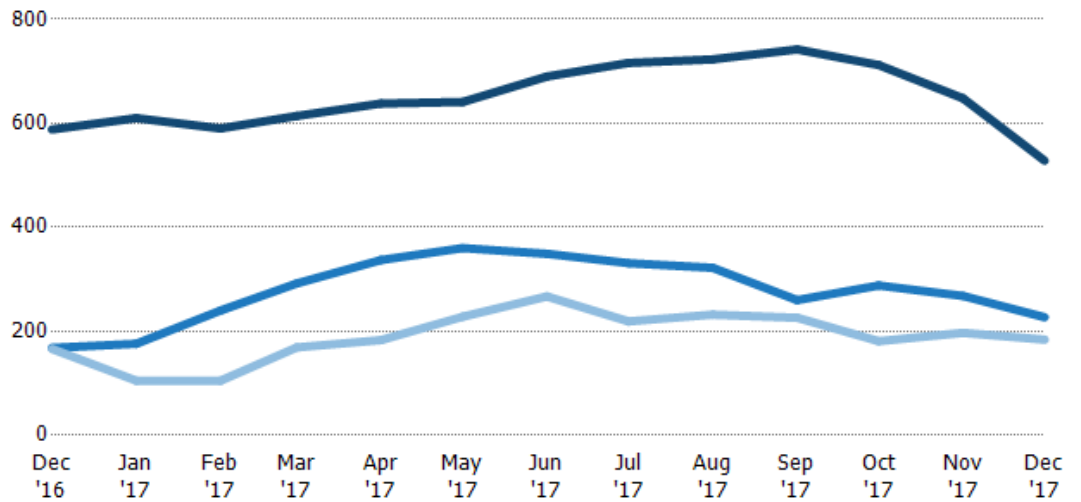
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Current Year	4.03	3.67	5.62	5.85	3.78	3.5	3.03	2.68	3.3	3.2	3.15	3.58	2.68
Prior Year	4.51	3.59	6	6.63	4.41	3.44	3.11	2.47	3.08	2.54	2.86	3.32	4.03
Percent Change from Prior Year	-11%	2%	-6%	-12%	-14%	2%	-3%	8%	7%	26%	10%	8%	-33%

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Active	588	610	590	614	638	641	690	716	723	742	712	648	528
Pending	168	176	240	292	337	360	349	331	322	260	288	268	227
Sold	166	105	105	169	183	228	267	219	232	226	181	197	184



Closed Sales

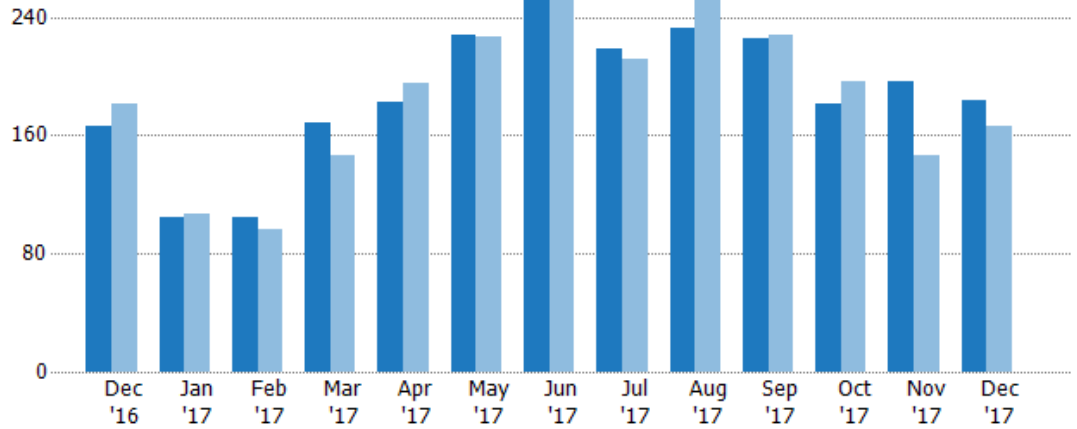
The total number of single-family, condominium and townhome properties sold each month.

Filters Used

MLSs: 2 of 3

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

Month/Year	Count	% Chg.
Dec '17	184	10.8%
Dec '16	166	-8.3%
Dec '15	181	-5%



Current Year	166	105	105	169	183	228	267	219	232	226	181	197	184
Prior Year	181	107	96	146	195	227	273	211	252	228	196	146	166
Percent Change from Prior Year	-8%	-2%	9%	16%	-6%	0%	-2%	4%	-8%	-1%	-8%	35%	11%

Closed Sales Volume

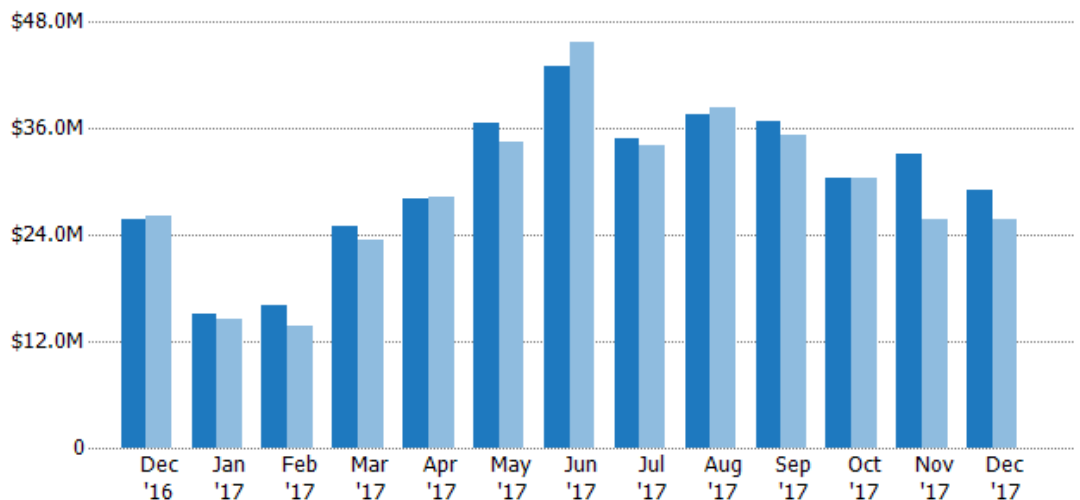
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

MLSs: 2 of 3

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

Month/Year	Volume	% Chg.
Dec '17	\$29.1M	13.1%
Dec '16	\$25.7M	-1.9%
Dec '15	\$26.2M	-6.1%



Current Year	\$25.7M	\$15.1M	\$16.1M	\$24.9M	\$28.1M	\$36.6M	\$43M	\$34.8M	\$37.6M	\$36.8M	\$30.3M	\$33.1M	\$29.1M
Prior Year	\$26.2M	\$14.5M	\$13.8M	\$23.4M	\$28.4M	\$34.5M	\$45.8M	\$34.1M	\$38.3M	\$35.2M	\$30.4M	\$25.7M	\$25.7M
Percent Change from Prior Year	-2%	4%	16%	6%	-1%	6%	-6%	2%	-2%	4%	0%	29%	13%



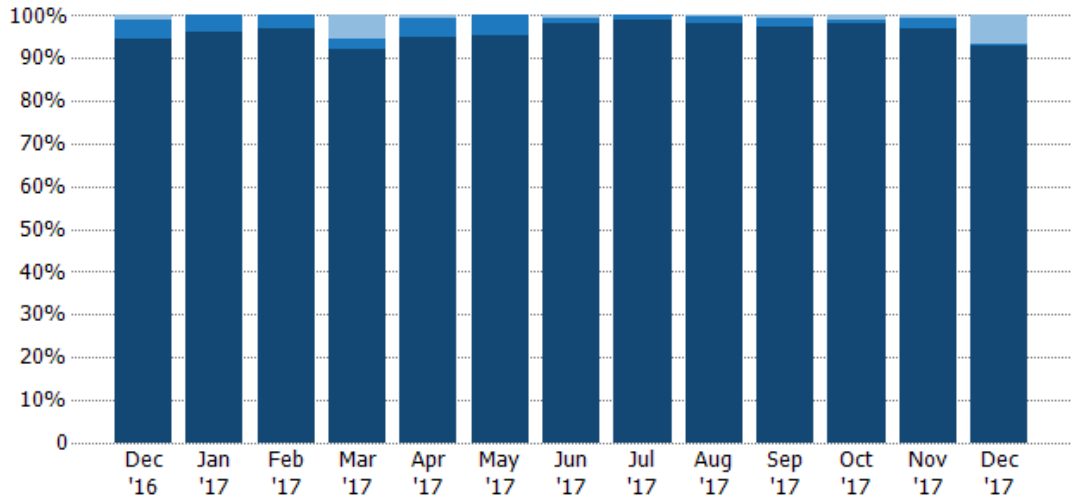


Closed Sales by Property Type

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

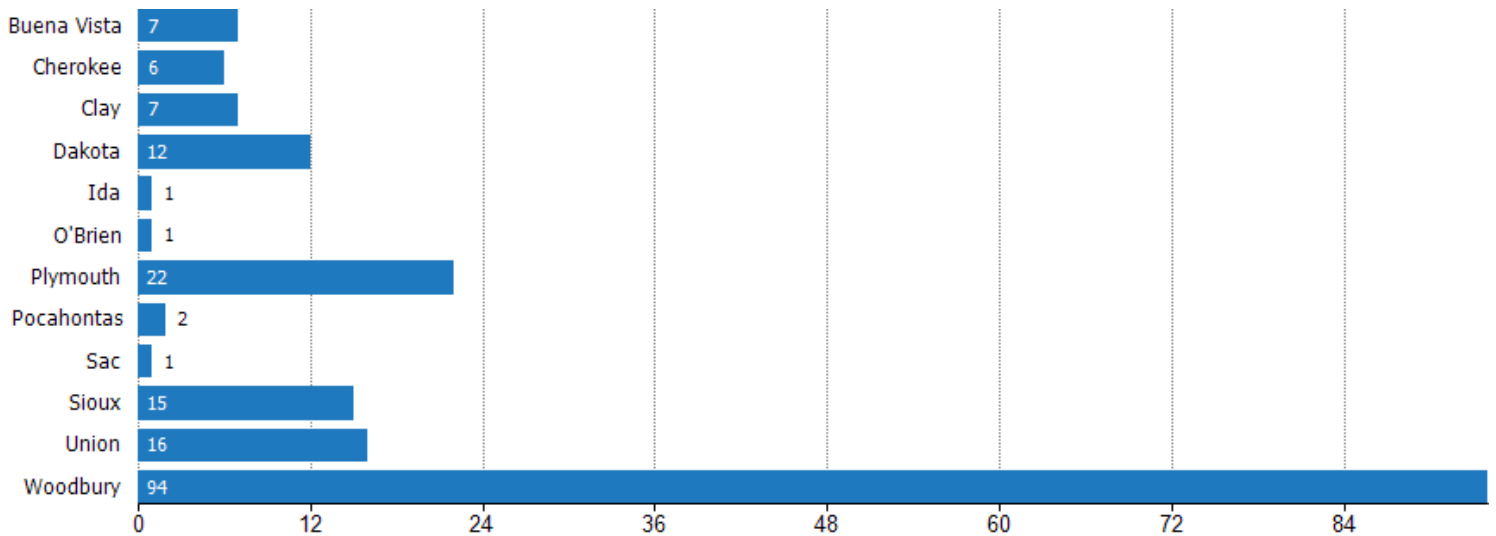


Property Type	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Other	1%	-	-	5%	1%	-	1%	-	0%	0%	1%	1%	7%
Condo/Townhouse	4%	4%	3%	2%	4%	5%	1%	1%	1%	2%	1%	3%	1%
Single Family Residence	95%	96%	97%	92%	95%	95%	98%	99%	98%	97%	98%	97%	93%

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

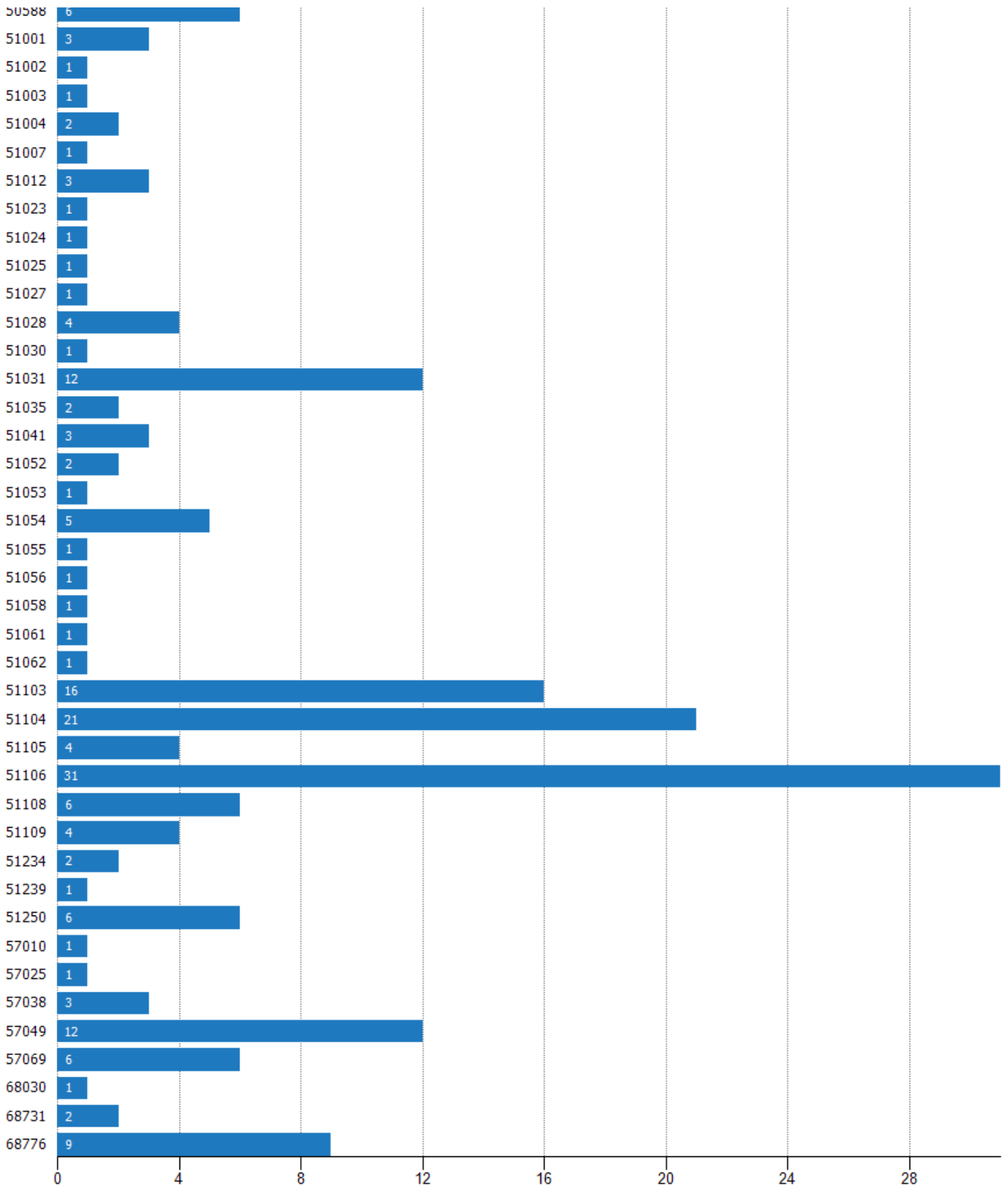


Closed Sales (By Zip)

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







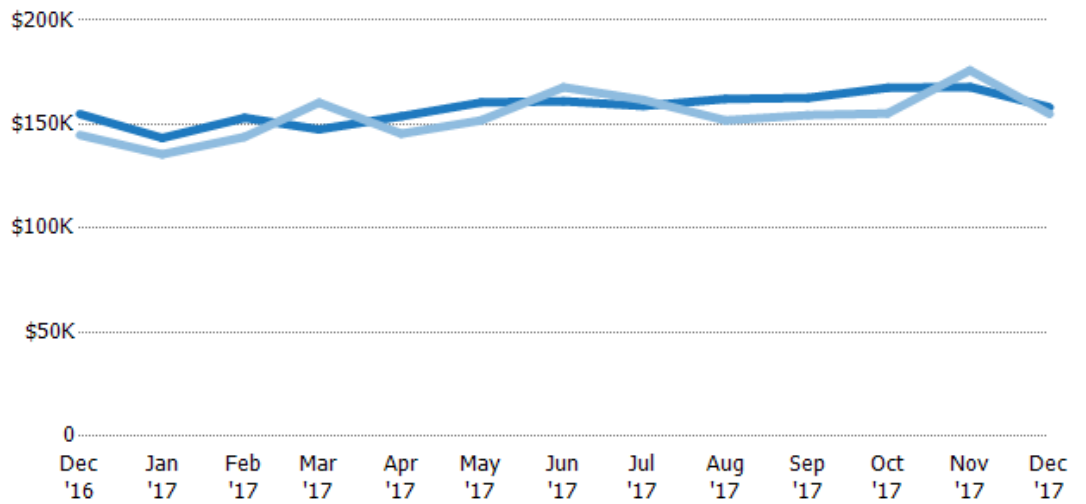
Average Sales Price

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.
Dec '17	\$158K	2.1%
Dec '16	\$155K	7%
Dec '15	\$145K	-1.2%



Current Year	\$155K	\$143K	\$153K	\$148K	\$154K	\$160K	\$161K	\$159K	\$162K	\$163K	\$168K	\$168K	\$158K
Prior Year	\$145K	\$136K	\$144K	\$160K	\$145K	\$152K	\$168K	\$162K	\$152K	\$154K	\$155K	\$176K	\$155K
Percent Change from Prior Year	7%	6%	6%	-8%	6%	6%	-4%	-2%	7%	5%	8%	-5%	2%

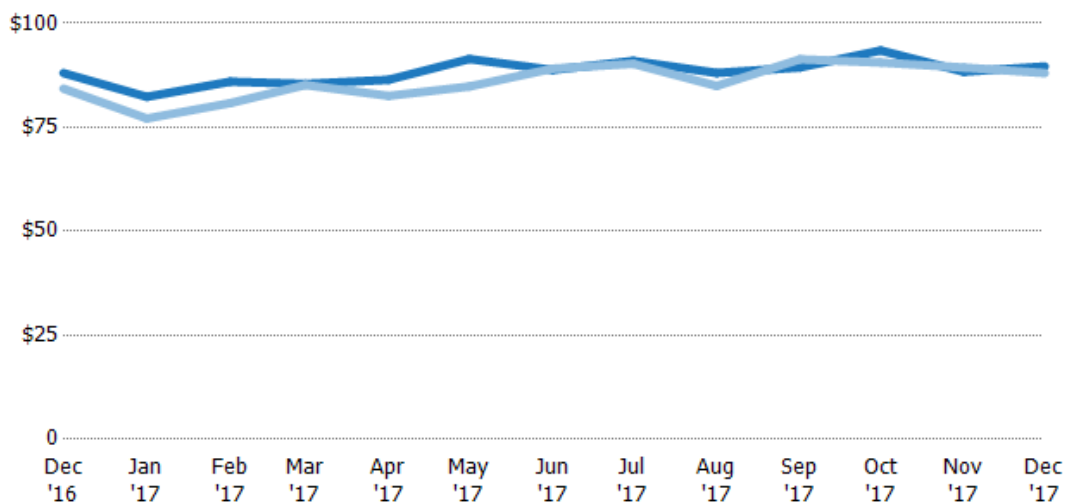
Average Sales Price per Sq Ft

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.
Dec '17	\$89.6	1.8%
Dec '16	\$88	4.4%
Dec '15	\$84.3	-9.5%



Current Year	\$88	\$82.3	\$86	\$85.4	\$86.4	\$91.4	\$88.8	\$91	\$88.1	\$89.4	\$93.5	\$88.4	\$89.6
Prior Year	\$84.3	\$77.1	\$80.8	\$85.2	\$82.5	\$84.8	\$89.1	\$90.3	\$84.9	\$91.3	\$90.6	\$89.4	\$88
Percent Change from Prior Year	4%	7%	6%	0%	5%	8%	0%	1%	4%	-2%	3%	-1%	2%





Average Sales Price vs Average Listing Price

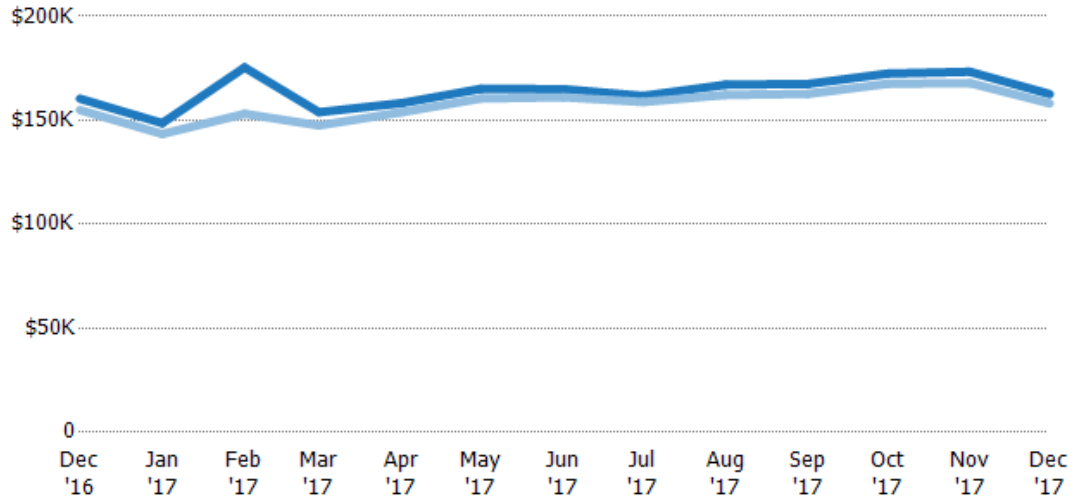
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg List Price	\$160K	\$149K	\$175K	\$154K	\$158K	\$165K	\$165K	\$162K	\$167K	\$167K	\$172K	\$173K	\$163K
Avg Sales Price	\$155K	\$143K	\$153K	\$148K	\$154K	\$160K	\$161K	\$159K	\$162K	\$163K	\$168K	\$168K	\$158K
Avg Sales Price as a % of Avg List Price	97%	96%	87%	96%	97%	97%	98%	98%	97%	97%	97%	97%	97%