



## 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	Jan 2018	Jan 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	194	195	-0.5%	3,129	3,054	+2.5%
New Listing Volume	\$214,202,187	\$35,341,490	+506.1%	\$738,598,122	\$533,681,485	+38.4%
Active Listing Count	486	697	-30.3%	8,850	9,543	-7.3%
Active Listing Volume	\$120,158,354	\$140,869,266	-14.7%	\$1,958,233,687	\$1,934,573,601	+1.2%
Average Listing Price	\$247,239	\$202,108	+22.3%	\$221,295	\$202,743	+9.2%
Months of Inventory	2.5	4.1	-37.2%	4.5	6.5	-30.9%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	152	108	+40.7%	2,511	2,397	+4.8%
Closed Sales Volume	\$26,747,666	\$15,560,180	+71.9%	\$403,404,278	\$371,360,450	+8.6%
Average Sales Price	\$175,971	\$144,076	+22.1%	\$160,655	\$154,927	+3.7%
Average Sales Price per Sq Ft	\$94	\$83	+14.2%	\$90	\$87	+3.5%

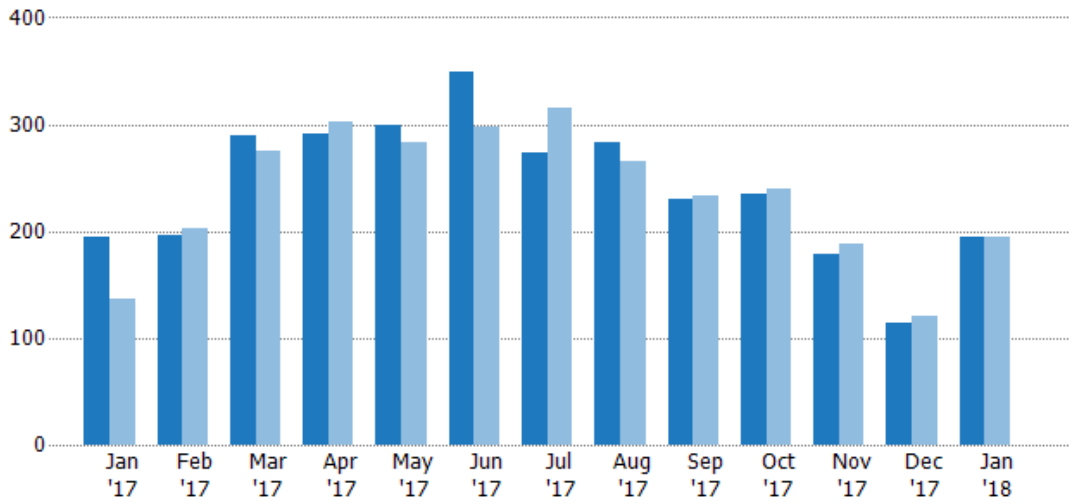


## New Listings

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.
Jan '18	194	-0.5%
Jan '17	195	43.4%
Jan '16	136	33.1%

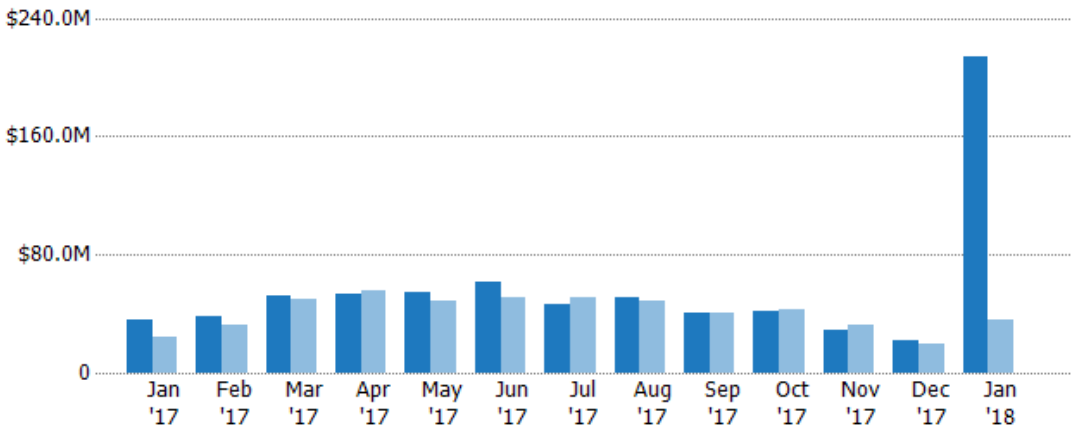
Current Year	195	196	290	291	300	349	273	283	230	235	179	114	194
Prior Year	136	203	275	303	283	297	315	266	233	240	188	120	195
Percent Change from Prior Year	43%	-3%	5%	-4%	6%	18%	-13%	6%	-1%	-2%	-5%	-5%	-1%

## 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.
Jan '18	\$214M	506.1%
Jan '17	\$35.3M	44.7%
Jan '16	\$24.4M	7.6%

Current Year	\$35.3M	\$37.9M	\$51.9M	\$53M	\$54.5M	\$61.3M	\$46.3M	\$50.6M	\$40.8M	\$41.4M	\$29M	\$22.3M	\$214M
Prior Year	\$24.4M	\$32.6M	\$50.2M	\$56M	\$49.1M	\$50.7M	\$51.5M	\$48.9M	\$40.7M	\$42.6M	\$32.4M	\$19.2M	\$35.3M
Percent Change from Prior Year	45%	16%	3%	-5%	11%	21%	-10%	4%	0%	-3%	-10%	16%	506%





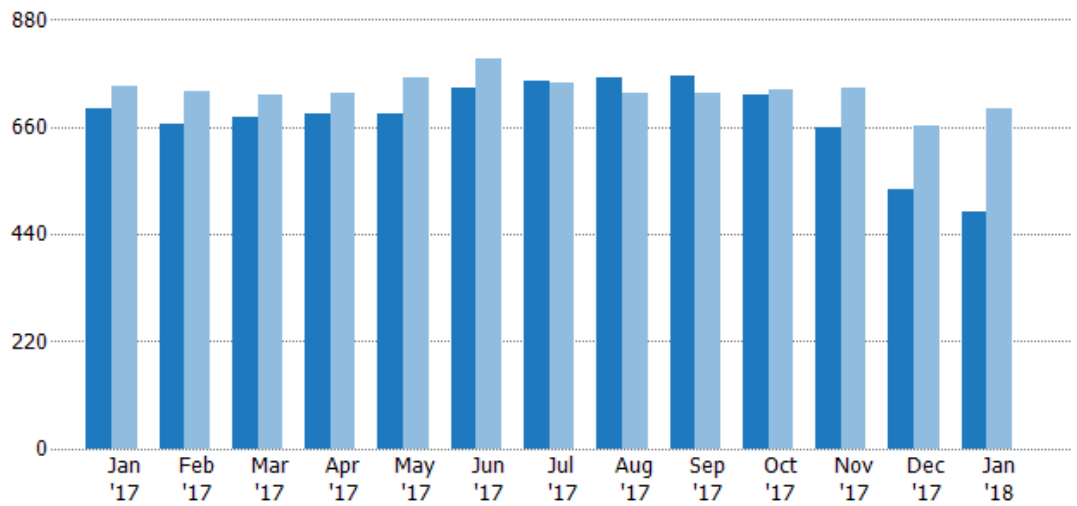
## Active Listings

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.
Jan '18	486	-30.3%
Jan '17	697	-6.3%
Jan '16	744	20.2%



Current Year	697	665	679	689	688	742	755	763	764	728	661	533	486
Prior Year	744	733	727	730	762	800	750	730	730	738	739	663	697
Percent Change from Prior Year	-6%	-9%	-7%	-6%	-10%	-7%	1%	5%	5%	-1%	-11%	-20%	-30%

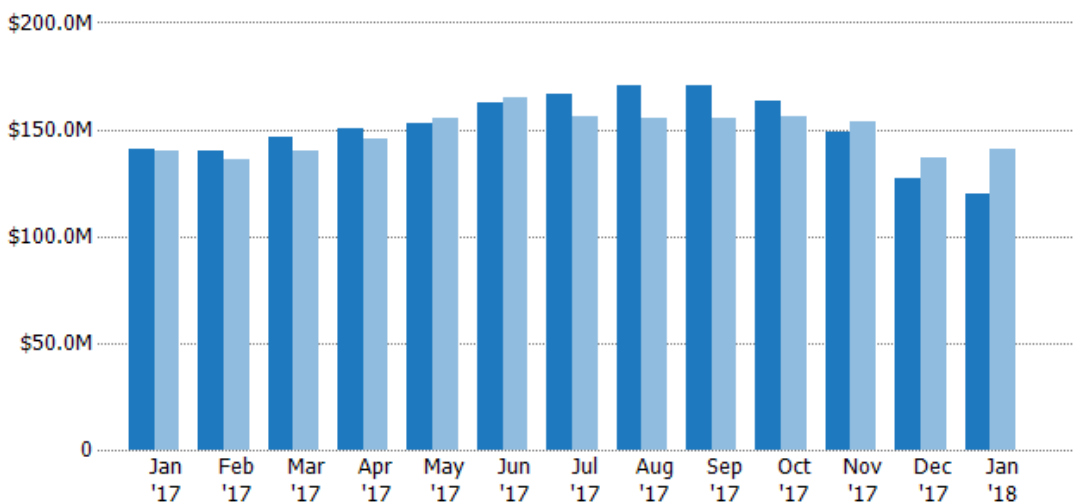
## Active Listing Volume

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.
Jan '18	\$120M	-14.7%
Jan '17	\$141M	0.8%
Jan '16	\$140M	0.5%



Current Year	\$141M	\$140M	\$146M	\$151M	\$153M	\$162M	\$166M	\$170M	\$170M	\$163M	\$149M	\$127M	\$120M
Prior Year	\$140M	\$136M	\$140M	\$145M	\$155M	\$165M	\$156M	\$155M	\$155M	\$156M	\$154M	\$137M	\$141M
Percent Change from Prior Year	1%	3%	5%	4%	-1%	-2%	6%	10%	10%	5%	-3%	-7%	-15%





## Average Listing Price

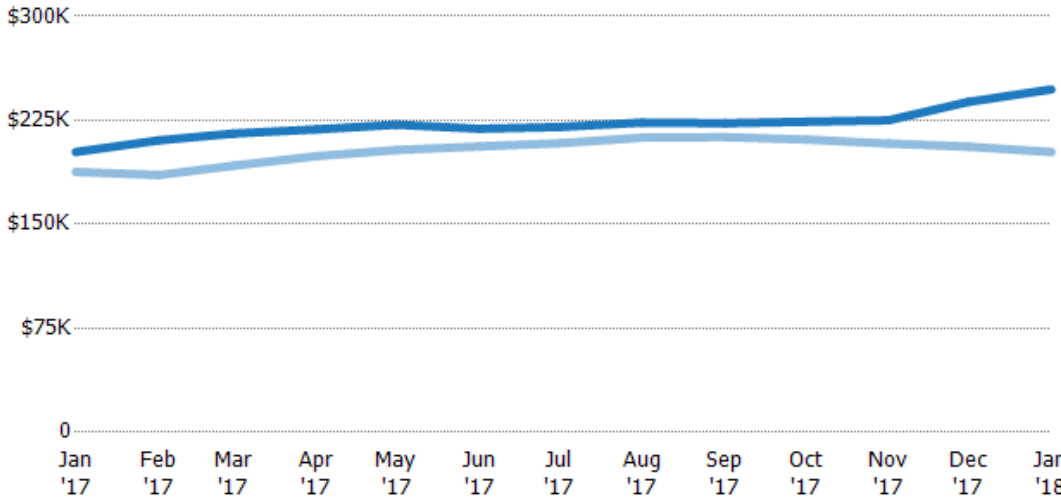
The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Price	% Chg.
Jan '18	\$247K	22.3%
Jan '17	\$202K	7.6%
Jan '16	\$188K	-16.4%

	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$202K	\$211K	\$215K	\$218K	\$222K	\$219K	\$220K	\$223K	\$223K	\$224K	\$225K	\$238K	\$247K
Prior Year	\$188K	\$185K	\$192K	\$199K	\$204K	\$206K	\$208K	\$212K	\$213K	\$211K	\$208K	\$206K	\$202K
Percent Change from Prior Year	8%	14%	12%	10%	9%	6%	6%	5%	5%	6%	8%	16%	22%

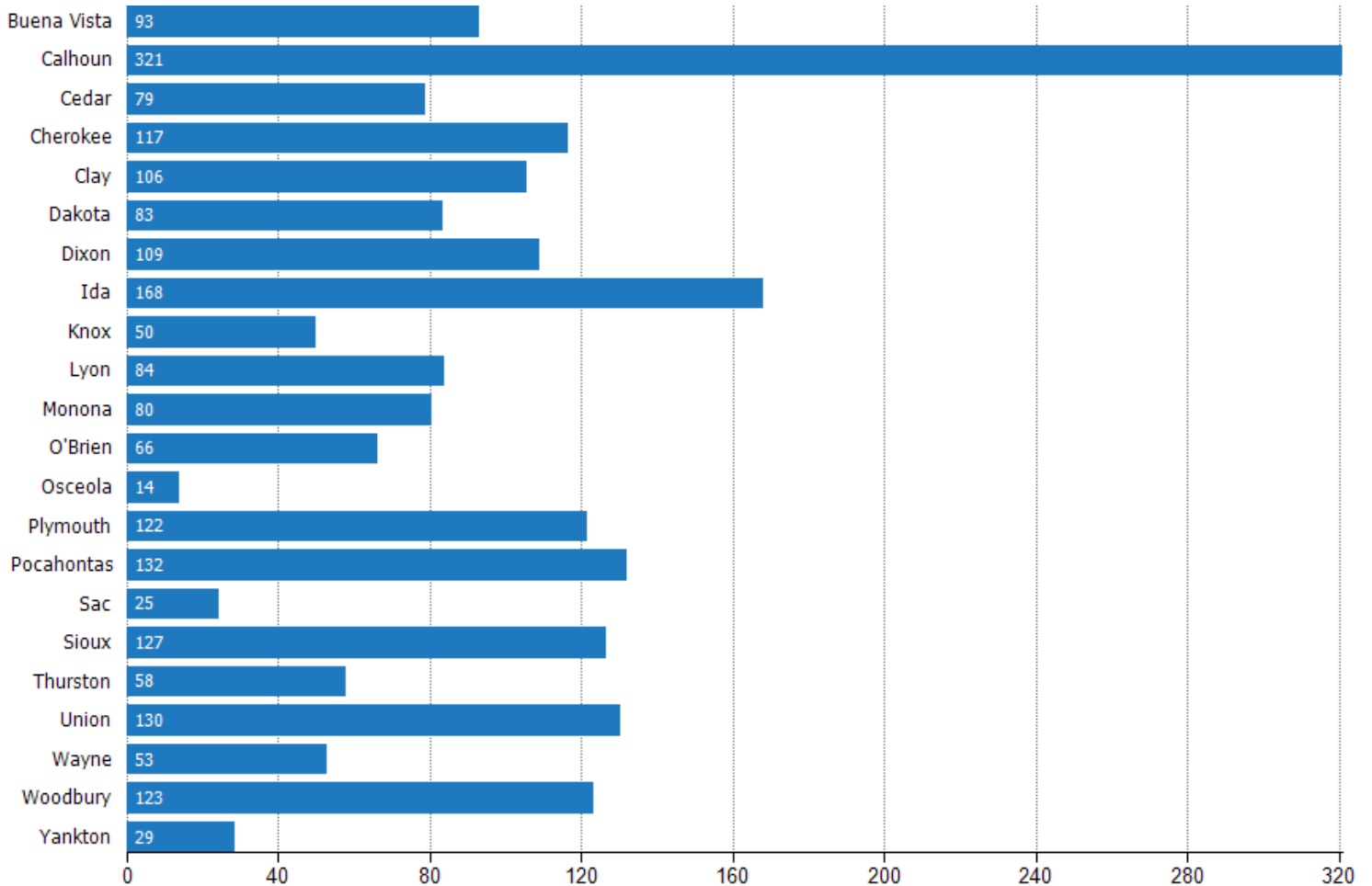




## Average Days in RPR (By County)

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.

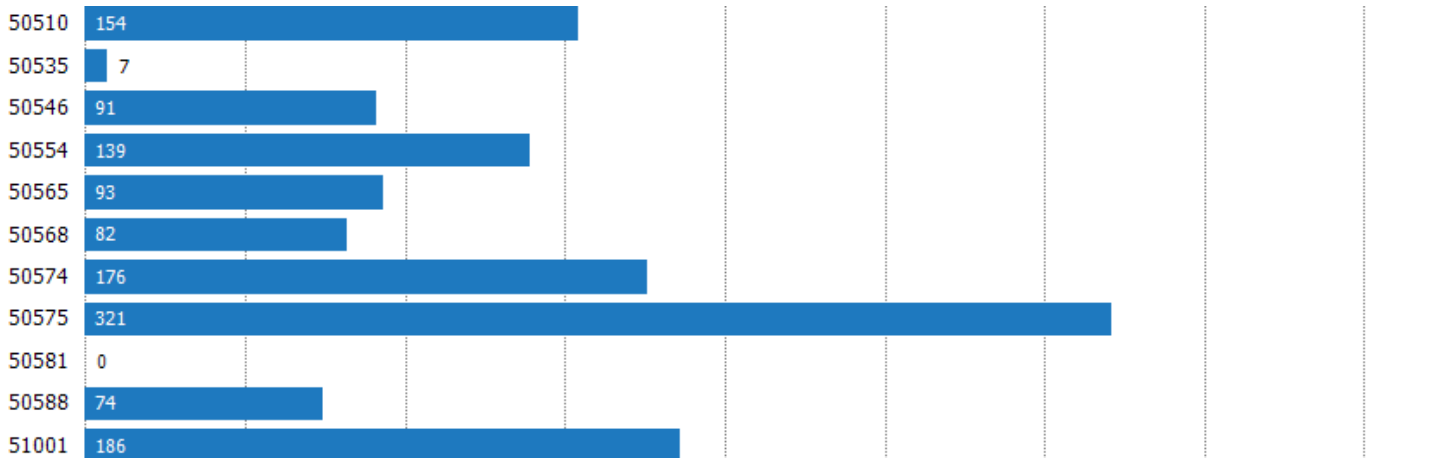
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

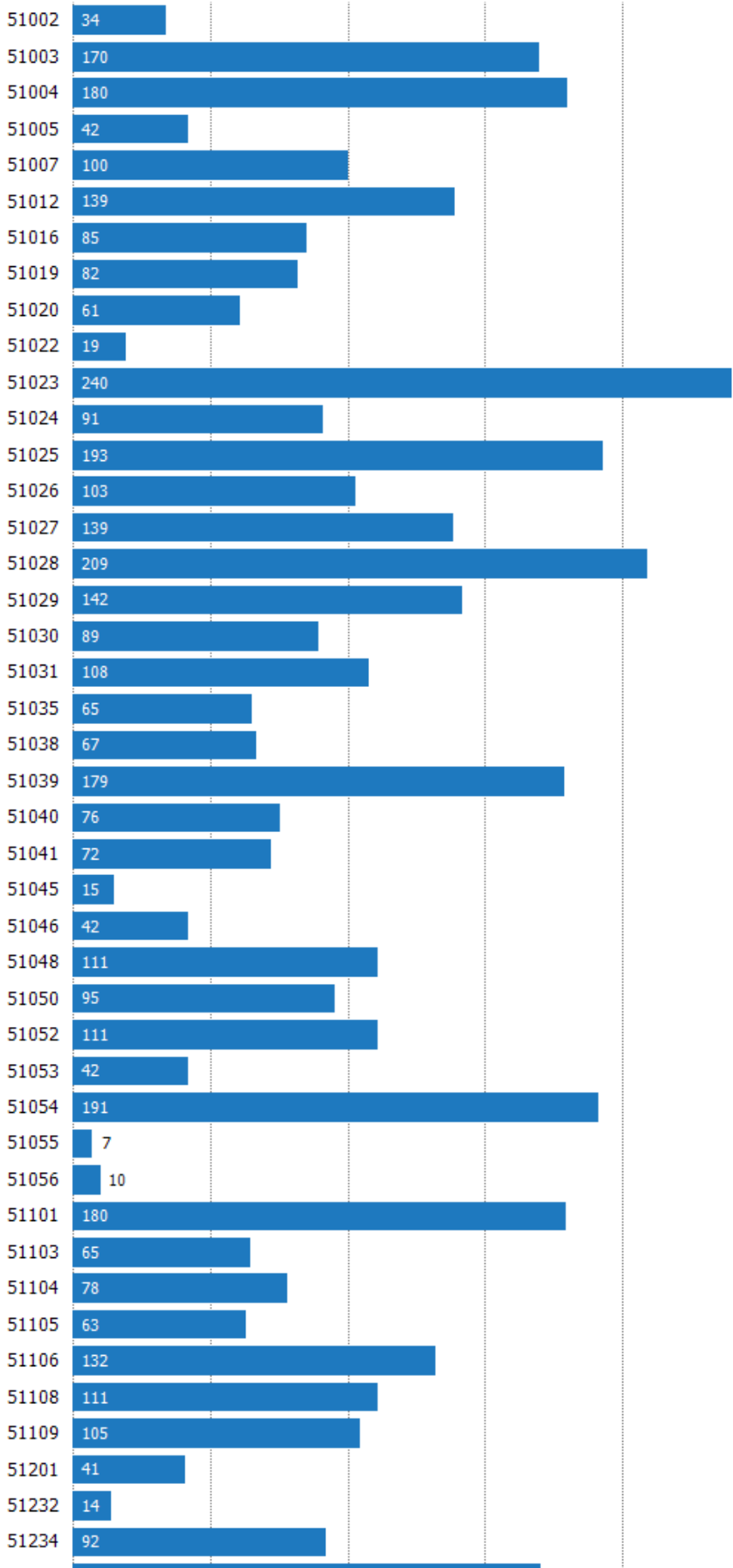


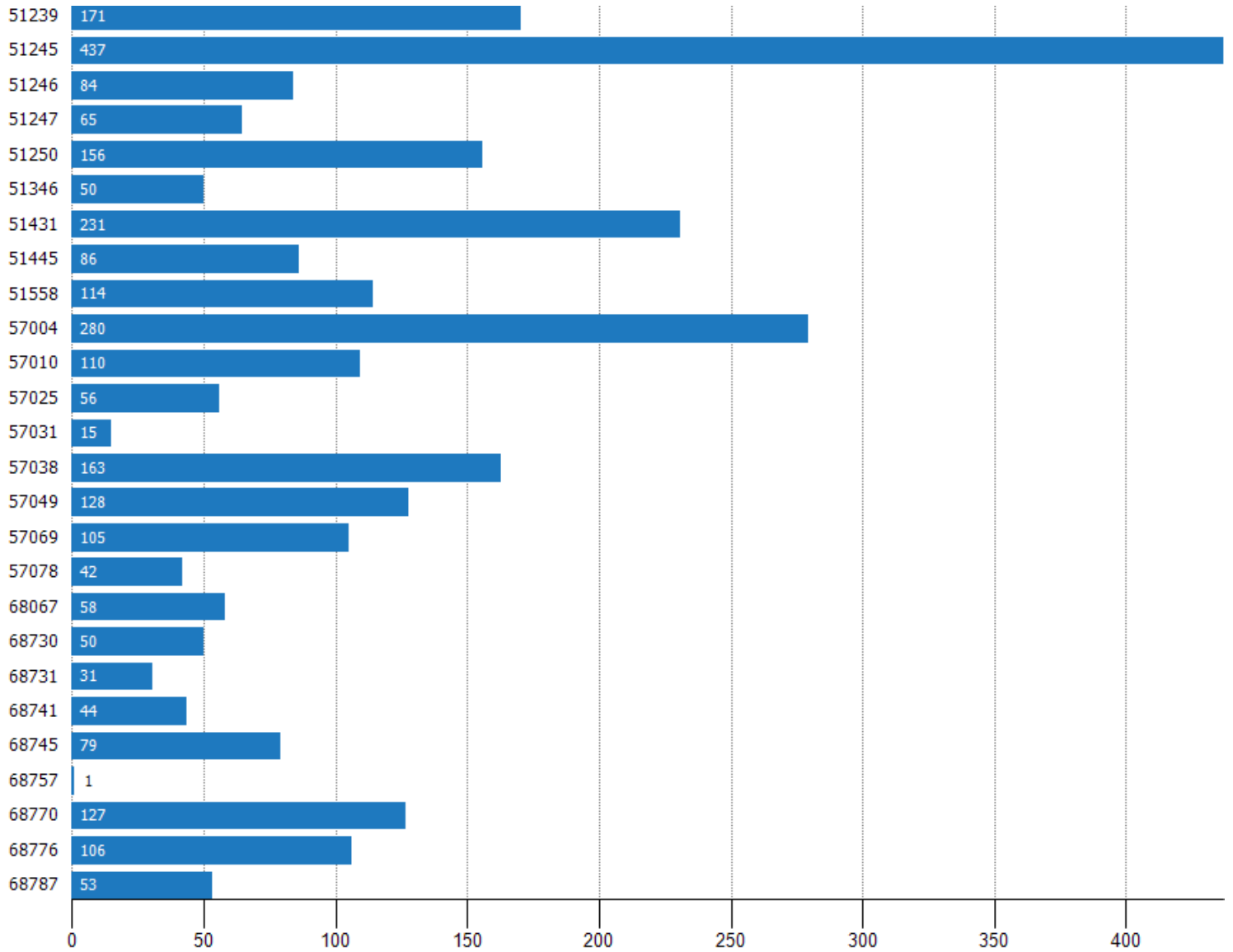
## Average Days in RPR (By Zip)

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







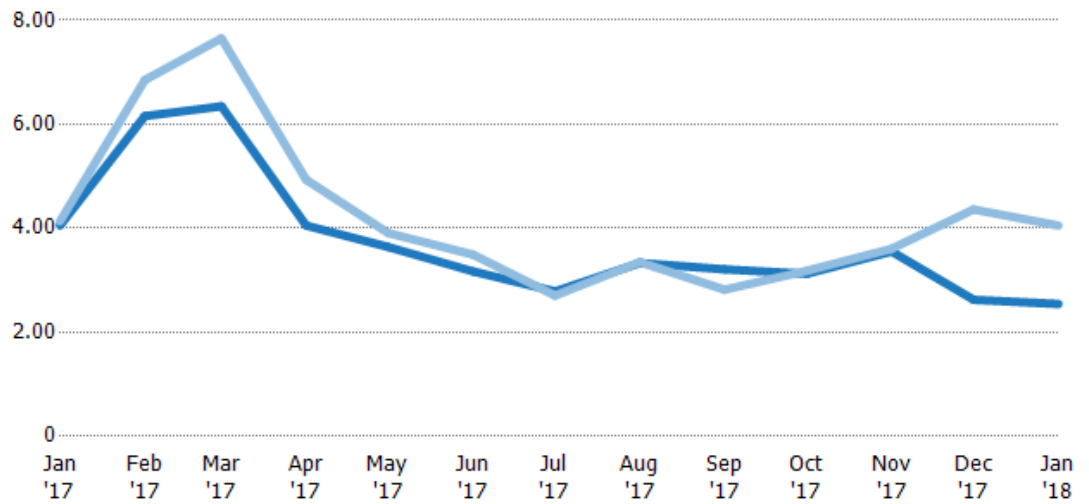
## Months of Inventory

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.
Jan '18	2.54	-37.2%
Jan '17	4.05	-2%
Jan '16	4.13	22.9%



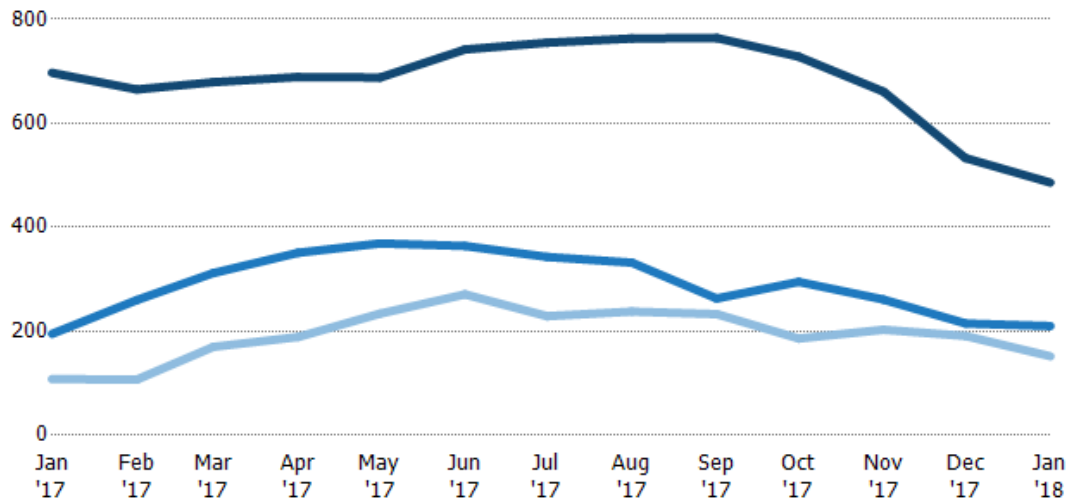
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	4.05	6.16	6.35	4.05	3.64	3.17	2.79	3.33	3.21	3.12	3.55	2.63	2.54
Prior Year	4.13	6.85	7.65	4.93	3.91	3.49	2.71	3.35	2.82	3.18	3.6	4.36	4.05
Percent Change from Prior Year	-2%	-10%	-17%	-18%	-7%	-9%	3%	-1%	14%	-2%	-1%	-40%	-37%

## 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



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Active	697	665	679	689	688	742	755	763	764	728	661	533	486
Pending	195	260	312	351	369	364	343	332	263	295	261	215	210
Sold	108	107	170	189	234	271	229	238	233	186	203	191	152





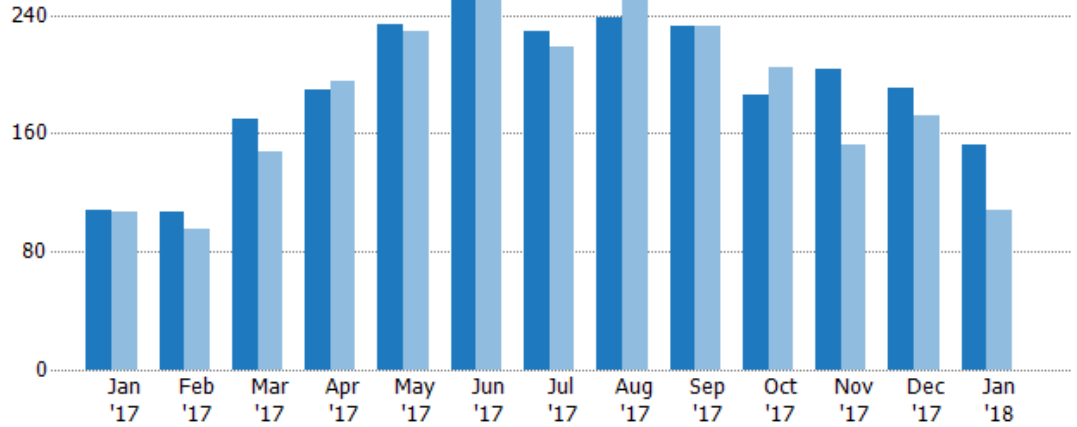
## Closed Sales

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.
Jan '18	152	40.7%
Jan '17	108	0.9%
Jan '16	107	15.9%



Current Year	108	107	170	189	234	271	229	238	233	186	203	191	152
Prior Year	107	95	148	195	229	277	218	259	232	205	152	172	108
Percent Change from Prior Year	1%	13%	15%	-3%	2%	-2%	5%	-8%	0%	-9%	34%	11%	41%

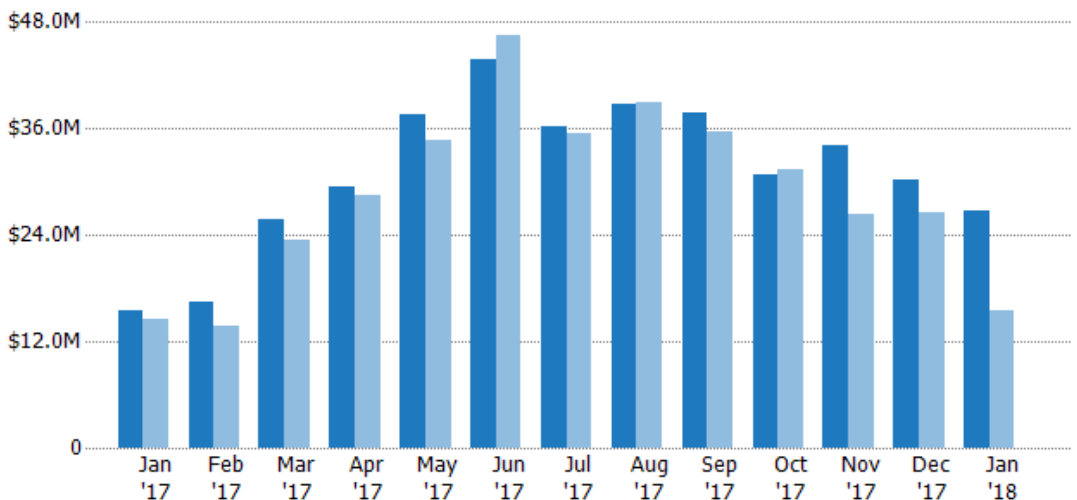
## Closed Sales Volume

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.
Jan '18	\$26.7M	71.9%
Jan '17	\$15.6M	7.3%
Jan '16	\$14.5M	10.9%



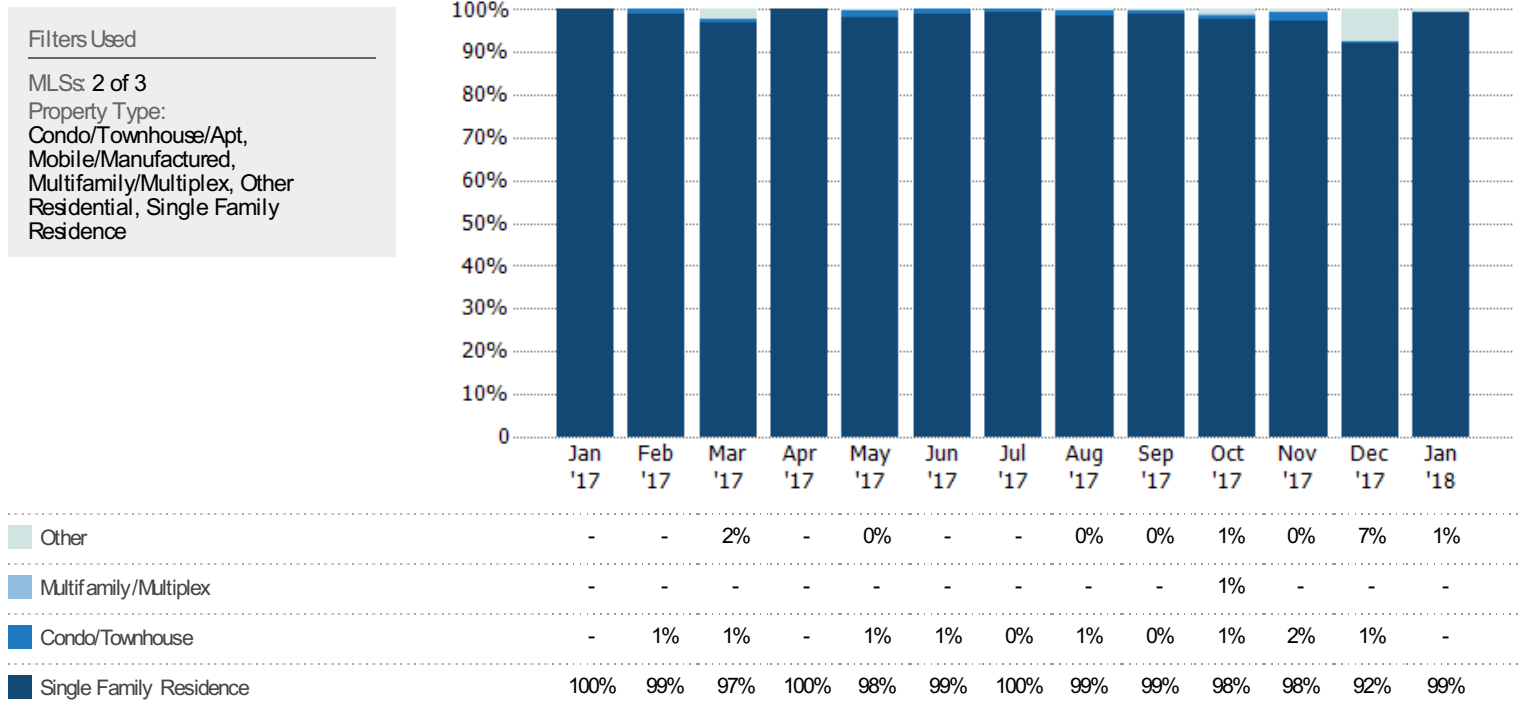
Current Year	\$15.6M	\$16.5M	\$25.8M	\$29.5M	\$37.6M	\$43.8M	\$36.3M	\$38.7M	\$37.8M	\$30.8M	\$34M	\$30.3M	\$26.7M
Prior Year	\$14.5M	\$13.7M	\$23.5M	\$28.5M	\$34.7M	\$46.5M	\$35.4M	\$39M	\$35.7M	\$31.4M	\$26.4M	\$26.5M	\$15.6M
Percent Change from Prior Year	7%	20%	10%	4%	8%	-6%	3%	-1%	6%	-2%	29%	14%	72%





## Closed Sales by Property Type

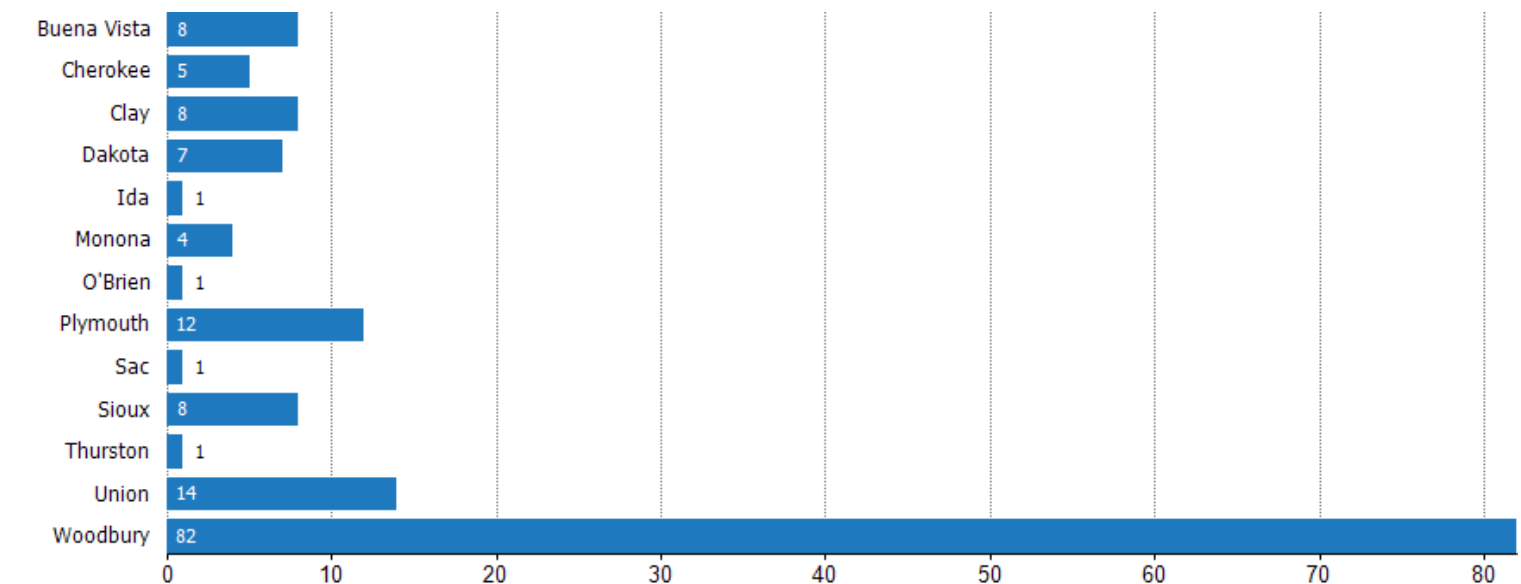
The percentage of single-family, condominium and townhome properties sold each month by property type.



## 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

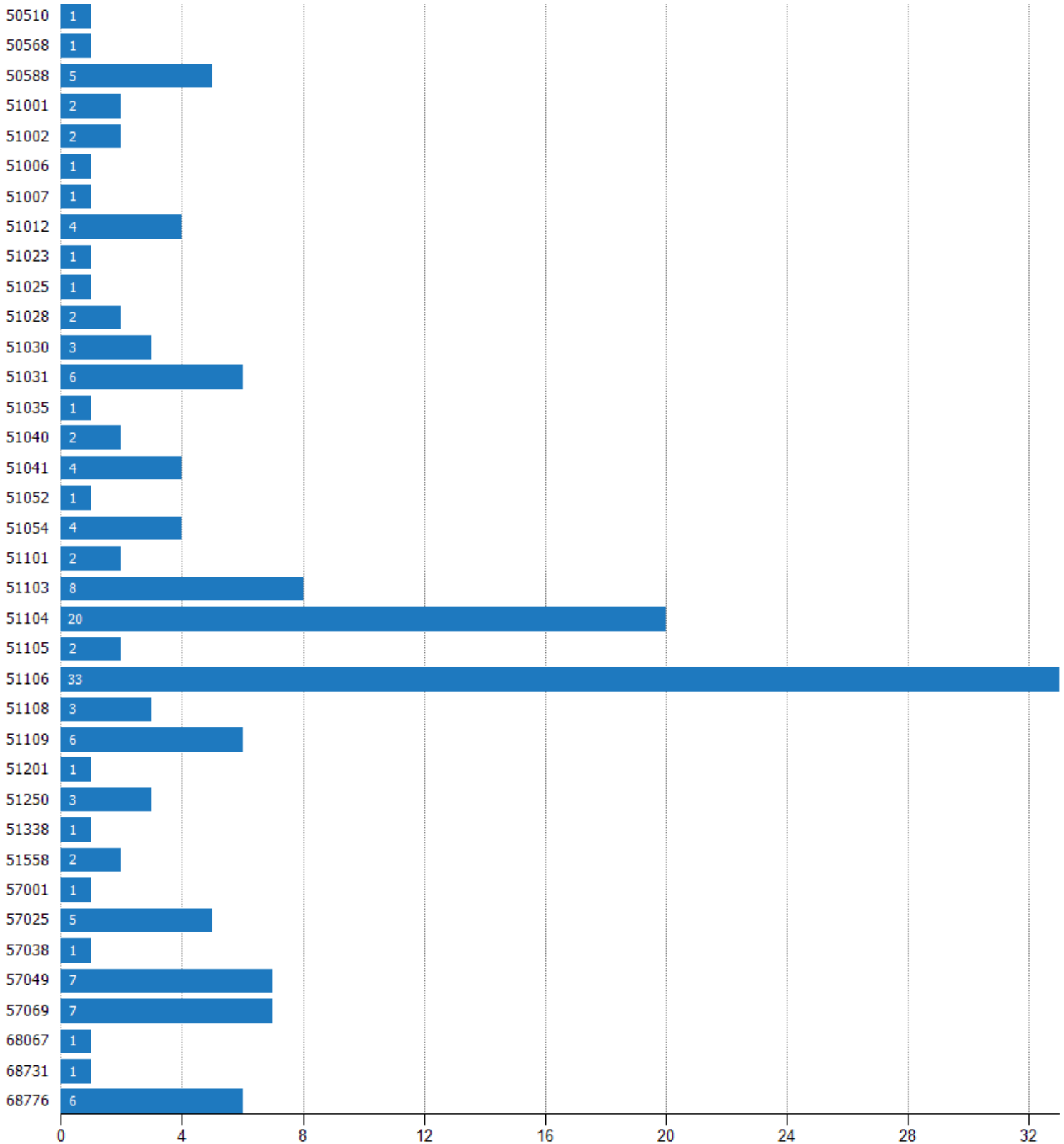




## Closed Sales (By Zip)

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





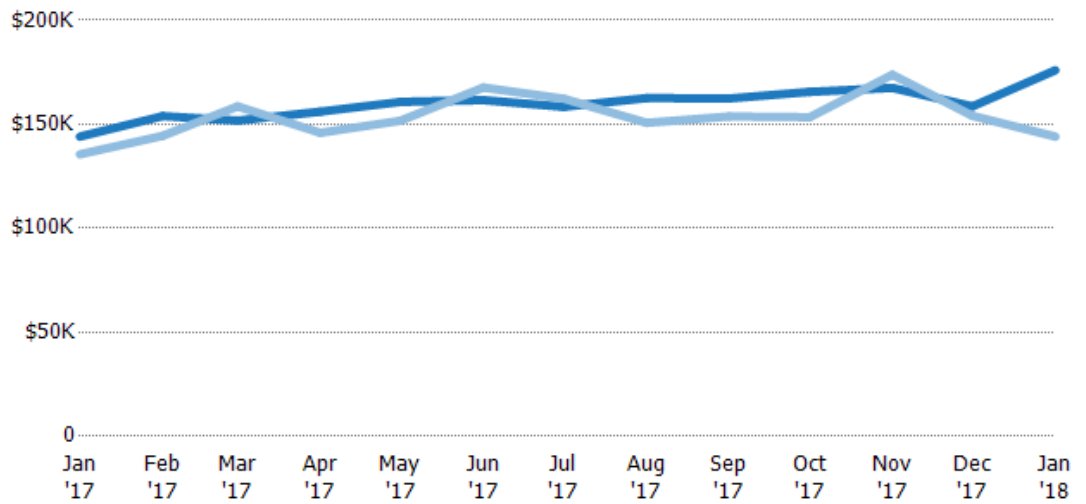
## Average Sales Price

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.
Jan '18	\$176K	22.1%
Jan '17	\$144K	6.3%
Jan '16	\$136K	-4.3%



Current Year	\$144K	\$154K	\$152K	\$156K	\$161K	\$162K	\$158K	\$163K	\$162K	\$166K	\$168K	\$159K	\$176K
Prior Year	\$136K	\$144K	\$159K	\$146K	\$152K	\$168K	\$162K	\$151K	\$154K	\$153K	\$174K	\$154K	\$144K
Percent Change from Prior Year	6%	7%	-4%	7%	6%	-4%	-2%	8%	6%	8%	-4%	3%	22%

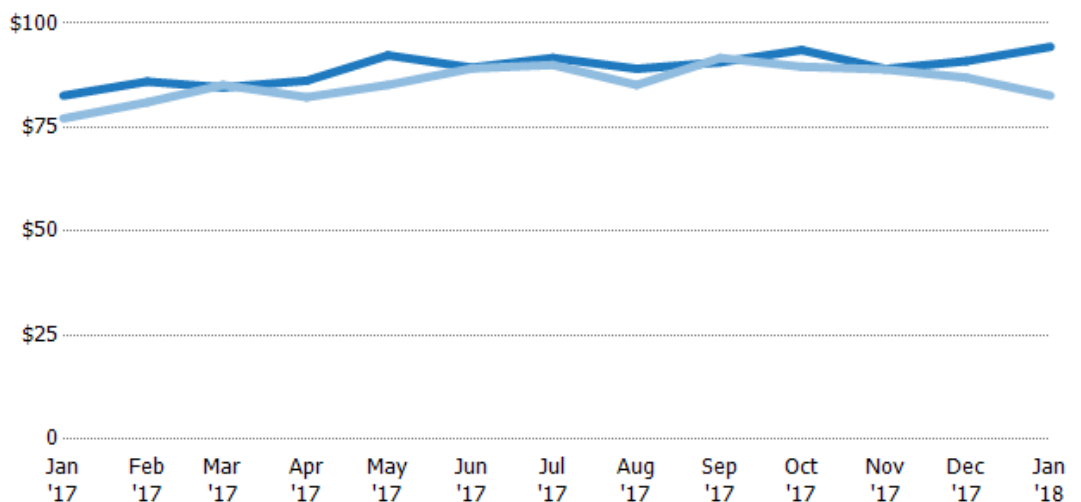
## Average Sales Price per Sq Ft

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.
Jan '18	\$94.3	14.2%
Jan '17	\$82.6	7.1%
Jan '16	\$77.1	2.2%



Current Year	\$82.6	\$86	\$84.6	\$86.2	\$92.3	\$89.3	\$91.7	\$89.1	\$90.6	\$93.6	\$89	\$90.9	\$94.3
Prior Year	\$77.1	\$81	\$85.2	\$82.2	\$85.2	\$89.1	\$90	\$85.2	\$91.7	\$89.6	\$88.9	\$86.9	\$82.6
Percent Change from Prior Year	7%	6%	-1%	5%	8%	0%	2%	5%	-1%	4%	0%	5%	14%





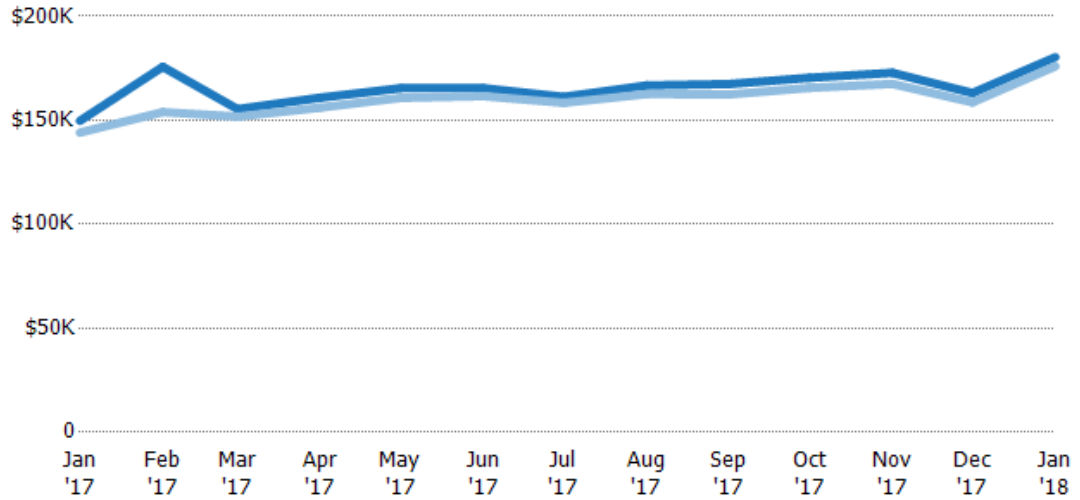
## Average Sales Price vs Average Listing Price

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



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg List Price	\$150K	\$176K	\$155K	\$161K	\$165K	\$165K	\$161K	\$167K	\$167K	\$170K	\$173K	\$163K	\$180K
Avg Sales Price	\$144K	\$154K	\$152K	\$156K	\$161K	\$162K	\$158K	\$163K	\$162K	\$166K	\$168K	\$159K	\$176K
Avg Sales Price as a % of Avg List Price	96%	88%	98%	97%	97%	98%	98%	98%	97%	97%	97%	97%	98%