



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 | May 2018 | May 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|---------------|---------------|-------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 324 | 302 | +7.3% | 1,258 | 1,274 | -1.3% |
| New Listing Volume | \$60,155,697 | \$54,725,445 | +9.9% | \$232,038,010 | \$232,963,921 | -0.4% |
| Active Listing Count | 646 | 707 | -8.6% | 3,027 | 3,489 | -13.2% |
| Active Listing Volume | \$149,322,312 | \$154,738,919 | -3.5% | \$687,446,977 | \$737,515,329 | -6.8% |
| Average Listing Price | \$231,149 | \$218,867 | +5.6% | \$227,105 | \$211,383 | +7.4% |
| Months of Inventory | 3.9 | 3.7 | +4% | 3.7 | 4.5 | -17% |
| Sales Activity Charts Metrics | | | | | | |
| Closed Sales Count | 218 | 234 | -6.8% | 814 | 808 | +0.7% |
| Closed Sales Volume | \$37,394,913 | \$37,617,188 | -0.6% | \$132,669,354 | \$124,949,725 | +6.2% |
| Average Sales Price | \$171,536 | \$160,757 | +6.7% | \$162,984 | \$154,641 | +5.4% |
| Average Sales Price per Sq Ft | \$98 | \$92 | +6.4% | \$93 | \$87 | +7.4% |

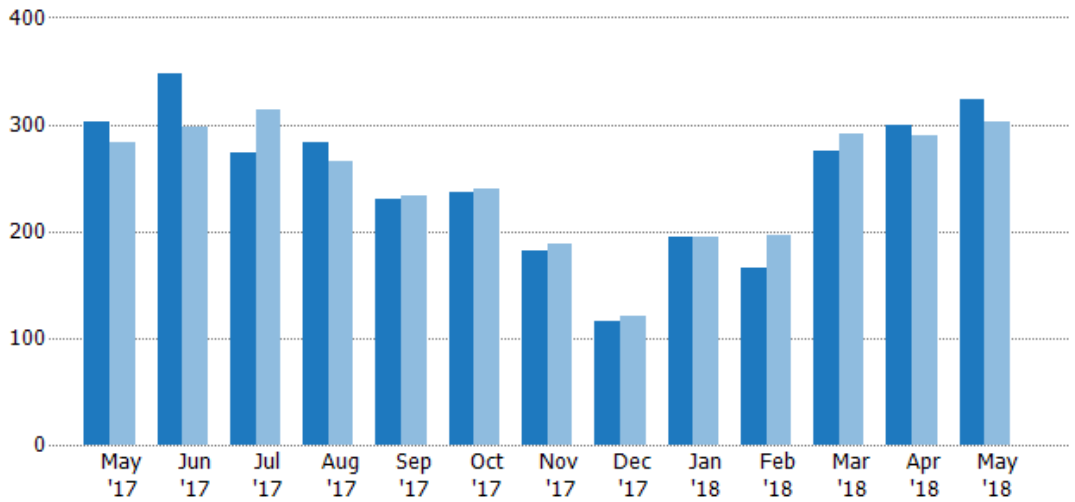


New Listings

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



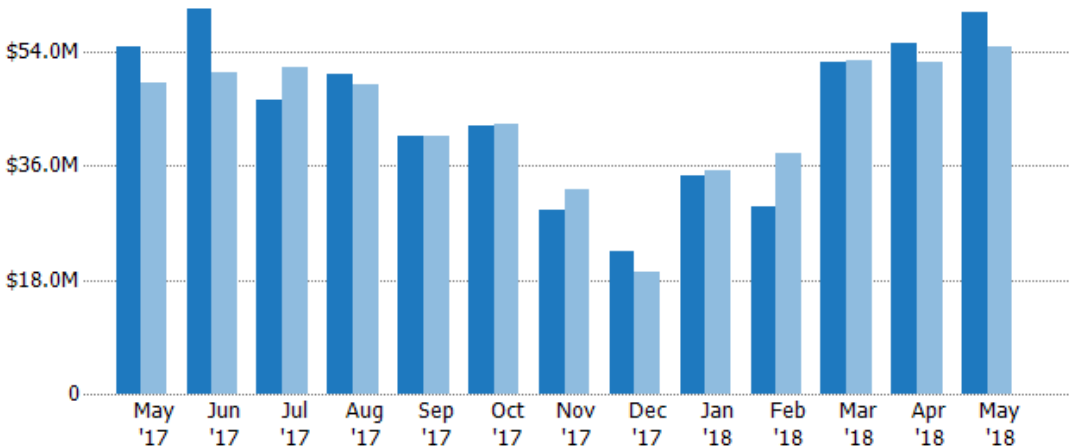
| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 302 | 348 | 274 | 283 | 230 | 237 | 182 | 116 | 194 | 166 | 275 | 299 | 324 |
| Prior Year | 283 | 297 | 314 | 266 | 233 | 240 | 188 | 120 | 195 | 196 | 291 | 290 | 302 |
| Percent Change from Prior Year | 7% | 17% | -13% | 6% | -1% | -1% | -3% | -3% | -1% | -15% | -5% | 3% | 7% |

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



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$54.7M | \$60.7M | \$46.5M | \$50.4M | \$40.7M | \$42.4M | \$29M | \$22.5M | \$34.6M | \$29.5M | \$52.4M | \$55.5M | \$60.2M |
| Prior Year | \$49.2M | \$50.6M | \$51.4M | \$48.8M | \$40.7M | \$42.6M | \$32.4M | \$19.2M | \$35.4M | \$37.9M | \$52.5M | \$52.4M | \$54.7M |
| Percent Change from Prior Year | 11% | 20% | -10% | 3% | 0% | -1% | -10% | 17% | -2% | -22% | 0% | 6% | 10% |



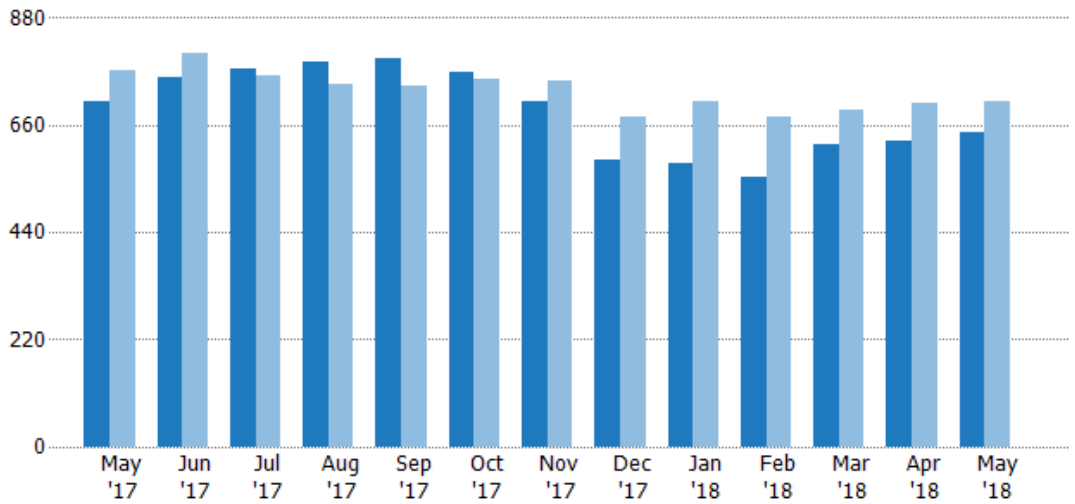


Active Listings

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. |
|------------|-------|--------|
| May '18 | 646 | -8.6% |
| May '17 | 707 | -8.5% |
| May '16 | 773 | 12.2% |

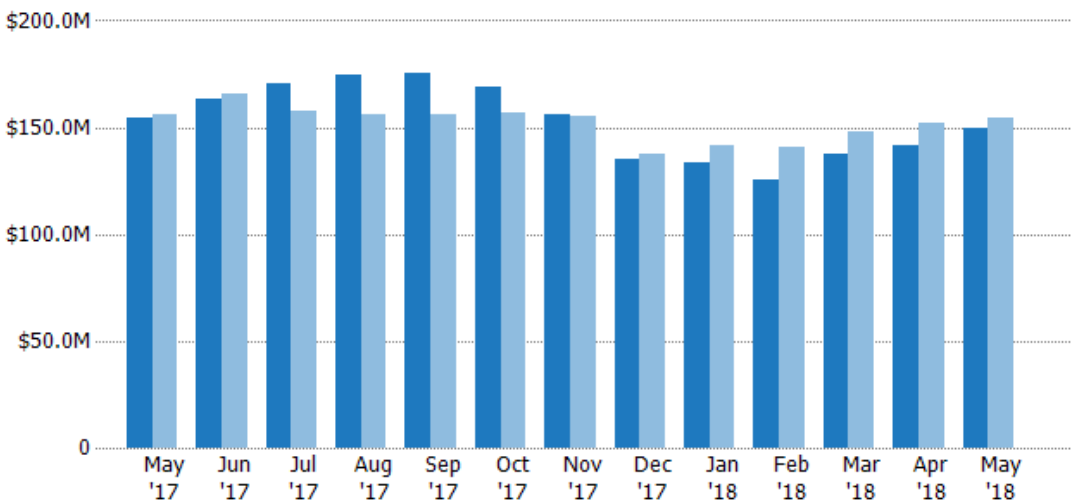
| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|-----|
| Current Year | 707 | 759 | 777 | 791 | 798 | 768 | 708 | 589 | 580 | 552 | 621 | 628 | 646 |
| Prior Year | 773 | 809 | 761 | 745 | 742 | 753 | 751 | 678 | 708 | 677 | 692 | 705 | 707 |
| Percent Change from Prior Year | -9% | -6% | 2% | 6% | 8% | 2% | -6% | -13% | -18% | -18% | -10% | -11% | -9% |

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. |
|------------|--------|--------|
| May '18 | \$149M | -3.5% |
| May '17 | \$155M | -0.9% |
| May '16 | \$156M | -5.3% |

| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$155M | \$164M | \$170M | \$174M | \$175M | \$169M | \$156M | \$135M | \$133M | \$126M | \$138M | \$141M | \$149M |
| Prior Year | \$156M | \$166M | \$158M | \$156M | \$156M | \$157M | \$155M | \$138M | \$142M | \$141M | \$148M | \$152M | \$155M |
| Percent Change from Prior Year | -1% | -1% | 8% | 11% | 12% | 8% | 1% | -2% | -6% | -11% | -7% | -7% | -4% |



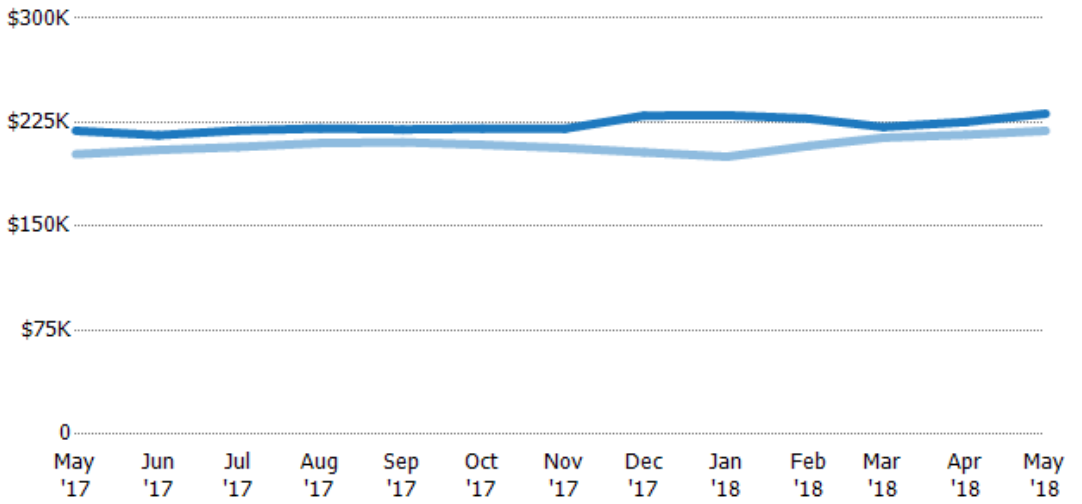


Average Listing Price

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. |
|------------|--------|--------|
| May '18 | \$231K | 5.6% |
| May '17 | \$219K | 8.4% |
| May '16 | \$202K | -15.5% |

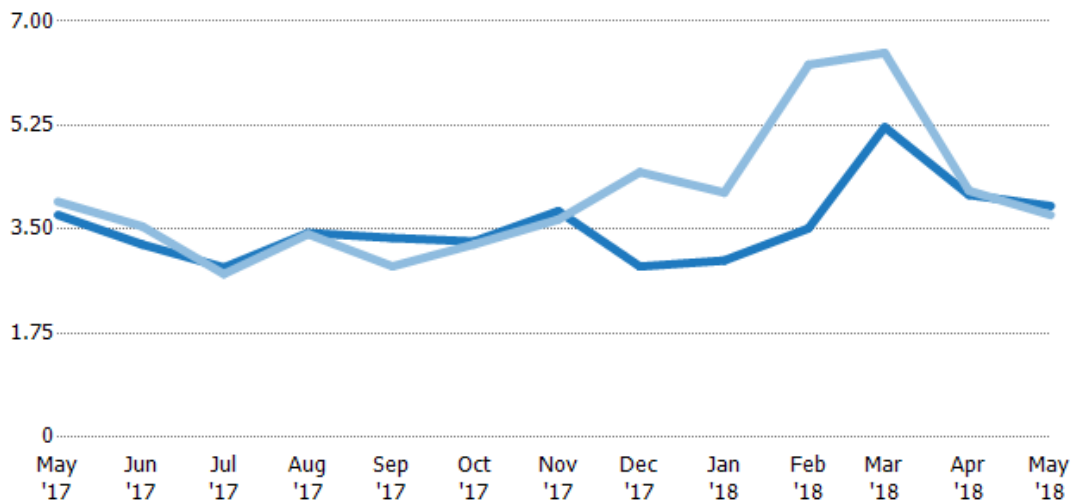
| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$219K | \$216K | \$219K | \$221K | \$220K | \$220K | \$220K | \$230K | \$230K | \$228K | \$222K | \$225K | \$231K |
| Prior Year | \$202K | \$205K | \$207K | \$210K | \$211K | \$209K | \$206K | \$203K | \$200K | \$208K | \$214K | \$216K | \$219K |
| Percent Change from Prior Year | 8% | 5% | 6% | 5% | 4% | 6% | 7% | 13% | 15% | 9% | 4% | 4% | 6% |

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. |
|------------|--------|--------|
| May '18 | 3.89 | 4% |
| May '17 | 3.74 | -5.6% |
| May '16 | 3.96 | 43.9% |

| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 3.74 | 3.24 | 2.86 | 3.44 | 3.35 | 3.3 | 3.81 | 2.87 | 2.97 | 3.52 | 5.22 | 4.08 | 3.89 |
| Prior Year | 3.96 | 3.55 | 2.75 | 3.42 | 2.88 | 3.25 | 3.66 | 4.46 | 4.12 | 6.27 | 6.47 | 4.15 | 3.74 |
| Percent Change from Prior Year | -6% | -9% | 4% | 1% | 17% | 2% | 4% | -36% | -28% | -44% | -19% | -2% | 4% |

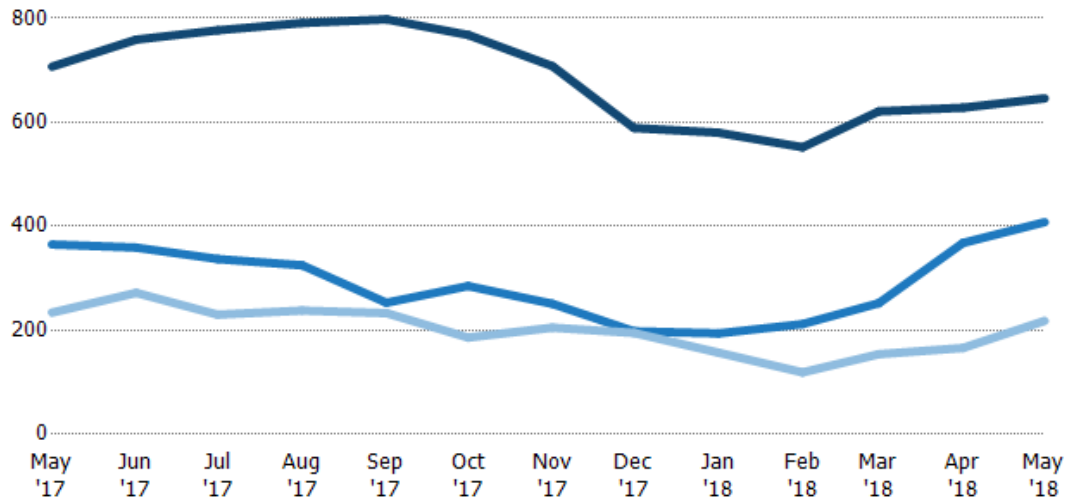


Active/Pending/Sold Units

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



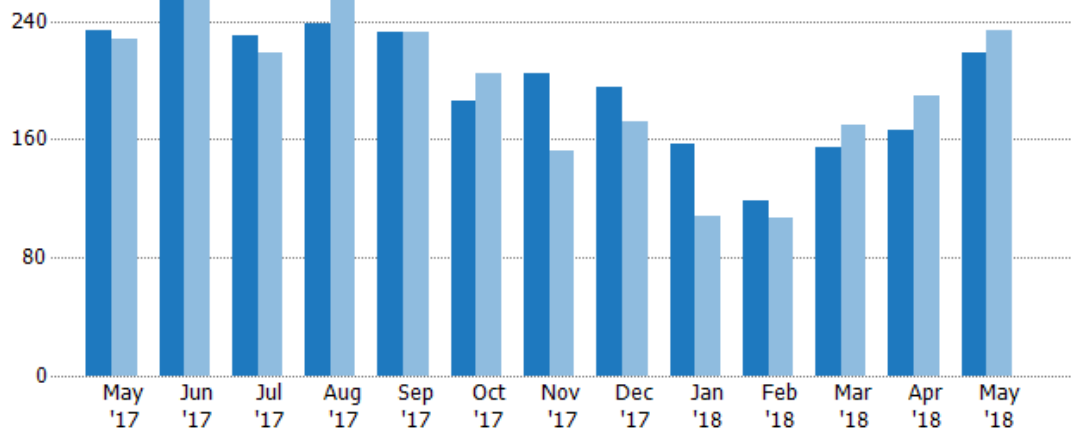
| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active | 707 | 759 | 777 | 791 | 798 | 768 | 708 | 589 | 580 | 552 | 621 | 628 | 646 |
| Pending | 365 | 359 | 337 | 325 | 253 | 285 | 251 | 198 | 194 | 212 | 252 | 368 | 408 |
| Sold | 234 | 272 | 230 | 238 | 233 | 186 | 205 | 195 | 157 | 119 | 154 | 166 | 218 |

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. |
|------------|-------|--------|
| May '18 | 218 | -6.8% |
| May '17 | 234 | 2.6% |
| May '16 | 228 | -1.8% |

| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 234 | 272 | 230 | 238 | 233 | 186 | 205 | 195 | 157 | 119 | 154 | 166 | 218 |
| Prior Year | 228 | 277 | 218 | 258 | 232 | 205 | 152 | 172 | 108 | 107 | 170 | 189 | 234 |
| Percent Change from Prior Year | 3% | -2% | 6% | -8% | 0% | -9% | 35% | 13% | 45% | 11% | -9% | -12% | -7% |





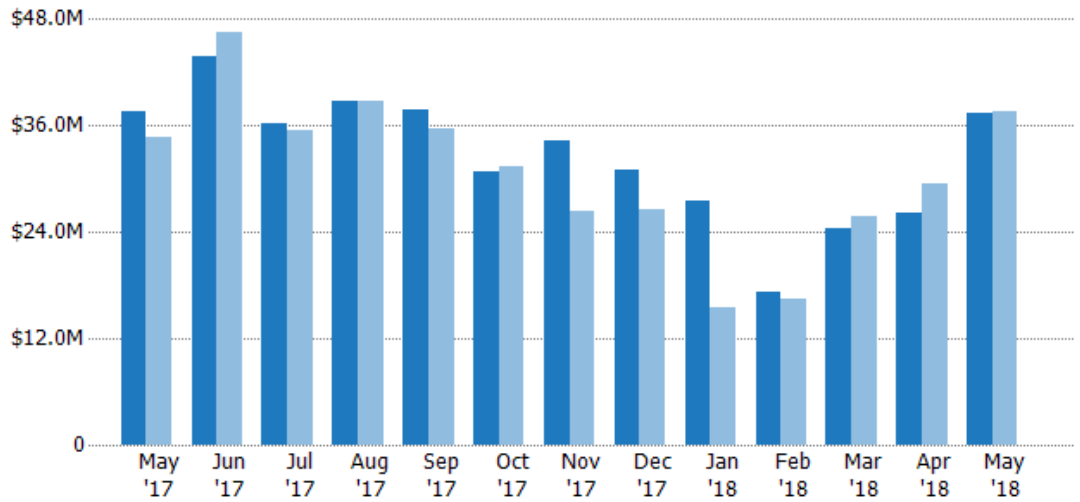
Closed Sales Volume

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. |
|----------------|---------|--------|
| May '18 | \$37.4M | -0.6% |
| May '17 | \$37.6M | 8.4% |
| May '16 | \$34.7M | -10% |



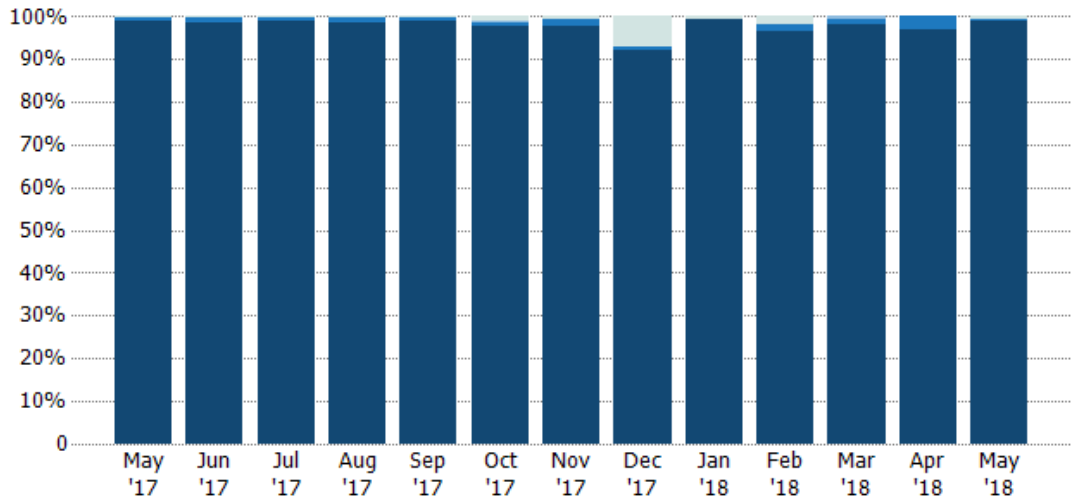
| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$37.6M | \$43.9M | \$36.3M | \$38.7M | \$37.8M | \$30.8M | \$34.3M | \$30.9M | \$27.4M | \$17.3M | \$24.5M | \$26.1M | \$37.4M |
| Prior Year | \$34.7M | \$46.5M | \$35.4M | \$38.8M | \$35.7M | \$31.4M | \$26.4M | \$26.5M | \$15.6M | \$16.5M | \$25.8M | \$29.5M | \$37.6M |
| Percent Change from Prior Year | 8% | -6% | 3% | 0% | 6% | -2% | 30% | 17% | 76% | 5% | -5% | -12% | -1% |

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 | 0% | 0% | 0% | 0% | 0% | 1% | 0% | 7% | 1% | 2% | - | - | 0% |
| Multifamily/Multiplex | - | - | - | - | - | 1% | - | - | - | - | 1% | - | - |
| Condo/Townhouse | 0% | 1% | 0% | 1% | 0% | 1% | 2% | 1% | - | 2% | 1% | 3% | 0% |
| Single Family Residence | 99% | 99% | 99% | 99% | 99% | 98% | 98% | 92% | 99% | 97% | 98% | 97% | 99% |

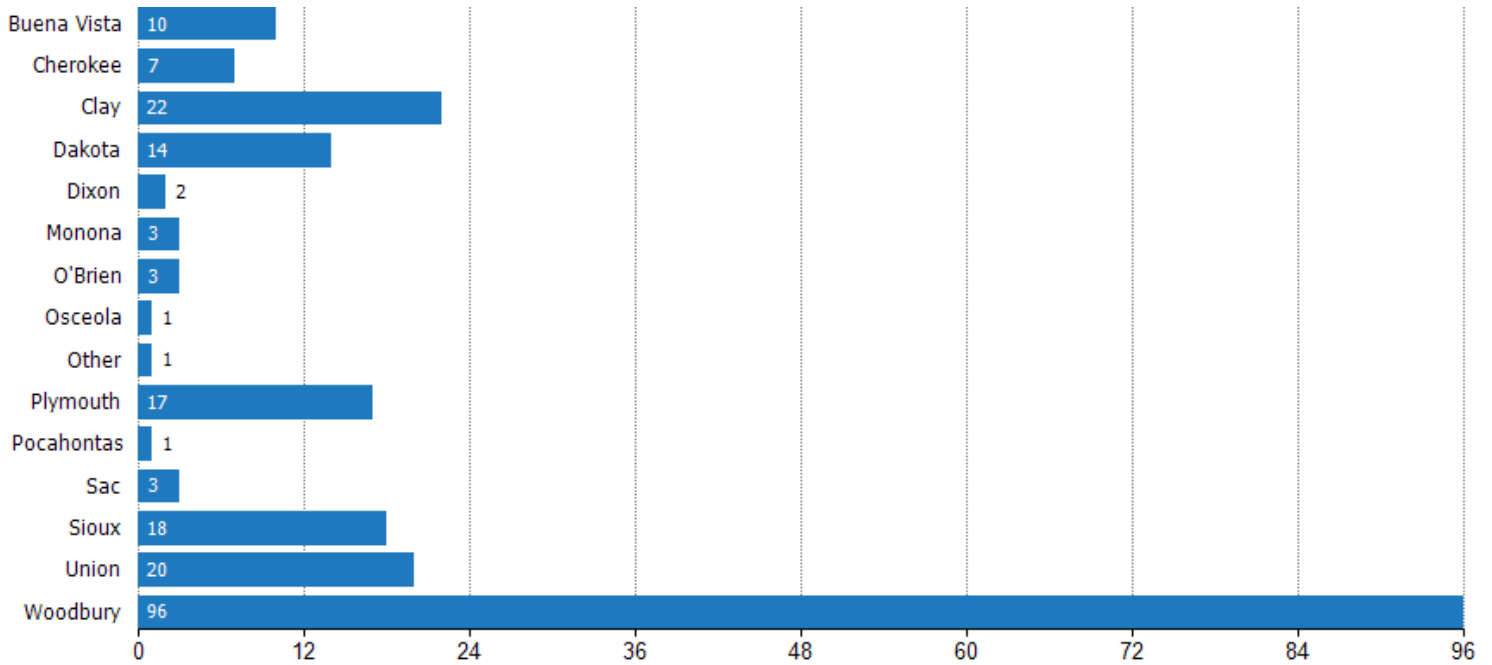




Closed Sales (By County)

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

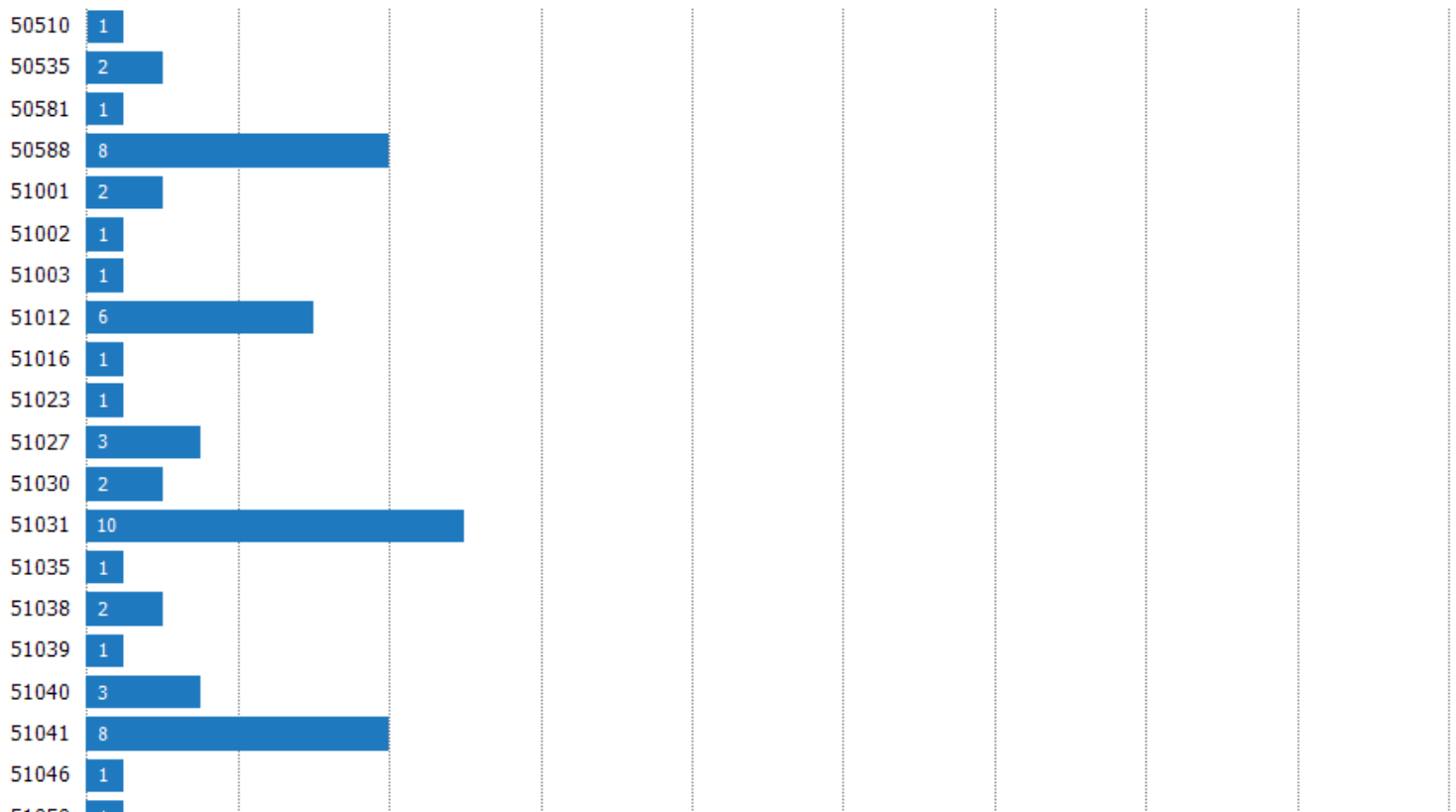
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

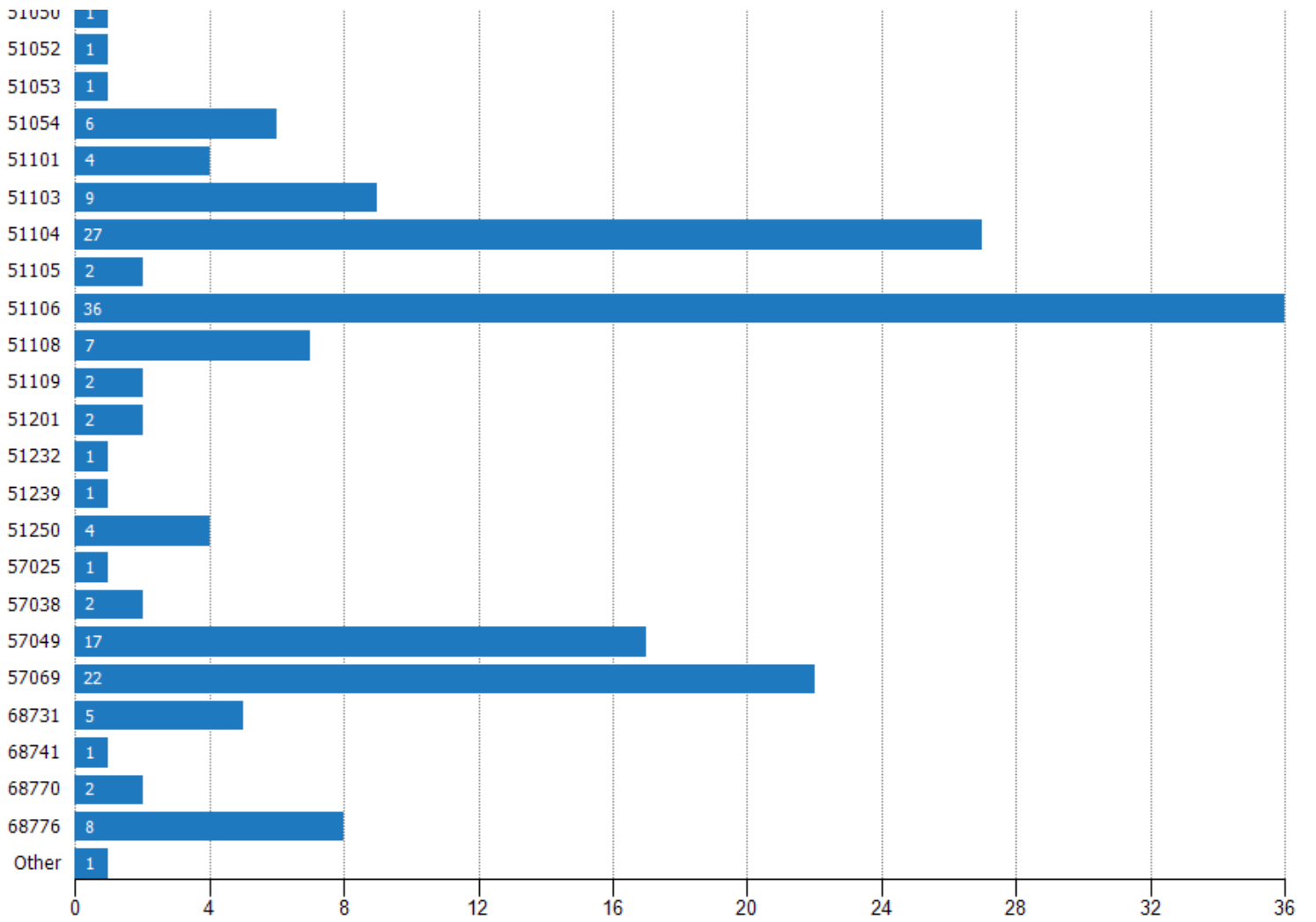


Closed Sales (By Zip)

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







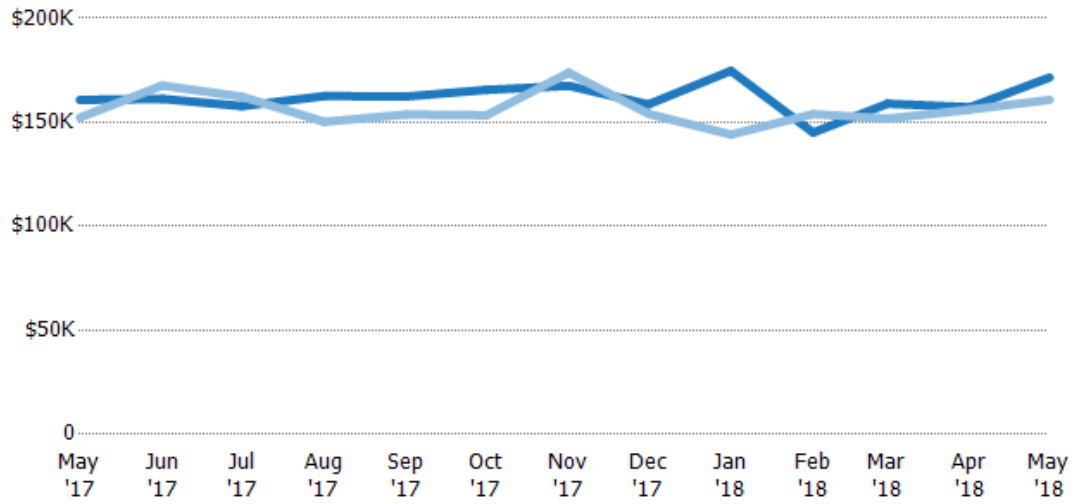
Average Sales Price

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. |
|------------|--------|--------|
| May '18 | \$172K | 6.7% |
| May '17 | \$161K | 5.6% |
| May '16 | \$152K | -8.4% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$161K | \$161K | \$158K | \$163K | \$162K | \$166K | \$168K | \$159K | \$175K | \$145K | \$159K | \$157K | \$172K |
| Prior Year | \$152K | \$168K | \$162K | \$150K | \$154K | \$153K | \$174K | \$154K | \$144K | \$154K | \$152K | \$156K | \$161K |
| Percent Change from Prior Year | 6% | -4% | -3% | 8% | 6% | 8% | -4% | 3% | 21% | -6% | 5% | 1% | 7% |

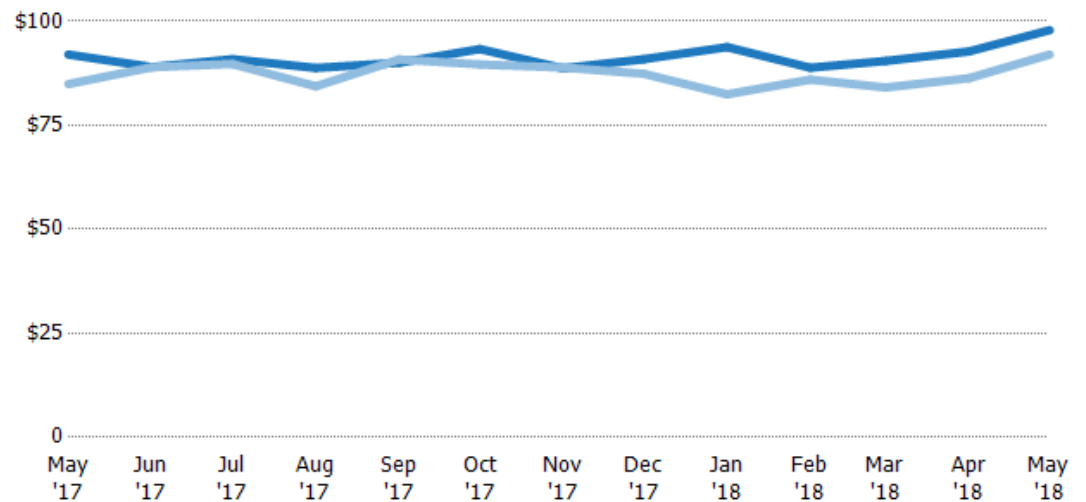
Average Sales Price per Sq Ft

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. |
|------------|-------------|--------|
| May '18 | \$97.9 | 6.4% |
| May '17 | \$92 | 8.4% |
| May '16 | \$84.9 | -9.2% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$92 | \$89 | \$90.9 | \$88.8 | \$90 | \$93.3 | \$88.7 | \$90.9 | \$93.8 | \$88.8 | \$90.5 | \$92.7 | \$97.9 |
| Prior Year | \$84.9 | \$89 | \$89.7 | \$84.4 | \$90.8 | \$89.6 | \$88.9 | \$87.4 | \$82.4 | \$86 | \$84.1 | \$86.3 | \$92 |
| Percent Change from Prior Year | 8% | 0% | 1% | 5% | -1% | 4% | 0% | 4% | 14% | 3% | 8% | 7% | 6% |





Average Sales Price vs Average Listing Price

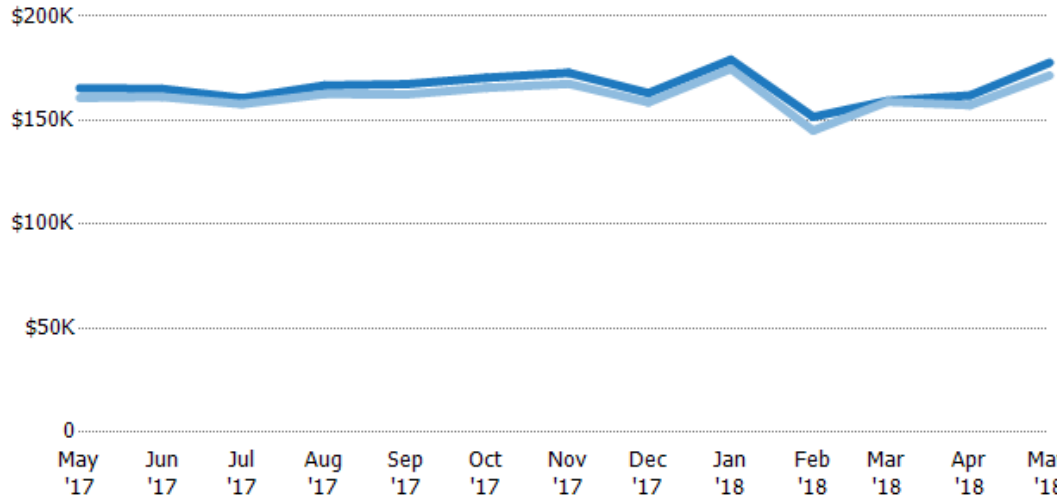
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price | \$165K | \$165K | \$161K | \$167K | \$167K | \$170K | \$173K | \$163K | \$179K | \$152K | \$159K | \$162K | \$178K |
| Avg Sales Price | \$161K | \$161K | \$158K | \$163K | \$162K | \$166K | \$168K | \$159K | \$175K | \$145K | \$159K | \$157K | \$172K |
| Avg Sales Price as a % of Avg List Price | 97% | 98% | 98% | 98% | 97% | 97% | 97% | 97% | 98% | 96% | 100% | 97% | 97% |