



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	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	334	366	-8.7%	1,673	1,734	-3.5%
New Listing Volume	\$64,696,711	\$62,371,083	+3.7%	\$307,525,515	\$308,942,499	-0.5%
Active Listing Count	709	999	-29%	4,525	5,614	-19.4%
Active Listing Volume	\$158,604,193	\$201,760,118	-21.4%	\$962,384,211	\$1,117,471,627	-13.9%
Average Listing Price	\$223,701	\$201,962	+10.8%	\$212,682	\$199,051	+6.8%
Months of Inventory	2.7	4.1	-32.3%	3.8	4.8	-20.1%
Sales Activity Charts Metrics						
Closed Sales Count	273	298	-8.4%	1,180	1,179	+0.1%
Closed Sales Volume	\$49,832,714	\$48,212,170	+3.4%	\$195,192,418	\$180,811,045	+8%
Average Sales Price	\$182,537	\$161,786	+12.8%	\$165,417	\$153,360	+7.9%
Average Sales Price per Sq Ft	\$94	\$86	+9.2%	\$92	\$86	+6.8%

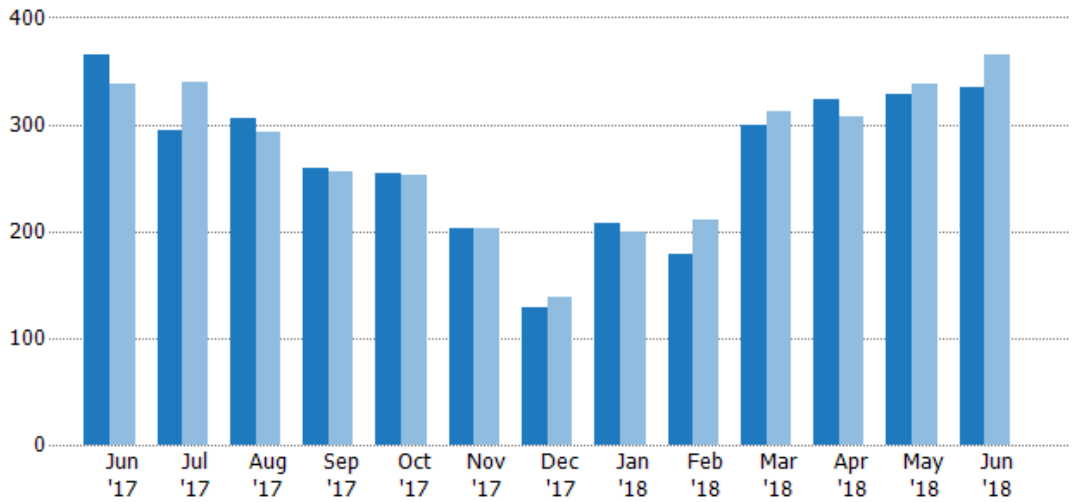


New Listings

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.
Jun '18	334	-8.7%
Jun '17	366	8.3%
Jun '16	338	2.1%

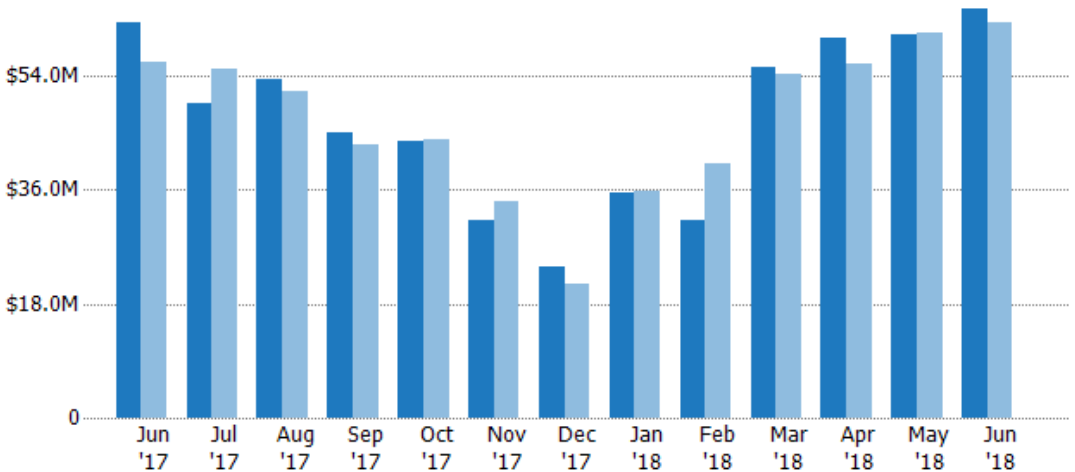
Current Year	366	295	306	259	254	203	129	208	179	300	324	328	334
Prior Year	338	340	293	255	252	203	139	200	210	312	308	338	366
Percent Change from Prior Year	8%	-13%	4%	2%	1%	0%	-7%	4%	-15%	-4%	5%	-3%	-9%

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.
Jun '18	\$64.7M	3.7%
Jun '17	\$62.4M	11.3%
Jun '16	\$56.1M	-10.3%

Current Year	\$62.4M	\$49.7M	\$53.4M	\$45M	\$43.8M	\$31.3M	\$23.9M	\$35.6M	\$31.1M	\$55.4M	\$60M	\$60.6M	\$64.7M
Prior Year	\$56.1M	\$55.2M	\$51.6M	\$43.2M	\$44M	\$34.2M	\$21.2M	\$35.9M	\$40M	\$54.1M	\$55.8M	\$60.7M	\$62.4M
Percent Change from Prior Year	11%	-10%	3%	4%	-1%	-8%	12%	-1%	-22%	2%	7%	0%	4%



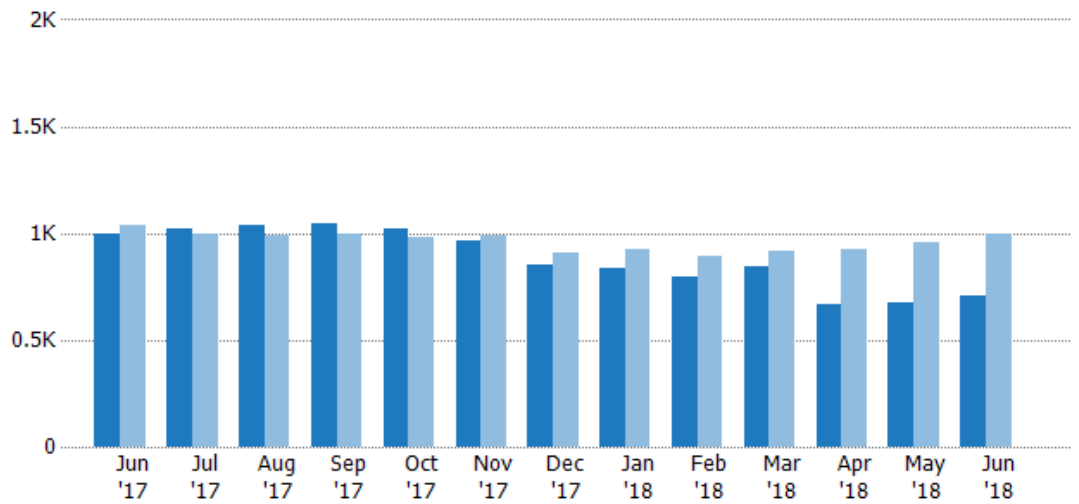


Active Listings

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.
Jun '18	709	-29%
Jun '17	999	-3.4%
Jun '16	1.03K	6.7%

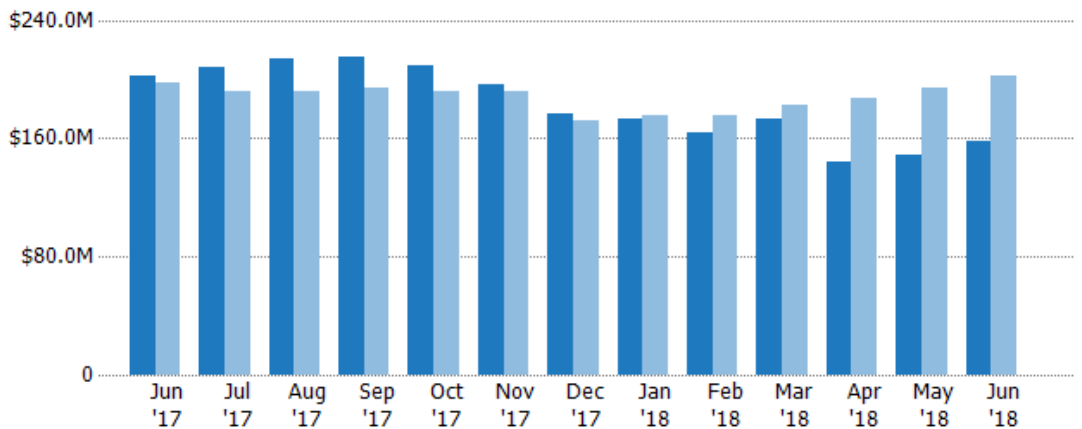
Current Year	999	1.02K	1.04K	1.05K	1.02K	964	854	833	795	848	669	671	709
Prior Year	1.03K	996	987	995	980	987	908	924	895	919	924	953	999
Percent Change from Prior Year	-3%	2%	5%	5%	4%	-2%	-6%	-10%	-11%	-8%	-28%	-30%	-29%

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.
Jun '18	\$159M	-21.4%
Jun '17	\$202M	2.1%
Jun '16	\$198M	-8.5%

Current Year	\$202M	\$208M	\$213M	\$216M	\$210M	\$196M	\$177M	\$173M	\$164M	\$173M	\$145M	\$149M	\$159M
Prior Year	\$198M	\$192M	\$191M	\$194M	\$191M	\$191M	\$173M	\$175M	\$176M	\$183M	\$187M	\$194M	\$202M
Percent Change from Prior Year	2%	8%	11%	11%	10%	2%	3%	-1%	-6%	-6%	-23%	-23%	-21%





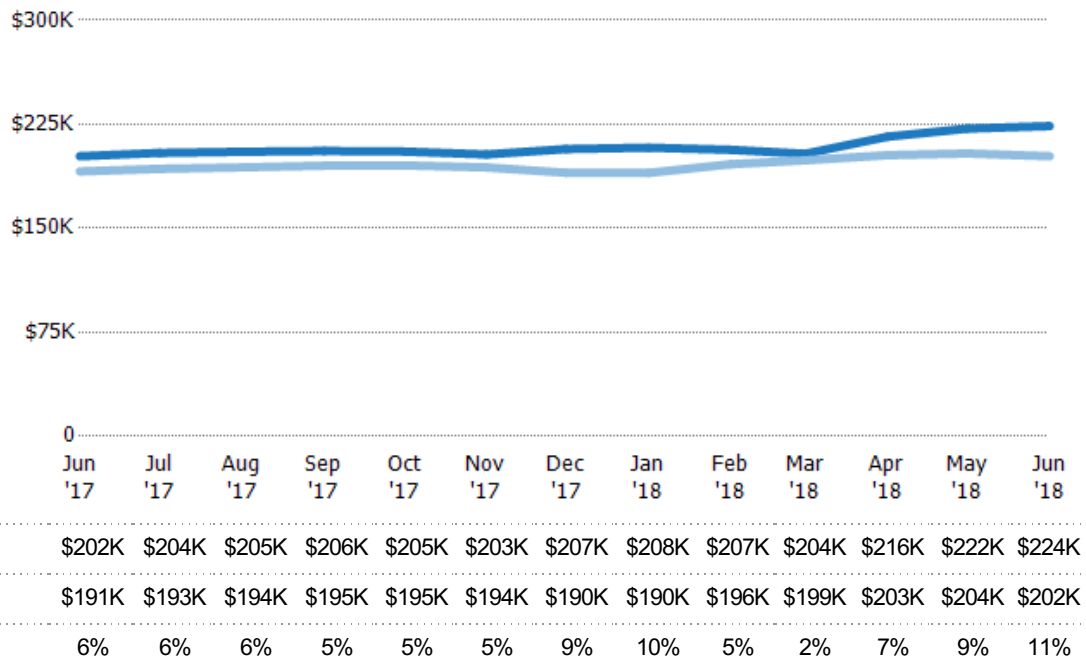
Average Listing Price

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.
Jun '18	\$224K	10.8%
Jun '17	\$202K	5.7%
Jun '16	\$191K	-14.2%



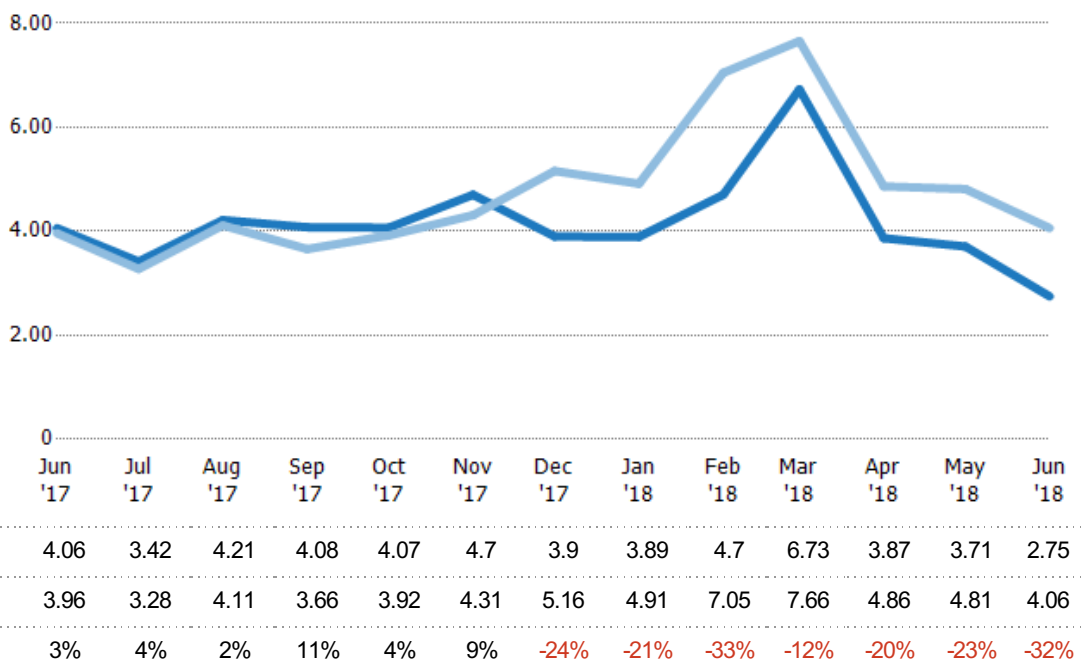
Months of Inventory

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.
Jun '18	2.75	-32.3%
Jun '17	4.06	2.5%
Jun '16	3.96	14.1%



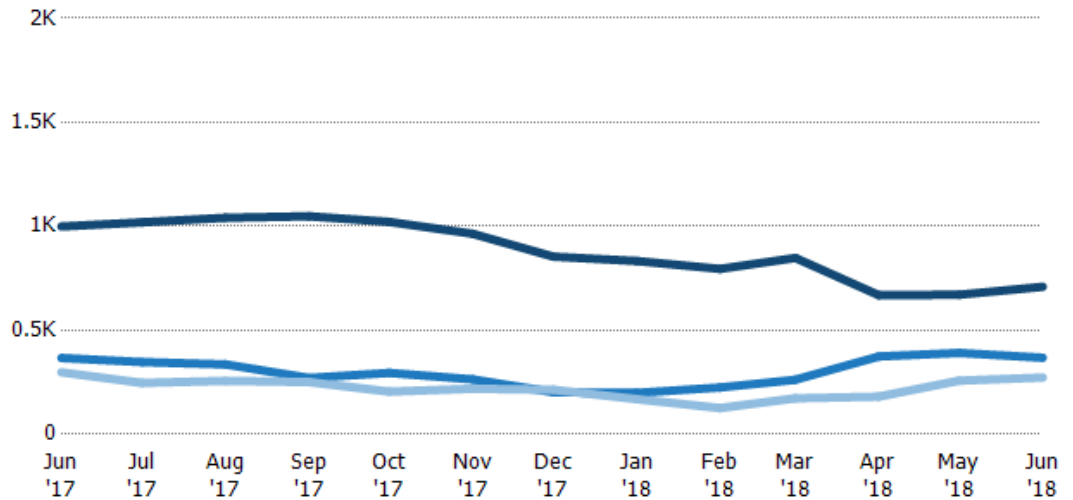


Active/Pending/Sold Units

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



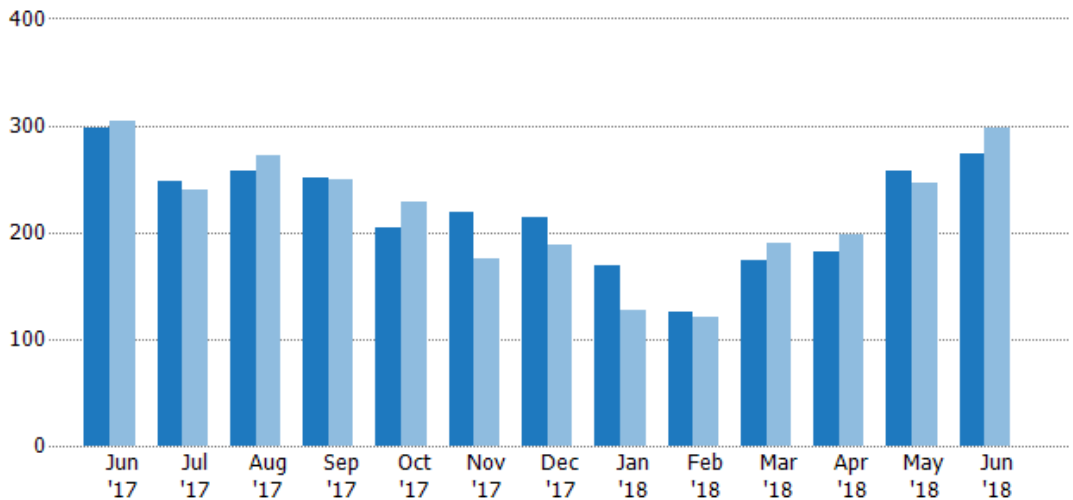
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Active	999	1.02K	1.04K	1.05K	1.02K	964	854	833	795	848	669	671	709
Pending	367	347	336	271	295	264	202	199	225	262	374	391	368
Sold	298	247	257	251	205	219	214	169	126	173	181	258	273

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.
Jun '18	273	-8.4%
Jun '17	298	-2%
Jun '16	304	-7.2%

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	298	247	257	251	205	219	214	169	126	173	181	258	273
Prior Year	304	240	272	250	229	176	188	127	120	190	198	246	298
Percent Change from Prior Year	-2%	3%	-6%	0%	-10%	24%	14%	33%	5%	-9%	-9%	5%	-8%





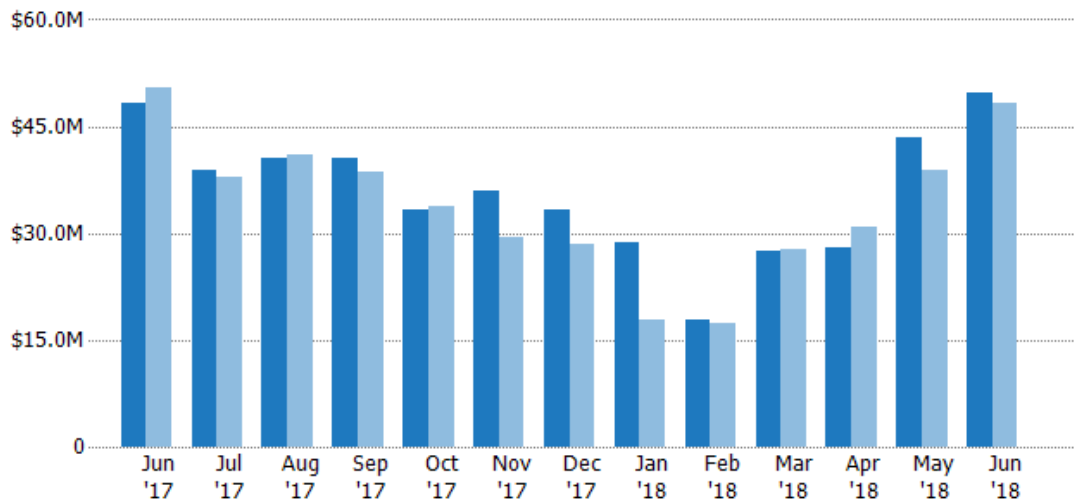
Closed Sales Volume

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.
Jun '18	\$49.8M	3.4%
Jun '17	\$48.2M	-4.6%
Jun '16	\$50.5M	-22.6%



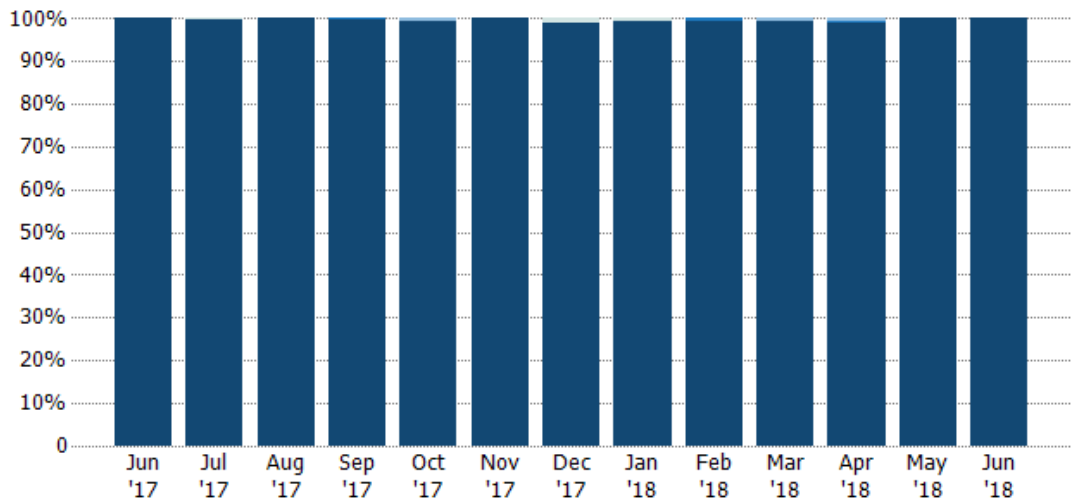
Current Year	\$48.2M	\$38.7M	\$40.6M	\$40.4M	\$33.3M	\$36M	\$33.2M	\$28.6M	\$17.9M	\$27.5M	\$27.9M	\$43.5M	\$49.8M
Prior Year	\$50.5M	\$37.9M	\$41.1M	\$38.5M	\$33.7M	\$29.4M	\$28.5M	\$17.9M	\$17.3M	\$27.7M	\$30.8M	\$38.9M	\$48.2M
Percent Change from Prior Year	-5%	2%	-1%	5%	-1%	23%	16%	60%	3%	-1%	-9%	12%	3%

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%	-	-	-	-	1%	1%	-	-	-	-	-
Multifamily/Multiplex	-	-	-	-	0%	-	-	-	-	1%	1%	-	-
Condo/Townhouse	-	-	-	0%	-	-	-	-	1%	-	1%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	99%	99%	99%	99%	99%	100%	100%

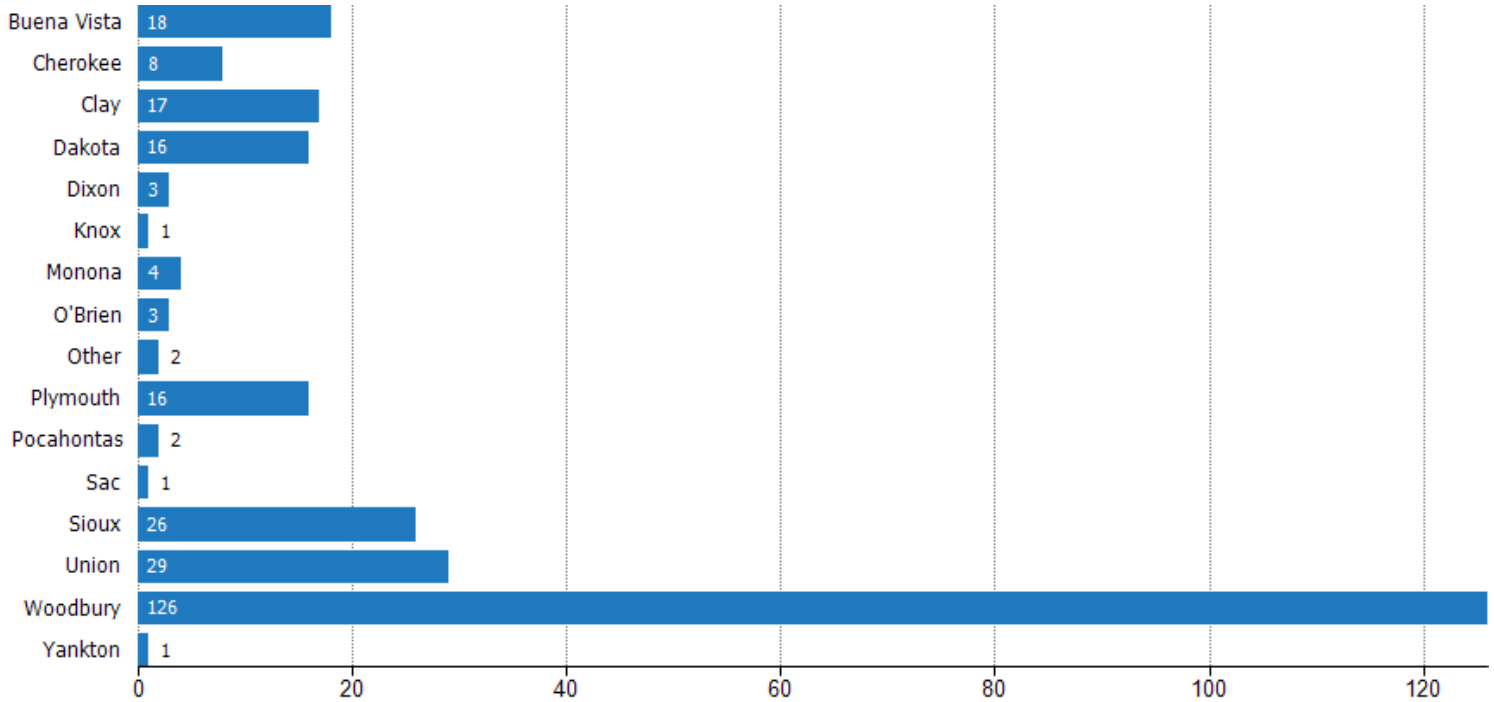




Closed Sales (By County)

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

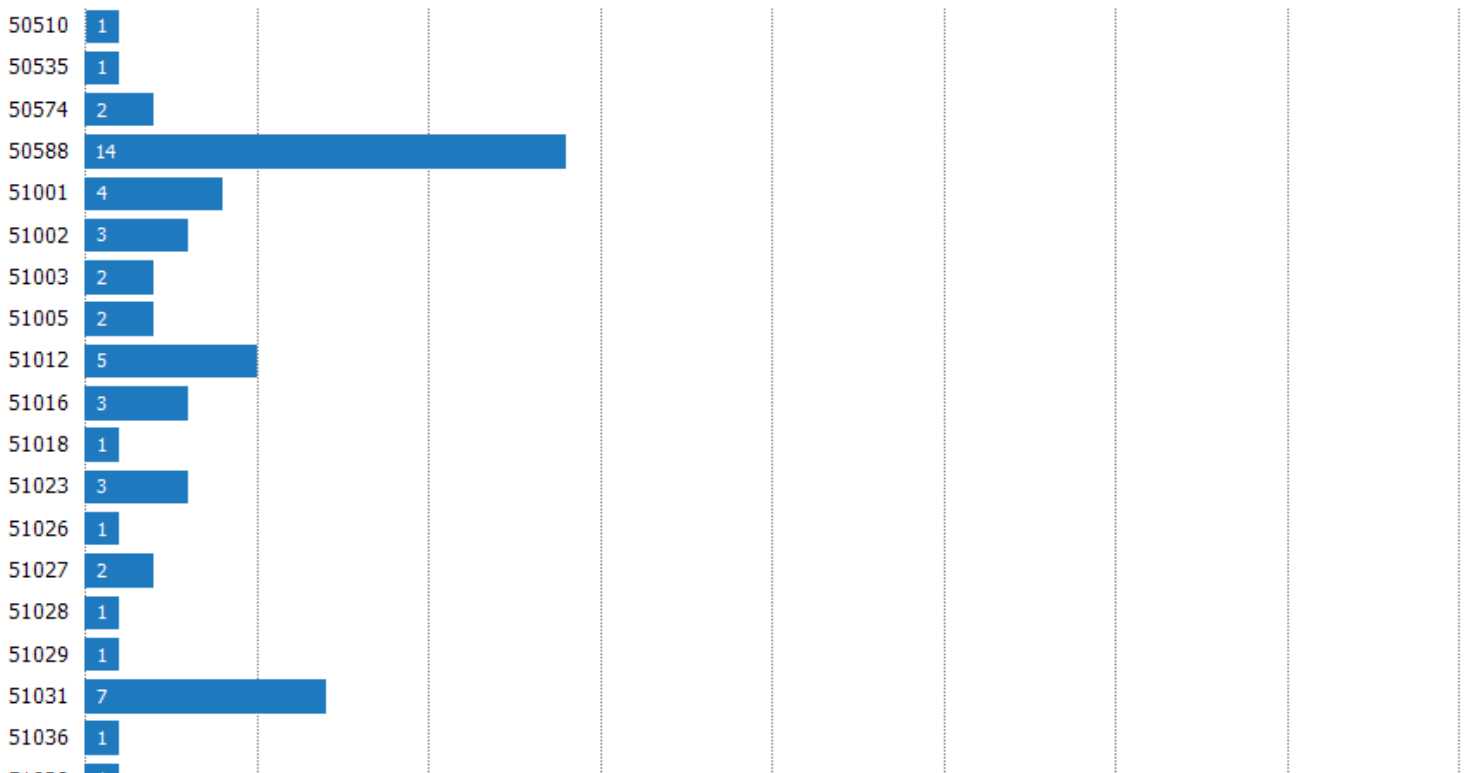
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

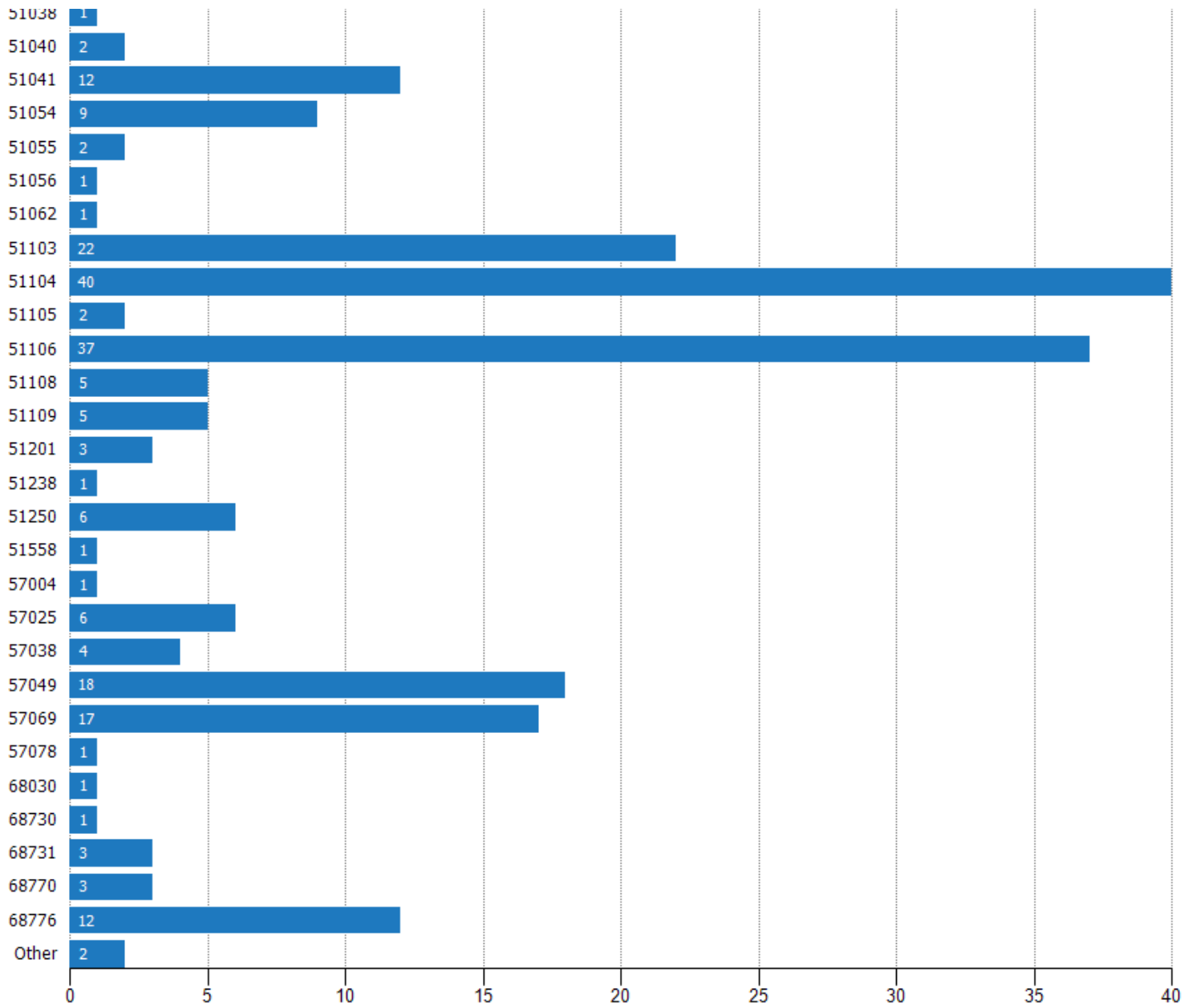


Closed Sales (By Zip)

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







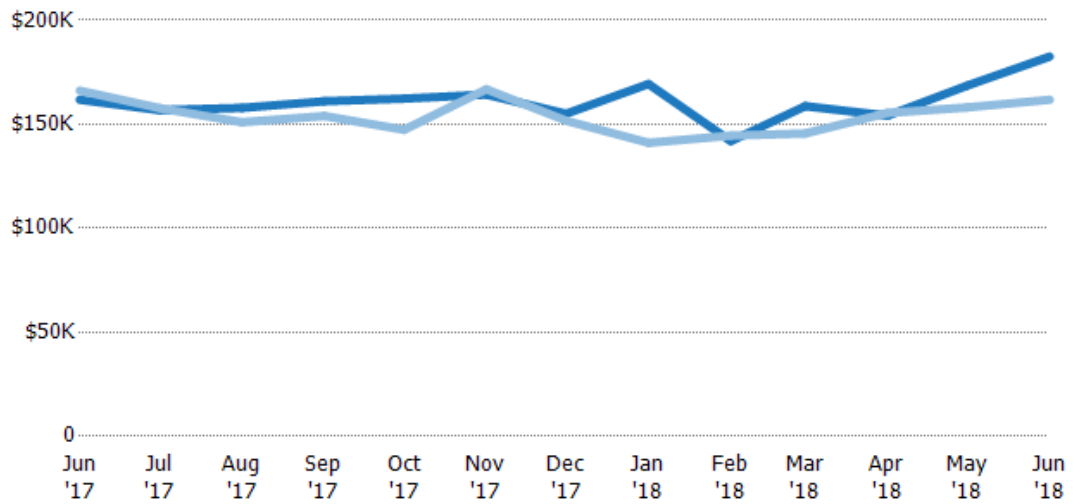
Average Sales Price

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.
Jun '18	\$183K	12.8%
Jun '17	\$162K	-2.6%
Jun '16	\$166K	-16.6%



Current Year	\$162K	\$157K	\$158K	\$161K	\$162K	\$164K	\$155K	\$169K	\$142K	\$159K	\$154K	\$169K	\$183K
Prior Year	\$166K	\$158K	\$151K	\$154K	\$147K	\$167K	\$152K	\$141K	\$145K	\$146K	\$155K	\$158K	\$162K
Percent Change from Prior Year	-3%	-1%	5%	5%	10%	-2%	2%	20%	-2%	9%	-1%	7%	13%

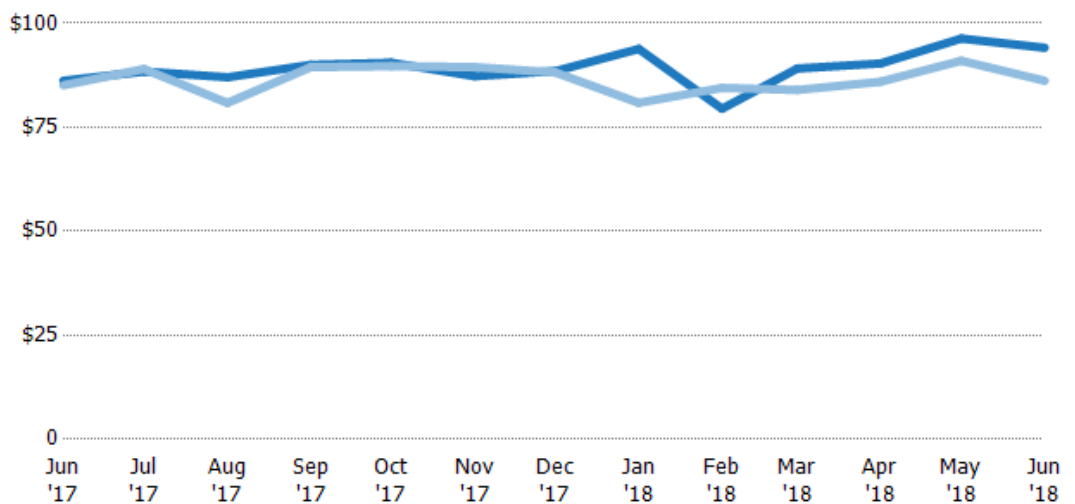
Average Sales Price per Sq Ft

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.
Jun '18	\$94.1	9.2%
Jun '17	\$86.2	1.3%
Jun '16	\$85.1	-6.8%



Current Year	\$86.2	\$88.4	\$87	\$90	\$90.5	\$87.3	\$88.5	\$93.8	\$79.5	\$89.1	\$90.4	\$96.3	\$94.1
Prior Year	\$85.1	\$89	\$80.9	\$89.5	\$89.7	\$89.5	\$88.2	\$80.9	\$84.5	\$84	\$86	\$91	\$86.2
Percent Change from Prior Year	1%	-1%	8%	1%	1%	-2%	0%	16%	-6%	6%	5%	6%	9%





Average Sales Price vs Average Listing Price

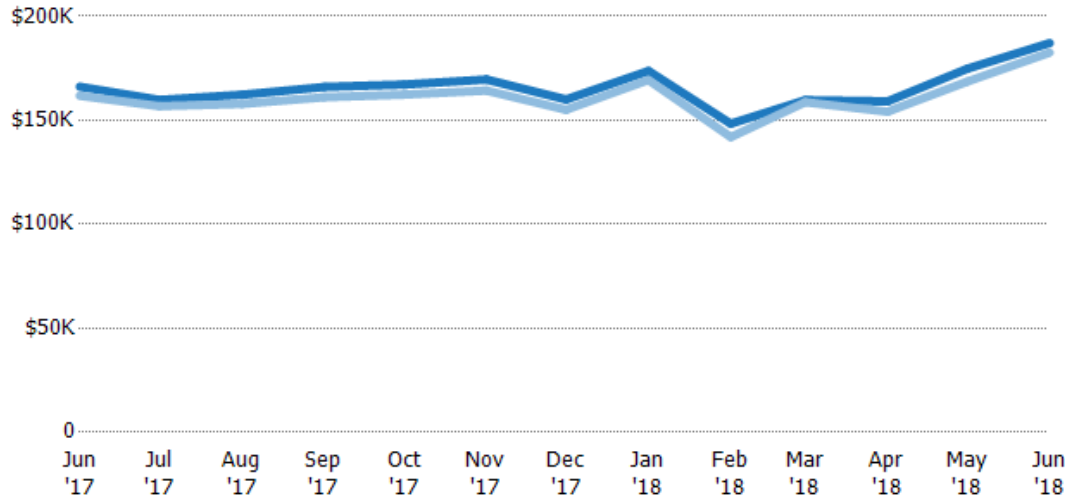
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	\$166K	\$160K	\$162K	\$166K	\$167K	\$170K	\$160K	\$174K	\$148K	\$160K	\$159K	\$175K	\$187K
Avg Sales Price	\$162K	\$157K	\$158K	\$161K	\$162K	\$164K	\$155K	\$169K	\$142K	\$159K	\$154K	\$169K	\$183K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	97%	97%	97%	97%	98%	96%	99%	97%	96%	98%