



## 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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	307	295	+4.1%	1,982	2,029	-2.3%
New Listing Volume	\$190,603,591	\$49,634,631	+284%	\$496,890,532	\$358,571,630	+38.6%
Active Listing Count	691	1,019	-32.2%	5,217	6,639	-21.4%
Active Listing Volume	\$152,952,947	\$208,259,913	-26.6%	\$1,110,443,346	\$1,327,775,291	-16.4%
Average Listing Price	\$221,350	\$204,377	+8.3%	\$212,851	\$199,996	+6.4%
Months of Inventory	2.4	3.4	-29.1%	3.7	4.7	-22.3%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	187	247	-24.3%	1,382	1,425	-3%
Closed Sales Volume	\$31,179,948	\$38,726,297	-19.5%	\$229,024,866	\$219,386,842	+4.4%
Average Sales Price	\$166,738	\$156,787	+6.3%	\$165,720	\$153,956	+7.6%
Average Sales Price per Sq Ft	\$90	\$88	+1.6%	\$92	\$87	+6.1%

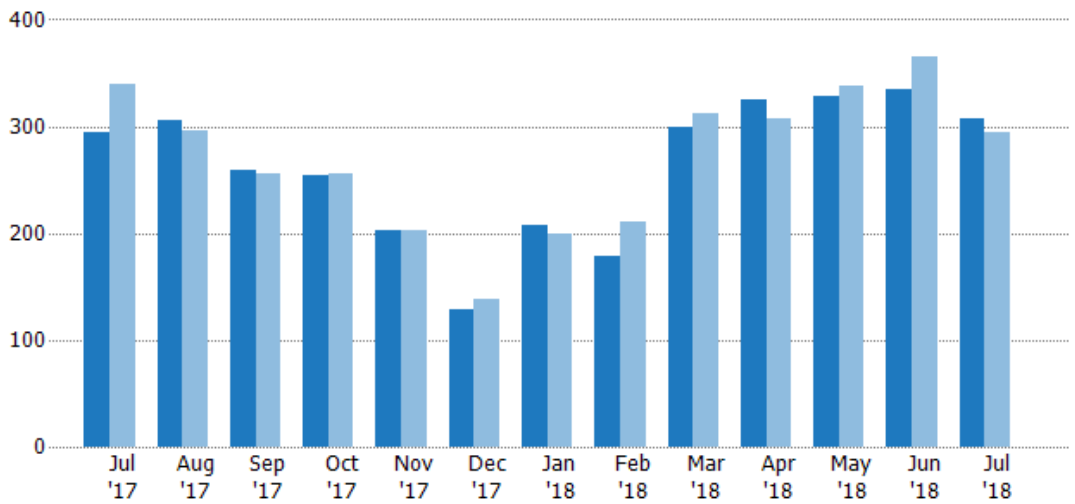


## New Listings

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.
Jul '18	307	4.1%
Jul '17	295	-13.2%
Jul '16	340	-4.4%

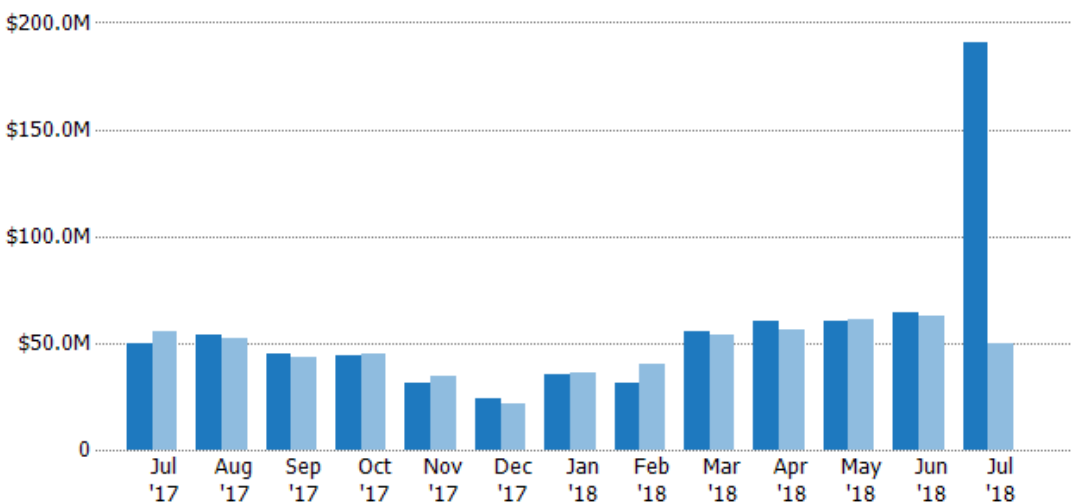
Current Year	295	306	259	254	203	129	208	179	300	325	328	335	307
Prior Year	340	296	256	255	203	139	200	210	312	308	338	366	295
Percent Change from Prior Year	-13%	3%	1%	0%	0%	-7%	4%	-15%	-4%	6%	-3%	-8%	4%

## 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.
Jul '18	\$191M	284%
Jul '17	\$49.6M	-10%
Jul '16	\$55.2M	-5.4%

Current Year	\$49.6M	\$53.4M	\$45M	\$43.8M	\$31.3M	\$23.9M	\$35.5M	\$31.1M	\$55.2M	\$60M	\$60.2M	\$64.2M	\$191M
Prior Year	\$55.2M	\$52.4M	\$43.4M	\$44.9M	\$34.2M	\$21.2M	\$35.9M	\$40M	\$54.1M	\$55.8M	\$60.7M	\$62.4M	\$49.6M
Percent Change from Prior Year	-10%	2%	4%	-3%	-8%	12%	-1%	-22%	2%	7%	-1%	3%	284%

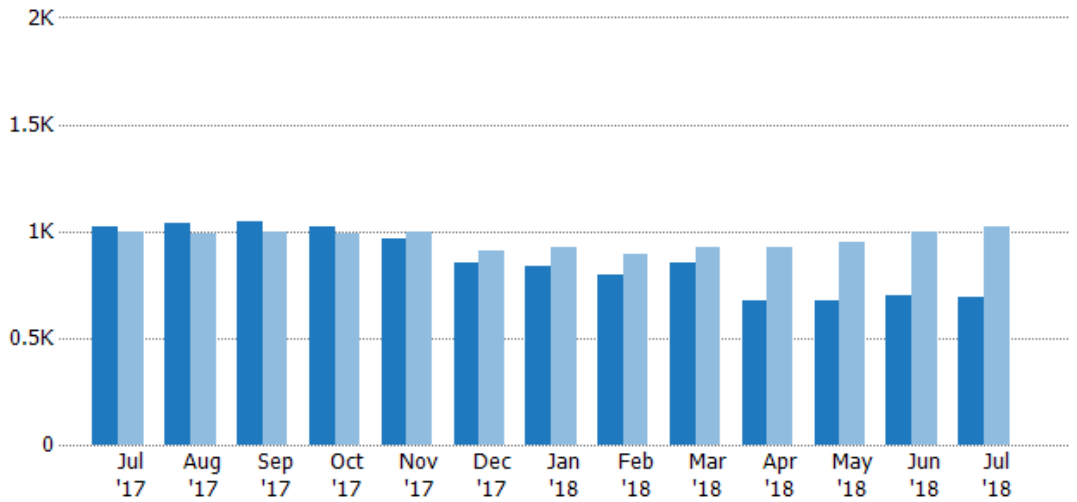


## Active Listings

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.
Jul '18	691	-32.2%
Jul '17	1.02K	1.8%
Jul '16	1K	16.3%

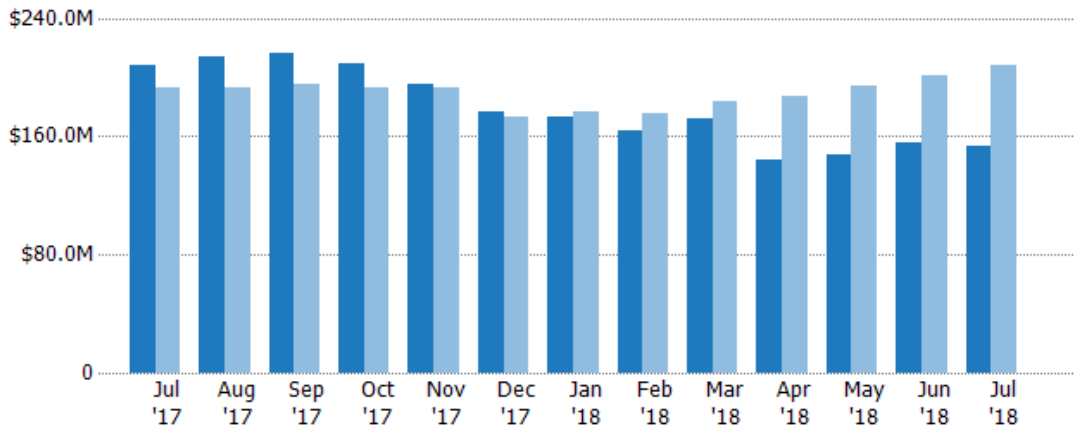
Current Year	1.02K	1.04K	1.05K	1.02K	962	853	832	794	849	674	674	703	691
Prior Year	1K	992	1K	988	993	912	928	896	921	925	952	998	1.02K
Percent Change from Prior Year	2%	5%	5%	3%	-3%	-6%	-10%	-11%	-8%	-27%	-29%	-30%	-32%

## 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.
Jul '18	\$153M	-26.6%
Jul '17	\$208M	8.1%
Jul '16	\$193M	-0.3%

Current Year	\$208M	\$213M	\$216M	\$210M	\$195M	\$177M	\$173M	\$164M	\$172M	\$144M	\$148M	\$156M	\$153M
Prior Year	\$193M	\$192M	\$195M	\$193M	\$193M	\$174M	\$177M	\$176M	\$183M	\$187M	\$194M	\$202M	\$208M
Percent Change from Prior Year	8%	11%	11%	8%	1%	2%	-2%	-7%	-6%	-23%	-24%	-23%	-27%



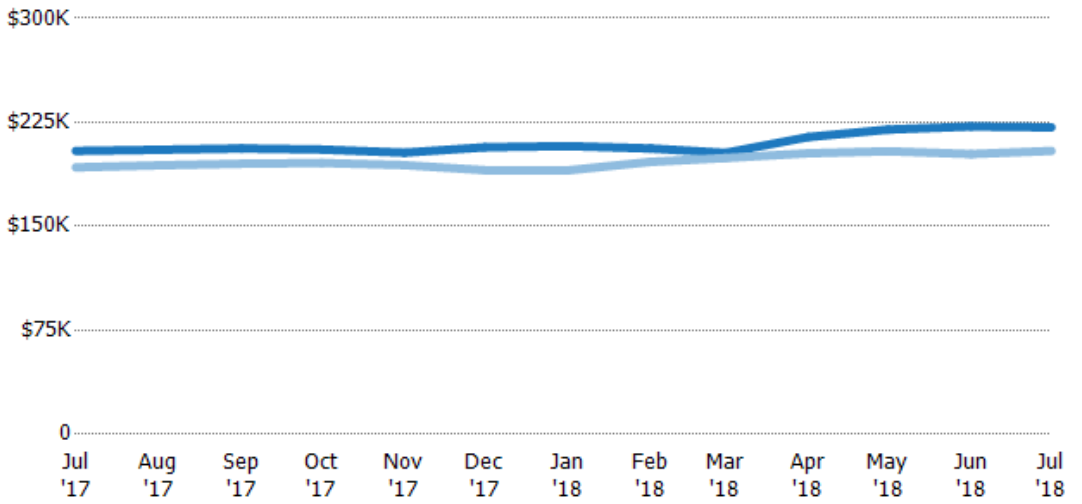


## Average Listing Price

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.
Jul '18	\$221K	8.3%
Jul '17	\$204K	6.2%
Jul '16	\$193K	-14.3%

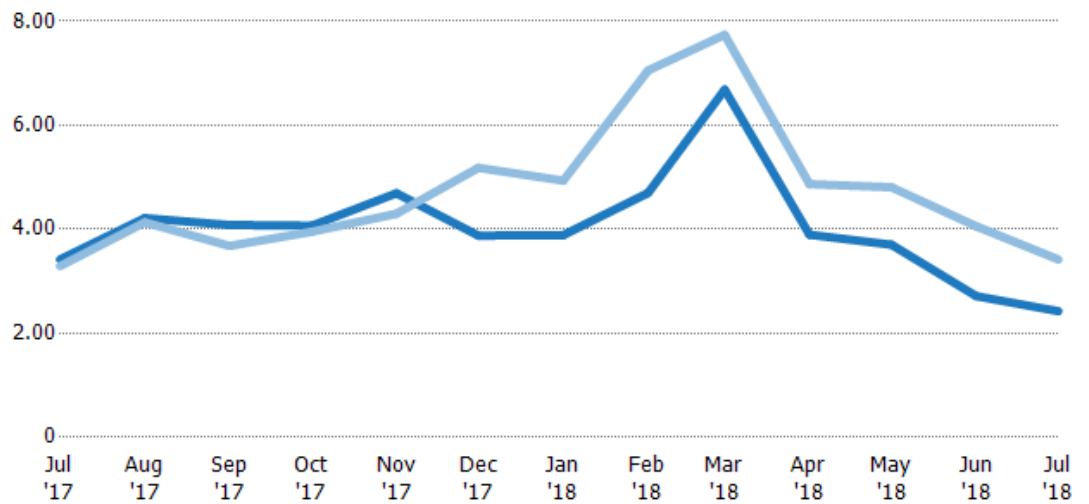
Current Year	\$204K	\$205K	\$206K	\$205K	\$203K	\$207K	\$208K	\$206K	\$203K	\$214K	\$220K	\$222K	\$221K
Prior Year	\$193K	\$194K	\$195K	\$196K	\$194K	\$190K	\$190K	\$196K	\$199K	\$203K	\$204K	\$202K	\$204K
Percent Change from Prior Year	6%	6%	6%	5%	5%	9%	9%	5%	2%	6%	8%	10%	8%

## 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.
Jul '18	2.42	-29.1%
Jul '17	3.42	3.8%
Jul '16	3.29	25.8%

Current Year	3.42	4.21	4.08	4.07	4.69	3.88	3.89	4.7	6.69	3.9	3.7	2.71	2.42
Prior Year	3.29	4.13	3.68	3.95	4.3	5.18	4.94	7.06	7.74	4.87	4.81	4.06	3.42
Percent Change from Prior Year	4%	2%	11%	3%	9%	-25%	-21%	-33%	-14%	-20%	-23%	-33%	-29%



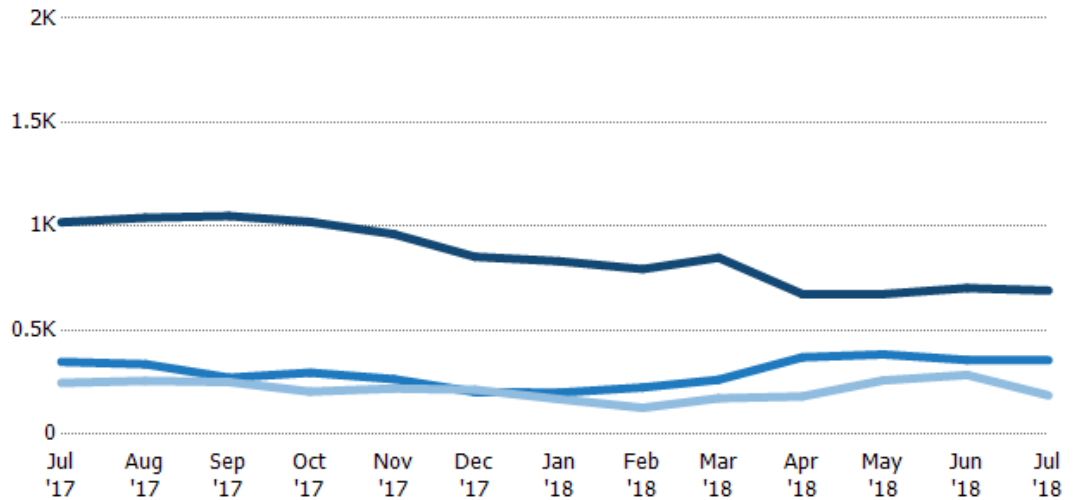


## Active/Pending/Sold Units

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



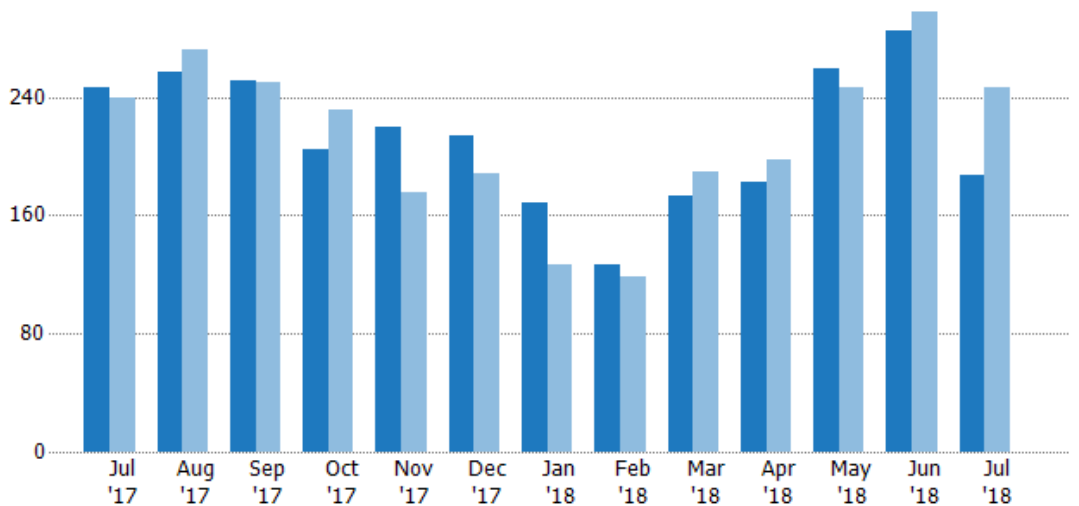
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	1.02K	1.04K	1.05K	1.02K	962	853	832	794	849	674	674	703	691
Pending	348	337	272	296	265	203	200	225	262	370	384	357	356
Sold	247	257	251	205	220	214	169	127	173	182	259	285	187

## 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.
Jul '18	187	-24.3%
Jul '17	247	2.9%
Jul '16	240	4.2%

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	247	257	251	205	220	214	169	127	173	182	259	285	187
Prior Year	240	272	250	231	176	188	127	119	190	198	246	298	247
Percent Change from Prior Year	3%	-6%	0%	-11%	25%	14%	33%	7%	-9%	-8%	5%	-4%	-24%



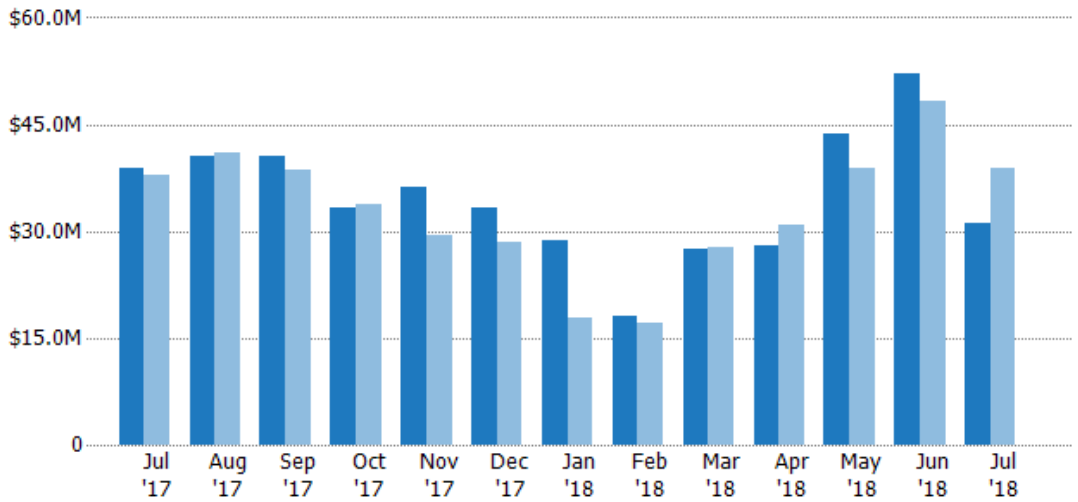


## Closed Sales Volume

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



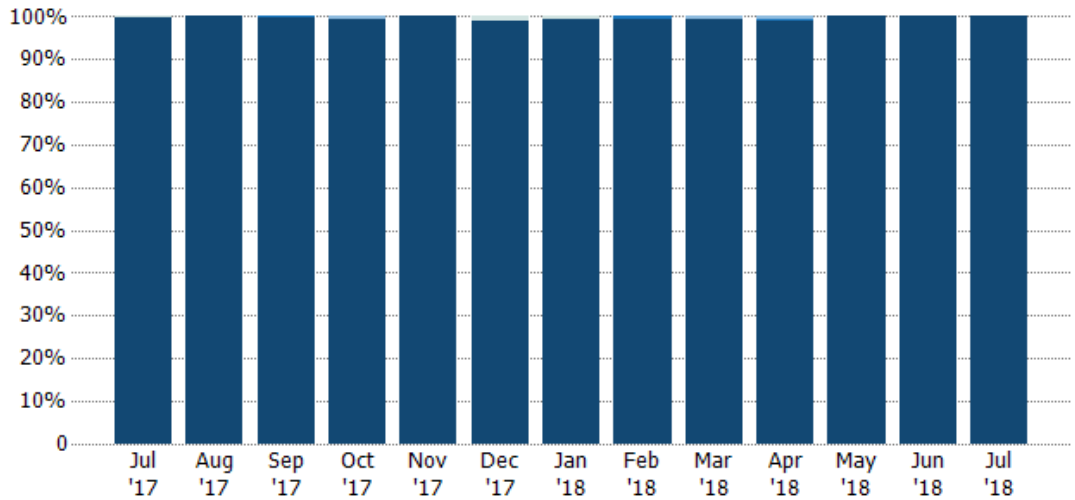
Month/Year	Current Year (\$M)	Prior Year (\$M)	Percent Change from Prior Year
Jul '17	\$38.7M	\$37.9M	2%
Aug '17	\$40.6M	\$41.1M	-1%
Sep '17	\$40.4M	\$38.5M	5%
Oct '17	\$33.3M	\$33.8M	-2%
Nov '17	\$36.2M	\$29.4M	23%
Dec '17	\$33.2M	\$28.5M	16%
Jan '18	\$28.6M	\$17.9M	60%
Feb '18	\$18M	\$17.2M	5%
Mar '18	\$27.5M	\$27.7M	-1%
Apr '18	\$28M	\$30.8M	-9%
May '18	\$43.6M	\$38.9M	12%
Jun '18	\$52.2M	\$48.2M	8%
Jul '18	\$31.2M	\$38.7M	-19%

## 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



Month/Year	Single Family Residence (%)	Condo/Townhouse (%)	Multifamily/Multiplex (%)	Other (%)
Jul '17	100%	-	-	0%
Aug '17	100%	-	-	-
Sep '17	100%	0%	-	-
Oct '17	100%	-	0%	-
Nov '17	100%	-	-	-
Dec '17	99%	-	-	1%
Jan '18	99%	-	-	1%
Feb '18	99%	1%	-	-
Mar '18	99%	-	1%	-
Apr '18	99%	1%	1%	-
May '18	100%	-	-	-
Jun '18	100%	-	-	-
Jul '18	100%	-	-	-

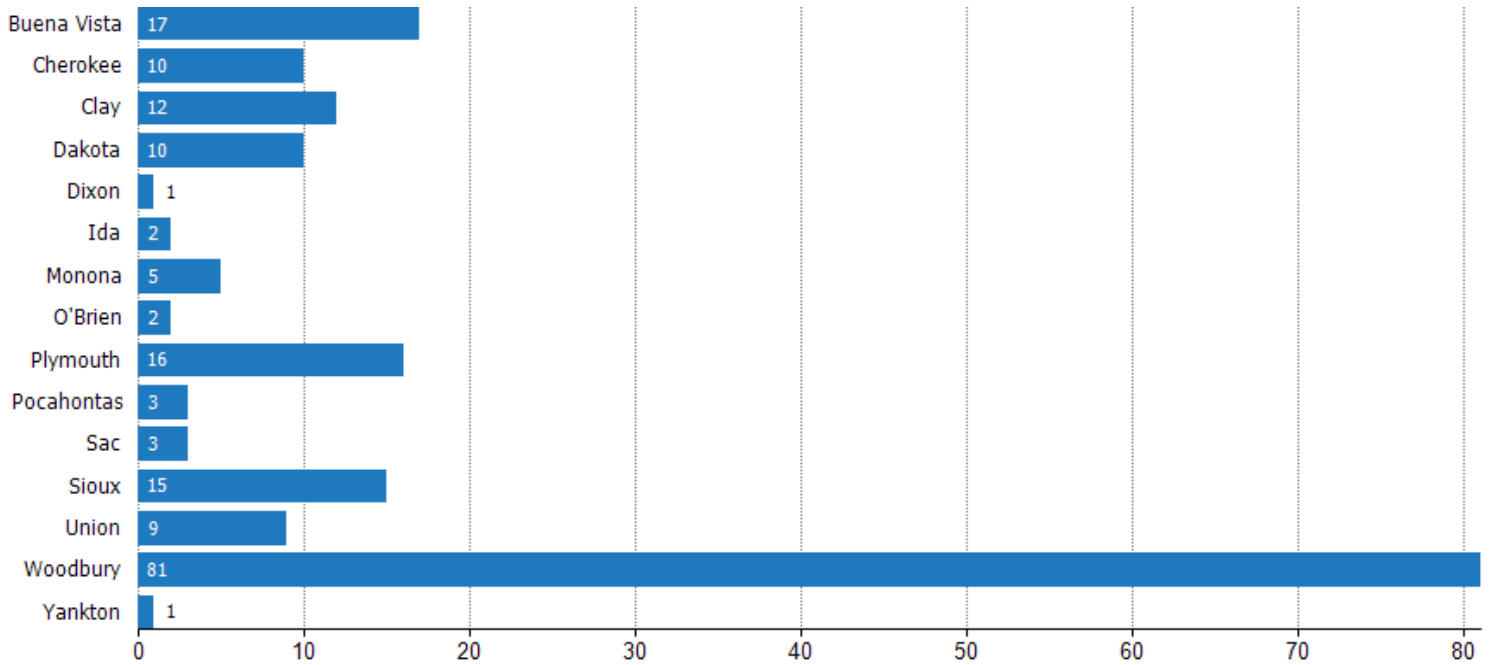




## Closed Sales (By County)

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

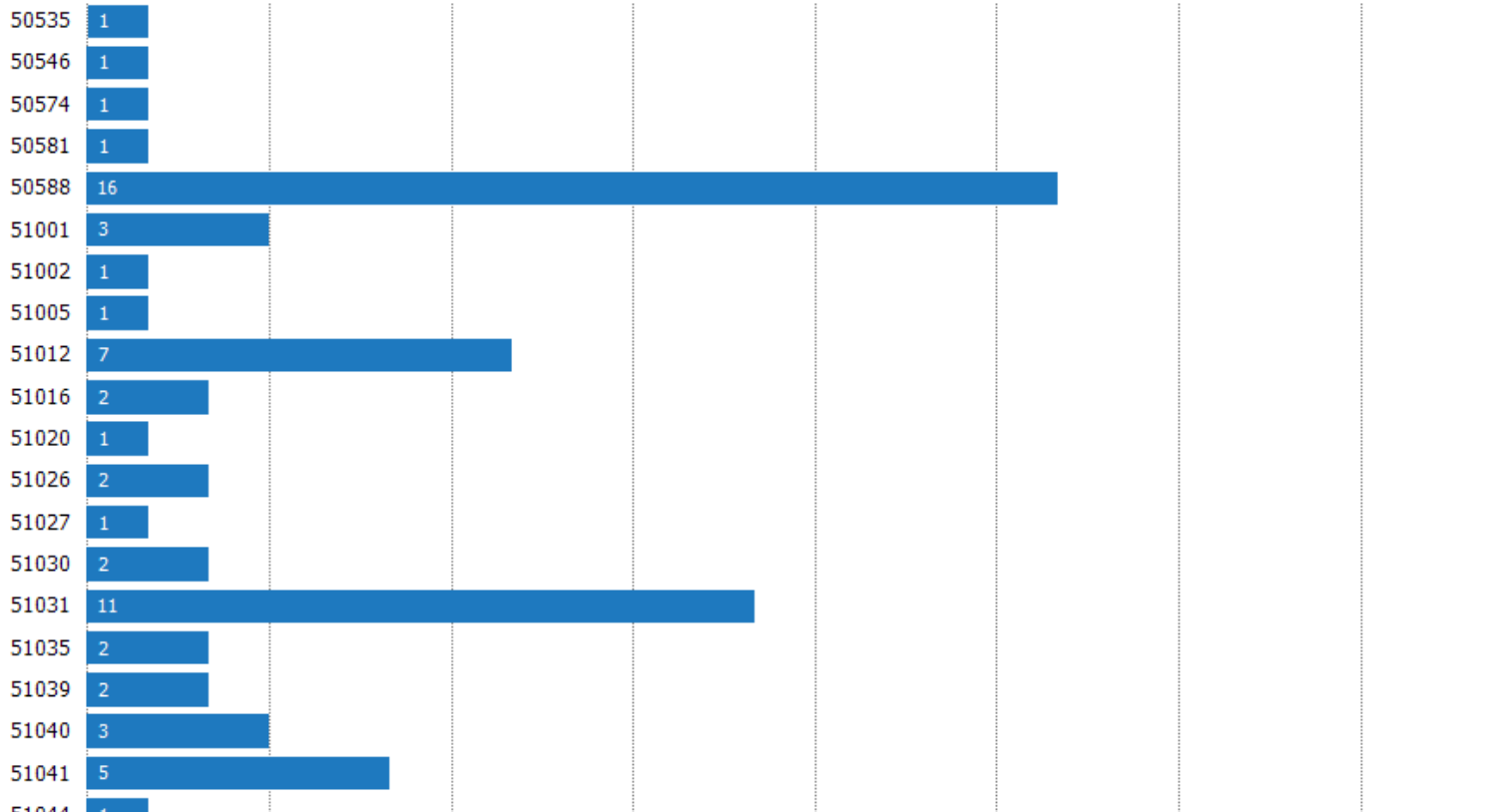
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

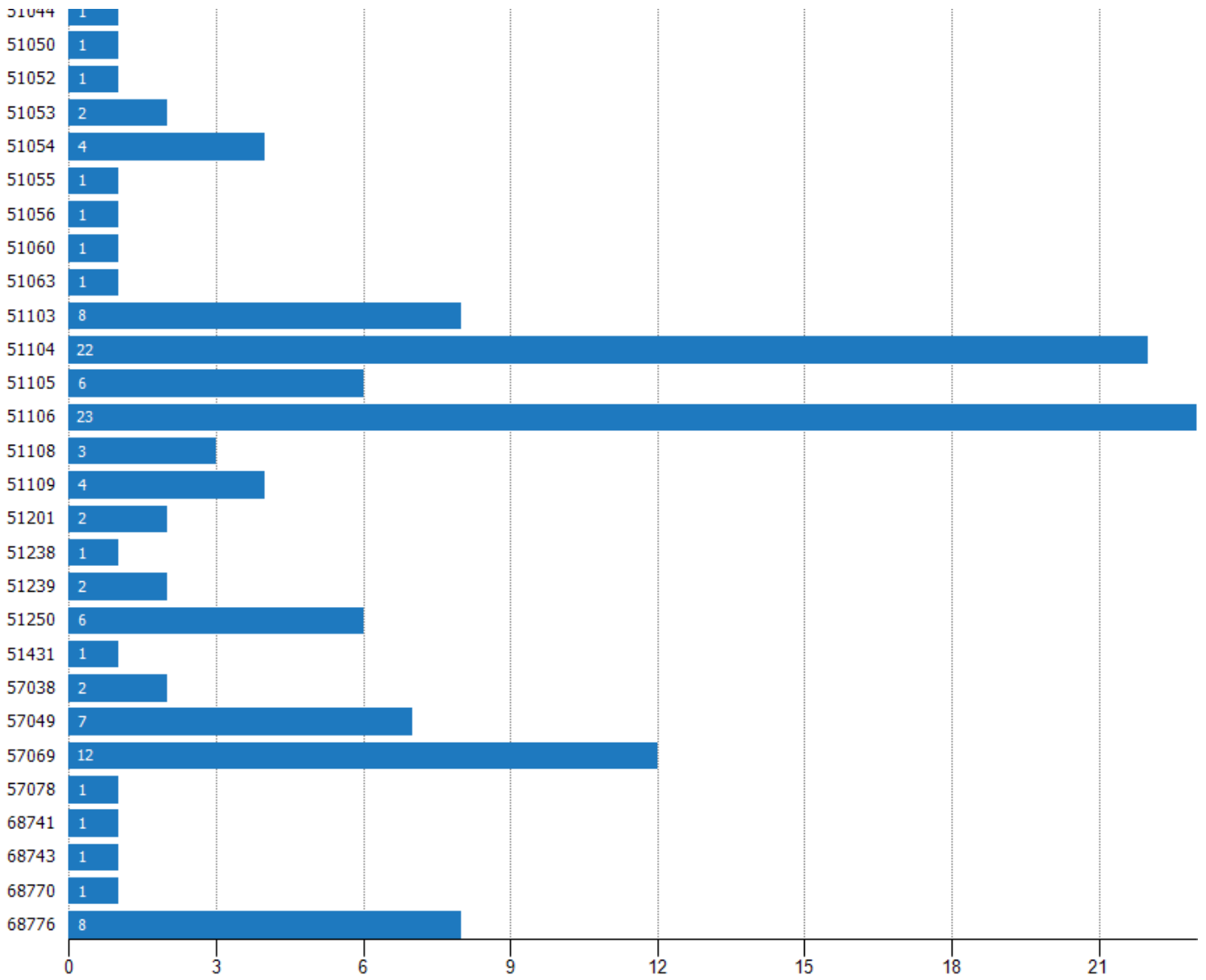


## Closed Sales (By Zip)

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







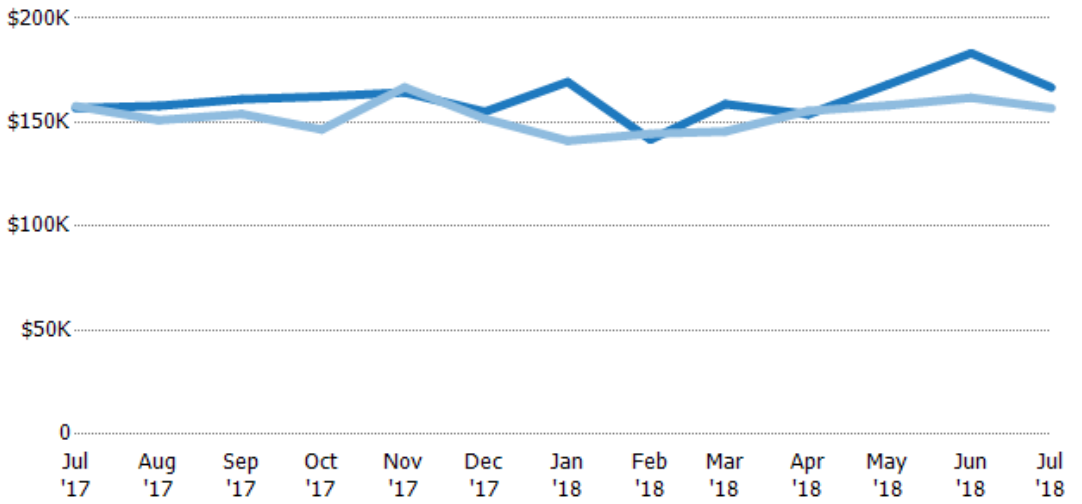


## Average Sales Price

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.
Jul '18	\$167K	6.3%
Jul '17	\$157K	-0.6%
Jul '16	\$158K	-5.5%

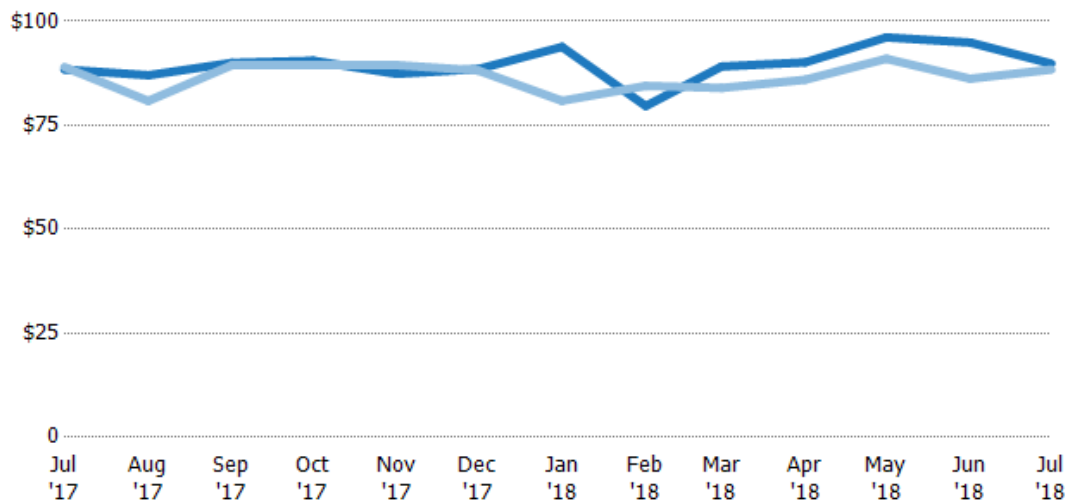
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$157K	\$158K	\$161K	\$162K	\$164K	\$155K	\$169K	\$142K	\$159K	\$154K	\$168K	\$183K	\$167K
Prior Year	\$158K	\$151K	\$154K	\$147K	\$167K	\$152K	\$141K	\$144K	\$146K	\$155K	\$158K	\$162K	\$157K
Percent Change from Prior Year	-1%	5%	5%	11%	-1%	2%	20%	-2%	9%	-1%	6%	13%	6%

## 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.
Jul '18	\$89.8	1.6%
Jul '17	\$88.4	-0.7%
Jul '16	\$89	-12.4%

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$88.4	\$87	\$90	\$90.5	\$87.4	\$88.5	\$93.8	\$79.6	\$89.1	\$90.1	\$96.1	\$94.9	\$89.8
Prior Year	\$89	\$80.9	\$89.5	\$89.5	\$89.5	\$88.2	\$80.9	\$84.5	\$84	\$86	\$91	\$86.2	\$88.4
Percent Change from Prior Year	-1%	8%	1%	1%	-2%	0%	16%	-6%	6%	5%	6%	10%	2%





## Average Sales Price vs Average Listing Price

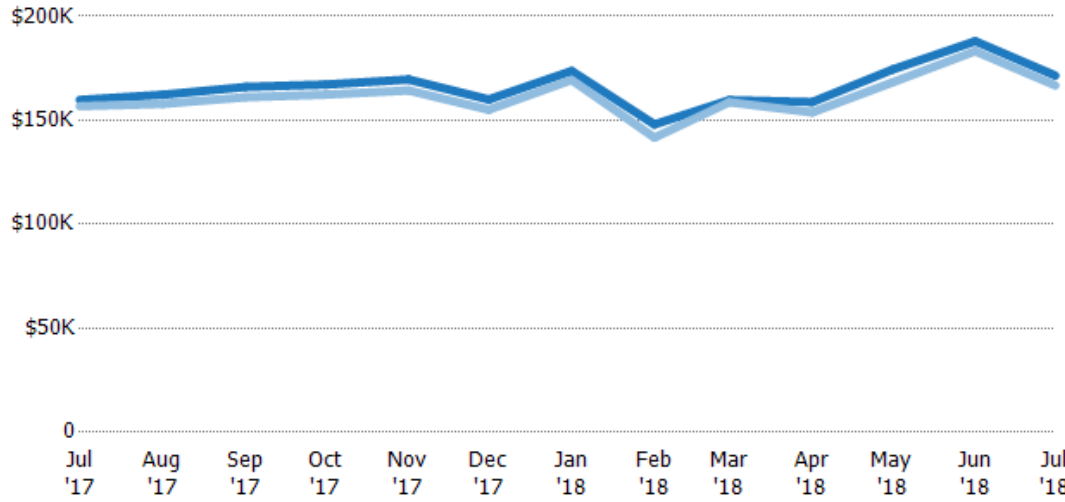
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	\$160K	\$162K	\$166K	\$167K	\$170K	\$160K	\$174K	\$148K	\$160K	\$159K	\$174K	\$188K	\$171K
Avg Sales Price	\$157K	\$158K	\$161K	\$162K	\$164K	\$155K	\$169K	\$142K	\$159K	\$154K	\$168K	\$183K	\$167K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	97%	97%	97%	98%	96%	99%	97%	96%	97%	97%