



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	Aug 2018	Aug 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	324	291	+11.3%	2,159	2,231	-3.2%
New Listing Volume	\$60,796,135	\$49,977,539	+21.6%	\$528,416,275	\$391,177,889	+35.1%
Active Listing Count	716	998	-28.3%	5,719	7,380	-22.5%
Active Listing Volume	\$155,688,941	\$206,012,196	-24.4%	\$1,213,439,394	\$1,495,333,659	-18.9%
Average Listing Price	\$217,443	\$206,632	+5.2%	\$212,248	\$202,648	+4.7%
Months of Inventory	3.7	4.2	-12.9%	3.5	4.6	-23.2%
Sales Activity Charts Metrics						
Closed Sales Count	231	249	-7.2%	1,600	1,623	-1.4%
Closed Sales Volume	\$38,125,520	\$38,939,966	-2.1%	\$263,769,402	\$249,991,678	+5.5%
Average Sales Price	\$165,763	\$156,385	+6%	\$164,959	\$154,031	+7.1%
Average Sales Price per Sq Ft	\$90	\$87	+3.7%	\$91	\$86	+5.5%

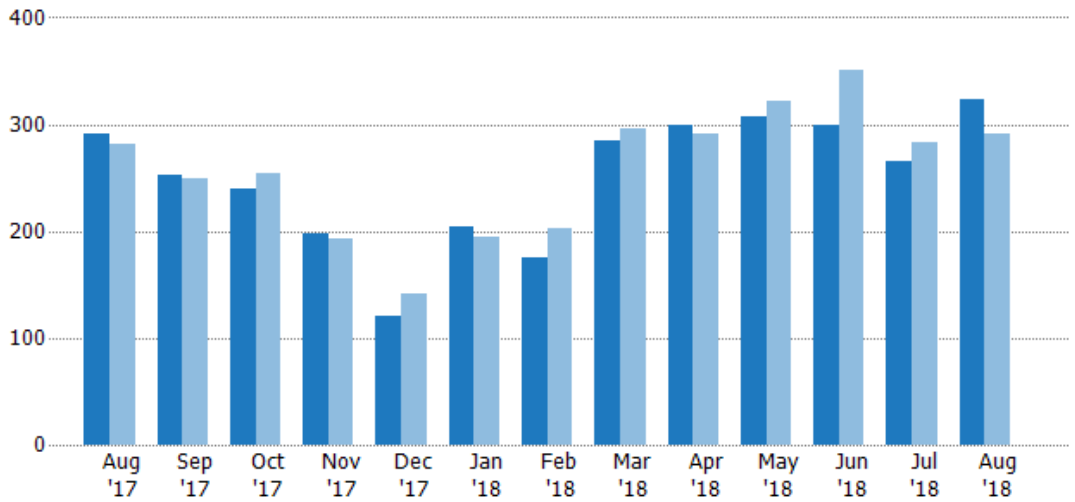


New Listings

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



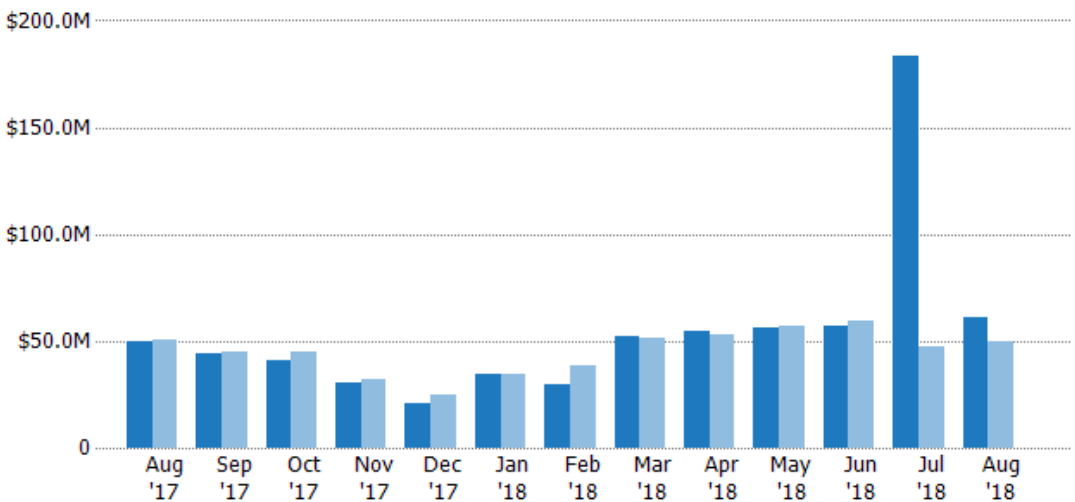
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	291	253	240	198	120	204	175	285	299	308	299	265	324
Prior Year	282	250	254	193	141	195	202	296	291	322	351	283	291
Percent Change from Prior Year	3%	1%	-6%	3%	-15%	5%	-13%	-4%	3%	-4%	-15%	-6%	11%

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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$50M	\$43.8M	\$41.2M	\$30.4M	\$21.1M	\$34.9M	\$29.7M	\$52M	\$54.7M	\$55.9M	\$56.8M	\$184M	\$60.8M
Prior Year	\$50.3M	\$44.8M	\$44.7M	\$31.9M	\$25.1M	\$34.8M	\$38.7M	\$51.2M	\$52.8M	\$56.7M	\$59.7M	\$47.3M	\$50M
Percent Change from Prior Year	-1%	-2%	-8%	-4%	-16%	0%	-23%	1%	4%	-1%	-5%	289%	22%



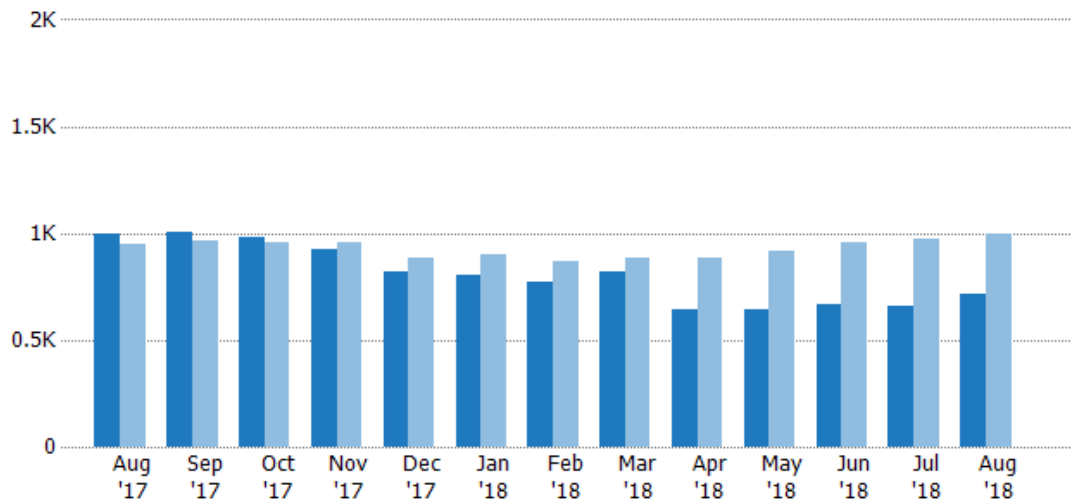


Active Listings

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



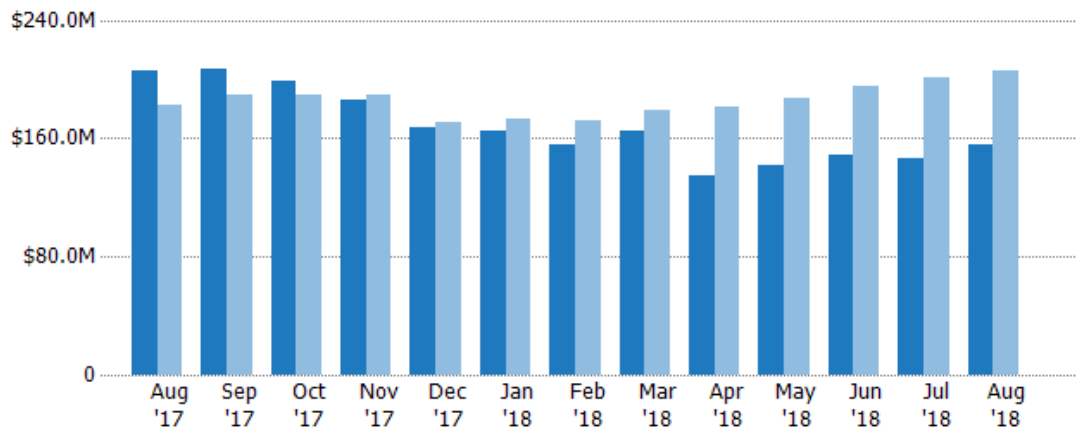
Month/Year	Count	% Chg.
Aug '18	716	-28.3%
Aug '17	998	4.9%
Aug '16	951	15.8%

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.
Aug '18	\$156M	-24.4%
Aug '17	\$206M	12.6%
Aug '16	\$183M	-1.1%

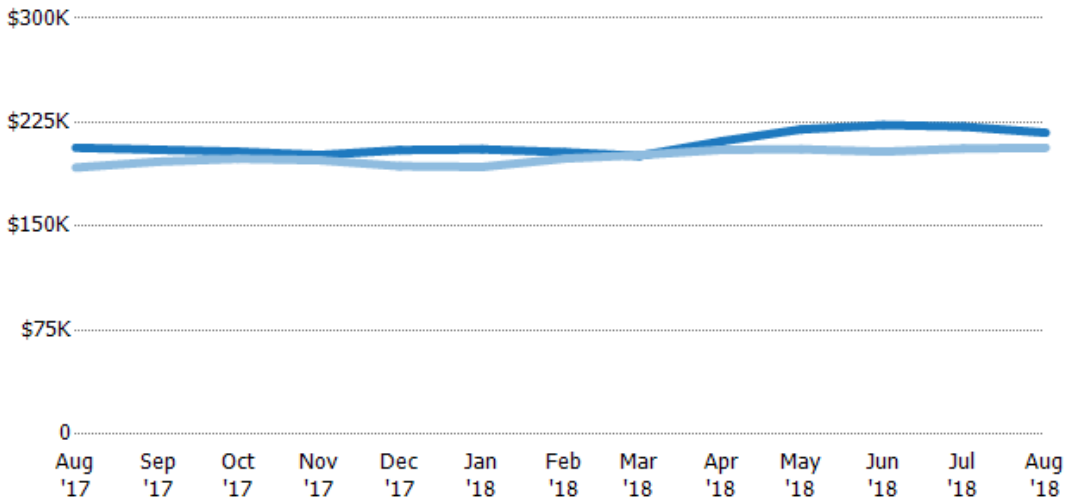


Average Listing Price

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.
Aug '18	\$217K	5.2%
Aug '17	\$207K	7.4%
Aug '16	\$192K	-14.6%

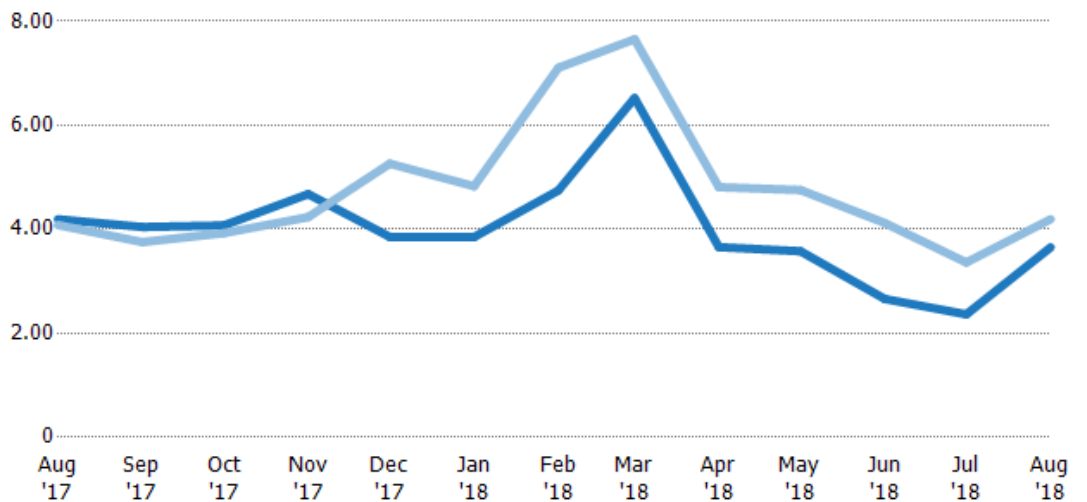
Current Year	\$207K	\$205K	\$204K	\$201K	\$205K	\$206K	\$203K	\$201K	\$211K	\$220K	\$223K	\$222K	\$217K
Prior Year	\$192K	\$197K	\$199K	\$198K	\$193K	\$193K	\$199K	\$201K	\$205K	\$206K	\$204K	\$206K	\$207K
Percent Change from Prior Year	7%	4%	3%	2%	6%	7%	2%	0%	3%	7%	9%	8%	5%

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.
Aug '18	3.65	-12.9%
Aug '17	4.19	2.7%
Aug '16	4.08	14.3%

Current Year	4.19	4.04	4.08	4.68	3.85	3.85	4.75	6.52	3.66	3.58	2.66	2.36	3.65
Prior Year	4.08	3.75	3.93	4.23	5.26	4.83	7.11	7.66	4.81	4.76	4.12	3.36	4.19
Percent Change from Prior Year	3%	8%	4%	10%	-27%	-20%	-33%	-15%	-24%	-25%	-35%	-30%	-13%



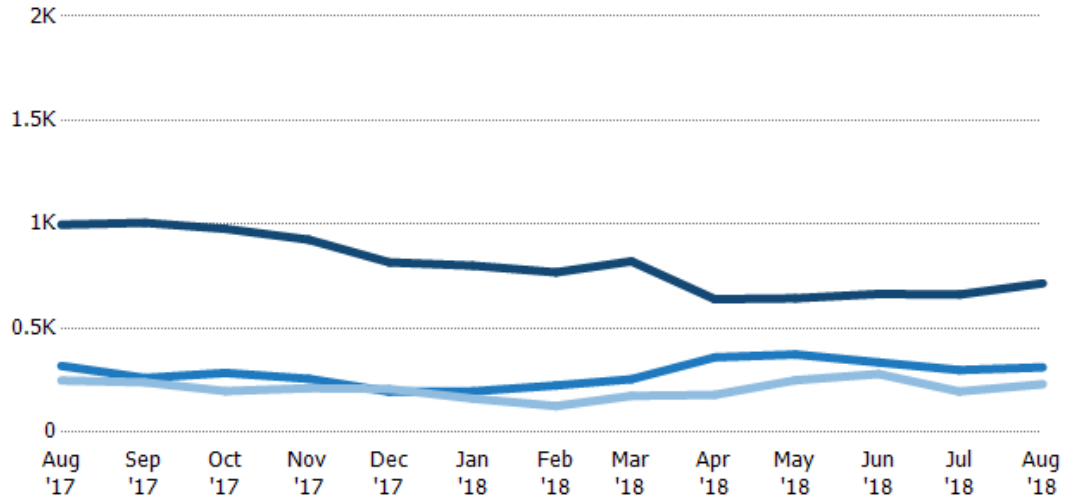


Active/Pending/Sold Units

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



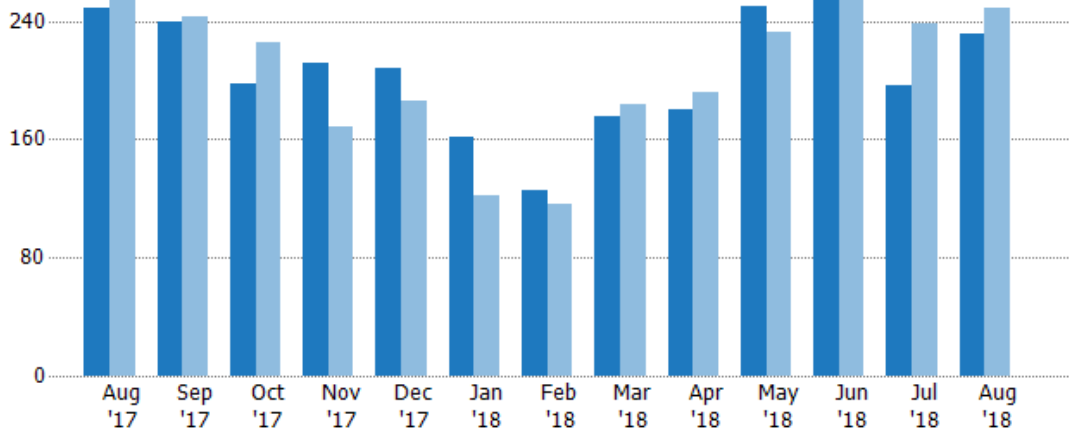
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Active	998	1.01K	978	926	817	801	769	822	640	644	665	662	716
Pending	319	261	285	257	195	197	225	255	360	374	336	299	312
Sold	249	240	198	212	208	162	126	175	180	250	280	196	231

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.
Aug '18	231	-7.2%
Aug '17	249	-2.7%
Aug '16	256	-16.8%

	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	249	240	198	212	208	162	126	175	180	250	280	196	231
Prior Year	256	243	226	168	186	122	116	184	192	232	290	238	249
Percent Change from Prior Year	-3%	-1%	-12%	26%	12%	33%	9%	-5%	-6%	8%	-3%	-18%	-7%



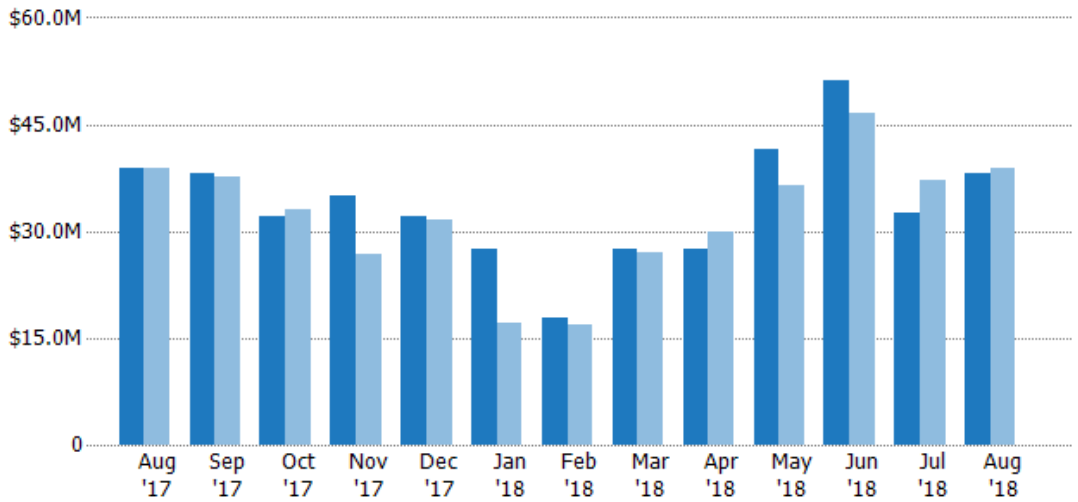


Closed Sales Volume

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



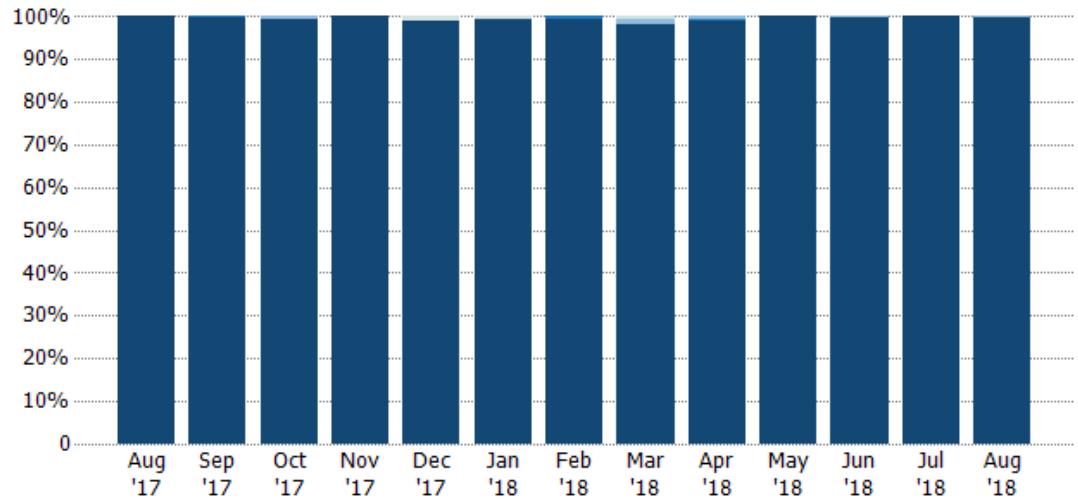
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '17	\$38.9M	\$38.9M	0%
Sep '17	\$38.2M	\$37.6M	2%
Oct '17	\$32M	\$33M	-3%
Nov '17	\$34.9M	\$26.8M	30%
Dec '17	\$32M	\$31.5M	1%
Jan '18	\$27.4M	\$17.2M	60%
Feb '18	\$17.8M	\$16.8M	6%
Mar '18	\$27.6M	\$27M	2%
Apr '18	\$27.6M	\$30M	-8%
May '18	\$41.6M	\$36.4M	14%
Jun '18	\$51.2M	\$46.7M	10%
Jul '18	\$32.5M	\$37.1M	-12%
Aug '18	\$38.1M	\$38.9M	-2%

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
Aug '17	100%	-	-	-
Sep '17	100%	0%	-	-
Oct '17	99%	-	1%	-
Nov '17	100%	-	-	-
Dec '17	99%	-	-	1%
Jan '18	99%	-	-	1%
Feb '18	99%	1%	-	-
Mar '18	98%	-	1%	1%
Apr '18	99%	1%	1%	-
May '18	100%	-	-	-
Jun '18	100%	-	0%	-
Jul '18	100%	-	-	-
Aug '18	100%	-	0%	-

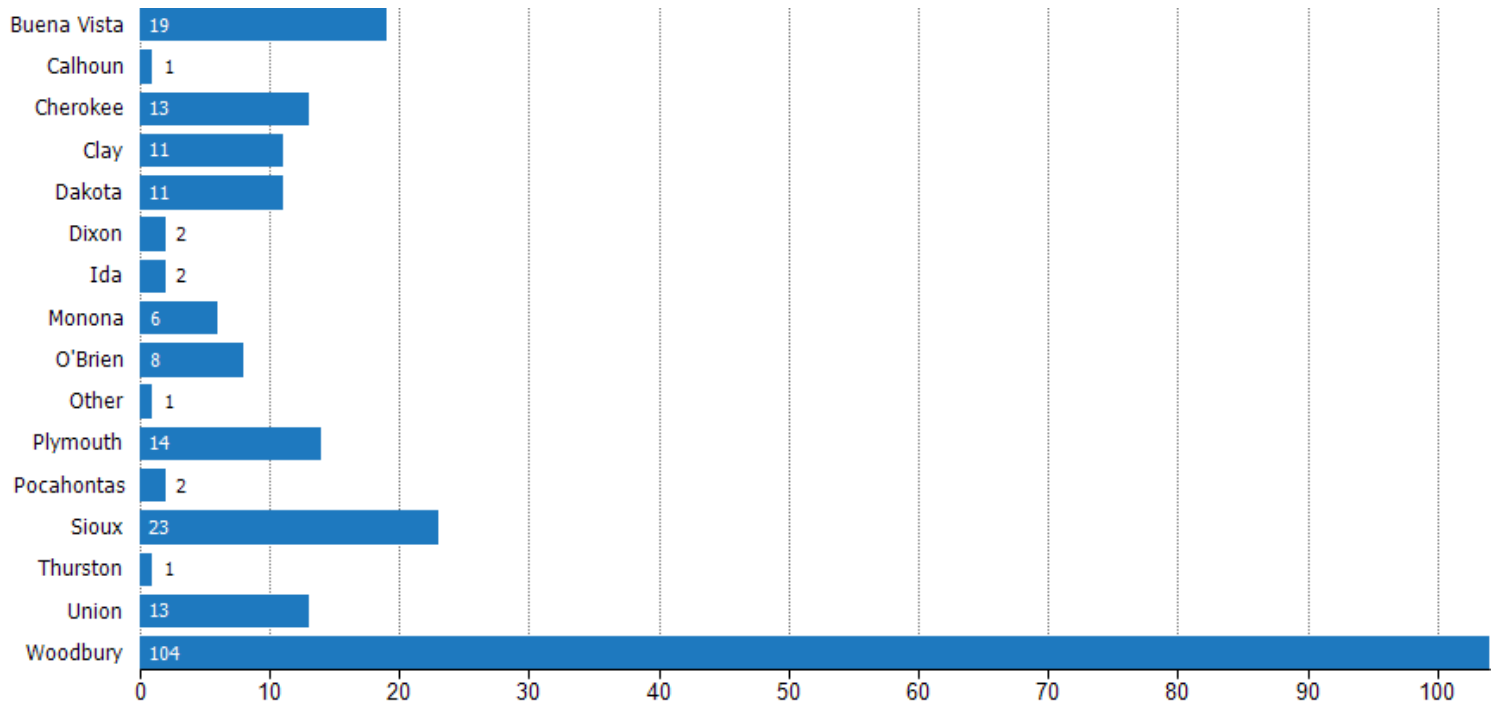




Closed Sales (By County)

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

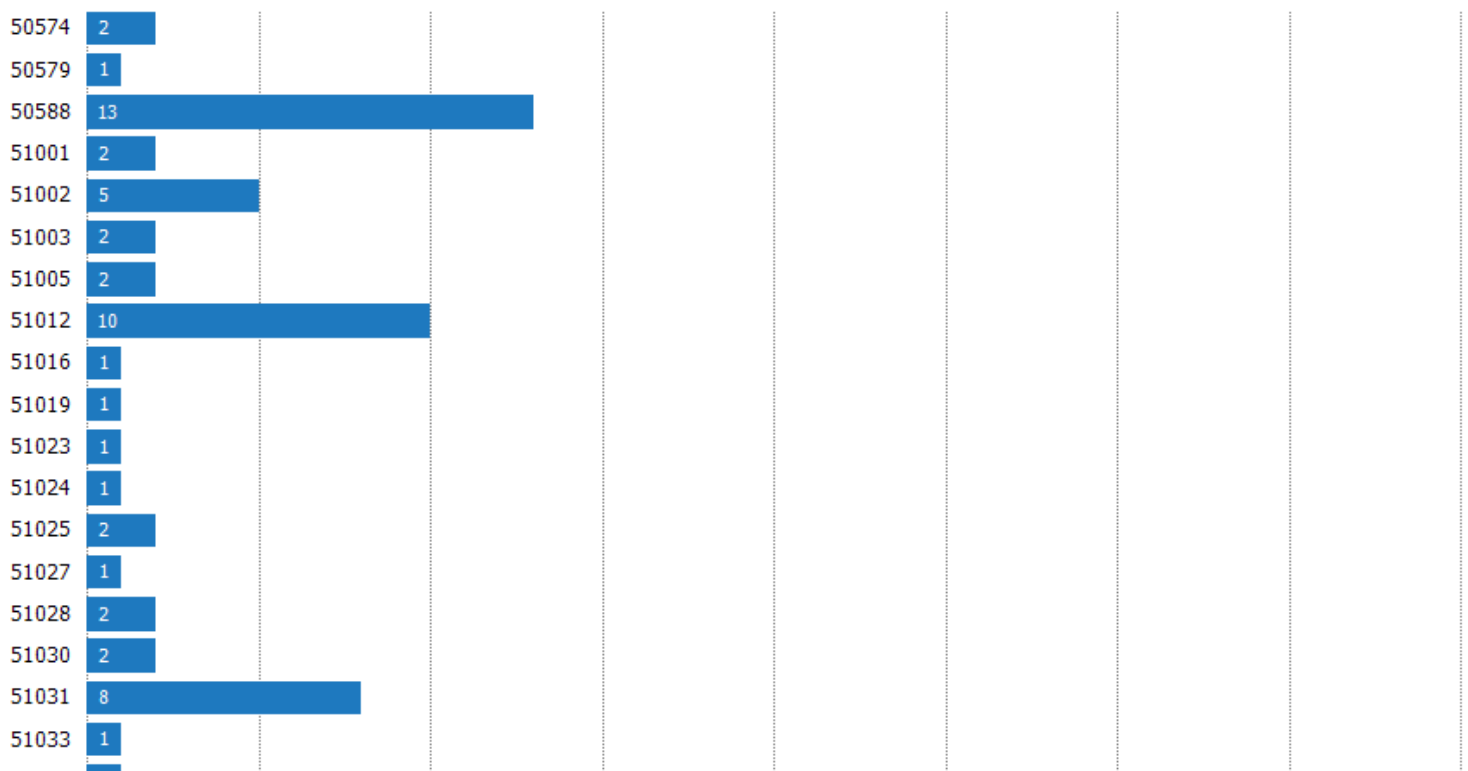
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

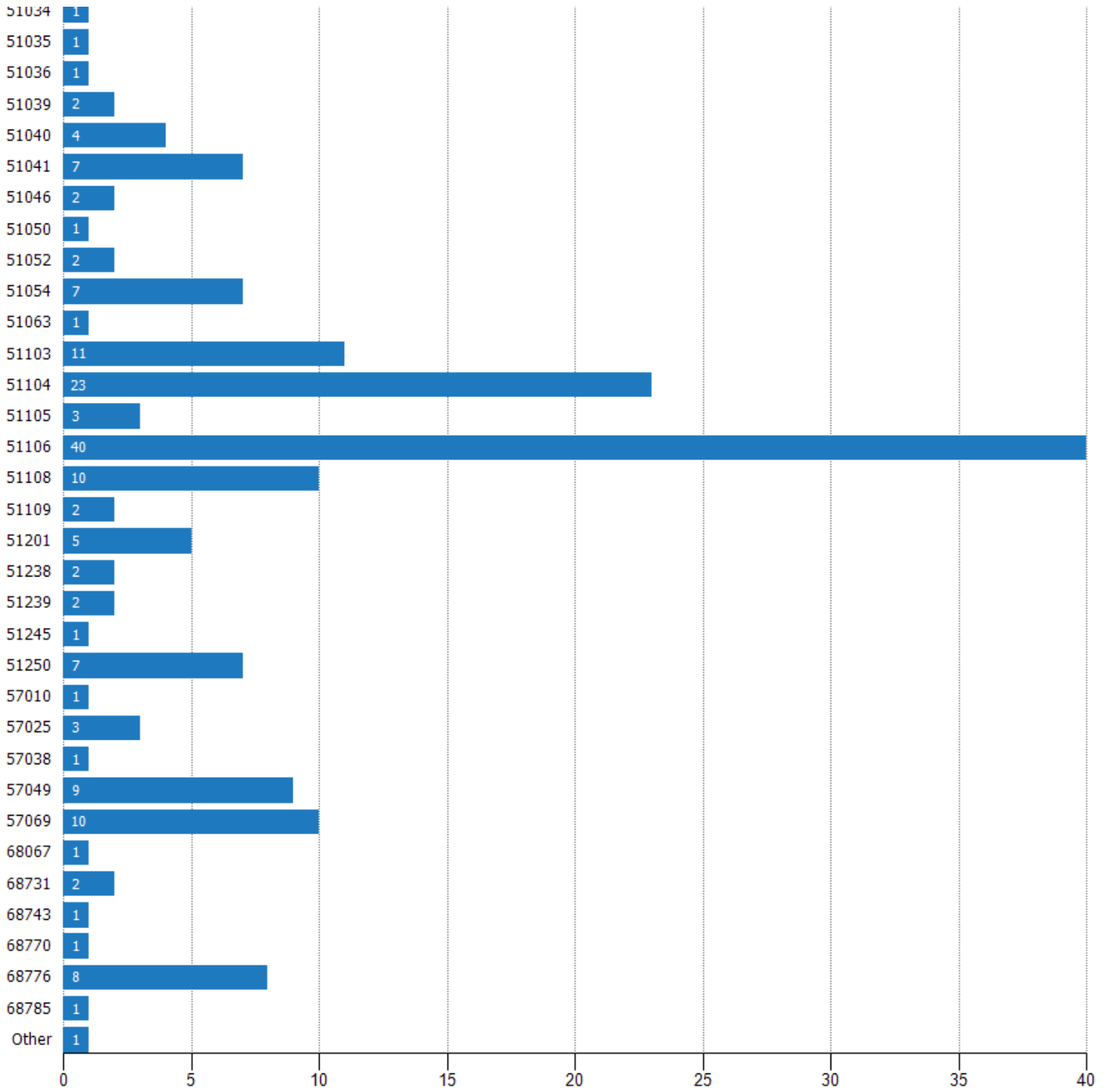


Closed Sales (By Zip)

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





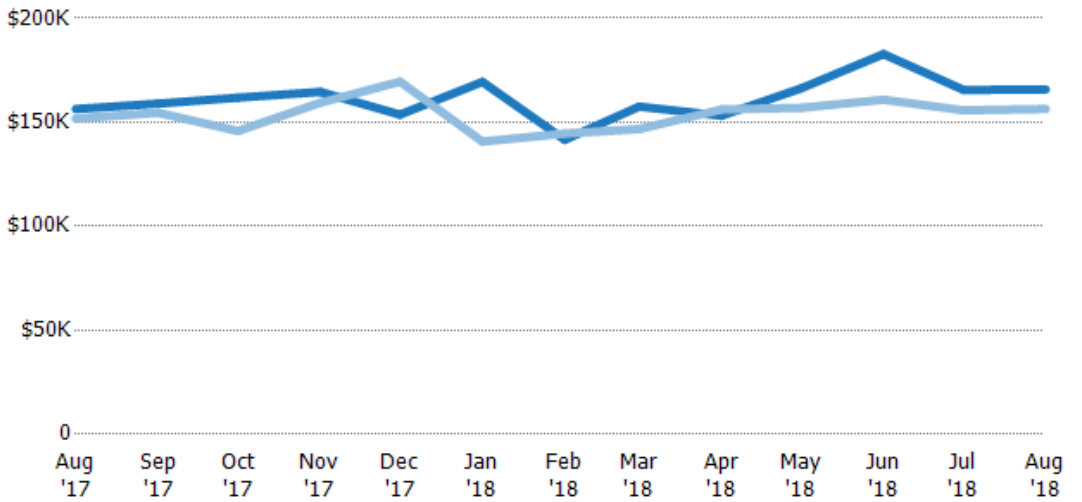


Average Sales Price

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



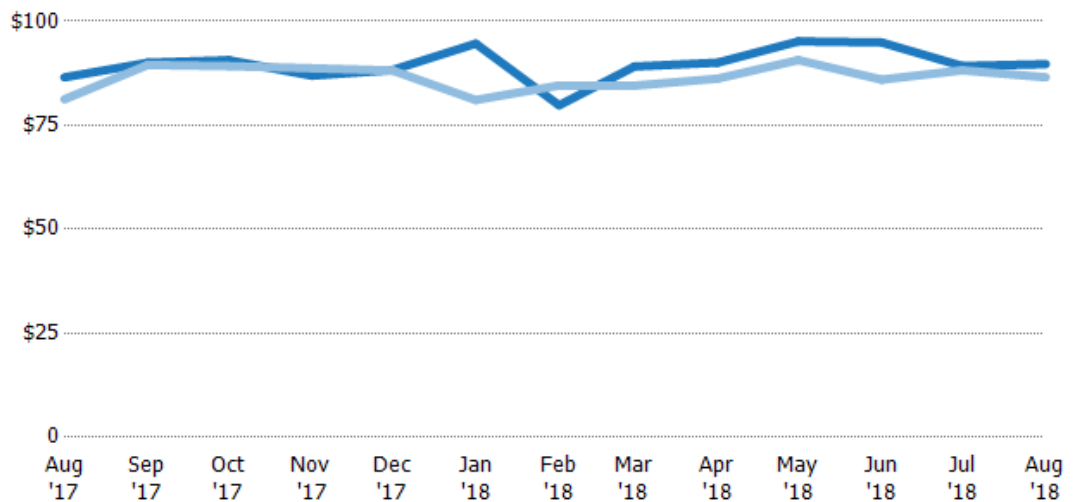
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$156K	\$159K	\$162K	\$165K	\$154K	\$169K	\$142K	\$158K	\$153K	\$166K	\$183K	\$166K	\$166K
Prior Year	\$152K	\$155K	\$146K	\$159K	\$170K	\$141K	\$145K	\$147K	\$156K	\$157K	\$161K	\$156K	\$156K
Percent Change from Prior Year	3%	3%	11%	3%	-9%	20%	-2%	7%	-2%	6%	14%	6%	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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$86.5	\$90.1	\$90.7	\$86.9	\$88.3	\$94.6	\$79.8	\$89.1	\$90.1	\$95.2	\$94.9	\$89.2	\$89.7
Prior Year	\$81.3	\$89.5	\$89.2	\$88.7	\$88.2	\$81.1	\$84.6	\$84.5	\$86.2	\$90.7	\$86	\$88.2	\$86.5
Percent Change from Prior Year	7%	1%	2%	-2%	0%	17%	-6%	5%	4%	5%	10%	1%	4%





Average Sales Price vs Average Listing Price

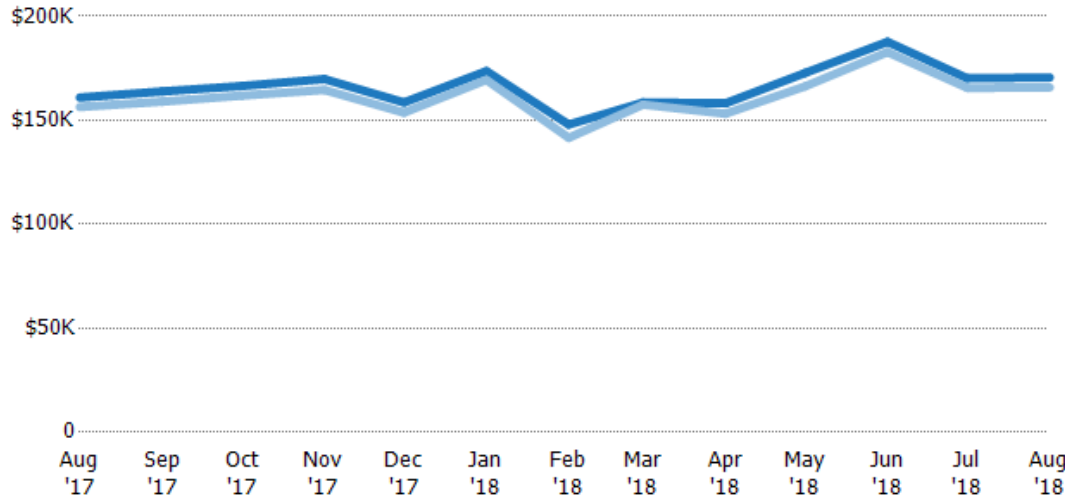
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg List Price	\$161K	\$164K	\$166K	\$170K	\$159K	\$174K	\$148K	\$159K	\$158K	\$173K	\$188K	\$170K	\$171K
Avg Sales Price	\$156K	\$159K	\$162K	\$165K	\$154K	\$169K	\$142K	\$158K	\$153K	\$166K	\$183K	\$166K	\$166K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	98%	96%	99%	97%	96%	97%	97%	97%