



## 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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	211	188	+12.2%	3,012	2,804	+7.4%
New Listing Volume	\$37,251,940	\$28,931,867	+28.8%	\$680,460,660	\$483,441,659	+40.8%
Active Listing Count	731	802	-8.9%	N/A	N/A	
Active Listing Volume	\$159,397,313	\$163,748,442	-2.7%	N/A	N/A	
Average Listing Price	\$218,054	\$204,175	+6.8%	\$212,363	\$206,572	+2.8%
Months of Inventory	3.2	4.2	-23.2%	3.5	4.1	-13.9%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	247	206	+19.9%	2,262	2,194	+3.1%
Closed Sales Volume	\$43,084,592	\$33,999,432	+26.7%	\$372,352,312	\$340,589,257	+9.3%
Average Sales Price	\$174,432	\$165,046	+5.7%	\$164,686	\$155,237	+6.1%
Average Sales Price per Sq Ft	\$86	\$87	-0.8%	\$90	\$87	+3.6%



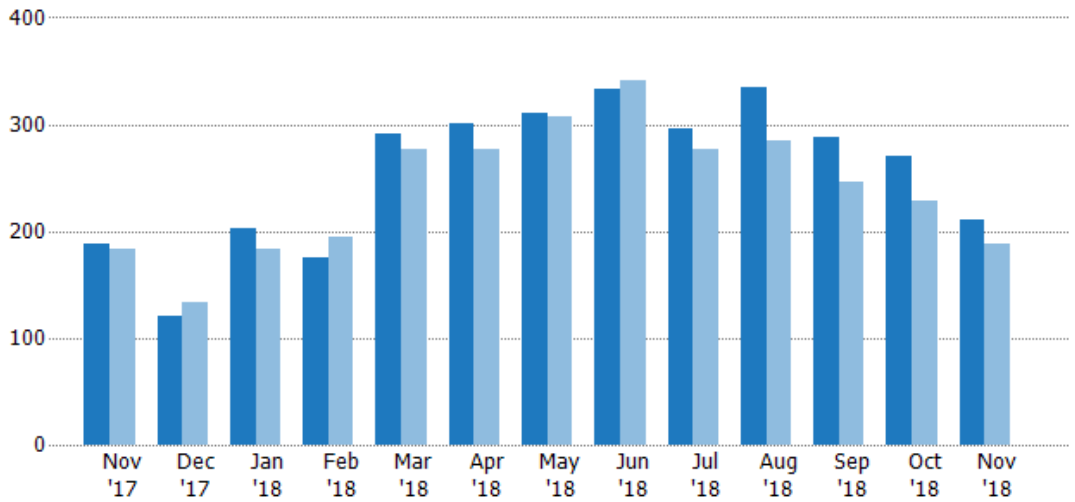


## New Listings

The number of new residential 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.
Nov '18	211	12.2%
Nov '17	188	2.7%
Nov '16	183	-3.8%

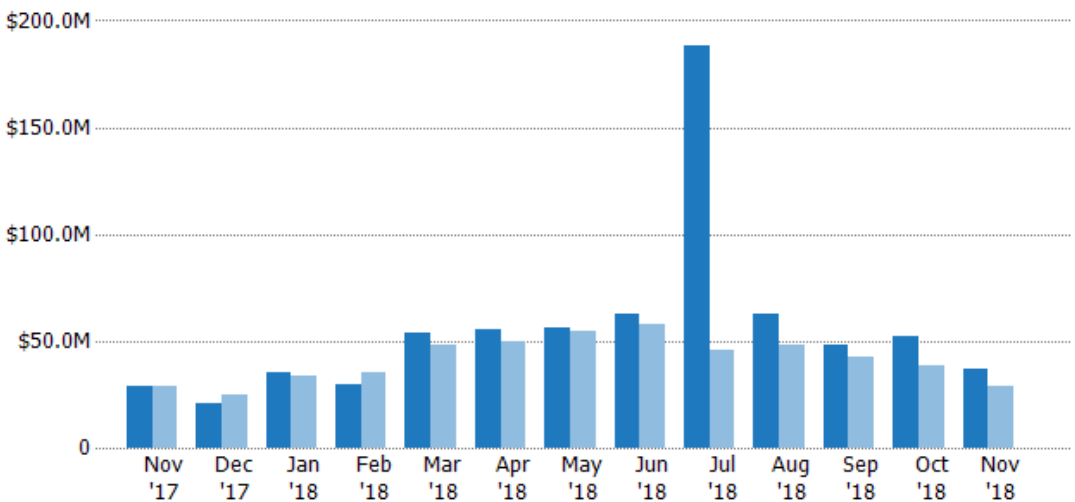
Current Year	188	120	202	175	291	301	310	333	296	335	288	270	211
Prior Year	183	134	184	194	276	277	308	341	277	284	246	229	188
Percent Change from Prior Year	3%	-10%	10%	-10%	5%	9%	1%	-2%	7%	18%	17%	18%	12%

## New Listing Volume

The sum of the listing price of residential 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.
Nov '18	\$37.3M	28.8%
Nov '17	\$28.9M	-1%
Nov '16	\$29.2M	-11.6%

Current Year	\$28.9M	\$20.9M	\$35M	\$29.7M	\$53.4M	\$55.1M	\$56.3M	\$62.7M	\$188M	\$62.4M	\$48.5M	\$52.3M	\$37.3M
Prior Year	\$29.2M	\$24.6M	\$33.3M	\$35.3M	\$48M	\$49.9M	\$54.5M	\$58.1M	\$46M	\$48.2M	\$42.7M	\$38.4M	\$28.9M
Percent Change from Prior Year	-1%	-15%	5%	-16%	11%	10%	3%	8%	308%	29%	14%	36%	29%





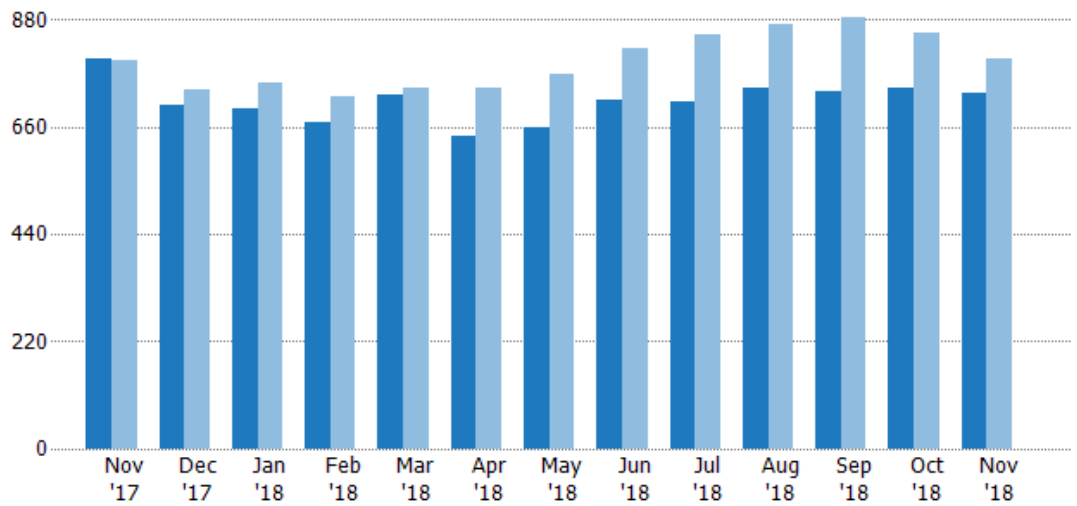
## Active Listings

The number of active residential 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.
Nov '18	731	-8.9%
Nov '17	802	0.6%
Nov '16	797	-7%



Current Year	802	705	698	670	728	640	659	714	713	740	735	740	731
Prior Year	797	738	751	723	741	741	769	821	850	870	884	853	802
Percent Change from Prior Year	1%	-4%	-7%	-7%	-2%	-14%	-14%	-13%	-16%	-15%	-17%	-13%	-9%

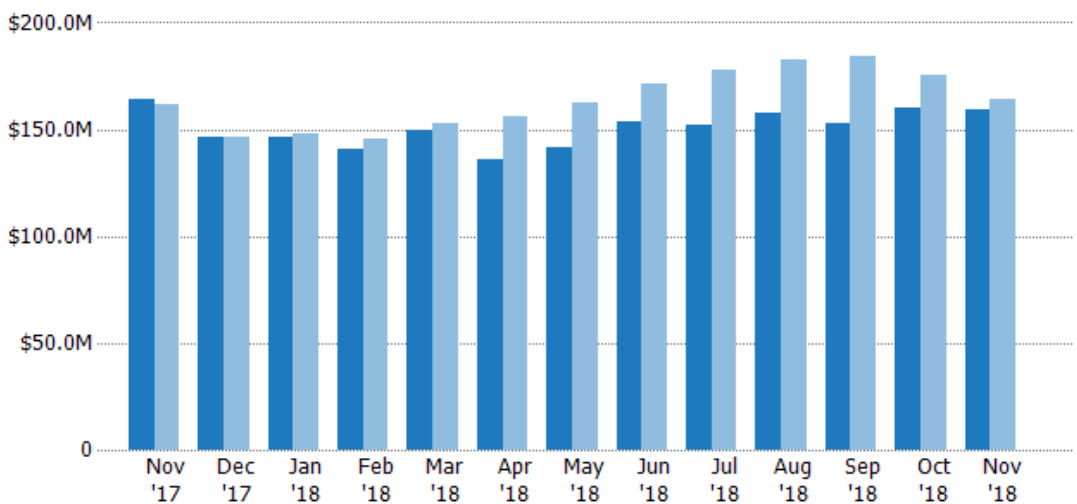
## Active Listing Volume

The sum of the listing price of active residential 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.
Nov '18	\$159M	-2.7%
Nov '17	\$164M	1.4%
Nov '16	\$161M	-22.1%



Current Year	\$164M	\$147M	\$146M	\$140M	\$150M	\$136M	\$141M	\$154M	\$152M	\$158M	\$153M	\$160M	\$159M
Prior Year	\$161M	\$146M	\$148M	\$145M	\$152M	\$156M	\$162M	\$171M	\$178M	\$182M	\$184M	\$176M	\$164M
Percent Change from Prior Year	1%	0%	-1%	-3%	-2%	-13%	-13%	-10%	-15%	-13%	-17%	-9%	-3%





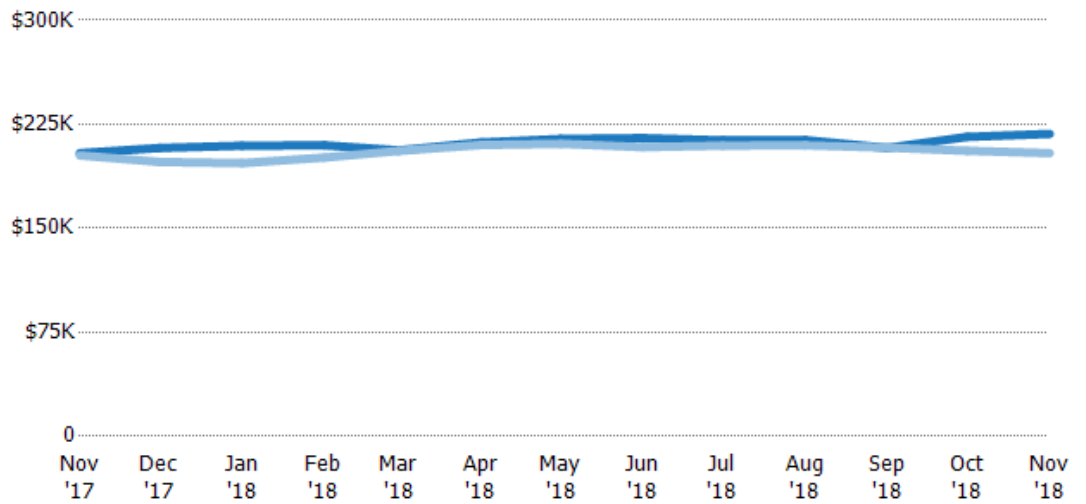
## Average Listing Price

The average listing price of active residential 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.
Nov '18	\$218K	6.8%
Nov '17	\$204K	0.8%
Nov '16	\$203K	-16.2%



Current Year	\$204K	\$208K	\$210K	\$210K	\$206K	\$212K	\$214K	\$215K	\$213K	\$214K	\$208K	\$216K	\$218K
Prior Year	\$203K	\$198K	\$197K	\$201K	\$206K	\$210K	\$211K	\$209K	\$210K	\$210K	\$208K	\$206K	\$204K
Percent Change from Prior Year	1%	5%	6%	4%	0%	1%	2%	3%	2%	2%	0%	5%	7%

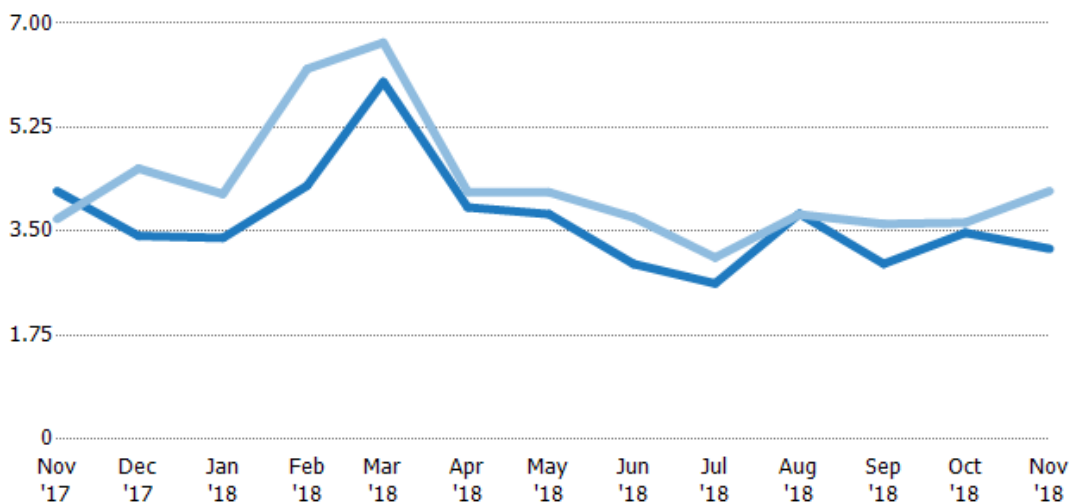
## Months of Inventory

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.
Nov '18	3.21	-23.2%
Nov '17	4.18	12.7%
Nov '16	3.71	-5.3%



Current Year	4.18	3.42	3.39	4.27	6.02	3.9	3.79	2.95	2.62	3.79	2.95	3.47	3.21
Prior Year	3.71	4.56	4.13	6.23	6.68	4.16	4.16	3.73	3.06	3.78	3.62	3.65	4.18
Percent Change from Prior Year	13%	-25%	-18%	-32%	-10%	-6%	-9%	-21%	-14%	0%	-19%	-5%	-23%



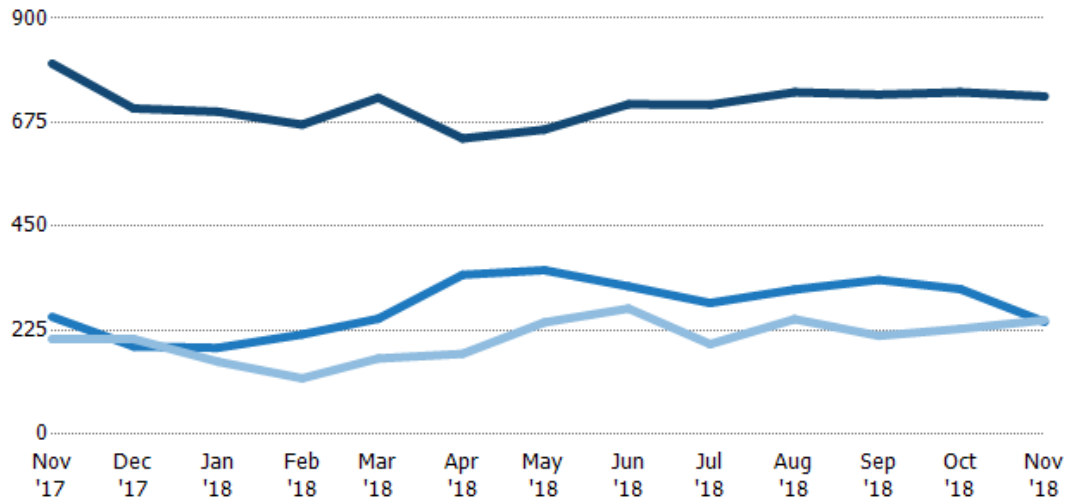


## Active/Pending/Sold Units

The number of residential 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



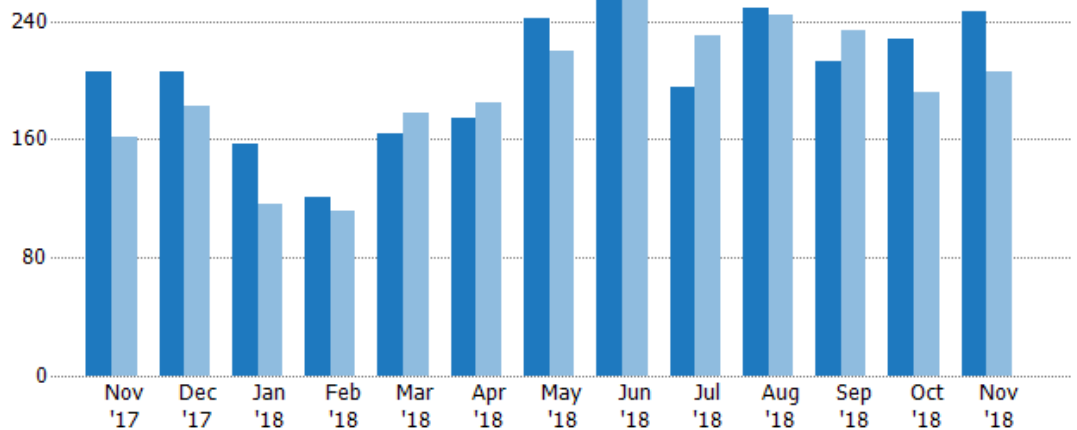
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Active	802	705	698	670	728	640	659	714	713	740	735	740	731
Pending	254	190	187	216	250	345	355	320	284	313	334	314	243
Sold	206	206	157	121	164	174	242	272	195	249	213	228	247

## Closed Sales

The total number of residential 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.
Nov '18	247	19.9%
Nov '17	206	27.2%
Nov '16	162	0.6%

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	206	206	157	121	164	174	242	272	195	249	213	228	247
Prior Year	162	182	116	111	178	185	220	278	230	244	234	192	206
Percent Change from Prior Year	27%	13%	35%	9%	-8%	-6%	10%	-2%	-15%	2%	-9%	19%	20%



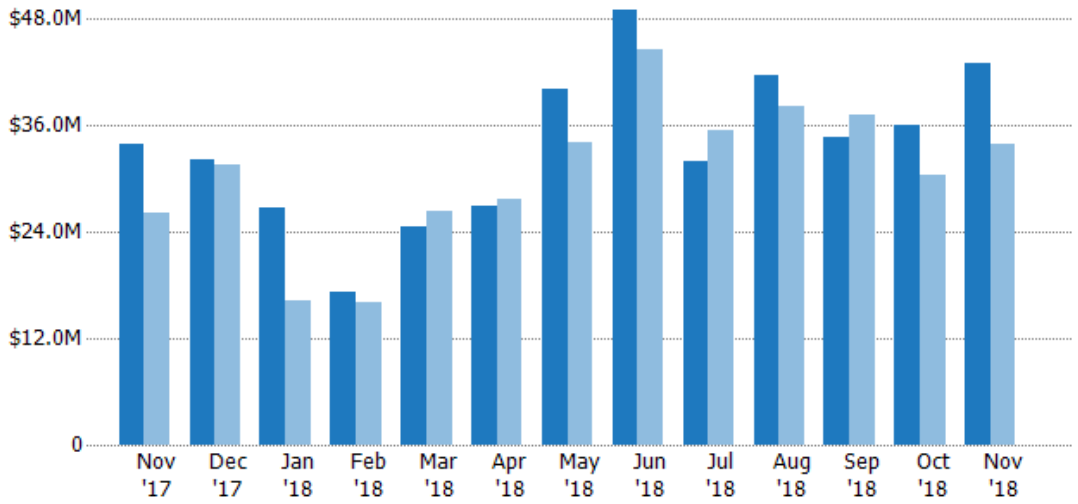


## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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



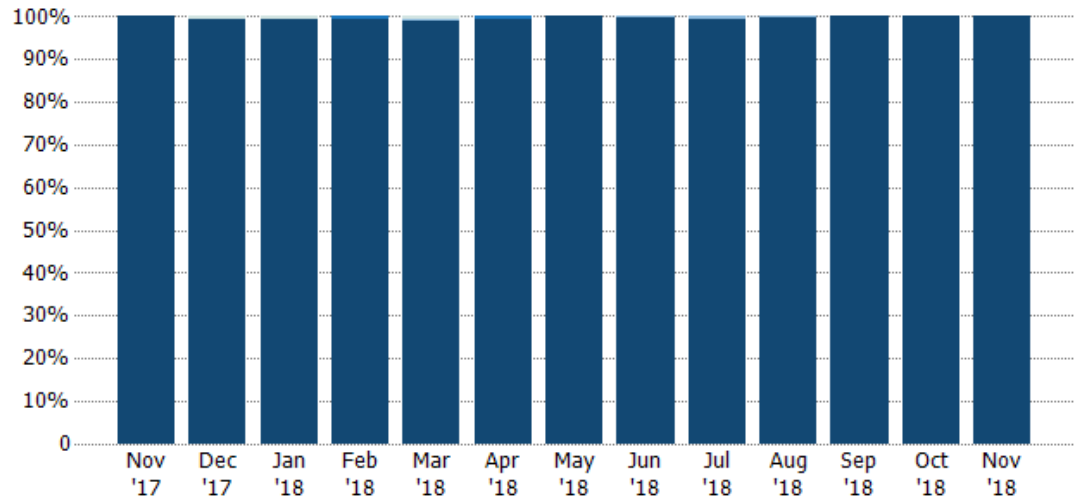
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '17	\$34M	\$26.1M	30%
Dec '17	\$32.2M	\$31.5M	2%
Jan '18	\$26.8M	\$16.3M	65%
Feb '18	\$17.3M	\$16M	8%
Mar '18	\$24.7M	\$26.4M	-6%
Apr '18	\$27M	\$27.7M	-2%
May '18	\$40.1M	\$34.1M	17%
Jun '18	\$49M	\$44.6M	10%
Jul '18	\$32.1M	\$35.5M	-10%
Aug '18	\$41.8M	\$38.2M	9%
Sep '18	\$34.6M	\$37.3M	-7%
Oct '18	\$36.1M	\$30.5M	18%
Nov '18	\$43.1M	\$34M	27%

## Closed Sales by Property Type

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

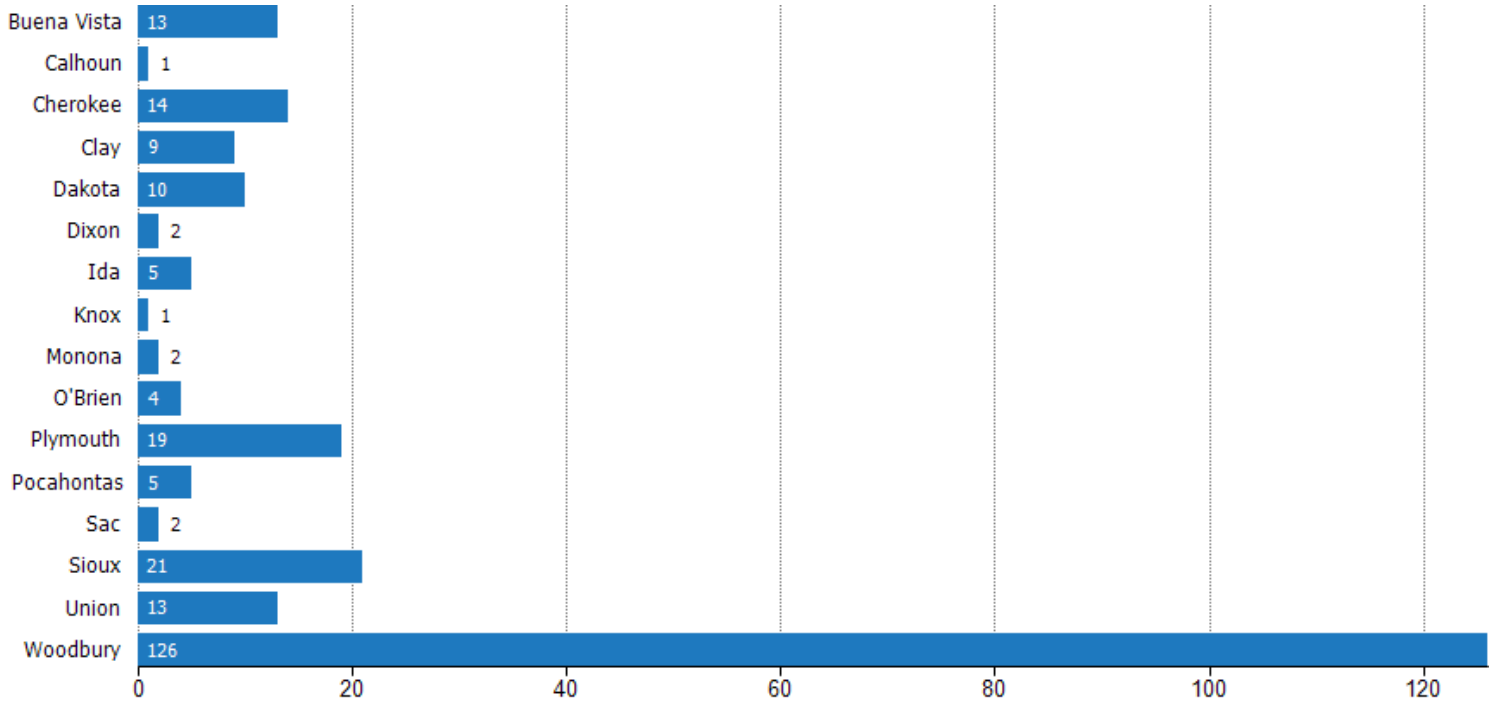




## Closed Sales (By County)

The total number of residential properties sold during the last month by county.

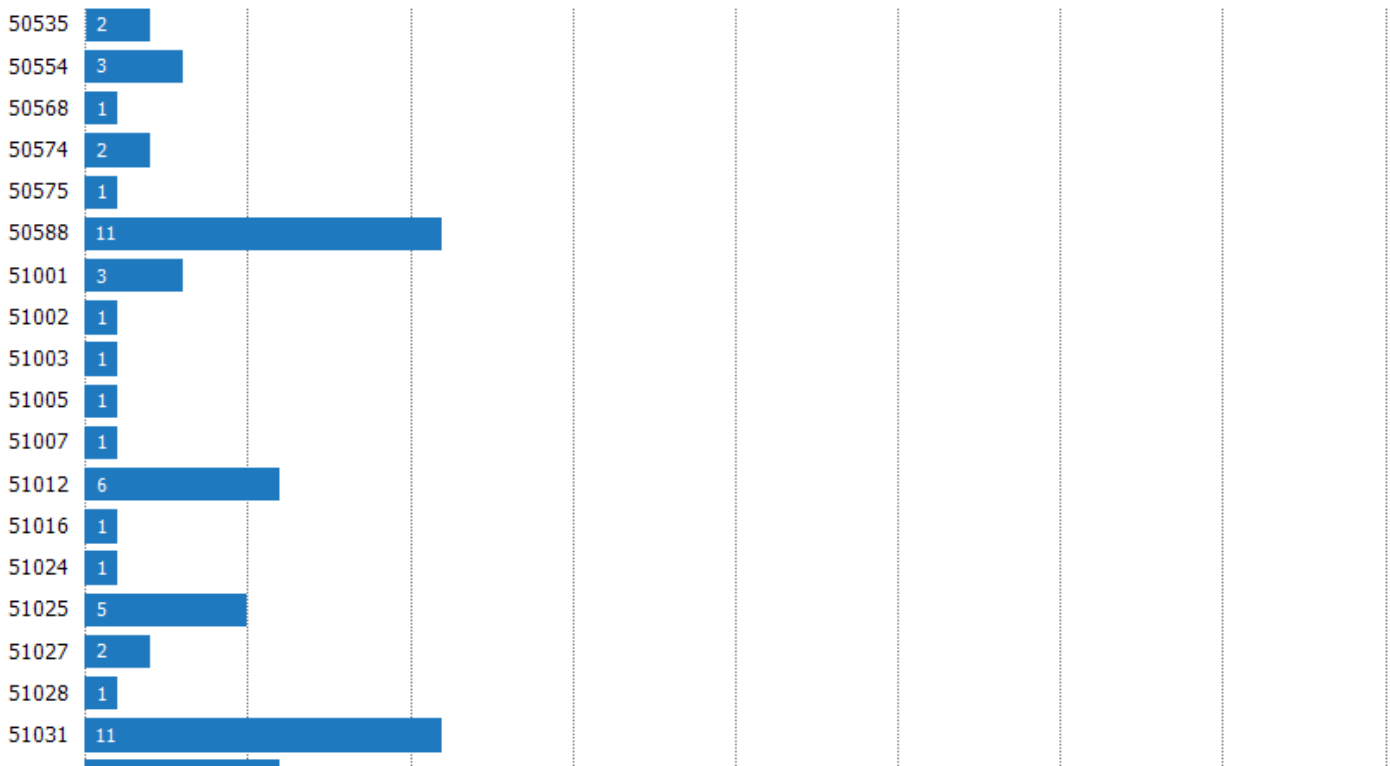
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

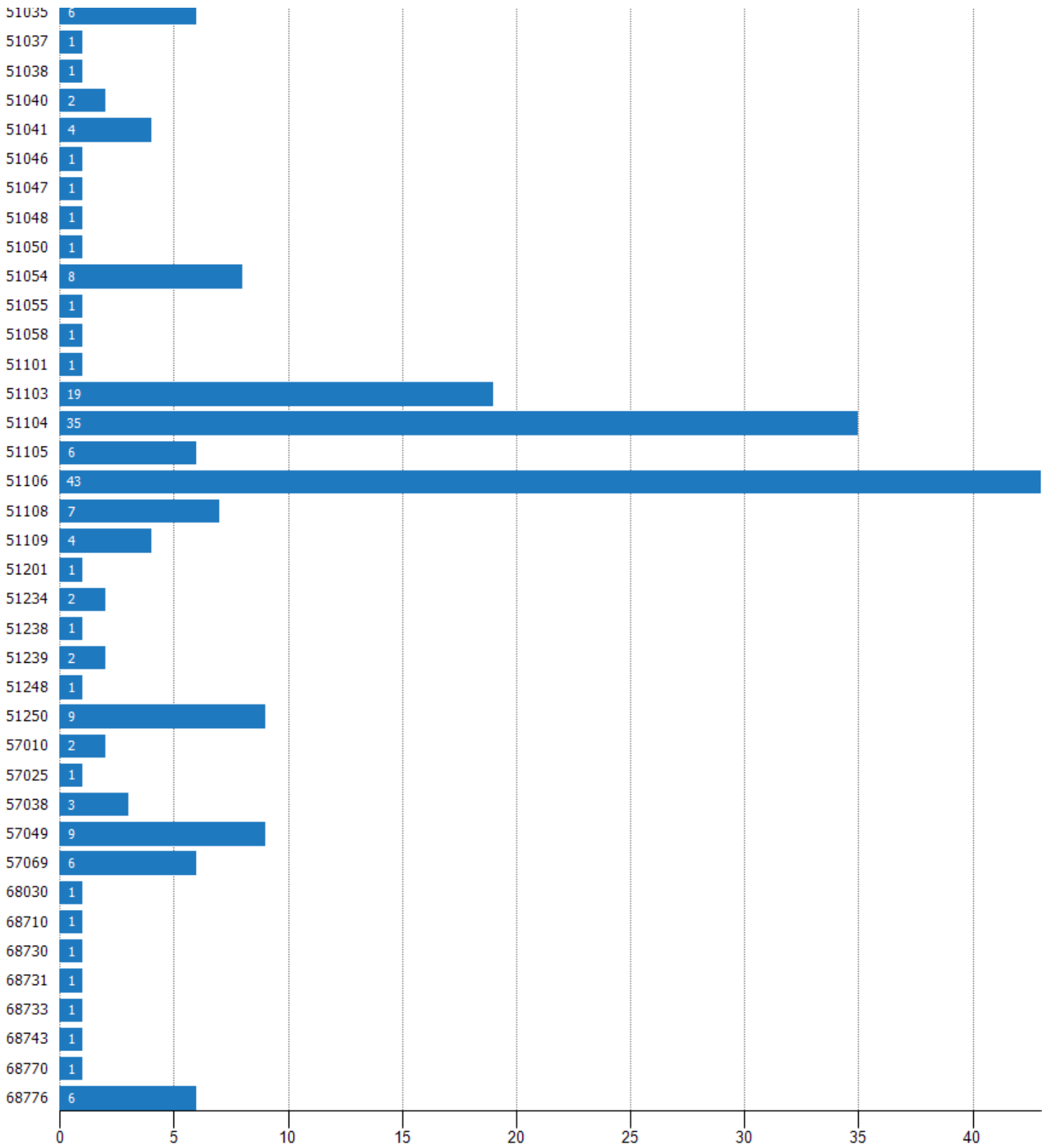


## Closed Sales (By Zip)

The total number of residential 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







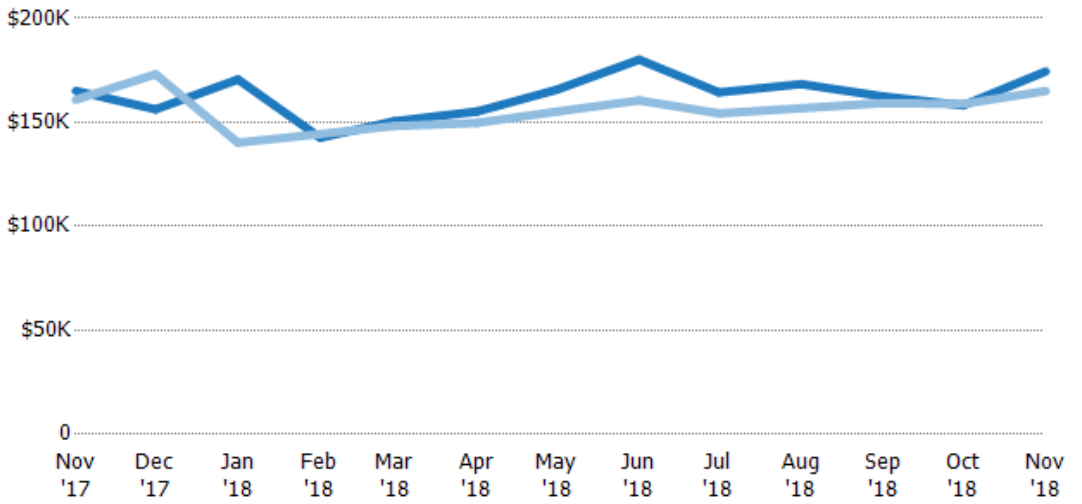


## Average Sales Price

The average sales price of the residential 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.
Nov '18	\$174K	5.7%
Nov '17	\$165K	2.6%
Nov '16	\$161K	-22.3%

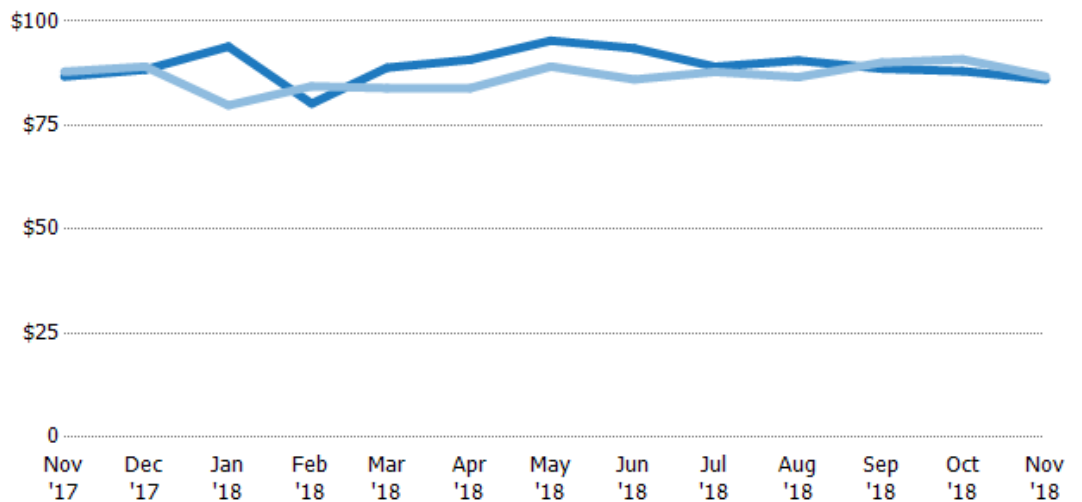
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$165K	\$156K	\$171K	\$143K	\$151K	\$155K	\$166K	\$180K	\$164K	\$168K	\$162K	\$158K	\$174K
Prior Year	\$161K	\$173K	\$140K	\$144K	\$148K	\$150K	\$155K	\$160K	\$154K	\$157K	\$159K	\$159K	\$165K
Percent Change from Prior Year	3%	-10%	22%	-1%	2%	4%	7%	12%	7%	7%	2%	0%	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.
Nov '18	\$86	-0.8%
Nov '17	\$86.7	-1.3%
Nov '16	\$87.9	-15.4%

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$86.7	\$88.4	\$93.9	\$80.2	\$88.8	\$90.8	\$95.3	\$93.5	\$89.1	\$90.6	\$88.6	\$88	\$86
Prior Year	\$87.9	\$89.1	\$79.8	\$84.4	\$83.9	\$83.9	\$89.1	\$86	\$87.8	\$86.6	\$90.1	\$90.9	\$86.7
Percent Change from Prior Year	-1%	-1%	18%	-5%	6%	8%	7%	9%	1%	5%	-2%	-3%	-1%





## Average Sales Price vs Average Listing Price

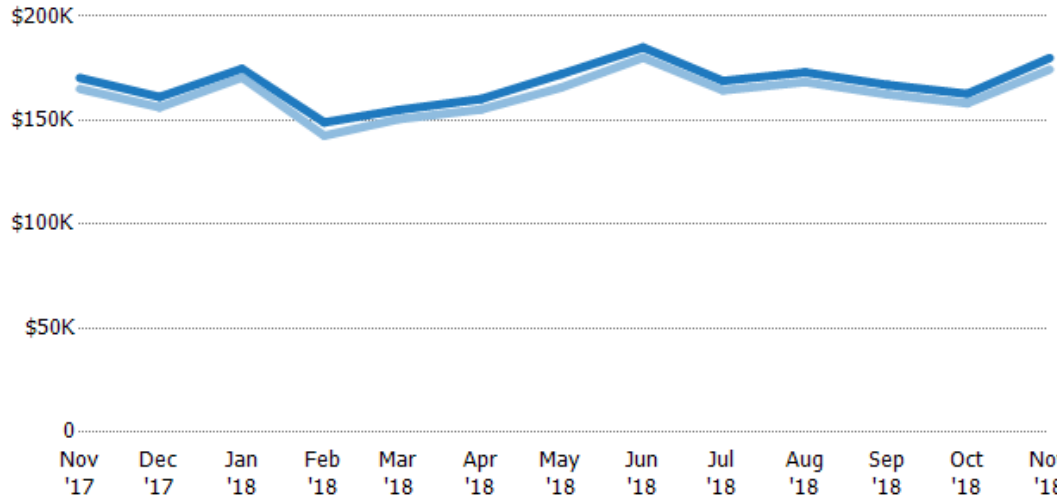
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	\$170K	\$161K	\$175K	\$149K	\$155K	\$160K	\$172K	\$185K	\$169K	\$173K	\$167K	\$163K	\$180K
Avg Sales Price	\$165K	\$156K	\$171K	\$143K	\$151K	\$155K	\$166K	\$180K	\$164K	\$168K	\$162K	\$158K	\$174K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	96%	97%	97%	96%	97%	97%	97%	97%	97%	97%