



## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	215	200	+7.5%	3,355	3,106	+8%
New Listing Volume	\$41,944,138	\$34,454,537	+21.7%	\$746,081,896	\$535,142,883	+39.4%
Active Listing Count	677	689	-1.7%	N/A	N/A	
Active Listing Volume	\$144,407,034	\$143,459,397	+0.7%	N/A	N/A	
Average Listing Price	\$213,304	\$208,214	+2.4%	\$211,763	\$205,434	+3.1%
Months of Inventory	3.8	3.4	+14.4%	4.3	5.9	-27.4%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	110	157	-29.9%	2,570	2,542	+1.1%
Closed Sales Volume	\$17,937,379	\$26,784,666	-33%	\$422,008,642	\$396,891,286	+6.3%
Average Sales Price	\$163,067	\$170,603	-4.4%	\$164,271	\$156,133	+5.2%
Average Sales Price per Sq Ft	\$89	\$94	-5.4%	\$90	\$87	+2.7%



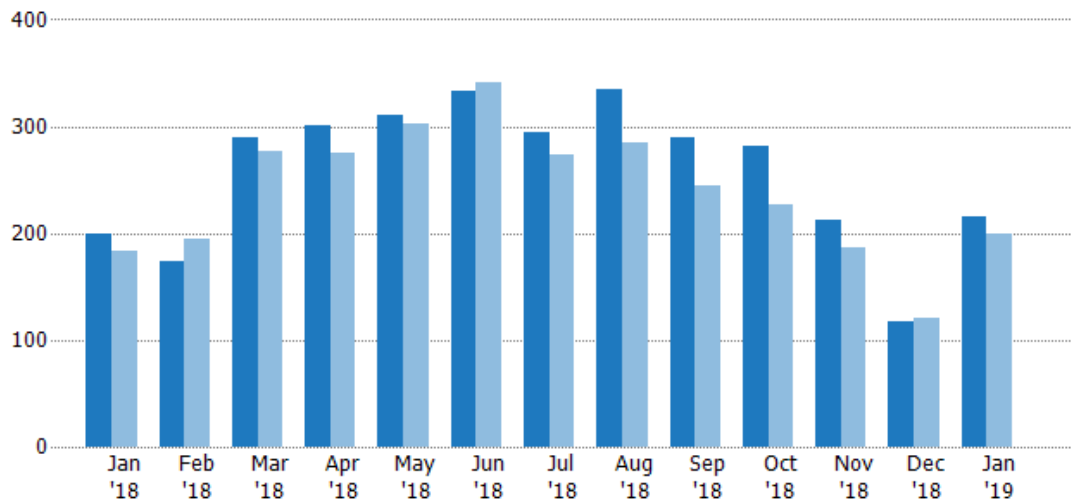
## New Listings

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.
Jan '19	215	7.5%
Jan '18	200	8.7%
Jan '17	184	-26.6%



Current Year	200	174	290	301	310	333	295	335	289	282	213	118	215
Prior Year	184	194	276	275	302	341	274	284	244	226	186	120	200
Percent Change from Prior Year	9%	-10%	5%	9%	3%	-2%	8%	18%	18%	25%	15%	-2%	8%

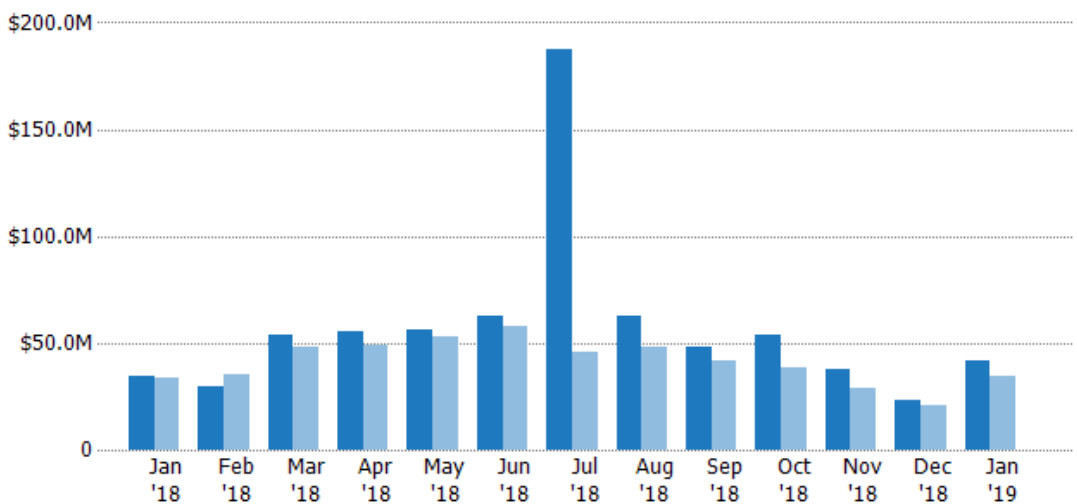
## New Listing Volume

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.
Jan '19	\$41.9M	21.7%
Jan '18	\$34.5M	3.4%
Jan '17	\$33.3M	-30%



Current Year	\$34.5M	\$29.6M	\$53.4M	\$55.1M	\$56.2M	\$62.7M	\$188M	\$62.4M	\$48.5M	\$53.5M	\$37.4M	\$23.2M	\$41.9M
Prior Year	\$33.3M	\$35.3M	\$48M	\$49.4M	\$53.1M	\$58.1M	\$45.5M	\$48.2M	\$42M	\$38.2M	\$28.7M	\$20.9M	\$34.5M
Percent Change from Prior Year	3%	-16%	11%	12%	6%	8%	312%	29%	16%	40%	30%	11%	22%



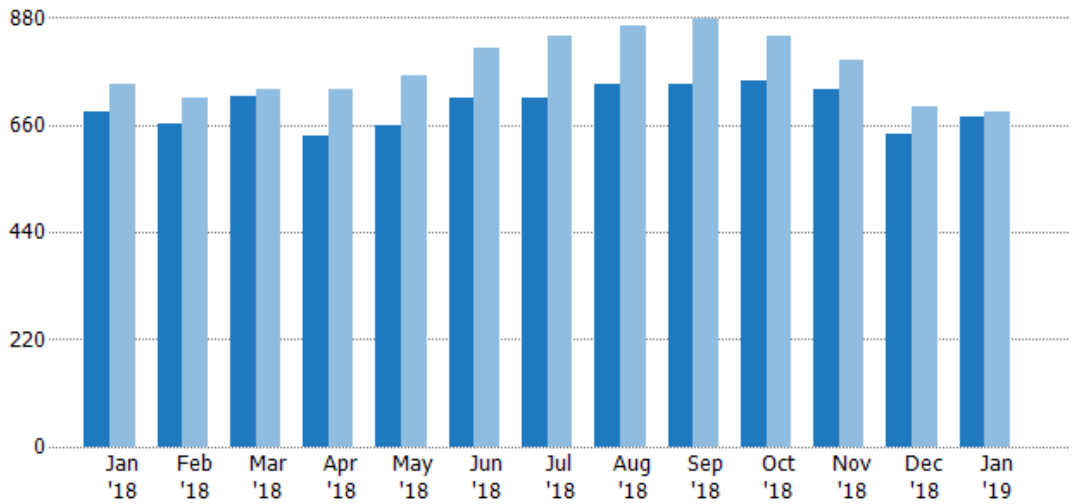


## Active Listings

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.
Jan '19	677	-1.7%
Jan '18	689	-7.3%
Jan '17	743	-11.4%

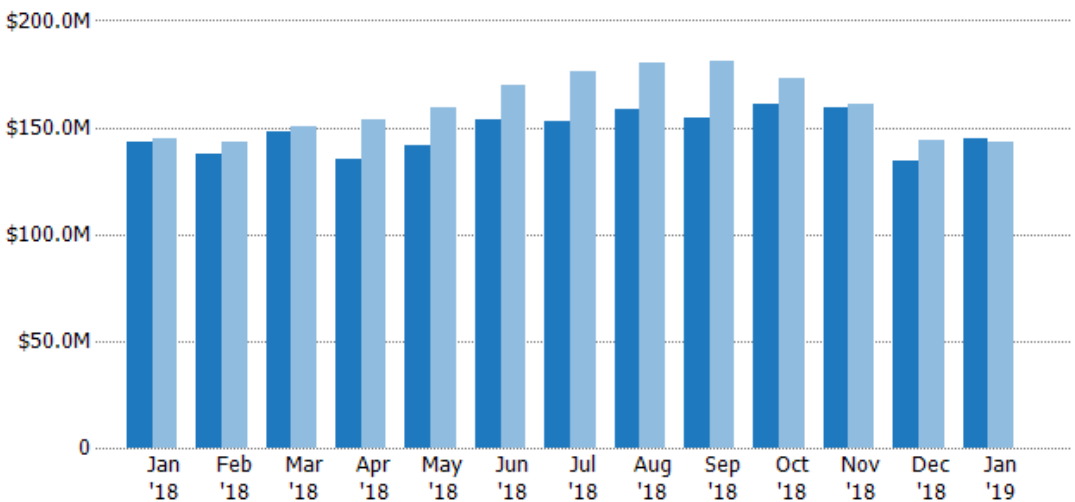
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	689	662	721	637	659	716	717	743	743	751	733	640	677
Prior Year	743	717	735	735	760	818	844	865	878	844	794	697	689
Percent Change from Prior Year	-7%	-8%	-2%	-13%	-13%	-12%	-15%	-14%	-15%	-11%	-8%	-8%	-2%

## 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.
Jan '19	\$144M	0.7%
Jan '18	\$143M	-1.1%
Jan '17	\$145M	-19.3%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$143M	\$138M	\$148M	\$135M	\$141M	\$154M	\$153M	\$158M	\$155M	\$161M	\$159M	\$135M	\$144M
Prior Year	\$145M	\$143M	\$150M	\$154M	\$159M	\$169M	\$176M	\$180M	\$181M	\$173M	\$161M	\$144M	\$143M
Percent Change from Prior Year	-1%	-4%	-2%	-12%	-11%	-9%	-13%	-12%	-15%	-7%	-1%	-6%	1%





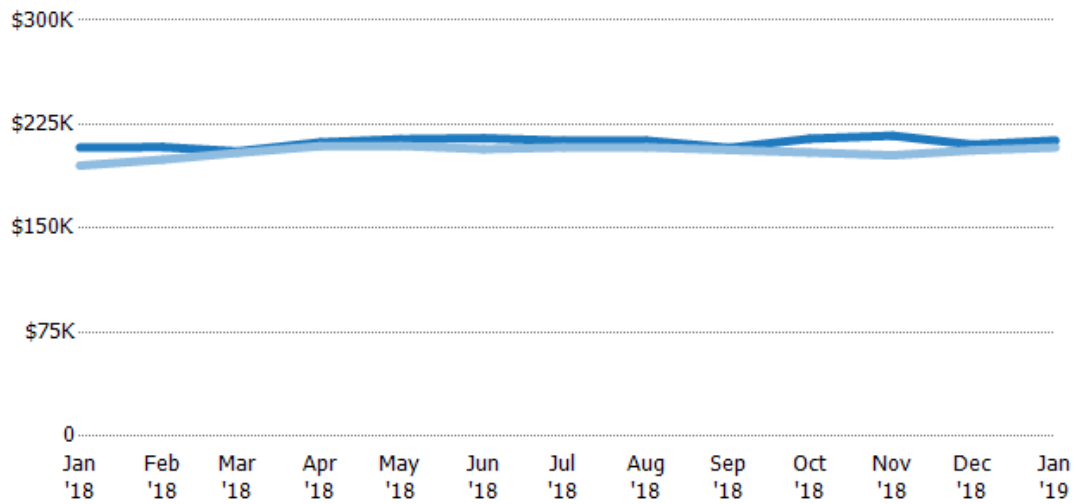
## Average Listing Price

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.
Jan '19	\$213K	2.4%
Jan '18	\$208K	6.7%
Jan '17	\$195K	-8.9%



Current Year	\$208K	\$209K	\$205K	\$212K	\$214K	\$215K	\$213K	\$213K	\$208K	\$215K	\$217K	\$210K	\$213K
Prior Year	\$195K	\$200K	\$204K	\$209K	\$209K	\$207K	\$208K	\$208K	\$206K	\$205K	\$203K	\$206K	\$208K
Percent Change from Prior Year	7%	4%	0%	1%	2%	4%	2%	2%	1%	5%	7%	2%	2%

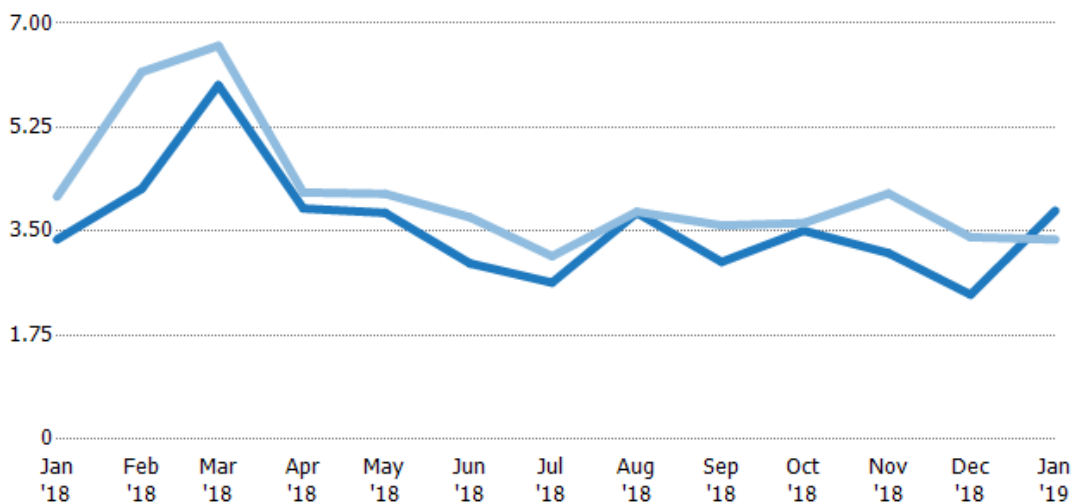
## Months of Inventory

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.
Jan '19	3.85	14.4%
Jan '18	3.36	-17.7%
Jan '17	4.08	-12.4%



Current Year	3.36	4.22	5.96	3.88	3.81	2.96	2.64	3.81	2.98	3.51	3.13	2.43	3.85
Prior Year	4.08	6.18	6.62	4.15	4.13	3.74	3.08	3.83	3.6	3.64	4.14	3.4	3.36
Percent Change from Prior Year	-18%	-32%	-10%	-6%	-8%	-21%	-14%	0%	-17%	-4%	-24%	-28%	14%





## Active/Pending/Sold Units

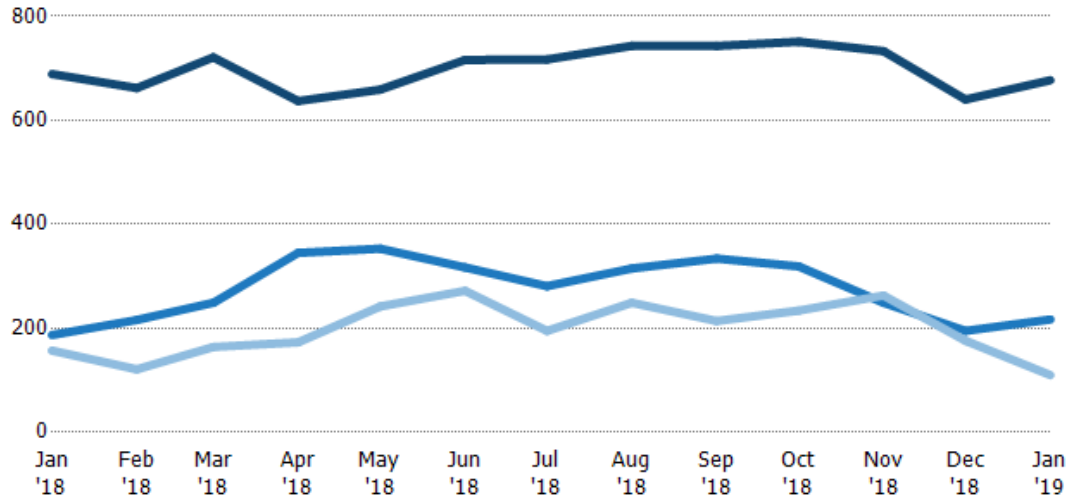
The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	689	662	721	637	659	716	717	743	743	751	733	640	677
Pending	187	216	249	345	353	317	281	315	334	319	249	195	217
Sold	157	121	164	173	242	272	195	249	214	234	263	176	110

## Closed Sales

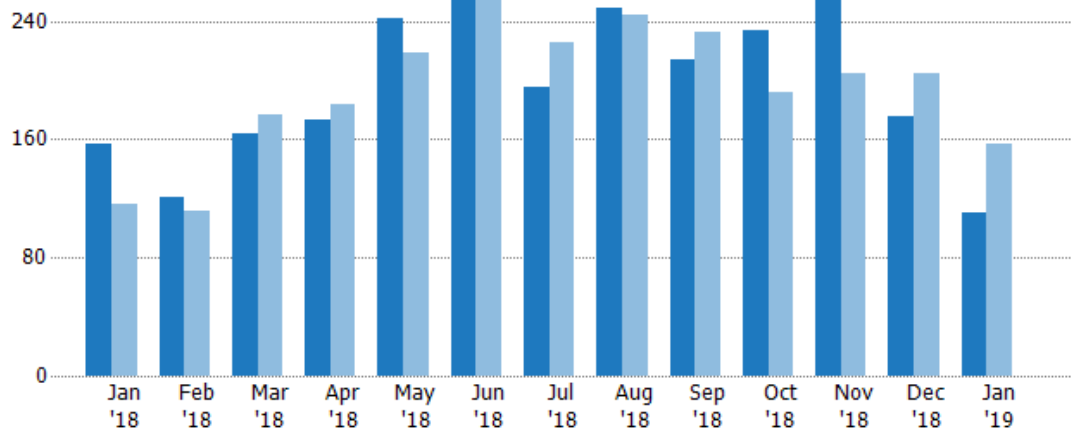
The total number of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Count	% Chg.
Jan '19	110	-29.9%
Jan '18	157	35.3%
Jan '17	116	-6%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	157	121	164	173	242	272	195	249	214	234	263	176	110
Prior Year	116	111	177	184	219	274	226	244	232	192	205	205	157
Percent Change from Prior Year	35%	9%	-7%	-6%	11%	-1%	-14%	2%	-8%	22%	28%	-14%	-30%





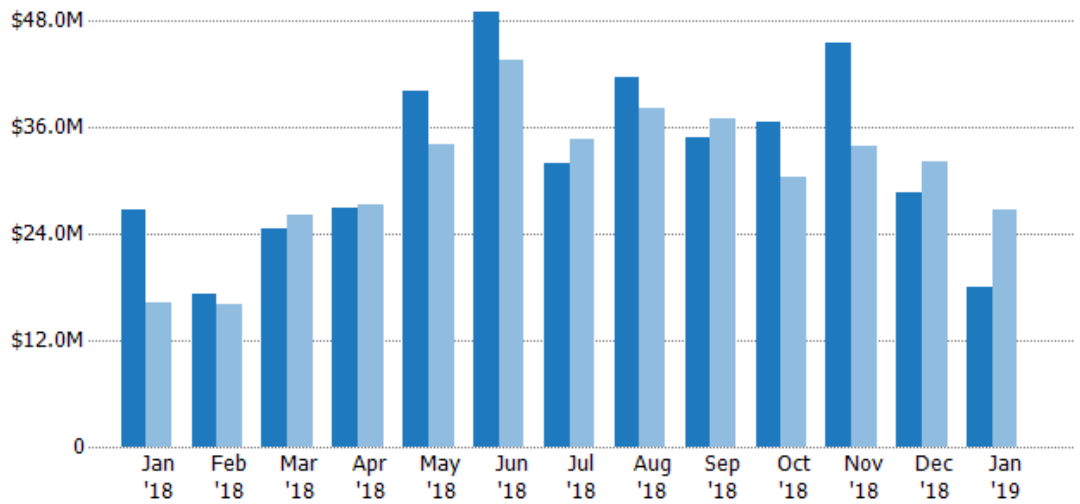
## Closed Sales Volume

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	Volume	% Chg.
Jan '19	\$17.9M	-33%
Jan '18	\$26.8M	64.7%
Jan '17	\$16.3M	-7.4%



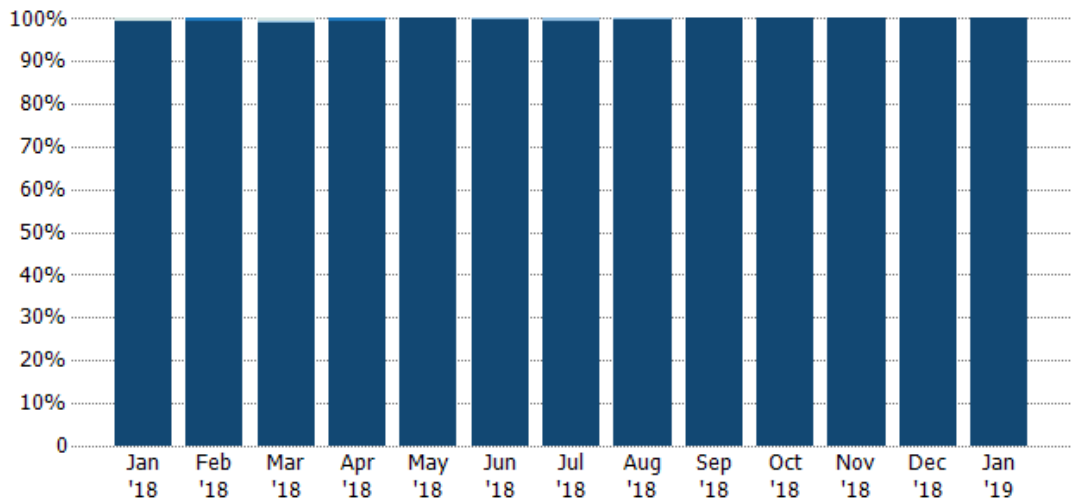
Current Year	\$26.8M	\$17.3M	\$24.7M	\$26.9M	\$40.1M	\$48.9M	\$32.1M	\$41.7M	\$34.8M	\$36.6M	\$45.6M	\$28.6M	\$17.9M
Prior Year	\$16.3M	\$16M	\$26.2M	\$27.4M	\$34.1M	\$43.7M	\$34.7M	\$38.2M	\$37M	\$30.5M	\$34M	\$32.1M	\$26.8M
Percent Change from Prior Year	65%	8%	-6%	-2%	18%	12%	-8%	9%	-6%	20%	34%	-11%	-33%

## 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



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

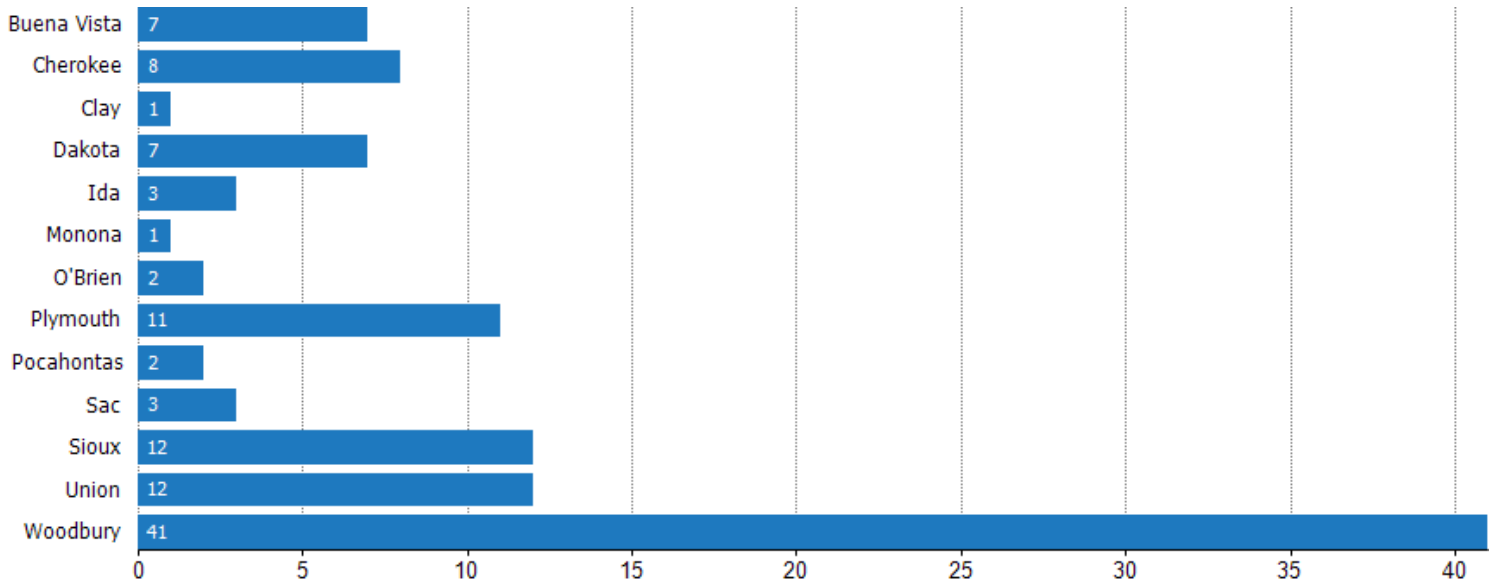




## Closed Sales (By County)

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

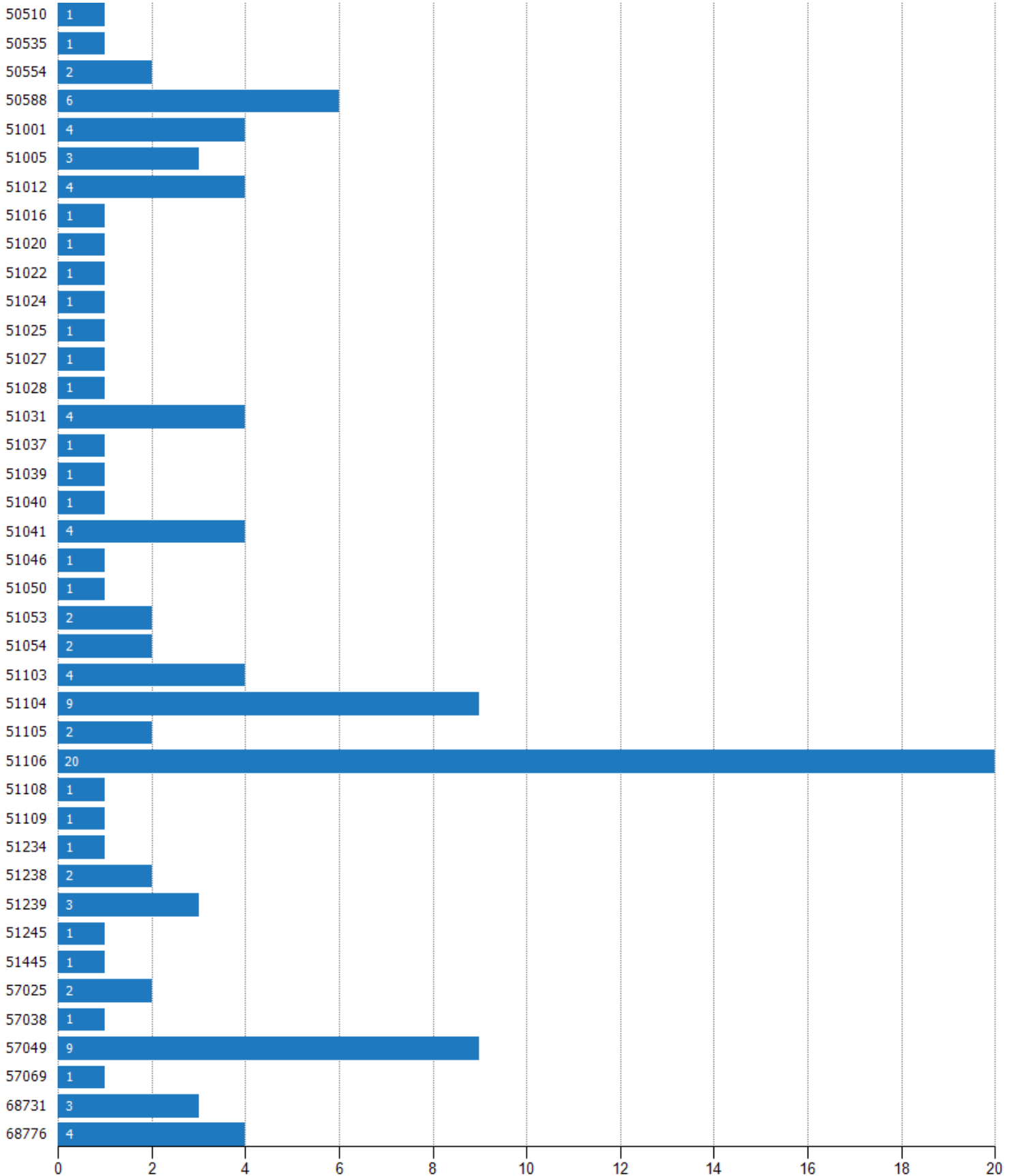


## Closed Sales (By Zip)

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







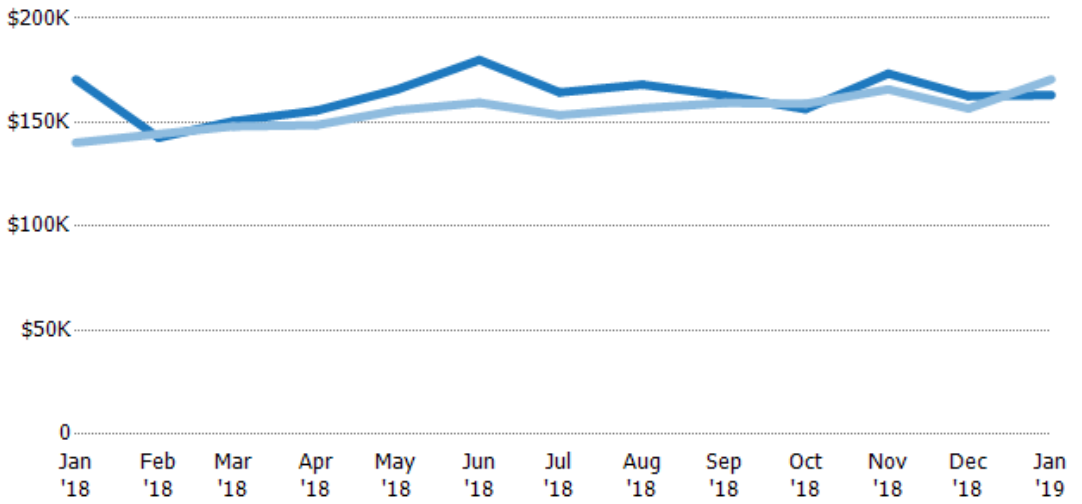


## Average Sales Price

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.
Jan '19	\$163K	-4.4%
Jan '18	\$171K	21.7%
Jan '17	\$140K	-1.4%

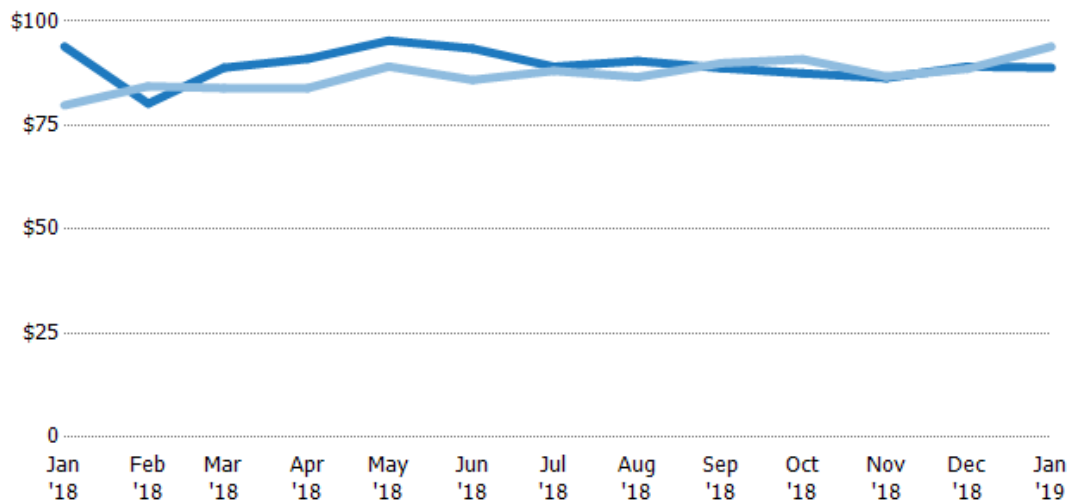
Current Year	\$171K	\$143K	\$151K	\$156K	\$166K	\$180K	\$164K	\$168K	\$163K	\$156K	\$173K	\$163K	\$163K
Prior Year	\$140K	\$144K	\$148K	\$149K	\$156K	\$159K	\$153K	\$157K	\$159K	\$159K	\$166K	\$157K	\$171K
Percent Change from Prior Year	22%	-1%	2%	5%	6%	13%	7%	7%	2%	-2%	5%	4%	-4%

## 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.
Jan '19	\$88.8	-5.4%
Jan '18	\$93.9	17.7%
Jan '17	\$79.8	-8.2%

Current Year	\$93.9	\$80.2	\$88.8	\$91	\$95.3	\$93.4	\$89.1	\$90.4	\$88.7	\$87.5	\$86.4	\$89.1	\$88.8
Prior Year	\$79.8	\$84.4	\$83.9	\$83.9	\$89.1	\$85.9	\$88.1	\$86.6	\$89.9	\$90.9	\$86.7	\$88.6	\$93.9
Percent Change from Prior Year	18%	-5%	6%	8%	7%	9%	1%	4%	-1%	-4%	0%	1%	-5%





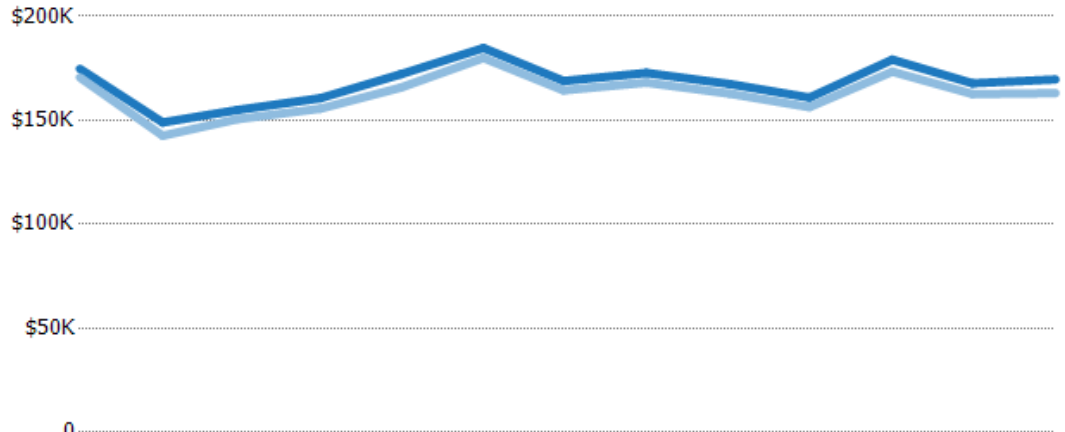
## Average Sales Price vs Average Listing Price

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg List Price	\$175K	\$149K	\$155K	\$161K	\$172K	\$185K	\$169K	\$173K	\$167K	\$161K	\$179K	\$168K	\$170K
Avg Sales Price	\$171K	\$143K	\$151K	\$156K	\$166K	\$180K	\$164K	\$168K	\$163K	\$156K	\$173K	\$163K	\$163K
Avg Sales Price as a % of Avg List Price	98%	96%	97%	97%	96%	97%	97%	97%	97%	97%	97%	97%	96%