



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 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	347	295	+17.6%	1,961	1,906	+2.9%
New Listing Volume	\$62,101,531	\$187,314,040	-66.8%	\$382,050,467	\$477,428,456	-20%
Active Listing Count	715	692	+3.3%	N/A	N/A	
Active Listing Volume	\$166,270,370	\$146,785,634	+13.3%	N/A	N/A	
Average Listing Price	\$232,546	\$212,118	+9.6%	\$225,598	\$208,050	+8.4%
Months of Inventory	2.7	2.5	+8.4%	3.5	3.4	+2.1%
Sales Activity Charts Metrics						
Closed Sales Count	235	200	+17.5%	1,399	1,366	+2.4%
Closed Sales Volume	\$43,555,438	\$33,103,464	+31.6%	\$238,219,396	\$225,003,282	+5.9%
Average Sales Price	\$185,342	\$165,517	+12%	\$170,278	\$164,717	+3.4%
Average Sales Price per Sq Ft	\$94	\$90	+5.4%	\$91	\$91	-0.3%

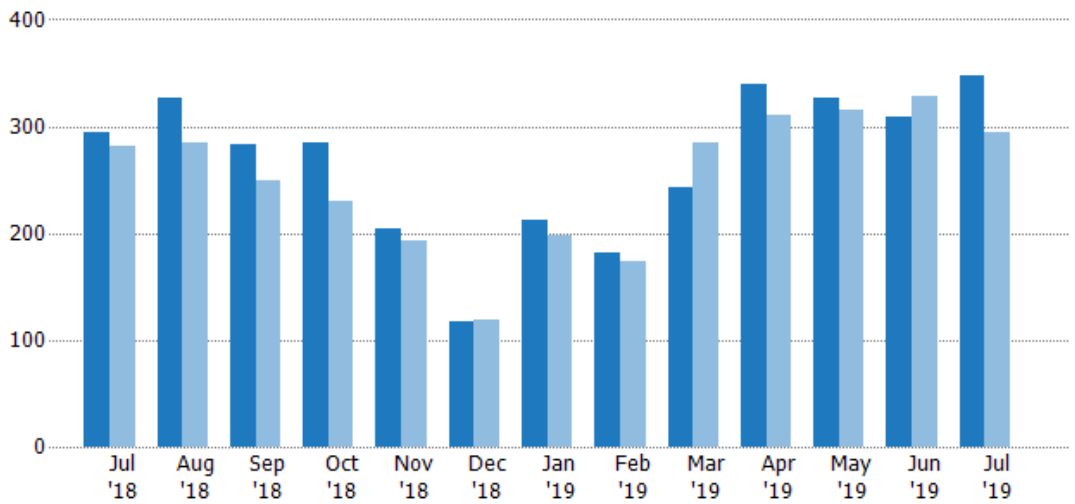


New Listings

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.
Jul '19	347	17.6%
Jul '18	295	5%
Jul '17	281	17.1%

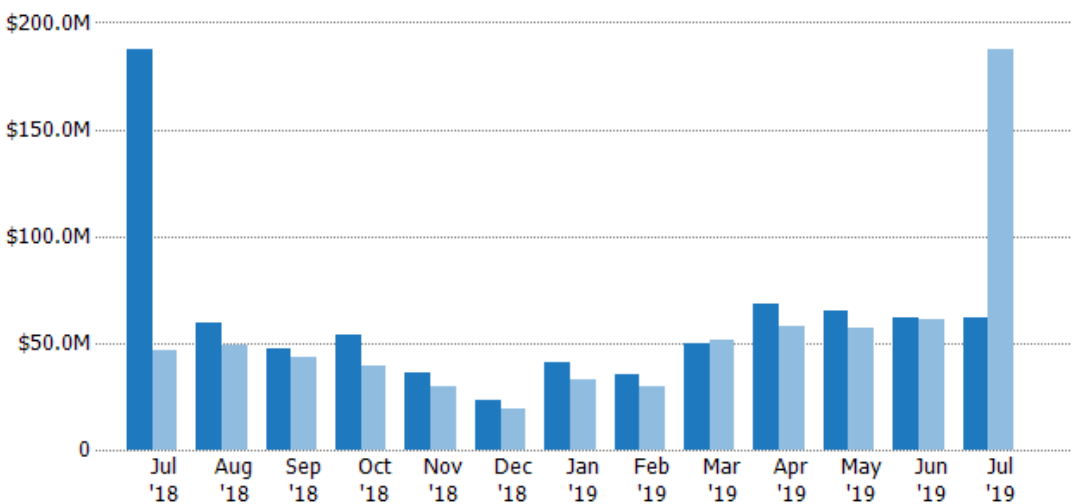
Current Year	295	326	283	284	205	117	213	182	243	340	327	309	347
Prior Year	281	285	250	230	193	119	198	174	284	311	316	328	295
Percent Change from Prior Year	5%	14%	13%	23%	6%	-2%	8%	5%	-14%	9%	3%	-6%	18%

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.
Jul '19	\$62.1M	-66.8%
Jul '18	\$187M	303.3%
Jul '17	\$46.4M	14.7%

Current Year	\$187M	\$59.4M	\$47.2M	\$53.6M	\$35.7M	\$22.8M	\$41.1M	\$34.9M	\$49.5M	\$68.1M	\$64.7M	\$61.7M	\$62.1M
Prior Year	\$46.4M	\$49M	\$43.2M	\$39.3M	\$29.7M	\$19.5M	\$33.1M	\$29.6M	\$51.5M	\$57.6M	\$56.9M	\$61.5M	\$187M
Percent Change from Prior Year	303%	21%	9%	36%	20%	17%	24%	18%	-4%	18%	14%	0%	-67%



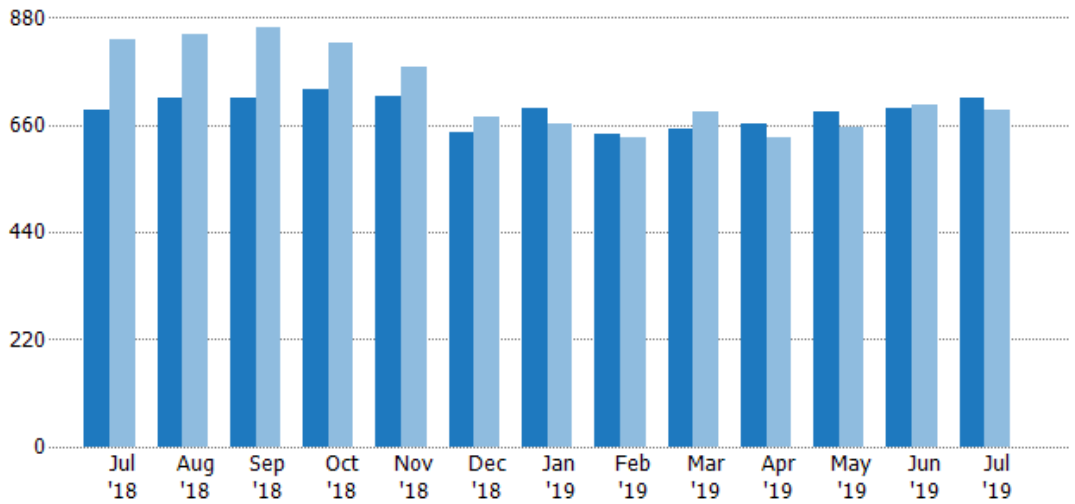


Active Listings

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.
Jul '19	715	3.3%
Jul '18	692	-17.1%
Jul '17	835	-4.8%

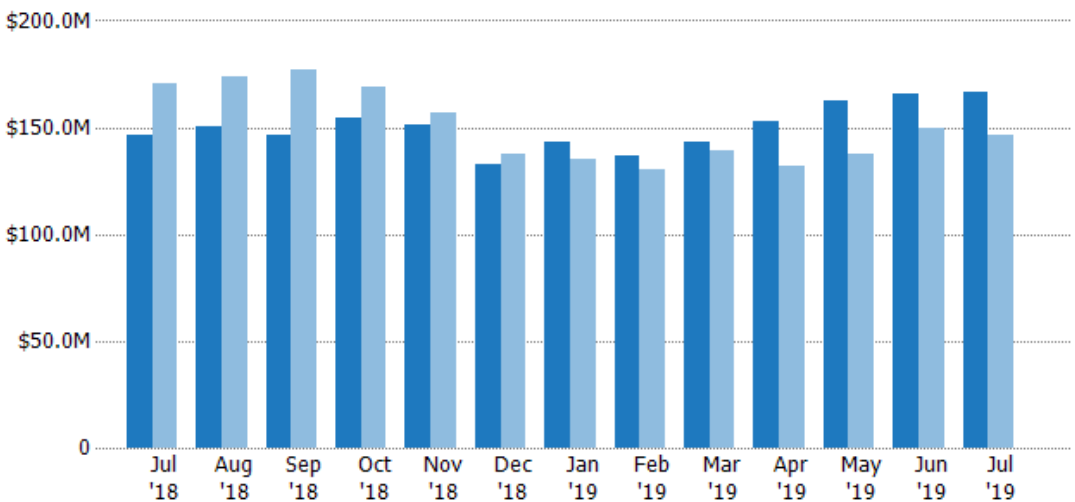
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	692	716	716	735	719	646	693	643	651	663	688	694	715
Prior Year	835	848	862	830	779	676	662	636	688	634	654	701	692
Percent Change from Prior Year	-17%	-16%	-17%	-11%	-8%	-4%	5%	1%	-5%	5%	5%	-1%	3%

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.
Jul '19	\$166M	13.3%
Jul '18	\$147M	-14%
Jul '17	\$171M	-7.1%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$147M	\$151M	\$147M	\$154M	\$151M	\$132M	\$143M	\$137M	\$144M	\$153M	\$163M	\$165M	\$166M
Prior Year	\$171M	\$174M	\$177M	\$169M	\$157M	\$138M	\$135M	\$131M	\$139M	\$132M	\$138M	\$150M	\$147M
Percent Change from Prior Year	-14%	-14%	-17%	-9%	-4%	-4%	6%	5%	3%	16%	18%	11%	13%





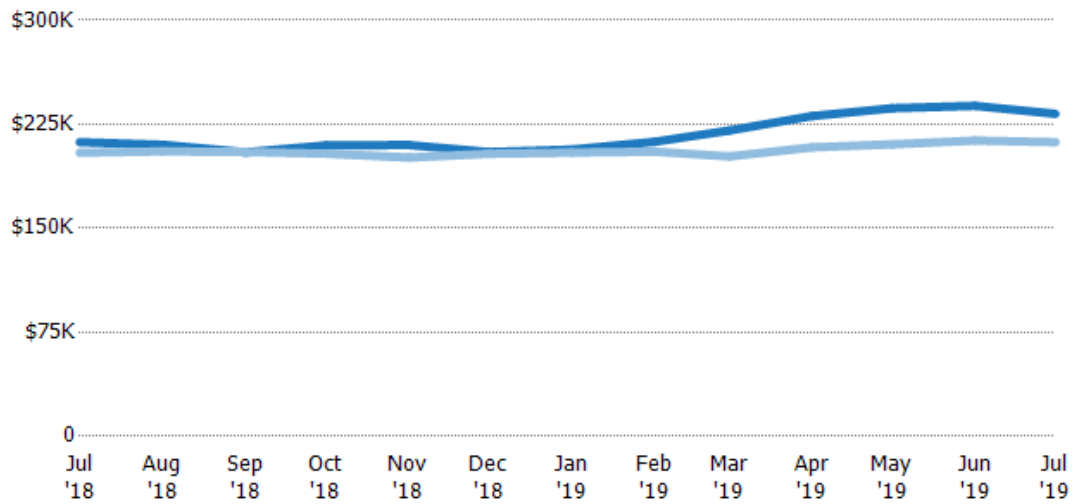
Average Listing Price

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.
Jul '19	\$233K	9.6%
Jul '18	\$212K	3.7%
Jul '17	\$205K	-2.4%



Current Year	\$212K	\$210K	\$205K	\$210K	\$210K	\$205K	\$207K	\$212K	\$220K	\$231K	\$237K	\$238K	\$233K
Prior Year	\$205K	\$205K	\$205K	\$204K	\$201K	\$204K	\$205K	\$205K	\$202K	\$208K	\$211K	\$213K	\$212K
Percent Change from Prior Year	4%	2%	0%	3%	4%	1%	1%	3%	9%	11%	12%	12%	10%

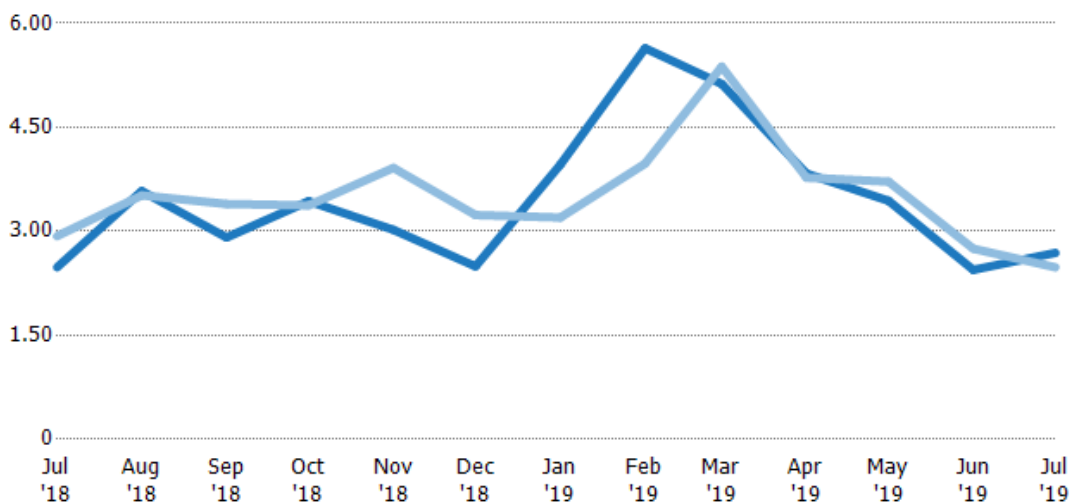
Months of Inventory

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 '19	2.69	8.4%
Jul '18	2.48	-15.3%
Jul '17	2.93	-5.1%



Current Year	2.48	3.58	2.91	3.43	3.02	2.49	3.96	5.64	5.13	3.83	3.44	2.44	2.69
Prior Year	2.93	3.52	3.39	3.37	3.91	3.23	3.2	3.98	5.38	3.77	3.72	2.75	2.48
Percent Change from Prior Year	-15%	2%	-14%	2%	-23%	-23%	24%	42%	-5%	2%	-7%	-11%	8%



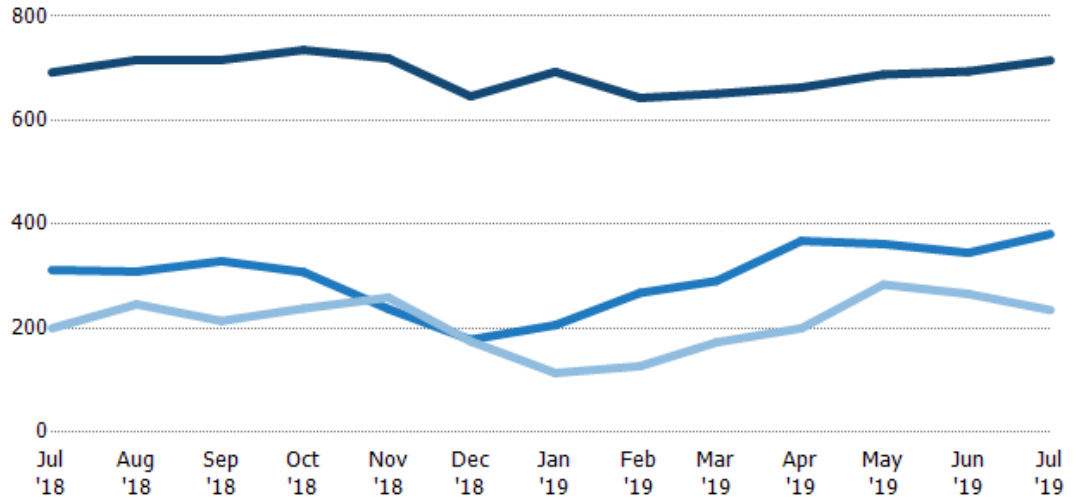


Active/Pending/Sold Units

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



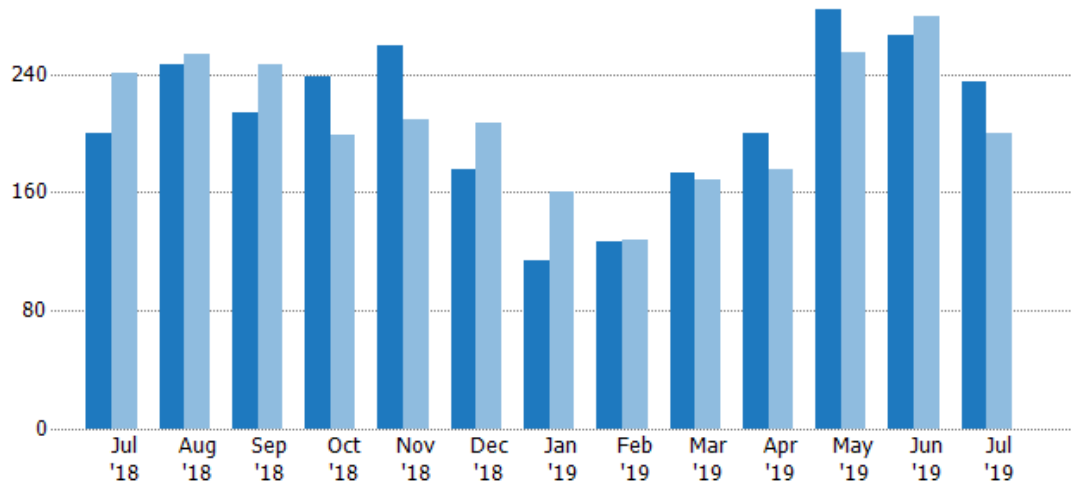
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	692	716	716	735	719	646	693	643	651	663	688	694	715
Pending	312	309	329	308	237	178	206	268	291	368	362	345	381
Sold	200	246	214	238	259	175	114	127	173	200	284	266	235

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.
Jul '19	235	17.5%
Jul '18	200	-17%
Jul '17	241	-3.3%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	200	246	214	238	259	175	114	127	173	200	284	266	235
Prior Year	241	254	246	199	209	207	160	128	168	176	255	279	200
Percent Change from Prior Year	-17%	-3%	-13%	20%	24%	-15%	-29%	-1%	3%	14%	11%	-5%	18%



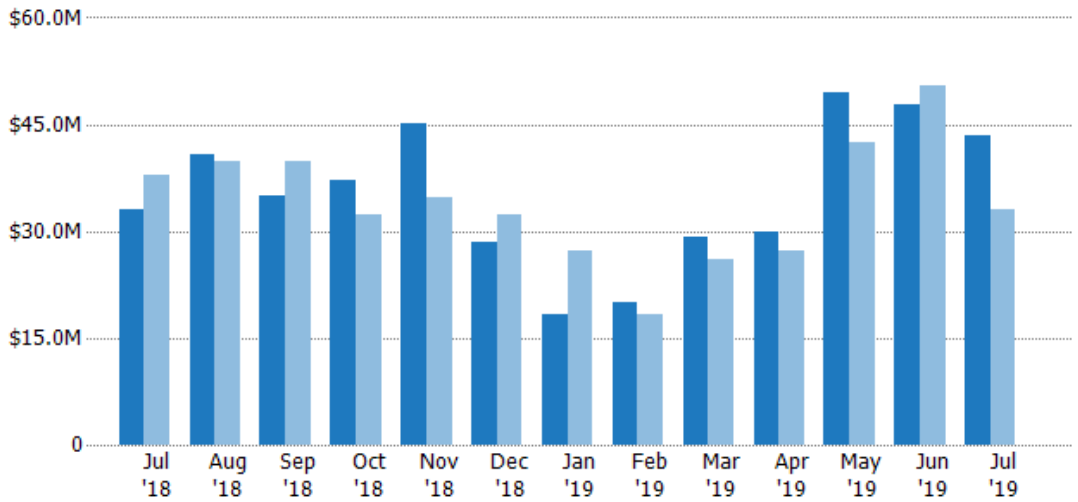


Closed Sales Volume

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



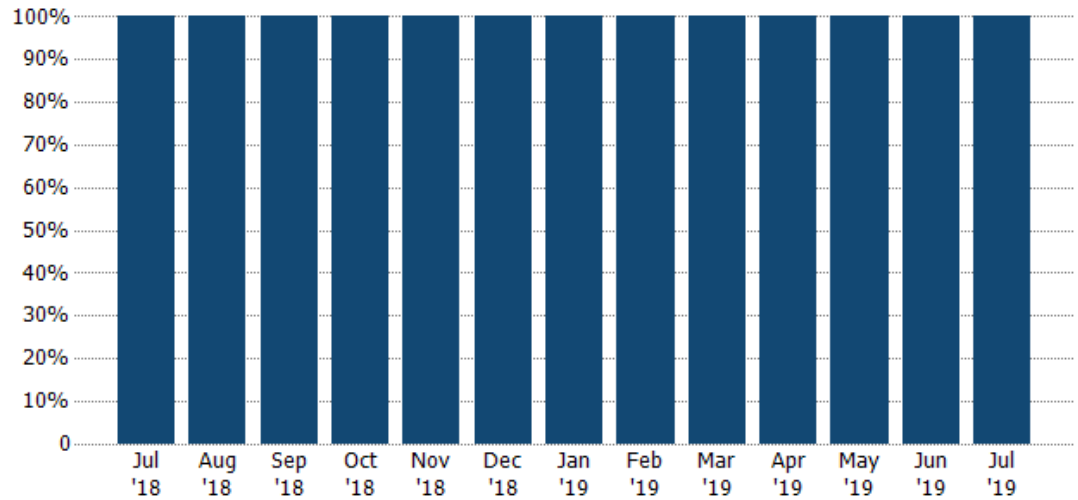
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$33.1M	\$37.9M	-13%
Aug '18	\$40.8M	\$39.9M	2%
Sep '18	\$34.9M	\$39.9M	-12%
Oct '18	\$37.1M	\$32.4M	14%
Nov '18	\$45.2M	\$34.7M	30%
Dec '18	\$28.4M	\$32.4M	-12%
Jan '19	\$18.2M	\$27.2M	-33%
Feb '19	\$19.9M	\$18.4M	8%
Mar '19	\$29.3M	\$26M	13%
Apr '19	\$30M	\$27.4M	10%
May '19	\$49.5M	\$42.5M	16%
Jun '19	\$47.9M	\$50.4M	-5%
Jul '19	\$43.6M	\$33.1M	32%

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
Jul '18	100%
Aug '18	100%
Sep '18	100%
Oct '18	100%
Nov '18	100%
Dec '18	100%
Jan '19	100%
Feb '19	100%
Mar '19	100%
Apr '19	100%
May '19	100%
Jun '19	100%
Jul '19	100%

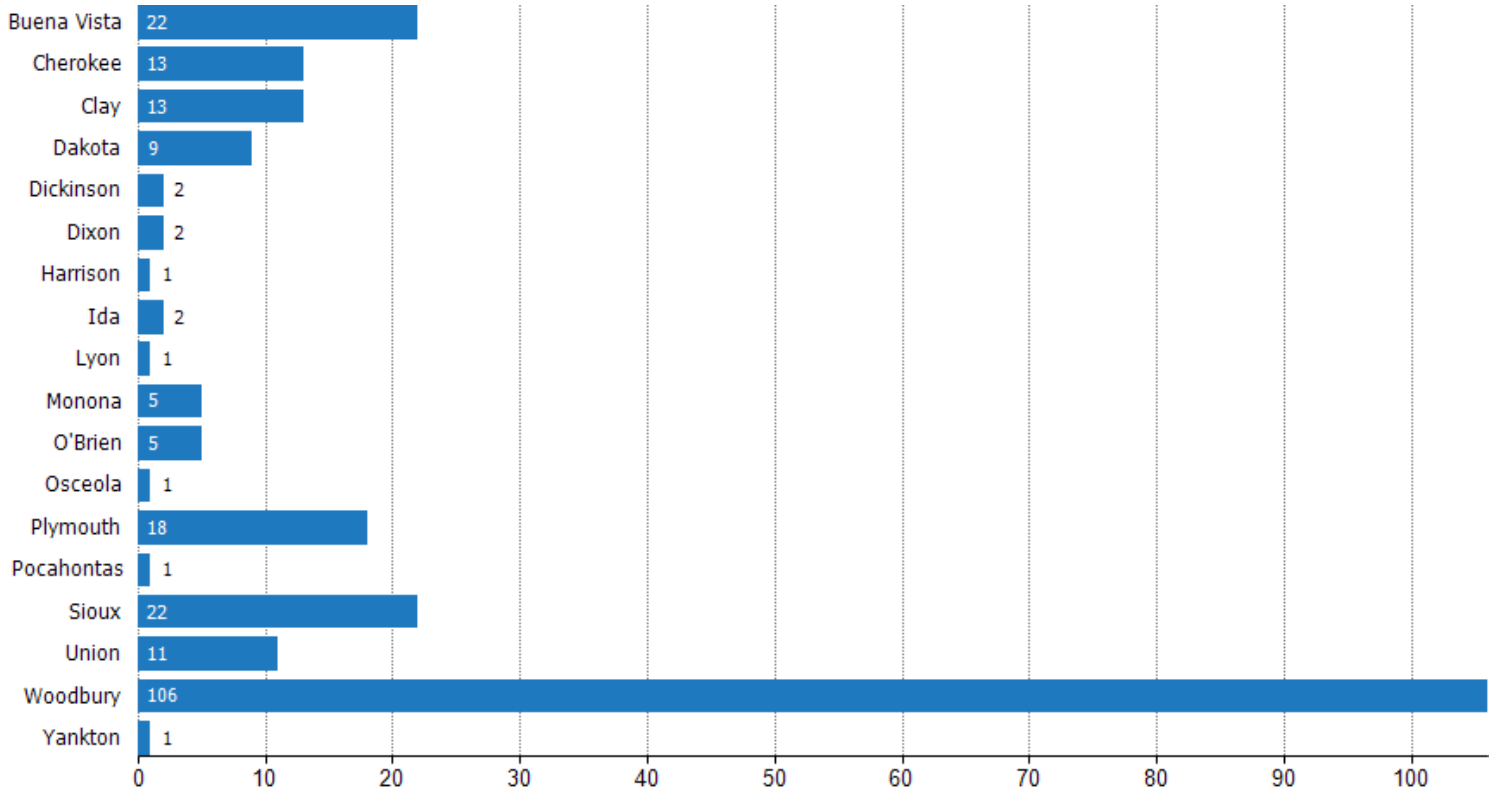




Closed Sales (By County)

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

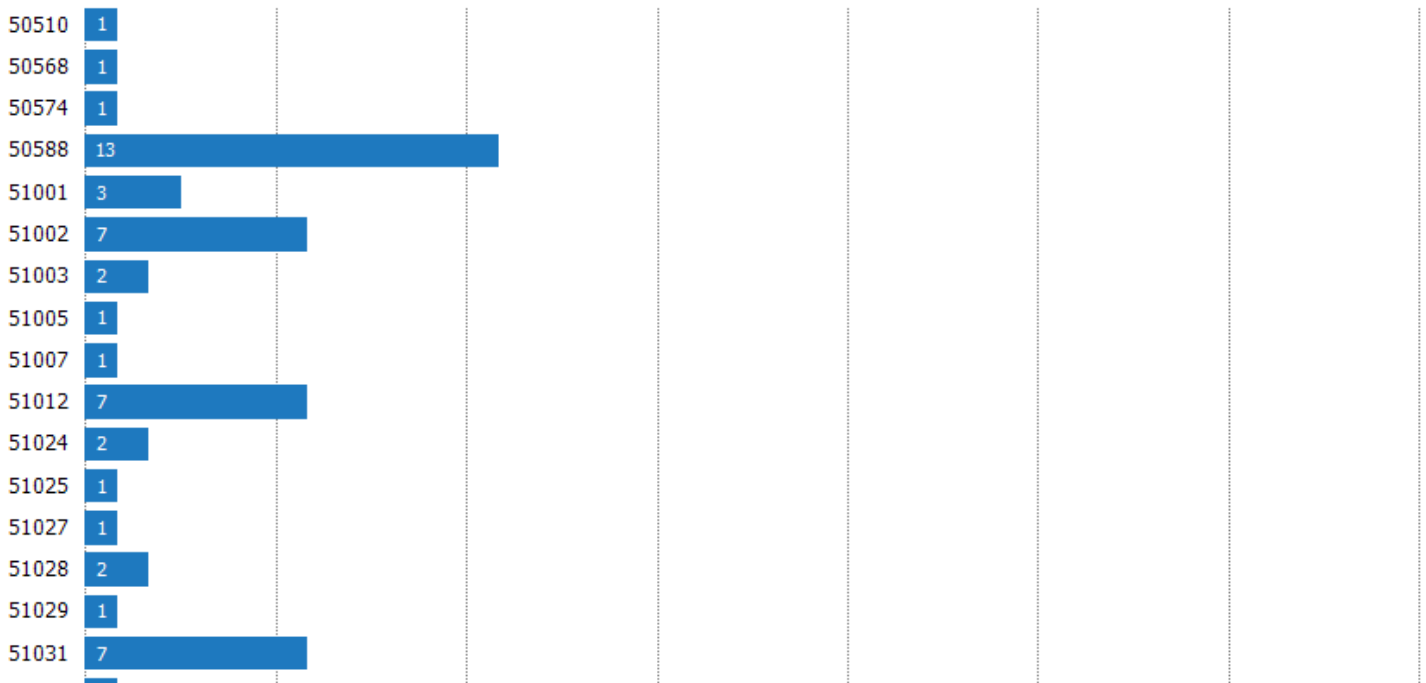
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

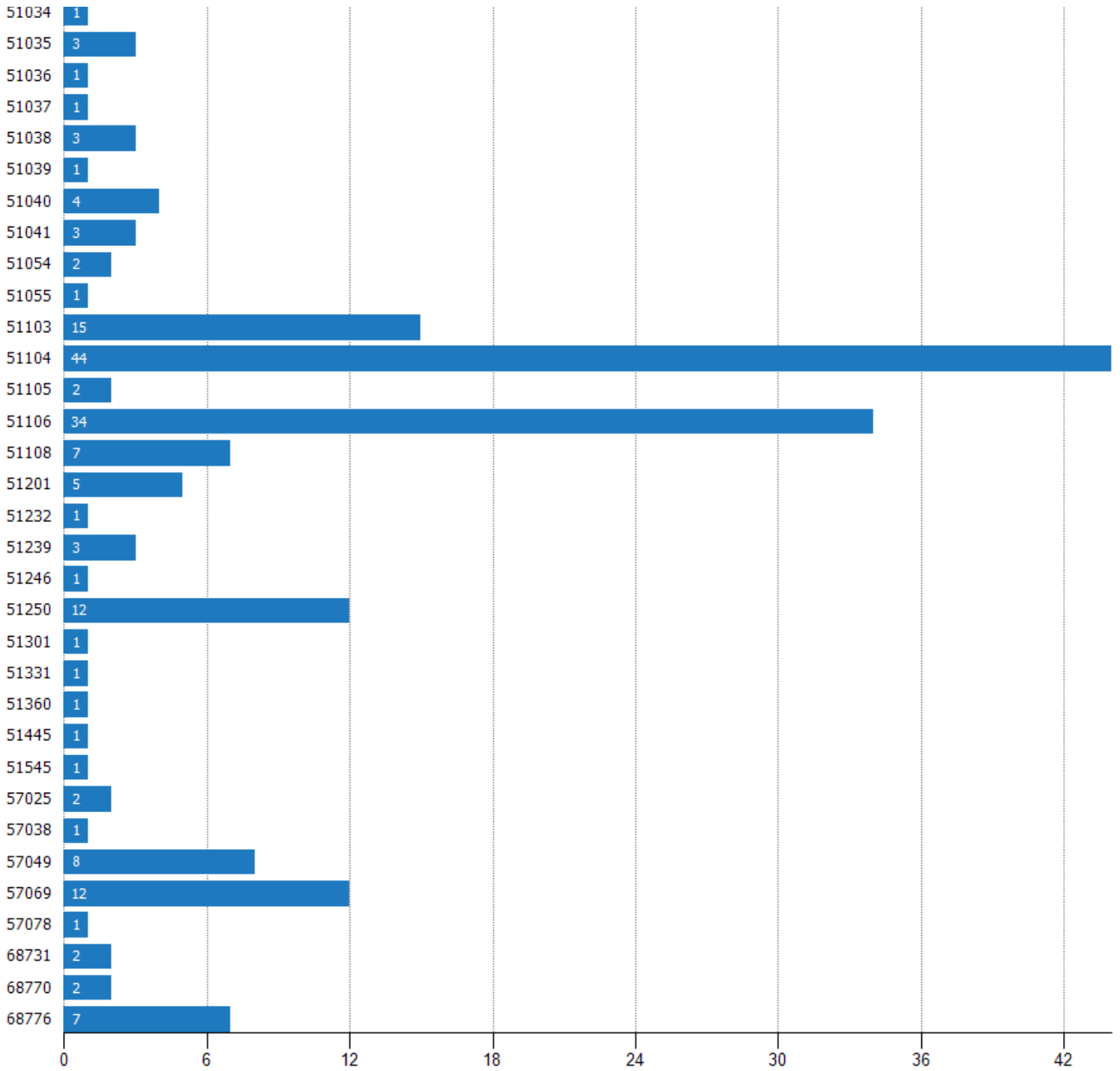


Closed Sales (By Zip)

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





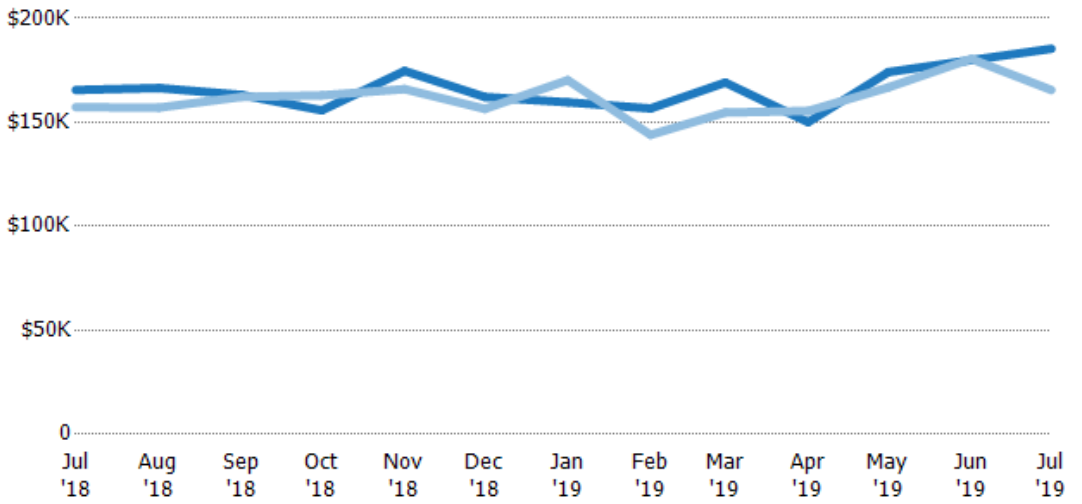


Average Sales Price

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.
Jul '19	\$185K	12%
Jul '18	\$166K	5.2%
Jul '17	\$157K	0.5%

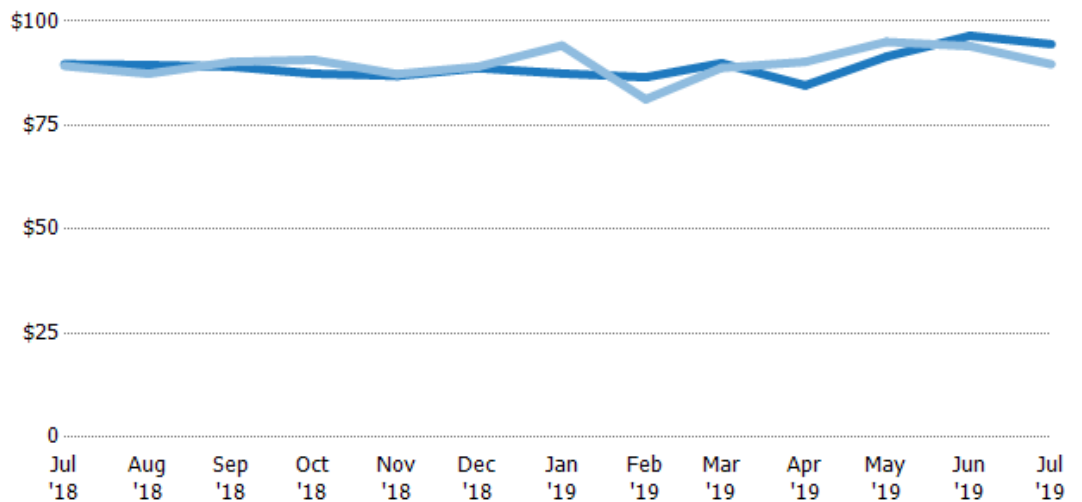
Current Year	\$166K	\$166K	\$163K	\$156K	\$175K	\$162K	\$160K	\$157K	\$169K	\$150K	\$174K	\$180K	\$185K
Prior Year	\$157K	\$157K	\$162K	\$163K	\$166K	\$156K	\$170K	\$144K	\$155K	\$155K	\$167K	\$181K	\$166K
Percent Change from Prior Year	5%	6%	1%	-4%	5%	4%	-6%	9%	9%	-3%	4%	0%	12%

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 '19	\$94.5	5.4%
Jul '18	\$89.7	0.4%
Jul '17	\$89.3	-0.4%

Current Year	\$89.7	\$89.5	\$89.1	\$87.4	\$86.9	\$88.7	\$87.4	\$86.6	\$89.9	\$84.6	\$91.5	\$96.5	\$94.5
Prior Year	\$89.3	\$87.4	\$90.2	\$90.7	\$87.3	\$89.1	\$94.2	\$81.2	\$88.8	\$90.2	\$95	\$94	\$89.7
Percent Change from Prior Year	0%	2%	-1%	-4%	-1%	0%	-7%	7%	1%	-6%	-4%	3%	5%





Average Sales Price vs Average Listing Price

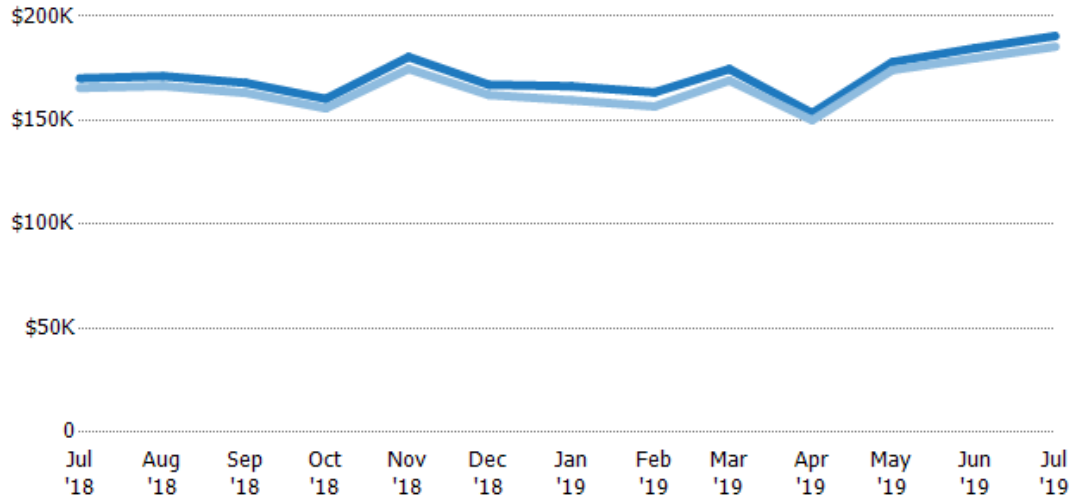
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$170K	\$171K	\$168K	\$160K	\$180K	\$167K	\$166K	\$163K	\$175K	\$153K	\$178K	\$185K	\$191K
Avg Sales Price	\$166K	\$166K	\$163K	\$156K	\$175K	\$162K	\$160K	\$157K	\$169K	\$150K	\$174K	\$180K	\$185K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	97%	96%	96%	97%	98%	98%	97%	97%

