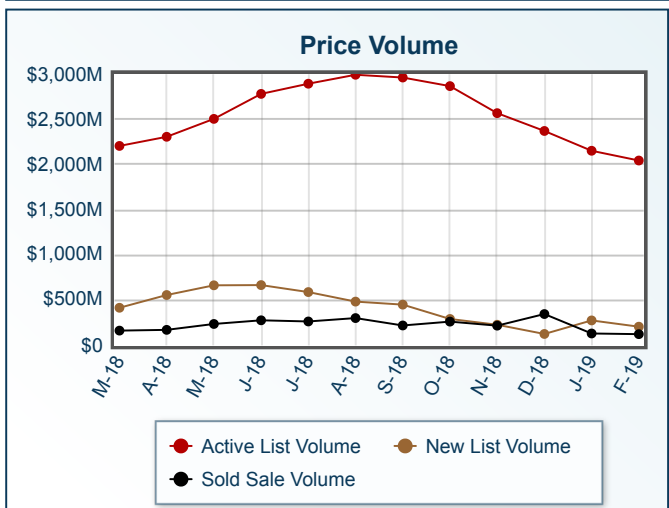
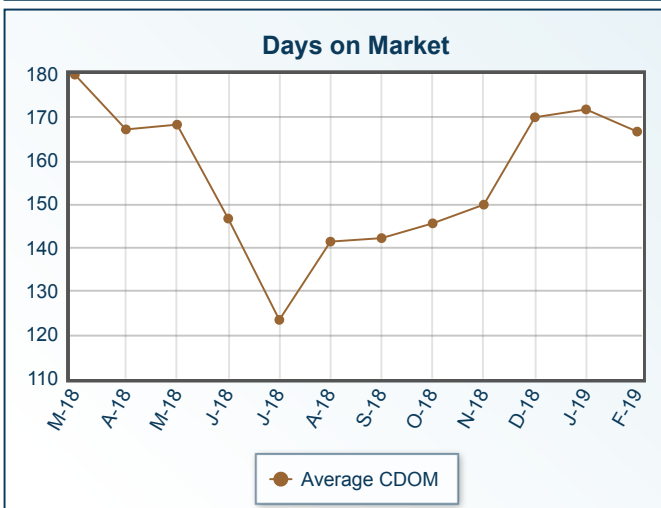
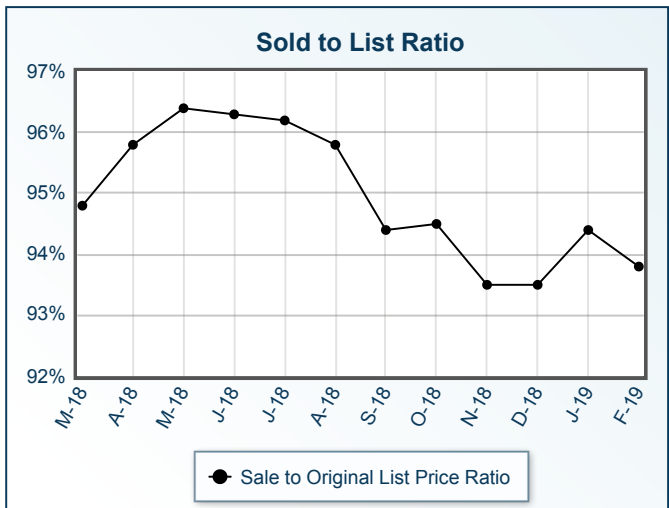
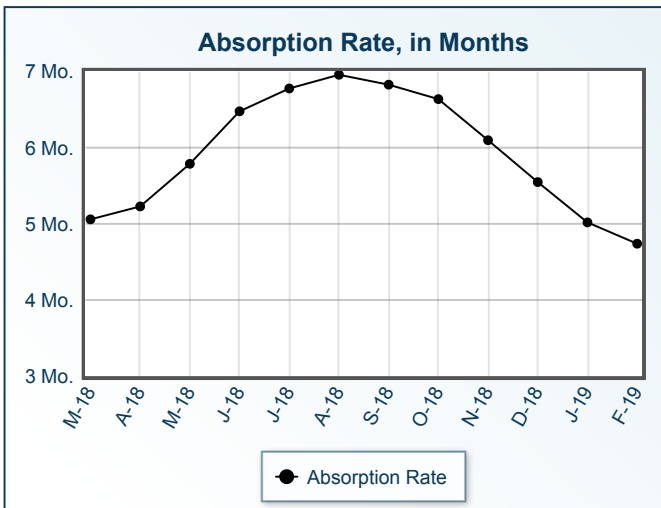
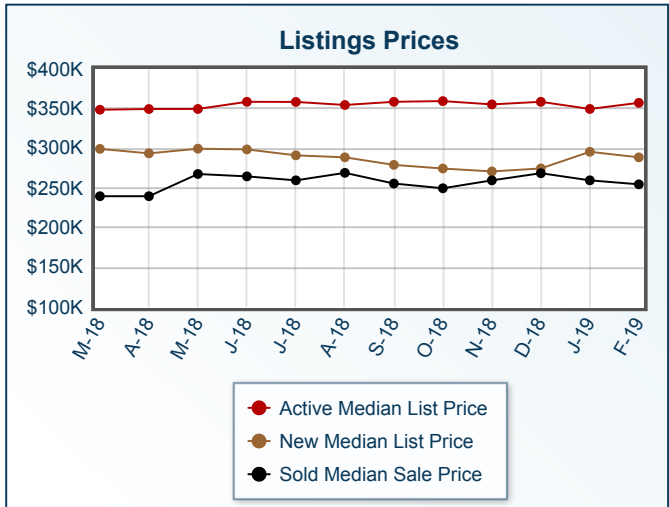
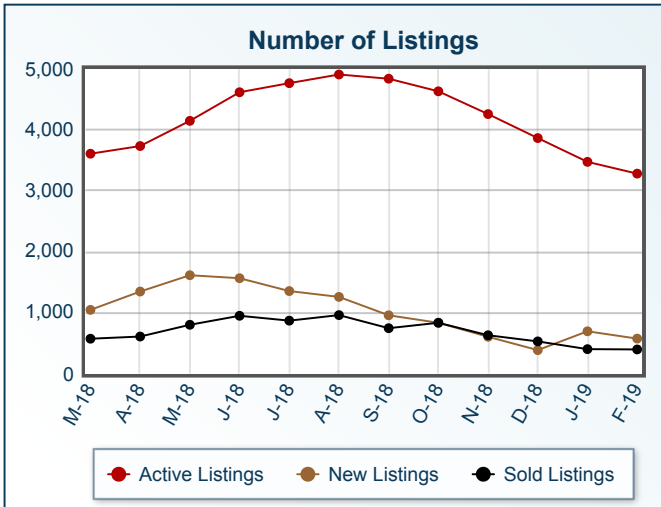


# Market Summary

Residential, February 2019



| <b>Summary Statistics</b> |               |               |              |                 |                 |              |
|---------------------------|---------------|---------------|--------------|-----------------|-----------------|--------------|
|                           | <b>Feb-19</b> | <b>Feb-18</b> | <b>% Chg</b> | <b>2019 YTD</b> | <b>2018 YTD</b> | <b>% Chg</b> |
| Absorption Rate           | 4.74          | 4.97          | -4.63        | 4.88            | 4.98            | -2.01        |
| Average List Price        | \$622,381     | \$609,450     | 2.12         | \$555,991       | \$546,544       | 1.73         |
| Median List Price         | \$357,700     | \$339,900     | 5.24         | \$330,000       | \$311,600       | 5.91         |
| Average Sale Price        | \$312,717     | \$298,270     | 4.84         | \$319,966       | \$293,031       | 9.19         |
| Median Sale Price         | \$255,000     | \$244,000     | 4.51         | \$259,000       | \$244,350       | 6.00         |
| Average CDOM              | 166           | 193           | -13.99       | 169             | 188             | -10.11       |
| Median CDOM               | 130           | 123           | 5.69         | 127             | 123             | 3.25         |

|                     | <b>Sold Listings</b> |             |                     | <b>Pending Listings</b> |             |                     |
|---------------------|----------------------|-------------|---------------------|-------------------------|-------------|---------------------|
|                     | <b>This Month</b>    |             | <b>Year to Date</b> | <b>This Month</b>       |             | <b>Year to Date</b> |
|                     | <b>2019</b>          | <b>2018</b> | <b>% Chg</b>        | <b>2019</b>             | <b>2018</b> | <b>% Chg</b>        |
| 0-99,999            | 32                   | 40          | -20.0               | 57                      | 72          | -20.8               |
| 100,000-149,999     | 34                   | 33          | 3.0                 | 73                      | 70          | 4.3                 |
| 150,000-199,999     | 57                   | 58          | -1.7                | 104                     | 131         | -20.6               |
| 200,000-249,999     | 72                   | 78          | -7.7                | 146                     | 147         | -0.7                |
| 250,000-299,999     | 58                   | 64          | -9.4                | 120                     | 135         | -11.1               |
| 300,000-349,999     | 45                   | 45          | 0.0                 | 96                      | 78          | 23.1                |
| 350,000-399,999     | 30                   | 26          | 15.4                | 63                      | 56          | 12.5                |
| 400,000-449,999     | 16                   | 12          | 33.3                | 33                      | 29          | 13.8                |
| 450,000-499,999     | 13                   | 10          | 30.0                | 27                      | 20          | 35.0                |
| 500,000-549,999     | 10                   | 7           | 42.9                | 17                      | 14          | 21.4                |
| 550,000-599,999     | 7                    | 3           | 133.3               | 12                      | 10          | 20.0                |
| 600,000-649,999     | 2                    | 4           | -50.0               | 6                       | 10          | -40.0               |
| 650,000-699,999     | 0                    | 4           | -100.0              | 6                       | 8           | -25.0               |
| 700,000-749,999     | 3                    | 2           | 50.0                | 8                       | 3           | 166.7               |
| 750,000-799,999     | 1                    | 1           | 0.0                 | 2                       | 4           | -50.0               |
| 800,000-849,999     | 3                    | 1           | 200.0               | 4                       | 2           | 100.0               |
| 850,000-899,999     | 2                    | 1           | 100.0               | 4                       | 2           | 100.0               |
| 900,000-949,999     | 0                    | 0           | 0.0                 | 1                       | 1           | 0.0                 |
| 950,000-999,999     | 0                    | 1           | -100.0              | 2                       | 1           | 100.0               |
| 1,000,000-1,099,999 | 2                    | 0           | N/A                 | 3                       | 0           | N/A                 |
| 1,100,000-1,199,999 | 0                    | 0           | 0.0                 | 1                       | 1           | 0.0                 |
| 1,200,000-1,299,999 | 1                    | 0           | N/A                 | 1                       | 1           | 0.0                 |
| 1,300,000-1,399,999 | 2                    | 0           | N/A                 | 3                       | 1           | 200.0               |
| 1,400,000-1,499,999 | 3                    | 2           | 50.0                | 3                       | 2           | 50.0                |
| 1,500,000-1,599,999 | 1                    | 0           | N/A                 | 1                       | 1           | 0.0                 |
| 1,600,000-1,699,999 | 1                    | 3           | -66.7               | 2                       | 3           | -33.3               |
| 1,700,000-1,799,999 | 1                    | 2           | -50.0               | 1                       | 2           | -50.0               |
| 1,800,000-1,899,999 | 1                    | 1           | 0.0                 | 2                       | 1           | 100.0               |
| 1,900,000-1,999,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 2,000,000-2,249,999 | 0                    | 0           | 0.0                 | 0                       | 1           | -100.0              |
| 2,250,000-2,499,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 2,500,000-2,749,999 | 0                    | 0           | 0.0                 | 1                       | 1           | 0.0                 |
| 2,750,000-2,999,999 | 1                    | 0           | N/A                 | 1                       | 0           | N/A                 |
| 3,000,000-3,249,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 3,250,000-3,499,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 3,500,000-3,749,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 3,750,000-3,999,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,000,000-4,249,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,250,000-4,499,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,500,000-4,749,999 | 0                    | 1           | -100.0              | 0                       | 1           | -100.0              |
| 4,750,000-4,999,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 5,000,000+          | 0                    | 0           | 0.0                 | 1                       | 0           | N/A                 |
| <b>Totals</b>       | <b>398</b>           | <b>399</b>  | <b>-0.3</b>         | <b>801</b>              | <b>808</b>  | <b>-0.9</b>         |

|                     | <b>Sold Listings</b> |             |                     | <b>Pending Listings</b> |             |                     |
|---------------------|----------------------|-------------|---------------------|-------------------------|-------------|---------------------|
|                     | <b>This Month</b>    |             | <b>Year to Date</b> | <b>This Month</b>       |             | <b>Year to Date</b> |
|                     | <b>2019</b>          | <b>2018</b> | <b>% Chg</b>        | <b>2019</b>             | <b>2018</b> | <b>% Chg</b>        |
| 0-99,999            | 39                   | 42          | -7.1                | 71                      | 82          | -13.4               |
| 100,000-149,999     | 44                   | 54          | -18.5               | 96                      | 94          | 2.1                 |
| 150,000-199,999     | 73                   | 89          | -18.0               | 143                     | 165         | -13.3               |
| 200,000-249,999     | 82                   | 93          | -11.8               | 187                     | 190         | -1.6                |
| 250,000-299,999     | 92                   | 87          | 5.7                 | 176                     | 184         | -4.3                |
| 300,000-349,999     | 70                   | 67          | 4.5                 | 126                     | 115         | 9.6                 |
| 350,000-399,999     | 49                   | 49          | 0.0                 | 98                      | 82          | 19.5                |
| 400,000-449,999     | 28                   | 31          | -9.7                | 58                      | 55          | 5.5                 |
| 450,000-499,999     | 16                   | 17          | -5.9                | 37                      | 33          | 12.1                |
| 500,000-549,999     | 13                   | 6           | 116.7               | 26                      | 18          | 44.4                |
| 550,000-599,999     | 16                   | 6           | 166.7               | 31                      | 14          | 121.4               |
| 600,000-649,999     | 6                    | 4           | 50.0                | 10                      | 10          | 0.0                 |
| 650,000-699,999     | 3                    | 3           | 0.0                 | 7                       | 6           | 16.7                |
| 700,000-749,999     | 7                    | 1           | 600.0               | 10                      | 3           | 233.3               |
| 750,000-799,999     | 5                    | 2           | 150.0               | 8                       | 3           | 166.7               |
| 800,000-849,999     | 1                    | 0           | N/A                 | 1                       | 0           | N/A                 |
| 850,000-899,999     | 5                    | 1           | 400.0               | 8                       | 2           | 300.0               |
| 900,000-949,999     | 1                    | 0           | N/A                 | 3                       | 0           | N/A                 |
| 950,000-999,999     | 2                    | 2           | 0.0                 | 3                       | 3           | 0.0                 |
| 1,000,000-1,099,999 | 0                    | 3           | -100.0              | 1                       | 5           | -80.0               |
| 1,100,000-1,199,999 | 3                    | 2           | 50.0                | 4                       | 2           | 100.0               |
| 1,200,000-1,299,999 | 5                    | 1           | 400.0               | 6                       | 1           | 500.0               |
| 1,300,000-1,399,999 | 1                    | 1           | 0.0                 | 1                       | 1           | 0.0                 |
| 1,400,000-1,499,999 | 1                    | 0           | N/A                 | 5                       | 2           | 150.0               |
| 1,500,000-1,599,999 | 0                    | 0           | 0.0                 | 2                       | 0           | N/A                 |
| 1,600,000-1,699,999 | 0                    | 0           | 0.0                 | 0                       | 1           | -100.0              |
| 1,700,000-1,799,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 1,800,000-1,899,999 | 0                    | 1           | -100.0              | 1                       | 1           | 0.0                 |
| 1,900,000-1,999,999 | 0                    | 1           | -100.0              | 1                       | 3           | -66.7               |
| 2,000,000-2,249,999 | 2                    | 0           | N/A                 | 2                       | 0           | N/A                 |
| 2,250,000-2,499,999 | 1                    | 1           | 0.0                 | 1                       | 1           | 0.0                 |
| 2,500,000-2,749,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 2,750,000-2,999,999 | 1                    | 1           | 0.0                 | 1                       | 1           | 0.0                 |
| 3,000,000-3,249,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 3,250,000-3,499,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 3,500,000-3,749,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 3,750,000-3,999,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,000,000-4,249,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,250,000-4,499,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,500,000-4,749,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 4,750,000-4,999,999 | 0                    | 0           | 0.0                 | 0                       | 0           | 0.0                 |
| 5,000,000+          | 0                    | 0           | 0.0                 | 1                       | 1           | 0.0                 |
| <b>Totals</b>       | <b>566</b>           | <b>565</b>  | <b>0.2</b>          | <b>1125</b>             | <b>1078</b> | <b>4.4</b>          |

| Active Listings     | This Month |      |       | Year to Date |      |       | New Listings        | This Month |          |        | Year to Date |       |        |
|---------------------|------------|------|-------|--------------|------|-------|---------------------|------------|----------|--------|--------------|-------|--------|
|                     | 2019       | 2018 | % Chg | 2019         | 2018 | % Chg |                     | 2019       | 2018     | % Chg  | 2019         | 2018  | % Chg  |
|                     | 0-99,999   | 169  | 256   | -34.0        | 255  | 365   |                     | -30.1      | 0-99,999 | 25     | 51           | -51.0 | 58     |
| 100,000-149,999     | 220        | 258  | -14.7 | 343          | 377  | -9.0  | 100,000-149,999     | 41         | 61       | -32.8  | 101          | 122   | -17.2  |
| 150,000-199,999     | 253        | 329  | -23.1 | 415          | 522  | -20.5 | 150,000-199,999     | 71         | 74       | -4.1   | 145          | 159   | -8.8   |
| 200,000-249,999     | 306        | 327  | -6.4  | 520          | 580  | -10.3 | 200,000-249,999     | 90         | 114      | -21.1  | 183          | 220   | -16.8  |
| 250,000-299,999     | 351        | 399  | -12.0 | 577          | 627  | -8.0  | 250,000-299,999     | 91         | 107      | -15.0  | 195          | 216   | -9.7   |
| 300,000-349,999     | 308        | 285  | 8.1   | 461          | 444  | 3.8   | 300,000-349,999     | 65         | 85       | -23.5  | 157          | 152   | 3.3    |
| 350,000-399,999     | 286        | 283  | 1.1   | 419          | 406  | 3.2   | 350,000-399,999     | 56         | 77       | -27.3  | 117          | 123   | -4.9   |
| 400,000-449,999     | 195        | 173  | 12.7  | 269          | 245  | 9.8   | 400,000-449,999     | 29         | 36       | -19.4  | 63           | 74    | -14.9  |
| 450,000-499,999     | 157        | 179  | -12.3 | 211          | 237  | -11.0 | 450,000-499,999     | 20         | 23       | -13.0  | 51           | 43    | 18.6   |
| 500,000-549,999     | 86         | 80   | 7.5   | 128          | 111  | 15.3  | 500,000-549,999     | 13         | 7        | 85.7   | 34           | 24    | 41.7   |
| 550,000-599,999     | 127        | 129  | -1.6  | 177          | 159  | 11.3  | 550,000-599,999     | 16         | 24       | -33.3  | 37           | 39    | -5.1   |
| 600,000-649,999     | 73         | 58   | 25.9  | 87           | 79   | 10.1  | 600,000-649,999     | 6          | 9        | -33.3  | 19           | 16    | 18.8   |
| 650,000-699,999     | 86         | 123  | -30.1 | 99           | 139  | -28.8 | 650,000-699,999     | 5          | 8        | -37.5  | 12           | 19    | -36.8  |
| 700,000-749,999     | 48         | 48   | 0.0   | 65           | 54   | 20.4  | 700,000-749,999     | 8          | 1        | 700.0  | 16           | 5     | 220.0  |
| 750,000-799,999     | 70         | 66   | 6.1   | 79           | 73   | 8.2   | 750,000-799,999     | 2          | 9        | -77.8  | 9            | 18    | -50.0  |
| 800,000-849,999     | 35         | 27   | 29.6  | 41           | 32   | 28.1  | 800,000-849,999     | 5          | 2        | 150.0  | 6            | 4     | 50.0   |
| 850,000-899,999     | 56         | 45   | 24.4  | 73           | 56   | 30.4  | 850,000-899,999     | 11         | 5        | 120.0  | 14           | 9     | 55.6   |
| 900,000-949,999     | 22         | 17   | 29.4  | 27           | 24   | 12.5  | 900,000-949,999     | 3          | 4        | -25.0  | 5            | 4     | 25.0   |
| 950,000-999,999     | 49         | 48   | 2.1   | 59           | 55   | 7.3   | 950,000-999,999     | 5          | 3        | 66.7   | 9            | 7     | 28.6   |
| 1,000,000-1,099,999 | 8          | 13   | -38.5 | 9            | 16   | -43.7 | 1,000,000-1,099,999 | 0          | 1        | -100.0 | 2            | 1     | 100.0  |
| 1,100,000-1,199,999 | 31         | 35   | -11.4 | 36           | 39   | -7.7  | 1,100,000-1,199,999 | 2          | 0        | N/A    | 5            | 3     | 66.7   |
| 1,200,000-1,299,999 | 47         | 43   | 9.3   | 57           | 47   | 21.3  | 1,200,000-1,299,999 | 4          | 2        | 100.0  | 7            | 4     | 75.0   |
| 1,300,000-1,399,999 | 34         | 32   | 6.3   | 39           | 35   | 11.4  | 1,300,000-1,399,999 | 1          | 2        | -50.0  | 2            | 5     | -60.0  |
| 1,400,000-1,499,999 | 20         | 28   | -28.6 | 27           | 32   | -15.6 | 1,400,000-1,499,999 | 0          | 3        | -100.0 | 0            | 5     | -100.0 |
| 1,500,000-1,599,999 | 23         | 28   | -17.9 | 30           | 28   | 7.1   | 1,500,000-1,599,999 | 1          | 0        | N/A    | 3            | 3     | 0.0    |
| 1,600,000-1,699,999 | 20         | 20   | 0.0   | 20           | 28   | -28.6 | 1,600,000-1,699,999 | 1          | 1        | 0.0    | 1            | 1     | 0.0    |
| 1,700,000-1,799,999 | 19         | 26   | -26.9 | 23           | 26   | -11.5 | 1,700,000-1,799,999 | 2          | 1        | 100.0  | 3            | 2     | 50.0   |
| 1,800,000-1,899,999 | 15         | 16   | -6.2  | 20           | 19   | 5.3   | 1,800,000-1,899,999 | 0          | 2        | -100.0 | 1            | 5     | -80.0  |
| 1,900,000-1,999,999 | 23         | 25   | -8.0  | 27           | 34   | -20.6 | 1,900,000-1,999,999 | 0          | 2        | -100.0 | 4            | 5     | -20.0  |
| 2,000,000-2,249,999 | 25         | 19   | 31.6  | 29           | 21   | 38.1  | 2,000,000-2,249,999 | 1          | 1        | 0.0    | 4            | 3     | 33.3   |
| 2,250,000-2,499,999 | 22         | 23   | -4.3  | 27           | 31   | -12.9 | 2,250,000-2,499,999 | 0          | 4        | -100.0 | 2            | 7     | -71.4  |
| 2,500,000-2,749,999 | 15         | 11   | 36.4  | 19           | 12   | 58.3  | 2,500,000-2,749,999 | 0          | 1        | -100.0 | 0            | 4     | -100.0 |
| 2,750,000-2,999,999 | 14         | 19   | -26.3 | 15           | 25   | -40.0 | 2,750,000-2,999,999 | 1          | 2        | -50.0  | 1            | 2     | -50.0  |
| 3,000,000-3,249,999 | 6          | 5    | 20.0  | 7            | 5    | 40.0  | 3,000,000-3,249,999 | 0          | 0        | 0.0    | 0            | 1     | -100.0 |
| 3,250,000-3,499,999 | 12         | 10   | 20.0  | 12           | 10   | 20.0  | 3,250,000-3,499,999 | 0          | 1        | -100.0 | 0            | 1     | -100.0 |
| 3,500,000-3,749,999 | 4          | 5    | -20.0 | 5            | 6    | -16.7 | 3,500,000-3,749,999 | 0          | 0        | 0.0    | 0            | 0     | 0.0    |
| 3,750,000-3,999,999 | 9          | 12   | -25.0 | 10           | 12   | -16.7 | 3,750,000-3,999,999 | 1          | 0        | N/A    | 2            | 1     | 100.0  |
| 4,000,000-4,249,999 | 1          | 0    | N/A   | 1            | 0    | N/A   | 4,000,000-4,249,999 | 0          | 0        | 0.0    | 0            | 0     | 0.0    |
| 4,250,000-4,499,999 | 4          | 4    | 0.0   | 5            | 5    | 0.0   | 4,250,000-4,499,999 | 0          | 0        | 0.0    | 1            | 0     | N/A    |
| 4,500,000-4,749,999 | 2          | 2    | 0.0   | 3            | 4    | -25.0 | 4,500,000-4,749,999 | 0          | 1        | -100.0 | 1            | 2     | -50.0  |
| 4,750,000-4,999,999 | 6          | 6    | 0.0   | 6            | 6    | 0.0   | 4,750,000-4,999,999 | 0          | 0        | 0.0    | 0            | 0     | 0.0    |
| 5,000,000+          | 29         | 30   | -3.3  | 33           | 38   | -13.2 | 5,000,000+          | 0          | 3        | -100.0 | 2            | 5     | -60.0  |
| Totals              | 3286       | 3542 | -7.2  | 4765         | 5064 | -5.9  | Totals              | 576        | 727      | -20.8  | 1272         | 1426  | -10.8  |

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