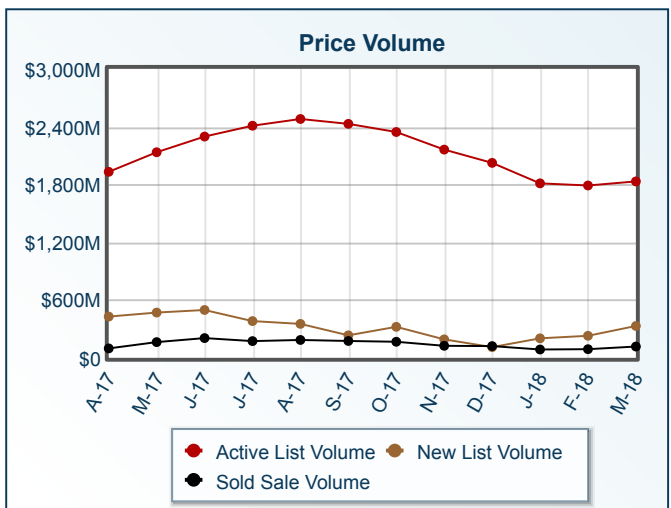
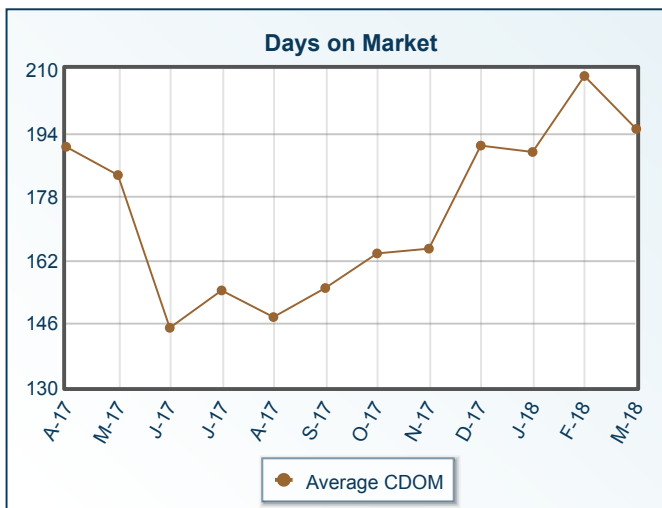
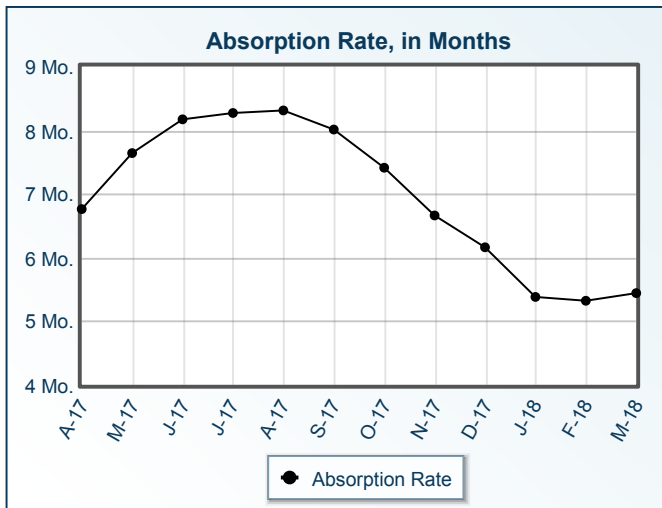
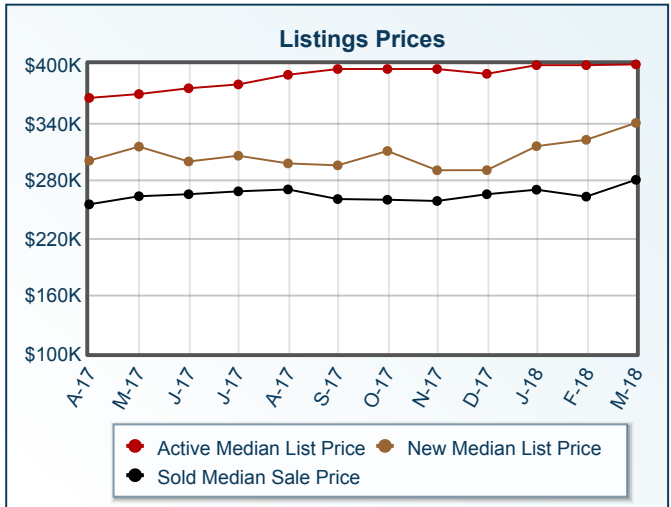
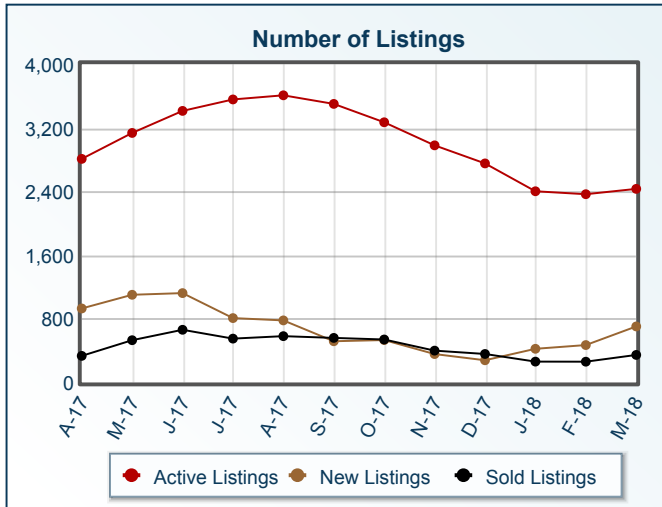


Market Summary

Residential, March 2018



| Summary Statistics | | | | | | |
|--------------------|-----------|-----------|--------|-----------|-----------|--------|
| | Mar-18 | Mar-17 | % Chg | 2018 YTD | 2017 YTD | % Chg |
| Absorption Rate | 5.44 | 6.53 | -16.69 | 5.38 | 6.45 | -16.59 |
| Average List Price | \$752,679 | \$686,732 | 9.60 | \$638,226 | \$588,429 | 8.46 |
| Median List Price | \$399,800 | \$369,000 | 8.35 | \$359,900 | \$335,900 | 7.14 |
| Average Sale Price | \$338,123 | \$309,464 | 9.26 | \$337,009 | \$302,928 | 11.25 |
| Median Sale Price | \$280,000 | \$261,500 | 7.07 | \$271,000 | \$250,000 | 8.40 |
| Average CDOM | 194 | 203 | -4.43 | 197 | 202 | -2.48 |
| Median CDOM | 115 | 131 | -12.21 | 128 | 140 | -8.57 |

| | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|------|--------|
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| | 0-99,999 | 8 | 27 | -70.4 | 37 | 57 |
| 100,000-149,999 | 27 | 20 | 35.0 | 64 | 71 | -9.9 |
| 150,000-199,999 | 29 | 38 | -23.7 | 97 | 113 | -14.2 |
| 200,000-249,999 | 67 | 64 | 4.7 | 164 | 173 | -5.2 |
| 250,000-299,999 | 70 | 59 | 18.6 | 158 | 138 | 14.5 |
| 300,000-349,999 | 40 | 38 | 5.3 | 96 | 90 | 6.7 |
| 350,000-399,999 | 34 | 23 | 47.8 | 77 | 60 | 28.3 |
| 400,000-449,999 | 24 | 13 | 84.6 | 48 | 32 | 50.0 |
| 450,000-499,999 | 12 | 9 | 33.3 | 30 | 23 | 30.4 |
| 500,000-549,999 | 8 | 9 | -11.1 | 18 | 16 | 12.5 |
| 550,000-599,999 | 5 | 6 | -16.7 | 15 | 10 | 50.0 |
| 600,000-649,999 | 3 | 5 | -40.0 | 11 | 9 | 22.2 |
| 650,000-699,999 | 3 | 3 | 0.0 | 11 | 7 | 57.1 |
| 700,000-749,999 | 0 | 2 | -100.0 | 3 | 10 | -70.0 |
| 750,000-799,999 | 1 | 2 | -50.0 | 4 | 3 | 33.3 |
| 800,000-849,999 | 1 | 0 | N/A | 3 | 3 | 0.0 |
| 850,000-899,999 | 1 | 4 | -75.0 | 3 | 5 | -40.0 |
| 900,000-949,999 | 1 | 0 | N/A | 2 | 3 | -33.3 |
| 950,000-999,999 | 1 | 2 | -50.0 | 2 | 3 | -33.3 |
| 1,000,000-1,099,999 | 1 | 0 | N/A | 1 | 1 | 0.0 |
| 1,100,000-1,199,999 | 0 | 2 | -100.0 | 1 | 2 | -50.0 |
| 1,200,000-1,299,999 | 1 | 0 | N/A | 2 | 2 | 0.0 |
| 1,300,000-1,399,999 | 4 | 1 | 300.0 | 5 | 3 | 66.7 |
| 1,400,000-1,499,999 | 0 | 0 | 0.0 | 2 | 0 | N/A |
| 1,500,000-1,599,999 | 1 | 1 | 0.0 | 2 | 1 | 100.0 |
| 1,600,000-1,699,999 | 0 | 0 | 0.0 | 3 | 2 | 50.0 |
| 1,700,000-1,799,999 | 1 | 0 | N/A | 3 | 0 | N/A |
| 1,800,000-1,899,999 | 1 | 0 | N/A | 2 | 0 | N/A |
| 1,900,000-1,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,000,000-2,249,999 | 2 | 0 | N/A | 3 | 0 | N/A |
| 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 | 0 | N/A |
| 2,750,000-2,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 3,000,000-3,249,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 |
| 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 | 1 | 0 | N/A |
| 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 5,000,000+ | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Totals | 346 | 329 | 5.2 | 869 | 839 | 3.6 |

| | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|------|--------|
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| | 0-99,999 | 18 | 26 | -30.8 | 43 | 61 |
| 100,000-149,999 | 31 | 45 | -31.1 | 71 | 85 | -16.5 |
| 150,000-199,999 | 53 | 58 | -8.6 | 130 | 142 | -8.5 |
| 200,000-249,999 | 103 | 81 | 27.2 | 224 | 198 | 13.1 |
| 250,000-299,999 | 94 | 89 | 5.6 | 224 | 189 | 18.5 |
| 300,000-349,999 | 62 | 33 | 87.9 | 138 | 100 | 38.0 |
| 350,000-399,999 | 52 | 42 | 23.8 | 120 | 92 | 30.4 |
| 400,000-449,999 | 27 | 19 | 42.1 | 75 | 50 | 50.0 |
| 450,000-499,999 | 29 | 22 | 31.8 | 57 | 39 | 46.2 |
| 500,000-549,999 | 8 | 12 | -33.3 | 24 | 24 | 0.0 |
| 550,000-599,999 | 9 | 9 | 0.0 | 22 | 18 | 22.2 |
| 600,000-649,999 | 5 | 4 | 25.0 | 14 | 16 | -12.5 |
| 650,000-699,999 | 9 | 4 | 125.0 | 15 | 11 | 36.4 |
| 700,000-749,999 | 3 | 2 | 50.0 | 6 | 10 | -40.0 |
| 750,000-799,999 | 5 | 5 | 0.0 | 8 | 6 | 33.3 |
| 800,000-849,999 | 2 | 2 | 0.0 | 2 | 2 | 0.0 |
| 850,000-899,999 | 1 | 1 | 0.0 | 3 | 8 | -62.5 |
| 900,000-949,999 | 1 | 0 | N/A | 1 | 1 | 0.0 |
| 950,000-999,999 | 1 | 1 | 0.0 | 4 | 3 | 33.3 |
| 1,000,000-1,099,999 | 2 | 0 | N/A | 5 | 0 | N/A |
| 1,100,000-1,199,999 | 1 | 0 | N/A | 3 | 1 | 200.0 |
| 1,200,000-1,299,999 | 4 | 2 | 100.0 | 5 | 2 | 150.0 |
| 1,300,000-1,399,999 | 1 | 1 | 0.0 | 2 | 2 | 0.0 |
| 1,400,000-1,499,999 | 3 | 1 | 200.0 | 5 | 1 | 400.0 |
| 1,500,000-1,599,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,600,000-1,699,999 | 0 | 1 | -100.0 | 1 | 2 | -50.0 |
| 1,700,000-1,799,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 1,800,000-1,899,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 |
| 1,900,000-1,999,999 | 1 | 0 | N/A | 4 | 0 | N/A |
| 2,000,000-2,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,250,000-2,499,999 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 2,500,000-2,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 2,750,000-2,999,999 | 0 | 0 | 0.0 | 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 | 1 | -100.0 |
| 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 | 0 | N/A |
| Totals | 525 | 460 | 14.1 | 1210 | 1065 | 13.6 |

| Active Listings | This Month | | | Year to Date | | | New Listings | This Month | | | Year to Date | | |
|---------------------|------------|------|-------|--------------|------|-------|---------------------|------------|----------|--------|--------------|-------|--------|
| | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg | | 2018 | 2017 | % Chg | 2018 | 2017 | % Chg |
| | 0-99,999 | 81 | 141 | -42.6 | 137 | 215 | | -36.3 | 0-99,999 | 17 | 36 | -52.8 | 49 |
| 100,000-149,999 | 107 | 152 | -29.6 | 184 | 247 | -25.5 | 100,000-149,999 | 24 | 43 | -44.2 | 70 | 92 | -23.9 |
| 150,000-199,999 | 140 | 200 | -30.0 | 282 | 389 | -27.5 | 150,000-199,999 | 49 | 80 | -38.7 | 114 | 201 | -43.3 |
| 200,000-249,999 | 195 | 255 | -23.5 | 475 | 491 | -3.3 | 200,000-249,999 | 103 | 113 | -8.8 | 237 | 253 | -6.3 |
| 250,000-299,999 | 247 | 302 | -18.2 | 505 | 551 | -8.3 | 250,000-299,999 | 107 | 109 | -1.8 | 246 | 263 | -6.5 |
| 300,000-349,999 | 219 | 215 | 1.9 | 380 | 362 | 5.0 | 300,000-349,999 | 76 | 70 | 8.6 | 184 | 158 | 16.5 |
| 350,000-399,999 | 241 | 268 | -10.1 | 410 | 410 | 0.0 | 350,000-399,999 | 93 | 85 | 9.4 | 191 | 166 | 15.1 |
| 400,000-449,999 | 129 | 136 | -5.1 | 235 | 204 | 15.2 | 400,000-449,999 | 47 | 36 | 30.6 | 101 | 86 | 17.4 |
| 450,000-499,999 | 131 | 142 | -7.7 | 207 | 203 | 2.0 | 450,000-499,999 | 38 | 36 | 5.6 | 73 | 76 | -3.9 |
| 500,000-549,999 | 74 | 74 | 0.0 | 118 | 112 | 5.4 | 500,000-549,999 | 21 | 20 | 5.0 | 41 | 37 | 10.8 |
| 550,000-599,999 | 115 | 121 | -5.0 | 161 | 160 | 0.6 | 550,000-599,999 | 27 | 25 | 8.0 | 55 | 52 | 5.8 |
| 600,000-649,999 | 61 | 51 | 19.6 | 86 | 84 | 2.4 | 600,000-649,999 | 12 | 5 | 140.0 | 33 | 18 | 83.3 |
| 650,000-699,999 | 85 | 77 | 10.4 | 115 | 111 | 3.6 | 650,000-699,999 | 14 | 9 | 55.6 | 24 | 17 | 41.2 |
| 700,000-749,999 | 41 | 28 | 46.4 | 49 | 49 | 0.0 | 700,000-749,999 | 7 | 4 | 75.0 | 14 | 16 | -12.5 |
| 750,000-799,999 | 67 | 53 | 26.4 | 80 | 69 | 15.9 | 750,000-799,999 | 10 | 4 | 150.0 | 25 | 11 | 127.3 |
| 800,000-849,999 | 31 | 23 | 34.8 | 39 | 29 | 34.5 | 800,000-849,999 | 3 | 2 | 50.0 | 11 | 7 | 57.1 |
| 850,000-899,999 | 33 | 41 | -19.5 | 48 | 57 | -15.8 | 850,000-899,999 | 8 | 4 | 100.0 | 15 | 16 | -6.2 |
| 900,000-949,999 | 14 | 11 | 27.3 | 22 | 14 | 57.1 | 900,000-949,999 | 3 | 2 | 50.0 | 4 | 4 | 0.0 |
| 950,000-999,999 | 44 | 41 | 7.3 | 56 | 55 | 1.8 | 950,000-999,999 | 5 | 4 | 25.0 | 13 | 10 | 30.0 |
| 1,000,000-1,099,999 | 11 | 6 | 83.3 | 16 | 9 | 77.8 | 1,000,000-1,099,999 | 1 | 2 | -50.0 | 2 | 3 | -33.3 |
| 1,100,000-1,199,999 | 33 | 28 | 17.9 | 46 | 34 | 35.3 | 1,100,000-1,199,999 | 6 | 2 | 200.0 | 11 | 8 | 37.5 |
| 1,200,000-1,299,999 | 41 | 33 | 24.2 | 50 | 46 | 8.7 | 1,200,000-1,299,999 | 8 | 6 | 33.3 | 11 | 7 | 57.1 |
| 1,300,000-1,399,999 | 24 | 21 | 14.3 | 29 | 27 | 7.4 | 1,300,000-1,399,999 | 1 | 2 | -50.0 | 5 | 5 | 0.0 |
| 1,400,000-1,499,999 | 28 | 23 | 21.7 | 33 | 30 | 10.0 | 1,400,000-1,499,999 | 3 | 1 | 200.0 | 9 | 3 | 200.0 |
| 1,500,000-1,599,999 | 27 | 23 | 17.4 | 29 | 30 | -3.3 | 1,500,000-1,599,999 | 3 | 3 | 0.0 | 4 | 5 | -20.0 |
| 1,600,000-1,699,999 | 17 | 26 | -34.6 | 24 | 29 | -17.2 | 1,600,000-1,699,999 | 1 | 2 | -50.0 | 3 | 6 | -50.0 |
| 1,700,000-1,799,999 | 15 | 16 | -6.2 | 19 | 16 | 18.8 | 1,700,000-1,799,999 | 3 | 2 | 50.0 | 4 | 2 | 100.0 |
| 1,800,000-1,899,999 | 16 | 20 | -20.0 | 24 | 26 | -7.7 | 1,800,000-1,899,999 | 4 | 3 | 33.3 | 9 | 3 | 200.0 |
| 1,900,000-1,999,999 | 23 | 25 | -8.0 | 34 | 29 | 17.2 | 1,900,000-1,999,999 | 1 | 2 | -50.0 | 4 | 5 | -20.0 |
| 2,000,000-2,249,999 | 13 | 10 | 30.0 | 15 | 12 | 25.0 | 2,000,000-2,249,999 | 1 | 1 | 0.0 | 3 | 1 | 200.0 |
| 2,250,000-2,499,999 | 25 | 21 | 19.0 | 32 | 26 | 23.1 | 2,250,000-2,499,999 | 0 | 3 | -100.0 | 6 | 6 | 0.0 |
| 2,500,000-2,749,999 | 9 | 7 | 28.6 | 9 | 7 | 28.6 | 2,500,000-2,749,999 | 0 | 0 | 0.0 | 3 | 0 | N/A |
| 2,750,000-2,999,999 | 18 | 26 | -30.8 | 27 | 30 | -10.0 | 2,750,000-2,999,999 | 1 | 2 | -50.0 | 5 | 6 | -16.7 |
| 3,000,000-3,249,999 | 7 | 4 | 75.0 | 7 | 4 | 75.0 | 3,000,000-3,249,999 | 0 | 0 | 0.0 | 2 | 0 | N/A |
| 3,250,000-3,499,999 | 5 | 8 | -37.5 | 6 | 10 | -40.0 | 3,250,000-3,499,999 | 1 | 1 | 0.0 | 1 | 1 | 0.0 |
| 3,500,000-3,749,999 | 6 | 6 | 0.0 | 9 | 6 | 50.0 | 3,500,000-3,749,999 | 2 | 0 | N/A | 2 | 2 | 0.0 |
| 3,750,000-3,999,999 | 12 | 9 | 33.3 | 13 | 12 | 8.3 | 3,750,000-3,999,999 | 1 | 1 | 0.0 | 2 | 1 | 100.0 |
| 4,000,000-4,249,999 | 1 | 0 | N/A | 1 | 1 | 0.0 | 4,000,000-4,249,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 |
| 4,250,000-4,499,999 | 3 | 6 | -50.0 | 6 | 7 | -14.3 | 4,250,000-4,499,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 4,500,000-4,749,999 | 4 | 2 | 100.0 | 5 | 2 | 150.0 | 4,500,000-4,749,999 | 0 | 0 | 0.0 | 2 | 0 | N/A |
| 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 | 1 | -100.0 |
| 5,000,000+ | 34 | 33 | 3.0 | 42 | 37 | 13.5 | 5,000,000+ | 2 | 1 | 100.0 | 8 | 6 | 33.3 |
| Totals | 2433 | 2690 | -9.6 | 4071 | 4248 | -4.2 | Totals | 704 | 722 | -2.5 | 1597 | 1636 | -2.4 |

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