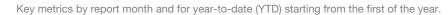
Market Overview





Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings	11-2015 11-2016 11-2017 11-2018	557	516	- 7.4%	8,614	8,563	- 0.6%
Pending Sales	11-2015 11-2016 11-2017 11-2018	378	398	+ 5.3%	5,186	5,537	+ 6.8%
Closed Sales	11-2015 11-2016 11-2017 11-2018	430	443	+ 3.0%	5,059	5,416	+ 7.1%
Days on Market	11-2015 11-2016 11-2017 11-2018	89	77	- 13.5%	82	84	+ 2.4%
Median Sales Price	11-2015 11-2016 11-2017 11-2018	\$112,725	\$110,000	- 2.4%	\$120,000	\$120,000	0.0%
Average Sales Price	11-2015 11-2016 11-2017 11-2018	\$144,705	\$131,763	- 8.9%	\$144,306	\$143,410	- 0.6%
Pct. of Orig. Price Received	11-2015 11-2016 11-2017 11-2018	89.4%	89.5%	+ 0.1%	91.0%	90.8%	- 0.2%
Affordability Index	11-2015 11-2016 11-2017 11-2018	296	265	- 10.5%	278	243	- 12.6%
Inventory of Homes for Sale	11-2015 11-2016 11-2017 11-2018	2,931	2,600	- 11.3%			
Months Supply of Inventory	11-2015 11-2016 11-2017 11-2018	6.4	5.3	- 17.2%			