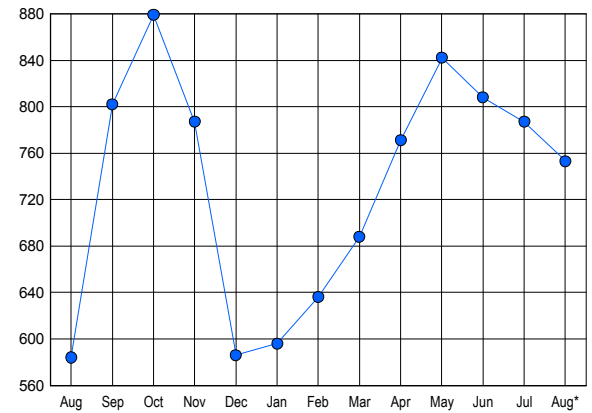


LISTINGS

| Price Range | New This Month | | | Total Actives | | |
|-----------------------|----------------|------------|-------------|---------------|------------|-------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 22 | 23 | -4.3 | 41 | 50 | -18.0 |
| 150,000 - 199,999 | 12 | 11 | 9.1 | 28 | 13 | 115.4 |
| 200,000 - 299,999 | 58 | 54 | 7.4 | 109 | 70 | 55.7 |
| 300,000 - 399,999 | 67 | 70 | -4.3 | 107 | 88 | 21.6 |
| 400,000 - 499,999 | 75 | 59 | 27.1 | 111 | 94 | 18.1 |
| 500,000 - 599,999 | 51 | 42 | 21.4 | 81 | 59 | 37.3 |
| 600,000 - 699,999 | 39 | 45 | -13.3 | 62 | 61 | 1.6 |
| 700,000 - 799,999 | 32 | 19 | 68.4 | 51 | 30 | 70.0 |
| 800,000 - 899,999 | 10 | 9 | 11.1 | 34 | 28 | 21.4 |
| 900,000 - 999,999 | 12 | 4 | 200.0 | 22 | 15 | 46.7 |
| 1,000,000 - 1,249,999 | 11 | 8 | 37.5 | 29 | 20 | 45.0 |
| 1,250,000 - 1,499,999 | 11 | 5 | 120.0 | 26 | 15 | 73.3 |
| 1,500,000 + | 12 | 7 | 71.4 | 52 | 41 | 26.8 |
| TOTALS | 412 | 356 | 15.7 | 753 | 584 | 28.9 |

INVENTORY TREND

Listings Active at End of Month

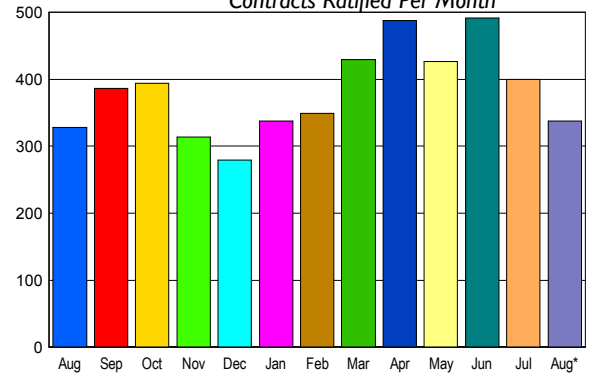


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 13 | 23 | -43.5 | 126 | 126 | 0.0 |
| 150,000 - 199,999 | 4 | 10 | -60.0 | 50 | 71 | -29.6 |
| 200,000 - 299,999 | 55 | 63 | -12.7 | 437 | 494 | -11.5 |
| 300,000 - 399,999 | 80 | 69 | 15.9 | 655 | 647 | 1.2 |
| 400,000 - 499,999 | 56 | 58 | -3.4 | 549 | 534 | 2.8 |
| 500,000 - 599,999 | 38 | 33 | 15.2 | 428 | 405 | 5.7 |
| 600,000 - 699,999 | 36 | 35 | 2.9 | 343 | 348 | -1.4 |
| 700,000 - 799,999 | 22 | 16 | 37.5 | 233 | 182 | 28.0 |
| 800,000 - 899,999 | 11 | 8 | 37.5 | 117 | 98 | 19.4 |
| 900,000 - 999,999 | 4 | 4 | 0.0 | 56 | 58 | -3.4 |
| 1,000,000 - 1,249,999 | 9 | 1 | 800.0 | 60 | 60 | 0.0 |
| 1,250,000 - 1,499,999 | 5 | 4 | 25.0 | 38 | 44 | -13.6 |
| 1,500,000 + | 5 | 4 | 25.0 | 55 | 47 | 17.0 |
| TOTALS | 338 | 328 | 3.0 | 3147 | 3114 | 1.1 |

SALES TREND

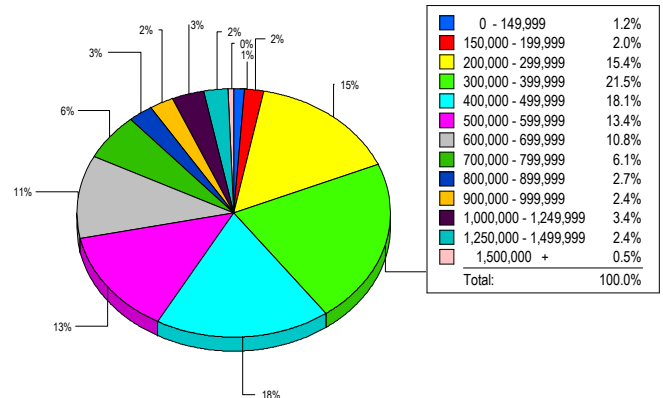
Contracts Ratified Per Month



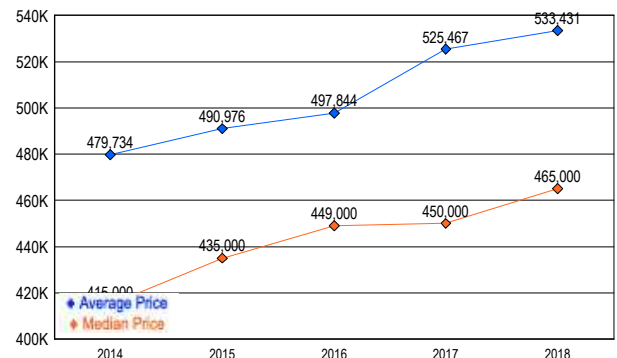
SETTLEMENTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 5 | 14 | -64.3 | 111 | 100 | 11.0 |
| 150,000 - 199,999 | 8 | 12 | -33.3 | 50 | 65 | -23.1 |
| 200,000 - 299,999 | 63 | 66 | -4.5 | 386 | 440 | -12.3 |
| 300,000 - 399,999 | 88 | 74 | 18.9 | 626 | 631 | -0.8 |
| 400,000 - 499,999 | 74 | 65 | 13.8 | 546 | 485 | 12.6 |
| 500,000 - 599,999 | 55 | 59 | -6.8 | 424 | 431 | -1.6 |
| 600,000 - 699,999 | 44 | 41 | 7.3 | 347 | 344 | 0.9 |
| 700,000 - 799,999 | 25 | 34 | -26.5 | 230 | 210 | 9.5 |
| 800,000 - 899,999 | 11 | 12 | -8.3 | 134 | 111 | 20.7 |
| 900,000 - 999,999 | 10 | 7 | 42.9 | 60 | 56 | 7.1 |
| 1,000,000 - 1,249,999 | 14 | 3 | 366.7 | 68 | 68 | 0.0 |
| 1,250,000 - 1,499,999 | 10 | 2 | 400.0 | 35 | 40 | -12.5 |
| 1,500,000 + | 2 | 4 | -50.0 | 59 | 45 | 31.1 |
| TOTALS | 409 | 393 | 4.1 | 3076 | 3026 | 1.7 |

MARKET BY PRICE RANGE



AVERAGE & MEDIAN PRICE



DATA SOURCE: Metropolitan Regional Information Systems, Inc. (MRIS)

NOTES: Properties not listed through this Multiple Listing Service are not reflected. The term "sales" represents ratified purchase contracts. Current year information is preliminary and subject to revision. Current year-to-date contract information may not equal the sum of the monthly contract totals reported in