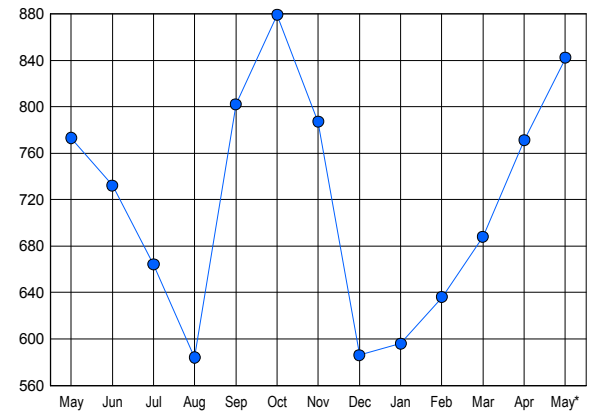


LISTINGS

| Price Range | New This Month | | | Total Actives | | |
|-----------------------|----------------|------------|-------------|---------------|------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 19 | 21 | -9.5 | 42 | 50 | -16.0 |
| 150,000 - 199,999 | 11 | 18 | -38.9 | 15 | 26 | -42.3 |
| 200,000 - 299,999 | 75 | 73 | 2.7 | 107 | 103 | 3.9 |
| 300,000 - 399,999 | 128 | 117 | 9.4 | 141 | 117 | 20.5 |
| 400,000 - 499,999 | 116 | 122 | -4.9 | 110 | 122 | -9.8 |
| 500,000 - 599,999 | 96 | 82 | 17.1 | 95 | 72 | 31.9 |
| 600,000 - 699,999 | 84 | 72 | 16.7 | 75 | 84 | -10.7 |
| 700,000 - 799,999 | 66 | 36 | 83.3 | 74 | 55 | 34.5 |
| 800,000 - 899,999 | 36 | 19 | 89.5 | 35 | 34 | 2.9 |
| 900,000 - 999,999 | 16 | 19 | -15.8 | 19 | 23 | -17.4 |
| 1,000,000 - 1,249,999 | 21 | 12 | 75.0 | 29 | 17 | 70.6 |
| 1,250,000 - 1,499,999 | 12 | 16 | -25.0 | 34 | 20 | 70.0 |
| 1,500,000 + | 29 | 14 | 107.1 | 66 | 50 | 32.0 |
| TOTALS | 709 | 621 | 14.2 | 842 | 773 | 8.9 |

INVENTORY TREND

Listings Active at End of Month

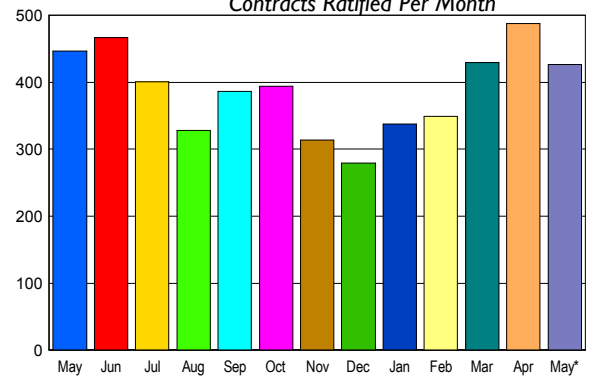


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|-------------|--------------|-------------|-------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 22 | 18 | 22.2 | 85 | 88 | -3.4 |
| 150,000 - 199,999 | 5 | 5 | 0.0 | 33 | 37 | -10.8 |
| 200,000 - 299,999 | 44 | 73 | -39.7 | 249 | 302 | -17.5 |
| 300,000 - 399,999 | 90 | 84 | 7.1 | 402 | 409 | -1.7 |
| 400,000 - 499,999 | 71 | 71 | 0.0 | 349 | 341 | 2.3 |
| 500,000 - 599,999 | 69 | 62 | 11.3 | 283 | 259 | 9.3 |
| 600,000 - 699,999 | 51 | 52 | -1.9 | 216 | 222 | -2.7 |
| 700,000 - 799,999 | 33 | 29 | 13.8 | 146 | 112 | 30.4 |
| 800,000 - 899,999 | 17 | 13 | 30.8 | 81 | 59 | 37.3 |
| 900,000 - 999,999 | 10 | 18 | -44.4 | 38 | 43 | -11.6 |
| 1,000,000 - 1,249,999 | 6 | 8 | -25.0 | 34 | 45 | -24.4 |
| 1,250,000 - 1,499,999 | 3 | 9 | -66.7 | 24 | 35 | -31.4 |
| 1,500,000 + | 6 | 5 | 20.0 | 33 | 30 | 10.0 |
| TOTALS | 427 | 447 | -4.5 | 1973 | 1982 | -0.5 |

SALES TREND

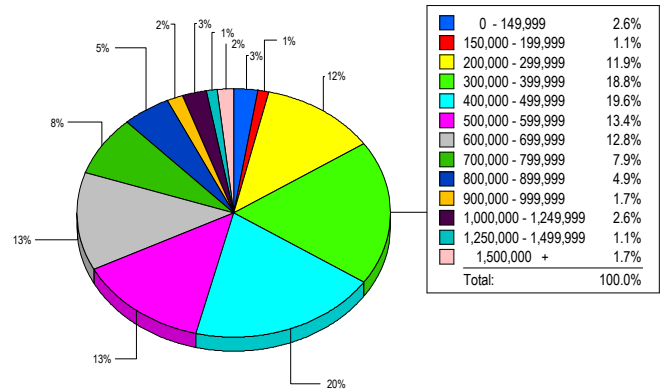
Contracts Ratified Per Month



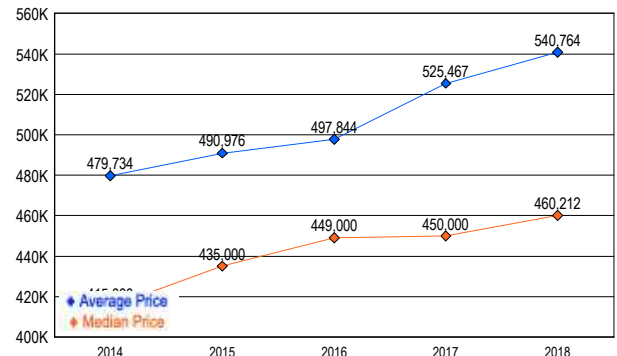
SETTLEMENTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 12 | 12 | 0.0 | 66 | 62 | 6.5 |
| 150,000 - 199,999 | 5 | 6 | -16.7 | 30 | 43 | -30.2 |
| 200,000 - 299,999 | 56 | 68 | -17.6 | 224 | 254 | -11.8 |
| 300,000 - 399,999 | 88 | 80 | 10.0 | 352 | 360 | -2.2 |
| 400,000 - 499,999 | 92 | 74 | 24.3 | 328 | 293 | 11.9 |
| 500,000 - 599,999 | 63 | 60 | 5.0 | 245 | 248 | -1.2 |
| 600,000 - 699,999 | 60 | 46 | 30.4 | 189 | 199 | -5.0 |
| 700,000 - 799,999 | 37 | 32 | 15.6 | 138 | 118 | 16.9 |
| 800,000 - 899,999 | 23 | 17 | 35.3 | 86 | 60 | 43.3 |
| 900,000 - 999,999 | 8 | 14 | -42.9 | 34 | 33 | 3.0 |
| 1,000,000 - 1,249,999 | 12 | 11 | 9.1 | 41 | 45 | -8.9 |
| 1,250,000 - 1,499,999 | 5 | 5 | 0.0 | 21 | 24 | -12.5 |
| 1,500,000 + | 8 | 7 | 14.3 | 38 | 28 | 35.7 |
| TOTALS | 469 | 432 | 8.6 | 1792 | 1767 | 1.4 |

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