

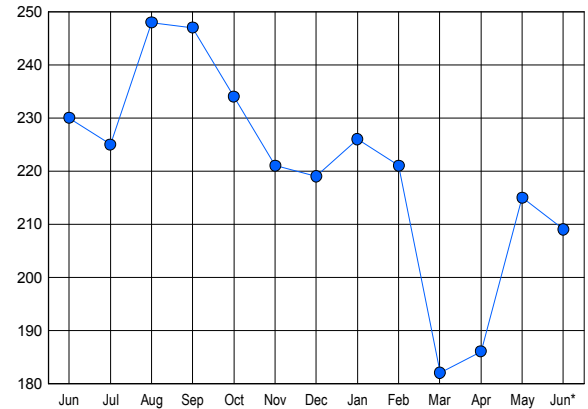


### LISTINGS

| Price Range           | New This Month |            |             | Total Actives |            |             |
|-----------------------|----------------|------------|-------------|---------------|------------|-------------|
|                       | 2016           | 2015       | % Change    | 2016          | 2015       | % Change    |
| 0 - 149,999           | 93             | 101        | -7.9        | 124           | 131        | -5.3        |
| 150,000 - 199,999     | 22             | 26         | -15.4       | 33            | 51         | -35.3       |
| 200,000 - 299,999     | 13             | 2          | 550.0       | 17            | 16         | 6.3         |
| 300,000 - 399,999     | 6              | 3          | 100.0       | 16            | 13         | 23.1        |
| 400,000 - 499,999     | 1              | 1          | 0.0         | 3             | 4          | -25.0       |
| 500,000 - 599,999     | 10             | 1          | 900.0       | 7             | 4          | 75.0        |
| 600,000 - 699,999     | 4              | 0          | 400.0       | 5             | 4          | 25.0        |
| 700,000 - 799,999     | 3              | 2          | 50.0        | 4             | 4          | 0.0         |
| 800,000 - 899,999     | 1              | 1          | 0.0         | 0             | 3          | -100.0      |
| 900,000 - 999,999     | 0              | 0          | 0.0         | 0             | 0          | 0.0         |
| 1,000,000 - 1,249,999 | 0              | 0          | 0.0         | 0             | 0          | 0.0         |
| 1,250,000 - 1,499,999 | 0              | 0          | 0.0         | 0             | 0          | 0.0         |
| 1,500,000 +           | 0              | 0          | 0.0         | 0             | 0          | 0.0         |
| <b>TOTALS</b>         | <b>153</b>     | <b>137</b> | <b>11.7</b> | <b>209</b>    | <b>230</b> | <b>-9.1</b> |

### INVENTORY TREND

Listings Active at End of Month

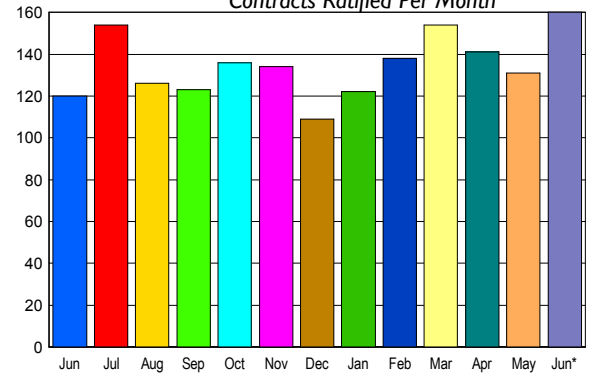


### CONTRACTS

| Price Range           | New This Month |            |             | Year-To-Date |            |            |
|-----------------------|----------------|------------|-------------|--------------|------------|------------|
|                       | 2016           | 2015       | % Change    | 2016         | 2015       | % Change   |
| 0 - 149,999           | 100            | 90         | 11.1        | 511          | 511        | 0.0        |
| 150,000 - 199,999     | 25             | 19         | 31.6        | 104          | 89         | 16.9       |
| 200,000 - 299,999     | 16             | 6          | 166.7       | 44           | 34         | 29.4       |
| 300,000 - 399,999     | 6              | 3          | 100.0       | 42           | 17         | 147.1      |
| 400,000 - 499,999     | 0              | 0          | 0.0         | 1            | 1          | 0.0        |
| 500,000 - 599,999     | 3              | 1          | 200.0       | 10           | 9          | 11.1       |
| 600,000 - 699,999     | 6              | 1          | 500.0       | 8            | 14         | -42.9      |
| 700,000 - 799,999     | 3              | 0          | 300.0       | 5            | 3          | 66.7       |
| 800,000 - 899,999     | 1              | 0          | 100.0       | 3            | 3          | 0.0        |
| 900,000 - 999,999     | 0              | 0          | 0.0         | 0            | 0          | 0.0        |
| 1,000,000 - 1,249,999 | 0              | 0          | 0.0         | 0            | 0          | 0.0        |
| 1,250,000 - 1,499,999 | 0              | 0          | 0.0         | 0            | 0          | 0.0        |
| 1,500,000 +           | 0              | 0          | 0.0         | 1            | 0          | 100.0      |
| <b>TOTALS</b>         | <b>160</b>     | <b>120</b> | <b>33.3</b> | <b>729</b>   | <b>681</b> | <b>7.0</b> |

### SALES TREND

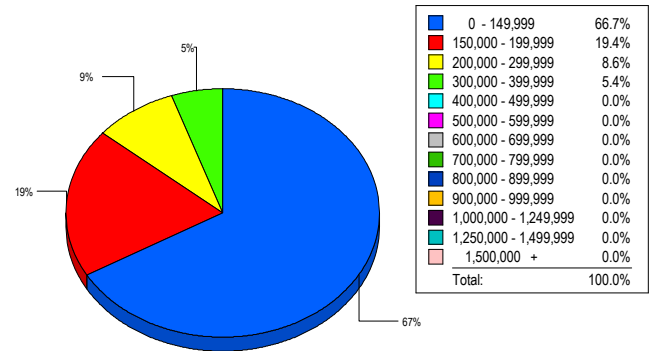
Contracts Ratified Per Month



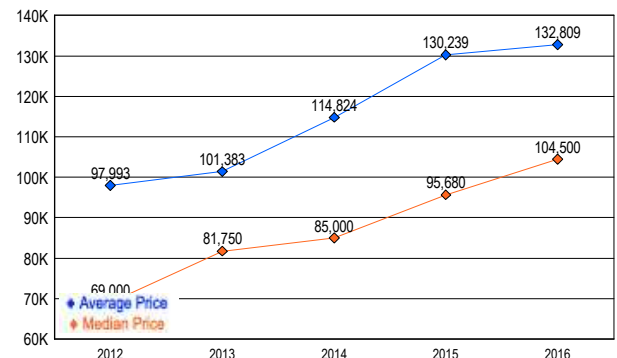
### SETTLEMENTS

| Price Range           | New This Month |           |            | Year-To-Date |            |            |
|-----------------------|----------------|-----------|------------|--------------|------------|------------|
|                       | 2016           | 2015      | % Change   | 2016         | 2015       | % Change   |
| 0 - 149,999           | 62             | 71        | -12.7      | 440          | 422        | 4.3        |
| 150,000 - 199,999     | 18             | 16        | 12.5       | 70           | 67         | 4.5        |
| 200,000 - 299,999     | 8              | 3         | 166.7      | 33           | 19         | 73.7       |
| 300,000 - 399,999     | 5              | 1         | 400.0      | 30           | 10         | 200.0      |
| 400,000 - 499,999     | 0              | 0         | 0.0        | 2            | 0          | -200.0     |
| 500,000 - 599,999     | 0              | 1         | -100.0     | 10           | 6          | 66.7       |
| 600,000 - 699,999     | 0              | 0         | 0.0        | 1            | 12         | -91.7      |
| 700,000 - 799,999     | 0              | 0         | 0.0        | 1            | 2          | -50.0      |
| 800,000 - 899,999     | 0              | 0         | 0.0        | 3            | 2          | 50.0       |
| 900,000 - 999,999     | 0              | 0         | 0.0        | 1            | 0          | -100.0     |
| 1,000,000 - 1,249,999 | 0              | 0         | 0.0        | 0            | 0          | 0.0        |
| 1,250,000 - 1,499,999 | 0              | 0         | 0.0        | 0            | 0          | 0.0        |
| 1,500,000 +           | 0              | 0         | 0.0        | 0            | 0          | 0.0        |
| <b>TOTALS</b>         | <b>93</b>      | <b>92</b> | <b>1.1</b> | <b>591</b>   | <b>540</b> | <b>9.4</b> |

### 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