

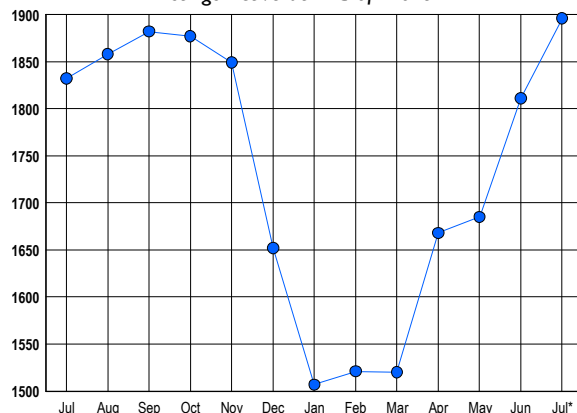


LISTINGS

| Prices Range | New This Month | | | Total Actives | | |
|-----------------------|----------------|-------------|------------|---------------|-------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 24 | 49 | -51.0 | 54 | 57 | -5.3 |
| 150,000 - 199,999 | 79 | 103 | -23.3 | 101 | 126 | -19.8 |
| 200,000 - 299,999 | 422 | 390 | 8.2 | 513 | 519 | -1.2 |
| 300,000 - 399,999 | 382 | 327 | 16.8 | 596 | 526 | 13.3 |
| 400,000 - 499,999 | 160 | 175 | -8.6 | 315 | 323 | -2.5 |
| 500,000 - 599,999 | 68 | 64 | 6.3 | 168 | 159 | 5.7 |
| 600,000 - 699,999 | 29 | 30 | -3.3 | 79 | 72 | 9.7 |
| 700,000 - 799,999 | 7 | 6 | 16.7 | 35 | 23 | 52.2 |
| 800,000 - 899,999 | 2 | 1 | 100.0 | 19 | 10 | 90.0 |
| 900,000 - 999,999 | 1 | 2 | -50.0 | 5 | 6 | -16.7 |
| 1,000,000 - 1,249,999 | 0 | 0 | 0.0 | 3 | 3 | 0.0 |
| 1,250,000 - 1,499,999 | 1 | 1 | 0.0 | 2 | 4 | -50.0 |
| 1,500,000 + | 1 | 1 | 0.0 | 6 | 4 | 50.0 |
| TOTALS | 1176 | 1149 | 2.3 | 1896 | 1832 | 3.5 |

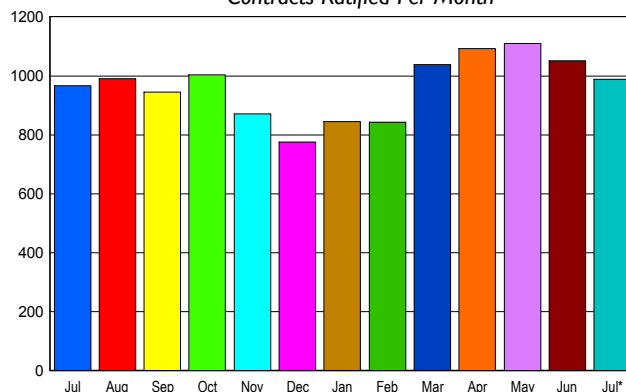
INVENTORY TREND

Listings Active at End of Month



SALES TREND

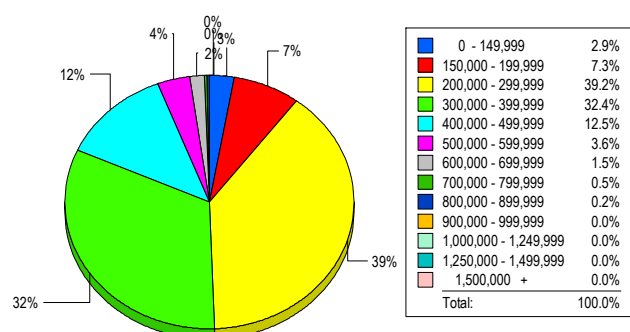
Contracts Ratified Per Month



CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 30 | 56 | -46.4 | 220 | 348 | -36.8 |
| 150,000 - 199,999 | 80 | 109 | -26.6 | 520 | 639 | -18.6 |
| 200,000 - 299,999 | 364 | 374 | -2.7 | 2,369 | 2,434 | -2.7 |
| 300,000 - 399,999 | 323 | 268 | 20.5 | 1,932 | 1,723 | 12.1 |
| 400,000 - 499,999 | 125 | 112 | 11.6 | 747 | 650 | 14.9 |
| 500,000 - 599,999 | 42 | 32 | 31.3 | 245 | 191 | 28.3 |
| 600,000 - 699,999 | 20 | 11 | 81.8 | 94 | 68 | 38.2 |
| 700,000 - 799,999 | 2 | 5 | -60.0 | 20 | 11 | 81.8 |
| 800,000 - 899,999 | 0 | 0 | 0.0 | 4 | 5 | -20.0 |
| 900,000 - 999,999 | 2 | 0 | 200.0 | 6 | 5 | 20.0 |
| 1,000,000 - 1,249,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 1,250,000 - 1,499,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 1,500,000 + | 0 | 0 | 0.0 | 1 | 0 | 100.0 |
| TOTALS | 988 | 967 | 2.2 | 6158 | 6076 | 1.3 |

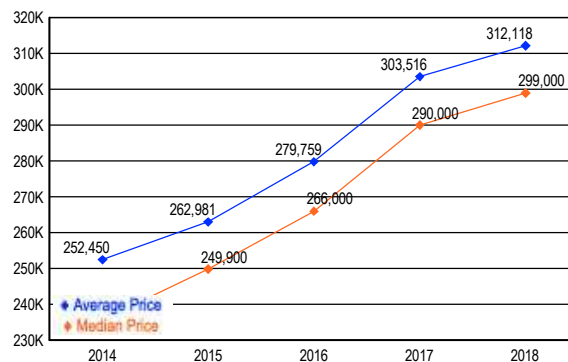
MARKET BY PRICE RANGE



SETTLEMENTS

| Price Range | New This Month | | | Year-to-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 25 | 33 | -24.2 | 194 | 295 | -34.2 |
| 150,000 - 199,999 | 63 | 68 | -7.4 | 438 | 539 | -18.7 |
| 200,000 - 299,999 | 339 | 317 | 6.9 | 2,178 | 2,212 | -1.5 |
| 300,000 - 399,999 | 280 | 245 | 14.3 | 1,770 | 1,551 | 14.1 |
| 400,000 - 499,999 | 108 | 95 | 13.7 | 659 | 591 | 11.5 |
| 500,000 - 599,999 | 31 | 22 | 40.9 | 213 | 170 | 25.3 |
| 600,000 - 699,999 | 13 | 17 | -23.5 | 91 | 65 | 40.0 |
| 700,000 - 799,999 | 4 | 1 | 300.0 | 20 | 7 | 185.7 |
| 800,000 - 899,999 | 2 | 1 | 100.0 | 5 | 4 | 25.0 |
| 900,000 - 999,999 | 0 | 0 | 0.0 | 1 | 6 | -83.3 |
| 1,000,000 - 1,249,999 | 0 | 2 | -100.0 | 0 | 2 | -100.0 |
| 1,250,000 - 1,499,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 1,500,000 + | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| TOTALS | 865 | 801 | 8.0 | 5569 | 5443 | 2.3 |

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