

	2018 Jan	2018 Feb	2018 Mar	2018 Apr	2018 May	2018 June	2018 July	2018 Aug	2018 Sept	2018 Oct	2018 Nov	2018 Dec	Prev Yr/Mo Variance 18-17	2018 Total/Avg YTD	YTD Variance 18-17	2019 Jan	2019 Feb	2019 Mar	2019 Apr	2019 May	2019 June	2019 July	2019 Aug	2019 Sept	2019 Oct	2019 Nov	2019 Dec	Prev Yr/Mo Variance 19-18	2019 Total/Avg YTD	YTD Variance 19-18
Membership:																														
Offices	694	700	700	703	686	689	689	693	698	696	684	687	-0.72%	693	0.92%	688	691	693	690	682	688	691	695	690	695	694	697	1.46%	691	-0.30%
Licensees	5,590	5563	5610	5662	5656	5760	5826	5849	5912	5899	5855	5887	5.58%	5,756	6.07%	5,896	5,814	5,874	5,942	5,882	5,963	6,014	5,984	6,058	6,035	5,995	6,036	2.53%	5,958	3.51%
Appraisers (Included)	251	252	251	250	245	246	246	244	243	240	235	233	-7.91%	255	-2.56%	233	230	232	232	231	235	239	239	238	235	238	238	2.15%	235	-3.95%
Active Inventory	6,812	6718	6692	6918	7246	7688	7965	8190	8210	8143	7770	6925	-4.10%	7,440	-10.64%	6,613	6,439	6,402	6,607	6,809	6,982	7,108	7,303	7,212	7,017	6,597	5,784	-16.48%	6,739	-9.41%
Residential	4,185	4027	4033	4275	4536	4986	5257	5423	5449	5409	5023	4372	0.28%	4,748	-7.63%	4,044	3,828	3,788	3,942	4,188	4,386	4,497	4,630	4,586	4,429	4,032	3,437	-21.39%	4,149	-12.62%
Multi-Fam. & Apts.	266	274	283	280	289	287	273	311	312	316	292	279	0.72%	289	-13.30%	269	257	252	264	261	239	232	213	209	186	188	159	-43.01%	227	-21.17%
Commercial & Indus.	514	512	519	515	512	508	544	563	556	570	589	549	11.59%	538	-2.76%	555	558	539	557	536	544	532	559	544	567	559	520	-5.28%	548	1.84%
Land & Lots	1,847	1905	1857	1848	1909	1907	1891	1893	1848	1866	1725	1725	-6.40%	1,866	-9.21%	1,745	1,796	1,823	1,844	1,824	1,813	1,847	1,901	1,873	1,835	1,818	1,668	-3.30%	1,816	-2.69%
Lease / Rental	236	205	211	225	240	244	260	237	233	268	291	265	6.43%	243	-0.75%	262	210	162	159	151	154	125	134	163	165	190	177	-33.21%	171	-29.61%
New Listings (Total)	2,527	2750	3568	3729	4193	4040	3738	3731	3057	3294	2396	1558	0.19%	38,581	-0.01%	2,588	2,780	3,342	3,907	3,971	3,605	3,625	3,492	3,260	3,067	2,228	1,581	1.48%	37,446	-2.94%
New Listings (SF&C)	2,105	2340	3098	3268	3707	3549	3341	3238	2680	2,899	2,048	1297	-1.67%	33,570	-0.45%	2,195	2,335	2,896	3,443	3,468	3,169	3,214	3,044	2,832	2,694	1,890	1,299	0.15%	32,479	-3.25%
Lender Involved	7.03%	6.58%	5.20%	5.60%	4.72%	3.86%	3.80%	4.08%	3.99%	3.97%	5.32%	6.32%	-40.44%	5.04%	-29.67%	5.19%	4.20%	4.42%	3.63%	4.15%	4.10%	3.27%	3.68%	3.92%	4.60%	4.02%	5.70%	-9.90%	4.24%	-15.86%
Expirations	422	293	383	335	300	367	301	318	432	417	443	739	-3.27%	396	-11.30%	399	325	361	324	276	385	258	334	341	372	401	659	-10.83%	370	-6.63%
Cancelled (SF&C)	367	269	350	376	420	455	493	539	456	674	566	376	27.46%	445	6.71%	429	366	374	394	462	439	507	502	488	521	351	368	-2.13%	433	-2.62%
New Pending Sales																														
New (SF & C)	1854	2236	2826	2774	2950	2731	2647	2574	2110	2112	1682	1373	-6.73%	2,322	-1.99%	1869	2181	2759	2932	2848	2711	2673	2506	2341	2223	1853	1373	0.00%	2,356	1.44%
Lender Involved	8.47%	8.72%	6.79%	6.71%	5.69%	5.75%	4.12%	4.00%	4.98%	5.07%	5.35%	8.30%	-16.29%	6.16%	-28.42%	6.05%	4.77%	5.04%	4.16%	4.81%	4.02%	3.78%	4.63%	3.37%	4.72%	4.80%	6.26%	-24.56%	4.70%	-23.71%
New (Monthly) - Total	2080	2437	3126	3029	3205	3020	2906	2851	2342	2347	1887	1547	-6.36%	2,565	-1.54%	2067	2415	3030	3164	3117	2634	2924	2781	2595	2465	2051	1564	0.00%	2,566	0.04%
Total BOM (in Month)	490	550	626	582	679	697	723	731	570	570	479	377	1.89%	590	2.89%	433	489	579	658	698	661	744	658	551	561	461	377	0.00%	573	-2.88%
Total Waiting To Close	3110	3756	4243	4565	4680	4416	4245	3909	3531	3298	2856	2310	-15.60%	3,743	-7.38%	2910	3532	3999	4442	4407	4025	3943	3673	3666	3384	3022	2355	1.95%	3,613	-3.48%
Closings:																														
	2018 Jan	2018 Feb	2018 Mar	2018 Apr	2018 May	2018 June	2018 July	2018 Aug	2018 Sept	2018 Oct	2018 Nov	2018 Dec	Prev Yr/Mo Variance 18-17	2018 Total/Avg YTD	YTD Variance 18-17	2019 Jan	2019 Feb	2019 Mar	2019 Apr	2019 May	2019 June	2019 July	2019 Aug	2019 Sept	2019 Oct	2019 Nov	2019 Dec	Prev Yr/Mo Variance 19-18	2019 Total/Avg YTD	YTD Variance 19-18
Total Sold Properties	1,526	1632	2299	2433	2835	3008	2787	2853	2329	2292	2136	1823	-10.64%	27,953	-0.95%	1,403	1,625	2,190	2,581	2,899	2,899	2,747	2,773	2,336	2,468	2,081	2,076	13.88%	28,078	0.45%
\$ Volume (000's)	\$288,209	\$301,475	\$464,846	\$507,771	\$602,895	\$704,611	\$603,250	\$620,197	\$470,322	\$480,081	\$436,460	\$375,260	-5.23%	\$5,855,379	5.79%	\$276,437	\$340,831	\$435,292	\$560,950	\$652,057	\$698,040	\$643,380	\$613,864	\$512,614	\$539,604	\$466,006	\$461,193	22.90%	\$6,200,269	5.89%
Average Price	\$188,865	\$184,727	\$202,195	\$208,702	\$212,661	\$234,246	\$216,451	\$217,384	\$201,942	\$209,460	\$204,335	\$205,848	6.05%	\$209,472	6.80%	\$197,033	\$209,742	\$198,764	\$217,338	\$224,925	\$240,787	\$234,212	\$221,372	\$219,441	\$218,640	\$223,934	\$222,155	7.92%	\$220,823	5.42%
Single Family	1,185	1330	1855	1952	2279	2533	2236	2328	1861	1849	1737	1475	-9.73%	22,620	-0.88%	1,103	1,304	1,774	2,110	2,372	2,417	2,282	2,256	1,917	2,031	1,685	1,677	13.69%	22,928	1.36%
\$ Volume (000's)	\$238,240	\$257,673	\$391,017	\$435,004	\$518,545	\$609,872	\$523,319	\$526,401	\$396,746	\$407,641	\$374,936	\$317,863	-3.79%	\$4,997,257	5.74%	\$228,320	\$288,875	\$373,177	\$484,590	\$559,289	\$606,526	\$563,817	\$526,288	\$446,005	\$462,863	\$397,019	\$388,752	22.30%	\$5,325,521	6.57%
Avg. DOM	46	51	44	36	31	26	29	27	30	32	37	40	-6.98%	36	-10.63%	44	46	42	36	30	26	26	27	27	29	34	35	-12.50%	34	-6.29%
Avg. CDOM	56	65	55	49	39	34	36	33	38	40	47	48	-15.79%	45	-13.04%	60	60	53	47	38	37	35	33	36	38	43	44	-8.33%	44	-2.96%
Avg. Price	\$201,046	\$193,739	\$210,791	\$222,850	\$227,532	\$240,771	\$234,042	\$226,117	\$213,190	\$220,466	\$215,853	\$215,500	6.58%	\$220,922	6.68%	\$206,999	\$221,530	\$210,359	\$229,664	\$235,788	\$250,942	\$247,071	\$233,284	\$232,658	\$227,899	\$235,620	\$231,814	7.57%	\$232,272	5.14%
Median Price	\$159,900	\$157,788	\$172,400	\$180,750	\$185,900	\$194,900	\$188,750	\$185,000	\$176,000	\$174,000	\$176,400	\$170,000	7.26%	\$176,816	6.93%	\$165,000	\$181,950	\$175,000	\$189,000	\$196,000	\$206,000	\$200,000	\$194,500	\$189,000	\$183,000	\$189,500	\$187,000	10.00%	\$187,996	6.32%
Condominiums	163	171	237	273	340	288	321	296	261	228	222	183	-12.86%	2,983	-3.05%	143	169	222	280	295	295	265	302	216	228	227	190	3.83%	2,832	-5.06%
\$ Volume (000's)	\$25,538	\$25,647	\$40,570	\$44,823	\$55,104	\$48,128	\$50,323	\$47,003	\$44,799	\$35,301	\$34,665	\$29,396	-16.81%	\$481,297	-5.06%	\$22,978	\$29,088	\$36,153	\$47,235	\$58,118	\$59,380	\$48,507	\$51,704	\$36,500	\$38,191	\$36,126	\$36,397	23.82%	\$500,377	3.96%
Avg. DOM	46	53	37	44	30	24	28	26	31	31	40	36	-23.40%	36	-20.67%	40	51	51	27	29	38	27	25	28	25	27	35	-2.78%	34	-5.40%
Avg. CDOM	52	60	47	51	35	29	33	31	41	38	43	42	-27.59%	42	-22.41%	46	60	61	38	38	45	33	33	31	27	36	41	-2.59%	41	-2.59%
Avg. Price	\$156,675	\$149,982	\$171,181	\$164,187	\$162,071	\$167,111	\$156,769	\$158,794	\$171,644	\$154,829	\$125,250	\$160,634	-4.53%	\$161,347	-2.07%	\$160,685	\$172,118	\$162,851	\$168,696	\$197,010	\$201,288	\$183,045	\$171,205	\$168,981	\$167,504	\$159,145	\$191,563	19.25%	\$176,687	9.51%
Median Price	\$124,000	\$124,000	\$137,000	\$142,500	\$139,250	\$130,000	\$133,000	\$129,300	\$139,000	\$126,000	\$125,500	\$115,000	-13.97%	\$130,379	4.42%	\$132,500	\$139,000	\$129,250	\$137,200	\$148,250	\$153,900	\$139,900	\$150,850	\$140,450	\$140,000	\$132,000	\$145,000	26.09%	\$140,692	7.91%
SFC Lender Inv Sales	8.98%	8.53%	6.36%	6.07%	6.07%	5.64%	5.44%	4.42%	4.38%	4.96%	4.49%	5.07%	-32.30%	5.94%	-31.53%	7.78%	6.04%	4.71%	4.85%	3.82%	4.50%	4.00%	4.07%	4.22%	3.45%	3.66%	4.66%	-8.02%	4.65%	-20.76%
Multi-Family (2-4)	61	47	71	69	83	67	99	88	84	80	70	76	-8.43%	895	7.06%	47	50	73	65	87	64	61	96	68	83	71	89	17.11%	854	-4.58%
\$ Volume (000's)	\$6,865	\$4,921	\$8,570	\$9,188	\$10,488	\$9,450	\$13,565	\$11,303	\$11,719	\$10,609	\$8,542	\$9,740	0.05%	\$114,																