

	2018 Jan	2018 Feb	2018 Mar	2018 Apr	2018 May	2018 June	2018 July	2018 Aug	2018 Sept	2018 Oct	2018 Nov	2018 Dec	2019 Jan	2019 Feb	2019 Mar	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	688	691	693	-1.00%	691	-1.05%
Licenses	5,590	5563	5610	5662	5656	5760	5826	5849	5912	5899	5855	5887	5,896	5,814	5,874	4.71%	5,861	4.90%
Appraisers (Included)	251	252	251	250	245	246	246	244	243	240	235	233	233	230	232	-7.57%	232	-7.82%
Active Inventory	6,812	6718	6692	6918	7246	7688	7965	8190	8210	8143	7770	6925	6,613	6,439	6,402	-4.33%	6,485	-3.80%
Residential	4,185	4027	4033	4275	4536	4986	5257	5423	5449	5409	5023	4372	4,044	3,828	3,788	-6.07%	3,887	-4.78%
Multi-Fam. & Apts.	266	274	283	280	289	287	273	311	312	316	292	279	269	257	252	-10.95%	259	-5.47%
Commercial & Indus.	514	512	519	515	512	508	544	563	556	570	589	549	555	558	539	3.85%	551	6.93%
Land & Lots	1,847	1905	1857	1848	1909	1907	1891	1893	1893	1848	1866	1725	1,745	1,796	1,823	-1.83%	1,788	-4.37%
Lease / Rental	236	205	211	225	240	244	260	237	233	268	291	265	262	210	162	-23.22%	211	-2.76%
New Listings (Total)	2,527	2750	3568	3729	4193	4040	3738	3731	3057	3294	2396	1558	2,588	2,780	3,342	-6.33%	8,710	-1.53%
New Listings (SF&C)	2,105	2340	3098	3268	3707	3549	3341	3238	2680	2,899	2,048	1297	2,195	2,335	2,896	-6.52%	7,426	-1.55%
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%	5.19%	4.20%	4.42%	-14.95%	0	-26.57%
Expirations	422	293	383	335	300	367	301	318	432	417	443	739	399	325	361	-5.74%	362	-1.18%
Cancelled (SF&C)	367	269	350	376	420	455	493	539	456	674	566	376	429	366	374	6.86%	390	18.56%
New Pending Sales																		
New (SF & C)	1854	2236	2826	2774	2950	2731	2647	2574	2110	2112	1682	1373	1869	2181	2759	-2.37%	2,270	-1.55%
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%	6.05%	4.77%	5.04%	-25.85%	0	-33.90%
New (Monthly) - Total	2080	2437	3126	3029	3205	3020	2906	2851	2342	2347	1887	1547	2067	2415	3030	-3.07%	2,504	-1.71%
Total BOM (in Month)	490	550	626	582	679	697	723	731	570	570	479	377	433	489	579	-7.51%	500	-9.90%
Total Waiting To Close	3110	3756	4243	4565	4680	4416	4245	3909	3531	3298	2856	2310	2910	3532	3999	-5.75%	3,480	-6.01%
Closings:																		
Total Sold Properties	1,526	1632	2299	2433	2835	3008	2787	2853	2329	2292	2136	1823	1,395	1,618	2,176	-5.35%	5,189	-4.91%
\$ 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	\$274,078	\$338,521	\$431,073	-7.27%	1,043,672	-1.03%
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	\$196,471	\$209,222	\$198,103	-2.02%	201,132	4.08%
Single Family	1,185	1330	1855	1952	2279	2533	2236	2328	1861	1849	1737	1475	1,095	1,298	1,761	-5.07%	4,154	-4.94%
\$ 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	\$226,056	\$286,670	\$369,088	-5.61%	881,814	-0.58%
Avg. DOM	46	51	44	36	31	26	29	27	30	32	37	40	45	46	42	-4.55%	44	-5.67%
Avg. CDOM	56	65	55	49	39	34	36	33	38	40	47	48	60	60	53	-3.64%	58	-1.70%
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	\$206,444	\$220,855	\$209,590	-0.57%	212,281	4.59%
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	\$165,000	\$181,950	\$175,000	1.51%	173,983	6.50%
Condominiums	163	171	237	273	340	288	321	296	261	228	222	183	143	168	222	-6.33%	533	-6.65%
\$ 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	\$22,978	\$28,983	\$36,153	-10.89%	88,114	-3.97%
Avg. DOM	46	53	37	44	30	24	28	26	31	31	40	36	40	51	51	37.84%	47	4.41%
Avg. CDOM	52	60	47	51	35	29	33	31	41	38	43	42	46	61	61	29.79%	56	5.66%
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	\$160,685	\$172,518	\$162,851	-4.87%	165,317	2.88%
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	\$132,500	\$140,500	\$129,250	-5.66%	134,083	4.48%
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%	7.84%	6.07%	4.74%	-25.44%	0	-21.86%
Multi-Family (2-4)	61	47	71	69	83	67	99	88	84	80	70	76	47	50	72	1.41%	169	-5.59%
\$ 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	\$5,820	\$6,324	\$9,856	15.01%	22,000	8.08%
Apartments (5+)	8	5	7	2	3	10	11	14	6	8	6	2	9	6	6	-14.29%	21	5.00%
\$ Volume (000's)	\$2,845	\$1,526	\$2,119	\$256	\$684	\$2,023	\$2,765	\$6,870	\$1,168	\$3,822	\$1,996	\$162	\$3,597	\$3,131	\$3,009	42.00%	9,737	50.03%
Commercial/Invest	22	17	29	25	23	23	19	25	25	21	20	23	33	24	25	-13.79%	82	20.59%
\$ Volume (000's)	\$5,283	\$3,352	\$7,641	\$5,961	\$3,742	\$24,018	\$3,008	\$6,826	\$5,837	\$5,909	\$4,477	\$6,479	\$10,249	\$3,956	\$3,313	-56.64%	17,518	7.63%
Farms & Acreage	3	5	5	8	10	5	7	9	11	6	10	5	1	2	7	40.00%	10	-23.08%
\$ Volume (000's)	\$1,973	\$2,295	\$1,559	\$2,516	\$3,460	\$2,436	\$2,615	\$3,643	\$3,856	\$2,900	\$3,019	\$2,715	\$800	\$980	\$2,526	62.03%	4,306	-26.10%
Construction Lots	84	57	95	104	97	82	94	93	81	100	71	59	67	70	83	-12.63%	220	-6.78%
\$ Volume (000's)	\$7,464	\$6,061	\$13,145	\$10,024	\$10,872	\$8,684	\$7,725	\$18,151	\$6,198	\$13,899	\$8,826	\$8,905	\$4,578	\$8,477	\$7,127	-45.78%	20,182	-24.33%