

	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	Prev Yr/Mo Variance 19-18	2019 Total/Avg YTD	YTD Variance 19-18
Memberships:																	
Offices	694	700	700	703	686	689	689	693	698	696	684	687	688	691	-1.29%	690	-1.08%
Licensees	5,590	5563	5610	5662	5656	5760	5826	5849	5912	5899	5855	5887	5,896	5,814	4.51%	5,855	4.99%
Appraisers (Included)	251	252	251	250	245	246	246	244	243	240	235	233	233	230	-8.73%	232	-7.95%
Active Inventory	6,812	6718	6692	6918	7246	7688	7965	8190	8210	8143	7770	6925	6,613	6,439	-4.15%	6,526	-3.53%
Residential	4,185	4027	4033	4275	4536	4986	5257	5423	5449	5409	5023	4372	4,044	3,828	-4.94%	3,936	-4.14%
Multi-Fam. & Apts.	266	274	283	280	289	287	273	311	312	316	292	279	269	257	-6.20%	263	-2.59%
Commercial & Indus.	514	512	519	515	512	508	544	563	556	570	589	549	555	558	8.98%	557	8.48%
Land & Lots	1,847	1905	1857	1848	1909	1907	1891	1893	1893	1848	1866	1725	1,745	1,796	-5.72%	1,771	-5.62%
Lease / Rental	236	205	211	225	240	244	260	237	233	268	291	265	262	210	2.44%	236	7.03%
New Listings (Total)	2,527	2750	3568	3729	4193	4040	3738	3731	3057	3294	2396	1558	2,588	2,780	1.09%	5,368	1.72%
New Listings (SF&C)	2,105	2340	3098	3268	3707	3549	3341	3238	2680	2,899	2,048	1297	2,195	2,335	-0.21%	4,530	1.91%
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%	-36.23%	4.70%	-31.01%
Expirations	422	293	383	335	300	367	301	318	432	417	443	739	399	325	10.92%	362	1.26%
Cancelled (SF&C)	367	269	350	376	420	455	493	539	456	674	566	376	429	366	36.06%	398	25.00%
New Pending Sales																	
New (SF & C)	1854	2236	2826	2774	2950	2731	2647	2574	2110	2112	1682	1373	1869	2181	-2.46%	2,025	-0.98%
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%	-45.32%	5.41%	-37.09%
New (Monthly) - Total	2080	2437	3126	3029	3205	3020	2906	2851	2342	2347	1887	1547	2067	2415	-0.90%	2,241	-0.77%
Total BOM (in Month)	490	550	626	582	679	697	723	731	570	570	479	377	433	489	-11.09%	461	-11.35%
Total Waiting To Close	3110	3756	4243	4565	4680	4416	4245	3909	3531	3298	2856	2310	2910	3532	-5.96%	3,221	-6.18%
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	2019 Jan	2019 Feb	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	1,395	1,618	-0.86%	3,013	-4.59%
\$ 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	12.29%	612,599	3.89%
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	\$196,471	\$209,222	13.26%	203,319	8.89%
Single Family	1,185	1330	1855	1952	2279	2533	2236	2328	1861	1849	1737	1475	1,095	1,298	-2.41%	2,393	-4.85%
\$ 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	11.25%	512,726	3.39%
Avg. DOM	46	51	44	36	31	26	29	27	30	32	37	40	45	46	-9.80%	46	-6.19%
Avg. CDOM	56	65	55	49	39	34	36	33	38	40	47	48	60	60	-7.69%	60	-0.83%
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	14.00%	214,261	8.66%
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	15.31%	173,475	9.21%
Condominiums	163	171	237	273	340	288	321	296	261	228	222	183	143	168	-1.75%	311	-6.89%
\$ 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	13.01%	51,961	1.52%
Avg. DOM	46	53	37	44	30	24	28	26	31	31	40	36	40	51	-3.77%	46	-8.08%
Avg. CDOM	52	60	47	51	35	29	33	31	41	38	43	42	46	61	1.67%	54	-4.46%
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	15.03%	167,077	9.02%
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	13.31%	136,500	10.08%
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%	-28.81%	6.95%	-20.55%
Multi-Family (2-4)	61	47	71	69	83	67	99	88	84	80	70	76	47	50	6.38%	97	-10.19%
\$ 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	28.51%	12,144	3.04%
Apartments (5+)	8	5	7	2	3	10	11	14	6	8	6	2	9	6	20.00%	15	15.38%
\$ 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	105.18%	6,728	53.92%
Commercial/Invest	22	17	29	25	23	23	19	25	25	21	20	23	33	24	41.18%	57	46.15%
\$ 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	18.02%	14,205	64.50%
Farms & Acreage	3	5	5	8	10	5	7	9	11	6	10	5	1	2	-60.00%	3	-62.50%
\$ 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	-57.30%	1,780	-58.29%
Construction Lots	84	57	95	104	97	82	94	93	81	100	71	59	67	70	22.81%	137	-2.84%
\$ 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	39.86%	13,055	-3.48%