

	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	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	-0.86%	688	-0.86%
Licenses	5,590	5563	5610	5662	5656	5760	5826	5849	5912	5899	5855	5887	5,896	5.47%	5,896	5.47%
Appraisers (Included)	251	252	251	250	245	246	246	244	243	240	235	233	233	-7.17%	233	-7.17%
Active Inventory	6,812	6718	6692	6918	7246	7688	7965	8190	8210	8143	7770	6925	6,613	-2.92%	6,613	-2.92%
Residential	4,185	4027	4033	4275	4536	4986	5257	5423	5449	5409	5023	4372	4,044	-3.37%	4,044	-3.37%
Multi-Fam. & Apts.	266	274	283	280	289	287	273	311	312	316	292	279	269	1.13%	269	1.13%
Commercial & Indus.	514	512	519	515	512	508	544	563	556	570	589	549	555	7.98%	555	7.98%
Land & Lots	1,847	1905	1857	1848	1909	1907	1891	1893	1893	1848	1866	1725	1,745	-5.52%	1,745	-5.52%
Lease / Rental	236	205	211	225	240	244	260	237	233	268	291	265	262	11.02%	262	11.02%
New Listings (Total)	2,527	2750	3568	3729	4193	4040	3738	3731	3057	3294	2396	1558	2,588	2.41%	2,588	2.41%
New Listings (SF&C)	2,105	2340	3098	3268	3707	3549	3341	3238	2680	2,899	2,048	1297	2,195	4.28%	2,195	4.28%
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%	-26.13%	5.19%	-26.13%
Expirations	422	293	383	335	300	367	301	318	432	417	443	739	399	-5.45%	399	-5.45%
Cancelled (SF&C)	367	269	350	376	420	455	493	539	456	674	566	376	429	16.89%	429	16.89%
New Pending Sales																
New (SF & C)	1854	2236	2826	2774	2950	2731	2647	2574	2110	2112	1682	1373	1869	0.81%	1,869	0.81%
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%	-28.60%	6.05%	-28.60%
New (Monthly) - Total	2080	2437	3126	3029	3205	3020	2906	2851	2342	2347	1887	1547	2067	-0.63%	2,067	-0.63%
Total BOM (in Month)	490	550	626	582	679	697	723	731	570	570	479	377	433	-11.63%	433	-11.63%
Total Waiting To Close	3110	3756	4243	4565	4680	4416	4245	3909	3531	3298	2856	2310	2910	-6.43%	2,910	-6.43%
Closings:																
Total Sold Properties	1,526	1632	2299	2433	2835	3008	2787	2853	2329	2292	2136	1823	1,395	-8.58%	1,395	-8.58%
\$ 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	-4.90%	274,078	-4.90%
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	4.03%	196,471	4.03%
Single Family	1,185	1330	1855	1952	2279	2533	2236	2328	1861	1849	1737	1475	1,095	-7.59%	1,095	-7.59%
\$ 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	-5.11%	226,056	-5.11%
Avg. DOM	46	51	44	36	31	26	29	27	30	32	37	40	45	-2.17%	45	-2.17%
Avg. CDOM	56	65	55	49	39	34	36	33	38	40	47	48	60	7.14%	60	7.14%
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	2.68%	206,444	2.68%
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	3.19%	165,000	3.19%
Condominiums	163	171	237	273	340	288	321	296	261	228	222	183	143	-12.27%	143	-12.27%
\$ 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	-10.02%	22,978	-10.02%
Avg. DOM	46	53	37	44	30	24	28	26	31	31	40	36	40	-13.04%	40	-13.04%
Avg. CDOM	52	60	47	51	35	29	33	31	41	38	43	42	46	-11.54%	46	-11.54%
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	2.56%	160,685	2.56%
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	6.85%	132,500	6.85%
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%	-12.71%	7.84%	-12.71%
Multi-Family (2-4)	61	47	71	69	83	67	99	88	84	80	70	76	47	-22.95%	47	-22.95%
\$ 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	-15.22%	5,820	-15.22%
Apartments (5+)	8	5	7	2	3	10	11	14	6	8	6	2	9	12.50%	9	12.50%
\$ 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	26.43%	3,597	26.43%
Commercial/Invest	22	17	29	25	23	23	19	25	25	21	20	23	33	50.00%	33	50.00%
\$ 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	94.00%	10,249	94.00%
Farms & Acreage	3	5	5	8	10	5	7	9	11	6	10	5	1	-66.67%	1	-66.67%
\$ 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	-59.45%	800	-59.45%
Construction Lots	84	57	95	104	97	82	94	93	81	100	71	59	67	-20.24%	67	-20.24%
\$ 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	-38.67%	4,578	-38.67%