

YEAR TO DATE SALES COMPARISO

| | 2018 | | | | | | |
|--------------------|-------------------------------|-----|-----|-----|-----|-----|-----|
| | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| TOTAL | | | | | | | |
| T | TOTAL MARKET LISTINGS | | | | | | |
| O | TOTAL MARKET SALES | | | | | | |
| T | TOTAL MARKET LIST/SALES RATIO | | | | | | |
| A | TOTAL MARKET PRICE RATIO | | | | | | |
| L | TOTAL MARKET DAYS TO SELL | | | | | | |
| | TOTAL MARKET ACTIVE INVENTORY | | | | | | |
| RESIDENTIAL | | | | | | | |
| R | RESIDENTIAL LISTINGS | | | | | | |
| E | RESIDENTIAL SALES | | | | | | |
| S | RESIDENTIAL LIST/SALES RATIO | | | | | | |
| I | RESIDENTIAL AVERAGE PRICE | | | | | | |
| D | RESIDENTIAL MEDIAN PRICE | | | | | | |
| E | RESIDENTIAL PRICE RATIO | | | | | | |
| N | RESIDENTIAL DAYS TO SELL | | | | | | |
| T | RESIDENTIAL ACTIVE INVENTORY | | | | | | |
| I | RESIDENTIAL Avg/Prev Mth. | | | | | | |
| A | RESIDENTIAL Med/Prev Mth | | | | | | |
| L | | | | | | | |
| CONDO | | | | | | | |
| | CONDO LISTINGS | | | | | | |
| C | CONDO SALES | | | | | | |
| O | CONDO LIST/SALES RATIO | | | | | | |
| N | CONDO AVERAGE PRICE | | | | | | |
| D | CONDO MEDIAN PRICE | | | | | | |
| O | CONDO PRICE RATIO | | | | | | |
| | CONDO DAYS TO SELL | | | | | | |
| | CONDO ACTIVE INVENTORY | | | | | | |
| TOWNHOUSE | | | | | | | |
| T | TOWNHOUSE LISTINGS | | | | | | |
| O | TOWNHOUSE SALES | | | | | | |
| W | TOWNHOUSE LIST/SALES RATIO | | | | | | |
| N | TOWNHOUSE AVERAGE PRICE | | | | | | |
| H | TOWNHOUSE MEDIAN PRICE | | | | | | |
| O | TOWNHOUSE PRICE RATIO | | | | | | |
| M | TOWNHOUSE DAYS TO SELL | | | | | | |
| E | TOWNHOUSE ACTIVE INVENTORY | | | | | | |
| LOTS | | | | | | | |
| | LOTS LISTINGS | | | | | | |
| L | LOTS SALES | | | | | | |
| O | LOTS LIST/SALES RATIO | | | | | | |
| T | LOTS AVERAGE PRICE | | | | | | |
| S | LOTS MEDIAN PRICE | | | | | | |
| | LOTS PRICE RATIO | | | | | | |
| | LOTS DAYS TO SELL | | | | | | |
| | LOTS ACTIVE INVENTOY | | | | | | |
| MOBILE | | | | | | | |
| M | MOBILE LISTINGS | | | | | | |
| O | MOBILE SALES | | | | | | |
| B | MOBILE LIST/SALES RATIO | | | | | | |
| I | MOBILE AVERAGE PRICE | | | | | | |
| L | MOBILE MEDIAN PRICE | | | | | | |
| E | MOBILE PRICE RATIO | | | | | | |
| | MOBILE DAYS TO SELL | | | | | | |
| | MOBILE ACTIVEINVENTORY | | | | | | |
| S | TOTAL MARKET MONTHS OF SUPPLY | | | | | | |
| U | RESIDENTIAL MONTHS OF SUPPLY | | | | | | |
| P | CONDO MONTHS OF SUPPLY | | | | | | |
| P | TOWNHOUSE MONTHS OF SUPPLY | | | | | | |
| L | LOTS MONTHS OF SUPPLY | | | | | | |
| Y | MOBILE MONTHS OF SUPPLY | | | | | | |

May

TOTAL

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| TOTAL MARKET LISTINGS - NEW THIS MONTH | 1146 |
| TOTAL MARKET SALES - MONTH | 595 |
| TOTAL MARKET LIST/SALES RATIO - MONTH | 51.92% |
| TOTAL MARKET PRICE RATIO - MONTH | 95.88% |
| TOTAL MARKET DAYS TO SELL - MONTH | 108 |

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| RESIDENTIAL LISTINGS - NEW THIS MONTH | 508 |
| RESIDENTIAL SALES - MONTH | 293 |
| RESIDENTIAL LIST/SALES RATIO - MONTH | 57.68% |
| RESIDENTIAL AVERAGE PRICE - MONTH | \$500,919 |
| RESIDENTIAL MEDIAN PRICE - MONTH | \$459,000 |
| RESIDENTIAL PRICE RATIO - MONTH | 96.93% |
| RESIDENTIAL DAYS TO SELL - MONTH | 76 |
| RESIDENTIAL AVG SALE - 6 Month Rolling Average | \$486,079 |
| RESIDENTIAL MEDIAN SALE - 6 Month Rolling Average | \$445,273 |

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| CONDO LISTINGS - NEW THIS MONTH | 212 |
| CONDO SALES - MONTH | 97 |
| CONDO LIST/SALES RATIO - MONTH | 45.75% |
| CONDO AVERAGE PRICE - MONTH | \$264,810 |
| CONDO MEDIAN PRICE - MONTH | \$229,000 |
| CONDO PRICE RATIO - MONTH | 95.93% |
| CONDO DAYS TO SELL - MONTH | 108 |
| CONDO AVG SALE - 6 Month Rolling Average | \$233,591 |
| CONDO MEDIAN SALE - 6 Month Rolling Average | \$217,575 |

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| TOWNHOUSE LISTINGS - NEW THIS MONTH | 132 |
| TOWNHOUSE SALES - MONTH | 96 |
| TOWNHOUSE LIST/SALES RATIO - MONTH | 72.73% |
| TOWNHOUSE AVERAGE PRICE - MONTH | \$347,255 |
| TOWNHOUSE MEDIAN PRICE - MONTH | \$332,500 |
| TOWNHOUSE PRICE RATIO - MONTH | 96.79% |
| TOWNHOUSE DAYS TO SELL - MONTH | 87 |
| TOWNHOUSE AVG SALE - 6 Month Rolling Average | \$355,010 |
| TOWNHOUSE MEDIAN SALE - 6 Month Rolling Average | \$334,064 |

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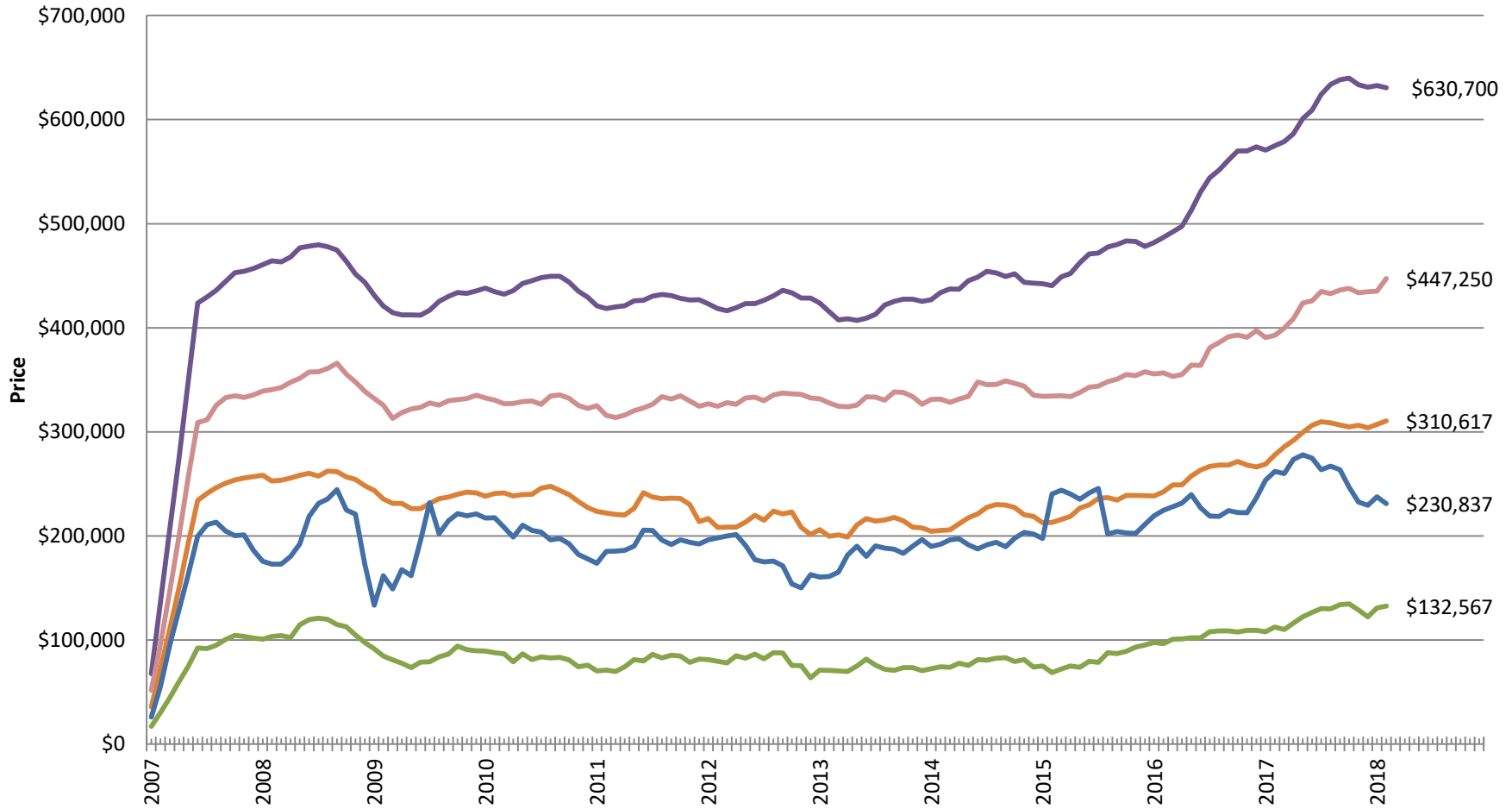
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| LOTS LISTINGS - NEW THIS MONTH | 60 |
| LOTS SALES - MONTH | 26 |
| LOTS LIST/SALES RATIO - MONTH | 43.33% |
| LOTS AVERAGE PRICE - MONTH | \$209,362 |
| LOTS MEDIAN PRICE - MONTH | \$191,500 |
| LOTS PRICE RATIO - MONTH | 95.60% |
| LOTS DAYS TO SELL - MONTH | 456 |
| LOTS AVG SALE - 6 Month Rolling Average | \$190,941 |
| LOTS MEDIAN SALE - 6 Month Rolling Average | \$191,583 |

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| MOBILE LISTINGS - NEW THIS MONTH | 46 |
| MOBILE SALES - MONTH | 30 |
| MOBILE LIST/SALES RATIO - MONTH | 65.22% |
| MOBILE AVERAGE PRICE - MONTH | \$85,113 |
| MOBILE MEDIAN PRICE - MONTH | \$74,950 |
| MOBILE PRICE RATIO - MONTH | 94.45% |
| MOBILE DAYS TO SELL - MONTH | 124 |
| MOBILE AVG SALE - 6 Month Rolling Average | \$77,836 |
| MOBILE MEDIAN SALE - 6 Month Rolling Average | \$75,617 |

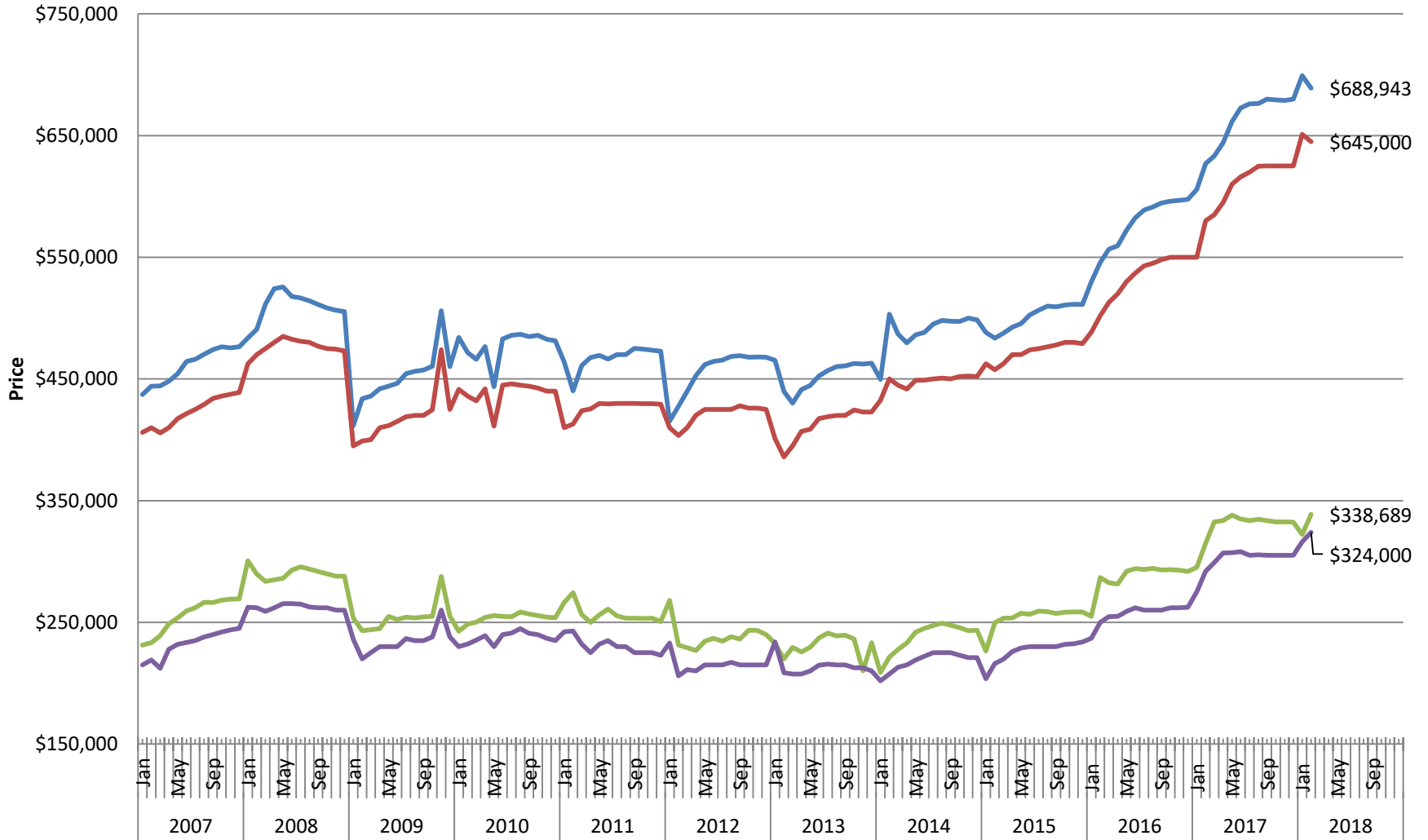
MEDIAN PRICES - 6 Month Rolling Average

- RESIDENTIAL MEDIAN SALE - 6 Month Rolling Average
- CONDO MEDIAN SALE - 6 Month Rolling Average
- TOWNHOUSE MEDIAN SALE - 6 Month Rolling Average
- LOTS MEDIAN SALE - 6 Month Rolling Average
- MOBILE MEDIAN SALE - 6 Month Rolling Average



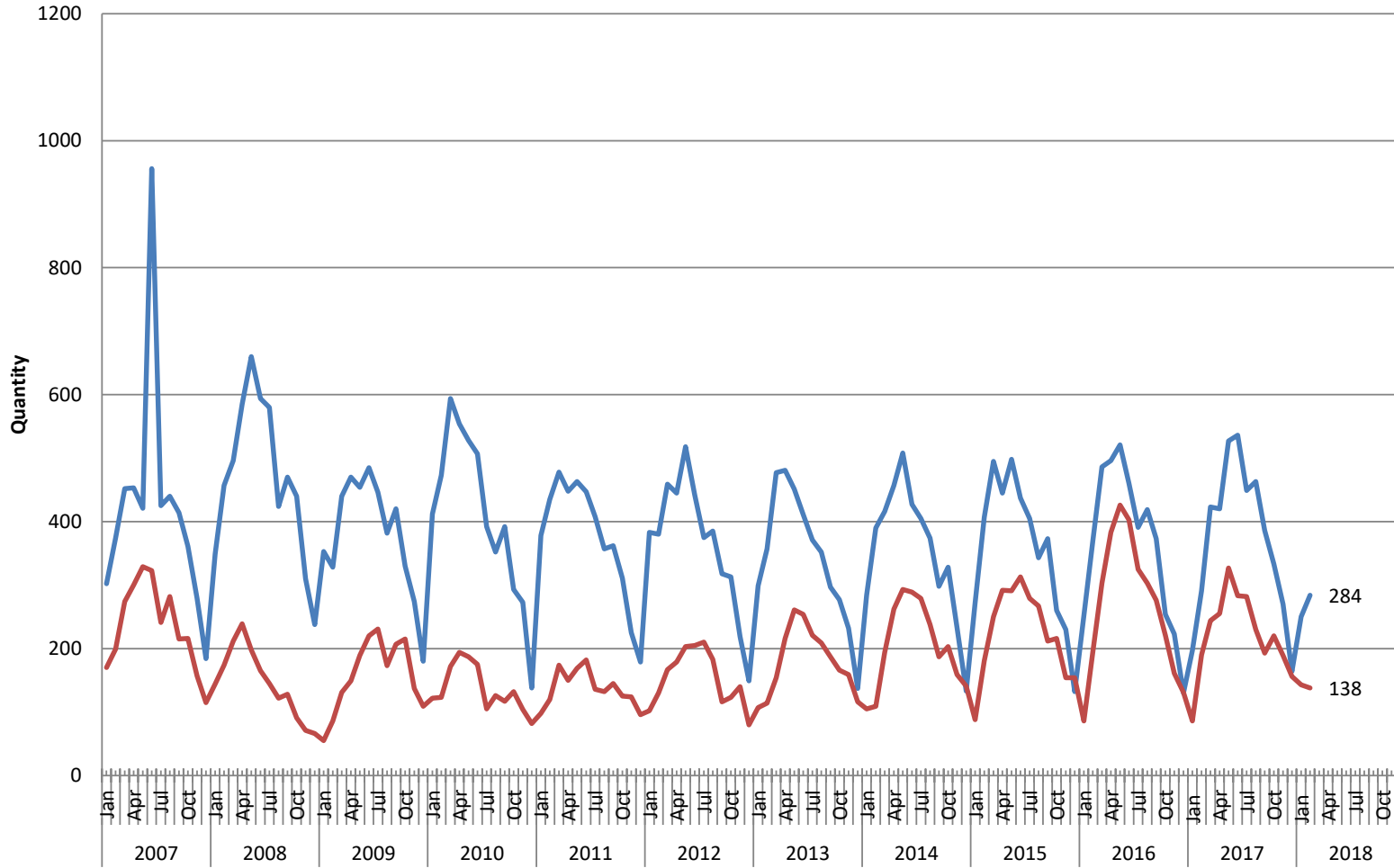
Average and Median Prices YTD - Residential & Condo

RESIDENTIAL AVERAGE PRICE RESIDENTIAL MEDIAN PRICE CONDO AVERAGE PRICE CONDO MEDIAN PRICE

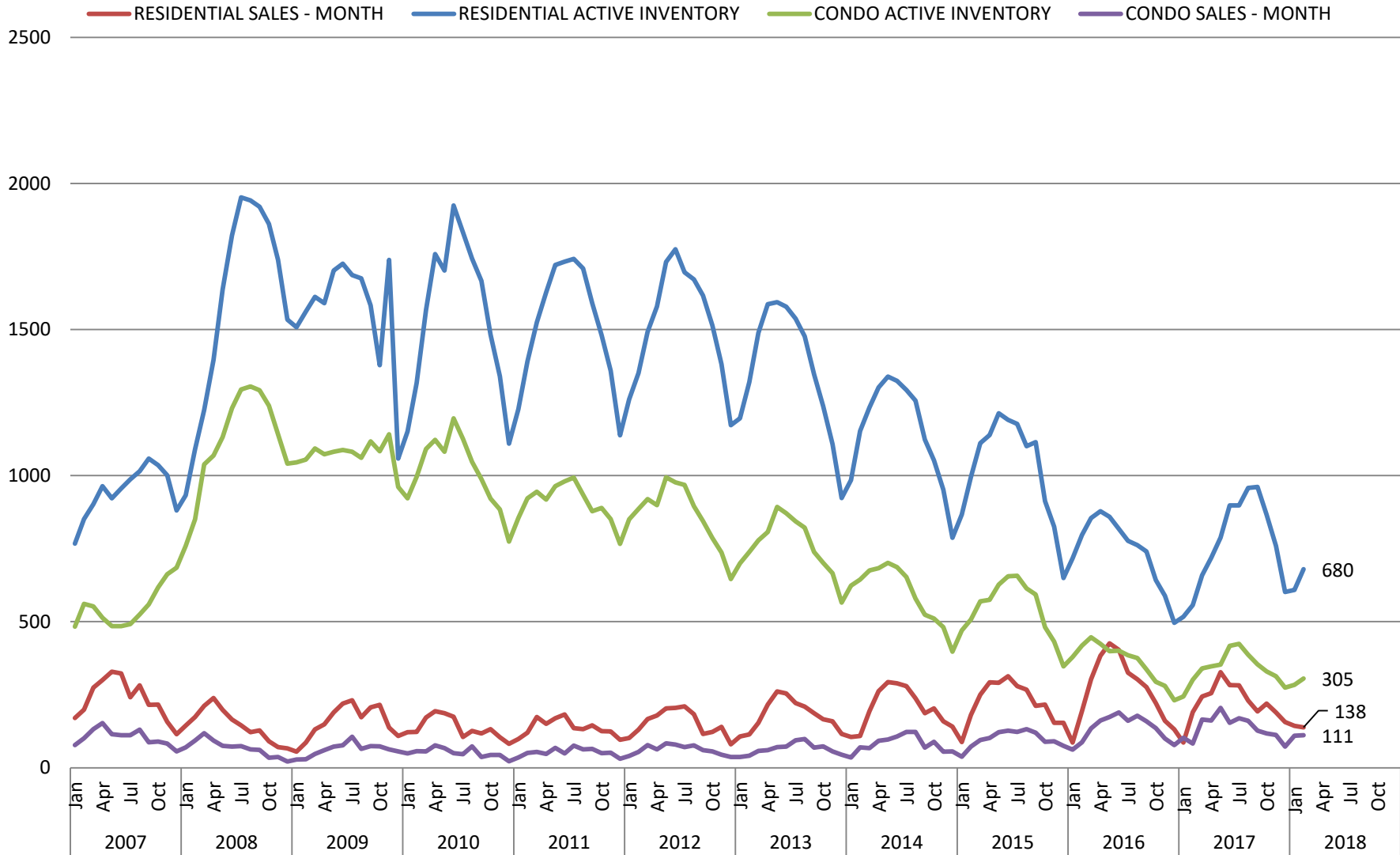


New Listings and Sales Monthly - Residential

— RESIDENTIAL LISTINGS - NEW THIS MONTH — RESIDENTIAL SALES - MONTH

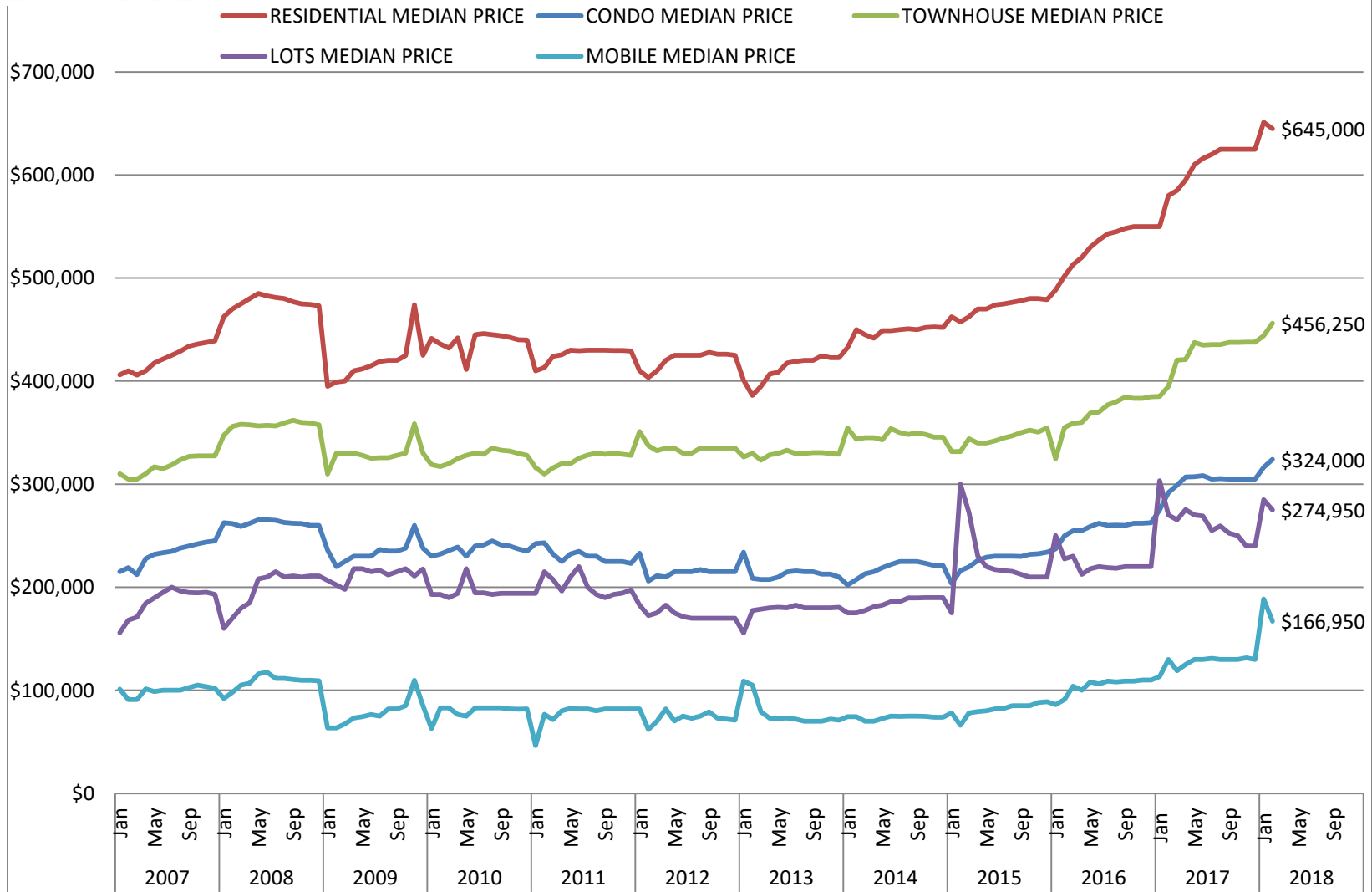


ACTIVE INVENTORY and SALES - Residential & Condos



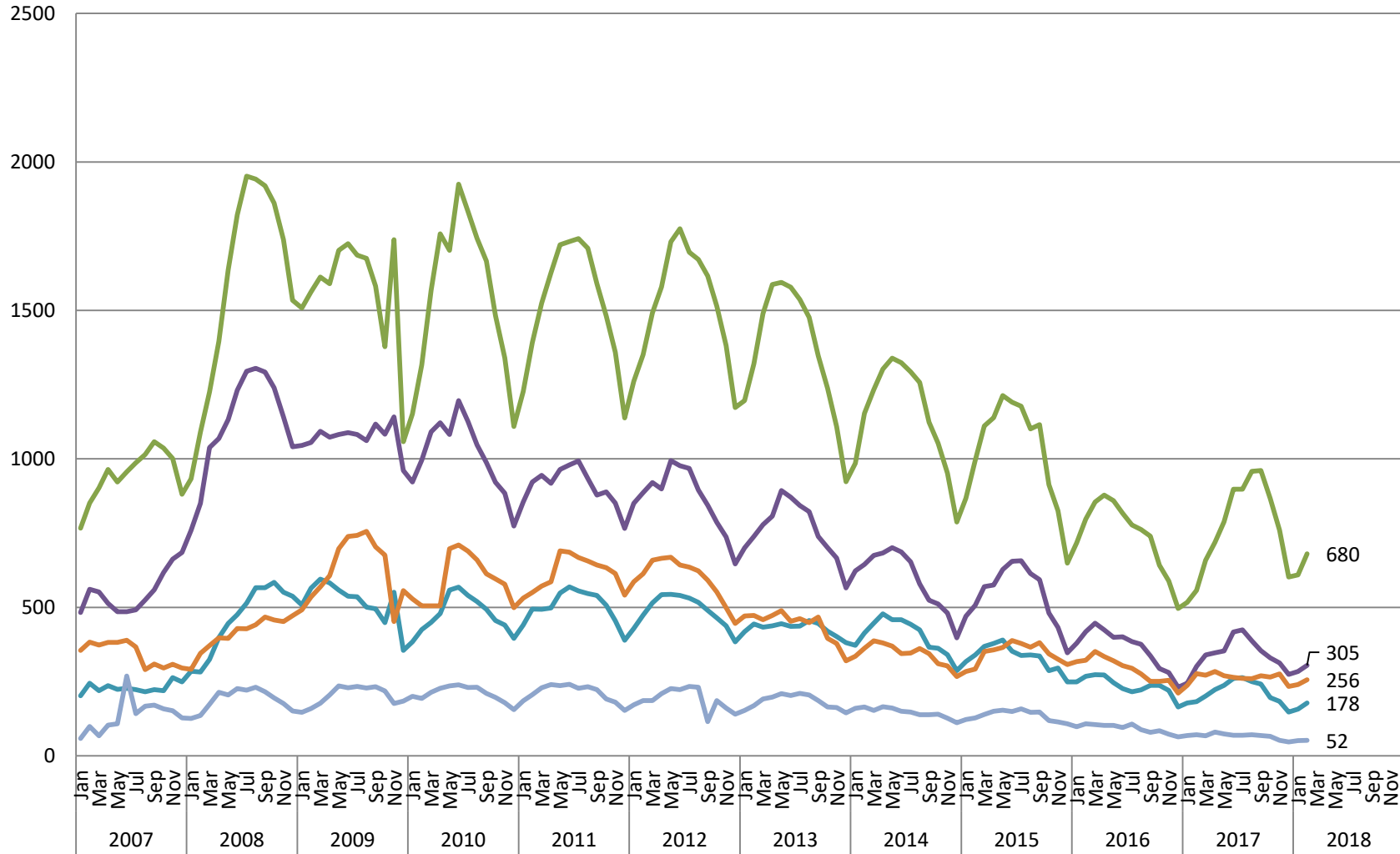


Median Price Year To Date - By Type

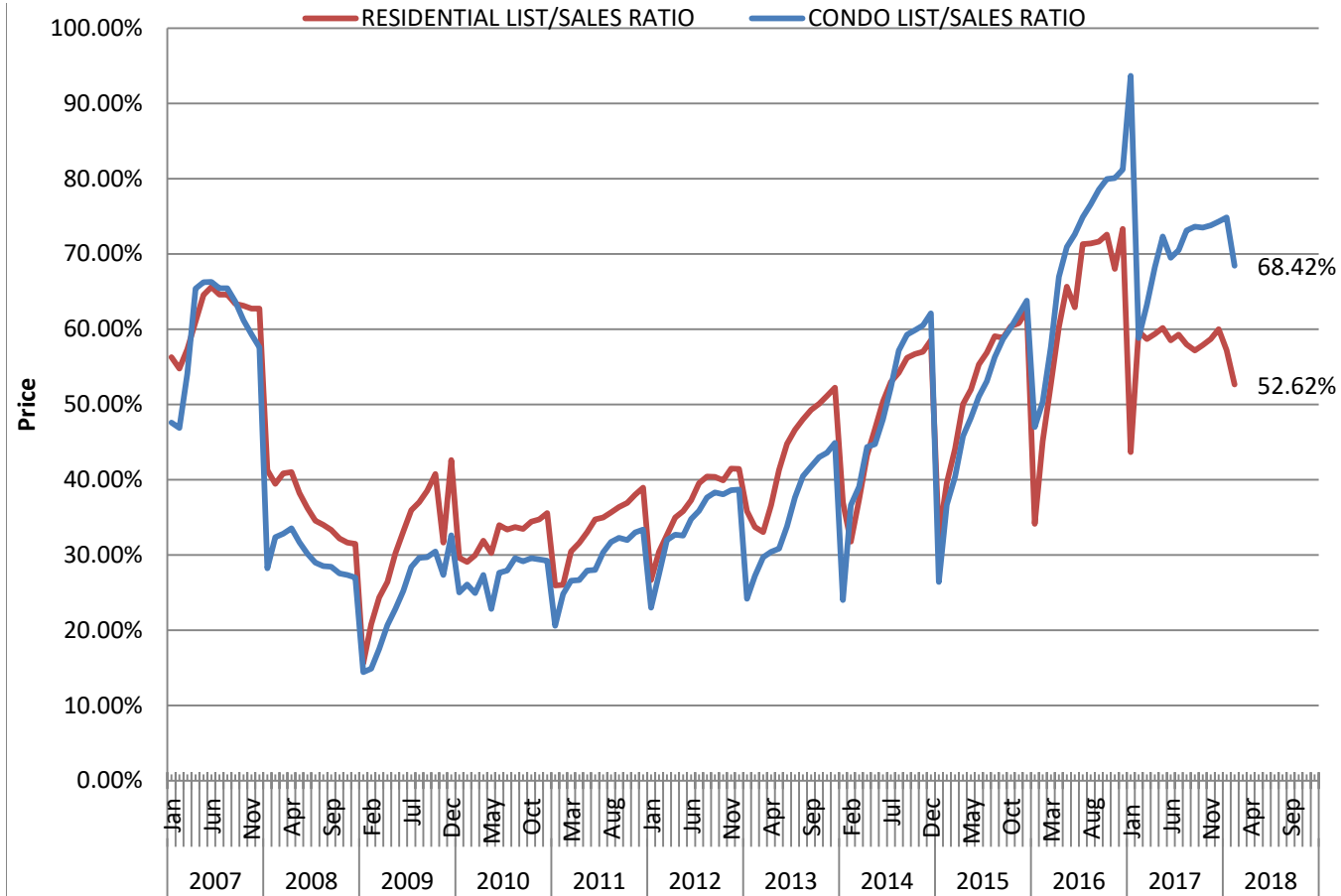


Active Inventory - Total Market

RESIDENTIAL CONDO TOWNHOUSE LOTS MOBILE



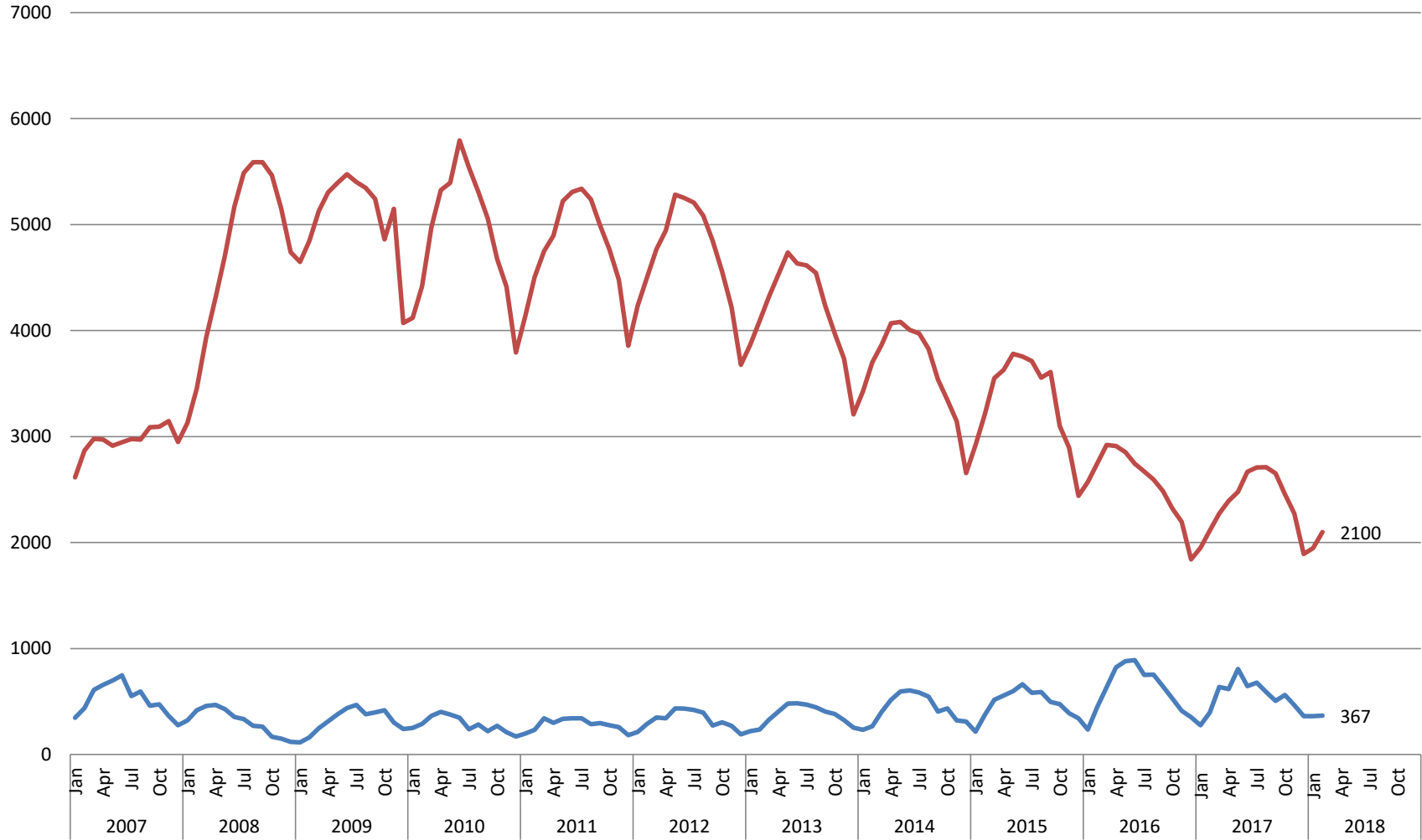
% of Listings Sold versus Listings Taken - Residential & Condo





ACTIVE INVENTORY and SALES - Total Market

— TOTAL MARKET ACTIVE INVENTORY — TOTAL MARKET SALES - MONTH





Residential Home Sales - Last 5 Years

2013 2014 2015 2016 2017

