

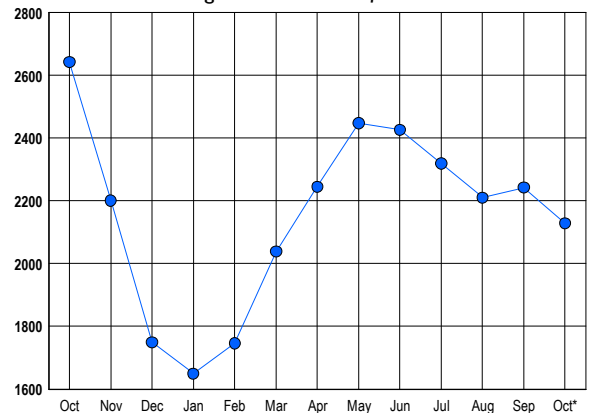


LISTINGS

| Prices Range | New This Month | | | Total Actives | | |
|-----------------------|----------------|-------------|--------------|---------------|-------------|--------------|
| | 2016 | 2015 | % Change | 2016 | 2015 | % Change |
| 0 - 149,999 | 2 | 8 | -75.0 | 14 | 16 | -12.5 |
| 150,000 - 199,999 | 9 | 17 | -47.1 | 13 | 45 | -71.1 |
| 200,000 - 299,999 | 107 | 136 | -21.3 | 153 | 271 | -43.5 |
| 300,000 - 399,999 | 182 | 206 | -11.7 | 282 | 423 | -33.3 |
| 400,000 - 499,999 | 171 | 193 | -11.4 | 316 | 398 | -20.6 |
| 500,000 - 599,999 | 106 | 100 | 6.0 | 232 | 265 | -12.5 |
| 600,000 - 699,999 | 101 | 104 | -2.9 | 220 | 238 | -7.6 |
| 700,000 - 799,999 | 78 | 92 | -15.2 | 169 | 207 | -18.4 |
| 800,000 - 899,999 | 46 | 66 | -30.3 | 108 | 136 | -20.6 |
| 900,000 - 999,999 | 31 | 51 | -39.2 | 79 | 109 | -27.5 |
| 1,000,000 - 1,249,999 | 39 | 55 | -29.1 | 122 | 133 | -8.3 |
| 1,250,000 - 1,499,999 | 42 | 38 | 10.5 | 128 | 132 | -3.0 |
| 1,500,000 + | 70 | 67 | 4.5 | 292 | 269 | 8.6 |
| TOTALS | 984 | 1133 | -13.2 | 2128 | 2642 | -19.5 |

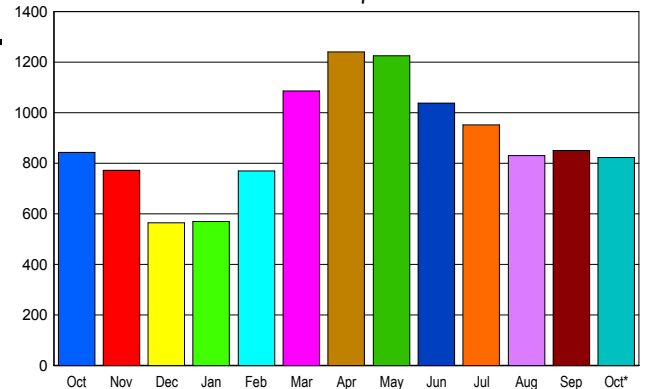
INVENTORY TREND

Listings Active at End of Month



SALES TREND

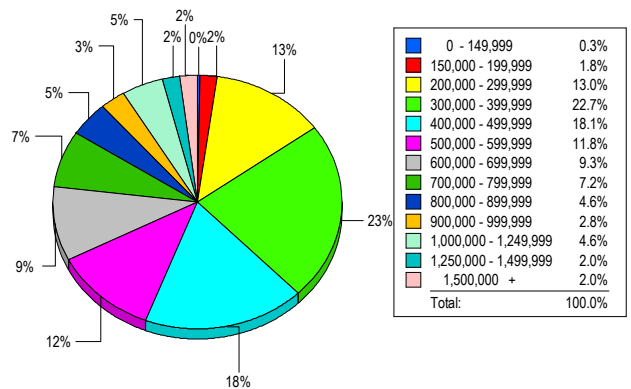
Contracts Ratified Per Month



CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|-------------|--------------|-------------|------------|
| | 2016 | 2015 | % Change | 2016 | 2015 | % Change |
| 0 - 149,999 | 4 | 5 | -20.0 | 32 | 23 | 39.1 |
| 150,000 - 199,999 | 17 | 27 | -37.0 | 160 | 213 | -24.9 |
| 200,000 - 299,999 | 107 | 119 | -10.1 | 1,160 | 1,167 | -0.6 |
| 300,000 - 399,999 | 189 | 204 | -7.4 | 1,887 | 1,897 | -0.5 |
| 400,000 - 499,999 | 153 | 146 | 4.8 | 1,596 | 1,486 | 7.4 |
| 500,000 - 599,999 | 82 | 79 | 3.8 | 1,036 | 946 | 9.5 |
| 600,000 - 699,999 | 102 | 74 | 37.8 | 885 | 805 | 9.9 |
| 700,000 - 799,999 | 54 | 52 | 3.8 | 553 | 535 | 3.4 |
| 800,000 - 899,999 | 30 | 37 | -18.9 | 421 | 364 | 15.7 |
| 900,000 - 999,999 | 19 | 16 | 18.8 | 246 | 237 | 3.8 |
| 1,000,000 - 1,249,999 | 26 | 28 | -7.1 | 315 | 300 | 5.0 |
| 1,250,000 - 1,499,999 | 13 | 25 | -48.0 | 244 | 242 | 0.8 |
| 1,500,000 + | 28 | 31 | -9.7 | 252 | 272 | -7.4 |
| TOTALS | 824 | 843 | -2.3 | 8787 | 8487 | 3.5 |

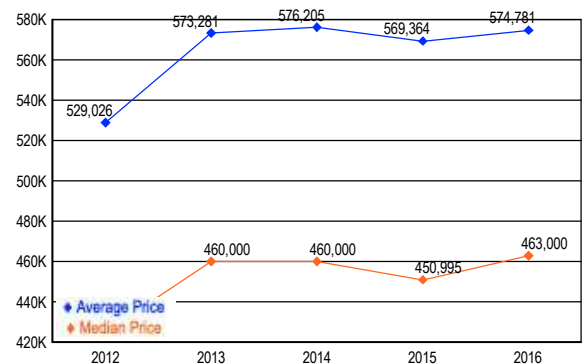
MARKET BY PRICE RANGE



SETTLEMENTS

| Price Range | New This Month | | | Year-to-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|------------|
| | 2016 | 2015 | % Change | 2016 | 2015 | % Change |
| 0 - 149,999 | 2 | 2 | 0.0 | 26 | 28 | -7.1 |
| 150,000 - 199,999 | 14 | 16 | -12.5 | 157 | 184 | -14.7 |
| 200,000 - 299,999 | 99 | 96 | 3.1 | 1,115 | 1,069 | 4.3 |
| 300,000 - 399,999 | 173 | 165 | 4.8 | 1,783 | 1,770 | 0.7 |
| 400,000 - 499,999 | 138 | 129 | 7.0 | 1,512 | 1,381 | 9.5 |
| 500,000 - 599,999 | 90 | 80 | 12.5 | 995 | 869 | 14.5 |
| 600,000 - 699,999 | 71 | 72 | -1.4 | 809 | 729 | 11.0 |
| 700,000 - 799,999 | 55 | 40 | 37.5 | 554 | 496 | 11.7 |
| 800,000 - 899,999 | 35 | 26 | 34.6 | 376 | 359 | 4.7 |
| 900,000 - 999,999 | 21 | 19 | 10.5 | 258 | 234 | 10.3 |
| 1,000,000 - 1,249,999 | 35 | 25 | 40.0 | 330 | 302 | 9.3 |
| 1,250,000 - 1,499,999 | 15 | 17 | -11.8 | 218 | 214 | 1.9 |
| 1,500,000 + | 15 | 10 | 50.0 | 227 | 235 | -3.4 |
| TOTALS | 763 | 697 | 9.5 | 8360 | 7870 | 6.2 |

AVERAGE & MEDIAN PRICE



DATA SOURCE: Metropolitan Regional Information Systems, Inc. (MRIS)

NOTES: Properties not listed through this Multiple Listing Service are not reflected. The term "sales" represents ratified purchase contracts. Current year information is preliminary and subject to revision. Current year-to-date contract information may not equal the sum of the monthly contract totals reported in