

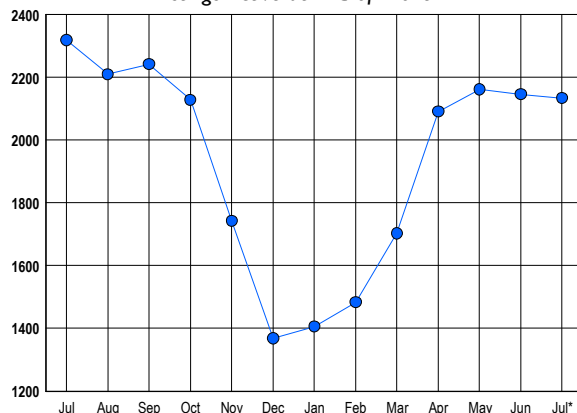


LISTINGS

| Prices Range | New This Month | | | Total Actives | | |
|-----------------------|----------------|-------------|------------|---------------|-------------|-------------|
| | 2017 | 2016 | % Change | 2017 | 2016 | % Change |
| 0 - 149,999 | 0 | 4 | -100.0 | 12 | 15 | -20.0 |
| 150,000 - 199,999 | 5 | 10 | -50.0 | 10 | 22 | -54.5 |
| 200,000 - 299,999 | 104 | 124 | -16.1 | 106 | 172 | -38.4 |
| 300,000 - 399,999 | 212 | 227 | -6.6 | 249 | 298 | -16.4 |
| 400,000 - 499,999 | 217 | 177 | 22.6 | 320 | 349 | -8.3 |
| 500,000 - 599,999 | 123 | 112 | 9.8 | 241 | 249 | -3.2 |
| 600,000 - 699,999 | 125 | 116 | 7.8 | 213 | 257 | -17.1 |
| 700,000 - 799,999 | 78 | 86 | -9.3 | 182 | 205 | -11.2 |
| 800,000 - 899,999 | 67 | 61 | 9.8 | 146 | 131 | 11.5 |
| 900,000 - 999,999 | 40 | 30 | 33.3 | 105 | 77 | 36.4 |
| 1,000,000 - 1,249,999 | 42 | 40 | 5.0 | 131 | 131 | 0.0 |
| 1,250,000 - 1,499,999 | 32 | 31 | 3.2 | 113 | 142 | -20.4 |
| 1,500,000 + | 48 | 51 | -5.9 | 306 | 271 | 12.9 |
| TOTALS | 1093 | 1069 | 2.2 | 2134 | 2319 | -8.0 |

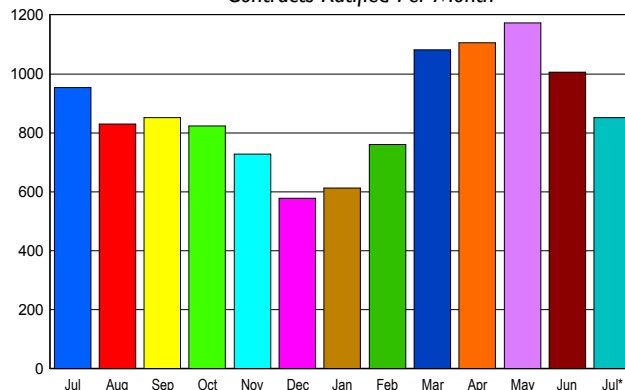
INVENTORY TREND

Listings Active at End of Month



SALES TREND

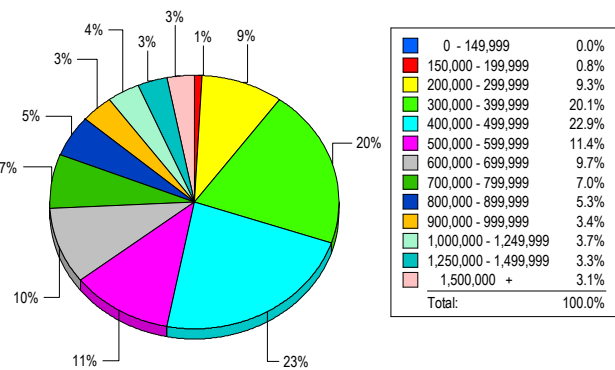
Contracts Ratified Per Month



CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|--------------|--------------|-------------|-------------|
| | 2017 | 2016 | % Change | 2017 | 2016 | % Change |
| 0 - 149,999 | 0 | 5 | -100.0 | 6 | 27 | -77.8 |
| 150,000 - 199,999 | 8 | 19 | -57.9 | 82 | 118 | -30.5 |
| 200,000 - 299,999 | 106 | 139 | -23.7 | 682 | 879 | -22.4 |
| 300,000 - 399,999 | 180 | 224 | -19.6 | 1,271 | 1,373 | -7.4 |
| 400,000 - 499,999 | 166 | 163 | 1.8 | 1,196 | 1,166 | 2.6 |
| 500,000 - 599,999 | 100 | 115 | -13.0 | 793 | 793 | 0.0 |
| 600,000 - 699,999 | 93 | 92 | 1.1 | 658 | 644 | 2.2 |
| 700,000 - 799,999 | 53 | 43 | 23.3 | 423 | 401 | 5.5 |
| 800,000 - 899,999 | 43 | 48 | -10.4 | 314 | 321 | -2.2 |
| 900,000 - 999,999 | 17 | 23 | -26.1 | 172 | 190 | -9.5 |
| 1,000,000 - 1,249,999 | 36 | 28 | 28.6 | 254 | 235 | 8.1 |
| 1,250,000 - 1,499,999 | 26 | 21 | 23.8 | 213 | 189 | 12.7 |
| 1,500,000 + | 23 | 33 | -30.3 | 226 | 189 | 19.6 |
| TOTALS | 851 | 953 | -10.7 | 6290 | 6525 | -3.6 |

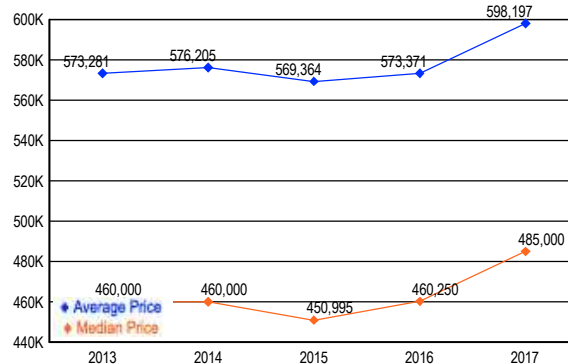
MARKET BY PRICE RANGE



SETTLEMENTS

| Price Range | New This Month | | | Year-to-Date | | |
|-----------------------|----------------|------------|-------------|--------------|-------------|------------|
| | 2017 | 2016 | % Change | 2017 | 2016 | % Change |
| 0 - 149,999 | 0 | 2 | -100.0 | 10 | 20 | -50.0 |
| 150,000 - 199,999 | 7 | 17 | -58.8 | 72 | 111 | -35.1 |
| 200,000 - 299,999 | 84 | 113 | -25.7 | 641 | 785 | -18.3 |
| 300,000 - 399,999 | 181 | 179 | 1.1 | 1,183 | 1,222 | -3.2 |
| 400,000 - 499,999 | 206 | 181 | 13.8 | 1,145 | 1,032 | 10.9 |
| 500,000 - 599,999 | 103 | 133 | -22.6 | 720 | 717 | 0.4 |
| 600,000 - 699,999 | 87 | 92 | -5.4 | 609 | 542 | 12.4 |
| 700,000 - 799,999 | 63 | 73 | -13.7 | 403 | 389 | 3.6 |
| 800,000 - 899,999 | 48 | 51 | -5.9 | 285 | 265 | 7.5 |
| 900,000 - 999,999 | 31 | 32 | -3.1 | 176 | 196 | -10.2 |
| 1,000,000 - 1,249,999 | 33 | 40 | -17.5 | 259 | 239 | 8.4 |
| 1,250,000 - 1,499,999 | 30 | 24 | 25.0 | 183 | 155 | 18.1 |
| 1,500,000 + | 28 | 24 | 16.7 | 189 | 158 | 19.6 |
| TOTALS | 901 | 961 | -6.2 | 5875 | 5831 | 0.8 |

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