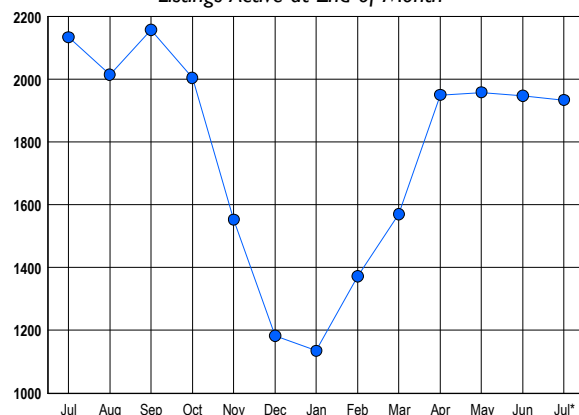


LISTINGS

| Prices Range | New This Month | | | Total Actives | | |
|-----------------------|----------------|-------------|------------|---------------|-------------|-------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 2 | 0 | 200.0 | 13 | 12 | 8.3 |
| 150,000 - 199,999 | 8 | 5 | 60.0 | 4 | 10 | -60.0 |
| 200,000 - 299,999 | 95 | 104 | -8.7 | 83 | 106 | -21.7 |
| 300,000 - 399,999 | 198 | 212 | -6.6 | 197 | 249 | -20.9 |
| 400,000 - 499,999 | 254 | 217 | 17.1 | 320 | 320 | 0.0 |
| 500,000 - 599,999 | 159 | 123 | 29.3 | 240 | 241 | -0.4 |
| 600,000 - 699,999 | 127 | 125 | 1.6 | 204 | 213 | -4.2 |
| 700,000 - 799,999 | 87 | 78 | 11.5 | 170 | 182 | -6.6 |
| 800,000 - 899,999 | 39 | 67 | -41.8 | 111 | 146 | -24.0 |
| 900,000 - 999,999 | 32 | 40 | -20.0 | 80 | 105 | -23.8 |
| 1,000,000 - 1,249,999 | 38 | 42 | -9.5 | 119 | 131 | -9.2 |
| 1,250,000 - 1,499,999 | 30 | 32 | -6.3 | 102 | 113 | -9.7 |
| 1,500,000 + | 43 | 48 | -10.4 | 291 | 306 | -4.9 |
| TOTALS | 1112 | 1093 | 1.7 | 1934 | 2134 | -9.4 |

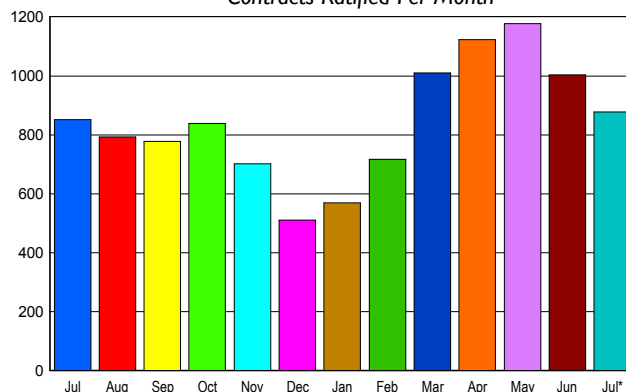
INVENTORY TREND

Lists Active at End of Month



SALES TREND

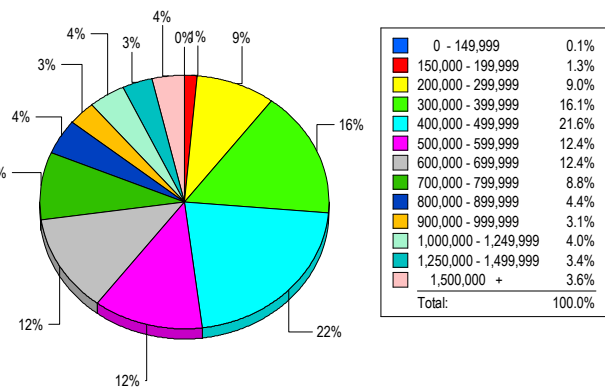
Contracts Ratified Per Month



CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|-------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 2 | 0 | 200.0 | 7 | 6 | 16.7 |
| 150,000 - 199,999 | 11 | 8 | 37.5 | 41 | 82 | -50.0 |
| 200,000 - 299,999 | 87 | 106 | -17.9 | 557 | 682 | -18.3 |
| 300,000 - 399,999 | 169 | 180 | -6.1 | 1,090 | 1,271 | -14.2 |
| 400,000 - 499,999 | 196 | 166 | 18.1 | 1,294 | 1,196 | 8.2 |
| 500,000 - 599,999 | 121 | 100 | 21.0 | 825 | 793 | 4.0 |
| 600,000 - 699,999 | 94 | 93 | 1.1 | 695 | 658 | 5.6 |
| 700,000 - 799,999 | 60 | 53 | 13.2 | 472 | 423 | 11.6 |
| 800,000 - 899,999 | 34 | 43 | -20.9 | 311 | 314 | -1.0 |
| 900,000 - 999,999 | 20 | 17 | 17.6 | 209 | 172 | 21.5 |
| 1,000,000 - 1,249,999 | 31 | 36 | -13.9 | 287 | 254 | 13.0 |
| 1,250,000 - 1,499,999 | 27 | 26 | 3.8 | 214 | 213 | 0.5 |
| 1,500,000 + | 26 | 23 | 13.0 | 231 | 226 | 2.2 |
| TOTALS | 878 | 851 | 3.2 | 6233 | 6290 | -0.9 |

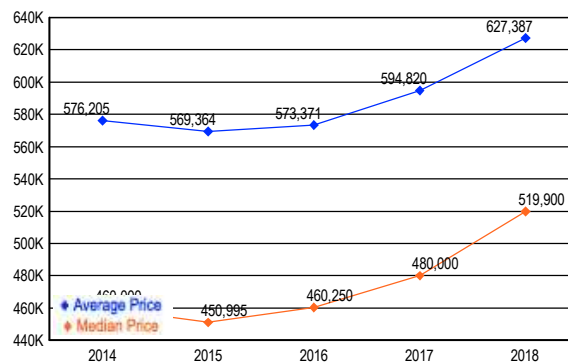
MARKET BY PRICE RANGE



SETTLEMENTS

| Price Range | New This Month | | | Year-to-Date | | |
|-----------------------|----------------|------------|------------|--------------|-------------|-------------|
| | 2018 | 2017 | % Change | 2018 | 2017 | % Change |
| 0 - 149,999 | 1 | 0 | 100.0 | 6 | 10 | -40.0 |
| 150,000 - 199,999 | 12 | 7 | 71.4 | 39 | 72 | -45.8 |
| 200,000 - 299,999 | 85 | 84 | 1.2 | 485 | 641 | -24.3 |
| 300,000 - 399,999 | 152 | 181 | -16.0 | 1,006 | 1,183 | -15.0 |
| 400,000 - 499,999 | 205 | 206 | -0.5 | 1,182 | 1,145 | 3.2 |
| 500,000 - 599,999 | 117 | 103 | 13.6 | 743 | 720 | 3.2 |
| 600,000 - 699,999 | 117 | 87 | 34.5 | 656 | 609 | 7.7 |
| 700,000 - 799,999 | 83 | 63 | 31.7 | 452 | 403 | 12.2 |
| 800,000 - 899,999 | 42 | 48 | -12.5 | 302 | 285 | 6.0 |
| 900,000 - 999,999 | 29 | 31 | -6.5 | 201 | 176 | 14.2 |
| 1,000,000 - 1,249,999 | 38 | 33 | 15.2 | 291 | 259 | 12.4 |
| 1,250,000 - 1,499,999 | 32 | 30 | 6.7 | 185 | 183 | 1.1 |
| 1,500,000 + | 34 | 28 | 21.4 | 198 | 189 | 4.8 |
| TOTALS | 947 | 901 | 5.1 | 5746 | 5875 | -2.2 |

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