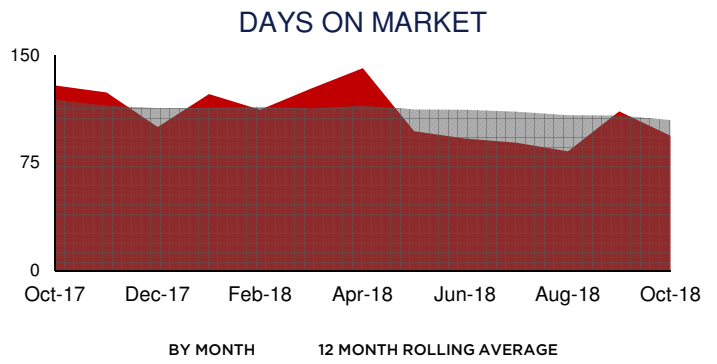
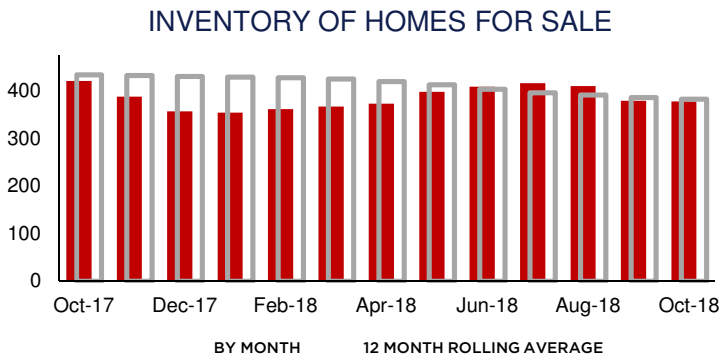


### HIGHLIGHTS:

- Median Sales Price increased to \$212,480, a 9.0% increase.
- Closed Sales declined to 94 units, a 7.8% decrease over previous October.
- Inventory of homes for sale declined to 378, a 10.2% decrease over previous October.

Year-Over-Year		
<b>7.4%</b>	<b>-7.8%</b>	<b>-10.2%</b>
Change in New Listings	Change in Closed Sales	Change in Inventory



	12 MONTH COMPARISON			12 MONTH AVG	
	October 2017	October 2018	+ / -	Last 12 Months	+ / -
New Listings	108	<b>116</b>	7.4%	<b>122</b>	2%
Pending Sales	100	<b>114</b>	14.0%	<b>108</b>	10%
Closed Sales	102	<b>94</b>	-7.8%	<b>96</b>	13%
Median Sales Price	\$195,000	<b>\$212,480</b>	9.0%	<b>\$202,466</b>	9%
Average Sales Price	\$205,691	<b>\$236,035</b>	14.8%	<b>\$216,105</b>	6%
List to Sale Price Ratio	96.9%	<b>95.7%</b>	-1.2%	<b>96.6%</b>	-4.0%
Days on Market	129	<b>94</b>	-27.1%	<b>105</b>	-12%
Inventory of Homes for Sale	421	<b>378</b>	-10.2%	<b>383</b>	-12%
Months Supply of Inventory	4.1	<b>4.0</b>	-2.6%	<b>4.2</b>	-22%
Building Permits	20	<b>29</b>	45.0%	<b>32</b>	48%

