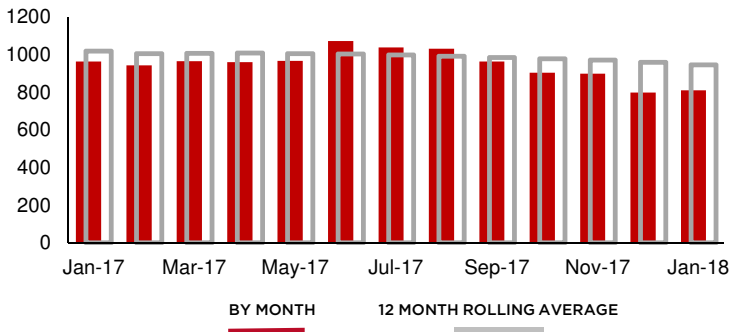


### HIGHLIGHTS:

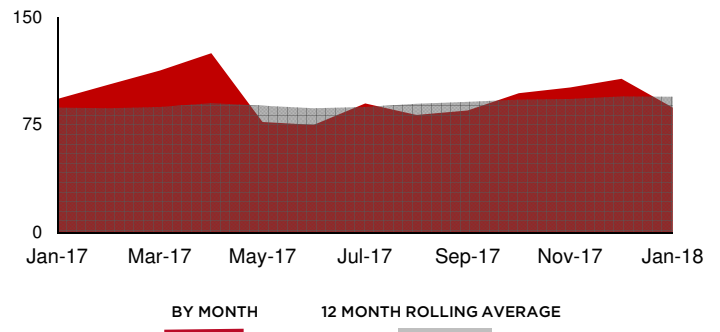
- Inventory fell 15.9%, a decrease of 153 units from January 2017.
- Median Sales price fell slightly to \$780,000, a 2.5% decrease from previous January.
- New Listing decreased by 10.8% to 165 units.

| Year-Over-Year         |                        |                     |
|------------------------|------------------------|---------------------|
| <b>-10.8%</b>          | <b>-26.1%</b>          | <b>-15.9%</b>       |
| Change in New Listings | Change in Closed Sales | Change in Inventory |

### INVENTORY OF HOMES FOR SALE



### DAYS ON MARKET



### 12 MONTH COMPARISON

### 12 MONTH AVG

|                             | January 2017 | January 2018       | + / -  | Last 12 Months     | + / - |
|-----------------------------|--------------|--------------------|--------|--------------------|-------|
| New Listings                | 185          | <b>165</b>         | -10.8% | <b>198</b>         | -7%   |
| Pending Sales               | 118          | <b>108</b>         | -8.5%  | <b>143</b>         | 5%    |
| Closed Sales                | 115          | <b>85</b>          | -26.1% | <b>131</b>         | 1%    |
| Median Sales Price          | \$800,000    | <b>\$780,000</b>   | -2.5%  | <b>\$728,246</b>   | 4%    |
| Average Sales Price         | \$1,276,517  | <b>\$1,300,233</b> | 1.9%   | <b>\$1,155,075</b> | 5%    |
| List to Sale Price Ratio    | 94.7%        | <b>94.3%</b>       | -0.4%  | <b>94.8%</b>       | -5.5% |
| Days on Market              | 93           | <b>87</b>          | -6.5%  | <b>95</b>          | 9%    |
| Inventory of Homes for Sale | 963          | <b>810</b>         | -15.9% | <b>946</b>         | -7%   |
| Months Supply of Inventory  | 8.4          | <b>9.5</b>         | 13.8%  | <b>7.4</b>         | -9%   |
| Building Permits            | 9            | <b>4</b>           | -55.6% | <b>11</b>          | -18%  |

### % CHANGE IN MEDIAN PRICE

