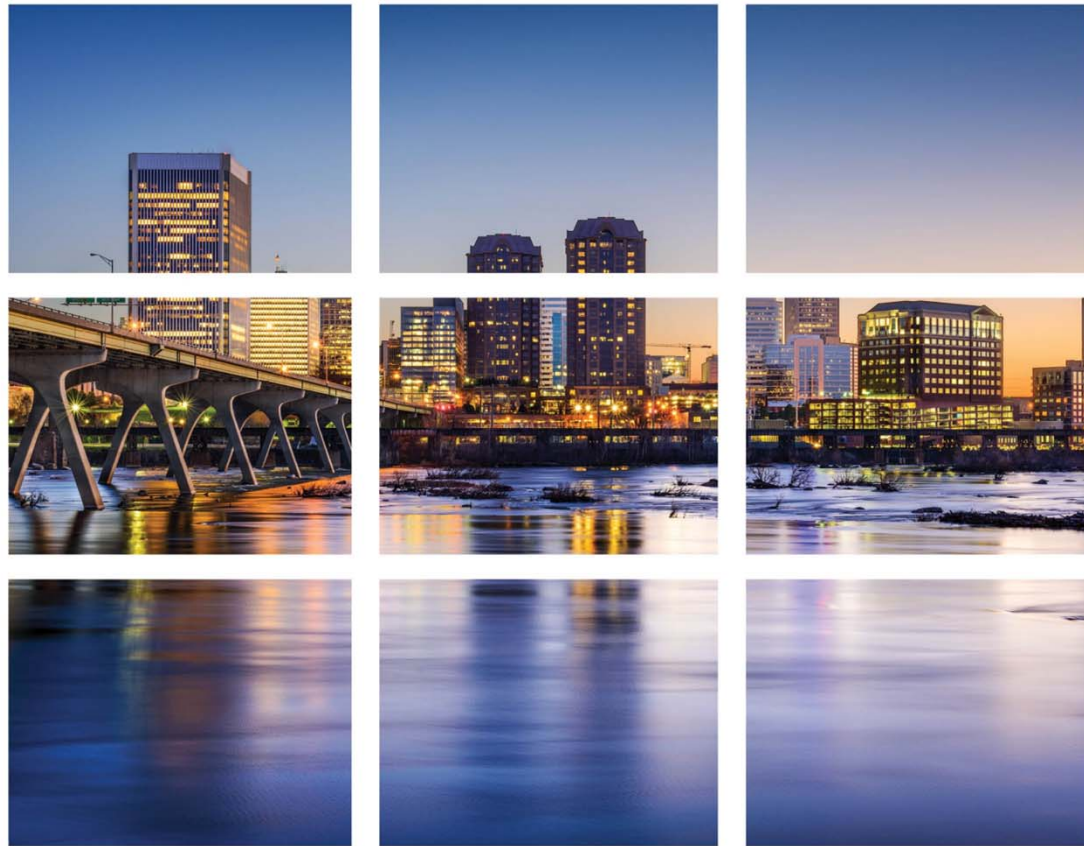


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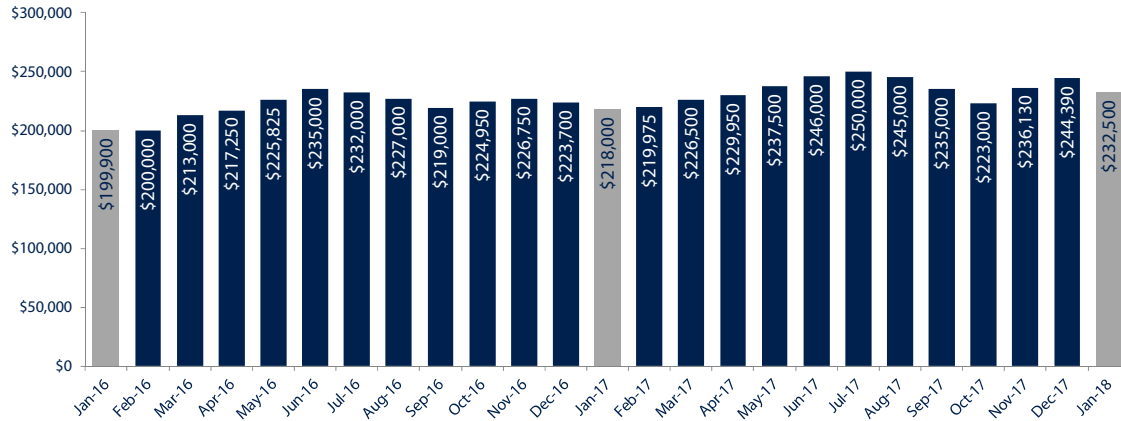
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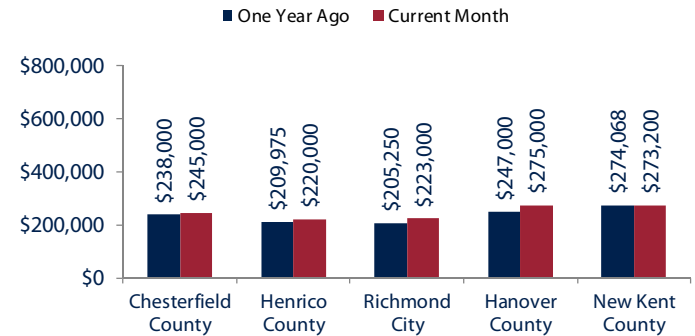
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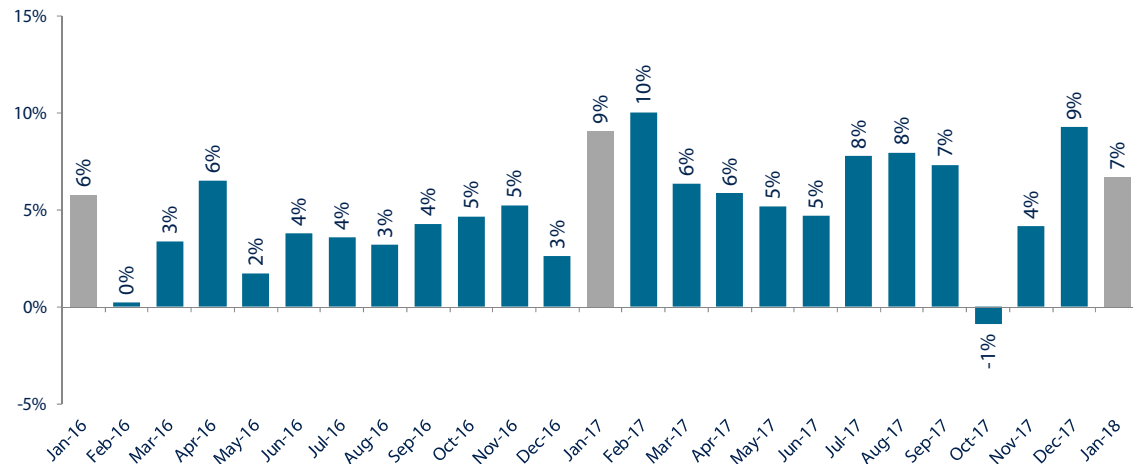
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



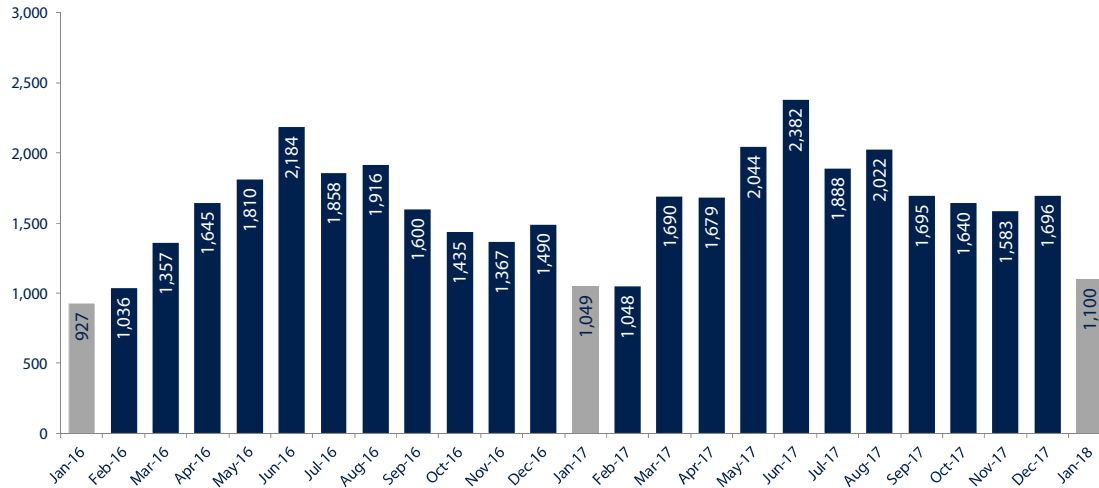
Highlights

- This January, the median sale price was \$232,500, an increase of 7% compared to last year.
- The current median sale price was 5% lower than in December.

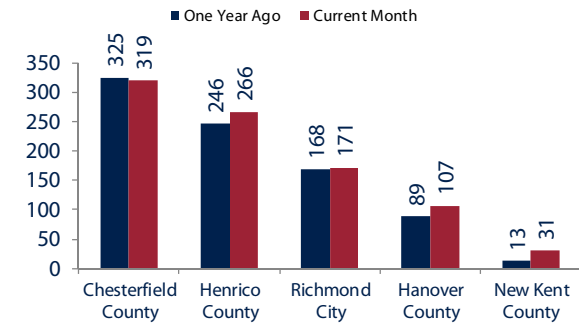
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Total Units Sold



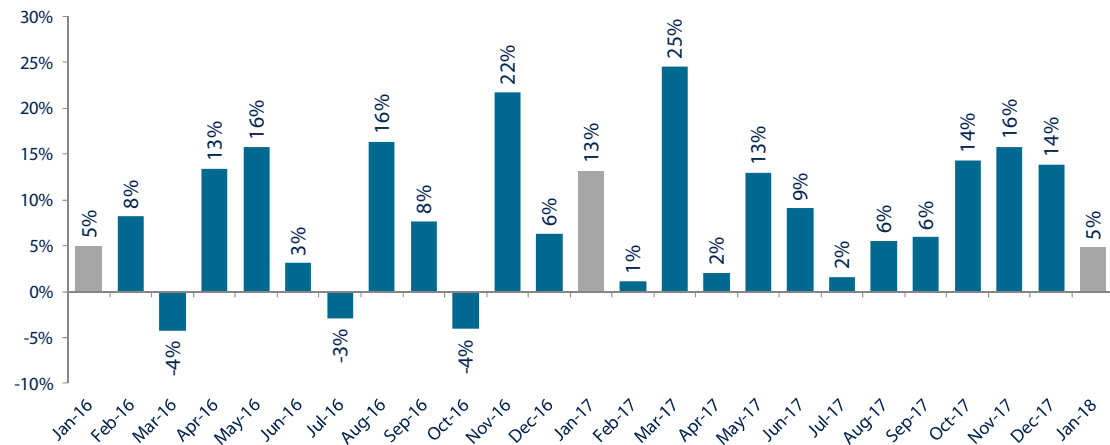
**Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- This month's total units sold was higher than at this time last year, an increase of 5% versus January 2017.
- There was a decrease of 35% in total units sold in January compared to December.

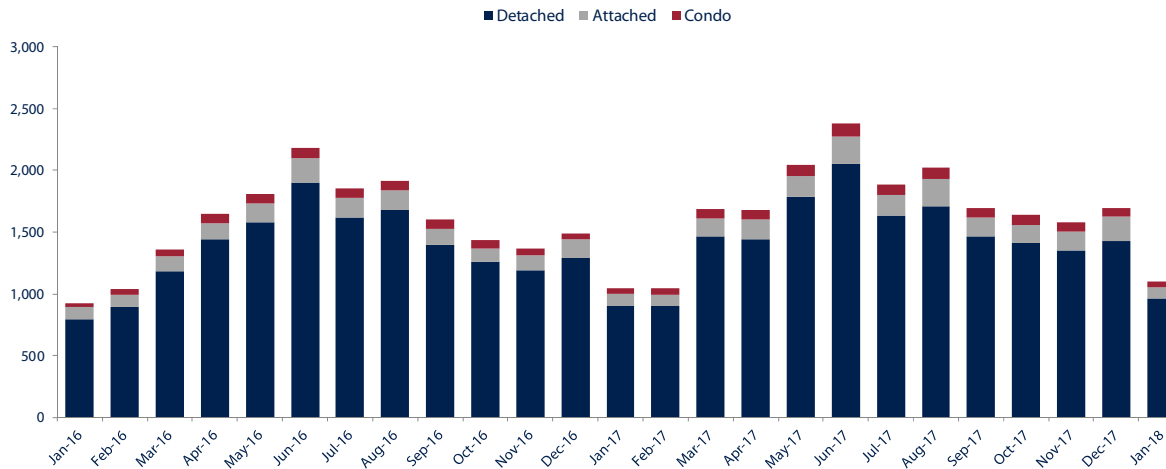
**Total Units Sold
Percent Change Year/Year**



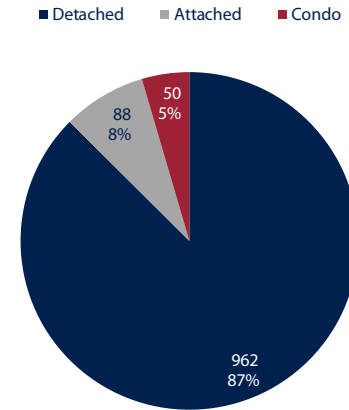
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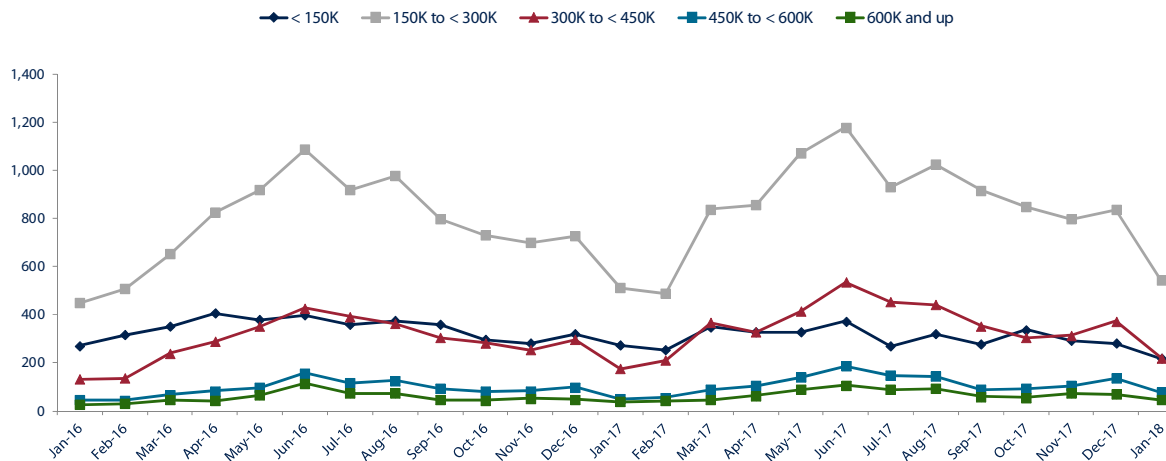
Total Units Sold by Type



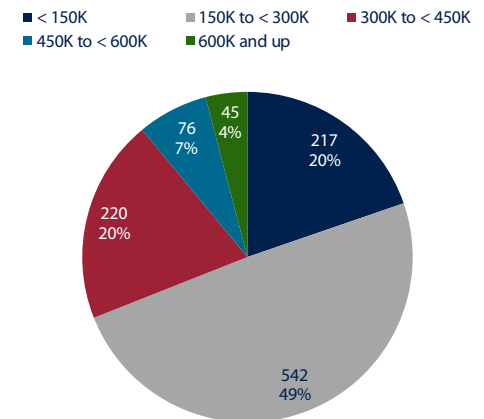
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



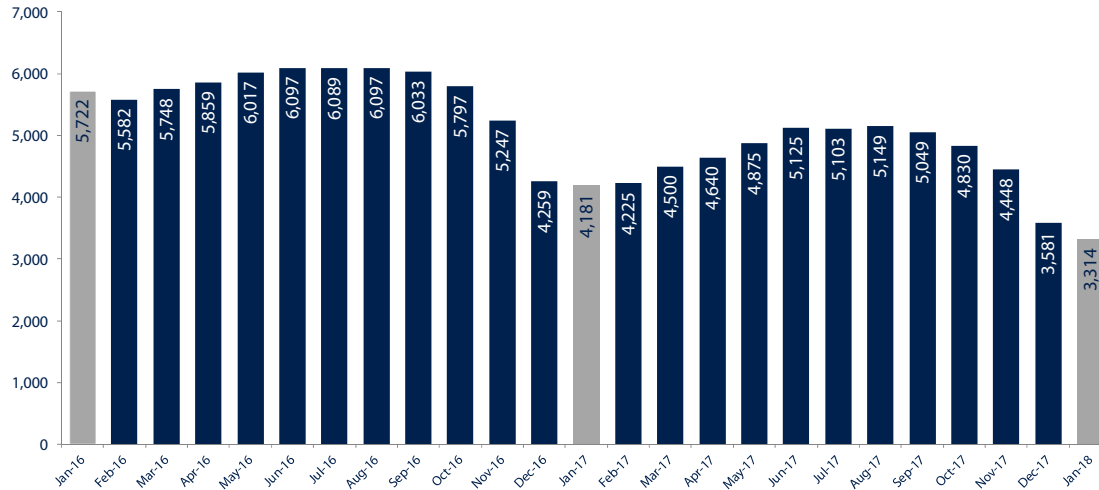
Total Units Sold by Price Range
Current Month



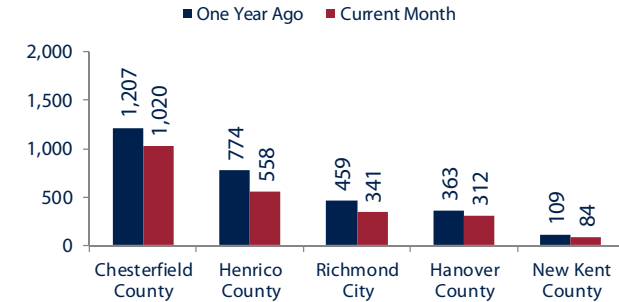
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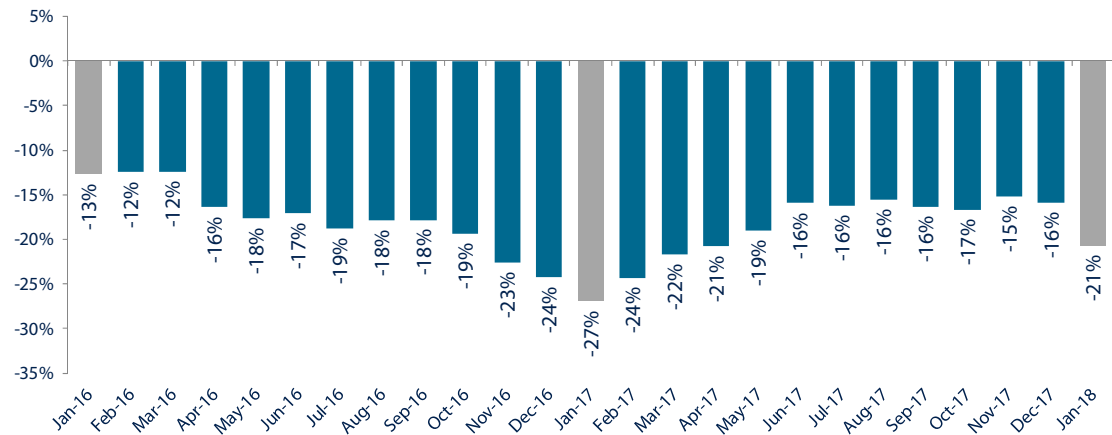
Total Active Inventory



Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Total Active Inventory
Percent Change Year/Year



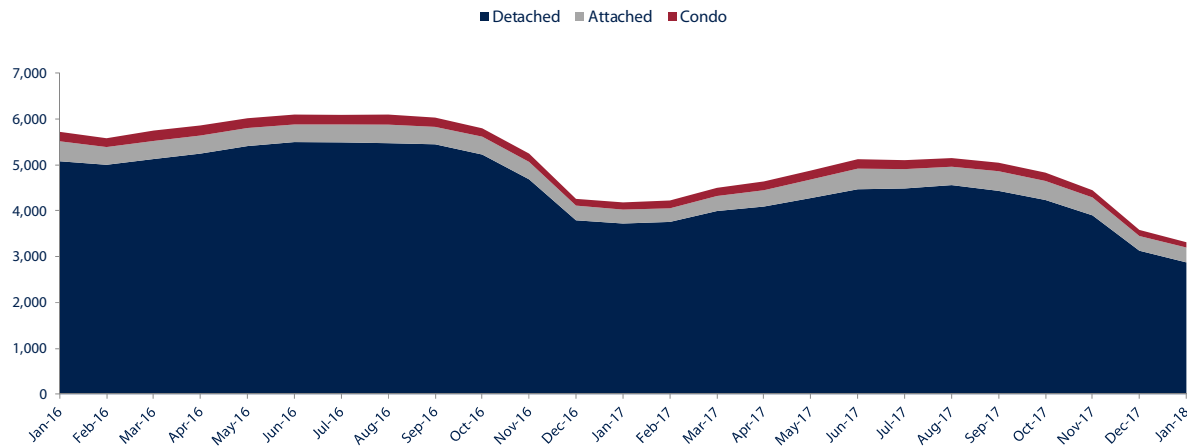
Highlights

- January's total active inventory of 3,314 units was 7% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 867 units or 21%.

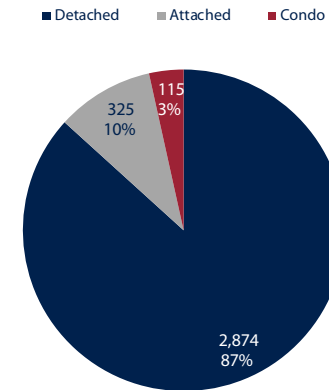
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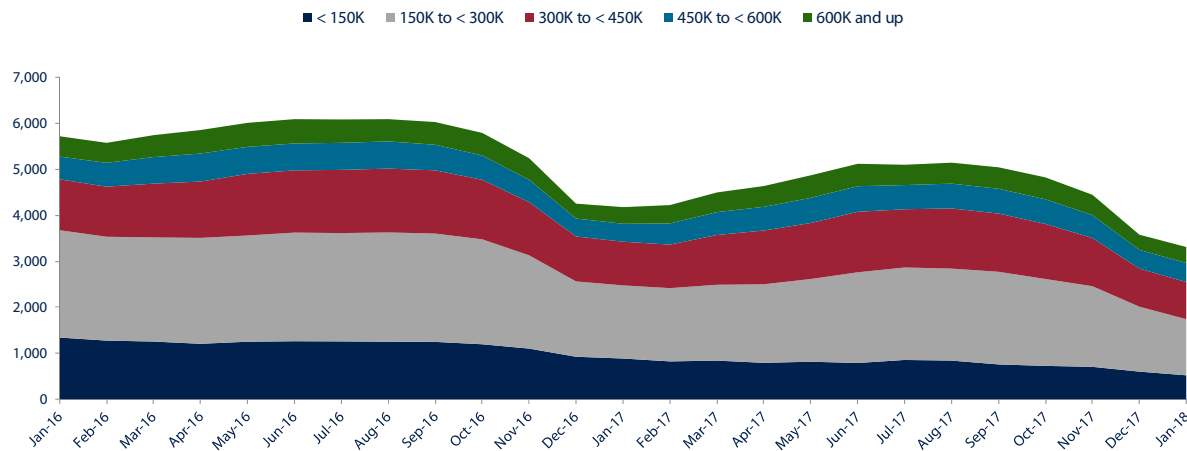
Total Active Inventory by Type



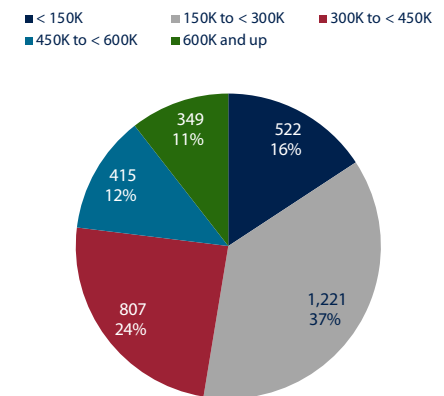
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



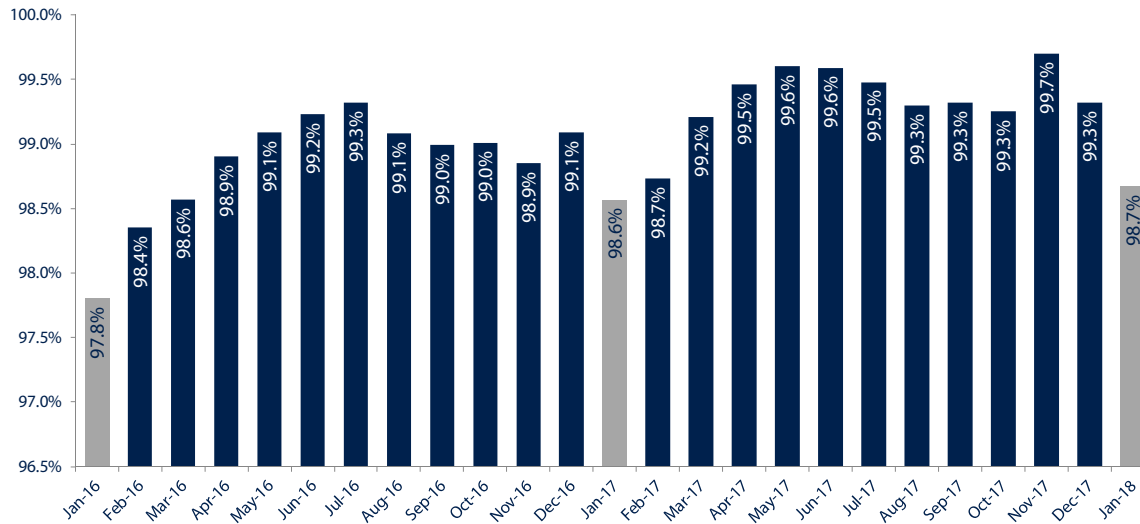
Total Active Inventory by Price Range Current Month



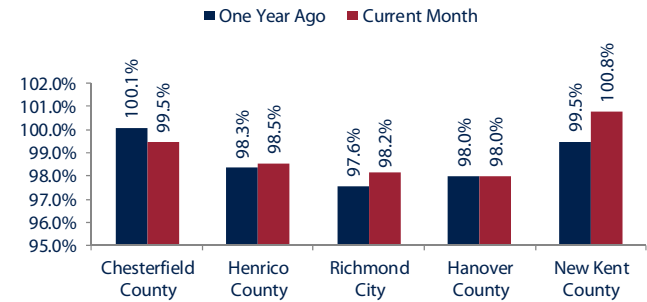
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Average Sale Price as a Percent of List Price

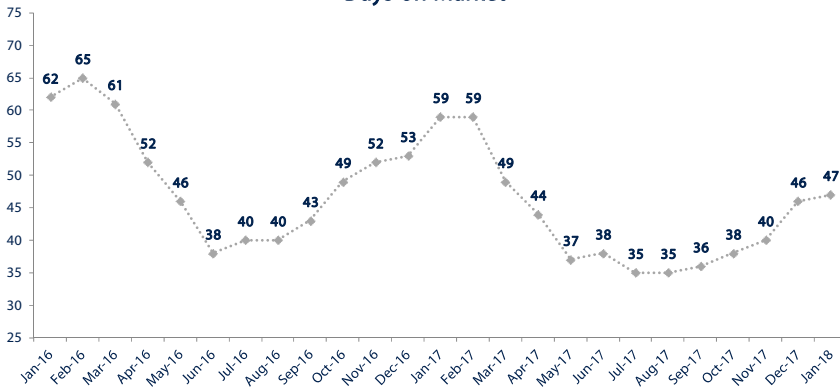


Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

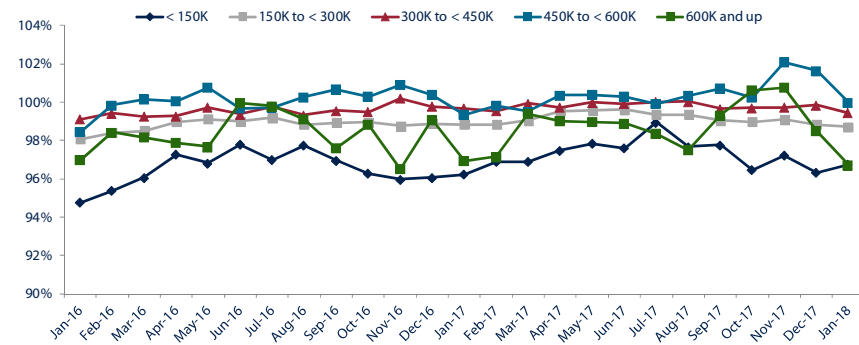


Days on Market		Avg Sale Price as % of List Price	
Current Month	One Year Ago	Current Month	One Year Ago
47	59	98.7%	98.6%
Down -20% Vs. Year Ago		Up 0.1% Vs. Year Ago	

Days on Market



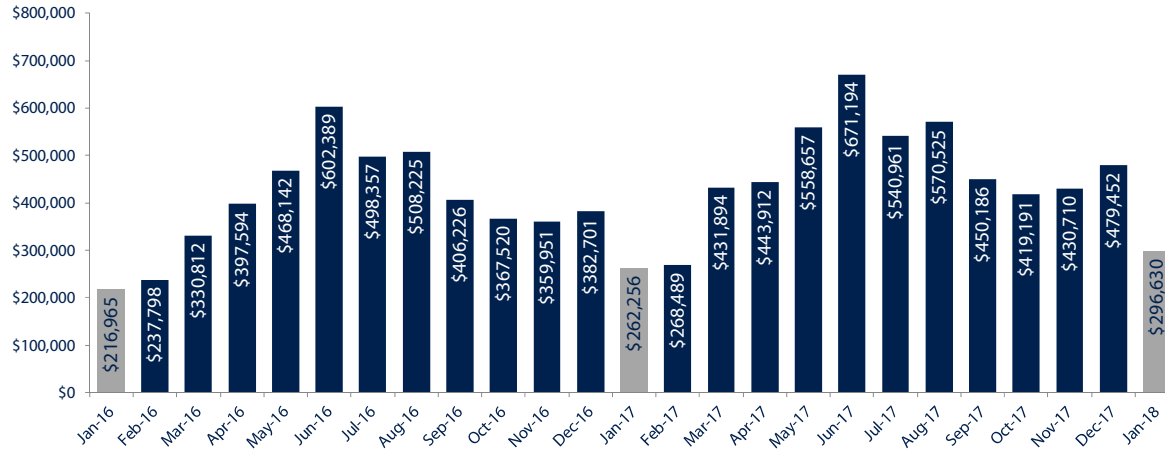
Average Sale Price as a Percent of List Price
by Price Range



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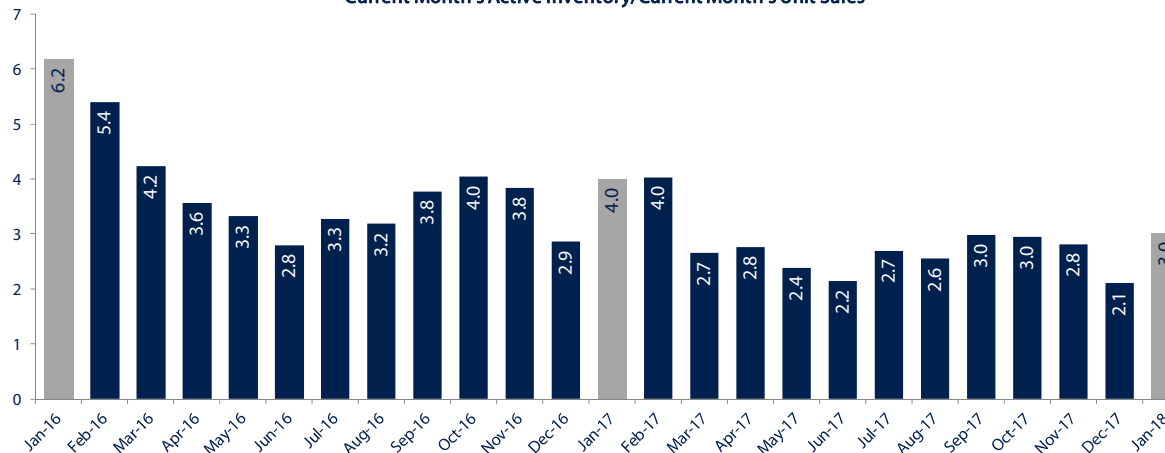
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 13% greater than the same month one year ago.
- In January, there was 3.0 months of supply available, compared to 4.0 in January 2017. That was a decrease of 25% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



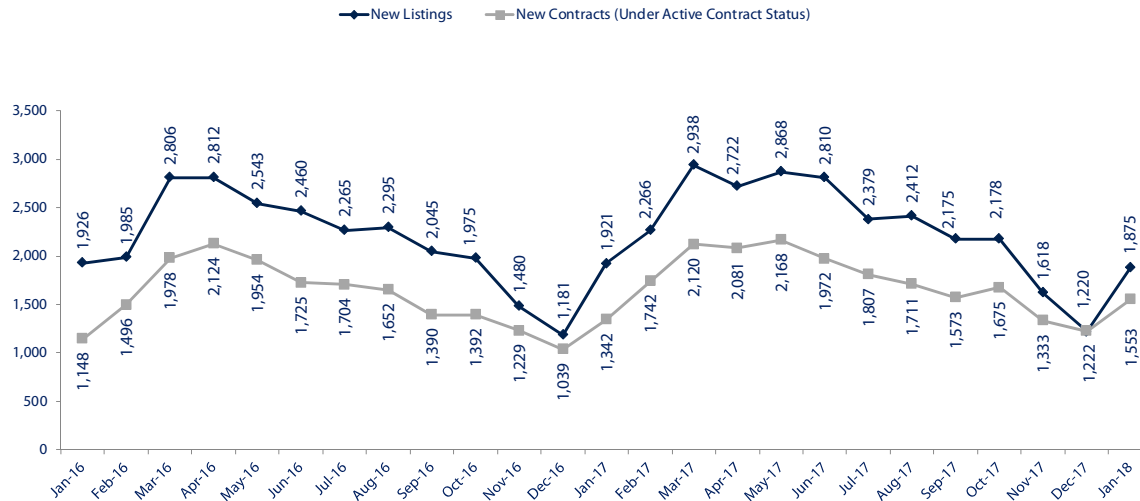
Total Dollar Volume Sold	
Current Month	One Year Ago
\$296,630,493	\$262,256,110
Up 13% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.0	4.0
Down -25% Vs. Year Ago	

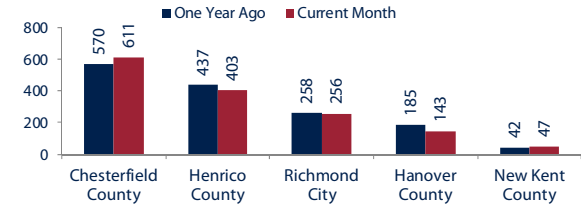
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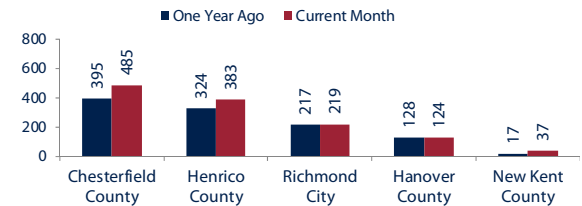
New Listings & New Contracts



New Listings Of Top Five Counties/Cities Based on Total Units Sold



New Contracts Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
1,875	1,921
Down -2% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,553	1,342
Up 16% Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, a decrease of 16% from January 2017.

Supply/Demand Ratio Number of New Listings to New Contracts

