

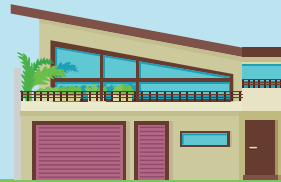
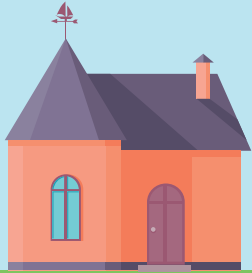
2017 Quarter 1 Statistics

Inventory has increased approx 8% over first quarter 2016

Dramatic drop in DOM at the \$500-\$750 market from 2017 to 2016 indicates our price point has shifted.

Since 2015 there has been an approx 59% increase in homes sold above \$500.

Homes that sold for cash 2017-15.9%, 2016-16.4%, 2015-18.9%



NEW LISTINGS BY PRICE RANGE

QUANTITY OF SOLD HOMES BY PRICE

MEDIAN CDOM FOR LISTINGS SOLD BY PRICE

MEDIAN SOLD PRICE

NEW LISTINGS

2017
14,252

2016
13,199

2015
13,392

SOLD HOMES

2017
10,587

2016
10,108

2015
9,605

2017
\$500K and below
10,295
\$500K-\$750K
2,589
\$750-\$1M
707
\$1M and above
661

2016
\$500K and below
10,014
\$500K-\$750K
2,097
\$750-\$1M
573
\$1M and above
515

2015
\$500K and below
10,723
\$500K-\$750K
1,671
\$750-\$1M
531
\$1M and above
467

2017
\$500K and below
8,395
\$500K-\$750K
1,586
\$750-\$1M
349
\$1M and above
257

2016
\$500K and below
8,405
\$500K-\$750K
1,206
\$750-\$1M
292
\$1M and above
205

2015
\$500K and below
8,226
\$500K-\$750K
990
\$750-\$1M
229
\$1M and above
160

2017
\$500K and below
7
\$500K-\$750K
29
\$750-\$1M
53
\$1M and above
78

2016
\$500K and below
7
\$500K-\$750K
41
\$750-\$1M
58
\$1M and above
67

2015
\$500K and below
6
\$500K-\$750K
46
\$750-\$1M
71
\$1M and above
104

2017
\$360,000

2016
\$330,000

2015
\$299,495