

Local Market Update for September 2018

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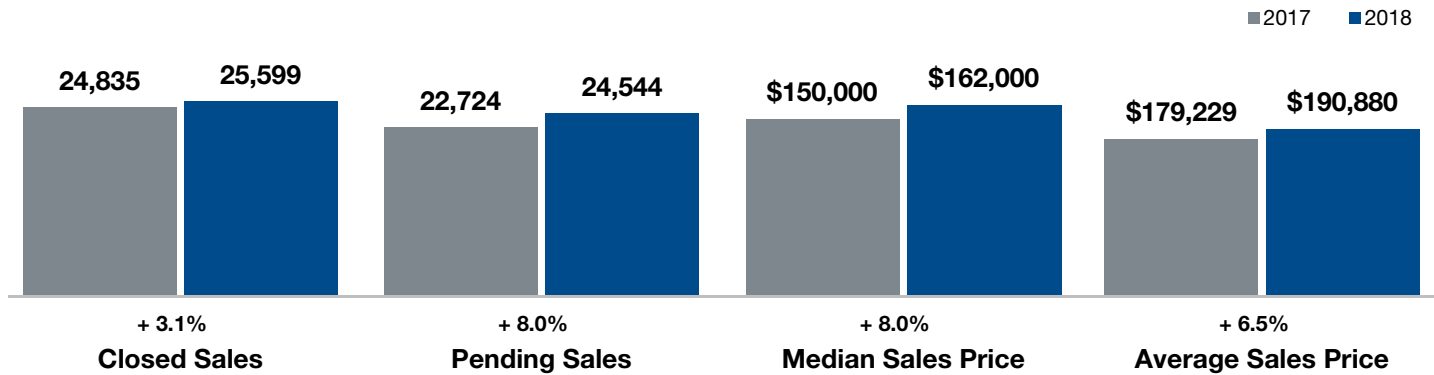


Entire State

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	30,007	31,094	+ 3.6%	108,603	108,390	- 0.2%
Closed Sales	24,835	25,599	+ 3.1%	87,836	89,352	+ 1.7%
Median Sales Price	\$150,000	\$162,000	+ 8.0%	\$145,000	\$155,000	+ 6.9%
Percent of Original List Price Received*	96.1%	96.6%	+ 0.5%	95.6%	96.2%	+ 0.6%

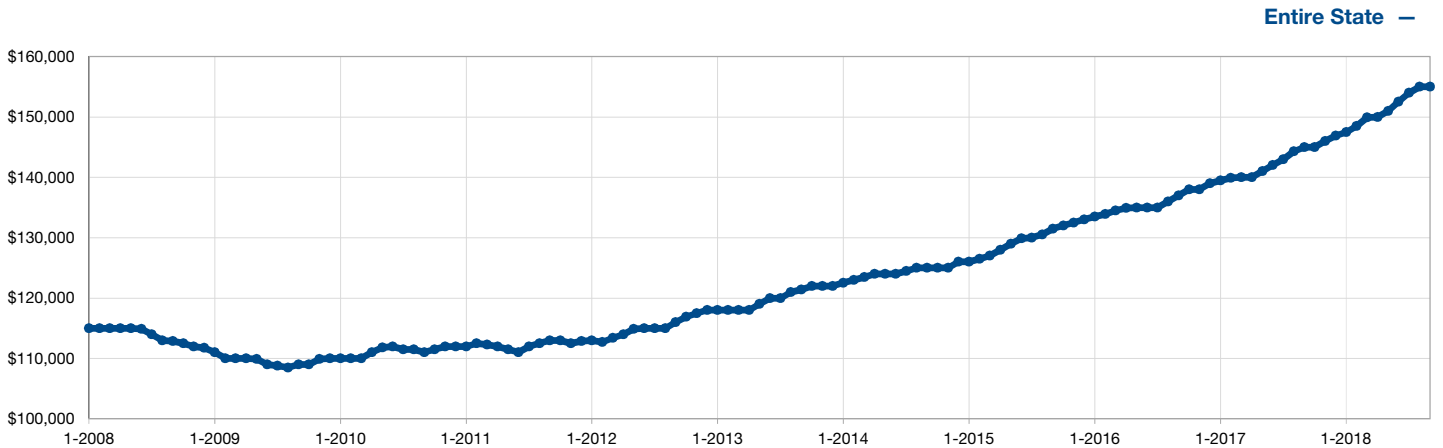
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July through September



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.