

	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	Prev Yr/Mo	2018	YTD		2019	2019	2019	2019	2019	2019	2019	2019	2019	2019	2019	2019	Prev Yr/Mo	2019	YTD
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Variance 18-17	Total/Avg YTD	Variance 18-17		2017 YTD	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Variance 19-18	Total/Avg YTD	Variance 19-18
<b>Membership:</b>																															
Offices	694	700	700	703	686	689	689	693	698	696	684	687	-0.72%	693	0.92%	687	688	691	693	690	682	688	691	695	690	695	694	1.46%	691	-0.46%	
Licenses	5,590	5563	5610	5662	5656	5760	5826	5849	5912	5899	5855	5887	5.58%	5,756	6.07%	5,426	5,896	5,814	5,874	5,942	5,882	5,963	6,014	5,984	6,058	6,035	5,995	2.39%	5,951	3.60%	
Appraisers (Included)	251	252	251	250	245	246	246	244	243	240	235	233	-7.91%	245	-2.56%	251	233	230	232	232	231	235	239	239	238	235	238	1.28%	235	-4.48%	
<b>Active Inventory</b>	6,812	6718	6692	6918	7246	7688	7965	8190	8210	8143	7770	6925	-4.10%	7,440	-10.64%	8,326	6,613	6,439	6,402	6,607	6,809	6,982	7,108	7,303	7,212	7,017	6,597	-15.10%	6,826	-8.82%	
<b>Residential</b>	4,185	4027	4033	4275	4536	4986	5257	5423	5449	5409	5023	4372	0.28%	4,748	-7.63%	5,140	4,044	3,828	3,788	3,942	4,188	4,386	4,497	4,630	4,586	4,429	4,032	-19.73%	4,214	-11.89%	
Multi-Fam. & Apts.	266	274	283	280	289	287	273	311	312	316	292	279	0.72%	289	-13.30%	333	269	257	252	264	261	239	232	213	209	186	188	-35.62%	234	-19.26%	
Commercial & Indus.	514	512	519	515	512	508	544	563	556	570	589	549	11.59%	538	-2.76%	553	555	558	539	557	536	544	532	559	544	567	559	-5.09%	550	2.51%	
Land & Lots	1,847	1905	1857	1848	1909	1907	1891	1893	1848	1866	1725	1725	-6.40%	1,866	-9.21%	2,055	1,745	1,796	1,823	1,844	1,824	1,813	1,847	1,901	1,873	1,835	1,818	-2.57%	1,829	-2.64%	
Lease / Rental	236	205	211	225	240	244	260	237	233	268	291	265	6.43%	243	-0.75%	245	262	210	162	159	151	154	125	134	163	165	190	-34.71%	170	-29.25%	
<b>New Listings (Total)</b>	2,527	2750	3568	3729	4193	4040	3738	3731	3057	3294	2396	1558	0.19%	38,581	-0.01%	38,584	2,588	2,780	3,342	3,907	3,971	3,605	3,625	3,492	3,260	3,067	2,228	-7.01%	35,865	-3.13%	
New Listings (SF&C)	2,105	2340	3098	3268	3707	3549	3341	3238	2680	2,899	2,048	1297	-1.67%	33,570	-0.45%	33,721	2,195	2,335	2,896	3,443	3,468	3,169	3,214	3,044	2,832	2,694	1,890	-7.71%	31,180	-3.39%	
Lender Involved	7.03%	6.58%	5.20%	5.60%	4.72%	3.86%	3.80%	4.08%	3.99%	3.97%	5.32%	6.32%	-40.44%	3.04%	-29.67%	7.16%	5.19%	4.20%	4.42%	3.63%	4.15%	4.10%	3.27%	3.68%	3.92%	4.60%	4.02%	-24.45%	0	-16.55%	
<b>Expirations Cancelled (SF&amp;C)</b>	422	293	383	335	300	367	301	318	432	417	443	739	-3.27%	396	-11.30%	446	399	325	361	324	276	385	258	334	341	372	401	-9.48%	343	-5.86%	
Cancelled (SF&C)	367	269	350	376	420	455	493	539	456	674	566	376	27.46%	445	6.71%	417	429	366	374	394	462	439	507	502	488	521	351	-37.99%	439	-2.66%	
<b>New Pending Sales</b>																															
New (SF & C)	1854	2236	2826	2774	2950	2731	2647	2574	2110	2112	1682	1373	-6.73%	2,322	-1.99%	2,370	1869	2181	2759	2932	2848	2711	2673	2506	2341	2223	1853	10.17%	2,445	1.51%	
Lender Involved	8.47%	8.72%	6.79%	6.71%	5.69%	5.75%	4.12%	4.00%	4.98%	5.07%	5.35%	8.30%	-16.29%	6.16%	-28.42%	8.61%	6.05%	4.77%	5.04%	4.16%	4.81%	4.02%	3.78%	4.63%	3.37%	4.72%	4.80%	-10.24%	0	-23.60%	
New (Monthly) - Total	2080	2437	3126	3029	3205	3020	2906	2851	2342	2347	1887	1547	-6.36%	2,565	-1.54%	2,605	2067	2415	3030	3164	3117	2634	2924	2781	2595	2465	2051	8.69%	2,658	0.04%	
<b>Total BOM (in Month)</b>	490	550	626	582	679	697	723	731	570	570	479	377	1.89%	590	2.89%	573	433	489	579	658	698	661	744	658	551	561	461	-3.76%	590	-3.05%	
<b>Total Waiting To Close</b>	3110	3756	4243	4565	4680	4416	4245	3909	3531	3298	2856	2310	-15.60%	3,743	-7.38%	4,042	2910	3532	3999	4442	4407	4025	3943	3673	3666	3384	3022	5.81%	3,728	-3.77%	
<b>Closings:</b>																															
	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	Prev Yr/Mo	2018	YTD		2019	2019	2019	2019	2019	2019	2019	2019	2019	2019	2019	Prev Yr/Mo	2019	YTD	
	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Variance 18-17	Total/Avg YTD	Variance 18-17		2017	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Variance 19-18	Total/Avg YTD	Variance 19-18
<b>Total Sold Properties</b>	1,526	1632	2299	2433	2835	3008	2787	2853	2329	2292	2136	1823	-10.64%	27,953	-0.95%	28,220	1,395	1,618	2,176	2,559	2,870	2,870	2,722	2,742	2,324	2,456	2,071	-3.04%	25,803	-1.25%	
\$ Volume (000's)	\$288,209	\$301,475	\$464,846	\$507,771	\$602,895	\$704,611	\$603,250	\$620,197	\$470,322	\$480,081	\$436,460	\$375,260	-5.23%	\$5,855,379	5.79%	5,534,955	\$274,078	\$338,521	\$431,073	\$555,158	\$644,070	\$688,768	\$638,354	\$607,209	\$509,368	\$534,660	\$463,026	6.09%	\$5,684,284	3.73%	
Average Price	\$188,865	\$184,727	\$202,195	\$208,702	\$212,661	\$234,246	\$216,451	\$217,384	\$201,942	\$209,460	\$204,335	\$205,848	6.05%	\$209,472	6.80%	\$196,136	\$196,471	\$209,222	\$198,103	\$216,943	\$224,414	\$239,989	\$234,516	\$221,447	\$219,177	\$217,695	\$223,576	9.42%	\$220,295	5.04%	
<b>Single Family</b>	1,185	1330	1855	1952	2279	2533	2236	2328	1861	1849	1737	1475	-9.73%	22,620	-0.88%	22,820	1,095	1,298	1,761	2,093	2,346	2,391	2,260	2,230	2,021	1,676	-3.51%	21,078	-0.32%		
\$ Volume (000's)	\$238,240	\$257,673	\$391,017	\$435,004	\$518,545	\$609,872	\$523,319	\$396,746	\$407,641	\$374,936	\$317,863	\$317,863	-3.79%	\$4,997,257	5.74%	4,725,776	\$226,056	\$286,670	\$369,088	\$479,468	\$551,959	\$597,612	\$559,232	\$520,061	\$443,110	\$458,200	\$394,167	5.13%	\$4,885,623	4.41%	
Avg. DOM	46	51	44	36	31	26	29	27	30	32	37	40	-6.98%	36	-10.63%	40	45	46	42	36	30	27	26	27	29	34	34	-8.11%	34	-5.14%	
Avg. CDOM	56	65	55	49	39	34	36	33	38	40	47	48	-15.79%	45	-13.04%	52	60	60	53	47	39	37	36	33	36	38	43	-8.51%	44	-2.03%	
Avg. Price	\$201,046	\$193,739	\$210,791	\$222,850	\$227,532	\$240,771	\$234,042	\$226,117	\$213,190	\$220,466	\$215,853	\$215,500	6.58%	\$220,922	6.68%	\$207,089	\$206,444	\$220,855	\$209,590	\$229,082	\$235,277	\$249,942	\$247,448	\$233,211	\$232,360	\$226,719	\$235,183	8.96%	\$231,788	4.74%	
Median Price	\$159,900	\$157,788	\$172,400	\$180,750	\$185,900	\$194,900	\$188,750	\$185,000	\$176,000	\$174,000	\$176,400	\$170,000	7.26%	\$176,816	6.93%	165,354	\$165,000	\$181,950	\$175,000	\$188,600	\$195,000	\$205,000	\$200,000	\$194,250	\$189,000	\$183,000	\$189,250	7.28%	\$187,823	5.85%	
<b>Condominiums</b>	163	171	237	273	340	288	321	296	261	228	222	183	-12.86%	2,983	-3.05%	3,077	143	168	222	278	292	293	262	300	214	226	227	2.25%	2,625	-6.25%	
\$ Volume (000's)	\$25,538	\$25,647	\$40,570	\$44,823	\$55,104	\$48,128	\$50,323	\$47,003	\$44,799	\$35,301	\$34,665	\$29,396	-16.81%	\$481,297	-5.06%	506,942	\$22,978	\$28,983	\$36,153	\$46,913	\$57,115	\$59,078	\$48,066	\$51,504	\$36,149	\$37,911	\$36,126	4.21%	\$460,976	2.01%	
Avg. DOM	46	53	37	44	30	24	28	26	31	31	40	36	-23.40%	36	-20.67%	45	40	51	51	28	29	39	27	25	29	24	27	-32.50%	34	-5.13%	
Avg. CDOM	52	60	47	51	35	29	33	31	41	38	43	42	-27.59%	42	-22.41%	54	46	61	61	38	39	45	33	33	31	26	36	-16.28%	41	-2.39%	
Avg. Price	\$156,675	\$149,982	\$171,181	\$164,187	\$162,071	\$167,111	\$156,769	\$158,794	\$171,644	\$154,829	\$125,250	\$160,634	-4.53%	\$161,347	-2.07%	\$164,752	\$160,685	\$172,518	\$162,851	\$168,752	\$195,599	\$201,631	\$183,458	\$171,680	\$168,921	\$167,748	\$159,145	27.06%	\$175,610	8.81%	
Median Price	\$124,000	\$124,000	\$137,000	\$142,500	\$139,250	\$130,000	\$132,000	\$129,300	\$139,000	\$126,000	\$125,500	\$115,000	-13.97%	\$130,379	4.42%	124,856	\$132,500	\$140,500	\$129,250	\$137,250	\$147,950	\$153,900	\$139,900	\$151,000	\$138,275	\$140,000	\$132,000	5.18%	\$140,230	6.41%	
SFC Lender Inv Sales	8.98%	8.53%	6.36%	6.07%	6.07%	5.64%	5.44%	4.42%	4.38%	4.96%	4.49%	5.07%	-32.30%	5.94%	-31.53%	8.67%	7.84%	6.07%	4.74%	4.89%	3.87%	4.55%	4.04%	4.11%	4.24%	3.47%	3.68%	-18.11%	0	-21.17%	
<b>Multi-Family (2-4)</b>	61	47	71	69	83	67	99	88	84	80	70	76	-8.43%	895	7.06%	836	47	50	72	63	87	64	95	68	83	70	0.00%	7			