

	2019 Jan	2019 Feb	2019 Mar	2019 Apr	2019 May	2019 June	2019 July	2019 Aug	2019 Sept	2019 Oct	2019 Nov	2019 Dec	2020 Jan	2020 Feb	2020 Mar	2020 Apr	2020 May	2020 June	2020 July	2020 Aug	2020 Sept	Prev Yr/Mo Variance 20-19	2020 Total/Avg YTD	YTD Variance 20-19
Memberships:																								
Offices	688	691	693	690	682	688	691	695	690	695	694	697	702	705	711	705	699	698	705	707	711	3.04%	705	2.17%
Licensees	5,896	5,814	5,874	5,942	5,882	5,963	6,014	5,984	6,058	6,035	5,995	6,036	6,039	5,978	6,025	6,055	5,998	5,995	6,068	6,126	6,223	2.72%	6,056	2.02%
Appraisers (Included)	233	230	232	232	231	235	239	239	238	235	238	238	238	237	236	235	233	235	235	239	239	0.42%	236	0.85%
Active Inventory	6,613	6,439	6,402	6,607	6,809	6,982	7,108	7,303	7,212	7,017	6,597	5,784	5,507	5,249	5,340	5,225	5,025	4,548	4,442	4,383	4,437	-38.48%	4,906	-28.17%
Residential	4,044	3,828	3,788	3,942	4,188	4,386	4,497	4,630	4,586	4,429	4,032	3,437	3,107	2,858	3,036	2,963	2,796	2,474	2,416	2,409	2,506	-45.36%	2,729	-35.17%
Multi-Fam. & Apts.	269	257	252	264	261	239	232	213	209	186	188	159	148	134	163	153	151	156	142	175	173	-17.22%	155	-36.48%
Commercial & Indus.	555	558	539	557	536	544	532	559	544	567	559	520	524	515	514	503	493	476	479	467	457	-15.99%	492	-10.07%
Land & Lots	1,745	1,796	1,823	1,844	1,824	1,813	1,847	1,901	1,873	1,835	1,818	1,668	1,728	1,742	1,627	1,606	1,585	1,442	1,405	1,332	1,301	-30.54%	1,530	-16.39%
Lease / Rental	262	210	162	159	151	154	125	134	163	165	190	177	196	153	148	141	108	129	121	120	118	-27.61%	137	-18.82%
New Listings (Total)	2,588	2,780	3,342	3,907	3,971	3,605	3,625	3,492	3,260	3,067	2,228	1,581	2,503	2,637	3,114	2,670	3,200	3,440	3,535	3,286	3,295	1.07%	27,680	-9.45%
New Listings (SF&C)	2,195	2,335	2,896	3,443	3,468	3,169	3,214	3,044	2,832	2,694	1,890	1,299	2,101	2,291	2,743	2,355	2,861	3,075	3,150	2,902	2,873	1.45%	24,351	-8.44%
Lender Involved	5.19%	4.20%	4.42%	3.63%	4.15%	4.10%	3.27%	3.68%	3.92%	4.60%	4.02%	5.70%	5.19%	5.15%	4.70%	3.91%	2.83%	2.34%	2.35%	1.86%	3.24%	-17.41%	0	-13.66%
Expirations	399	325	361	324	276	385	258	334	341	372	401	659	337	239	325	278	227	316	241	272	257	-24.63%	277	-17.02%
Cancelled (SF&C)	429	366	374	394	462	439	502		488	521	351	368	331	268	278	337	304	341	307	293	351	-28.07%	312	-29.06%
New Pending Sales																								
New (SF & C)	1869	2181	2759	2932	2848	2711	2673	2506	2341	2223	1853	1373	2018	2201	2354	2190	2850	3067	3023	2892	2640	12.77%	2,582	1.82%
Lender Involved	6.05%	4.77%	5.04%	4.16%	4.81%	4.02%	3.78%	4.63%	3.37%	4.72%	4.80%	6.26%	5.40%	5.68%	4.42%	4.61%	3.33%	3.06%	2.94%	2.46%	2.31%	-31.53%	0	-15.77%
New (Monthly) - Total	2067	2415	3030	3164	3117	2634	2924	2781	2595	2465	2051	1547	2210	2495	2574	2391	3093	3377	3330	3171	2954	13.83%	2,844	3.51%
Total BOM (in Month)	433	489	579	658	698	661	744	658	551	561	461	377	454	439	667	558	650	635	691	604	629	14.16%	592	-2.63%
Total Waiting To Close	2910	3532	3999	4442	4407	4025	3943	3673	3666	3384	3022	2355	2960	3524	3590	3726	4425	4859	4803	4551	4405	20.16%	4,094	6.49%
Closings:																								
Total Sold Properties	1,403	1,625	2,190	2,581	2,899	2,899	2,747	2,773	2,336	2,468	2,081	2,076	1,496	1,744	2,150	2,053	2,128	2,714	3,082	2,964	2,841	21.62%	21,172	-1.31%
\$ Volume (000's)	\$276,437	\$340,831	\$435,292	\$560,950	\$652,057	\$698,040	\$643,380	\$613,864	\$512,614	\$539,604	\$466,006	\$461,193	\$323,290	\$370,087	\$488,755	\$471,640	\$495,880	\$664,470	\$783,052	\$743,936	\$703,217	37.18%	\$5,044,327	6.57%
Average Price	\$197,033	\$209,742	\$198,764	\$217,338	\$224,925	\$240,787	\$234,212	\$221,372	\$219,441	\$218,640	\$223,934	\$222,155	\$216,103	\$212,206	\$227,328	\$229,732	\$233,026	\$244,831	\$254,073	\$250,991	\$247,524	12.80%	\$238,255	7.98%
Single Family	1,103	1,304	1,774	2,110	2,372	2,417	2,282	2,256	1,917	2,031	1,685	1,677	1,196	1,402	1,774	1,679	1,755	2,276	2,514	2,456	2,308	20.40%	17,360	-1.00%
\$ Volume (000's)	\$228,320	\$288,875	\$373,177	\$484,590	\$559,289	\$606,526	\$563,817	\$526,288	\$446,005	\$462,863	\$397,019	\$388,752	\$264,962	\$311,337	\$421,434	\$402,320	\$430,287	\$594,812	\$689,201	\$658,466	\$607,520	36.21%	\$4,380,339	7.44%
Avg. DOM	44	46	42	36	30	26	26	27	27	29	34	35	42	41	37	28	23	24	25	22	17	-37.04%	29	-14.80%
Avg. CDOM	60	60	53	47	38	37	35	33	36	38	43	44	53	51	48	35	32	30	31	28	21	-41.67%	37	-17.54%
Avg. Price	\$206,999	\$221,530	\$210,359	\$229,664	\$235,788	\$250,942	\$247,071	\$233,284	\$232,658	\$227,899	\$235,620	\$231,814	\$211,540	\$222,066	\$237,561	\$239,619	\$245,178	\$261,341	\$274,145	\$268,105	\$263,224	13.14%	\$252,324	8.53%
Median Price	\$165,000	\$181,950	\$175,000	\$189,000	\$196,000	\$206,000	\$200,000	\$194,500	\$189,000	\$183,000	\$199,500	\$187,000	\$178,450	\$182,700	\$200,000	\$198,700	\$211,000	\$220,000	\$230,000	\$234,000	\$224,900	18.99%	\$208,861	10.80%
Condominiums	143	169	222	280	295	295	265	302	216	228	227	190	151	180	220	228	202	251	312	293	282	30.56%	2,119	-3.11%
\$ Volume (000's)	\$22,978	\$29,088	\$36,153	\$47,235	\$58,118	\$59,380	\$48,507	\$51,704	\$36,500	\$38,191	\$36,126	\$36,397	\$30,759	\$30,708	\$40,778	\$42,830	\$37,193	\$45,977	\$57,783	\$51,255	\$53,207	45.77%	\$390,490	0.21%
Avg. DOM	40	51	51	27	29	38	27	25	28	25	27	35	54	42	24	27	35	27	28	24	23	-17.86%	32	-10.13%
Avg. CDOM	46	60	61	38	38	45	33	33	31	27	36	41	59	53	30	31	40	31	38	27	28	-9.68%	37	-12.47%
Avg. Price	\$160,685	\$172,118	\$162,851	\$168,696	\$197,010	\$201,288	\$183,045	\$171,205	\$168,981	\$167,504	\$159,145	\$191,563	\$203,702	\$170,600	\$185,355	\$187,851	\$184,124	\$183,175	\$185,202	\$174,932	\$188,677	11.66%	\$184,280	3.43%
Median Price	\$132,500	\$139,000	\$129,250	\$137,200	\$148,250	\$153,900	\$139,900	\$150,850	\$140,450	\$140,000	\$132,000	\$145,000	\$162,500	\$142,000	\$156,500	\$150,450	\$153,700	\$154,000	\$168,500	\$144,900	\$155,000	10.36%	\$154,172	9.14%
SFC Lender Inv Sales	7.78%	6.04%	4.71%	4.85%	3.82%	4.50%	4.00%	4.07%	4.22%	3.45%	3.66%	4.66%	6.31%	5.69%	4.51%	4.51%	4.09%	3.84%	2.69%	2.95%	2.51%	-40.52%	0	-15.70%
Multi-Family (2-4)	47	50	73	65	87	64	61	96	68	83	71	89	52	54	54	47	67	57	66	65	77	13.24%	539	-11.78%
\$ Volume (000's)	\$5,820	\$6,324	\$9,986	\$11,103	\$13,072	\$9,233	\$8,691	\$12,906	\$10,122	\$13,506	\$9,971	\$13,049	\$8,997	\$8,806	\$9,001	\$7,428	\$11,892	\$9,241	\$10,977	\$10,992	\$12,268	21.20%	\$89,602	2.69%
Apartments (5+)	9	6	6	6	6	3	8	9	9	5	4	12	5	6	10	2	6	6	6	10	7	-22.22%	58	-6.45%
\$ Volume (000's)	\$3,597	\$3,131	\$3,009	\$1,621	\$1,567	\$960	\$2,288	\$4,722	\$3,241	\$1,431	\$793	\$6,864	\$1,150	\$2,831	\$4,088	\$244	\$1,950	\$2,397	\$2,014	\$7,100	\$6,230	92.22%	\$28,004	16.03%
Commercial/Invest	33	24	25	29	26	34	35	19	32	29	32	25	19	20	18	16	14	19	22	13	35	9.38%	176	-31.52%
\$ Volume (000's)	\$10,249	\$3,956	\$3,313	\$6,003	\$8,734	\$7,666	\$7,644	\$7,087	\$6,449	\$9,471	\$11,841	\$6,479	\$6,707	\$5,200	\$5,519	\$2,941	\$1,759	\$3,458	\$3,208	\$2,070	\$6,967	8.03%	\$37,829	-38.09%
Farms & Acreage	1	2	7	6	8	12	11	3	5	9	8	4	7	5	5	6	9	2	16	8	8	60.00%	66	20.00%
\$ Volume (000's)	\$800	\$980	\$2,526	\$1,617	\$4,640	\$4,106	\$3,516	\$1,231	\$3,052	\$3,194	\$5,288	\$1,171	\$1,886	\$1,834	\$2,618	\$6,044	\$3,447	\$475	\$5,829	\$2,566	\$3,098	1.51%	\$27,797	23.72%
Construction Lots	67	70	83	85	105	74	85	88	89	83	54	79	66	77	69	75	75	103	146	119	124	39.33%	854	14.48%
\$ Volume (000's)	\$4,578	\$8,477	\$7,127	\$8,782	\$6,638	\$10,170	\$8,916	\$9,926	\$7,245	\$10,946	\$4,968	\$8,482	\$8,828	\$9,371	\$5,317	\$9,833	\$9,352	\$8,110	\$14,040	\$11,488	\$13,927	92.23%	\$90,266	25.62%