

	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	Prev Yr/Mo Variance 20-19	2020 Total/Avg YTD	YTD Variance 20-19
<b>Membership:</b>																	
Offices	688	691	693	690	682	688	691	695	690	695	694	697	702	705	2.03%	704	2.03%
Licenseses	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	2.82%	6,009	2.62%
Appraisers (Included)	233	230	232	232	231	235	239	239	238	235	238	238	238	237	3.04%	238	2.59%
<b>Active Inventory</b>	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	-18.48%	5,378	-17.59%
<b>Residential</b>	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	-25.34%	2,983	-24.23%
Multi-Fam. & Apts.	269	257	252	264	261	239	232	213	209	186	188	159	148	134	-47.86%	141	-46.39%
Commercial & Indus.	555	558	539	557	536	544	557	559	544	567	559	520	524	515	-7.71%	520	-6.65%
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	-3.01%	1,735	-2.01%
Lease / Rental	262	210	162	159	151	154	125	134	163	165	190	177	196	153	-27.14%	175	-26.06%
<b>New Listings (Total)</b>	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	-5.14%	5,140	-4.25%
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	-1.88%	4,392	-3.05%
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%	22.72%	5.17%	10.09%
<b>Expirations</b>	399	325	361	324	276	385	258	334	341	372	401	659	337	239	-26.46%	288	-20.44%
Cancelled (SF&C)	429	366	374	394	462	439	507	502	488	521	351	368	331	268	-26.78%	300	-24.65%
<b>New Pending Sales</b>																	
New (SF & C)	1869	2181	2759	2932	2848	2711	2673	2506	2341	2223	1853	1373	2018	2201	0.92%	2,110	4.17%
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%	5.50%	15.29%	5.45%	0.78%
New (Monthly) - Total	2067	2415	3030	3164	3117	2634	2924	2781	2595	2465	2051	1547	2210	2495	3.31%	2,353	4.98%
<b>Total BOM (in Month)</b>	433	489	579	658	698	661	744	658	551	561	461	377	454	439	-10.22%	447	-3.15%
<b>Total Waiting To Close</b>	2910	3532	3999	4442	4407	4025	3943	3673	3666	3384	3022	2355	2960	3524	-0.23%	3,242	0.65%
<b>Closings:</b>																	
	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	Prev Yr/Mo Variance 20-19	2020 Total/Avg YTD	YTD Variance 20-19
<b>Total Sold Properties</b>	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	1,735	6.77%	3,231	6.70%
\$ 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	\$368,269	8.05%	691,559	12.04%
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	\$212,259	1.20%	214,039	5.00%
<b>Single Family</b>	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	1,392	6.75%	2,588	7.52%
\$ 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	309,400	7.11%	574,362	11.05%
Avg. DOM	44	46	42	36	30	26	26	27	27	29	34	35	42	41	-10.87%	42	-7.78%
Avg. CDOM	60	60	53	47	38	37	35	33	36	38	43	44	53	51	-15.00%	52	-13.33%
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	\$221,540	\$222,270	0.33%	221,933	3.29%
Median Price	\$165,000	\$181,950	\$175,000	\$189,000	\$196,000	\$206,000	\$200,000	\$194,500	\$189,000	\$183,000	\$189,500	\$187,000	178,450	182,700	0.41%	180,575	4.09%
<b>Condominiums</b>	143	169	222	280	295	295	265	302	216	228	227	190	151	181	7.10%	332	6.41%
\$ 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	\$30,827	5.98%	61,586	18.28%
Avg. DOM	40	51	51	27	29	38	27	25	28	25	27	35	54	42	-17.65%	48	5.49%
Avg. CDOM	46	60	61	38	38	45	33	33	31	27	36	41	59	53	-11.67%	56	5.66%
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	\$170,315	-1.05%	185,500	11.16%
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	2.16%	152,250	12.15%
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%	5.72%	-5.31%	6.02%	-12.98%
<b>Multi-Family (2-4)</b>	47	50	73	65	87	64	61	96	68	83	71	89	52.00	54.00	8.00%	106	9.28%
\$ 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	39.25%	17,803	46.60%
<b>Apartments (5+)</b>	9	6	6	6	6	3	8	9	9	5	4	12	5.00	6.00	0.00%	11	-26.67%
\$ 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	-9.58%	3,981	-40.83%
<b>Commercial/Invest</b>	33	24	25	29	26	34	35	19	32	29	32	25	19.00	20.00	-16.67%	39	-31.58%
\$ 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	31.45%	11,907	-16.18%
<b>Farms &amp; Acreage</b>	1	2	7	6	8	12	11	3	5	9	8	4	7.00	5.00	150.00%	12	300.00%
\$ 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	87.14%	3,720	108.99%
<b>Construction Lots</b>	67	70	83	85	105	74	85	88	89	83	54	79	66.00	77.00	10.00%	143	4.38%
\$ 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	10.55%	18,199	39.40%