

Sold Summary

| | Nov 2018 | Nov 2017 | % Change |
|-----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$2,095,207,280 | \$2,157,420,409 | -2.88% |
| Avg Sold Price | \$325,798 | \$307,895 | 5.81% |
| Median Sold Price | \$260,000 | \$245,000 | 6.12% |
| Units Sold | 6,431 | 7,007 | -8.22% |
| Avg Days on Market | 62 | 66 | -6.06% |
| Avg List Price for Solds | \$332,676 | \$315,094 | 5.58% |
| Avg SP to OLP Ratio | 96.8% | 96.6% | 0.17% |
| Ratio of Avg SP to Avg OLP | 95.8% | 95.7% | 0.17% |
| SF Det Avg Sold Price | \$350,872 | \$330,251 | 6.24% |
| All Other Avg Sold Price | \$231,897 | \$214,150 | 8.29% |
| Manufactured Avg Sold Price | \$135,392 | \$127,089 | 6.53% |
| SF Det Units Sold | 5,203 | 5,765 | -9.75% |
| All Other Units Sold | 1,071 | 1,099 | -2.55% |
| Manufactured Units Sold | 157 | 143 | 9.79% |

Notes:

- SP = Sold Price
- OLP = Original List Price
- SF Det = Single Family Detached
- All Other = Patio Home, Townhouse, Apartment Style/Flat, Gemini/Twin Home, Loft Style
- Manufactured = Mfg/Mobile, Modular
- New = Listing counts within a time period

Inventory

| | Nov 2018 | Nov 2017 | % Change |
|-----------------|----------|----------|----------|
| Active Listings | 17,252 | 17,023 | 1.35% |
| All Contracts | 7,678 | 9,092 | -15.55% |
| New Listings | 8,183 | 8,118 | 0.80% |
| New Contracts | 7,287 | 8,110 | -10.15% |

Financing (Sold)

| | |
|--------------|-------|
| Cash | 1,587 |
| Conventional | 3,514 |
| FHA | 796 |
| Other | 31 |
| Owner | 20 |
| VA | 467 |

Days on Market (Sold)

| | |
|------------|-------|
| 0 | 121 |
| 1 to 10 | 1,002 |
| 11 to 20 | 680 |
| 21 to 30 | 652 |
| 31 to 60 | 1,873 |
| 61 to 90 | 804 |
| 91 to 120 | 492 |
| 121 to 180 | 424 |
| 181 to 360 | 301 |
| 361 to 720 | 72 |
| 721+ | 8 |

Sold Detail

| Price Ranges | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Total | Active Listings | | |
|----------------------------|--------------|------------|--------------|------------|--------------|-----------|------------|--------------|-----------------|--------------|------------|
| | SF Det | All Other | SF Det | All Other | SF Det | All Other | Manu | | SF Det | All Other | Manu |
| <= \$50,000 | 3 | 3 | 2 | 0 | 0 | 0 | 12 | 20 | 5 | 2 | 35 |
| \$50,001 to \$100K | 7 | 64 | 11 | 4 | 2 | 0 | 48 | 136 | 47 | 71 | 69 |
| \$100,001 to \$150K | 32 | 180 | 43 | 31 | 9 | 0 | 48 | 343 | 151 | 237 | 113 |
| \$150,001 to \$200K | 136 | 243 | 391 | 50 | 141 | 4 | 31 | 996 | 852 | 406 | 100 |
| \$200,001 to \$300K | 248 | 194 | 1,216 | 98 | 746 | 6 | 14 | 2,522 | 4,425 | 675 | 71 |
| \$300,001 to \$400K | 120 | 57 | 436 | 32 | 535 | 8 | 1 | 1,189 | 3,028 | 385 | 17 |
| \$400,001 to \$500K | 34 | 25 | 130 | 20 | 322 | 2 | 0 | 533 | 1,694 | 209 | 8 |
| \$500,001 to \$600K | 10 | 9 | 56 | 13 | 156 | 2 | 2 | 248 | 984 | 116 | 1 |
| \$600,001 to \$800K | 18 | 6 | 41 | 6 | 143 | 0 | 1 | 215 | 1,020 | 88 | 5 |
| \$800,001 to \$1M | 0 | 3 | 18 | 3 | 76 | 1 | 0 | 101 | 670 | 55 | 2 |
| \$1,000,001 to \$2.5M | 0 | 1 | 20 | 4 | 89 | 1 | 0 | 115 | 1,196 | 75 | 1 |
| \$2,500,001 to \$5M | 0 | 0 | 0 | 1 | 10 | 0 | 0 | 11 | 332 | 7 | 1 |
| \$5,000,001 + | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 2 | 99 | 0 | 0 |
| Total | 608 | 785 | 2,364 | 262 | 2,231 | 24 | 157 | 6,431 | 14,503 | 2,326 | 423 |
| Avg Sold Price | \$270,409 | \$204,411 | \$290,928 | \$299,411 | \$436,319 | \$393,908 | \$135,392 | \$325,798 | | | |
| Prev Year - Avg Sold Price | \$244,890 | \$188,948 | \$273,198 | \$277,354 | \$412,069 | \$243,876 | \$127,089 | \$307,895 | | | |
| Avg Sold % Change | 10.42% | 8.18% | 6.49% | 7.95% | 5.88% | 61.52% | 6.53% | 5.81% | | | |
| Prev Year - # of Solds | 611 | 777 | 2,661 | 299 | 2,493 | 23 | 143 | 7,007 | | | |

Active Detail