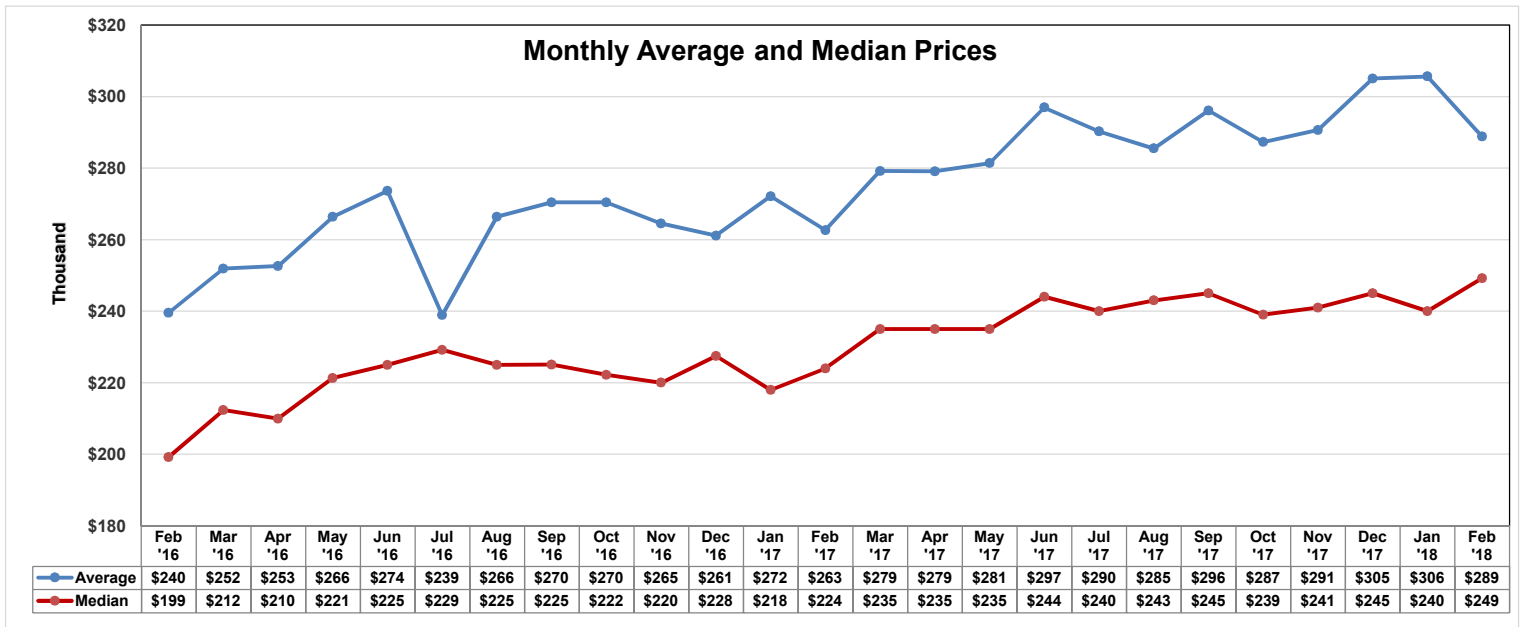


Monthly Sales Trends
2018

Sales by Price Range - Single Family Homes

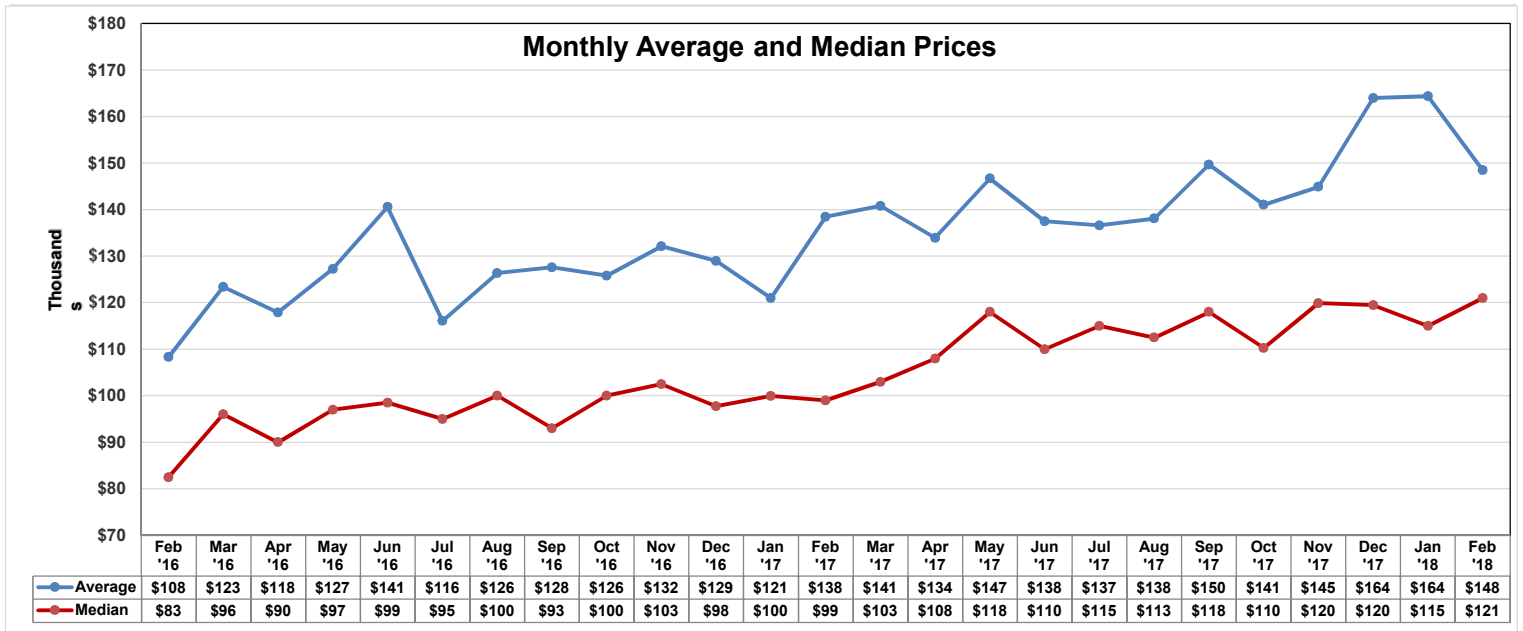
| Price Range | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|----------------------------|----------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|
| \$1 - \$24,999 | 6 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0.05% | 0.19% |
| \$25,000 - \$49,999 | 12 | 16 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28 | 0.85% | 0.77% |
| \$50,000 - \$59,999 | 10 | 11 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 | 0.58% | 0.58% |
| \$60,000 - \$69,999 | 13 | 11 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 24 | 0.58% | 0.66% |
| \$70,000 - \$79,999 | 13 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 0.64% | 0.69% |
| \$80,000 - \$89,999 | 16 | 9 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 0.48% | 0.69% |
| \$90,000 - \$99,999 | 19 | 16 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 35 | 0.85% | 0.96% |
| \$100,000 - \$119,999 | 44 | 48 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 92 | 2.55% | 2.53% |
| \$120,000 - \$139,999 | 71 | 64 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 135 | 3.39% | 3.71% |
| \$140,000 - \$159,999 | 84 | 97 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 181 | 5.14% | 4.98% |
| \$160,000 - \$179,999 | 114 | 130 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 244 | 6.89% | 6.71% |
| \$180,000 - \$199,999 | 148 | 147 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 295 | 7.79% | 8.12% |
| \$200,000 - \$249,999 | 371 | 387 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 758 | 20.52% | 20.85% |
| \$250,000 - \$299,999 | 296 | 329 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 625 | 17.44% | 17.19% |
| \$300,000 - \$349,999 | 174 | 212 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 386 | 11.24% | 10.62% |
| \$350,000 - \$399,999 | 92 | 137 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 229 | 7.26% | 6.30% |
| \$400,000 - \$499,999 | 110 | 124 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 234 | 6.57% | 6.44% |
| \$500,000 - \$599,999 | 52 | 51 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 103 | 2.70% | 2.83% |
| \$600,000 - \$699,999 | 32 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 46 | 0.74% | 1.27% |
| \$700,000 - \$799,999 | 20 | 23 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 43 | 1.22% | 1.18% |
| \$800,000 - \$899,999 | 12 | 15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 27 | 0.80% | 0.74% |
| \$900,000 - \$999,999 | 7 | 11 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 | 0.58% | 0.50% |
| \$1,000,000 - \$1,499,999 | 14 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 | 0.64% | 0.72% |
| \$1,500,000 - \$1,999,999 | 5 | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 | 0.37% | 0.33% |
| \$2,000,000 - \$4,999,999 | 12 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0.11% | 0.39% |
| \$5,000,000 and over | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.00% | 0.06% |
| 2018 | 1,749 | 1,886 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,635 | 100% | 100% |
| 2017 | 1,723 | 1,905 | 2,738 | 2,401 | 3,034 | 3,079 | 2,659 | 2,767 | 1,948 | 2,247 | 2,171 | 2,396 | 3,628 | | |
| Chg from last month | -27.00% | 7.83% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | | |
| Chg from last year | 1.51% | -1.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.19% | | |
| 2018 YTD | 1,749 | 3,635 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,635 | | |
| 2017 YTD | 1,723 | 3,628 | 6,366 | 8,767 | 11,801 | 14,880 | 17,539 | 20,306 | 22,254 | 24,501 | 26,672 | 29,068 | 3,628 | | |
| % Change YTD | 1.51% | 0.19% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.19% | | |



Monthly Sales Trends
2018

Sales by Price Range - Condominiums

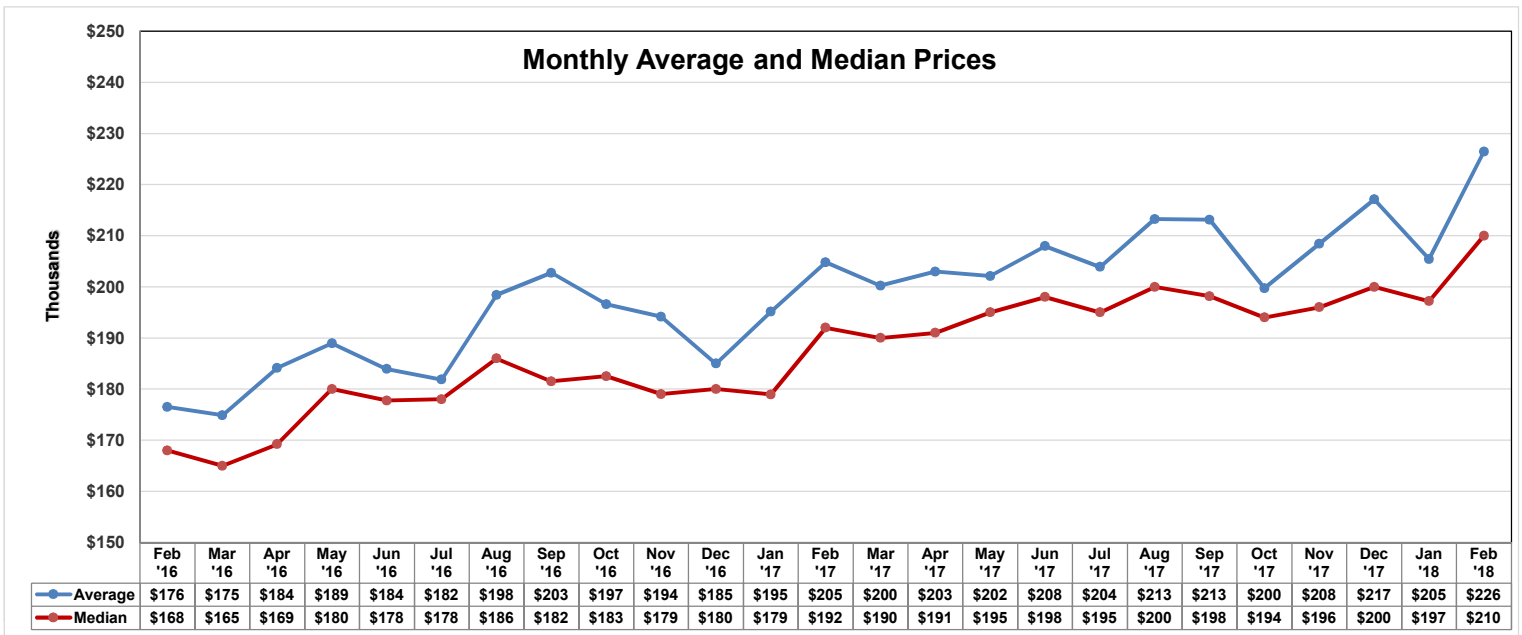
| Price Range | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|----------------------------|----------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-------------|-------------|
| \$1 - \$24,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$25,000 - \$49,999 | 11 | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 | 2.22% | 3.07% |
| \$50,000 - \$59,999 | 14 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 | 3.80% | 4.44% |
| \$60,000 - \$69,999 | 19 | 15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 34 | 4.75% | 5.80% |
| \$70,000 - \$79,999 | 15 | 31 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 46 | 9.81% | 7.85% |
| \$80,000 - \$89,999 | 22 | 21 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 43 | 6.65% | 7.34% |
| \$90,000 - \$99,999 | 22 | 21 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 43 | 6.65% | 7.34% |
| \$100,000 - \$119,999 | 42 | 43 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 85 | 13.61% | 14.51% |
| \$120,000 - \$139,999 | 40 | 48 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 88 | 15.19% | 15.02% |
| \$140,000 - \$159,999 | 20 | 34 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 54 | 10.76% | 9.22% |
| \$160,000 - \$179,999 | 16 | 13 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29 | 4.11% | 4.95% |
| \$180,000 - \$199,999 | 5 | 20 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 6.33% | 4.27% |
| \$200,000 - \$249,999 | 10 | 20 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30 | 6.33% | 5.12% |
| \$250,000 - \$299,999 | 10 | 6 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 1.90% | 2.73% |
| \$300,000 - \$349,999 | 7 | 9 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 2.85% | 2.73% |
| \$350,000 - \$399,999 | 5 | 8 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 2.53% | 2.22% |
| \$400,000 - \$499,999 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0.32% | 0.51% |
| \$500,000 - \$599,999 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0.32% | 0.51% |
| \$600,000 - \$699,999 | 2 | 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 1.58% | 1.19% |
| \$700,000 - \$799,999 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.32% | 0.34% |
| \$800,000 - \$899,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$900,000 - \$999,999 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.00% | 0.17% |
| \$1,000,000 - \$1,499,999 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.00% | 0.34% |
| \$1,500,000 - \$1,999,999 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.00% | 0.34% |
| \$2,000,000 - \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$5,000,000 and over | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| 2018 | 270 | 316 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 586 | 100% | 100% |
| 2017 | 284 | 341 | 408 | 383 | 423 | 440 | 388 | 426 | 316 | 366 | 325 | 341 | 625 | | |
| Chg from last month | -20.82% | 17.04% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | | |
| Chg from last year | -4.93% | -7.33% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | -6.24% | | |
| 2018 YTD | 270 | 586 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 586 | | |
| 2017 YTD | 284 | 625 | 1,033 | 1,416 | 1,839 | 2,279 | 2,667 | 3,093 | 3,409 | 3,775 | 4,100 | 4,441 | 625 | | |
| % Change YTD | -4.93% | -6.24% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | -6.24% | | |



Monthly Sales Trends
2018

Sales by Price Range - Duplex / Townhomes / Villas

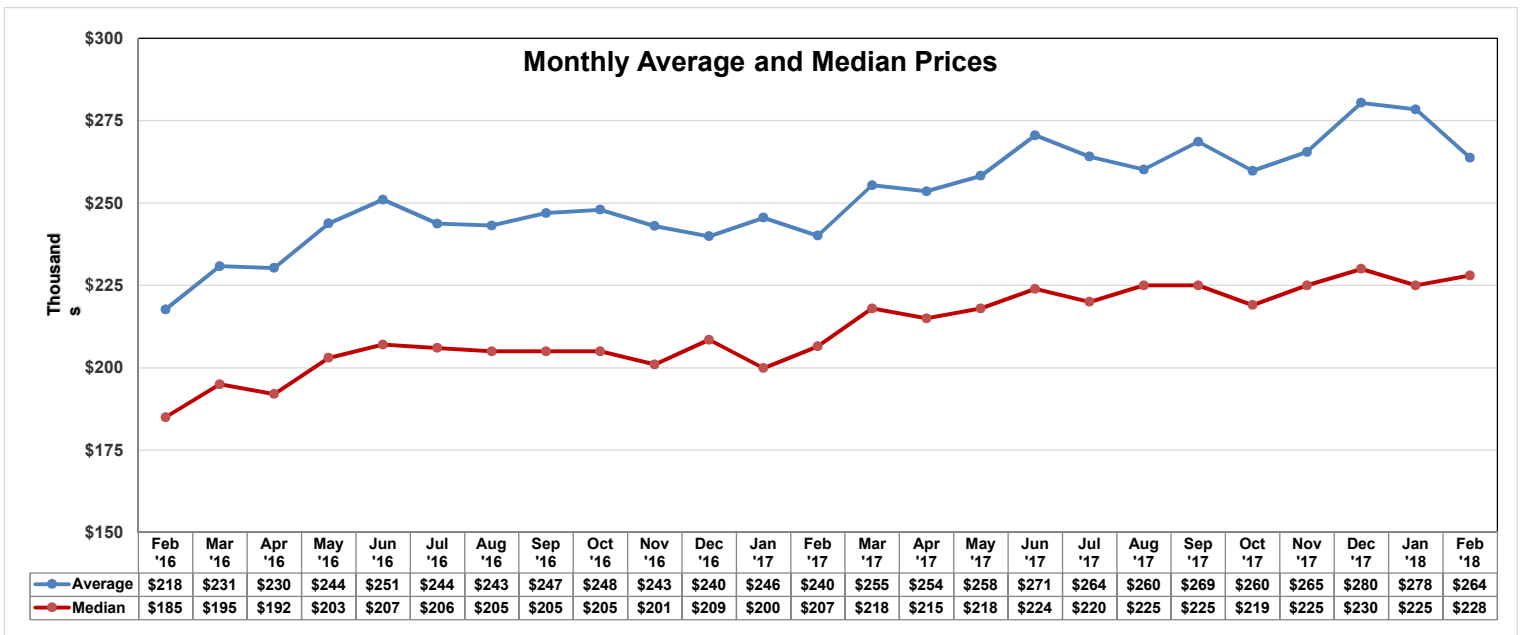
| Price Range | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|----------------------------|----------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|-------------|-------------|
| \$1 - \$24,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$25,000 - \$49,999 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.00% | 0.19% |
| \$50,000 - \$59,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$60,000 - \$69,999 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0.34% | 0.57% |
| \$70,000 - \$79,999 | 0 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 1.36% | 0.76% |
| \$80,000 - \$89,999 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0.34% | 0.76% |
| \$90,000 - \$99,999 | 1 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 1.36% | 0.95% |
| \$100,000 - \$119,999 | 11 | 8 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 19 | 2.71% | 3.61% |
| \$120,000 - \$139,999 | 30 | 22 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 52 | 7.46% | 9.89% |
| \$140,000 - \$159,999 | 16 | 29 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 45 | 9.83% | 8.56% |
| \$160,000 - \$179,999 | 28 | 31 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 59 | 10.51% | 11.22% |
| \$180,000 - \$199,999 | 26 | 36 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 62 | 12.20% | 11.79% |
| \$200,000 - \$249,999 | 67 | 80 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 147 | 27.12% | 27.95% |
| \$250,000 - \$299,999 | 24 | 38 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 62 | 12.88% | 11.79% |
| \$300,000 - \$349,999 | 12 | 18 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30 | 6.10% | 5.70% |
| \$350,000 - \$399,999 | 3 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 4.07% | 2.85% |
| \$400,000 - \$499,999 | 6 | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 2.37% | 2.47% |
| \$500,000 - \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$600,000 - \$699,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$700,000 - \$799,999 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.34% | 0.38% |
| \$800,000 - \$899,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$900,000 - \$999,999 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.34% | 0.19% |
| \$1,000,000 - \$1,499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.68% | 0.38% |
| \$1,500,000 - \$1,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$2,000,000 - \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| \$5,000,000 and over | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| 2018 | 231 | 295 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 526 | 100% | 100% |
| 2017 | 206 | 236 | 331 | 308 | 388 | 363 | 334 | 387 | 288 | 308 | 271 | 308 | 442 | | |
| Chg from last month | -25.00% | 27.71% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | | |
| Chg from last year | 12.14% | 25.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 19.00% | | |
| 2018 YTD | 231 | 526 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 526 | | |
| 2017 YTD | 206 | 442 | 773 | 1,081 | 1,469 | 1,832 | 2,166 | 2,553 | 2,841 | 3,149 | 3,420 | 3,728 | 442 | | |
| % Change YTD | 12.14% | 19.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 19.00% | | |



Monthly Sales Trends
2018

Sales by Price Range - Overall

| Price Range | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|----------------------------|----------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|-------------|-------------|
| \$1 - \$24,999 | 6 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0.04% | 0.15% |
| \$25,000 - \$49,999 | 24 | 23 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 47 | 0.92% | 0.99% |
| \$50,000 - \$59,999 | 24 | 23 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 47 | 0.92% | 0.99% |
| \$60,000 - \$69,999 | 34 | 27 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 61 | 1.08% | 1.29% |
| \$70,000 - \$79,999 | 28 | 47 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 75 | 1.88% | 1.58% |
| \$80,000 - \$89,999 | 41 | 31 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 72 | 1.24% | 1.52% |
| \$90,000 - \$99,999 | 42 | 41 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 83 | 1.64% | 1.75% |
| \$100,000 - \$119,999 | 97 | 99 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 196 | 3.96% | 4.13% |
| \$120,000 - \$139,999 | 141 | 134 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 275 | 5.37% | 5.79% |
| \$140,000 - \$159,999 | 120 | 160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 280 | 6.41% | 5.90% |
| \$160,000 - \$179,999 | 158 | 174 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 332 | 6.97% | 6.99% |
| \$180,000 - \$199,999 | 179 | 203 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 382 | 8.13% | 8.05% |
| \$200,000 - \$249,999 | 448 | 487 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 935 | 19.50% | 19.70% |
| \$250,000 - \$299,999 | 330 | 373 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 703 | 14.94% | 14.81% |
| \$300,000 - \$349,999 | 193 | 239 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 432 | 9.57% | 9.10% |
| \$350,000 - \$399,999 | 100 | 157 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 257 | 6.29% | 5.41% |
| \$400,000 - \$499,999 | 118 | 132 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 250 | 5.29% | 5.27% |
| \$500,000 - \$599,999 | 54 | 52 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 106 | 2.08% | 2.23% |
| \$600,000 - \$699,999 | 34 | 19 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 53 | 0.76% | 1.12% |
| \$700,000 - \$799,999 | 22 | 25 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 47 | 1.00% | 0.99% |
| \$800,000 - \$899,999 | 12 | 15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 27 | 0.60% | 0.57% |
| \$900,000 - \$999,999 | 8 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 | 0.48% | 0.42% |
| \$1,000,000 - \$1,499,999 | 16 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30 | 0.56% | 0.63% |
| \$1,500,000 - \$1,999,999 | 7 | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0.28% | 0.29% |
| \$2,000,000 - \$4,999,999 | 12 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0.08% | 0.29% |
| \$5,000,000 and over | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0.00% | 0.04% |
| 2018 | 2,250 | 2,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | 100% | 100% |
| 2017 | 2,213 | 2,482 | 3,477 | 3,092 | 3,845 | 3,882 | 3,381 | 3,580 | 2,552 | 2,921 | 2,767 | 3,045 | 4,695 | | |
| Chg from last month | -26.11% | 10.98% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | | |
| Chg from last year | 1.67% | 0.60% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 1.11% | | |
| 2018 YTD | 2,250 | 4,747 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | | |
| 2017 YTD | 2,213 | 4,695 | 8,172 | 11,264 | 15,109 | 18,991 | 22,372 | 25,952 | 28,504 | 31,425 | 34,192 | 37,237 | 4,695 | | |
| % Change YTD | 1.67% | 1.11% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 1.11% | | |



Monthly Sales Trends
2018

Sales by Type of Financing

| Loan Type | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|---------------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------------|-------------|-------------|
| All Cash | 700 | 804 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,504 | 32.20% | 31.68% |
| ARM | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.00% | 0.02% |
| Assume Conventional | 87 | 65 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 152 | 2.60% | 3.20% |
| Assume FHA / VA | 28 | 20 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 48 | 0.80% | 1.01% |
| Assume Private | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.00% | 0.02% |
| Balloon Mortgage | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| Combination | 7 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0.12% | 0.21% |
| Deed Agreement | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| Lease Opt Purchase | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| New Conventional | 925 | 1,042 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,967 | 41.73% | 41.44% |
| New FHA | 343 | 405 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 748 | 16.22% | 15.76% |
| New Private | 11 | 11 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 | 0.44% | 0.46% |
| New VA | 106 | 101 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 207 | 4.04% | 4.36% |
| Other | 28 | 36 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 64 | 1.44% | 1.35% |
| Owner Financing | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0.04% | 0.06% |
| Second Mortgage | 4 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0.04% | 0.11% |
| USDA | 7 | 8 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 0.32% | 0.32% |
| Wrap-Around | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| Total | 2,250 | 2,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | 100% | 100% |

Sales by Bedroom Count

| Bedrooms | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|--------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------------|-------------|-------------|
| 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.00% | 0.02% |
| 1 | 62 | 69 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 131 | 2.76% | 2.76% |
| 2 | 318 | 358 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 676 | 14.34% | 14.24% |
| 3 | 1009 | 1159 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,168 | 46.42% | 45.67% |
| 4 | 667 | 701 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,368 | 28.07% | 28.82% |
| 5 | 157 | 176 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 333 | 7.05% | 7.01% |
| 6+ | 36 | 34 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 70 | 1.36% | 1.47% |
| Total | 2,250 | 2,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | 100% | 100% |

Sales by Bathroom Count

| Bathrooms | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|--------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------------|-------------|-------------|
| 1 | 234 | 239 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 473 | 9.57% | 9.96% |
| 2 | 1,454 | 1,627 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,081 | 65.16% | 64.90% |
| 3 | 398 | 492 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 890 | 19.70% | 18.75% |
| 4 | 118 | 102 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 220 | 4.08% | 4.63% |
| 5 | 33 | 18 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 51 | 0.72% | 1.07% |
| 6+ | 13 | 19 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 32 | 0.76% | 0.67% |
| Total | 2,250 | 2,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | 100% | 100% |

Sales by Ownership Type

| Ownership | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|---------------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------------|-------------|-------------|
| Condo / Condo-Hotel | 297 | 345 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 642 | 13.82% | 13.52% |
| Co-op | 13 | 8 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 | 0.32% | 0.44% |
| Fee Simple | 1,940 | 2,143 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,083 | 85.82% | 86.01% |
| Land Lease | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.04% | 0.02% |
| Total | 2,250 | 2,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | 100% | 100% |

Monthly Sales Trends
2018

Sales by Housing Style

| Style | Jan * | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | YTD Total | Curr Month | YTD % |
|-----------------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------------|-------------|-------------|
| ½ Duplex | 17 | 15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 32 | 0.60% | 0.67% |
| Condo / Condo-Hotel | 270 | 316 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 586 | 12.66% | 12.34% |
| Co-op | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| Farm | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00% | 0.00% |
| Manufactured / Mobile | 49 | 43 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 92 | 1.72% | 1.94% |
| Modular | 1 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0.12% | 0.08% |
| Single Family | 1,699 | 1,840 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,539 | 73.69% | 74.55% |
| Town Home | 204 | 269 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 473 | 10.77% | 9.96% |
| Villa | 10 | 11 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 | 0.44% | 0.44% |
| Total | 2,250 | 2,497 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,747 | 100% | 100% |

This data represents single-family attached and detached sales. Reported sales are dependent upon timeliness of sales and totality of information reported by participants. The data reflects only the sales published through My Florida Regional MLS and does not include all sales in the reported areas. Neither the Association nor the MFRMLS is in any way responsible for its accuracy.