

Metro Market Overview – 4/30/2017

Provided by Keller Williams Realty

Single Family Detached Residences– Metro Atlanta (41 FMLS Areas)

| List Price | Number Active | Number Pending | Pending Ratio | No. of Closings Last 3 Months | Fore-closures % of Closings | Short Sale % of Closings | Total Distressed sales % of closings | Failed Listings Percent | Months Supply of Listings | Median* Original List Price (Previous listing periods included) | Median Sales Price | Median* % S/L Price (Previous Listing Periods Included) | Median* Days on Market (Previous Listing Periods Included) |
|---------------|--------------------|----------------|---------------|--|-----------------------------|--------------------------|--------------------------------------|-------------------------|---------------------------|---|--------------------|---|--|
| | Current Month Only | | | Using most recent 3-months of Sales and Failed data to minimize unusual monthly variations | | | | | | | | | |
| <=\$25K | 15 | 25 | 62.5% | 54 | 18.5% | 0.0% | 18.5% | 23.9% | 0.8 | \$24,900 | \$19,900 | 85.1% | 24 |
| \$26-\$50K | 81 | 90 | 52.6% | 167 | 14.4% | 5.4% | 19.8% | 21.2% | 1.5 | \$44,900 | \$40,000 | 90.0% | 24 |
| \$51-\$75K | 134 | 161 | 54.6% | 234 | 17.1% | 6.0% | 23.1% | 29.7% | 1.7 | \$69,900 | \$64,000 | 90.4% | 48 |
| \$76-\$100K | 223 | 230 | 50.8% | 344 | 10.2% | 7.3% | 17.4% | 28.9% | 1.9 | \$94,700 | \$85,000 | 91.5% | 55 |
| \$101-\$150K | 653 | 911 | 58.2% | 1,247 | 3.9% | 3.4% | 7.4% | 25.4% | 1.6 | \$138,500 | \$130,000 | 96.2% | 34 |
| \$151-\$200K | 1,030 | 1,435 | 58.2% | 1,970 | 2.6% | 1.4% | 4.0% | 18.1% | 1.6 | \$179,900 | \$175,000 | 97.5% | 32 |
| \$201-\$250K | 1,174 | 1,315 | 52.8% | 1,629 | 1.1% | 0.6% | 1.7% | 22.2% | 2.2 | \$234,900 | \$225,000 | 97.4% | 43 |
| \$251-\$300K | 1,189 | 1,032 | 46.5% | 1,396 | 1.1% | 0.9% | 2.1% | 24.6% | 2.6 | \$285,000 | \$274,000 | 97.3% | 50 |
| \$301-\$350K | 1,158 | 807 | 41.1% | 949 | 0.7% | 0.7% | 1.5% | 28.2% | 3.7 | \$335,900 | \$324,000 | 96.8% | 68 |
| \$351-\$400K | 1,063 | 658 | 38.2% | 758 | 0.1% | 0.9% | 1.1% | 31.5% | 4.2 | \$389,500 | \$370,000 | 96.0% | 71 |
| \$401-\$500K | 1,596 | 908 | 36.3% | 964 | 0.5% | 0.3% | 0.8% | 36.8% | 5.0 | \$465,000 | \$440,000 | 95.3% | 89 |
| \$501-\$600K | 1,084 | 487 | 31.0% | 499 | 0.6% | 0.6% | 1.2% | 42.2% | 6.5 | \$575,000 | \$539,900 | 94.4% | 120 |
| \$601-\$750K | 1,038 | 417 | 28.7% | 361 | 0.6% | 0.6% | 1.1% | 48.8% | 8.6 | \$699,900 | \$647,900 | 94.2% | 122 |
| \$751-\$1.0M | 957 | 293 | 23.4% | 236 | 0.4% | 0.4% | 0.8% | 58.0% | 12.2 | \$899,700 | \$849,000 | 94.4% | 150 |
| \$1.0-\$1.5M | 637 | 147 | 18.8% | 126 | 0.0% | 0.0% | 0.0% | 61.2% | 15.2 | \$1,349,750 | \$1,174,250 | 91.7% | 163 |
| \$1.5M-\$2.0M | 299 | 39 | 11.5% | 38 | 0.0% | 0.0% | 0.0% | 68.9% | 23.6 | \$1,785,950 | \$1,600,000 | 89.9% | 211 |
| >\$2.0M | 354 | 33 | 8.5% | 19 | 0.0% | 0.0% | 0.0% | 82.9% | 55.9 | \$2,750,000 | \$2,342,000 | 80.8% | 235 |
| TOTAL | 12,685 | 8,988 | 41.5% | 10,991 | 2.4% | 1.5% | 3.9% | 30.3% | 3.5 | \$254,900 | \$245,000 | 96.4% | 53 |

*Median: Half are above and half are below this number

Metro Market Overview – 4/30/2017

Provided by Keller Williams Realty

Condo/Townhome Residences– Metro Atlanta (41 FMLS Areas)

| List Price | Number Active | Number Pending | Pending Ratio | No. of Closings Last 3 Months | Fore-closures % of Closings | Short Sale % of Closings | Total Distressed sales % of closings | Failed Listings Percent | Months Supply of Listings | Median* Original List Price (Previous listing periods included) | Median Sales Price | Median* % S/L Price (Previous Listing Periods Included) | Median* Days on Market (Previous Listing Periods Included) |
|---------------|--------------------|----------------|---------------|--|-----------------------------|--------------------------|--------------------------------------|-------------------------|---------------------------|---|--------------------|---|--|
| | Current Month Only | | | Using most recent 3-months of Sales and Failed data to minimize unusual monthly variations | | | | | | | | | |
| <=\$25K | 4 | 6 | 60.0% | 7 | 0.0% | 0.0% | 0.0% | 12.5% | 1.7 | \$24,000 | \$20,000 | 92.0% | 36 |
| \$26-\$50K | 35 | 21 | 37.5% | 31 | 16.1% | 19.4% | 35.5% | 34.0% | 3.4 | \$47,995 | \$43,900 | 89.8% | 66 |
| \$51-\$75K | 65 | 56 | 46.3% | 89 | 7.9% | 14.6% | 22.5% | 16.0% | 2.2 | \$69,900 | \$64,300 | 95.0% | 32 |
| \$76-\$100K | 89 | 126 | 58.6% | 150 | 4.7% | 4.7% | 9.3% | 22.7% | 1.8 | \$89,998 | \$86,000 | 95.6% | 31 |
| \$101-\$150K | 201 | 363 | 64.4% | 538 | 2.2% | 2.0% | 4.3% | 11.9% | 1.1 | \$134,900 | \$129,500 | 97.6% | 19 |
| \$151-\$200K | 283 | 450 | 61.4% | 640 | 1.1% | 0.8% | 1.9% | 10.0% | 1.3 | \$175,000 | \$172,877 | 98.7% | 22 |
| \$201-\$250K | 239 | 316 | 56.9% | 447 | 0.4% | 0.4% | 0.9% | 14.7% | 1.6 | \$229,000 | \$223,892 | 98.1% | 23 |
| \$251-\$300K | 161 | 196 | 54.9% | 335 | 0.9% | 0.0% | 0.9% | 9.9% | 1.4 | \$279,900 | \$272,000 | 98.2% | 21 |
| \$301-\$350K | 171 | 156 | 47.7% | 213 | 0.0% | 0.0% | 0.0% | 12.3% | 2.4 | \$331,900 | \$325,000 | 97.9% | 26 |
| \$351-\$400K | 178 | 131 | 42.4% | 150 | 0.0% | 0.0% | 0.0% | 13.3% | 3.6 | \$385,000 | \$371,385 | 97.3% | 49 |
| \$401-\$500K | 270 | 165 | 37.9% | 184 | 0.5% | 0.5% | 1.1% | 19.7% | 4.4 | \$455,000 | \$435,000 | 97.3% | 52 |
| \$501-\$600K | 183 | 75 | 29.1% | 62 | 1.6% | 0.0% | 1.6% | 38.6% | 8.9 | \$574,900 | \$537,450 | 96.3% | 115 |
| \$601-\$750K | 159 | 50 | 23.9% | 39 | 0.0% | 0.0% | 0.0% | 35.0% | 12.2 | \$699,900 | \$675,000 | 97.0% | 90 |
| \$751-\$1.0M | 104 | 22 | 17.5% | 25 | 0.0% | 0.0% | 0.0% | 28.6% | 12.5 | \$878,900 | \$829,982 | 96.7% | 173 |
| \$1.0-\$1.5M | 40 | 9 | 18.4% | 9 | 0.0% | 0.0% | 0.0% | 10.0% | 13.3 | \$1,275,900 | \$1,250,000 | 98.0% | 36 |
| \$1.5M-\$2.0M | 18 | 4 | 18.2% | 5 | 0.0% | 0.0% | 0.0% | 54.5% | 10.8 | \$2,100,000 | \$1,795,000 | 82.6% | 174 |
| >\$2.0M | 38 | 2 | 5.0% | 6 | 0.0% | 0.0% | 0.0% | 25.0% | 19.0 | \$2,785,000 | \$2,545,000 | 88.4% | 131 |
| TOTAL | 2,238 | 2,148 | 49.0% | 2,930 | 1.5% | 1.5% | 3.1% | 14.9% | 2.3 | \$209,000 | \$201,000 | 97.9% | 28 |

*Median: Half are above and half are below this number

FMLS Condo/Townhome residences data. Data believed to be accurate, but not warranted. Analysis includes previous listing period data where applicable. © 2017 ChartMaster Services, LLC. For exclusive use of participating Keller Williams Realty offices.

Monthly Trend Analysis

Measurements Indications

| | Remarks |
|---|--|
| # Active | May increase and decrease seasonally Should be evaluated along with Solds and Pending to determine market direction |
| # Pending | May indicate direction of short term sales, generally, higher numbers are better, more properties going under contract results in better overall market condition |
| Pending Ratio | Presents a way to evaluate the number of Pending relative to Actives Higher percentages indicate faster listings turnover and increased overall market activity |
| # Sold (Previous 3 Months) | Increasing sales usually indicate an improving market, as long as it results in a lower supply of listings |
| Foreclosure % (Previous 3 Months) | This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties |
| Short Sale % (Previous 3 Months) | This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties |
| Total Distressed Property % of sales (Previous 3 Months) | This percentage needs to be low to result in a healthier market due to its negative impact on prices, DOM and S/L ratios for non-distressed properties |
| Failed % (Previous 3 months) | Lower percentages mean a healthier market where prices are in line with Buyer expectations. Lower percentages may result when Pending Ratios are higher, due to faster turnover of listings |
| Months of Supply of Listings | Indicator of supply/demand relationship – lower supply should result in improved sales prices, S/L ratios, DOM |
| Median Original List Price (Previous 3 Mos.) | Tracks the tendency to price properties in line with or counter to market conditions |
| Median Sales Price (Previous 3 Mos.) | Tracks Buyer price preference changes – dropping prices indicate price resistance, rising prices indicate improved market conditions and overall growth |
| Median S/OL Price Ratio (Previous 3 mos.) | Evaluation of Seller listing price realism – Lower percentages indicate Buyer price resistance and lack of acceptance of market reality by Sellers |
| Median Days on Market (Previous 3 mos.) | Tracks the difficulty of attracting acceptable offers – Reflects pricing and condition strategies by Sellers as well as degree of price resistance for Buyers |

Yearly Trend Analysis

Detached

| | April 2016 | April 2017 | Remarks |
|--|---------------|---------------|---|
| # Active | 13,328 | 12,685 | Lower (-4.8%) vs. last year |
| # Pending | 10,577 | 8,988 | Lower (-15.0%) vs. last year |
| Pending Ratio | 44.2% | 41.5% | Slightly lower (-2.7 points) compared to last year |
| # Sold (Previous 3 Months) | 10,303 | 10,991 | Somewhat higher compared to last year (+6.7%) |
| Foreclosure % (Previous 3 Months) | 4.0% | 2.4% | Lower compared to last year (-1.6 percentage points) |
| Short Sale % (Previous 3 Months) | 4.7% | 1.5% | Much lower Short Sales percentage (-3.2 percentage points) |
| Total Distressed Property % of sales (Previous 3 Months) | 8.6% | 3.9% | Continued much lower (-4.7 percentage points) compared to last year |
| Failed % (Previous 3 months) | 30.3% | 30.3% | Flat compared to last year (no change) |
| Months of Supply of Listings | 3.9 | 3.5 | Lower (-10.3% lower), -.4 months, compared to last year |
| Median Original List Price (Previous 3 Mos.) | \$239,900 | \$254,900 | Higher OLP (+2.5%) compared to last year, still rising due to continued low supply |
| Median Sales Price (Previous 3 Mos.) | \$228,117 | \$245,000 | +7.4% Higher than last year, continuing a trend of higher median sales prices in a low-supply environment |
| Median S/OL Price Ratio (Previous 3 mos.) | 96.0% | 96.4% | Slightly improved (+.4 percentage points) – lower supply helping sellers maintain sales price closer to listing price |
| Median Days on Market (Previous 3 mos.) | 61 | 53 | Somewhat lower (-13.1%) compared to last year |

Yearly Trend Analysis

Condo/Townhomes

| | April 2016 | April 2017 | Remarks |
|--|---------------|---------------|---|
| # Active | 2,249 | 2,238 | Lower (-.5%) compared to last year |
| # Pending | 2,594 | 2,148 | Lower (-17.2%) compared to last year |
| Pending Ratio | 53.6% | 49.0% | Slightly Lower compared to last year (-4.6 percentage points) due to fewer Actives and fewer Pending listings compared to last year |
| # Sold (Previous 3 Months) | 2,906 | 2,930 | Somewhat higher compared to last year (+1.9%) |
| Foreclosure % (Previous 3 Months) | 2.6% | 1.5% | Lower again compared to last year (-1.1 percentage points) |
| Short Sale % (Previous 3 Months) | 3.6% | 1.5% | Fewer Short Sales (-2.1 percentage points change) |
| Total Distressed Property % of sales (Previous 3 Months) | 6.3% | 3.1% | Down substantially (-3.2 percentage points) from last year continuing the decline in these types of transactions |
| Failed % (Previous 3 months) | 18.9% | 14.9% | Lower compared to last year (-4.0 percentage points) |
| Months of Supply of Listings | 2.3 | 2.3 | Very low supply, no change compared to last year |
| Median Original List Price (Previous 3 Mos.) | \$187,500 | \$209,000 | Higher OLP (+9.7%) compared to last year |
| Median Sales Price (Previous 3 Mos.) | \$183,500 | \$201,000 | +11.5% Higher than last year, continuing a trend of higher median sales prices |
| Median S/OL Price Ratio (Previous 3 mos.) | 97.4% | 97.9% | Slightly higher (+.5 percentage points higher) – low supply helping sellers maintain sales price closer to listing price |
| Median Days on Market (Previous 3 mos.) | 37 | 28 | Lower (-24.3%) compared to last year |

Recent Trend Analysis

Detached

6 MONTHS TREND

| Report Date | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | TREND |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------|
| # Active | 13,573 | 11,512 | 11,443 | 11,369 | 12,081 | 12,685 | |
| # Pending | 6,838 | 5,453 | 6,195 | 7,269 | 8,399 | 8,988 | |
| Pending Ratio | 33.5% | 32.1% | 35.1% | 39.0% | 41.0% | 41.5% | |
| # Sold Previous 3 Mos. | 13,629 | 12,396 | 12,028 | 10,806 | 10,234 | 10,991 | |
| % Foreclosed | 2.5% | 2.5% | 2.7% | 2.8% | 2.9% | 2.4% | |
| % Short Sale | 1.4% | 1.3% | 1.5% | 1.5% | 1.7% | 1.5% | |
| % Distressed | 3.9% | 3.8% | 4.1% | 4.3% | 4.5% | 3.9% | |
| % Failed | 32.4% | 32.9% | 33.6% | 35.1% | 34.9% | 30.3% | |
| Supply in Months | 3.0 | 2.8 | 2.9 | 3.2 | 3.5 | 3.5 | |
| Med. Orig. List Price | \$249,900 | \$249,900 | \$253,202 | \$250,148 | \$250,000 | \$254,900 | |
| Med. Sale Price | \$240,000 | \$239,855 | \$242,000 | \$240,000 | \$239,000 | \$245,000 | |
| Med. % Sale/Orig. LP | 96.7% | 96.4% | 96.3% | 96.1% | 96.0% | 96.4% | |
| Med. DOM | 34 | 37 | 42 | 46 | 53 | 53 | |

Recent Trend Analysis

Condos/Townhomes

LAST 6 MONTHS TREND

| Report Date | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | TREND |
|---------------|-----------|-----------|-----------|-----------|-----------|-----------|-------|
| # Active | 2,611 | 2,422 | 2,060 | 2,095 | 2,136 | 2,238 | |
| # Pending | 1,913 | 1,779 | 1,406 | 1,558 | 1,866 | 2,148 | |
| Pending Ratio | 42.3% | 42.3% | 40.6% | 42.6% | 46.6% | 49.0% | |
| # Sold | 3,830 | 3,709 | 3,359 | 3,260 | 2,868 | 2,930 | |
| % Foreclosed | 1.5% | 1.3% | 1.4% | 1.3% | 1.4% | 1.5% | |
| % Short Sale | 1.2% | 1.0% | 0.9% | 1.0% | 0.9% | 1.5% | |
| % Distressed | 2.6% | 2.3% | 2.3% | 2.2% | 2.3% | 3.1% | |
| % Failed | 18.3% | 19.5% | 20.9% | 22.6% | 23.7% | 14.9% | |
| Supply | 2.0 | 2.0 | 1.8 | 1.9 | 2.2 | 2.3 | |
| OLP | \$194,900 | \$195,000 | \$199,900 | \$204,900 | \$205,570 | \$209,000 | |
| Sale Price | \$189,982 | \$190,000 | \$193,000 | \$197,000 | \$199,900 | \$201,000 | |
| % S/L | 98.1% | 97.9% | 97.7% | 97.5% | 97.4% | 97.9% | |
| DOM | 20 | 21 | 22 | 25 | 27 | 28 | |

Trend Analysis

Detached Sales, Pendings & Actives

| | Apr. 2016 Actives | Apr. 2017 Actives | % Change | | Apr. 2016 Pendings | Apr. 2017 Pendings | % Change | | Apr. 2016 Sales | Apr. 2017 Sales | % Change |
|---------------|----------------------|----------------------|--------------|--|-----------------------|-----------------------|---------------|--|--------------------|--------------------|-------------|
| <=\$25K | 60 | 15 | -75.0% | | 38 | 25 | -34.2% | | 70 | 54 | -22.9% |
| \$26-\$50K | 186 | 81 | -56.5% | | 122 | 90 | -26.2% | | 226 | 167 | -26.1% |
| \$51-\$75K | 288 | 134 | -53.5% | | 223 | 161 | -27.8% | | 306 | 234 | -23.5% |
| \$76-\$100K | 343 | 223 | -35.0% | | 385 | 230 | -40.3% | | 424 | 344 | -18.9% |
| \$101-\$150K | 988 | 653 | -33.9% | | 1,292 | 911 | -29.5% | | 1,437 | 1,247 | -13.2% |
| \$151-\$200K | 1,198 | 1,030 | -14.0% | | 1,866 | 1,435 | -23.1% | | 1,839 | 1,970 | 7.1% |
| \$201-\$250K | 1,312 | 1,174 | -10.5% | | 1,432 | 1,315 | -8.2% | | 1,425 | 1,629 | 14.3% |
| \$251-\$300K | 1,253 | 1,189 | -5.1% | | 1,201 | 1,032 | -14.1% | | 1,190 | 1,396 | 17.3% |
| \$301-\$350K | 1,052 | 1,158 | 10.1% | | 907 | 807 | -11.0% | | 765 | 949 | 24.1% |
| \$351-\$400K | 987 | 1,063 | 7.7% | | 765 | 658 | -14.0% | | 670 | 758 | 13.1% |
| \$401-\$500K | 1,499 | 1,596 | 6.5% | | 929 | 908 | -2.3% | | 789 | 964 | 22.2% |
| \$501-\$600K | 1,038 | 1,084 | 4.4% | | 499 | 487 | -2.4% | | 429 | 499 | 16.3% |
| \$601-\$750K | 1,003 | 1,038 | 3.5% | | 423 | 417 | -1.4% | | 302 | 361 | 19.5% |
| \$751-\$1.0M | 884 | 957 | 8.3% | | 288 | 293 | 1.7% | | 244 | 236 | -3.3% |
| \$1.0-\$1.5M | 678 | 637 | -6.0% | | 139 | 147 | 5.8% | | 120 | 126 | 5.0% |
| \$1.5M-\$2.0M | 266 | 299 | 12.4% | | 47 | 39 | -17.0% | | 42 | 38 | -9.5% |
| >\$2.0M | 293 | 354 | 20.8% | | 21 | 33 | 57.1% | | 25 | 19 | -24.0% |
| TOTAL | 13,328 | 12,685 | -4.8% | | 10,577 | 8,988 | -15.0% | | 10303 | 10,991 | 6.7% |

Trend Analysis

Condo/Townhome Sales, Pendings & Actives

| | Mar. 2016 Actives | Mar. 2017 Actives | % Change | | Mar. 2016 Pendings | Mar. 2017 Pendings | % Change | | Mar. 2016 Sales | Mar. 2017 Sales | % Change |
|---------------|----------------------|----------------------|--------------|--|-----------------------|-----------------------|---------------|--|--------------------|--------------------|-------------|
| <=\$25K | 12 | 4 | -66.7% | | 18 | 6 | -66.7% | | 11 | 7 | -36.4% |
| \$26-\$50K | 47 | 35 | -25.5% | | 31 | 21 | -32.3% | | 35 | 31 | -11.4% |
| \$51-\$75K | 113 | 65 | -42.5% | | 101 | 56 | -44.6% | | 136 | 89 | -34.6% |
| \$76-\$100K | 123 | 89 | -27.6% | | 150 | 126 | -16.0% | | 207 | 150 | -27.5% |
| \$101-\$150K | 302 | 201 | -33.4% | | 526 | 363 | -31.0% | | 620 | 538 | -13.2% |
| \$151-\$200K | 363 | 283 | -22.0% | | 580 | 450 | -22.4% | | 657 | 640 | -2.6% |
| \$201-\$250K | 266 | 239 | -10.2% | | 337 | 316 | -6.2% | | 443 | 447 | 0.9% |
| \$251-\$300K | 188 | 161 | -14.4% | | 244 | 196 | -19.7% | | 253 | 335 | 32.4% |
| \$301-\$350K | 167 | 171 | 2.4% | | 153 | 156 | 2.0% | | 163 | 213 | 30.7% |
| \$351-\$400K | 101 | 178 | 76.2% | | 126 | 131 | 4.0% | | 118 | 150 | 27.1% |
| \$401-\$500K | 174 | 270 | 55.2% | | 143 | 165 | 15.4% | | 122 | 184 | 50.8% |
| \$501-\$600K | 135 | 183 | 35.6% | | 51 | 75 | 47.1% | | 46 | 62 | 34.8% |
| \$601-\$750K | 114 | 159 | 39.5% | | 79 | 50 | -36.7% | | 40 | 39 | -2.5% |
| \$751-\$1.0M | 63 | 104 | 65.1% | | 43 | 22 | -48.8% | | 34 | 25 | -26.5% |
| \$1.0-\$1.5M | 39 | 40 | 2.6% | | 8 | 9 | 12.5% | | 13 | 9 | -30.8% |
| \$1.5M-\$2.0M | 14 | 18 | 28.6% | | 4 | 4 | 0.0% | | 5 | 5 | 0.0% |
| >\$2.0M | 28 | 38 | 35.7% | | 0 | 2 | #DIV/0! | | 3 | 6 | 100.0% |
| TOTAL | 2,249 | 2,238 | -0.5% | | 2,594 | 2,148 | -17.2% | | 2906 | 2,930 | 0.8% |

Recent Trend Analysis

Detached Properties Months of Supply

| | November | December | January | February | March | April | Remarks |
|---------------|------------|------------|------------|------------|------------|------------|----------------------------|
| <=\$25K | 1.7 | 1.9 | 2.2 | 1.7 | 1.1 | 0.8 | Consistent Seller's Market |
| \$26-\$50K | 2.3 | 1.7 | 1.8 | 1.8 | 1.9 | 1.5 | |
| \$51-\$75K | 3.2 | 2.7 | 2.4 | 2.6 | 2.3 | 1.7 | |
| \$76-\$100K | 3.1 | 2.4 | 2.4 | 2.3 | 2.0 | 1.9 | |
| \$101-\$150K | 1.9 | 1.7 | 1.8 | 1.9 | 1.8 | 1.6 | |
| \$151-\$200K | 1.6 | 1.5 | 1.5 | 1.5 | 1.5 | 1.6 | |
| \$201-\$250K | 2.0 | 2.0 | 2.0 | 2.1 | 2.2 | 2.2 | |
| \$251-\$300K | 2.5 | 2.4 | 2.3 | 2.4 | 2.6 | 2.6 | |
| \$301-\$350K | 3.0 | 2.8 | 2.8 | 3.0 | 3.6 | 3.7 | |
| \$351-\$400K | 3.1 | 3.1 | 3.3 | 3.8 | 4.4 | 4.2 | |
| \$401-\$500K | 4.0 | 3.8 | 4.0 | 4.4 | 5.6 | 5.0 | Changing Market |
| \$501-\$600K | 5.1 | 4.7 | 4.9 | 5.9 | 6.9 | 6.5 | |
| \$601-\$750K | 6.4 | 5.8 | 5.8 | 7.0 | 8.7 | 8.6 | Now A Buyer's Mkt. |
| \$751-\$1.0M | 8.5 | 7.3 | 7.2 | 8.4 | 11.6 | 12.2 | |
| \$1.0-\$1.5M | 9.9 | 10.0 | 10.4 | 12.3 | 14.6 | 15.2 | Consistent Buyer's Market |
| \$1.5M-\$2.0M | 15.6 | 15.8 | 17.6 | 19.3 | 25.0 | 23.6 | |
| >\$2.0M | 22.9 | 28.8 | 30.3 | 35.8 | 47.4 | 55.9 | |
| TOTAL | 3.0 | 2.8 | 2.9 | 3.2 | 3.5 | 3.5 | |

Recent Trend Analysis

Condo/Townhome Properties of Supply

| | November | December | January | February | March | April | Remarks |
|---------------|----------|----------|---------|----------|-------|-------|---|
| <=\$25K | 1.2 | 0.7 | 3.5 | 7.0 | 5.0 | 1.7 | Very Low Supply, Often <2 Months |
| \$26-\$50K | 4.1 | 2.2 | 2.4 | 2.5 | 3.0 | 3.4 | |
| \$51-\$75K | 2.1 | 1.8 | 1.8 | 2.3 | 2.2 | 2.2 | |
| \$76-\$100K | 2.0 | 1.8 | 2.2 | 2.3 | 2.1 | 1.8 | |
| \$101-\$150K | 1.2 | 1.1 | 1.1 | 1.3 | 1.3 | 1.1 | |
| \$151-\$200K | 1.3 | 1.2 | 1.2 | 1.3 | 1.5 | 1.3 | |
| \$201-\$250K | 1.6 | 1.6 | 1.6 | 1.9 | 1.7 | 1.6 | |
| \$251-\$300K | 1.5 | 1.4 | 1.3 | 1.5 | 1.6 | 1.4 | |
| \$301-\$350K | 2.1 | 1.8 | 1.9 | 2.3 | 2.6 | 2.4 | |
| \$351-\$400K | 3.1 | 2.8 | 2.6 | 3.1 | 3.2 | 3.6 | |
| \$401-\$500K | 4.1 | 3.6 | 4.0 | 4.2 | 5.0 | 4.4 | |
| \$501-\$600K | 6.1 | 5.9 | 5.5 | 7.4 | 7.4 | 8.9 | Inconsistent Market |
| \$601-\$750K | 4.7 | 4.1 | 4.9 | 7.8 | 9.3 | 12.2 | |
| \$751-\$1.0M | 6.6 | 5.8 | 5.2 | 7.3 | 8.0 | 12.5 | |
| \$1.0-\$1.5M | 15.4 | 15.0 | 11.5 | 13.5 | 13.2 | 13.3 | Volatile due to fewer Sales, Generally a Buyer's Market |
| \$1.5M-\$2.0M | 7.3 | 9.0 | 7.7 | 12.8 | 10.8 | 10.8 | |
| >\$2.0M | 14.0 | 20.3 | 18.0 | 14.5 | 15.4 | 19.0 | |
| TOTAL | 2.0 | 1.8 | 1.9 | 2.2 | 2.4 | 2.3 | |