

# Residential Homes

| Price Range:           | Single Family Residential |            |            |            | Du/Tri FourPlex & Apartment |          |          |          | Avg DOM    | Active Listings           |                             | Sales Pending             |                             |
|------------------------|---------------------------|------------|------------|------------|-----------------------------|----------|----------|----------|------------|---------------------------|-----------------------------|---------------------------|-----------------------------|
|                        | Bedrooms                  |            |            |            | Bedrooms                    |          |          |          |            | Single Family Residential | Du/Tri FourPlex & Apartment | Single Family Residential | Du/Tri FourPlex & Apartment |
|                        | 2-                        | 3          | 4+         | Total      | 2-                          | 3        | 4+       | Total    |            | End of Month              | End of Month                | End of Month              | End of Month                |
| 0 - 29,999             | 9                         | 9          | 0          | 18         | 0                           | 0        | 0        | 0        | 126        | 11                        | 0                           | 4                         | 0                           |
| 30,000 - 39,999        | 8                         | 7          | 1          | 16         | 0                           | 0        | 0        | 0        | 136        | 9                         | 0                           | 3                         | 0                           |
| 40,000 - 49,999        | 6                         | 10         | 1          | 17         | 0                           | 0        | 0        | 0        | 112        | 13                        | 1                           | 5                         | 0                           |
| 50,000 - 59,999        | 5                         | 11         | 2          | 18         | 0                           | 0        | 0        | 0        | 102        | 10                        | 0                           | 6                         | 0                           |
| 60,000 - 69,999        | 6                         | 12         | 3          | 21         | 0                           | 0        | 0        | 0        | 117        | 16                        | 0                           | 13                        | 0                           |
| 70,000 - 79,999        | 10                        | 26         | 1          | 37         | 0                           | 0        | 0        | 0        | 106        | 18                        | 0                           | 19                        | 0                           |
| 80,000 - 89,999        | 10                        | 15         | 2          | 27         | 0                           | 0        | 0        | 0        | 139        | 21                        | 0                           | 8                         | 0                           |
| 90,000 - 99,999        | 9                         | 21         | 3          | 33         | 0                           | 0        | 0        | 0        | 137        | 25                        | 0                           | 15                        | 0                           |
| 100,000 - 119,999      | 11                        | 56         | 6          | 73         | 0                           | 0        | 0        | 0        | 116        | 34                        | 1                           | 30                        | 2                           |
| 120,000 - 139,999      | 7                         | 82         | 17         | 106        | 0                           | 0        | 0        | 0        | 111        | 75                        | 0                           | 39                        | 0                           |
| 140,000 - 159,999      | 10                        | 67         | 12         | 89         | 1                           | 0        | 0        | 1        | 100        | 66                        | 0                           | 42                        | 2                           |
| 160,000 - 179,999      | 4                         | 73         | 13         | 90         | 0                           | 0        | 0        | 0        | 95         | 59                        | 1                           | 32                        | 0                           |
| 180,000 - 199,999      | 9                         | 53         | 12         | 74         | 1                           | 0        | 0        | 1        | 124        | 59                        | 0                           | 29                        | 1                           |
| 200,000 - 249,999      | 5                         | 108        | 25         | 138        | 1                           | 0        | 0        | 1        | 113        | 104                       | 1                           | 58                        | 0                           |
| 250,000 - 299,999      | 4                         | 55         | 28         | 87         | 2                           | 0        | 0        | 2        | 142        | 90                        | 4                           | 45                        | 0                           |
| 300,000 - 399,999      | 6                         | 37         | 33         | 76         | 2                           | 0        | 0        | 2        | 188        | 104                       | 0                           | 47                        | 2                           |
| 400,000 - 499,999      | 0                         | 4          | 12         | 16         | 1                           | 0        | 0        | 1        | 193        | 61                        | 3                           | 14                        | 0                           |
| 500,000 - 749,999      | 1                         | 1          | 9          | 11         | 1                           | 0        | 0        | 1        | 345        | 47                        | 1                           | 3                         | 1                           |
| 750,000 - 999,999      | 0                         | 0          | 0          | 0          | 0                           | 0        | 0        | 0        | 0          | 24                        | 0                           | 1                         | 0                           |
| 1,000,000 - 1,249,999  | 0                         | 0          | 1          | 1          | 0                           | 0        | 0        | 0        | 261        | 2                         | 1                           | 0                         | 0                           |
| 1,250,000 - 1,499,999  | 0                         | 0          | 0          | 0          | 0                           | 0        | 0        | 0        | 0          | 5                         | 0                           | 0                         | 0                           |
| 1,500,000 - 1,999,999  | 0                         | 0          | 0          | 0          | 0                           | 0        | 0        | 0        | 0          | 3                         | 0                           | 0                         | 0                           |
| 2,000,000 - 2,999,999  | 0                         | 0          | 0          | 0          | 0                           | 0        | 0        | 0        | 0          | 2                         | 0                           | 0                         | 0                           |
| 3,000,000 - 99,999,999 | 0                         | 0          | 0          | 0          | 0                           | 0        | 0        | 0        | 0          | 0                         | 0                           | 0                         | 0                           |
| <b>Totals:</b>         | <b>120</b>                | <b>647</b> | <b>181</b> | <b>948</b> | <b>9</b>                    | <b>0</b> | <b>0</b> | <b>9</b> | <b>126</b> | <b>858</b>                | <b>13</b>                   | <b>413</b>                | <b>8</b>                    |

**Time on Market Analysis**  
For Units Sold

| Days     | Single Family Residential | Du/Tri FourPlex & Apartment | Total |
|----------|---------------------------|-----------------------------|-------|
| 0 - 30   | 81                        | 2                           | 83    |
| 31 - 60  | 260                       | 1                           | 261   |
| 61 - 90  | 154                       | 1                           | 155   |
| 91 - 120 | 107                       | 2                           | 109   |
| 121+     | 346                       | 3                           | 349   |

**Type of Financing Analysis**  
For Units Sold

| Financing         | Single Family Residential | Du/Tri FourPlex & Apartment | Total |
|-------------------|---------------------------|-----------------------------|-------|
| Cash              | 240                       | 1                           | 241   |
| VA                | 78                        | 0                           | 78    |
| Owner Financing   | 5                         | 0                           | 5     |
| Conventional      | 397                       | 8                           | 405   |
| FHA               | 107                       | 0                           | 107   |
| Rural Development | 52                        | 0                           | 52    |
| USDA              | 32                        | 0                           | 32    |
| THDA              | 5                         | 0                           | 5     |
| Other             | 32                        | 0                           | 32    |

|   |                      |
|---|----------------------|
| <b>Total New Listings During This Time Frame</b>                | <b>1,511</b>         |
| <b>Median Sold Price</b>  | <b>\$164,900</b>     |
| <b>Average Sold Price</b>                                       | <b>\$182,556</b>     |
| <b>Average Days on Market</b>                                   | <b>126</b>           |
| <b>Total Sold Dollar Volume Single Family Residential</b>       | <b>\$171,912,477</b> |
| <b>Total Sold Dollar Volume Du/Tri FourPlex &amp; Apartment</b> | <b>\$2,793,900</b>   |
| <b>Total Home Sales Sold Dollar Volume</b>                      | <b>\$174,706,377</b> |