

# 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             | 13                        | 15          | 4          | 32          | 0                           | 0        | 0        | 0         | 92         | 2                         | 0                           | 2                         | 0                           |
| 30,000 - 39,999        | 16                        | 13          | 1          | 30          | 0                           | 0        | 0        | 0         | 110        | 3                         | 0                           | 4                         | 0                           |
| 40,000 - 49,999        | 16                        | 18          | 0          | 34          | 0                           | 0        | 0        | 0         | 86         | 3                         | 0                           | 4                         | 0                           |
| 50,000 - 59,999        | 13                        | 22          | 6          | 41          | 0                           | 0        | 0        | 0         | 114        | 4                         | 0                           | 4                         | 0                           |
| 60,000 - 69,999        | 22                        | 15          | 2          | 39          | 0                           | 0        | 0        | 0         | 141        | 5                         | 0                           | 4                         | 0                           |
| 70,000 - 79,999        | 17                        | 23          | 3          | 43          | 1                           | 0        | 0        | 1         | 108        | 3                         | 0                           | 7                         | 0                           |
| 80,000 - 89,999        | 12                        | 32          | 5          | 49          | 0                           | 0        | 0        | 0         | 110        | 6                         | 0                           | 8                         | 0                           |
| 90,000 - 99,999        | 26                        | 32          | 3          | 61          | 0                           | 0        | 0        | 0         | 99         | 7                         | 0                           | 8                         | 0                           |
| 100,000 - 119,999      | 36                        | 103         | 11         | 150         | 1                           | 0        | 0        | 1         | 114        | 10                        | 0                           | 19                        | 1                           |
| 120,000 - 139,999      | 45                        | 190         | 21         | 256         | 1                           | 0        | 0        | 1         | 89         | 12                        | 1                           | 27                        | 0                           |
| 140,000 - 159,999      | 39                        | 196         | 20         | 255         | 2                           | 0        | 0        | 2         | 92         | 14                        | 0                           | 29                        | 0                           |
| 160,000 - 179,999      | 39                        | 209         | 31         | 279         | 3                           | 0        | 0        | 3         | 86         | 16                        | 1                           | 35                        | 0                           |
| 180,000 - 199,999      | 30                        | 194         | 28         | 252         | 1                           | 0        | 0        | 1         | 88         | 27                        | 0                           | 26                        | 1                           |
| 200,000 - 249,999      | 42                        | 368         | 73         | 483         | 8                           | 0        | 0        | 8         | 106        | 40                        | 1                           | 54                        | 1                           |
| 250,000 - 299,999      | 22                        | 242         | 85         | 349         | 2                           | 0        | 0        | 2         | 100        | 43                        | 1                           | 51                        | 0                           |
| 300,000 - 399,999      | 9                         | 150         | 117        | 276         | 2                           | 0        | 0        | 2         | 118        | 42                        | 2                           | 45                        | 0                           |
| 400,000 - 499,999      | 4                         | 31          | 51         | 86          | 0                           | 0        | 0        | 0         | 141        | 29                        | 0                           | 22                        | 0                           |
| 500,000 - 749,999      | 1                         | 20          | 48         | 69          | 1                           | 0        | 0        | 1         | 188        | 28                        | 0                           | 20                        | 0                           |
| 750,000 - 999,999      | 0                         | 3           | 12         | 15          | 1                           | 0        | 0        | 1         | 219        | 17                        | 0                           | 3                         | 0                           |
| 1,000,000 - 1,249,999  | 0                         | 1           | 3          | 4           | 2                           | 0        | 0        | 2         | 249        | 7                         | 0                           | 1                         | 0                           |
| 1,250,000 - 1,499,999  | 0                         | 1           | 1          | 2           | 0                           | 0        | 0        | 0         | 461        | 2                         | 0                           | 0                         | 0                           |
| 1,500,000 - 1,999,999  | 0                         | 0           | 0          | 0           | 0                           | 0        | 0        | 0         | 0          | 2                         | 0                           | 0                         | 0                           |
| 2,000,000 - 2,999,999  | 0                         | 0           | 0          | 0           | 1                           | 0        | 0        | 1         | 162        | 1                         | 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>402</b>                | <b>1878</b> | <b>525</b> | <b>2805</b> | <b>26</b>                   | <b>0</b> | <b>0</b> | <b>26</b> | <b>105</b> | <b>323</b>                | <b>6</b>                    | <b>373</b>                | <b>3</b>                    |

**Time on Market Analysis**  
For Units Sold

| Days     | Single Family Residential | Du/Tri FourPlex & Apartment | Total |
|----------|---------------------------|-----------------------------|-------|
| 0 - 30   | 249                       | 9                           | 258   |
| 31 - 60  | 975                       | 1                           | 976   |
| 61 - 90  | 499                       | 3                           | 502   |
| 91 - 120 | 302                       | 2                           | 304   |
| 121+     | 777                       | 11                          | 788   |

**Type of Financing Analysis**  
For Units Sold

| Financing         | Single Family Residential | Du/Tri FourPlex & Apartment | Total |
|-------------------|---------------------------|-----------------------------|-------|
| Cash              | 744                       | 8                           | 752   |
| VA                | 253                       | 0                           | 253   |
| Owner Financing   | 20                        | 1                           | 21    |
| Conventional      | 1168                      | 14                          | 1182  |
| FHA               | 238                       | 0                           | 238   |
| Rural Development | 173                       | 0                           | 173   |
| USDA              | 142                       | 0                           | 142   |
| THDA              | 13                        | 0                           | 13    |
| Other             | 54                        | 3                           | 57    |

|   |                      |
|---|----------------------|
| <b>Total New Listings During This Time Frame</b>                | <b>3,194</b>         |
| <b>Median Sold Price</b>  | <b>\$190,000</b>     |
| <b>Average Sold Price</b>                                       | <b>\$215,798</b>     |
| <b>Average Days on Market</b>                                   | <b>105</b>           |
| <b>Total Sold Dollar Volume Single Family Residential</b>       | <b>\$601,007,993</b> |
| <b>Total Sold Dollar Volume Du/Tri FourPlex &amp; Apartment</b> | <b>\$9,916,515</b>   |
| <b>Total Home Sales Sold Dollar Volume</b>                      | <b>\$610,924,508</b> |