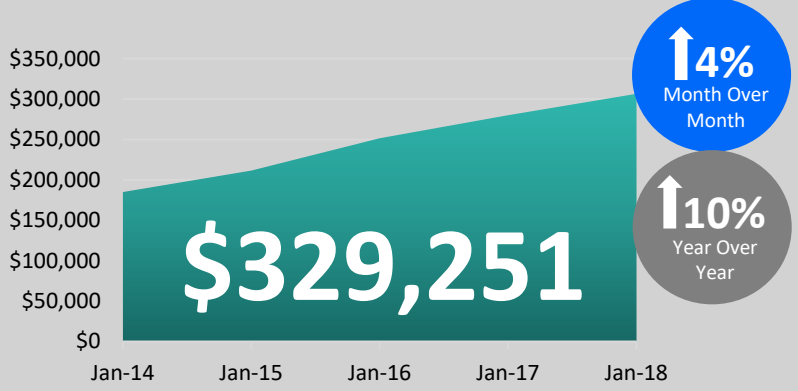


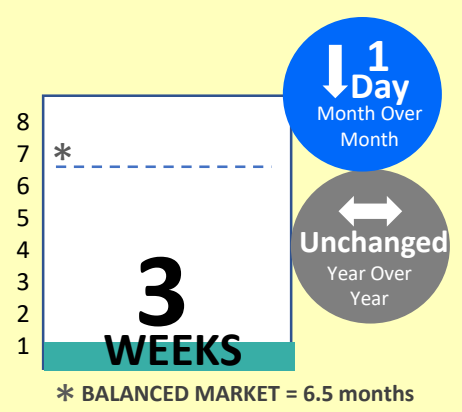
HOW'S THE MARKET? | March 2018

Although the crystal ball is at the cleaners, this month's statistics give us a great idea of where Spring 2018 IS RIGHT NOW and where it IS GOING: prices up, inventory down and the days on the market well under the national norms. This is a fast market - you see as much activity in winter as in summer. Act quickly and put your best offer UP FRONT - do NOT expect a counter-proposal based on what you could've, should've or would've done.

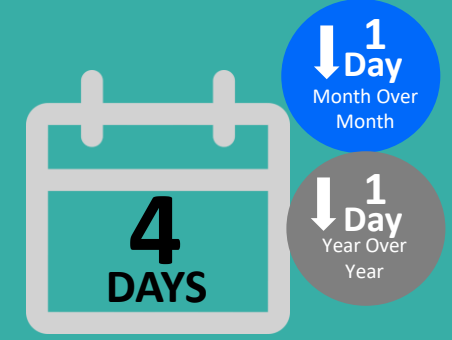
MEDIAN PRICE FOR SINGLE-FAMILY HOMES



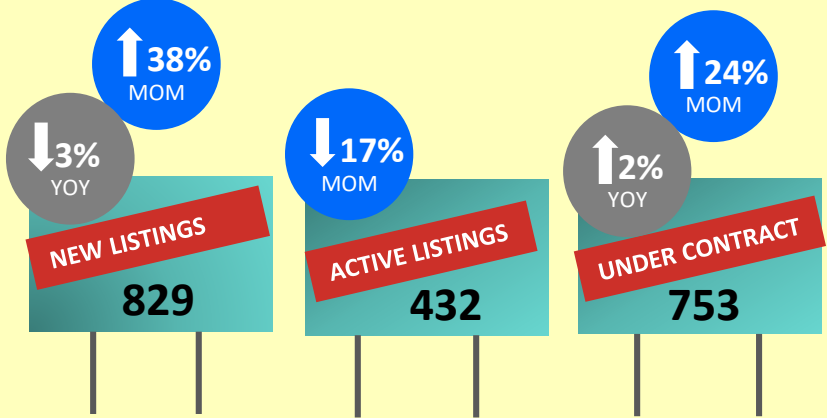
WEEKS OF INVENTORY



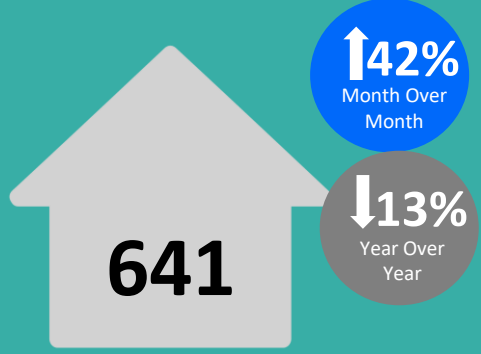
MEDIAN DAYS HOMES SPENT ON THE MARKET



HOME LISTINGS ON THE MARKET



HOMES SOLD



HOMES SOLD YEAR TO DATE

