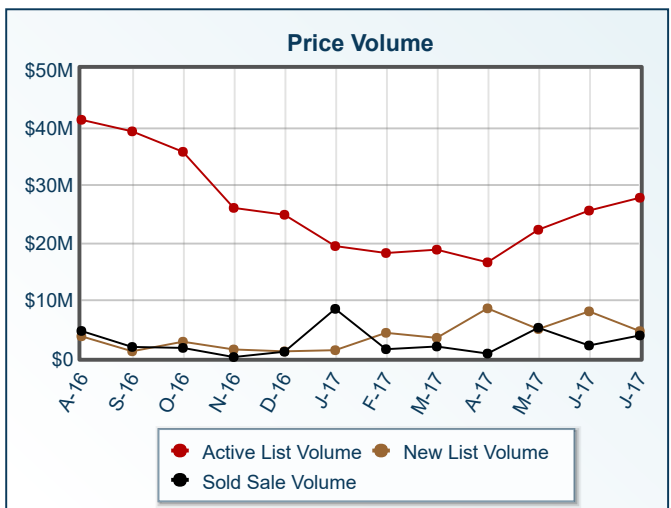
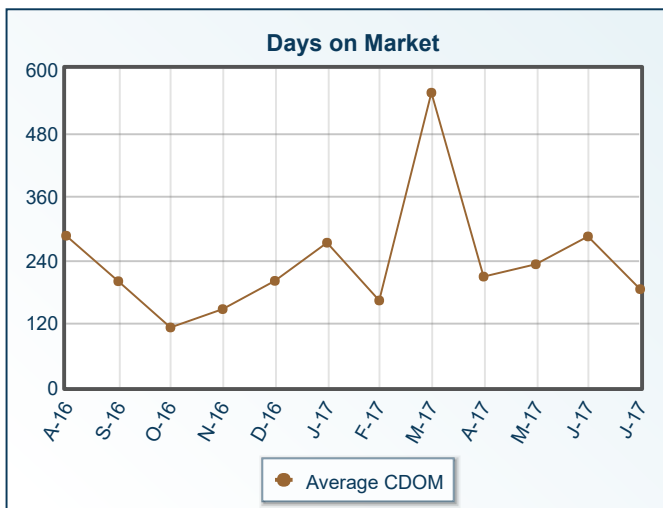
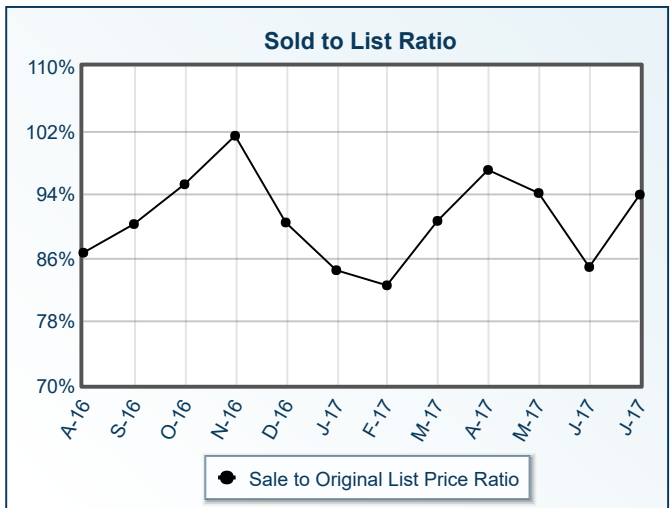
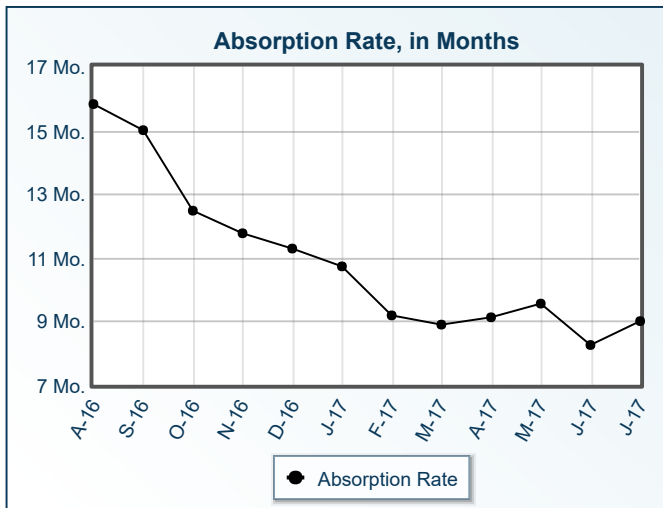
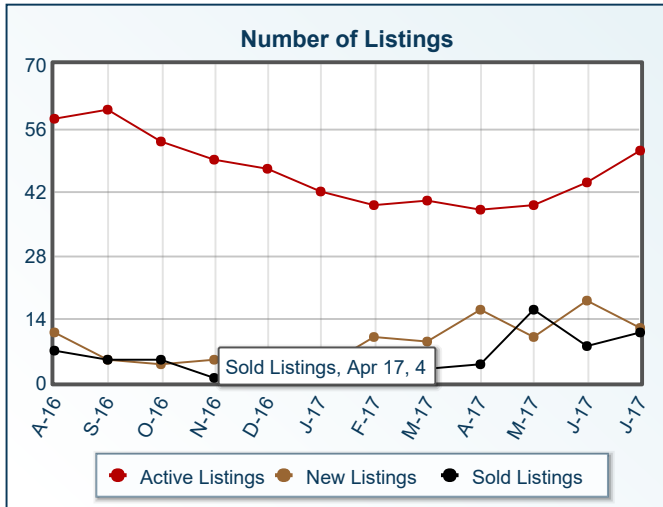


# Market Summary

Victor Residential, July 2017



| <b>Summary Statistics</b> |               |               |              |                 |                 |              |
|---------------------------|---------------|---------------|--------------|-----------------|-----------------|--------------|
|                           | <b>Jul-17</b> | <b>Jul-16</b> | <b>% Chg</b> | <b>2017 YTD</b> | <b>2016 YTD</b> | <b>% Chg</b> |
| Absorption Rate           | 9             | 15.82         | -43.11       | 9.24            | 13.74           | -32.75       |
| Average List Price        | \$543,043     | \$742,893     | -26.90       | \$476,755       | \$671,445       | -29.00       |
| Median List Price         | \$399,000     | \$399,250     | -0.06        | \$349,250       | \$379,000       | -7.85        |
| Average Sale Price        | \$351,835     | \$283,250     | 24.21        | \$467,716       | \$333,004       | 40.45        |
| Median Sale Price         | \$279,000     | \$231,000     | 20.78        | \$265,000       | \$272,000       | -2.57        |
| Average CDOM              | 184           | 407           | -54.79       | 245             | 240             | 2.08         |
| Median CDOM               | 66            | 187           | -64.71       | 153             | 161             | -4.97        |

|                     | <b>Sold Listings</b> |             |              | <b>Year to Date</b> |             |              |
|---------------------|----------------------|-------------|--------------|---------------------|-------------|--------------|
|                     | <b>This Month</b>    |             |              | <b>Year to Date</b> |             |              |
|                     | <b>2017</b>          | <b>2016</b> | <b>% Chg</b> | <b>2017</b>         | <b>2016</b> | <b>% Chg</b> |
| 0-99,999            | 0                    | 0           | 0.0          | 5                   | 1           | 400.0        |
| 100,000-149,999     | 1                    | 0           | N/A          | 8                   | 5           | 60.0         |
| 150,000-199,999     | 0                    | 3           | -100.0       | 3                   | 5           | -40.0        |
| 200,000-249,999     | 2                    | 0           | N/A          | 8                   | 1           | 700.0        |
| 250,000-299,999     | 3                    | 2           | 50.0         | 8                   | 4           | 100.0        |
| 300,000-349,999     | 1                    | 0           | N/A          | 3                   | 3           | 0.0          |
| 350,000-399,999     | 1                    | 0           | N/A          | 4                   | 0           | N/A          |
| 400,000-449,999     | 1                    | 0           | N/A          | 1                   | 1           | 0.0          |
| 450,000-499,999     | 0                    | 0           | 0.0          | 0                   | 1           | -100.0       |
| 500,000-549,999     | 1                    | 0           | N/A          | 2                   | 0           | N/A          |
| 550,000-599,999     | 0                    | 0           | 0.0          | 2                   | 0           | N/A          |
| 600,000-649,999     | 0                    | 1           | -100.0       | 0                   | 2           | -100.0       |
| 650,000-699,999     | 0                    | 0           | 0.0          | 1                   | 0           | N/A          |
| 700,000-749,999     | 0                    | 0           | 0.0          | 0                   | 1           | -100.0       |
| 750,000-799,999     | 0                    | 0           | 0.0          | 2                   | 0           | N/A          |
| 800,000-849,999     | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 850,000-899,999     | 1                    | 0           | N/A          | 1                   | 0           | N/A          |
| 900,000-949,999     | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 950,000-999,999     | 0                    | 0           | 0.0          | 1                   | 0           | N/A          |
| 1,000,000-1,099,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,100,000-1,199,999 | 0                    | 0           | 0.0          | 1                   | 0           | N/A          |
| 1,200,000-1,299,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,300,000-1,399,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,400,000-1,499,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,500,000-1,599,999 | 0                    | 0           | 0.0          | 0                   | 1           | -100.0       |
| 1,600,000-1,699,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,700,000-1,799,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,800,000-1,899,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,900,000-1,999,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,000,000-2,249,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,250,000-2,499,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,500,000-2,749,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,750,000-2,999,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,000,000-3,249,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,250,000-3,499,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,500,000-3,749,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,750,000-3,999,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,000,000-4,249,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,250,000-4,499,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,500,000-4,749,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,750,000-4,999,999 | 0                    | 0           | 0.0          | 0                   | 0           | 0.0          |
| 5,000,000+          | 0                    | 0           | 0.0          | 1                   | 0           | N/A          |
| <b>Totals</b>       | <b>11</b>            | <b>6</b>    | <b>83.3</b>  | <b>51</b>           | <b>25</b>   | <b>104.0</b> |

|                     | <b>Pending Listings</b> |             |              |                     |             |              |
|---------------------|-------------------------|-------------|--------------|---------------------|-------------|--------------|
|                     | <b>This Month</b>       |             |              | <b>Year to Date</b> |             |              |
|                     | <b>2017</b>             | <b>2016</b> | <b>% Chg</b> | <b>2017</b>         | <b>2016</b> | <b>% Chg</b> |
| 0-99,999            | 0                       | 0           | 0.0          | 4                   | 1           | 300.0        |
| 100,000-149,999     | 0                       | 1           | -100.0       | 7                   | 7           | 0.0          |
| 150,000-199,999     | 0                       | 1           | -100.0       | 2                   | 7           | -71.4        |
| 200,000-249,999     | 1                       | 0           | N/A          | 5                   | 8           | -37.5        |
| 250,000-299,999     | 1                       | 0           | N/A          | 10                  | 6           | 66.7         |
| 300,000-349,999     | 1                       | 0           | N/A          | 5                   | 5           | 0.0          |
| 350,000-399,999     | 0                       | 2           | -100.0       | 3                   | 3           | 0.0          |
| 400,000-449,999     | 0                       | 0           | 0.0          | 1                   | 1           | 0.0          |
| 450,000-499,999     | 0                       | 0           | 0.0          | 0                   | 2           | -100.0       |
| 500,000-549,999     | 1                       | 0           | N/A          | 3                   | 1           | 200.0        |
| 550,000-599,999     | 0                       | 0           | 0.0          | 1                   | 0           | N/A          |
| 600,000-649,999     | 0                       | 0           | 0.0          | 1                   | 3           | -66.7        |
| 650,000-699,999     | 0                       | 0           | 0.0          | 0                   | 2           | -100.0       |
| 700,000-749,999     | 0                       | 0           | 0.0          | 1                   | 2           | -50.0        |
| 750,000-799,999     | 0                       | 0           | 0.0          | 1                   | 0           | N/A          |
| 800,000-849,999     | 0                       | 0           | 0.0          | 1                   | 0           | N/A          |
| 850,000-899,999     | 0                       | 0           | 0.0          | 1                   | 2           | -50.0        |
| 900,000-949,999     | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 950,000-999,999     | 0                       | 0           | 0.0          | 1                   | 1           | 0.0          |
| 1,000,000-1,099,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,100,000-1,199,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,200,000-1,299,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,300,000-1,399,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,400,000-1,499,999 | 0                       | 0           | 0.0          | 0                   | 1           | -100.0       |
| 1,500,000-1,599,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,600,000-1,699,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,700,000-1,799,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,800,000-1,899,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,900,000-1,999,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,000,000-2,249,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,250,000-2,499,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,500,000-2,749,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 2,750,000-2,999,999 | 0                       | 1           | -100.0       | 0                   | 1           | -100.0       |
| 3,000,000-3,249,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,250,000-3,499,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,500,000-3,749,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 3,750,000-3,999,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,000,000-4,249,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,250,000-4,499,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,500,000-4,749,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 4,750,000-4,999,999 | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| 5,000,000+          | 0                       | 0           | 0.0          | 0                   | 0           | 0.0          |
| <b>Totals</b>       | <b>4</b>                | <b>5</b>    | <b>-20.0</b> | <b>47</b>           | <b>53</b>   | <b>-11.3</b> |

| Active Listings     | This Month |      |        | Year to Date |      |        | New Listings        | This Month |          |        | Year to Date |      |        |
|---------------------|------------|------|--------|--------------|------|--------|---------------------|------------|----------|--------|--------------|------|--------|
|                     | 2017       | 2016 | % Chg  | 2017         | 2016 | % Chg  |                     | 2017       | 2016     | % Chg  | 2017         | 2016 | % Chg  |
|                     | 0-99,999   | 0    | 2      | -100.0       | 5    | 3      |                     | 66.7       | 0-99,999 | 0      | 0            | 0.0  | 1      |
| 100,000-149,999     | 1          | 4    | -75.0  | 8            | 12   | -33.3  | 100,000-149,999     | 1          | 0        | N/A    | 5            | 5    | 0.0    |
| 150,000-199,999     | 4          | 3    | 33.3   | 7            | 10   | -30.0  | 150,000-199,999     | 4          | 1        | 300.0  | 6            | 6    | 0.0    |
| 200,000-249,999     | 5          | 2    | 150.0  | 13           | 10   | 30.0   | 200,000-249,999     | 2          | 1        | 100.0  | 10           | 5    | 100.0  |
| 250,000-299,999     | 8          | 5    | 60.0   | 20           | 11   | 81.8   | 250,000-299,999     | 1          | 0        | N/A    | 12           | 9    | 33.3   |
| 300,000-349,999     | 4          | 4    | 0.0    | 9            | 11   | -18.2  | 300,000-349,999     | 0          | 0        | 0.0    | 5            | 5    | 0.0    |
| 350,000-399,999     | 5          | 11   | -54.5  | 13           | 15   | -13.3  | 350,000-399,999     | 1          | 2        | -50.0  | 9            | 11   | -18.2  |
| 400,000-449,999     | 2          | 1    | 100.0  | 3            | 3    | 0.0    | 400,000-449,999     | 0          | 1        | -100.0 | 3            | 1    | 200.0  |
| 450,000-499,999     | 2          | 4    | -50.0  | 2            | 6    | -66.7  | 450,000-499,999     | 0          | 0        | 0.0    | 1            | 2    | -50.0  |
| 500,000-549,999     | 2          | 0    | N/A    | 4            | 1    | 300.0  | 500,000-549,999     | 0          | 0        | 0.0    | 3            | 0    | N/A    |
| 550,000-599,999     | 4          | 3    | 33.3   | 7            | 6    | 16.7   | 550,000-599,999     | 0          | 1        | -100.0 | 5            | 4    | 25.0   |
| 600,000-649,999     | 2          | 2    | 0.0    | 5            | 6    | -16.7  | 600,000-649,999     | 0          | 0        | 0.0    | 3            | 3    | 0.0    |
| 650,000-699,999     | 2          | 1    | 100.0  | 4            | 5    | -20.0  | 650,000-699,999     | 1          | 0        | N/A    | 3            | 1    | 200.0  |
| 700,000-749,999     | 1          | 1    | 0.0    | 4            | 3    | 33.3   | 700,000-749,999     | 0          | 0        | 0.0    | 2            | 1    | 100.0  |
| 750,000-799,999     | 1          | 2    | -50.0  | 3            | 2    | 50.0   | 750,000-799,999     | 0          | 0        | 0.0    | 2            | 2    | 0.0    |
| 800,000-849,999     | 1          | 2    | -50.0  | 2            | 3    | -33.3  | 800,000-849,999     | 0          | 1        | -100.0 | 1            | 2    | -50.0  |
| 850,000-899,999     | 1          | 1    | 0.0    | 3            | 3    | 0.0    | 850,000-899,999     | 1          | 0        | N/A    | 2            | 1    | 100.0  |
| 900,000-949,999     | 0          | 1    | -100.0 | 0            | 1    | -100.0 | 900,000-949,999     | 0          | 0        | 0.0    | 0            | 1    | -100.0 |
| 950,000-999,999     | 2          | 2    | 0.0    | 4            | 5    | -20.0  | 950,000-999,999     | 1          | 0        | N/A    | 3            | 1    | 200.0  |
| 1,000,000-1,099,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 1,000,000-1,099,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,100,000-1,199,999 | 1          | 1    | 0.0    | 2            | 1    | 100.0  | 1,100,000-1,199,999 | 0          | 0        | 0.0    | 1            | 1    | 0.0    |
| 1,200,000-1,299,999 | 0          | 1    | -100.0 | 0            | 3    | -100.0 | 1,200,000-1,299,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,300,000-1,399,999 | 0          | 1    | -100.0 | 0            | 1    | -100.0 | 1,300,000-1,399,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,400,000-1,499,999 | 1          | 0    | N/A    | 1            | 2    | -50.0  | 1,400,000-1,499,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,500,000-1,599,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 1,500,000-1,599,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,600,000-1,699,999 | 1          | 1    | 0.0    | 1            | 1    | 0.0    | 1,600,000-1,699,999 | 0          | 0        | 0.0    | 0            | 1    | -100.0 |
| 1,700,000-1,799,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 1,700,000-1,799,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,800,000-1,899,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 1,800,000-1,899,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 1,900,000-1,999,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 1,900,000-1,999,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 2,000,000-2,249,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 2,000,000-2,249,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 2,250,000-2,499,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 2,250,000-2,499,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 2,500,000-2,749,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 2,500,000-2,749,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 2,750,000-2,999,999 | 1          | 2    | -50.0  | 2            | 2    | 0.0    | 2,750,000-2,999,999 | 0          | 0        | 0.0    | 1            | 1    | 0.0    |
| 3,000,000-3,249,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 3,000,000-3,249,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 3,250,000-3,499,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 3,250,000-3,499,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 3,500,000-3,749,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 3,500,000-3,749,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 3,750,000-3,999,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 3,750,000-3,999,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 4,000,000-4,249,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 4,000,000-4,249,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 4,250,000-4,499,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 4,250,000-4,499,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 4,500,000-4,749,999 | 0          | 0    | 0.0    | 0            | 0    | 0.0    | 4,500,000-4,749,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 4,750,000-4,999,999 | 0          | 0    | 0.0    | 0            | 1    | -100.0 | 4,750,000-4,999,999 | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| 5,000,000+          | 0          | 1    | -100.0 | 0            | 2    | -100.0 | 5,000,000+          | 0          | 0        | 0.0    | 0            | 0    | 0.0    |
| Totals              | 51         | 58   | -12.1  | 122          | 129  | -5.4   | Totals              | 12         | 7        | 71.4   | 78           | 65   | 20.0   |

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