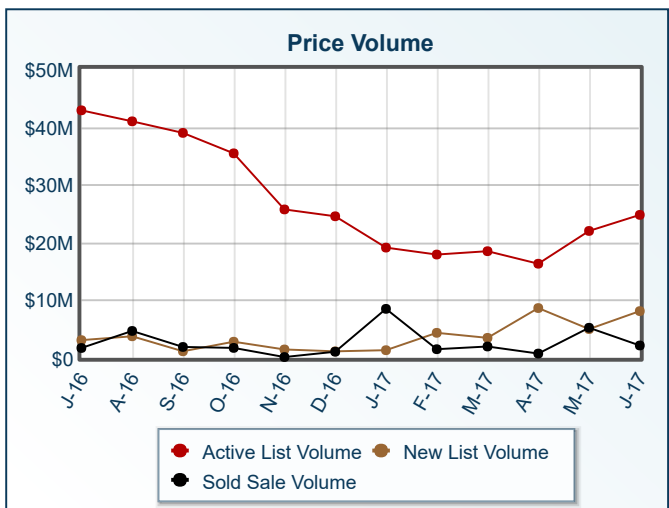
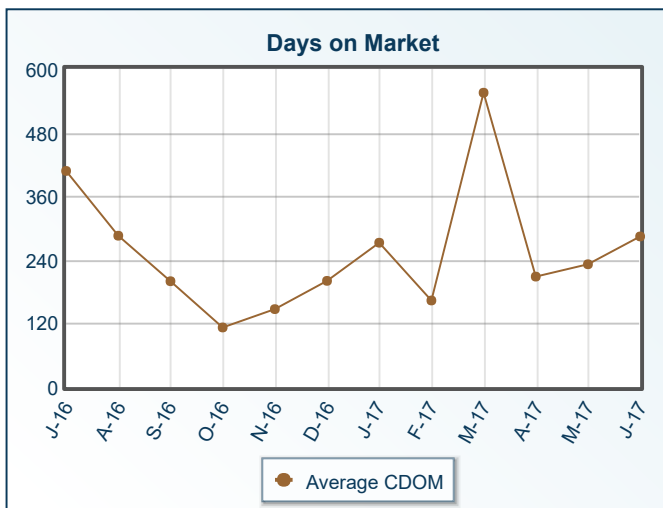
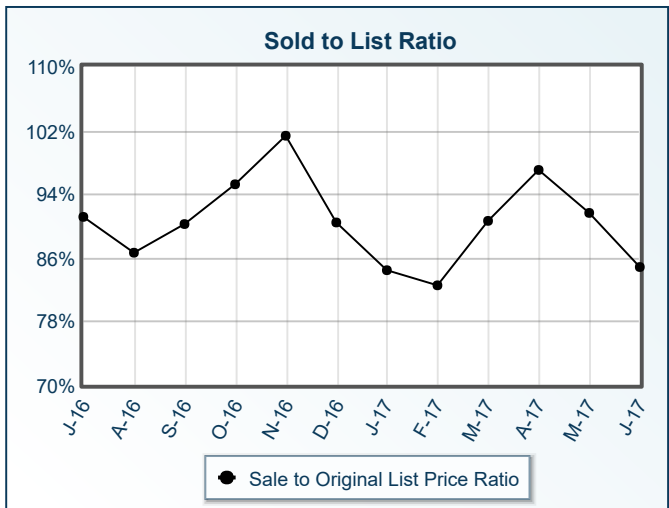
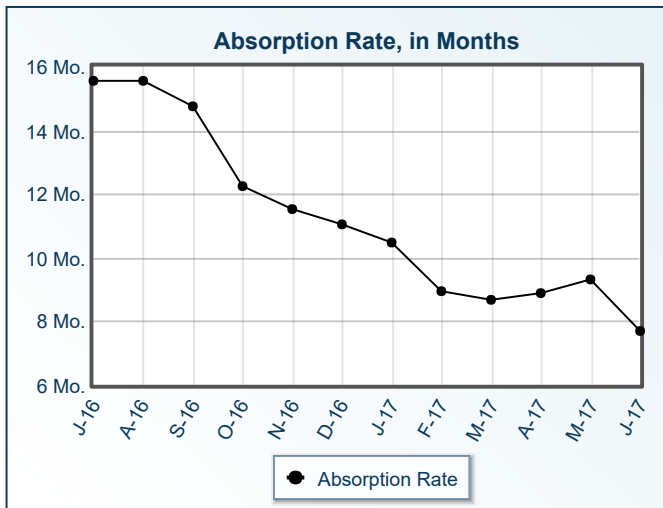
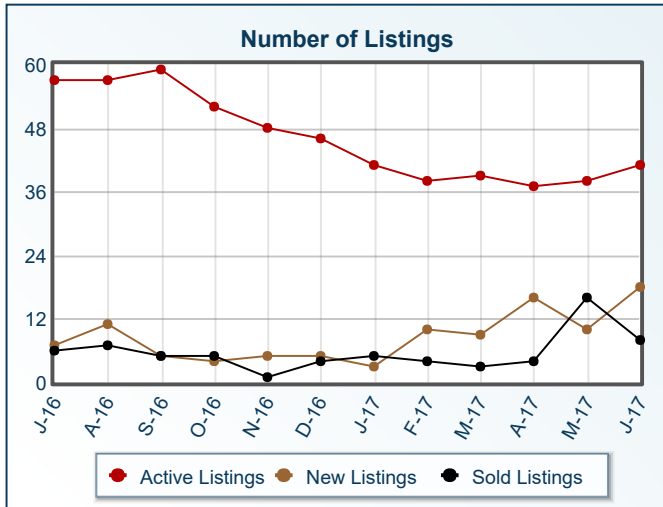


# Market Summary

Victor Residential, June 2017



| <b>Summary Statistics</b> |               |               |              |                 |                 |              |
|---------------------------|---------------|---------------|--------------|-----------------|-----------------|--------------|
|                           | <b>Jun-17</b> | <b>Jun-16</b> | <b>% Chg</b> | <b>2017 YTD</b> | <b>2016 YTD</b> | <b>% Chg</b> |
| Absorption Rate           | 7.69          | 15.67         | -50.93       | 8.99            | 13.32           | -32.51       |
| Average List Price        | \$603,161     | \$717,339     | -15.92       | \$489,732       | \$688,373       | -28.86       |
| Median List Price         | \$470,000     | \$395,750     | 18.76        | \$369,000       | \$379,000       | -2.64        |
| Average Sale Price        | \$266,688     | \$204,500     | 30.41        | \$499,583       | \$348,716       | 43.26        |
| Median Sale Price         | \$184,250     | \$179,500     | 2.65         | \$246,500       | \$272,000       | -9.37        |
| Average CDOM              | 284           | 84            | 238.10       | 262             | 187             | 40.11        |
| Median CDOM               | 132           | 80            | 65.00        | 169             | 154             | 9.74         |

| <b>Sold Listings</b> | <b>This Month</b> |             |              | <b>Year to Date</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> |                         | <b>2017</b>       | <b>2016</b> | <b>% Chg</b> | <b>2017</b>         | <b>2016</b> | <b>% Chg</b> |
| 0-99,999             | 2                 | 0           | N/A          | 5                   | 1           | 400.0        | 0-99,999                | 0                 | 0           | 0.0          | 4                   | 1           | 300.0        |
| 100,000-149,999      | 1                 | 2           | -50.0        | 7                   | 5           | 40.0         | 100,000-149,999         | 1                 | 0           | N/A          | 7                   | 6           | 16.7         |
| 150,000-199,999      | 1                 | 0           | N/A          | 3                   | 2           | 50.0         | 150,000-199,999         | 0                 | 1           | -100.0       | 2                   | 6           | -66.7        |
| 200,000-249,999      | 1                 | 1           | 0.0          | 6                   | 1           | 500.0        | 200,000-249,999         | 0                 | 2           | -100.0       | 4                   | 8           | -50.0        |
| 250,000-299,999      | 1                 | 0           | N/A          | 5                   | 2           | 150.0        | 250,000-299,999         | 2                 | 3           | -33.3        | 11                  | 6           | 83.3         |
| 300,000-349,999      | 0                 | 1           | -100.0       | 2                   | 3           | -33.3        | 300,000-349,999         | 0                 | 0           | 0.0          | 4                   | 5           | -20.0        |
| 350,000-399,999      | 0                 | 0           | 0.0          | 3                   | 0           | N/A          | 350,000-399,999         | 0                 | 0           | 0.0          | 3                   | 1           | 200.0        |
| 400,000-449,999      | 0                 | 0           | 0.0          | 0                   | 1           | -100.0       | 400,000-449,999         | 1                 | 0           | N/A          | 1                   | 1           | 0.0          |
| 450,000-499,999      | 0                 | 0           | 0.0          | 0                   | 1           | -100.0       | 450,000-499,999         | 0                 | 0           | 0.0          | 0                   | 2           | -100.0       |
| 500,000-549,999      | 0                 | 0           | 0.0          | 1                   | 0           | N/A          | 500,000-549,999         | 1                 | 0           | N/A          | 2                   | 1           | 100.0        |
| 550,000-599,999      | 1                 | 0           | N/A          | 2                   | 0           | N/A          | 550,000-599,999         | 0                 | 0           | 0.0          | 1                   | 0           | N/A          |
| 600,000-649,999      | 0                 | 0           | 0.0          | 0                   | 1           | -100.0       | 600,000-649,999         | 0                 | 1           | -100.0       | 1                   | 3           | -66.7        |
| 650,000-699,999      | 1                 | 0           | N/A          | 1                   | 0           | N/A          | 650,000-699,999         | 0                 | 1           | -100.0       | 0                   | 2           | -100.0       |
| 700,000-749,999      | 0                 | 0           | 0.0          | 0                   | 1           | -100.0       | 700,000-749,999         | 1                 | 0           | N/A          | 1                   | 2           | -50.0        |
| 750,000-799,999      | 0                 | 0           | 0.0          | 2                   | 0           | N/A          | 750,000-799,999         | 0                 | 0           | 0.0          | 1                   | 0           | N/A          |
| 800,000-849,999      | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 800,000-849,999         | 0                 | 0           | 0.0          | 1                   | 0           | N/A          |
| 850,000-899,999      | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 850,000-899,999         | 1                 | 0           | N/A          | 1                   | 2           | -50.0        |
| 900,000-949,999      | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 900,000-949,999         | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| 950,000-999,999      | 0                 | 0           | 0.0          | 1                   | 0           | N/A          | 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          | 1,000,000-1,099,999     | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,100,000-1,199,999  | 0                 | 0           | 0.0          | 1                   | 0           | N/A          | 1,100,000-1,199,999     | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,200,000-1,299,999  | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 1,200,000-1,299,999     | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,300,000-1,399,999  | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 1,300,000-1,399,999     | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,400,000-1,499,999  | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 1,400,000-1,499,999     | 0                 | 0           | 0.0          | 0                   | 1           | -100.0       |
| 1,500,000-1,599,999  | 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          | 1,600,000-1,699,999     | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| 1,700,000-1,799,999  | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          | 1,700,000-1,799,999     | 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  | 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          | 3,000,000-3,249,999     | 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                   | 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          | 5,000,000+              | 0                 | 0           | 0.0          | 0                   | 0           | 0.0          |
| <b>Totals</b>        | <b>8</b>          | <b>4</b>    | <b>100.0</b> | <b>40</b>           | <b>19</b>   | <b>110.5</b> | <b>Totals</b>           | <b>7</b>          | <b>8</b>    | <b>-12.5</b> | <b>45</b>           | <b>48</b>   | <b>-6.2</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          | 3    | -66.7  | 7            | 12   | -41.7  | 100,000-149,999     | 1          | 2        | -50.0  | 4            | 5    | -20.0  |
| 150,000-199,999     | 2          | 4    | -50.0  | 3            | 9    | -66.7  | 150,000-199,999     | 0          | 0        | 0.0    | 2            | 5    | -60.0  |
| 200,000-249,999     | 5          | 2    | 150.0  | 11           | 9    | 22.2   | 200,000-249,999     | 1          | 2        | -50.0  | 8            | 4    | 100.0  |
| 250,000-299,999     | 3          | 6    | -50.0  | 18           | 10   | 80.0   | 250,000-299,999     | 4          | 2        | 100.0  | 11           | 8    | 37.5   |
| 300,000-349,999     | 4          | 5    | -20.0  | 8            | 11   | -27.3  | 300,000-349,999     | 0          | 0        | 0.0    | 4            | 5    | -20.0  |
| 350,000-399,999     | 4          | 12   | -66.7  | 13           | 13   | 0.0    | 350,000-399,999     | 4          | 0        | N/A    | 9            | 9    | 0.0    |
| 400,000-449,999     | 1          | 1    | 0.0    | 3            | 2    | 50.0   | 400,000-449,999     | 1          | 0        | N/A    | 3            | 0    | N/A    |
| 450,000-499,999     | 2          | 4    | -50.0  | 2            | 6    | -66.7  | 450,000-499,999     | 0          | 1        | -100.0 | 1            | 2    | -50.0  |
| 500,000-549,999     | 1          | 0    | N/A    | 3            | 1    | 200.0  | 500,000-549,999     | 1          | 0        | N/A    | 2            | 0    | N/A    |
| 550,000-599,999     | 3          | 5    | -40.0  | 8            | 5    | 60.0   | 550,000-599,999     | 4          | 1        | 300.0  | 6            | 3    | 100.0  |
| 600,000-649,999     | 2          | 3    | -33.3  | 5            | 6    | -16.7  | 600,000-649,999     | 0          | 0        | 0.0    | 3            | 3    | 0.0    |
| 650,000-699,999     | 2          | 1    | 100.0  | 3            | 5    | -40.0  | 650,000-699,999     | 0          | 0        | 0.0    | 2            | 1    | 100.0  |
| 700,000-749,999     | 2          | 1    | 100.0  | 4            | 3    | 33.3   | 700,000-749,999     | 1          | 1        | 0.0    | 2            | 1    | 100.0  |
| 750,000-799,999     | 1          | 2    | -50.0  | 3            | 2    | 50.0   | 750,000-799,999     | 0          | 1        | -100.0 | 2            | 2    | 0.0    |
| 800,000-849,999     | 1          | 2    | -50.0  | 2            | 2    | 0.0    | 800,000-849,999     | 0          | 0        | 0.0    | 1            | 1    | 0.0    |
| 850,000-899,999     | 1          | 1    | 0.0    | 2            | 3    | -33.3  | 850,000-899,999     | 0          | 0        | 0.0    | 1            | 1    | 0.0    |
| 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    | 3            | 5    | -40.0  | 950,000-999,999     | 0          | 0        | 0.0    | 2            | 1    | 100.0  |
| 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 | 1          | 1        | 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          | 1        | -100.0 | 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              | 41         | 64   | -35.9  | 109          | 121  | -9.9   | Totals              | 18         | 12       | 50.0   | 66           | 57   | 15.8   |

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