

| Topics/Years | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 |
|---------------------------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| 1 Sales - Annually | 108 | 100 | 100 | 107 | 100 | 111 | 84 | 79 | 68 | 70 | 74 |
| 2 Equity Growth avg \$\$ | 457 | 12,915 | 32,725 | 21,067 | 29,433 | 21,529 | 20,636 | 11,172 | -14,300 | 5,937 | n/a |
| 3 Equity Growth Median \$ | (4,500) | 17,000 | 33,000 | 33,500 | 24,000 | 16,100 | 26,400 | 6,500 | -16,000 | 12,500 | n/a |
| 4 Appreciation rate average % | 0.0% | 5.32% | 15.70% | 11.30% | 18.70% | 15.80% | 17.90% | 10.70% | -12.10% | 5.30% | n/a |
| 5 Appreciation rate median % | (0.02%) | 6.75% | 15.10% | 18.10% | 14.90% | 11.10% | 22.30% | 5.80% | -12.50% | 10.8% | n/a |
| 6 List price - average \$\$ | 262,175 | 256,505 | 241,694 | 206,082 | 185,456 | 159,217 | 138,025 | 117,634 | 107,079 | 121,454 | 115,656 |
| 7 List price - median \$\$ | 264,000 | 267,000 | 257,000 | 210,000 | 189,000 | 160,000 | 144,900 | 118,000 | 112,500 | 132,000 | 119,500 |
| 8 Sold price - average \$\$ | 258,610 | 255,568 | 242,653 | 208,157 | 187,090 | 157,667 | 136,138 | 115,502 | 104,330 | 118,630 | 112,693 |
| 9 Sold price - median \$\$ | 264,000 | 268,500 | 251,500 | 218,500 | 185,000 | 161,000 | 144,900 | 118,500 | 112,000 | 128,000 | 115,500 |
| 10 Concessions paid seller \$\$ | 138,363 | 76,677 | 88,638 | 62,797 | 64,930 | 132,193 | 85,108 | 85,939 | 85,700 | 116,685 | 142,837 |
| 11 Concession aver \$ paid | 3,007 | 2,738 | 2,396 | 1,962 | 2,597 | 2,698 | 2,579 | 2,777 | 3,060 | 4,154 | 3,174 |
| 12 Concessions # paid / % | 46/43% | 28% | 37/37% | 32/29% | 25/25.3% | 49/43% | 33/39% | 31/38% | 28/39% | 37/53% | 45/60% |
| 13 Sold Type Bank/Gov't/Corp | 0/0/13 | 0/0/3 | 0/0/2 | 0/0/3 | 3/0/3 | 6/1/6 | 8/6/6 | 13/6/3 | 16/14/3 | 15/6/1 | 15/7/5 |
| 14 Sold Seller type - Estate | 5 | 4 | 2 | 3 | 3 | 6 | 6 | 3 | 3 | 1 | 5 |
| 15 Sold Seller type Individual | 90 | 93 | 93 | 102 | 89 | 97 | 57 | 52 | 35 | 45 | 46 |
| 16 Sold Sales terms - cash | 15 | 12 | 18 | 8 | 18 | 22 | 32 | 25 | 36 | 16 | 15 |
| 17 Sold Sales terms - CNV | 62 | 68 | 53 | 58 | 34 | 49 | 25 | 36 | 16 | 23 | 23 |
| 18 Sold Sales terms - VA | 9 | 10 | 7 | 8 | 10 | 5 | 6 | 3 | 3 | 3 | 5 |
| 19 Sold Sales terms - FHA | 19 | 10 | 21 | 31 | 37 | 35 | 21 | 17 | 17 | 28 | 32 |
| 20 Sold price range | \$155-364K | \$138-383K | \$135-350K | \$106-275K | \$105-290K | \$60-232K | \$48-217K | \$36-212K | \$28-210K | \$35-192K | \$36-187K |
| 21 Sold price range \$ spread | \$209,000 | \$245,000 | \$215,000 | \$169,000 | \$185,000 | \$172,000 | \$169,000 | \$176,000 | \$182,000 | \$157,000 | \$151,000 |
| 22 \$\$ Change Year-to-Year | (\$36K) | \$30K | \$46K | (\$16K) | \$3K | \$13K | (\$7K) | (\$6K) | \$25K | \$6K | |