

## Strong Summer Housing Market



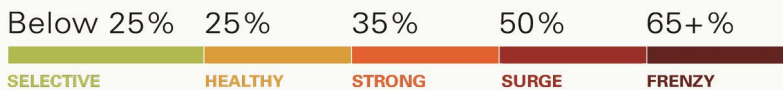
J. Lennox Scott,  
Chairman and CEO

Sales activity for new resale listings up to the \$500,000 price point remains strong and healthy up to \$750,000, with selective buyers in the high-end price range.

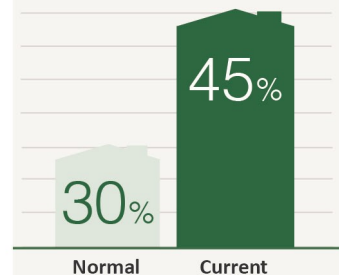
For buyers, the next three months will be the best for selection and availability until March of 2019.

Price Range	Active Listings on August 1st	July New Listings	July Pending Sales	% Pending 1st 30 days (June List)	Sales Activity Indicator	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	153	109	106	53.7%	Surge	1.4	Shortage
250K - 350K	589	515	433	59.8%	Surge	1.4	Shortage
350K - 500K	1106	828	665	48.6%	Strong	1.7	Shortage
500K - 750K	917	551	344	35.5%	Strong	2.7	Shortage
750K - 1M	426	183	86	23.3%	Selective	5.0	Healthy
1M +	431	148	68	23.7%	Selective	6.3	Healthy
<b>Total Activity</b>	<b>3622</b>	<b>2334</b>	<b>1702</b>	<b>44.7%</b>	<b>Strong</b>	<b>2.1</b>	<b>Shortage</b>

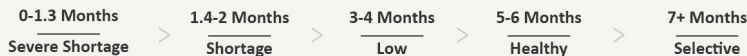
### SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



### Average % of New Listings (Pending) in the First 30 Days For July 2018



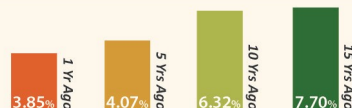
### SCALE: MONTHS SUPPLY



### AMAZING INTEREST RATES

August 1, 2018  
Source: Mortgage News Daily

4.72%



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