

## As 2018 Comes to a Close



**J. Lennox Scott,**  
Chairman and CEO

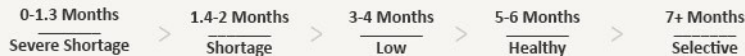
Looking back at the year 2018, it will be known as another great year for real estate activity, with a surge market in the spring and a strong market in the fall. The 2019 housing market will begin with a low number of new listings December through February, plus a larger inventory of unsold properties from the previous year. Sales activity will then return to a surge in the spring. Starting in January, the holiday backlog of buyers will begin their home search, and it's important to be Buyer Ready, Day One™ so you're ready to act once you've found your next home. For those looking to sell their home, follow the five rights to be Market Ready, Day One™: house right, yard right, price right, marketing right and the right broker associate.

Price Range	Active Listings on December 1st	November New Listings	November Pending Sales	% Pending 1st 30 days (October List)	Sales Activity Indicator	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	175	97	80	44.4%	Strong	2.2	Shortage
250K - 350K	589	321	298	47.3%	Strong	2.0	Shortage
350K - 500K	962	446	412	35.9%	Strong	2.3	Shortage
500K - 750K	679	257	209	29.3%	Healthy	3.2	Low
750K - 1M	341	68	58	23.8%	Selective	5.9	Healthy
1M +	329	48	27	13.5%	Selective	12.2	Selective
<b>Total Activity</b>	<b>3075</b>	<b>1237</b>	<b>1084</b>	<b>35.7%</b>	<b>Strong</b>	<b>2.8</b>	<b>Shortage</b>

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



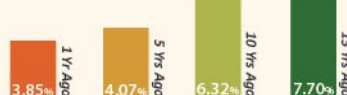
### SCALE: MONTHS SUPPLY



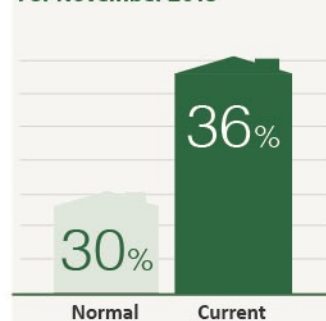
### AMAZING INTEREST RATES

December 1, 2018  
Source: Mortgage News Daily

**4.86%**



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



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