

As 2018 Comes to a Close



J. Lennox Scott,
Chairman and CEO

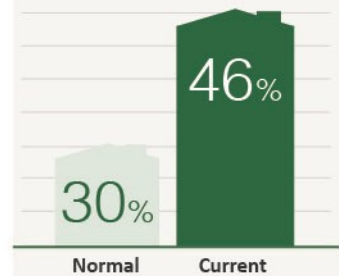
Looking back at the year 2018, it will be known as another great year for real estate activity, with an extreme frenzy market in the spring and a surge market in the fall. The 2019 housing market will begin with a low number of new listings December through February, plus more inventory of unsold properties 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	106	58	55	47.2%	Strong	1.9	Shortage
250K - 350K	184	132	148	48.1%	Strong	1.2	Severe Shortage
350K - 500K	320	198	209	55.2%	Surge	1.5	Shortage
500K - 750K	257	92	75	31.5%	Healthy	3.4	Low
750K - 1M	91	17	10	11.1%	Selective	9.1	Selective
1M +	61	5	4	14.3%	Selective	15.3	Selective
Total Activity	1019	502	501	45.7%	Strong	2.0	Shortage

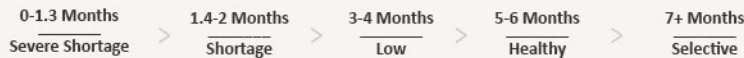
SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



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



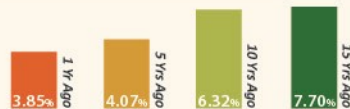
SCALE: MONTHS SUPPLY



AMAZING INTEREST RATES

December 1, 2018
Source: Mortgage News Daily

4.86%



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