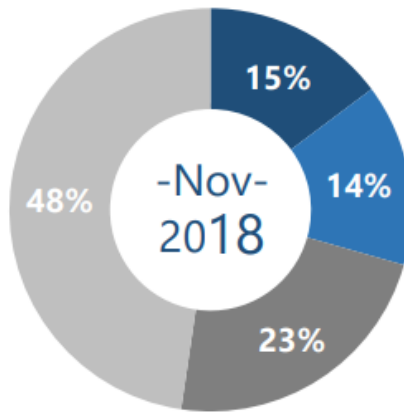
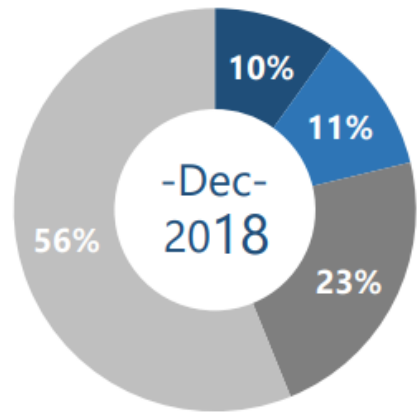


SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

December 2017

December 2018

### Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	102.4%	102.3%	557	68.7%
15 - 30	98.1%	98.8%	108	13.3%
31 - 60	95.6%	98.4%	97	12.0%
61 - 90	89.4%	96.3%	33	4.1%
90+	89.1%	98.7%	16	2.0%
Totals			811	100.0%

### Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	213	34.0%
15 - 30	96.1%	97.9%	124	19.8%
31 - 60	94.4%	97.6%	167	26.6%
61 - 90	90.4%	97.3%	71	11.3%
90+	88.7%	97.1%	52	8.3%
Totals			627	100.0%