

WINDERMERE MARKET REPORT

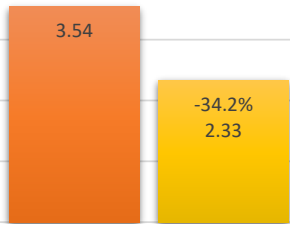
Key Market Data by Month and Year to Date (YTD)

April 2018
Chino Valley, Arizona



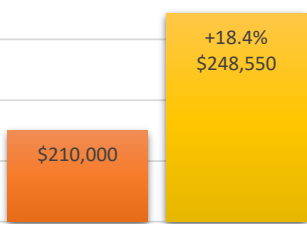
Snapshot

Months of Inventory



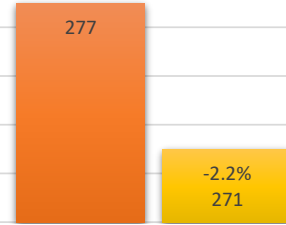
2017 YTD 2018 YTD

Median Price



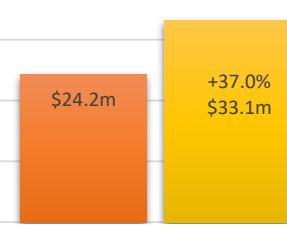
2017 YTD 2018 YTD

Active Listings



2017 YTD 2018 YTD

Total Volume



2017 YTD 2018 YTD

| Key Metrics | | Historical Trend (past 12 mo) | Apr-17 | Apr-18 | % chg | YTD 2017 | YTD 2018 | % chg |
|---------------|-----------------------|-------------------------------|-----------|-----------|---------|-----------|-----------|--------|
| MOI | Months of Inventory | | 3.31 | 2.24 | -32.3% | 3.54 | 2.33 | -34.2% |
| | Active | | 102 | 83 | -18.6% | 277 | 271 | -2.2% |
| Home Listings | Sold | | 26 | 41 | +57.7% | 109 | 127 | +16.5% |
| | New | | 56 | 65 | +16.1% | 161 | 178 | +10.6% |
| | Pending | | 53 | 45 | -15.1% | 142 | 153 | +7.7% |
| Home Sales | Median Price | | \$206,000 | \$245,000 | +18.9% | \$210,000 | \$248,550 | +18.4% |
| | Average Price | | \$217,005 | \$260,835 | +20.2% | \$221,946 | \$261,005 | +17.6% |
| | Median Days on Market | | 41 | 19 | -53.7% | 44 | 15 | -65.9% |
| | Total Volume | | \$5.6m | \$10.7m | +89.5% | \$24.2m | \$33.1m | +37.0% |
| Land Listings | Active | | 152 | 137 | -9.9% | 209 | 207 | -1.0% |
| | Sold | | 9 | 12 | +33.3% | 34 | 40 | +17.6% |
| | New | | 8 | 16 | +100.0% | 52 | 68 | +30.8% |