

# Existing Homes Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>Closed Sales</b>		1,983	<b>1,913</b>	- 3.5%	27,349	<b>30,169</b>	+ 10.3%
<b>Average Sales Price</b>		\$176,835	<b>\$186,399</b>	+ 5.4%	\$176,850	<b>\$187,280</b>	+ 5.9%
<b>Median Sales Price</b>		\$146,000	<b>\$151,500</b>	+ 3.8%	\$149,900	<b>\$159,900</b>	+ 6.7%
<b>Days on Market</b>		75	<b>67</b>	- 10.7%	77	<b>68</b>	- 11.7%
<b>Pct. of Orig. Price Received</b>		93.1%	<b>94.0%</b>	+ 1.0%	93.5%	<b>94.6%</b>	+ 1.2%
<b>Pending Sales</b>		1,854	<b>2,233</b>	+ 20.4%	27,977	<b>31,844</b>	+ 13.8%
<b>Inventory</b>		10,721	<b>7,718</b>	- 28.0%	--	--	--
<b>Supply</b>		4.4	<b>2.9</b>	- 34.1%	--	--	--

# New Homes Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>Closed Sales</b>		205	<b>188</b>	- 8.3%	2,515	<b>2,912</b>	+ 15.8%
<b>Average Sales Price</b>		\$358,575	<b>\$349,653</b>	- 2.5%	\$356,479	<b>\$358,949</b>	+ 0.7%
<b>Median Sales Price</b>		\$328,000	<b>\$340,570</b>	+ 3.8%	\$324,250	<b>\$329,900</b>	+ 1.7%
<b>Days on Market</b>		106	<b>111</b>	+ 4.7%	126	<b>145</b>	+ 15.1%
<b>Pct. of Orig. Price Received</b>		102.0%	<b>101.3%</b>	- 0.7%	101.8%	<b>101.2%</b>	- 0.6%
<b>Pending Sales</b>		181	<b>197</b>	+ 8.8%	2,598	<b>3,210</b>	+ 23.6%
<b>Inventory</b>		1,617	<b>1,422</b>	- 12.1%	--	--	--
<b>Supply</b>		7.1	<b>5.4</b>	- 23.9%	--	--	--

# New and Existing Homes Combined Activity Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

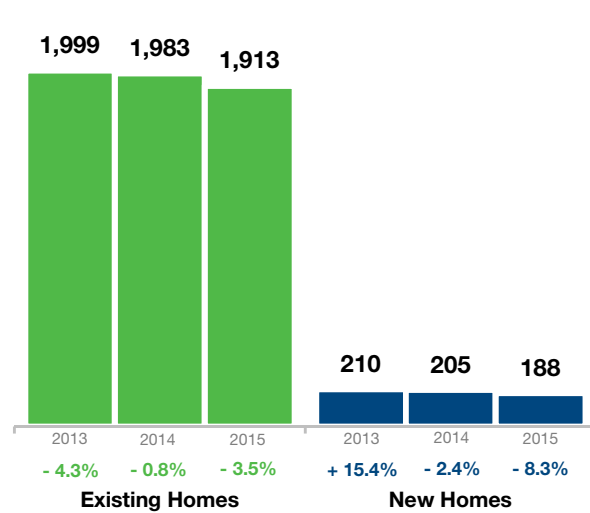
Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>Closed Sales</b>		2,188	<b>2,101</b>	- 4.0%	29,871	<b>33,085</b>	+ 10.8%
<b>Average Sales Price</b>		\$193,878	<b>\$201,063</b>	+ 3.7%	\$192,004	<b>\$202,418</b>	+ 5.4%
<b>Median Sales Price</b>		\$156,000	<b>\$162,000</b>	+ 3.8%	\$159,500	<b>\$169,950</b>	+ 6.6%
<b>Days on Market</b>		78	<b>71</b>	- 9.0%	81	<b>75</b>	- 7.4%
<b>Pct. of Orig. Price Received</b>		93.9%	<b>94.7%</b>	+ 0.9%	94.2%	<b>95.2%</b>	+ 1.1%
<b>Pending Sales</b>		2,035	<b>2,430</b>	+ 19.4%	30,581	<b>35,057</b>	+ 14.6%
<b>Inventory</b>		12,342	<b>9,141</b>	- 25.9%	--	--	--
<b>Supply</b>		4.6	<b>3.1</b>	- 32.6%	--	--	--

# Closed Sales

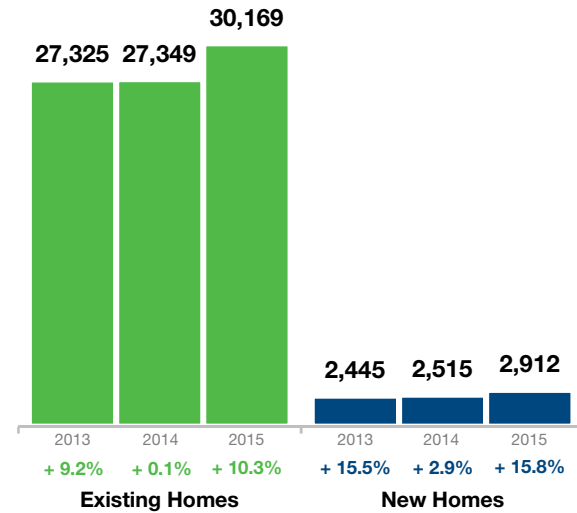
A count of the actual sales that closed in a given month.



## November

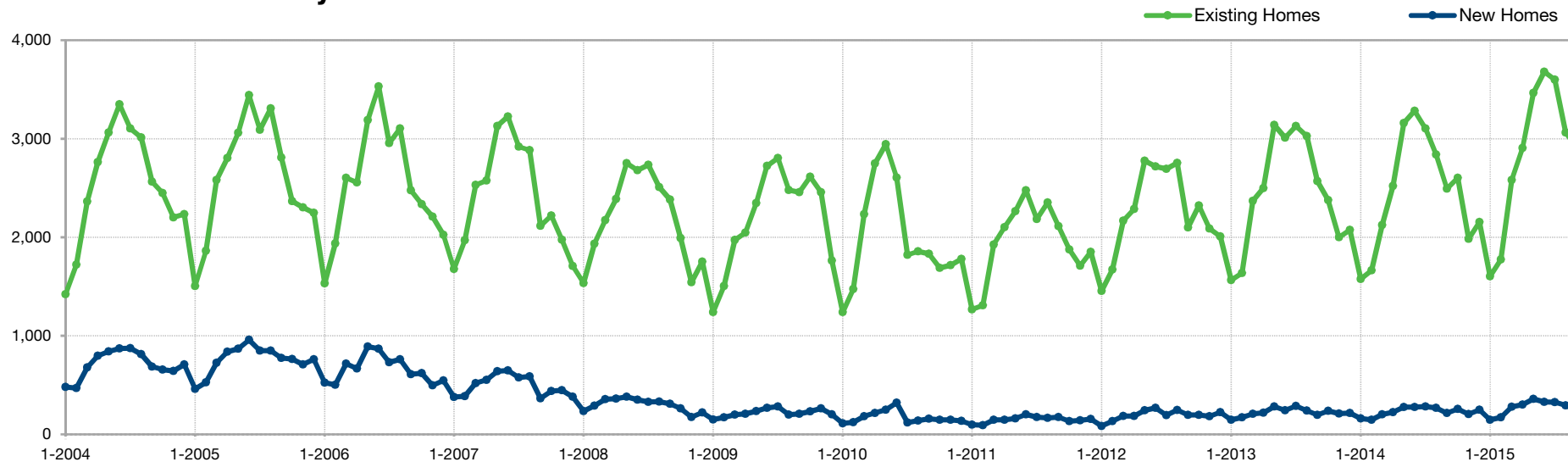


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2014	2,155	+3.9%	248	+14.3%
Jan-2015	1,604	+1.8%	146	-8.8%
Feb-2015	1,774	+6.7%	173	+16.9%
Mar-2015	2,582	+21.6%	278	+37.6%
Apr-2015	2,905	+15.3%	300	+33.3%
May-2015	3,466	+9.7%	360	+30.0%
Jun-2015	3,680	+12.1%	328	+18.8%
Jul-2015	3,600	+16.0%	326	+16.0%
Aug-2015	3,063	+7.8%	294	+9.7%
Sep-2015	2,915	+16.9%	244	+13.5%
Oct-2015	2,667	+2.5%	275	+6.6%
<b>Nov-2015</b>	<b>1,913</b>	<b>-3.5%</b>	<b>188</b>	<b>-8.3%</b>
12-Month Avg	2,694	+9.9%	263	+15.7%

## Historical Closed Sales by Month

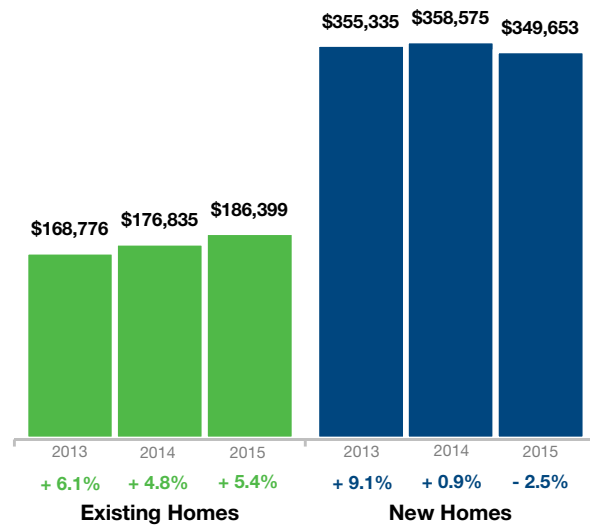


# Average Sales Price

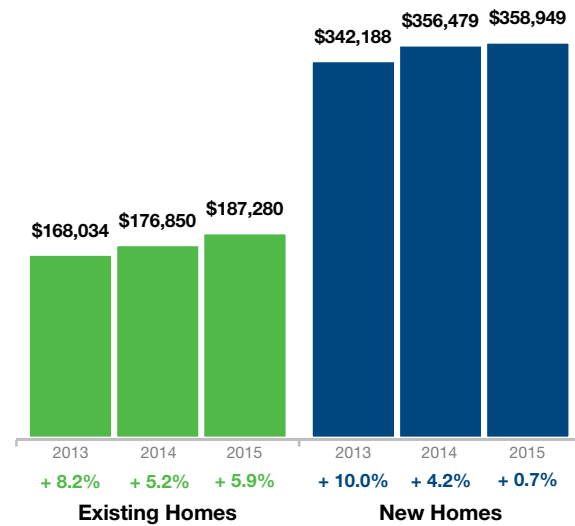
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



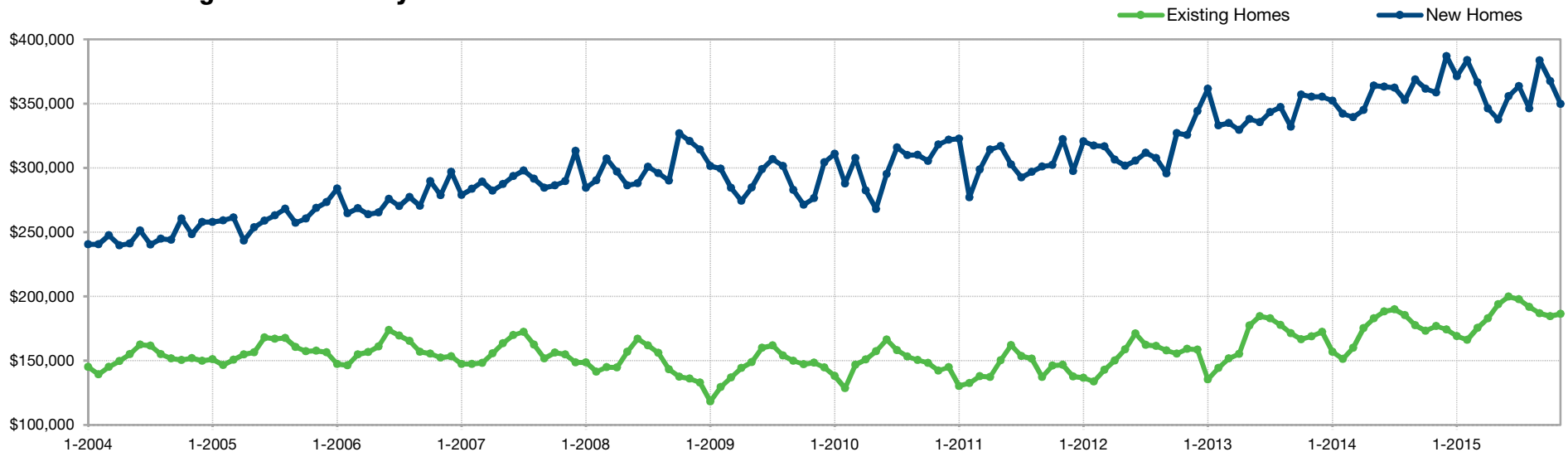
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2014	\$174,116	+1.0%	\$386,930	+8.9%
Jan-2015	\$169,065	+7.8%	\$371,246	+5.4%
Feb-2015	\$166,112	+9.7%	\$383,869	+12.2%
Mar-2015	\$175,528	+9.7%	\$366,426	+8.0%
Apr-2015	\$182,871	+4.3%	\$346,286	+0.4%
May-2015	\$193,812	+5.9%	\$337,463	-7.3%
Jun-2015	\$199,731	+6.1%	\$355,748	-2.0%
Jul-2015	\$197,777	+4.1%	\$363,542	+0.3%
Aug-2015	\$191,729	+3.4%	\$346,313	-1.8%
Sep-2015	\$186,818	+5.3%	\$383,651	+4.1%
Oct-2015	\$184,626	+6.6%	\$367,430	+1.6%
<b>Nov-2015</b>	<b>\$186,399</b>	<b>+5.4%</b>	<b>\$349,653</b>	<b>-2.5%</b>
12-Month Avg*	\$176,534	+5.6%	\$356,394	+1.3%

\* Avg. Sales Price for all properties from December 2014 through November 2015. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



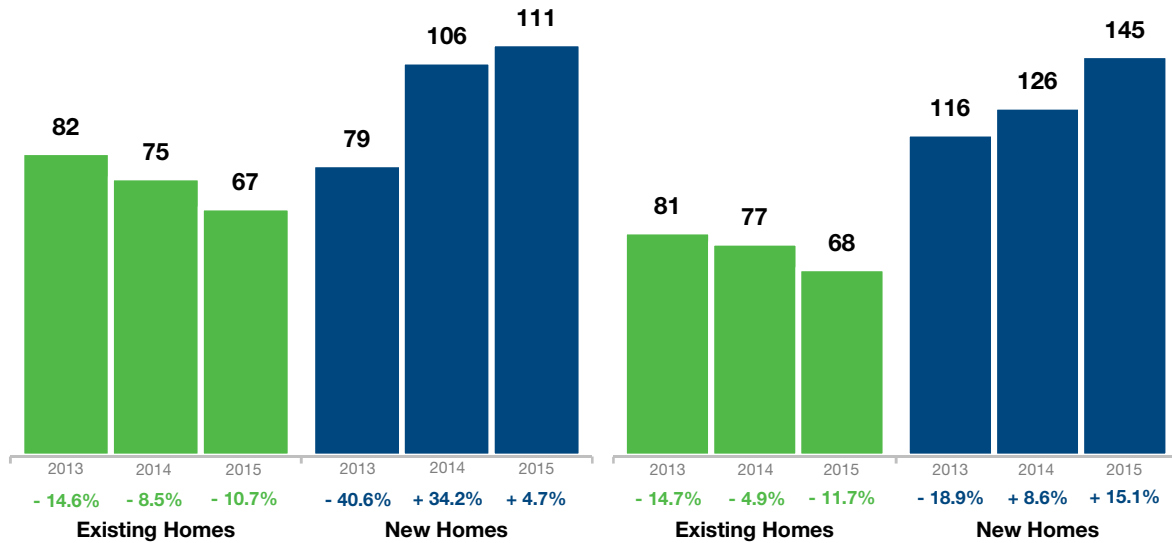
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

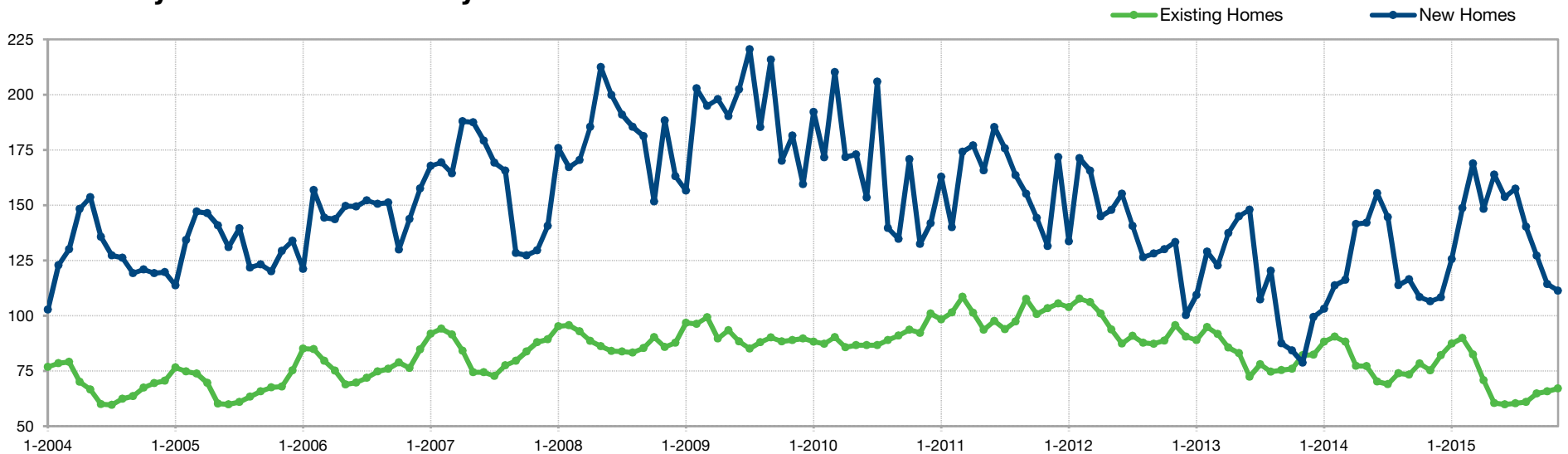
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2014	82	0.0%	108	+9.1%
Jan-2015	87	-1.1%	126	+22.3%
Feb-2015	90	-1.1%	149	+30.7%
Mar-2015	82	-6.8%	169	+45.7%
Apr-2015	71	-7.8%	148	+5.0%
May-2015	60	-22.1%	164	+15.5%
Jun-2015	60	-14.3%	154	-0.6%
Jul-2015	60	-13.0%	157	+8.3%
Aug-2015	61	-17.6%	140	+22.8%
Sep-2015	65	-11.0%	127	+8.5%
Oct-2015	66	-15.4%	114	+5.6%
<b>Nov-2015</b>	<b>67</b>	<b>-10.7%</b>	<b>111</b>	<b>+4.7%</b>
12-Month Avg*	77	-11.2%	124	+14.4%

\* Days on Market for all properties from December 2014 through November 2015. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

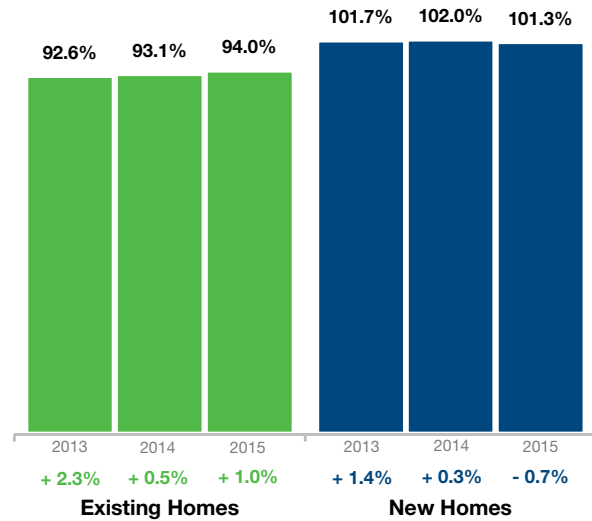


# Percentage of Original List Price Received

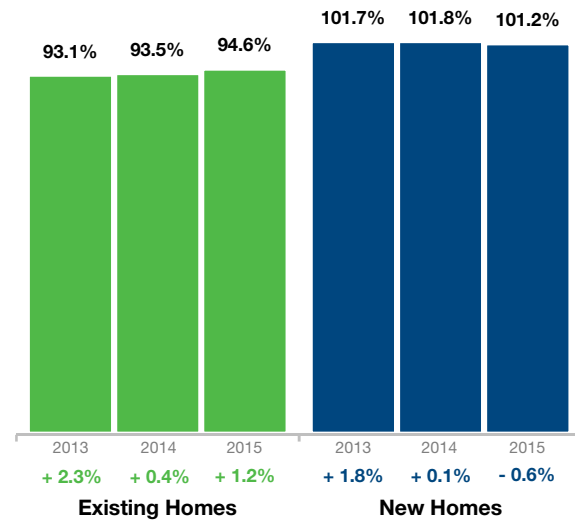
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



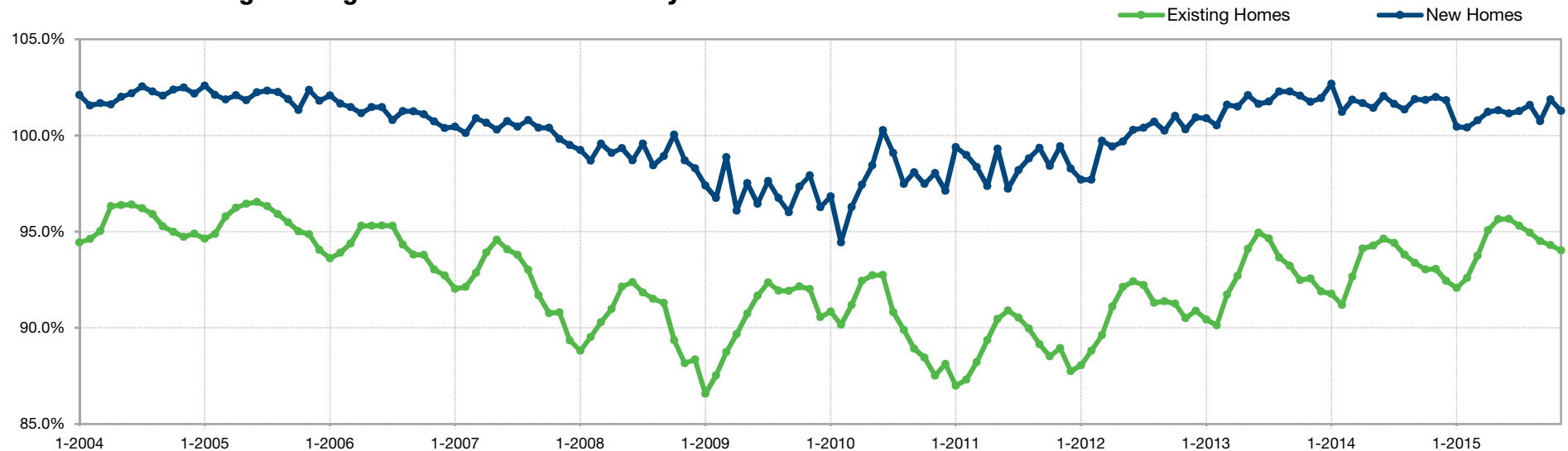
## Year to Date



Pct. of Orig. Price Received	Year-Over-Year Change	
	Existing Homes	New Homes
Dec-2014	92.4%	+0.5%
Jan-2015	92.1%	+0.3%
Feb-2015	92.6%	+1.5%
Mar-2015	93.8%	+1.2%
Apr-2015	95.1%	+1.1%
May-2015	95.7%	+1.5%
Jun-2015	95.7%	+1.2%
Jul-2015	95.3%	+1.0%
Aug-2015	94.9%	+1.2%
Sep-2015	94.5%	+1.2%
Oct-2015	94.3%	+1.4%
<b>Nov-2015</b>	<b>94.0%</b>	<b>+1.0%</b>
12-Month Avg*	93.4%	+1.1%

\* Pct. of Orig. Price Received for all properties from December 2014 through November 2015. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month

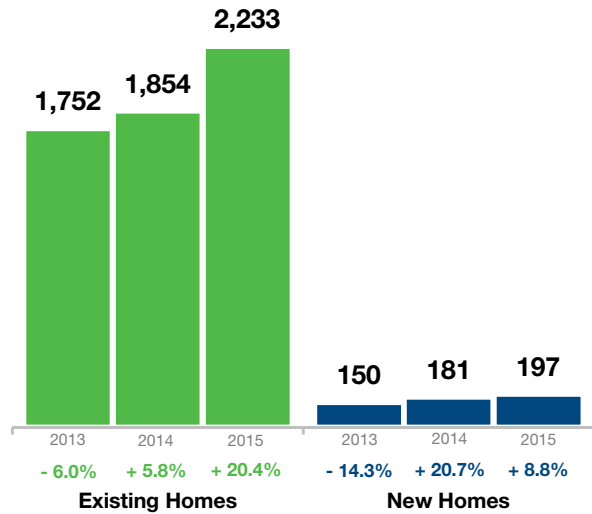


# Pending Sales

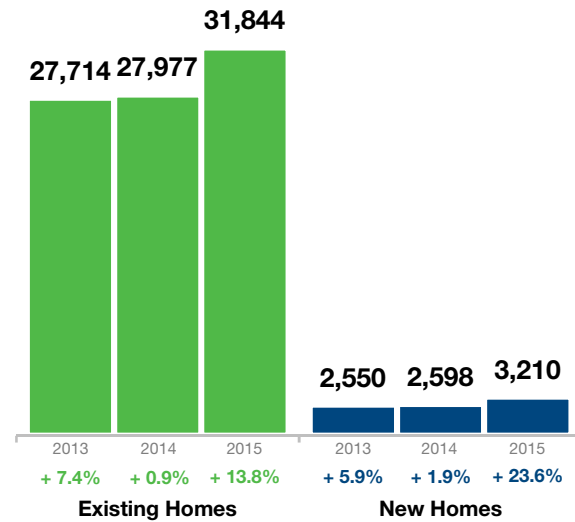
A count of the properties on which offers have been accepted in a given month.



## November

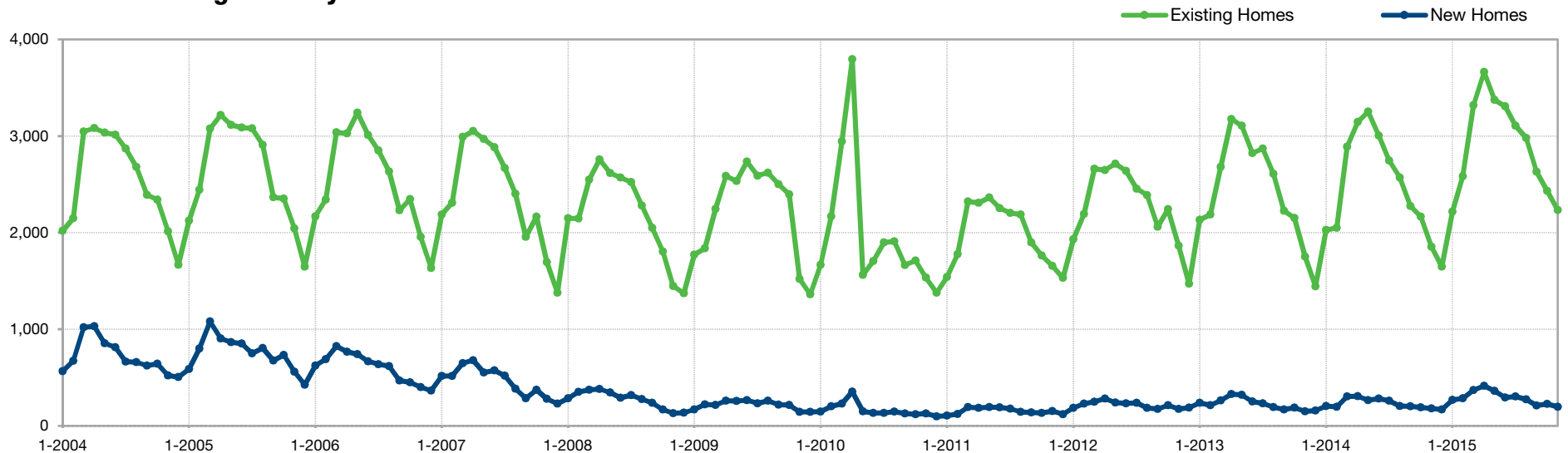


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2014	1,647	+14.1%	170	+7.6%
Jan-2015	2,217	+9.4%	268	+31.4%
Feb-2015	2,584	+26.1%	285	+43.9%
Mar-2015	3,318	+14.9%	371	+22.4%
Apr-2015	3,662	+16.5%	415	+35.2%
May-2015	3,373	+3.7%	362	+36.6%
Jun-2015	3,307	+10.0%	293	+4.3%
Jul-2015	3,106	+13.1%	305	+17.8%
Aug-2015	2,981	+16.0%	275	+34.1%
Sep-2015	2,630	+15.6%	211	+3.9%
Oct-2015	2,433	+12.4%	228	+18.8%
<b>Nov-2015</b>	<b>2,233</b>	<b>+20.4%</b>	<b>197</b>	<b>+8.8%</b>
12-Month Avg	2,791	+13.8%	282	+22.6%

## Historical Pending Sales by Month



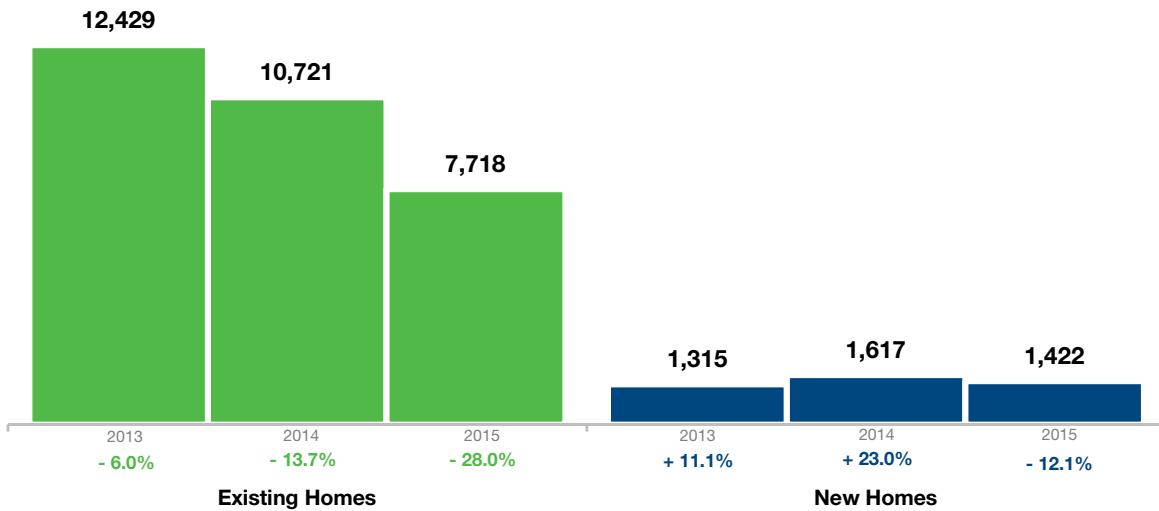


# Inventory

The number of properties available for sale in active status at the end of a given month.



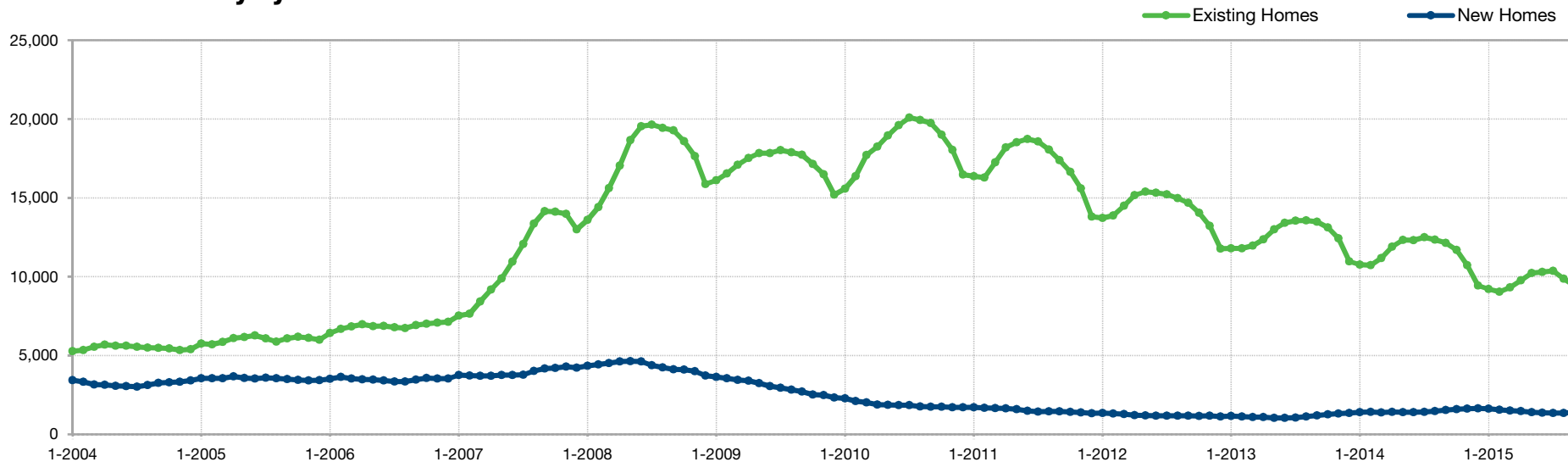
## November



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2014	9,440	-13.9%	1,640	+21.8%
Jan-2015	9,217	-14.4%	1,617	+15.7%
Feb-2015	9,039	-15.8%	1,561	+10.6%
Mar-2015	9,317	-16.7%	1,508	+9.4%
Apr-2015	9,764	-18.0%	1,467	+3.6%
May-2015	10,223	-17.0%	1,398	-0.3%
Jun-2015	10,304	-16.3%	1,375	-1.9%
Jul-2015	10,362	-17.1%	1,341	-5.4%
Aug-2015	9,872	-20.1%	1,356	-8.1%
Sep-2015	9,423	-22.4%	1,401	-9.0%
Oct-2015	8,952	-23.4%	1,406	-11.4%
<b>Nov-2015</b>	<b>7,718</b>	<b>-28.0%</b>	<b>1,422</b>	<b>-12.1%</b>
12-Month Avg*	9,469	-18.6%	1,458	+0.6%

\* Inventory for all properties from December 2014 through November 2015. This is not the average of the individual figures above.

## Historical Inventory by Month

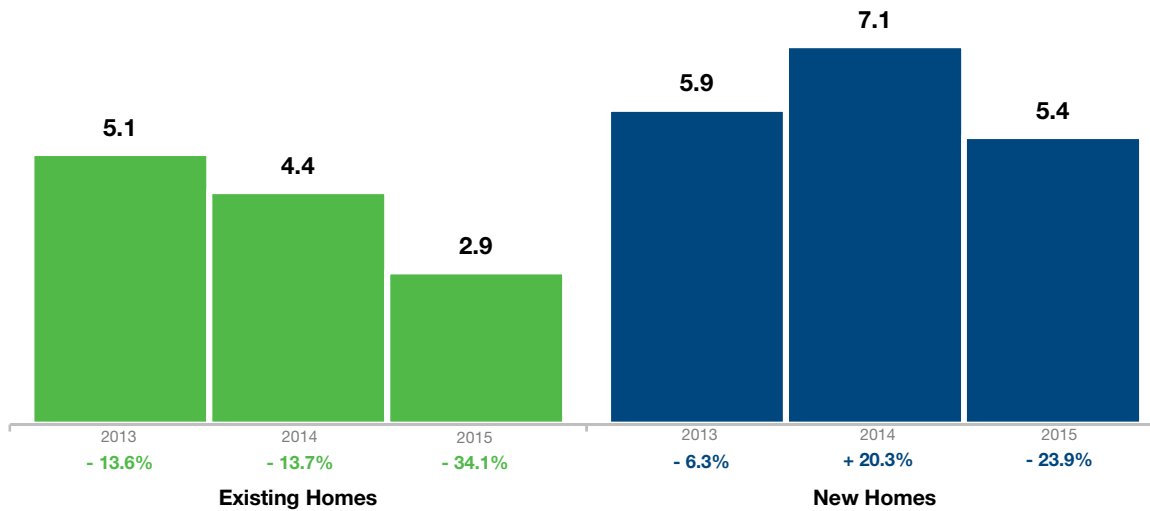


# Supply

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



## November



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2014	3.8	-15.6%	7.1	+16.4%
Jan-2015	3.7	-15.9%	7.1	+12.7%
Feb-2015	3.7	-15.9%	6.8	+6.3%
Mar-2015	3.7	-19.6%	6.3	0.0%
Apr-2015	3.8	-22.4%	6.0	-6.3%
May-2015	4.0	-21.6%	5.6	-12.5%
Jun-2015	4.0	-20.0%	5.4	-14.3%
Jul-2015	3.9	-23.5%	5.2	-18.8%
Aug-2015	3.7	-27.5%	5.2	-21.2%
Sep-2015	3.5	-30.0%	5.3	-22.1%
Oct-2015	3.3	-31.3%	5.3	-24.3%
<b>Nov-2015</b>	<b>2.9</b>	<b>-34.1%</b>	<b>5.4</b>	<b>-23.9%</b>
12-Month Avg*	4.8	-22.8%	6.5	-9.2%

\* Supply for all properties from December 2014 through November 2015. This is not the average of the individual figures above.

## Historical Supply by Month

