

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	12-2014	12-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
Closed Sales		2,155	2,296	+ 6.5%	29,504	32,534	+ 10.3%
Average Sales Price		\$174,116	\$183,283	+ 5.3%	\$176,651	\$186,953	+ 5.8%
Median Sales Price		\$147,000	\$155,000	+ 5.4%	\$149,500	\$159,000	+ 6.4%
Days on Market		82	71	- 13.4%	77	68	- 11.7%
Pct. of Orig. Price Received		92.4%	93.4%	+ 1.1%	93.4%	94.5%	+ 1.2%
Pending Sales		1,646	1,854	+ 12.6%	29,618	33,534	+ 13.2%
Inventory		9,451	6,625	- 29.9%	--	--	--
Supply		3.8	2.4	- 36.8%	--	--	--

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	12-2014	12-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
Closed Sales		249	261	+ 4.8%	2,764	3,183	+ 15.2%
Average Sales Price		\$388,416	\$387,585	- 0.2%	\$359,356	\$361,388	+ 0.6%
Median Sales Price		\$347,280	\$357,687	+ 3.0%	\$325,816	\$331,470	+ 1.7%
Days on Market		108	92	- 14.8%	124	140	+ 12.9%
Pct. of Orig. Price Received		101.8%	101.8%	0.0%	101.8%	101.2%	- 0.6%
Pending Sales		170	203	+ 19.4%	2,767	3,416	+ 23.5%
Inventory		1,641	1,450	- 11.6%	--	--	--
Supply		7.1	5.5	- 22.5%	--	--	--

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.

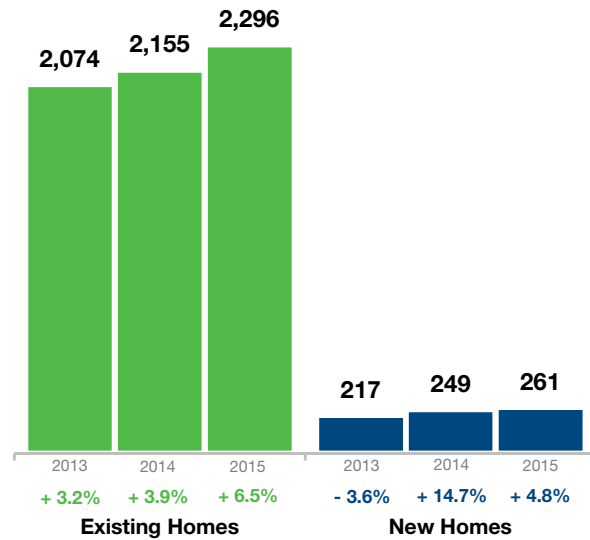
Key Metrics	Historical Sparkbars	12-2014	12-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
Closed Sales		2,404	2,557	+ 6.4%	32,275	35,721	+ 10.7%
Average Sales Price		\$196,368	\$204,219	+ 4.0%	\$192,329	\$202,528	+ 5.3%
Median Sales Price		\$158,000	\$165,000	+ 4.4%	\$159,200	\$169,900	+ 6.7%
Days on Market		85	73	- 14.1%	81	74	- 8.6%
Pct. of Orig. Price Received		93.4%	94.2%	+ 0.9%	94.2%	95.1%	+ 1.0%
Pending Sales		1,816	2,057	+ 13.3%	32,391	36,953	+ 14.1%
Inventory		11,096	8,076	- 27.2%	--	--	--
Supply		4.1	2.7	- 34.1%	--	--	--

Closed Sales

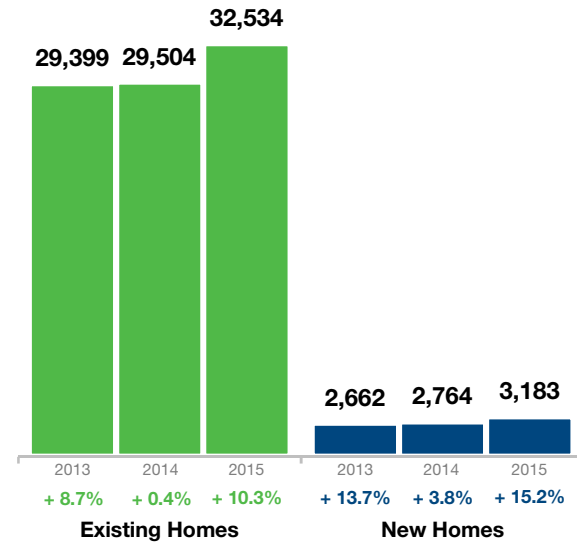
A count of the actual sales that closed in a given month.



December

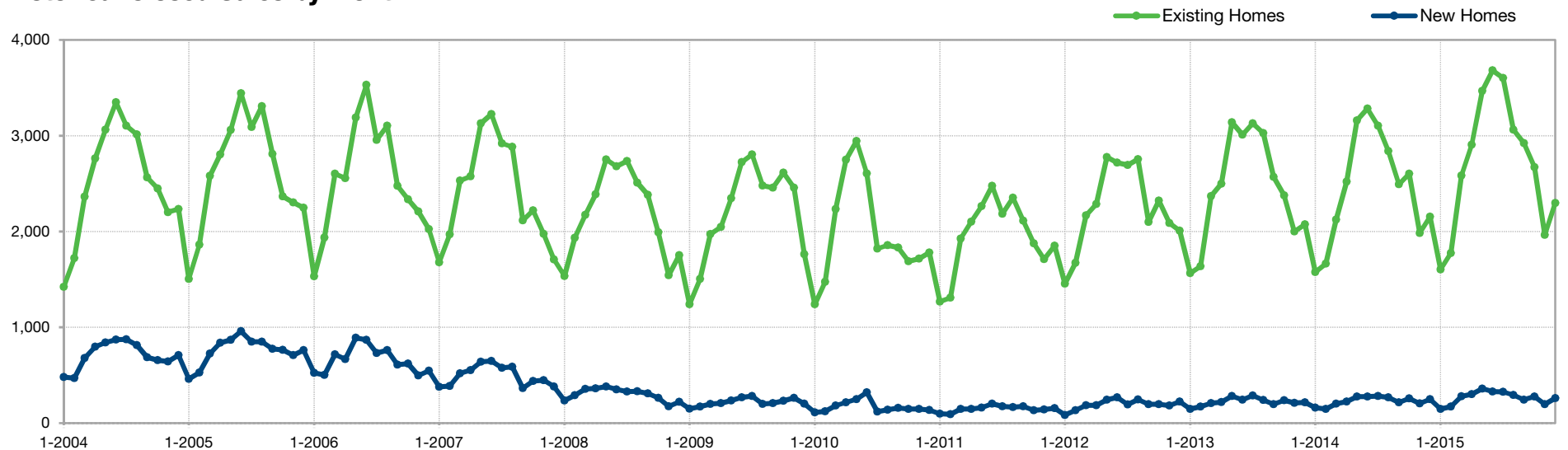


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2015	1,604	+1.8%	146	-8.8%
Feb-2015	1,774	+6.7%	173	+16.9%
Mar-2015	2,583	+21.7%	278	+37.6%
Apr-2015	2,905	+15.3%	300	+33.3%
May-2015	3,467	+9.7%	360	+30.0%
Jun-2015	3,681	+12.1%	329	+19.2%
Jul-2015	3,602	+16.1%	326	+16.0%
Aug-2015	3,064	+7.8%	294	+9.7%
Sep-2015	2,921	+17.1%	244	+13.5%
Oct-2015	2,673	+2.7%	276	+7.0%
Nov-2015	1,964	-1.0%	196	-4.4%
Dec-2015	2,296	+6.5%	261	+4.8%
12-Month Avg	2,711	+10.3%	265	+15.2%

Historical Closed Sales by Month



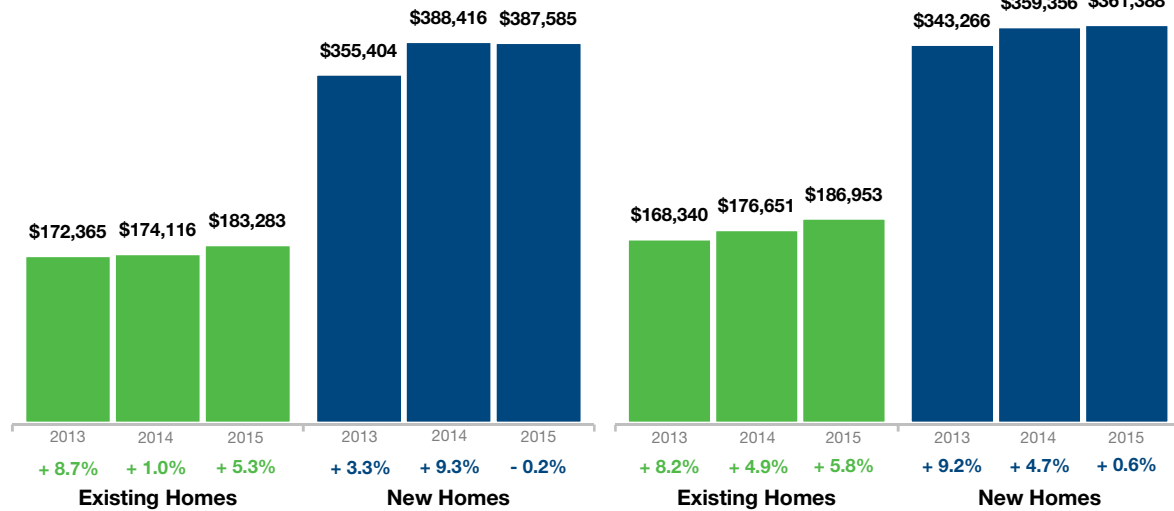
Average Sales Price

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



December

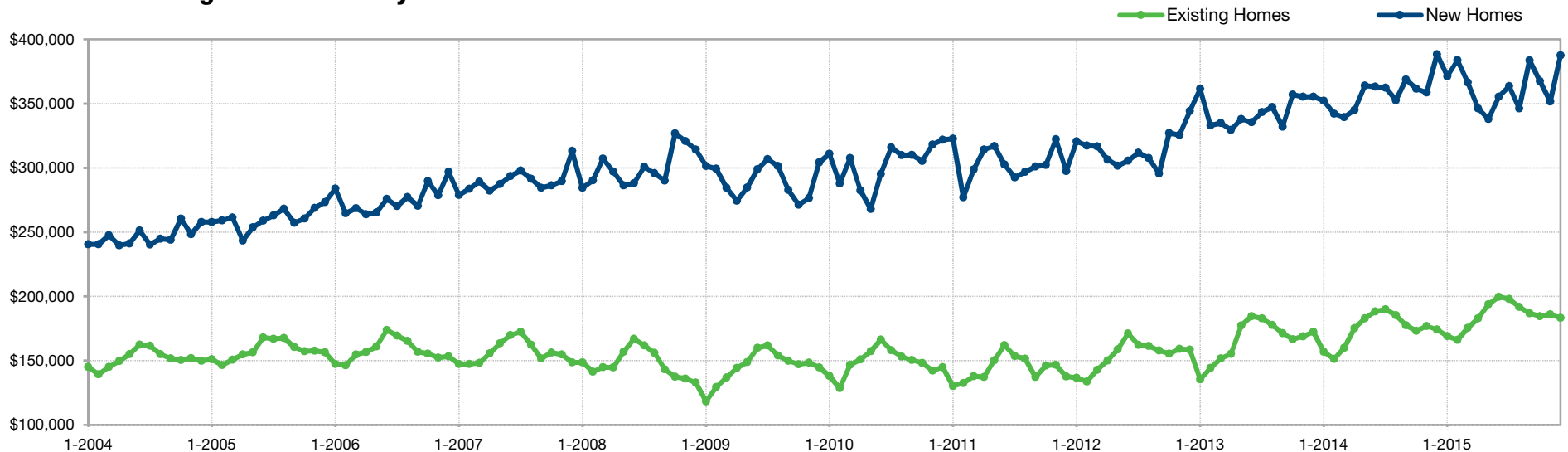
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2015	\$169,065	+7.8%	\$371,246	+5.4%
Feb-2015	\$166,112	+9.7%	\$383,869	+12.2%
Mar-2015	\$175,463	+9.7%	\$366,426	+8.0%
Apr-2015	\$182,871	+4.3%	\$346,286	+0.4%
May-2015	\$193,780	+5.9%	\$337,875	-7.2%
Jun-2015	\$199,716	+6.1%	\$355,291	-2.2%
Jul-2015	\$197,870	+4.1%	\$363,542	+0.3%
Aug-2015	\$191,728	+3.4%	\$346,313	-1.8%
Sep-2015	\$186,730	+5.2%	\$383,651	+4.1%
Oct-2015	\$184,522	+6.6%	\$367,424	+1.6%
Nov-2015	\$185,938	+5.1%	\$351,491	-2.0%
Dec-2015	\$183,283	+5.3%	\$387,585	-0.2%
12-Month Avg*	\$176,651	+5.8%	\$359,356	+0.6%

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

Historical Average Sales Price by Month



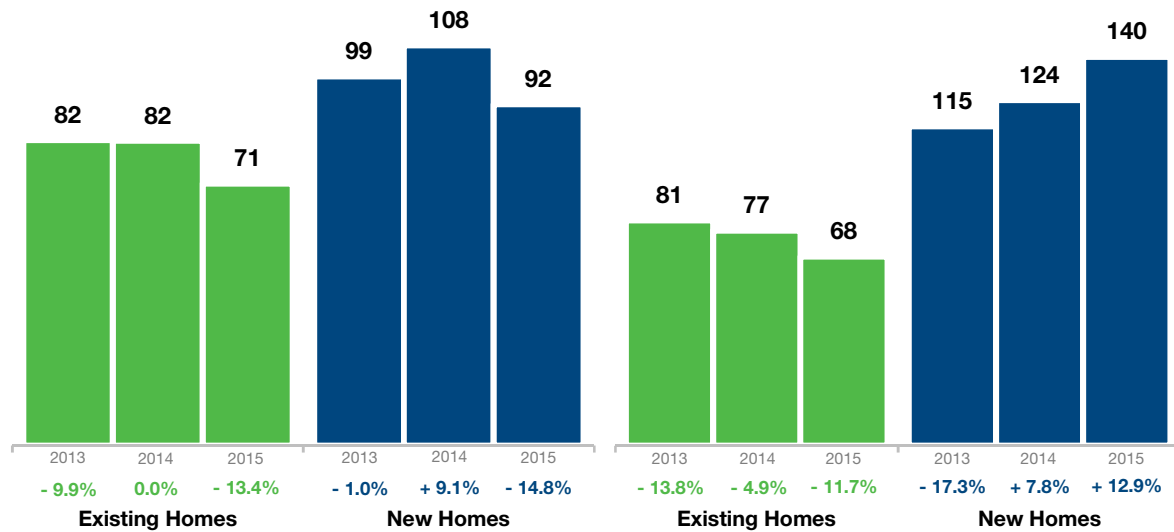
Days on Market Until Sale

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



December

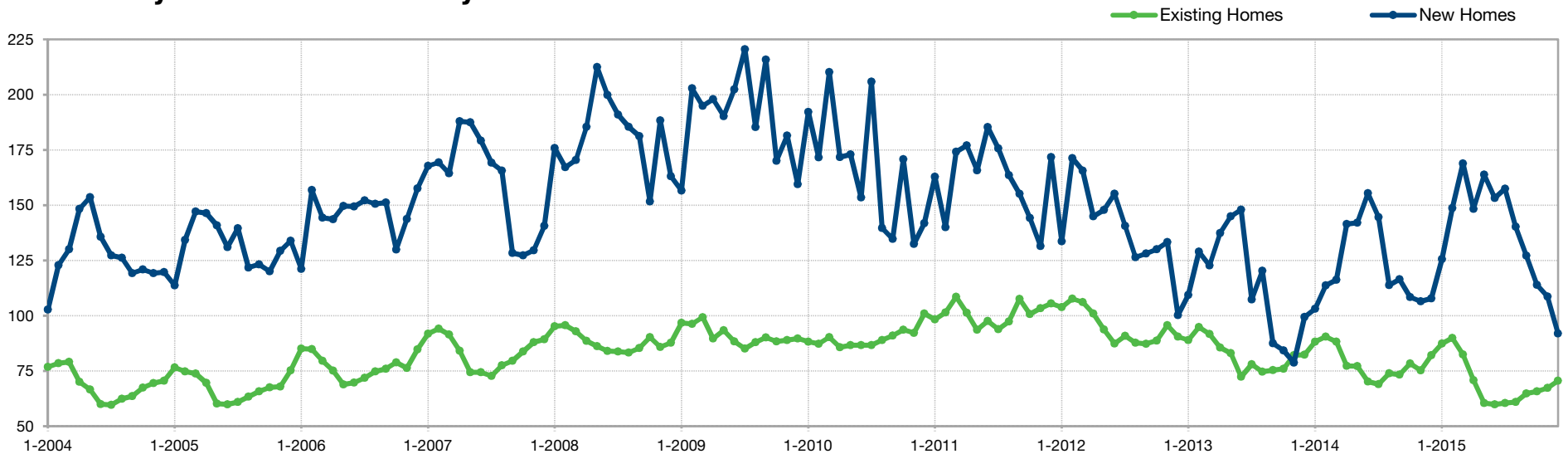
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	153	-1.3%
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%
Nov-2015	67	-10.7%	109	+2.8%
Dec-2015	71	-13.4%	92	-14.8%
12-Month Avg*	77	-12.2%	124	+12.5%

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

Historical Days on Market Until Sale by Month



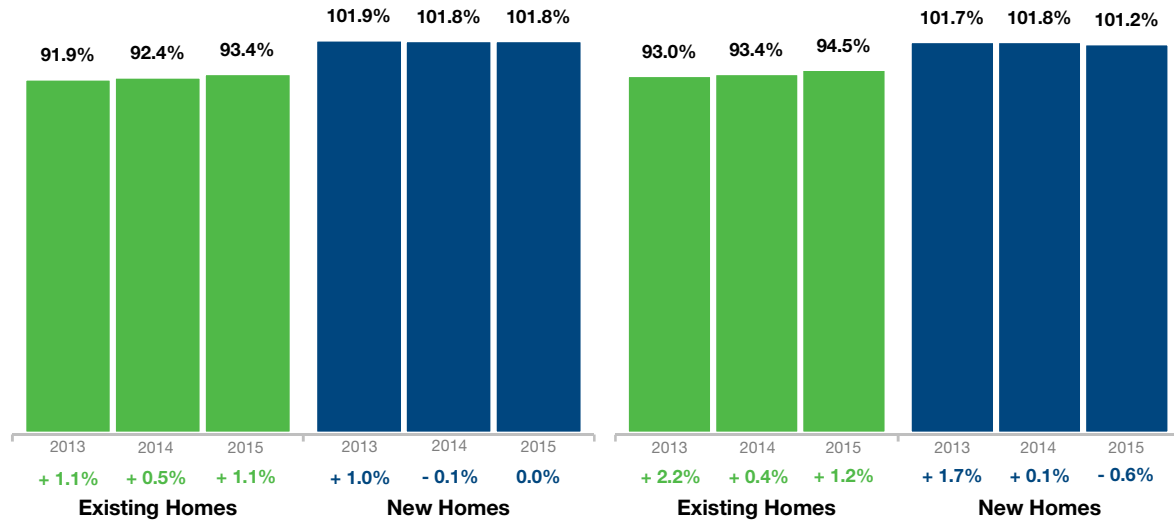
Percentage of Original List Price Received

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.



December

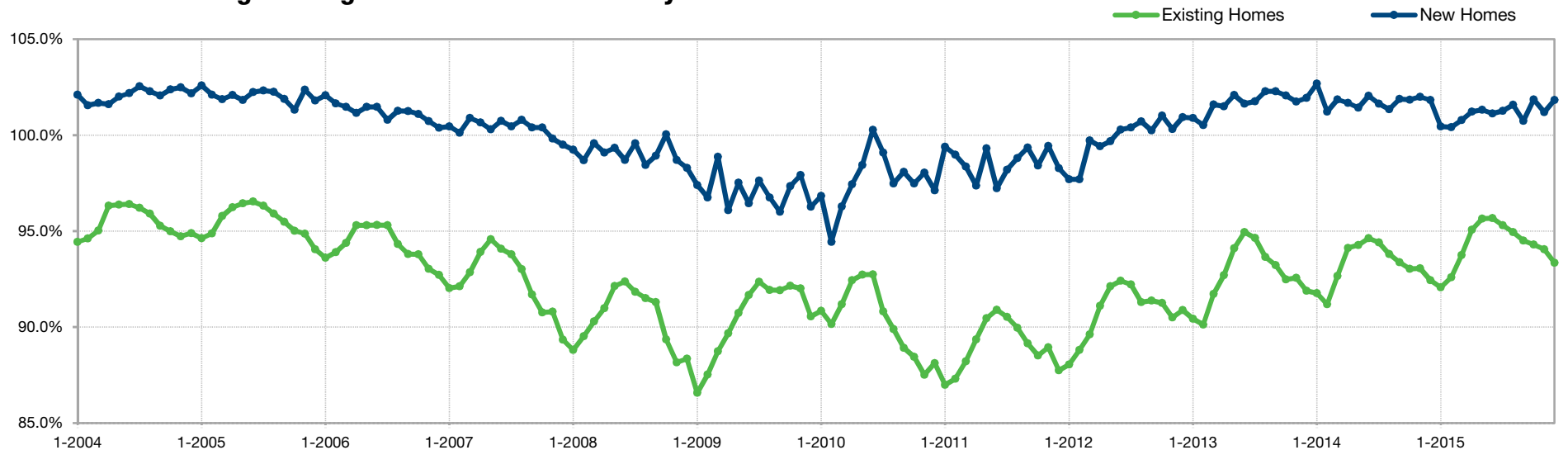
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2015	92.1%	+0.3%	100.5%	-2.1%
Feb-2015	92.6%	+1.5%	100.4%	-0.8%
Mar-2015	93.7%	+1.1%	100.8%	-1.1%
Apr-2015	95.1%	+1.1%	101.2%	-0.5%
May-2015	95.7%	+1.5%	101.3%	-0.1%
Jun-2015	95.7%	+1.2%	101.1%	-1.0%
Jul-2015	95.3%	+1.0%	101.3%	-0.3%
Aug-2015	94.9%	+1.2%	101.6%	+0.3%
Sep-2015	94.5%	+1.2%	100.7%	-1.2%
Oct-2015	94.3%	+1.4%	101.9%	+0.1%
Nov-2015	94.0%	+1.0%	101.2%	-0.8%
Dec-2015	93.4%	+1.1%	101.8%	0.0%
12-Month Avg*	93.4%	+1.2%	101.8%	-0.5%

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

Historical Percentage of Original List Price Received by Month

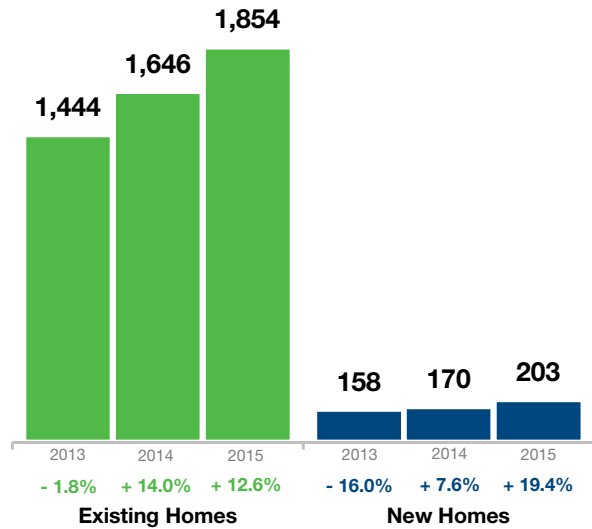


Pending Sales

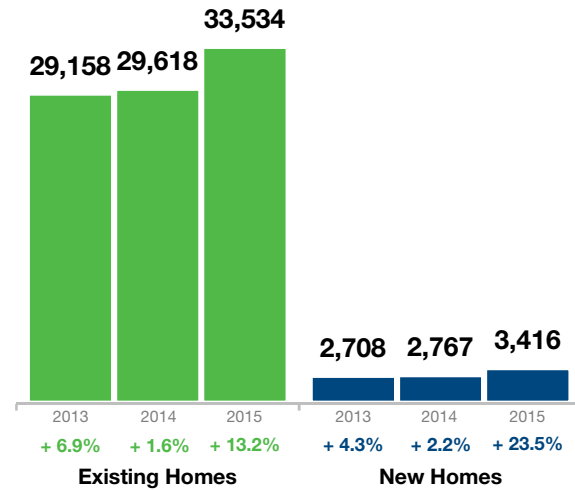
A count of the properties on which offers have been accepted in a given month.



December

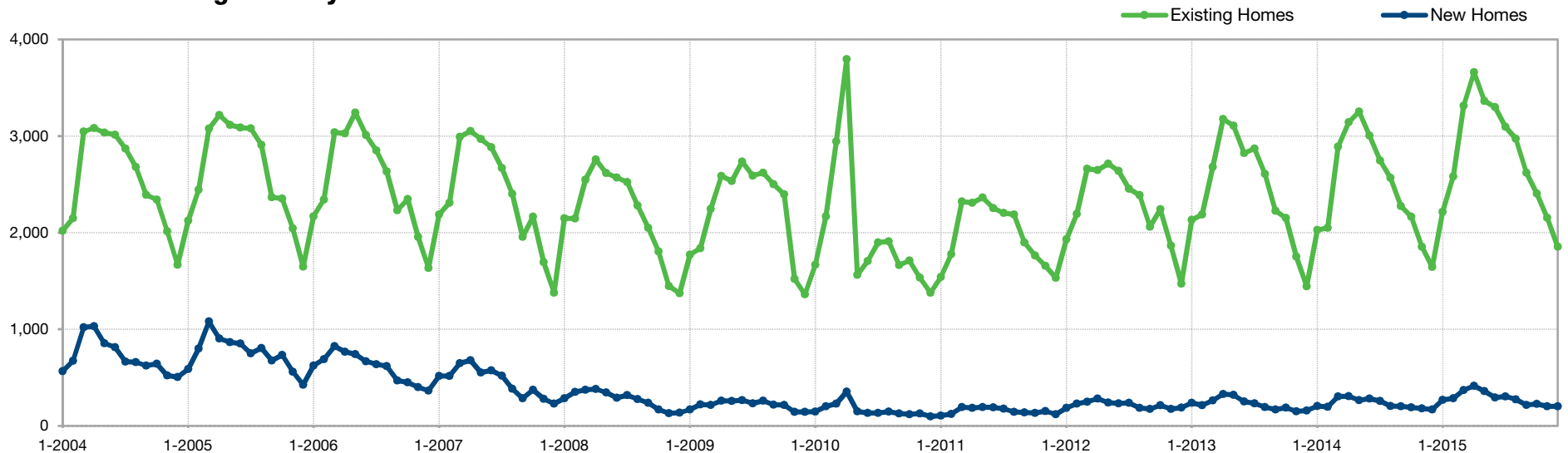


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2015	2,216	+9.3%	268	+31.4%
Feb-2015	2,581	+26.0%	285	+43.9%
Mar-2015	3,312	+14.7%	371	+22.4%
Apr-2015	3,661	+16.5%	414	+34.9%
May-2015	3,364	+3.4%	359	+35.5%
Jun-2015	3,299	+9.8%	293	+4.3%
Jul-2015	3,097	+12.7%	305	+18.2%
Aug-2015	2,973	+15.8%	275	+34.1%
Sep-2015	2,619	+15.1%	215	+5.9%
Oct-2015	2,405	+11.1%	226	+17.7%
Nov-2015	2,153	+16.1%	202	+11.6%
Dec-2015	1,854	+12.6%	203	+19.4%
12-Month Avg	2,795	+13.2%	285	+23.5%

Historical Pending Sales by Month

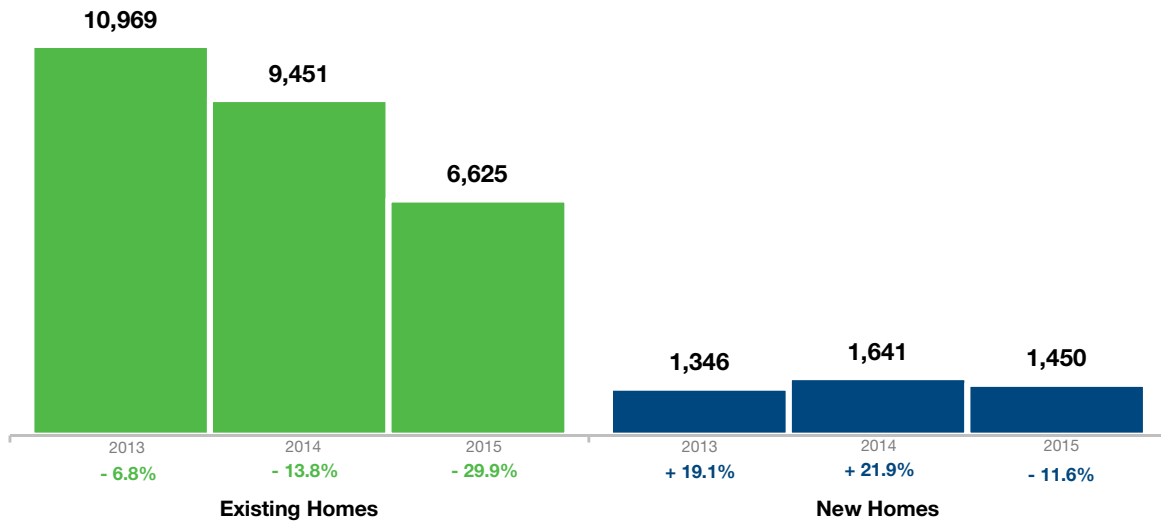


Inventory

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



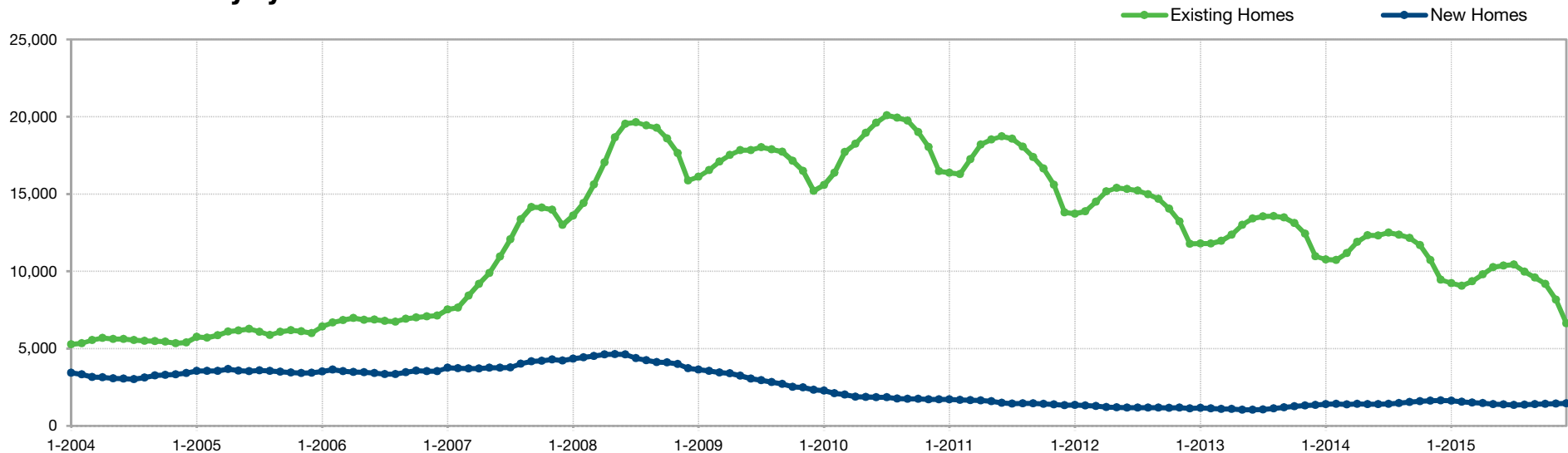
December



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2015	9,230	-14.3%	1,618	+15.7%
Feb-2015	9,060	-15.6%	1,562	+10.7%
Mar-2015	9,345	-16.4%	1,509	+9.5%
Apr-2015	9,800	-17.7%	1,470	+3.8%
May-2015	10,269	-16.7%	1,404	+0.1%
Jun-2015	10,358	-15.9%	1,381	-1.4%
Jul-2015	10,437	-16.5%	1,345	-5.1%
Aug-2015	9,976	-19.3%	1,360	-7.9%
Sep-2015	9,584	-21.1%	1,406	-8.7%
Oct-2015	9,182	-21.5%	1,412	-11.1%
Nov-2015	8,163	-23.9%	1,435	-11.3%
Dec-2015	6,625	-29.9%	1,450	-11.6%
12-Month Avg*	9,336	-18.9%	1,446	-1.9%

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

Historical Inventory by Month

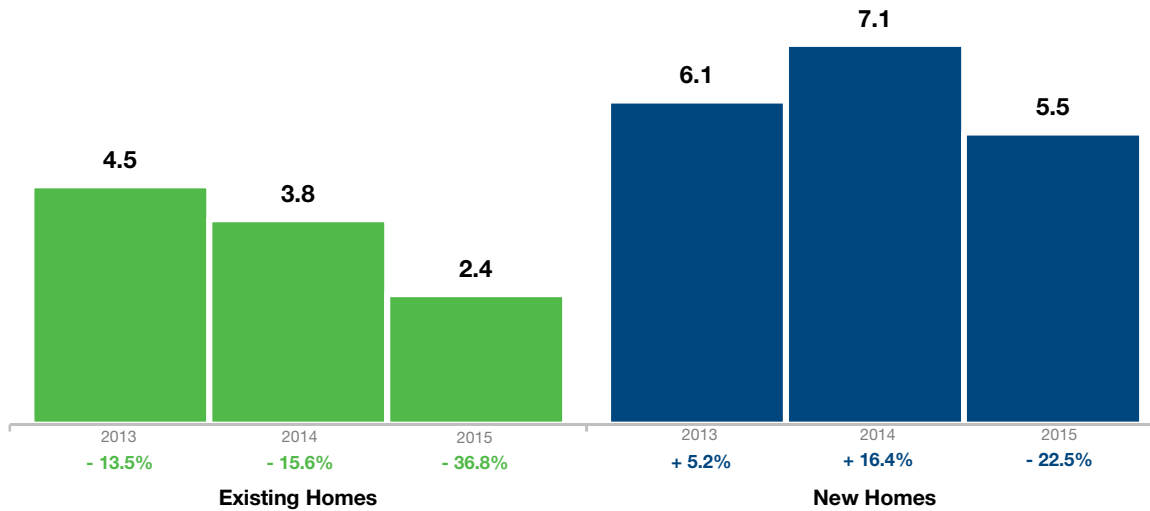


Supply

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.



December



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2015	3.8	-13.6%	7.1	+12.7%
Feb-2015	3.7	-15.9%	6.8	+6.3%
Mar-2015	3.7	-19.6%	6.4	+1.6%
Apr-2015	3.9	-20.4%	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	4.0	-21.6%	5.2	-18.8%
Aug-2015	3.8	-25.5%	5.2	-21.2%
Sep-2015	3.6	-28.0%	5.3	-22.1%
Oct-2015	3.4	-29.2%	5.3	-24.3%
Nov-2015	3.0	-31.8%	5.4	-23.9%
Dec-2015	2.4	-36.8%	5.5	-22.5%
12-Month Avg*	4.7	-23.6%	6.6	-12.3%

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

Historical Supply by Month

