

# 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	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		3,696	<b>3,810</b>	+ 3.1%	16,037	<b>16,890</b>	+ 5.3%
<b>Average Sales Price</b>		\$199,399	<b>\$213,815</b>	+ 7.2%	\$184,592	<b>\$194,522</b>	+ 5.4%
<b>Median Sales Price</b>		\$169,950	<b>\$180,000</b>	+ 5.9%	\$158,500	<b>\$166,500</b>	+ 5.0%
<b>Days on Market</b>		60	<b>49</b>	- 18.3%	72	<b>60</b>	- 16.7%
<b>Pct. of Orig. Price Received</b>		95.7%	<b>97.4%</b>	+ 1.8%	94.5%	<b>96.0%</b>	+ 1.6%
<b>Pending Sales</b>		3,282	<b>3,581</b>	+ 9.1%	18,385	<b>19,843</b>	+ 7.9%
<b>Inventory</b>		10,478	<b>7,226</b>	- 31.0%	--	--	--
<b>Supply</b>		4.0	<b>2.6</b>	- 35.0%	--	--	--

# 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	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		330	<b>376</b>	+ 13.9%	1,587	<b>1,745</b>	+ 10.0%
<b>Average Sales Price</b>		\$354,826	<b>\$382,576</b>	+ 7.8%	\$356,121	<b>\$367,550</b>	+ 3.2%
<b>Median Sales Price</b>		\$333,000	<b>\$342,950</b>	+ 3.0%	\$324,975	<b>\$335,950</b>	+ 3.4%
<b>Days on Market</b>		153	<b>143</b>	- 6.5%	154	<b>141</b>	- 8.4%
<b>Pct. of Orig. Price Received</b>		101.1%	<b>101.1%</b>	0.0%	101.0%	<b>101.3%</b>	+ 0.3%
<b>Pending Sales</b>		291	<b>328</b>	+ 12.7%	1,982	<b>2,218</b>	+ 11.9%
<b>Inventory</b>		1,413	<b>1,356</b>	- 4.0%	--	--	--
<b>Supply</b>		5.5	<b>4.8</b>	- 12.7%	--	--	--

# 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.

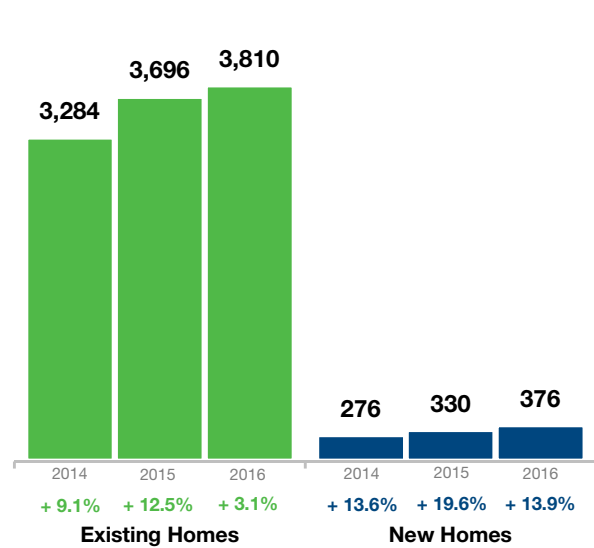
Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		4,026	<b>4,186</b>	+ 4.0%	17,626	<b>18,635</b>	+ 5.7%
<b>Average Sales Price</b>		\$212,129	<b>\$228,951</b>	+ 7.9%	\$200,050	<b>\$210,735</b>	+ 5.3%
<b>Median Sales Price</b>		\$178,900	<b>\$192,000</b>	+ 7.3%	\$169,000	<b>\$177,000</b>	+ 4.7%
<b>Days on Market</b>		68	<b>57</b>	- 16.2%	79	<b>68</b>	- 13.9%
<b>Pct. of Orig. Price Received</b>		96.1%	<b>97.7%</b>	+ 1.7%	95.1%	<b>96.5%</b>	+ 1.5%
<b>Pending Sales</b>		3,573	<b>3,909</b>	+ 9.4%	20,368	<b>22,061</b>	+ 8.3%
<b>Inventory</b>		11,894	<b>8,582</b>	- 27.8%	--	--	--
<b>Supply</b>		4.2	<b>2.8</b>	- 33.3%	--	--	--

# Closed Sales

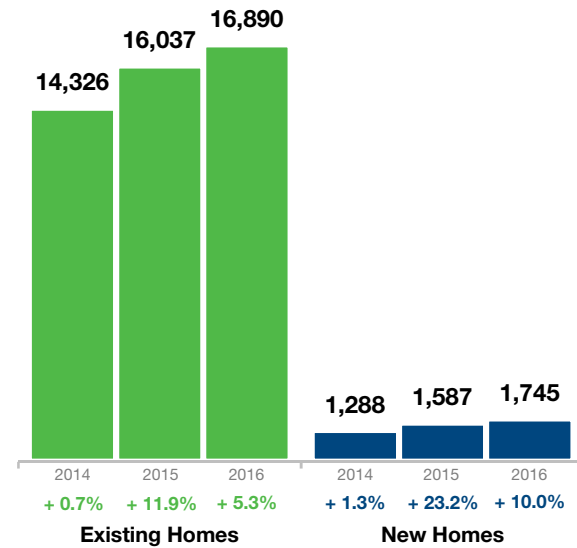
A count of the actual sales that closed in a given month.



## June

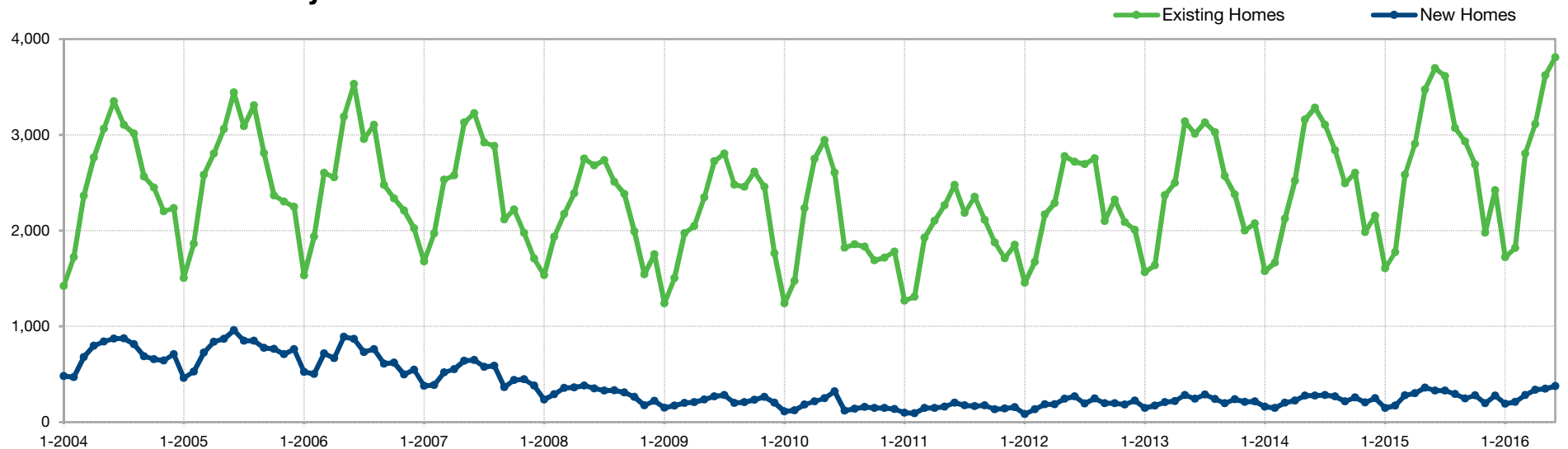


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2015	3,612	+16.4%	328	+16.7%
Aug-2015	3,072	+8.1%	294	+9.7%
Sep-2015	2,930	+17.5%	245	+14.0%
Oct-2015	2,691	+3.4%	280	+8.5%
Nov-2015	1,977	-0.3%	197	-3.9%
Dec-2015	2,422	+12.4%	276	+10.8%
Jan-2016	1,723	+7.4%	190	+30.1%
Feb-2016	1,818	+2.5%	211	+22.0%
Mar-2016	2,805	+8.6%	283	+1.8%
Apr-2016	3,112	+7.1%	336	+11.6%
May-2016	3,622	+4.3%	349	-2.8%
<b>Jun-2016</b>	<b>3,810</b>	<b>+3.1%</b>	<b>376</b>	<b>+13.9%</b>
12-Month Avg	2,800	+7.6%	280	+9.9%

## Historical Closed Sales by Month



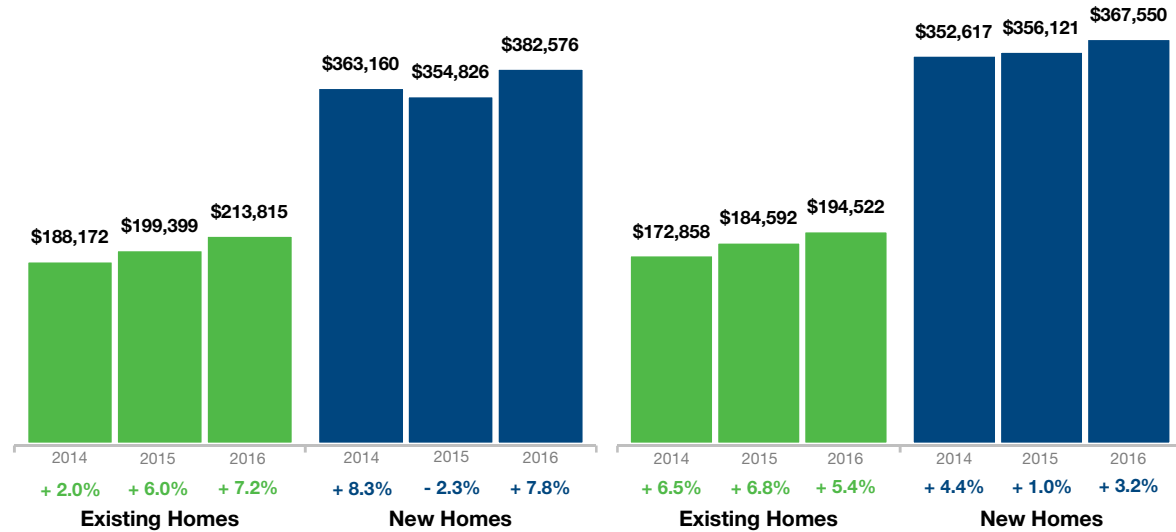
# Average Sales Price

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



## June

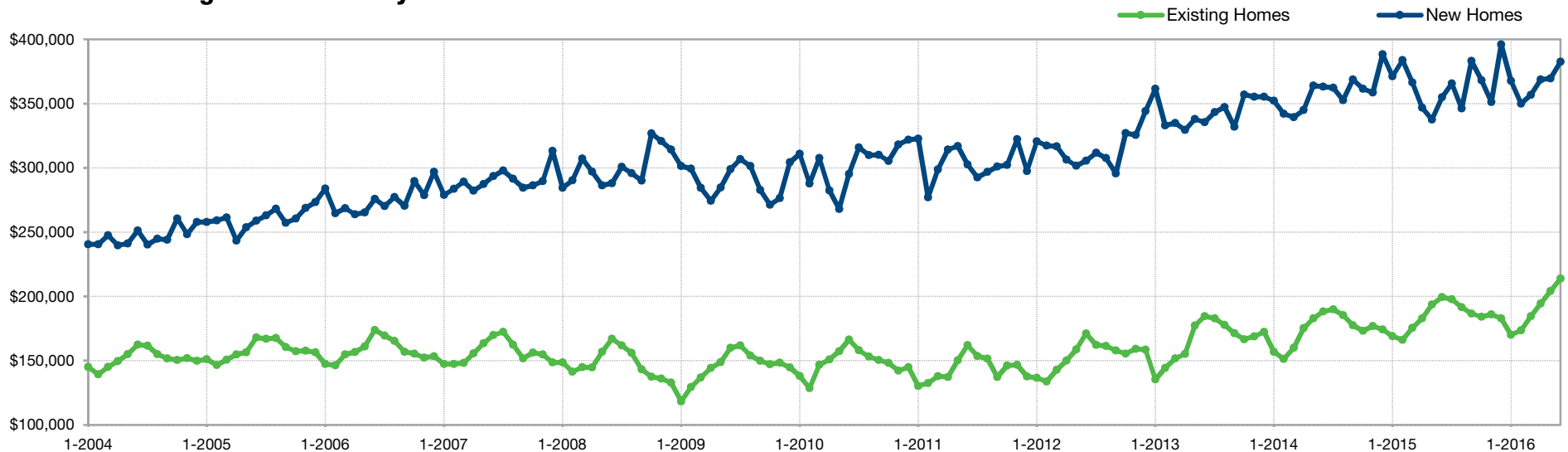
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2015	\$197,716	+4.1%	\$365,532	+0.9%
Aug-2015	\$191,497	+3.3%	\$346,313	-1.8%
Sep-2015	\$186,525	+5.1%	\$383,126	+3.9%
Oct-2015	\$184,052	+6.3%	\$368,101	+1.8%
Nov-2015	\$185,948	+5.2%	\$351,123	-2.1%
Dec-2015	\$182,975	+5.1%	\$395,913	+1.9%
Jan-2016	\$169,989	+0.6%	\$367,691	-1.0%
Feb-2016	\$173,670	+4.5%	\$349,852	-8.9%
Mar-2016	\$184,482	+5.2%	\$356,822	-2.6%
Apr-2016	\$194,492	+6.4%	\$368,783	+6.3%
May-2016	\$204,124	+5.4%	\$369,543	+9.4%
<b>Jun-2016</b>	<b>\$213,815</b>	<b>+7.2%</b>	<b>\$382,576</b>	<b>+7.8%</b>
12-Month Avg*	\$182,468	+5.1%	\$360,515	+2.1%

\* Avg. Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



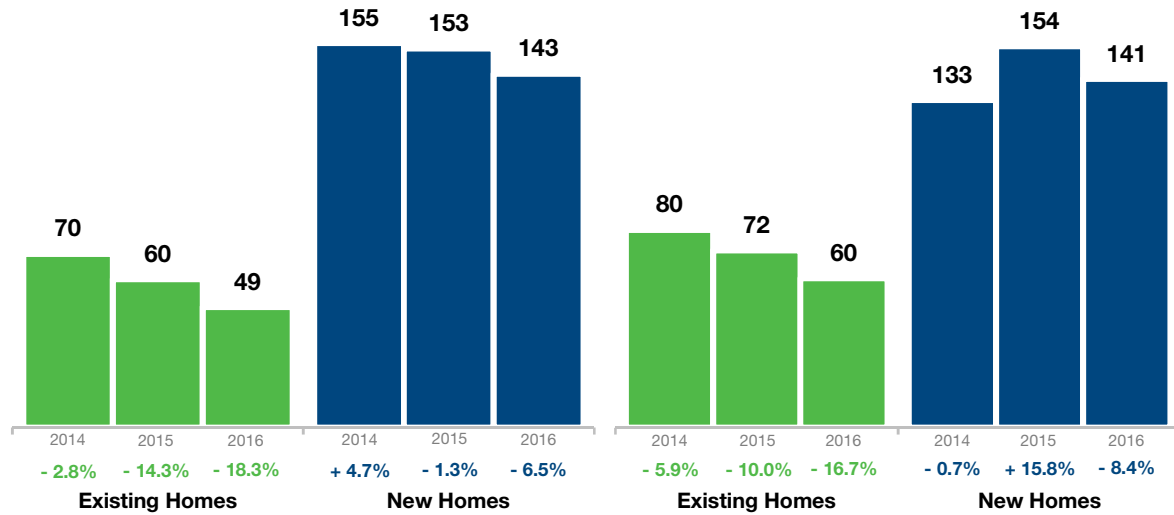
# Days on Market Until Sale

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



## June

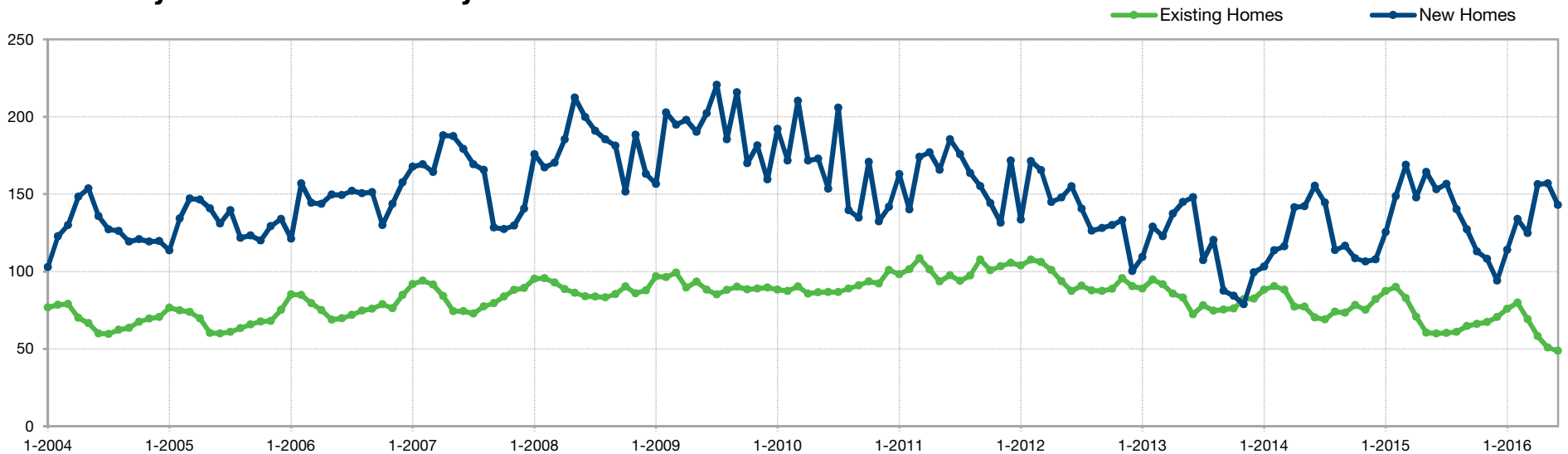
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	113	+4.6%
Nov-2015	67	-10.7%	108	+1.9%
Dec-2015	71	-13.4%	94	-13.0%
Jan-2016	76	-12.6%	114	-9.5%
Feb-2016	80	-11.1%	134	-10.1%
Mar-2016	69	-16.9%	125	-26.0%
Apr-2016	58	-18.3%	156	+5.4%
May-2016	51	-16.4%	157	-4.3%
<b>Jun-2016</b>	<b>49</b>	<b>-18.3%</b>	<b>143</b>	<b>-6.5%</b>
12-Month Avg*	73	-14.8%	136	-2.2%

\* Days on Market for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



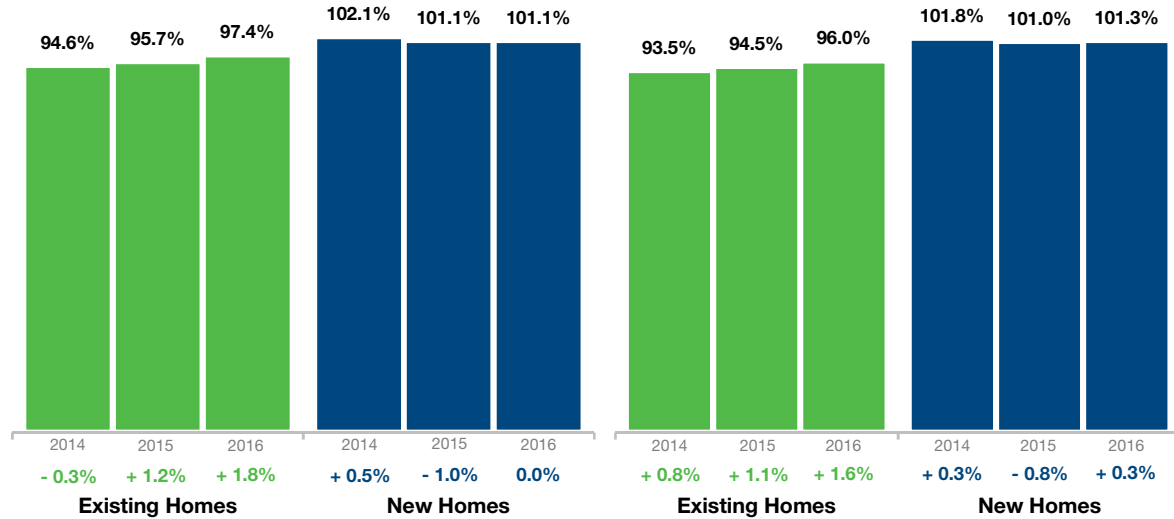
# Percentage of Original List Price Received

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.



## June

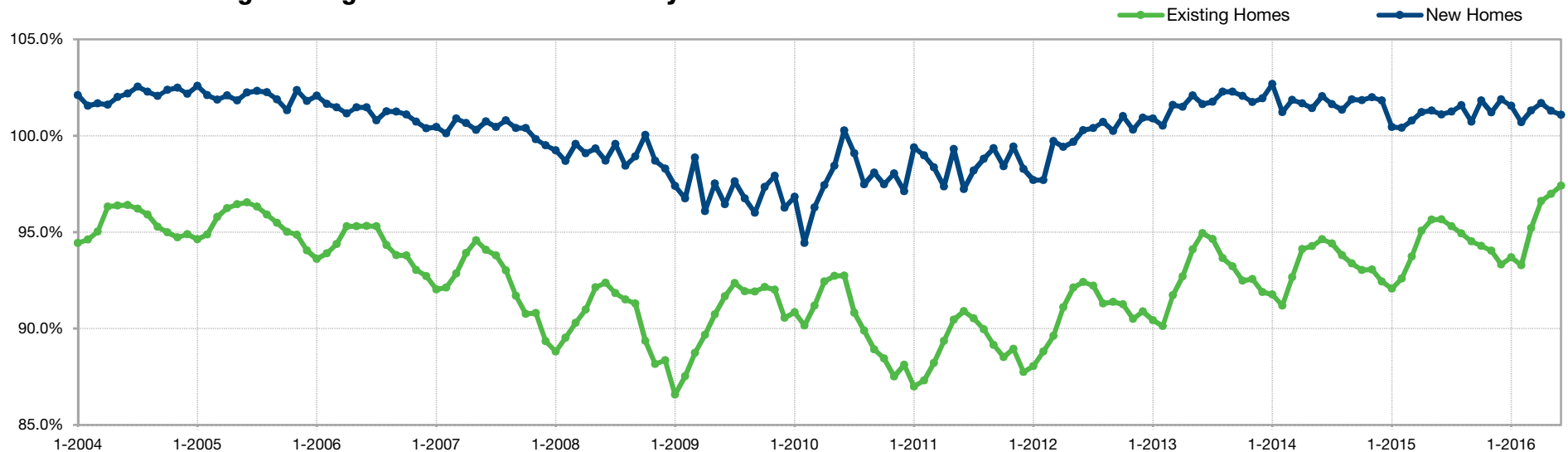
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2015	95.3%	+1.0%	101.2%	-0.4%
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%	101.8%	0.0%
Nov-2015	94.0%	+1.0%	101.2%	-0.8%
Dec-2015	93.3%	+1.0%	101.9%	+0.1%
Jan-2016	93.7%	+1.7%	101.5%	+1.0%
Feb-2016	93.3%	+0.8%	100.7%	+0.3%
Mar-2016	95.2%	+1.6%	101.3%	+0.5%
Apr-2016	96.6%	+1.6%	101.7%	+0.5%
May-2016	97.0%	+1.5%	101.3%	0.0%
<b>Jun-2016</b>	<b>97.4%</b>	<b>+1.8%</b>	<b>101.1%</b>	<b>0.0%</b>
12-Month Avg*	94.0%	+1.3%	101.3%	+0.0%

\* Pct. of Orig. Price Received for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month

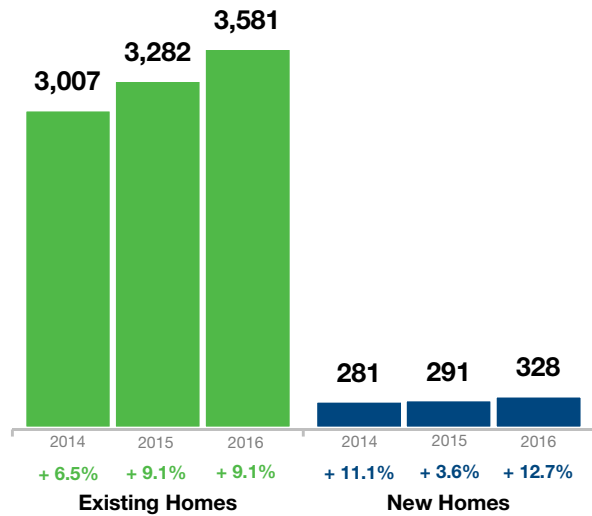


# Pending Sales

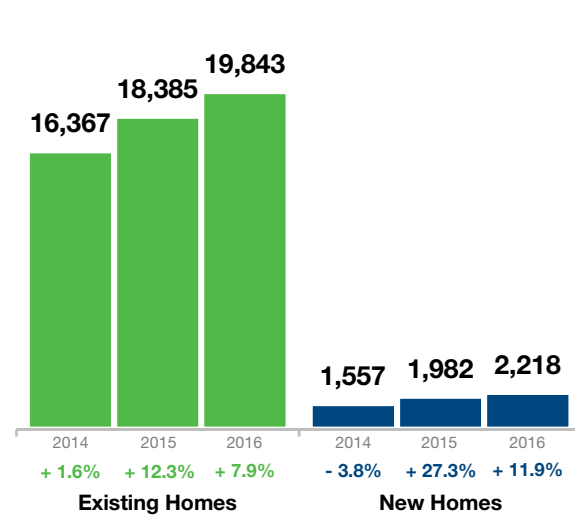
A count of the properties on which offers have been accepted in a given month.



## June

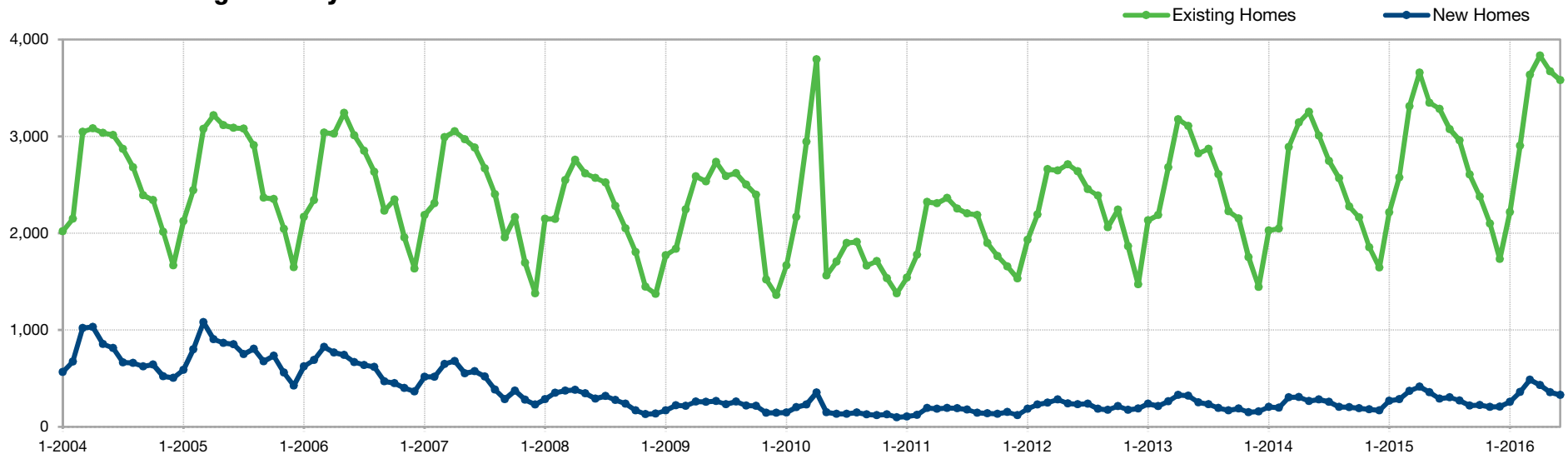


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2015	3,075	+11.9%	305	+18.7%
Aug-2015	2,958	+15.3%	272	+32.7%
Sep-2015	2,607	+14.6%	220	+8.4%
Oct-2015	2,376	+9.8%	225	+17.2%
Nov-2015	2,099	+13.2%	205	+13.3%
Dec-2015	1,734	+5.5%	207	+21.8%
Jan-2016	2,218	+0.2%	258	-3.7%
Feb-2016	2,904	+12.7%	358	+26.1%
Mar-2016	3,635	+9.8%	487	+32.0%
Apr-2016	3,833	+4.8%	430	+4.1%
May-2016	3,672	+9.7%	357	0.0%
<b>Jun-2016</b>	<b>3,581</b>	<b>+9.1%</b>	<b>328</b>	<b>+12.7%</b>
12-Month Avg	2,891	+9.7%	304	+14.5%

## Historical Pending Sales by Month



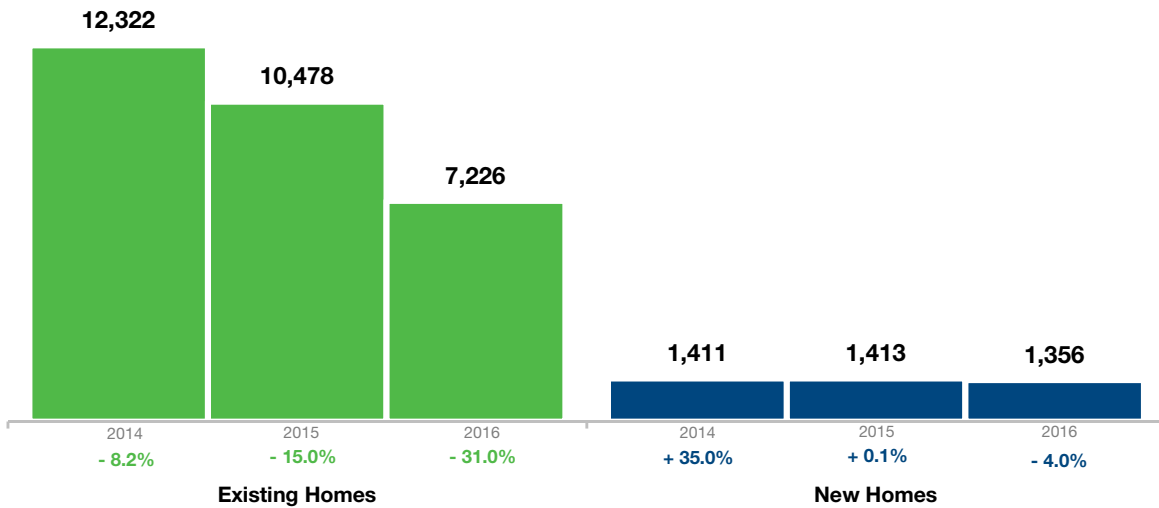


# Inventory

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

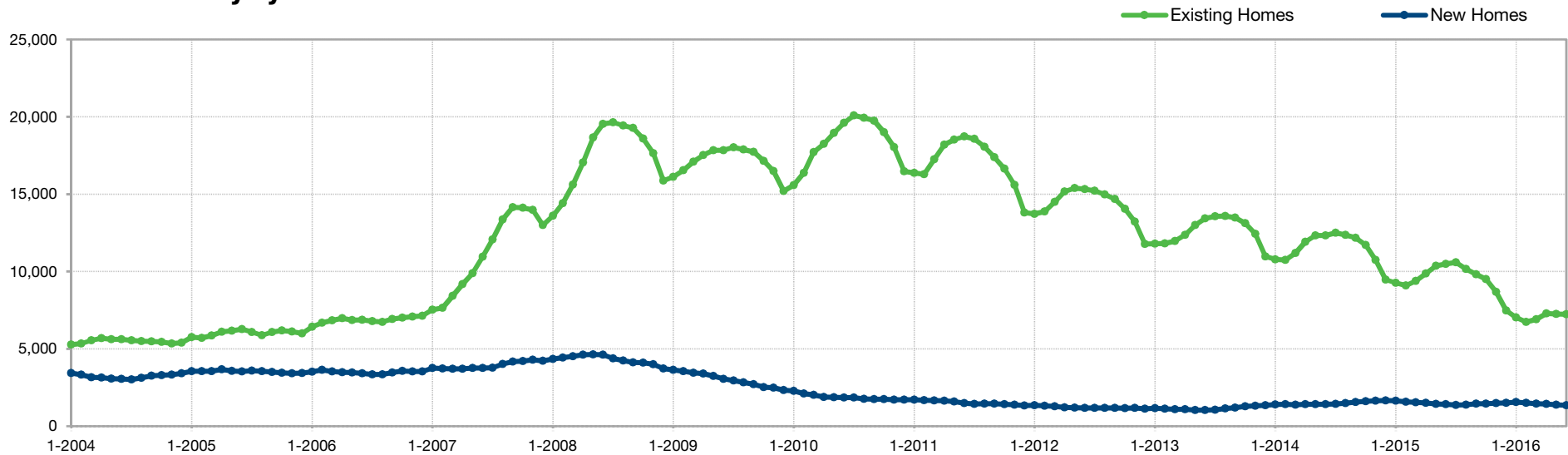


## June



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2015	10,585	-15.4%	1,375	-3.8%
Aug-2015	10,163	-17.8%	1,390	-6.6%
Sep-2015	9,820	-19.3%	1,445	-7.1%
Oct-2015	9,513	-18.8%	1,453	-9.4%
Nov-2015	8,685	-19.2%	1,479	-9.5%
Dec-2015	7,470	-21.2%	1,497	-9.6%
Jan-2016	7,024	-24.1%	1,550	-5.2%
Feb-2016	6,729	-26.0%	1,497	-5.3%
Mar-2016	6,913	-26.4%	1,456	-5.0%
Apr-2016	7,292	-26.1%	1,440	-3.7%
May-2016	7,258	-29.9%	1,381	-3.6%
<b>Jun-2016</b>	<b>7,226</b>	<b>-31.0%</b>	<b>1,356</b>	<b>-4.0%</b>
12-Month Avg*	8,223	-22.6%	1,443	-6.2%

## Historical Inventory by Month

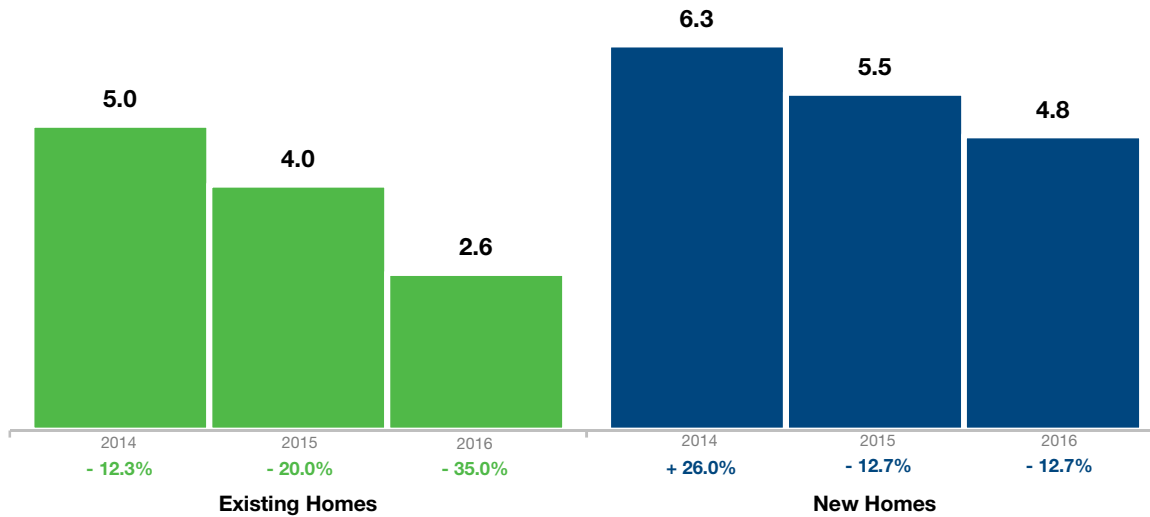


# Supply

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.



## June



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2015	4.0	-21.6%	5.3	-17.2%
Aug-2015	3.8	-25.5%	5.3	-19.7%
Sep-2015	3.6	-28.0%	5.5	-20.3%
Oct-2015	3.5	-27.1%	5.5	-21.4%
Nov-2015	3.2	-27.3%	5.6	-22.2%
Dec-2015	2.7	-30.8%	5.6	-22.2%
Jan-2016	2.6	-31.6%	5.7	-19.7%
Feb-2016	2.5	-32.4%	5.5	-19.1%
Mar-2016	2.5	-32.4%	5.3	-17.2%
Apr-2016	2.6	-33.3%	5.2	-14.8%
May-2016	2.6	-35.0%	5.0	-12.3%
<b>Jun-2016</b>	<b>2.6</b>	<b>-35.0%</b>	<b>4.8</b>	<b>-12.7%</b>
12-Month Avg*	4.3	-29.3%	6.6	-18.8%

\* Supply for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

## Historical Supply by Month

