

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	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		3,612	3,306	- 8.5%	19,649	20,381	+ 3.7%
Average Sales Price		\$197,716	\$208,933	+ 5.7%	\$187,004	\$197,116	+ 5.4%
Median Sales Price		\$167,500	\$179,000	+ 6.9%	\$160,000	\$169,000	+ 5.6%
Days on Market		60	45	- 25.0%	70	58	- 17.1%
Pct. of Orig. Price Received		95.3%	97.0%	+ 1.8%	94.7%	96.1%	+ 1.5%
Pending Sales		3,069	3,348	+ 9.1%	21,452	22,947	+ 7.0%
Inventory		10,595	7,070	- 33.3%	--	--	--
Supply		4.0	2.5	- 37.5%	--	--	--

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	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		328	315	- 4.0%	1,915	2,075	+ 8.4%
Average Sales Price		\$365,532	\$375,490	+ 2.7%	\$357,733	\$368,867	+ 3.1%
Median Sales Price		\$329,975	\$348,300	+ 5.6%	\$326,975	\$336,367	+ 2.9%
Days on Market		157	152	- 3.2%	155	143	- 7.7%
Pct. of Orig. Price Received		101.2%	101.7%	+ 0.5%	101.0%	101.4%	+ 0.4%
Pending Sales		305	254	- 16.7%	2,287	2,484	+ 8.6%
Inventory		1,384	1,346	- 2.7%	--	--	--
Supply		5.3	4.8	- 9.4%	--	--	--

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.

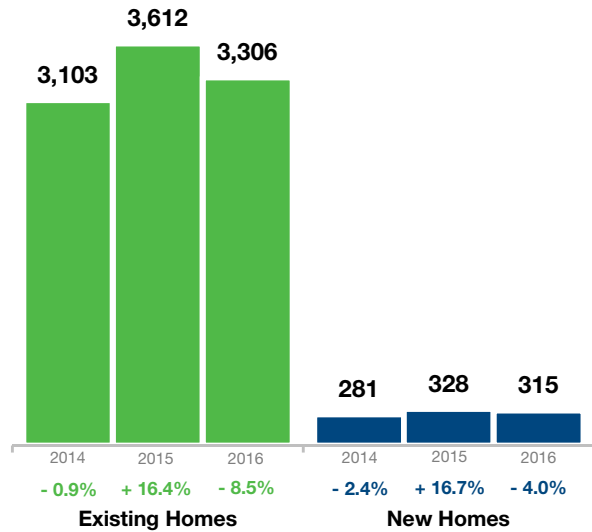
Key Metrics	Historical Sparkbars	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		3,940	3,621	- 8.1%	21,566	22,456	+ 4.1%
Average Sales Price		\$211,726	\$223,434	+ 5.5%	\$202,182	\$213,002	+ 5.4%
Median Sales Price		\$176,500	\$189,900	+ 7.6%	\$170,000	\$179,900	+ 5.8%
Days on Market		68	55	- 19.1%	77	66	- 14.3%
Pct. of Orig. Price Received		95.8%	97.4%	+ 1.7%	95.2%	96.6%	+ 1.5%
Pending Sales		3,374	3,602	+ 6.8%	23,740	25,431	+ 7.1%
Inventory		11,982	8,416	- 29.8%	--	--	--
Supply		4.1	2.7	- 34.1%	--	--	--

Closed Sales

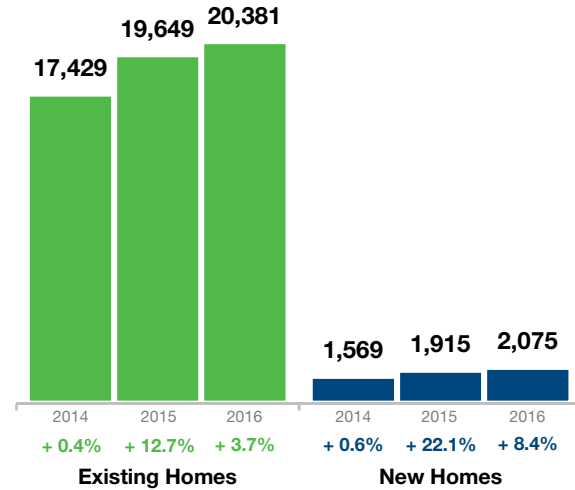
A count of the actual sales that closed in a given month.



July

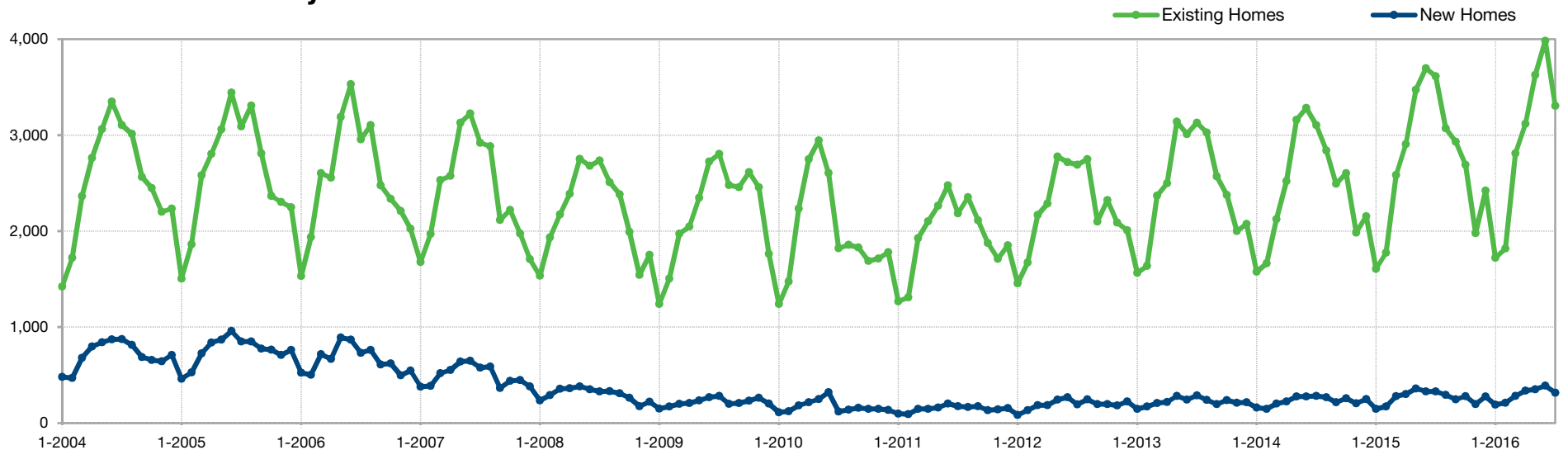


Year to Date



	Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2015	3,072	3,072	+8.1%	294	+9.7%
Sep-2015	2,930	2,930	+17.5%	245	+14.0%
Oct-2015	2,691	2,691	+3.4%	280	+8.5%
Nov-2015	1,977	1,977	-0.3%	197	-3.9%
Dec-2015	2,422	2,422	+12.4%	277	+11.2%
Jan-2016	1,723	1,723	+7.4%	190	+30.1%
Feb-2016	1,819	1,819	+2.5%	211	+22.0%
Mar-2016	2,809	2,809	+8.7%	283	+1.8%
Apr-2016	3,117	3,117	+7.3%	336	+11.6%
May-2016	3,626	3,626	+4.4%	350	-2.5%
Jun-2016	3,981	3,981	+7.7%	390	+18.2%
Jul-2016	3,306	3,306	-8.5%	315	-4.0%
12-Month Avg	2,789	2,789	+5.5%	281	+8.3%

Historical Closed Sales by Month



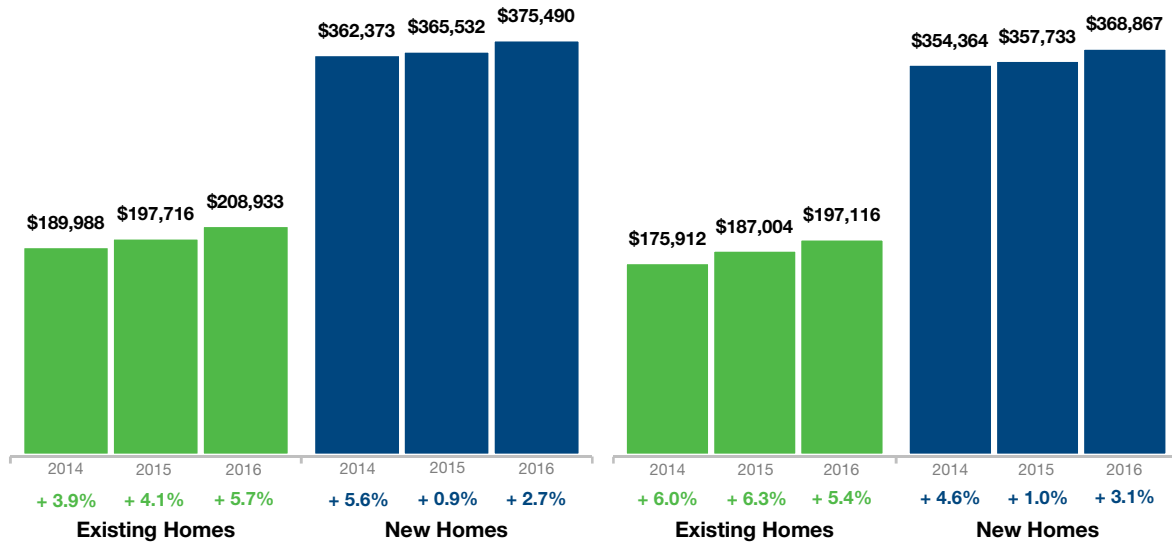
Average Sales Price

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



July

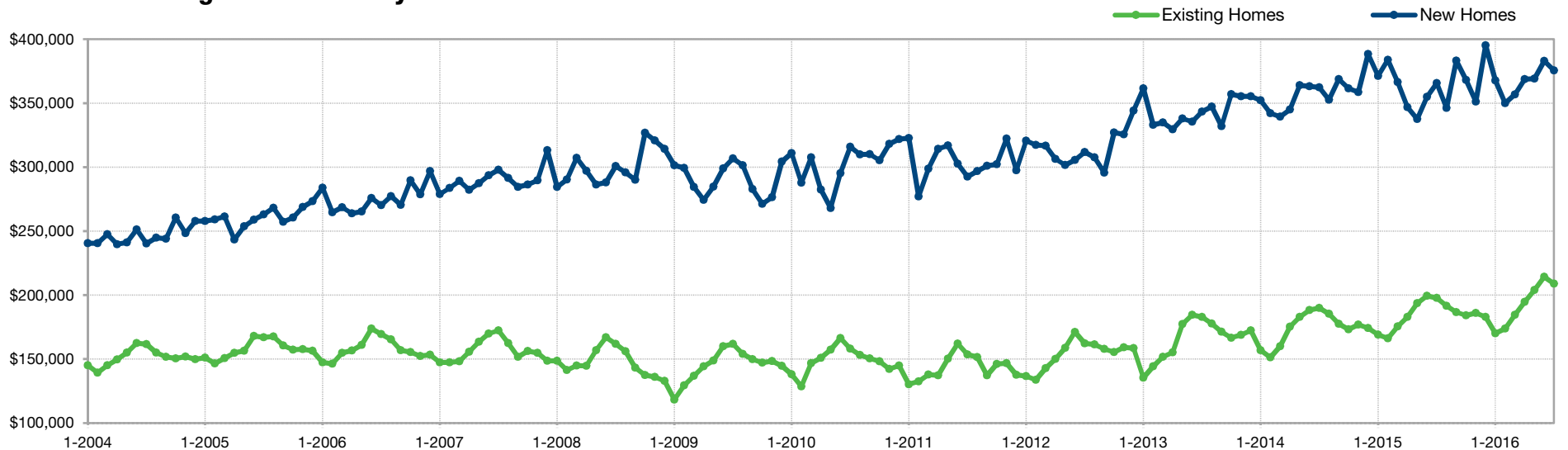
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	\$395,152	+1.7%
Jan-2016	\$169,989	+0.6%	\$367,691	-1.0%
Feb-2016	\$173,839	+4.7%	\$349,852	-8.9%
Mar-2016	\$184,448	+5.2%	\$356,822	-2.6%
Apr-2016	\$194,715	+6.5%	\$368,783	+6.3%
May-2016	\$203,974	+5.3%	\$369,123	+9.3%
Jun-2016	\$214,190	+7.4%	\$382,961	+7.9%
Jul-2016	\$208,933	+5.7%	\$375,490	+2.7%
12-Month Avg*	\$183,467	+5.2%	\$360,876	+2.2%

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

Historical Average Sales Price by Month



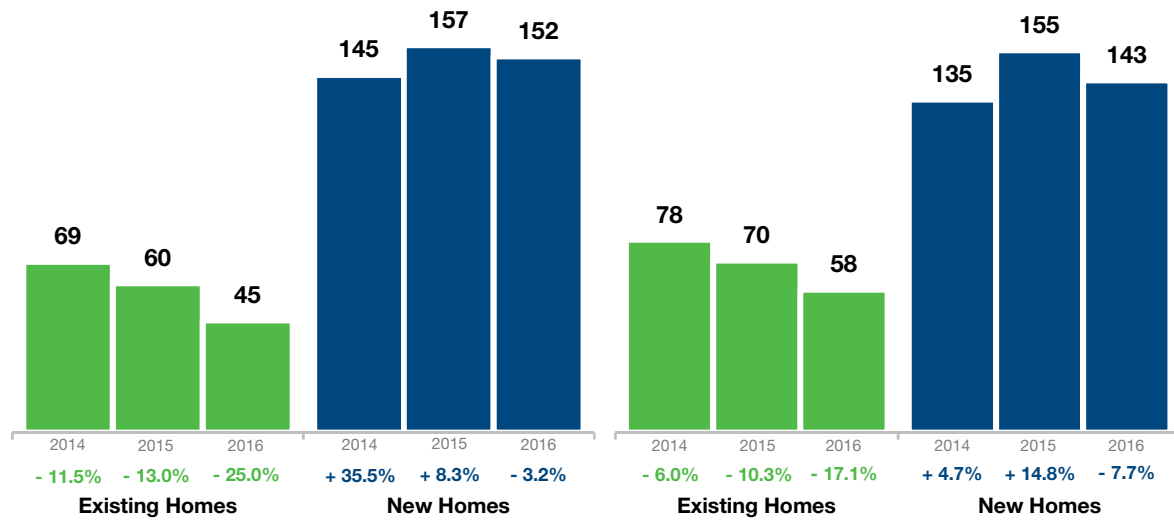
Days on Market Until Sale

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



July

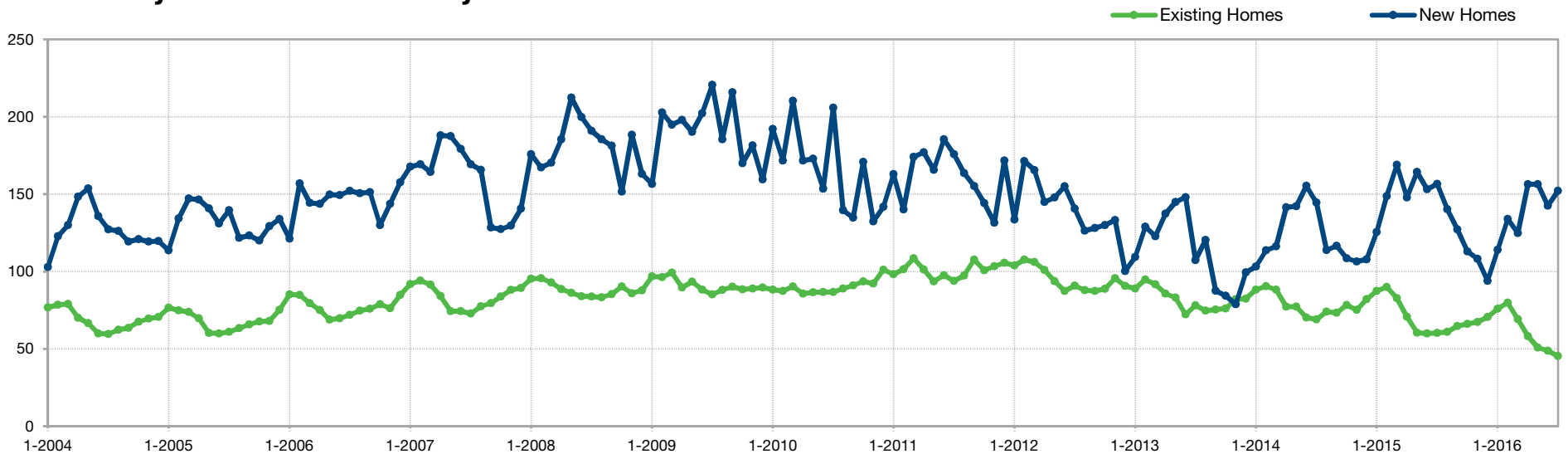
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	156	-4.9%
Jun-2016	49	-18.3%	142	-7.2%
Jul-2016	45	-25.0%	152	-3.2%
12-Month Avg*	72	-15.7%	138	-3.6%

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

Historical Days on Market Until Sale by Month



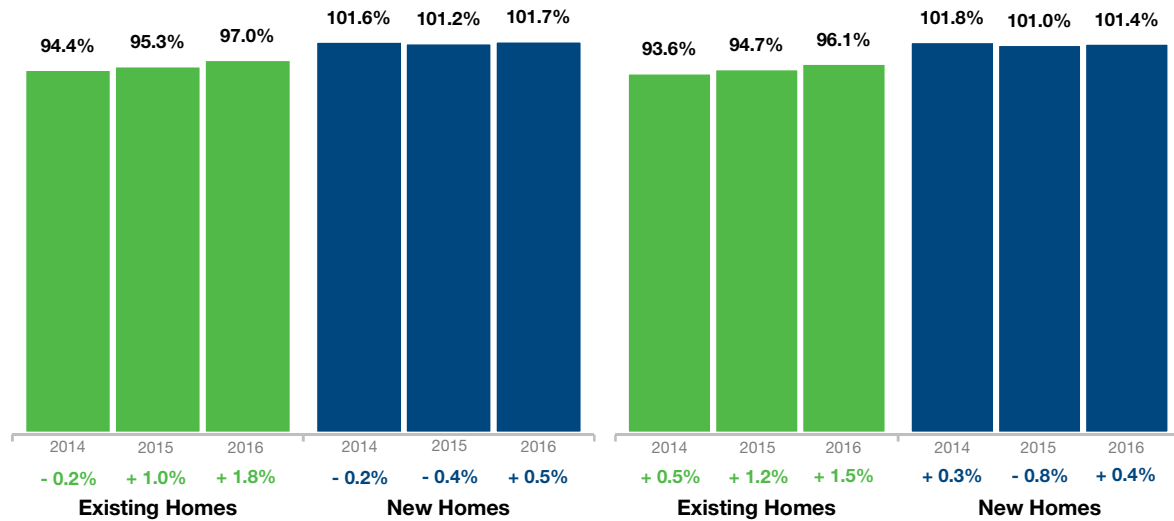
Percentage of Original List Price Received

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.



July

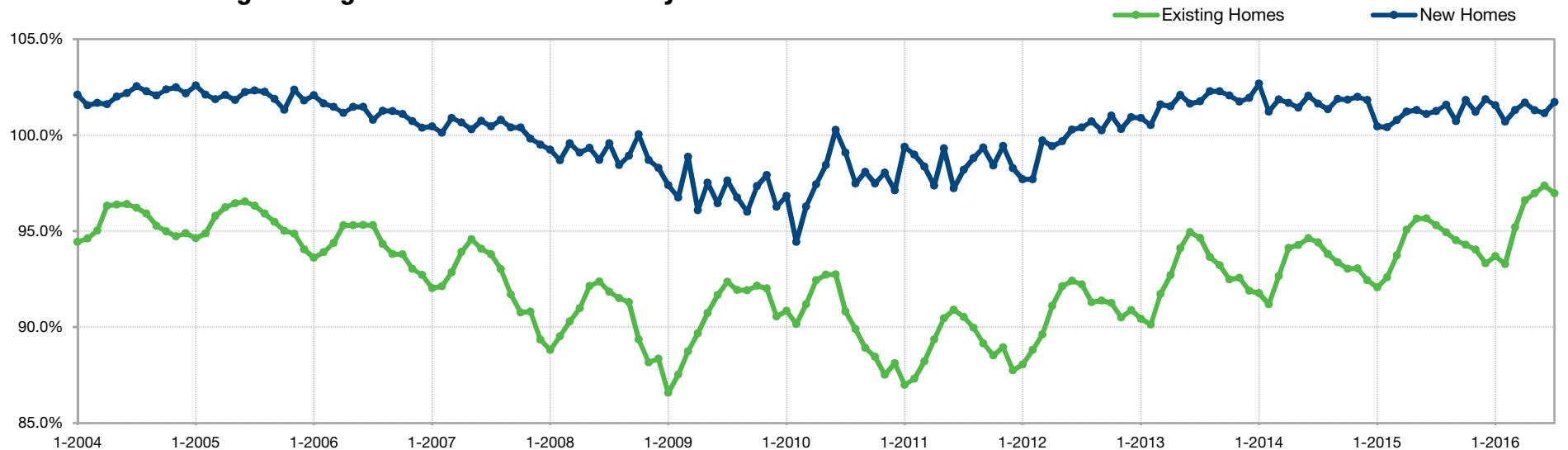
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jun-2016	97.4%	+1.8%	101.1%	0.0%
Jul-2016	97.0%	+1.8%	101.7%	+0.5%
12-Month Avg*	94.1%	+1.4%	101.3%	+0.1%

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

Historical Percentage of Original List Price Received by Month

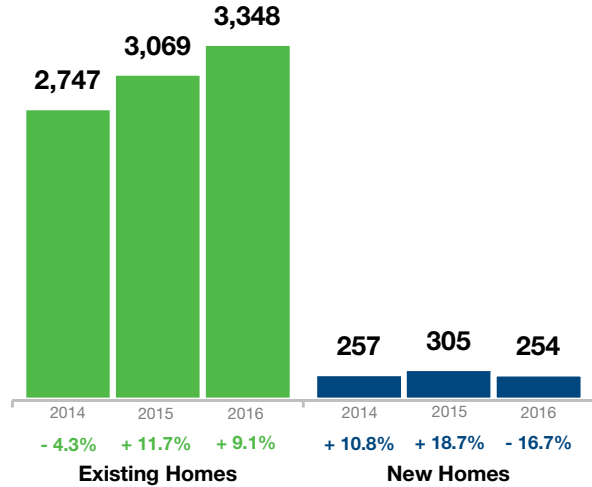


Pending Sales

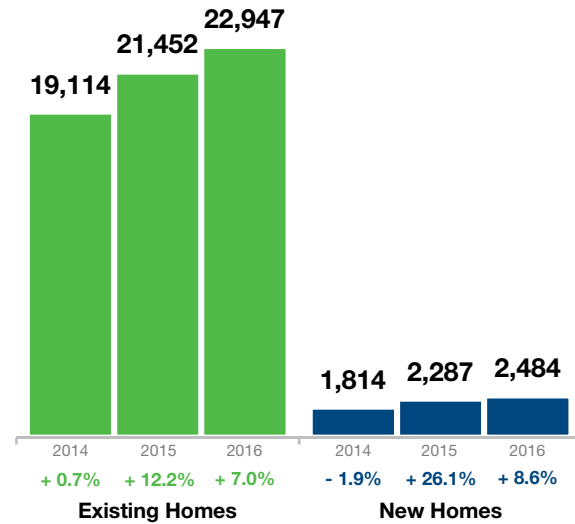
A count of the properties on which offers have been accepted in a given month.



July

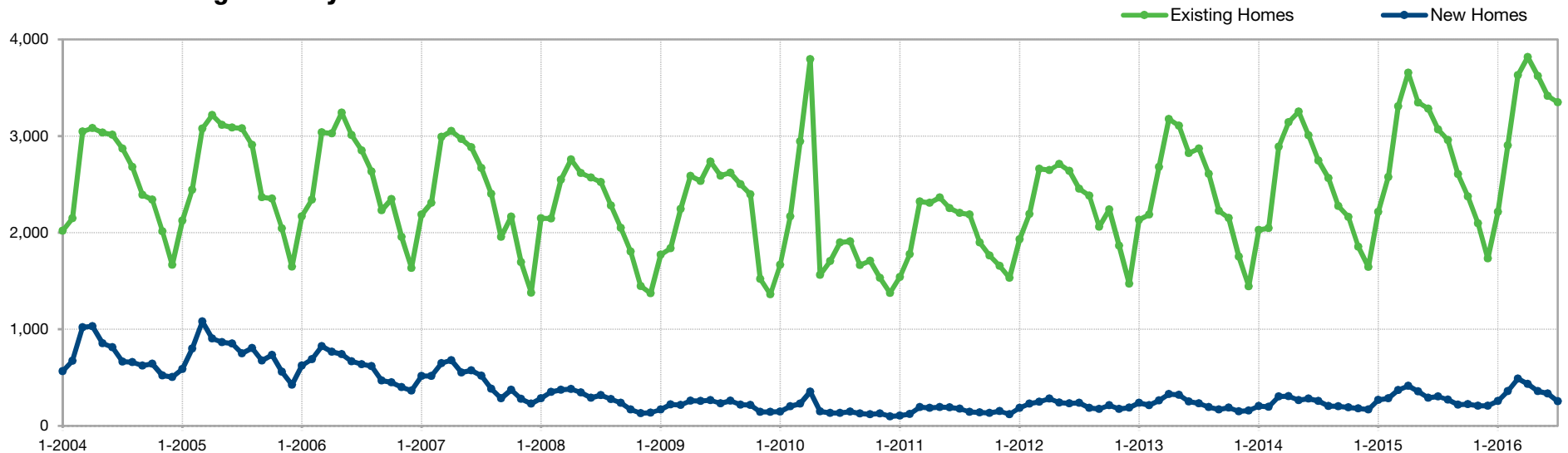


Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2015	2,957	+15.3%	272	+32.7%
Sep-2015	2,606	+14.6%	220	+8.4%
Oct-2015	2,374	+9.8%	225	+17.2%
Nov-2015	2,097	+13.1%	207	+14.4%
Dec-2015	1,732	+5.4%	207	+21.8%
Jan-2016	2,216	+0.1%	258	-3.7%
Feb-2016	2,903	+12.7%	360	+26.8%
Mar-2016	3,629	+9.7%	488	+32.2%
Apr-2016	3,816	+4.4%	433	+4.8%
May-2016	3,621	+8.2%	358	+0.3%
Jun-2016	3,414	+4.0%	333	+14.4%
Jul-2016	3,348	+9.1%	254	-16.7%
12-Month Avg	2,893	+8.6%	301	+11.6%

Historical Pending Sales by Month

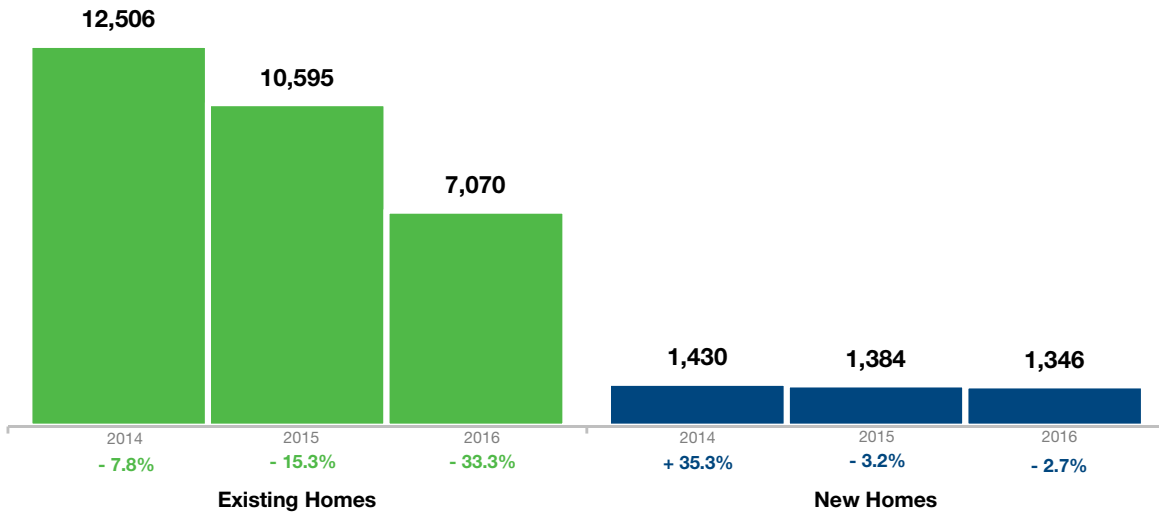


Inventory

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

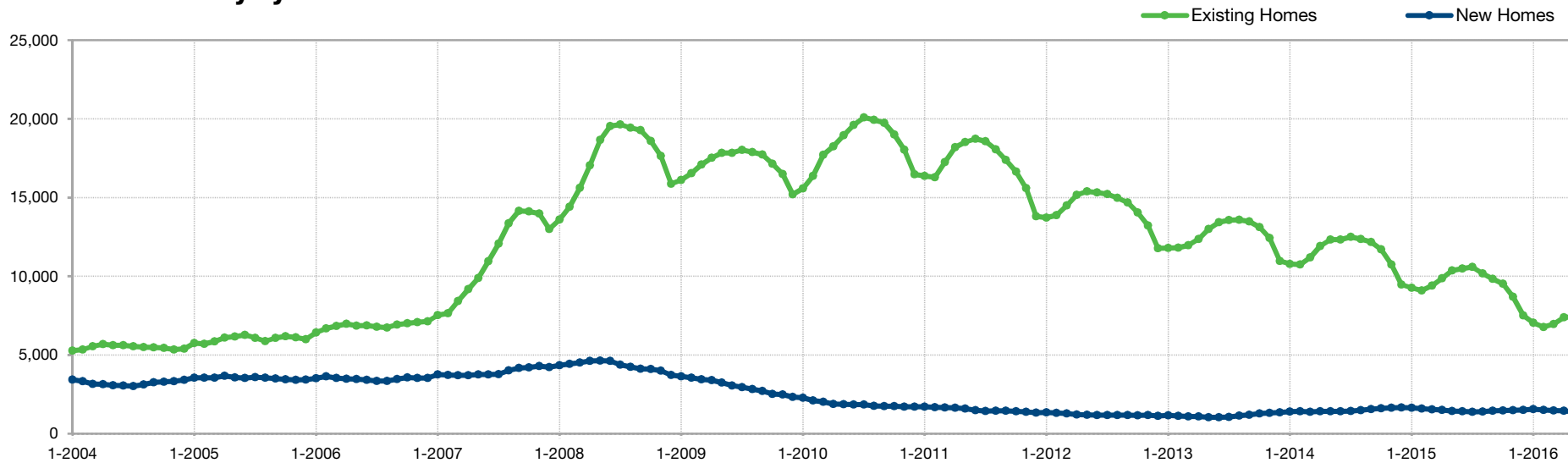


July



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2015	10,174	-17.7%	1,400	-6.0%
Sep-2015	9,832	-19.2%	1,455	-6.6%
Oct-2015	9,528	-18.7%	1,463	-8.9%
Nov-2015	8,704	-19.0%	1,489	-9.0%
Dec-2015	7,502	-20.8%	1,507	-9.2%
Jan-2016	7,050	-23.8%	1,560	-4.8%
Feb-2016	6,766	-25.6%	1,507	-4.9%
Mar-2016	6,967	-25.8%	1,466	-4.6%
Apr-2016	7,382	-25.2%	1,447	-3.6%
May-2016	7,428	-28.3%	1,387	-3.6%
Jun-2016	7,636	-27.2%	1,359	-4.3%
Jul-2016	7,070	-33.3%	1,346	-2.7%
12-Month Avg*	8,003	-23.5%	1,449	-5.8%

Historical Inventory by Month

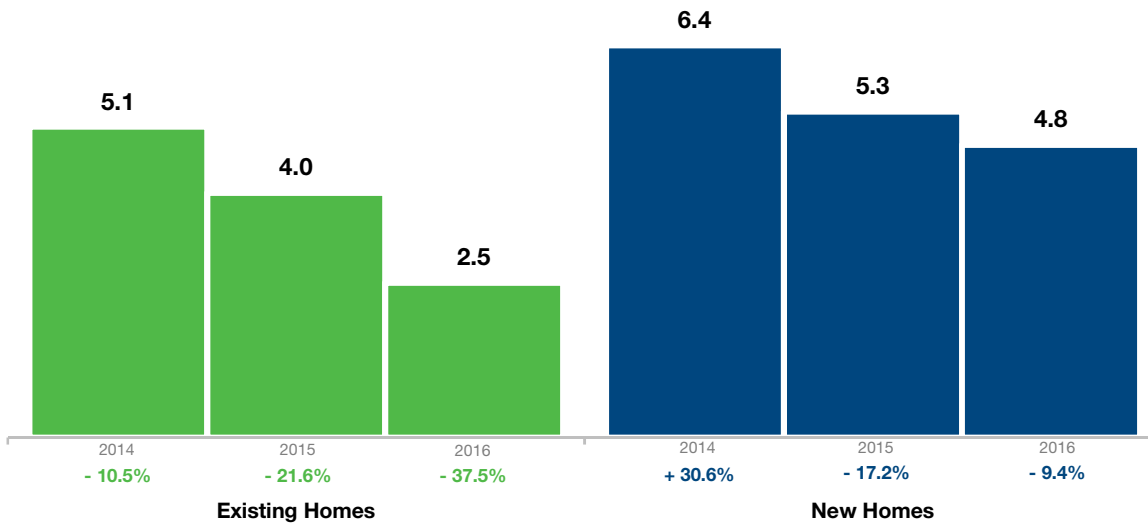


Supply

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.



July



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2015	3.8	-25.5%	5.4	-18.2%
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%	5.8	-18.3%
Feb-2016	2.5	-32.4%	5.5	-20.3%
Mar-2016	2.5	-32.4%	5.3	-18.5%
Apr-2016	2.7	-30.8%	5.2	-16.1%
May-2016	2.7	-32.5%	5.0	-12.3%
Jun-2016	2.7	-32.5%	4.8	-14.3%
Jul-2016	2.5	-37.5%	4.8	-9.4%
12-Month Avg*	4.2	-30.2%	6.5	-18.1%

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

Historical Supply by Month

