

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	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		3,072	3,259	+ 6.1%	22,721	23,748	+ 4.5%
Average Sales Price		\$191,497	\$206,114	+ 7.6%	\$187,611	\$198,379	+ 5.7%
Median Sales Price		\$165,000	\$176,000	+ 6.7%	\$160,000	\$170,000	+ 6.3%
Days on Market		61	51	- 16.4%	68	57	- 16.2%
Pct. of Orig. Price Received		94.9%	96.1%	+ 1.3%	94.7%	96.1%	+ 1.5%
Pending Sales		2,957	3,129	+ 5.8%	24,409	25,930	+ 6.2%
Inventory		10,174	6,723	- 33.9%	--	--	--
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	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		294	321	+ 9.2%	2,209	2,405	+ 8.9%
Average Sales Price		\$346,313	\$385,178	+ 11.2%	\$356,213	\$370,764	+ 4.1%
Median Sales Price		\$328,398	\$363,854	+ 10.8%	\$327,047	\$339,925	+ 3.9%
Days on Market		140	124	- 11.4%	153	140	- 8.5%
Pct. of Orig. Price Received		101.6%	101.6%	0.0%	101.1%	101.4%	+ 0.3%
Pending Sales		272	264	- 2.9%	2,559	2,754	+ 7.6%
Inventory		1,400	1,324	- 5.4%	--	--	--
Supply		5.4	4.7	- 13.0%	--	--	--

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.

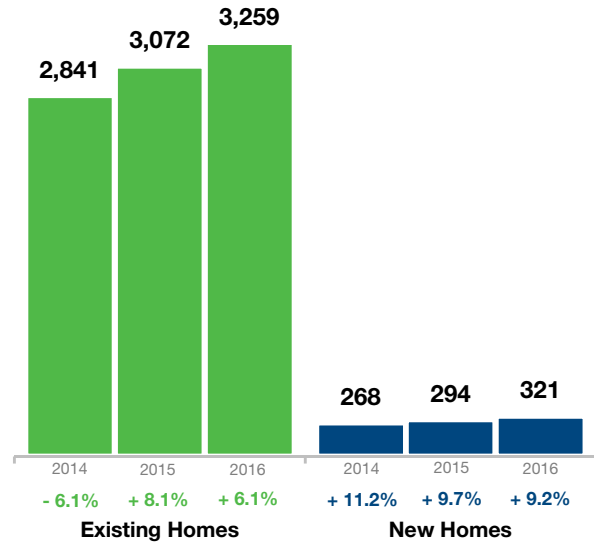
Key Metrics	Historical Sparkbars	8-2015	8-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		3,366	3,580	+ 6.4%	24,933	26,153	+ 4.9%
Average Sales Price		\$205,051	\$222,192	+ 8.4%	\$202,573	\$214,248	+ 5.8%
Median Sales Price		\$174,500	\$186,900	+ 7.1%	\$170,000	\$180,000	+ 5.9%
Days on Market		68	58	- 14.7%	76	65	- 14.5%
Pct. of Orig. Price Received		95.5%	96.6%	+ 1.2%	95.3%	96.6%	+ 1.4%
Pending Sales		3,230	3,393	+ 5.0%	26,969	28,684	+ 6.4%
Inventory		11,576	8,047	- 30.5%	--	--	--
Supply		4.0	2.6	- 35.0%	--	--	--

Closed Sales

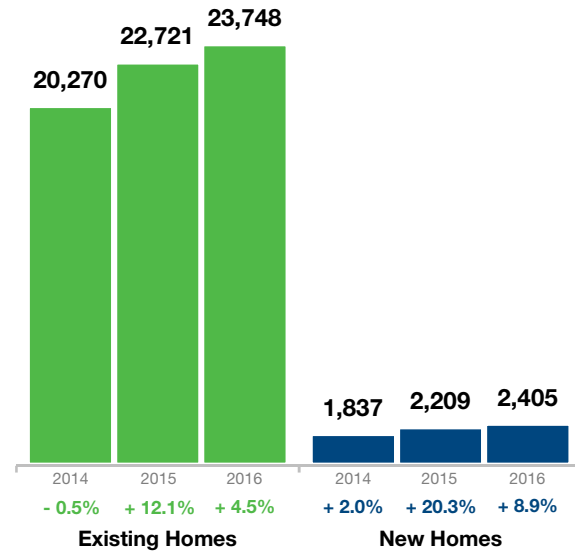
A count of the actual sales that closed in a given month.



August

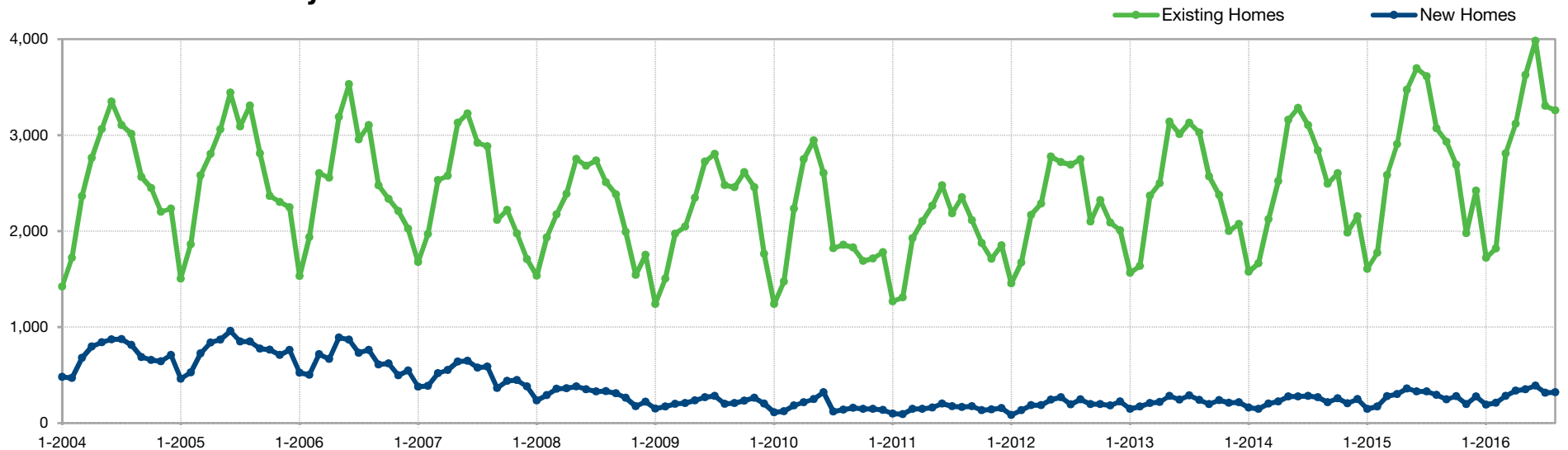


Year to Date



	Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	3,259	3,259	+6.1%	321	+9.2%
12-Month Avg	2,805	2,805	+5.7%	283	+8.5%

Historical Closed Sales by Month



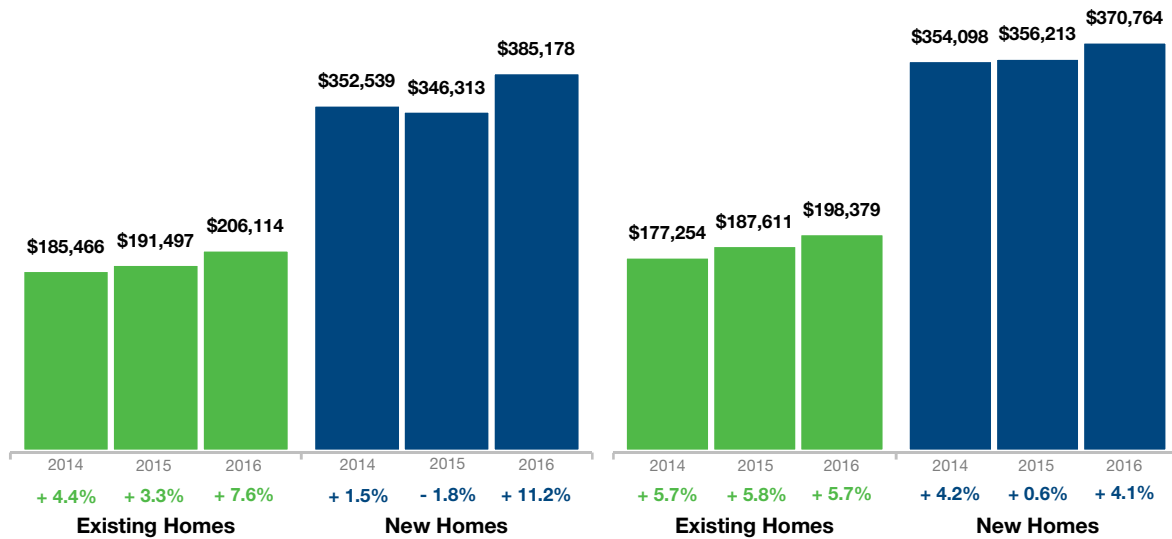
Average Sales Price

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



August

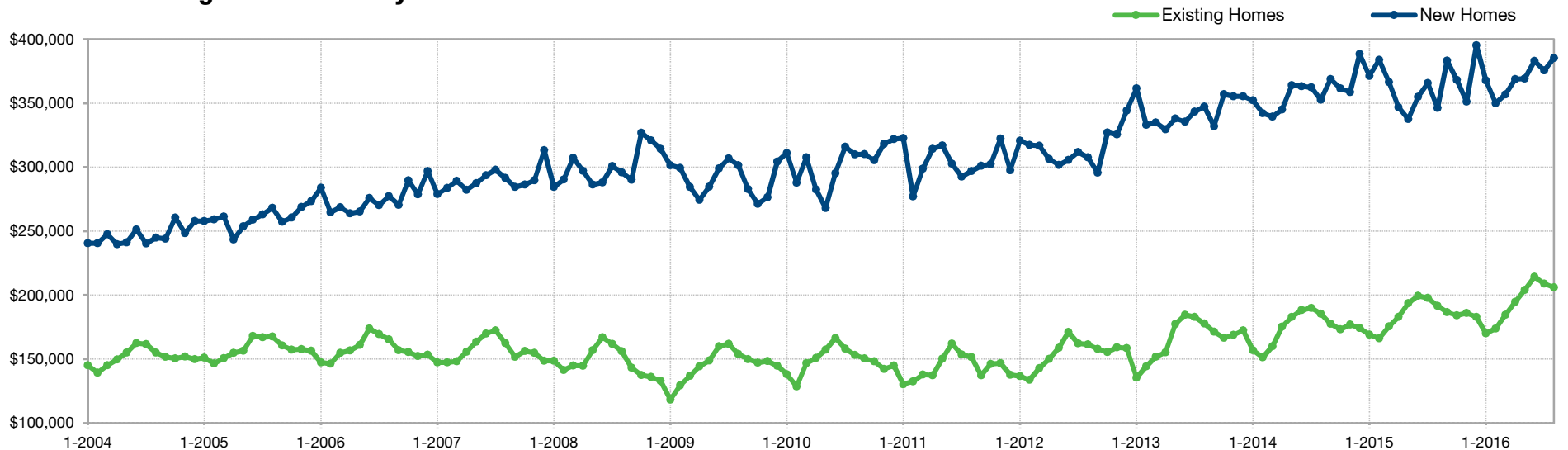
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	\$206,114	+7.6%	\$385,178	+11.2%
12-Month Avg*	\$184,060	+5.6%	\$360,204	+3.4%

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

Historical Average Sales Price by Month



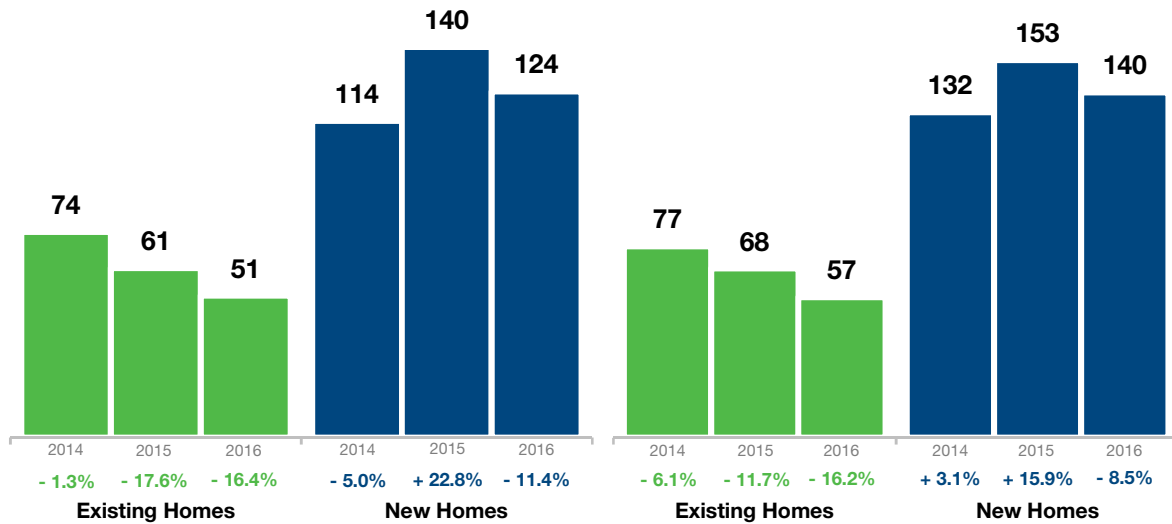
Days on Market Until Sale

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



August

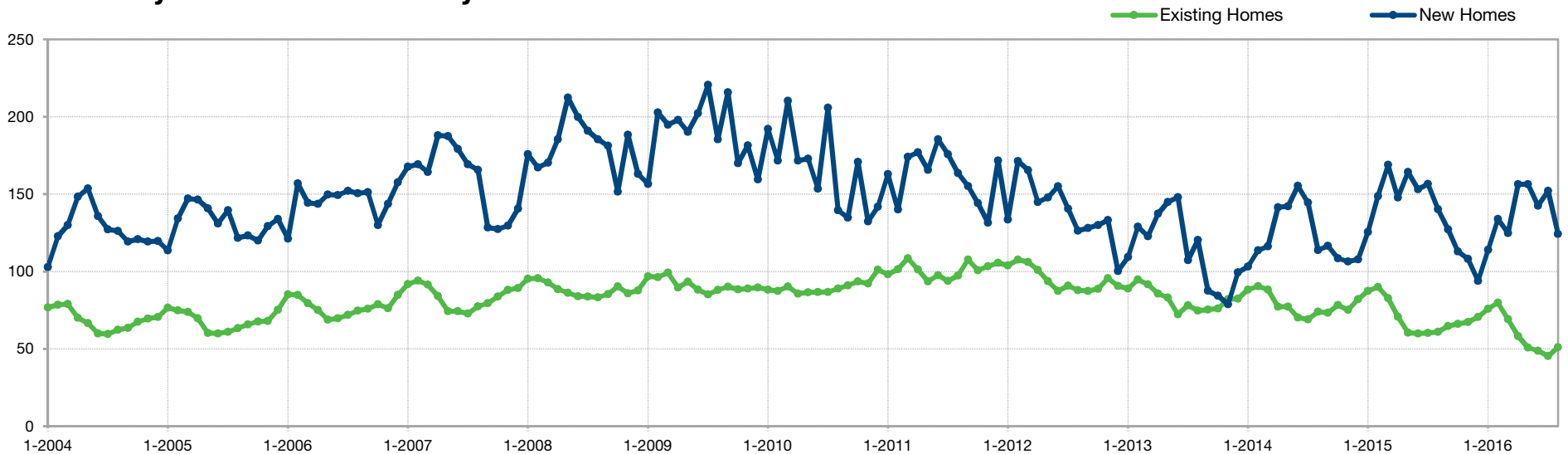
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	51	-16.4%	124	-11.4%
12-Month Avg*	71	-15.6%	140	-6.4%

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

Historical Days on Market Until Sale by Month



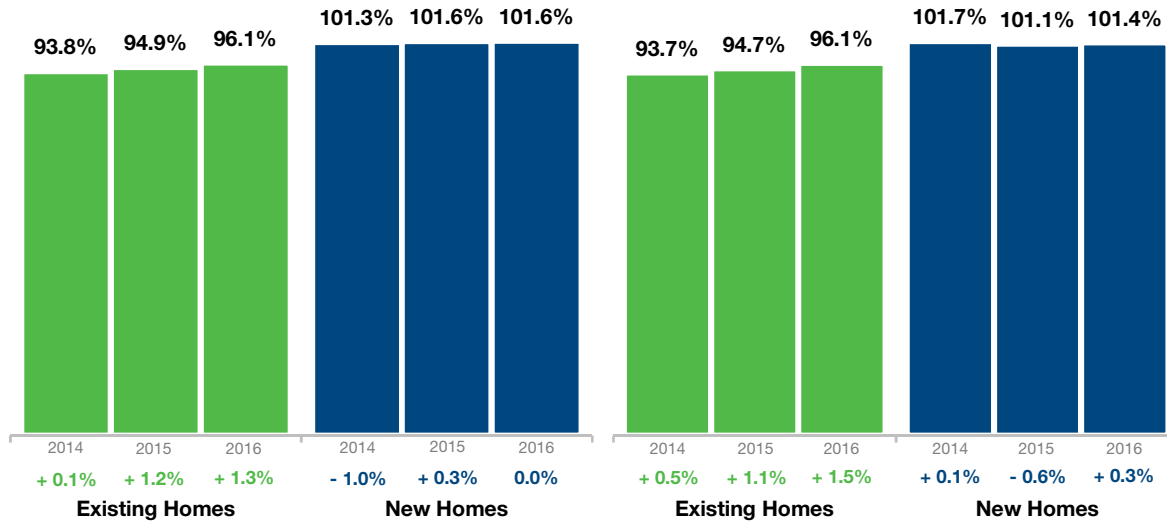
Percentage of Original List Price Received

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.



August

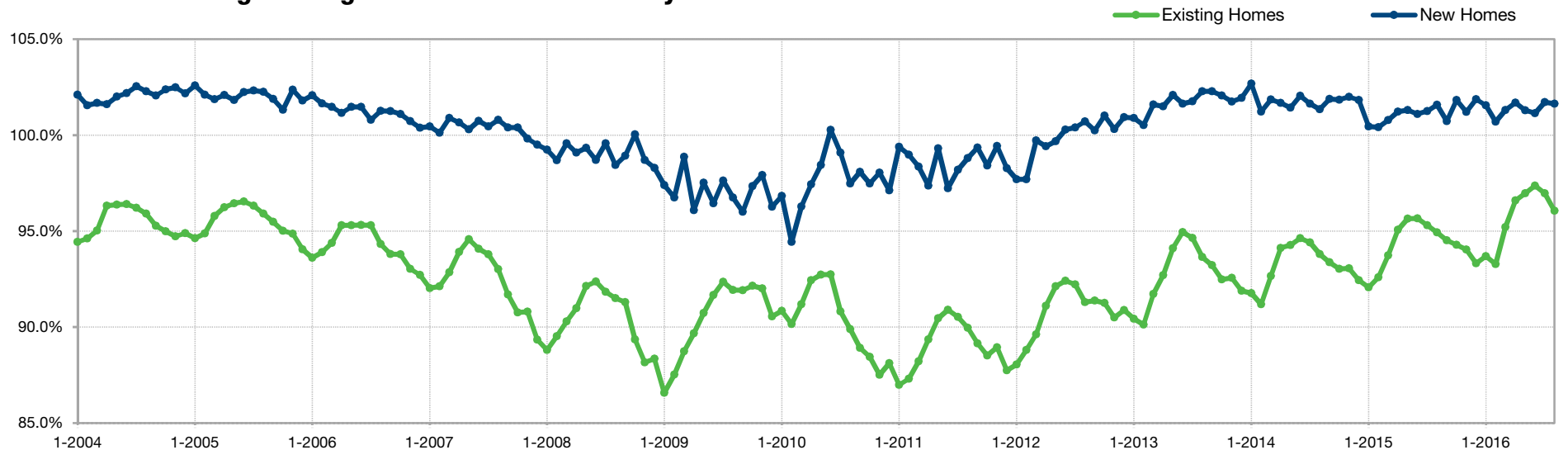
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	96.1%	+1.3%	101.6%	0.0%
12-Month Avg*	94.2%	+1.4%	101.3%	+0.1%

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

Historical Percentage of Original List Price Received by Month

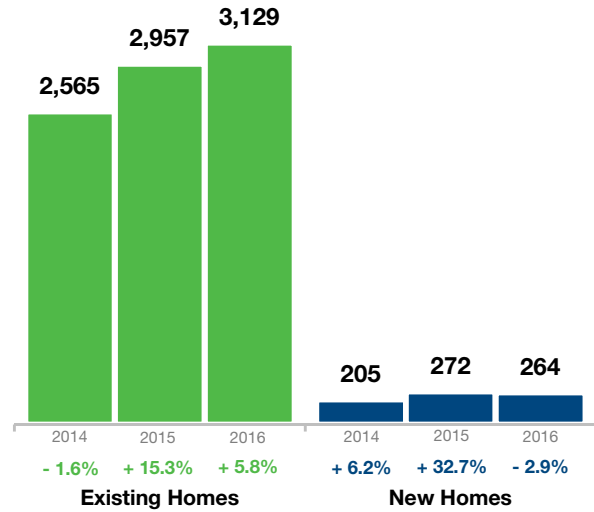


Pending Sales

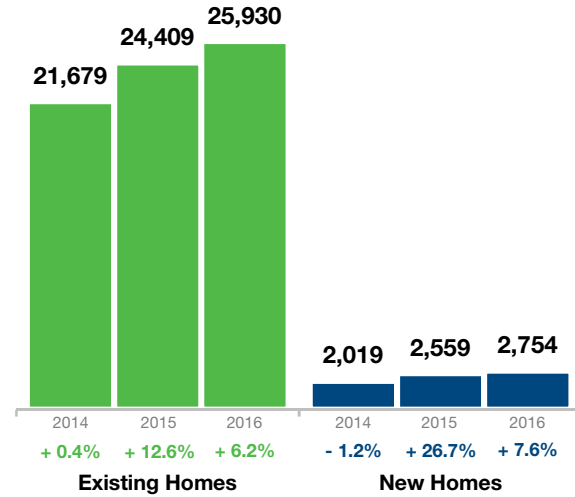
A count of the properties on which offers have been accepted in a given month.



August

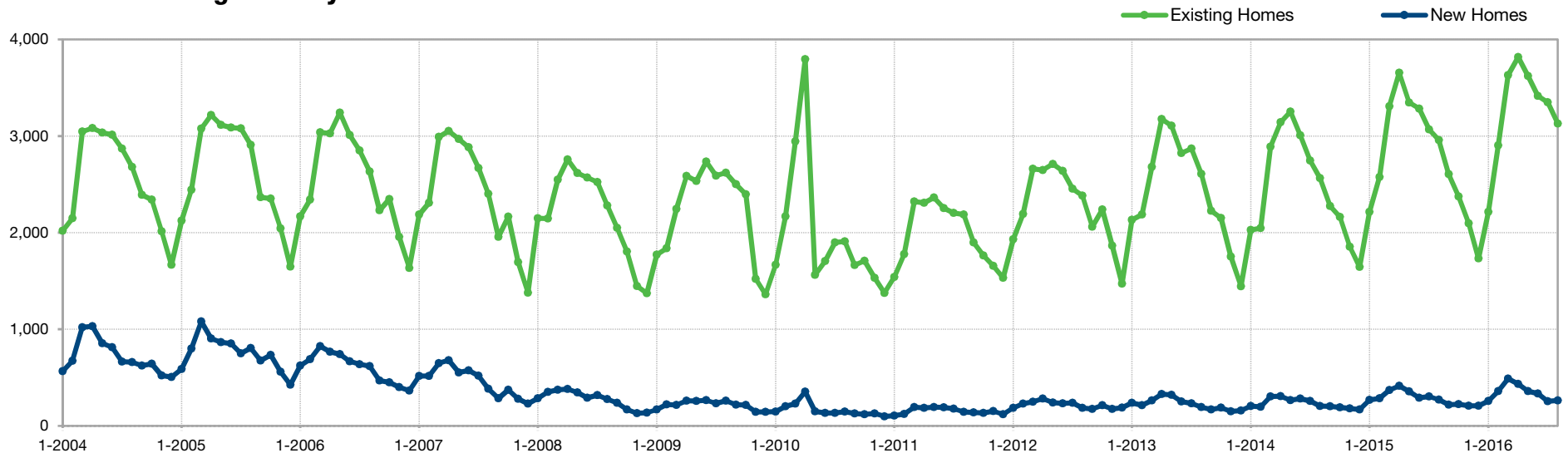


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	3,129	+5.8%	264	-2.9%
12-Month Avg	2,907	+7.4%	301	+9.4%

Historical Pending Sales by Month

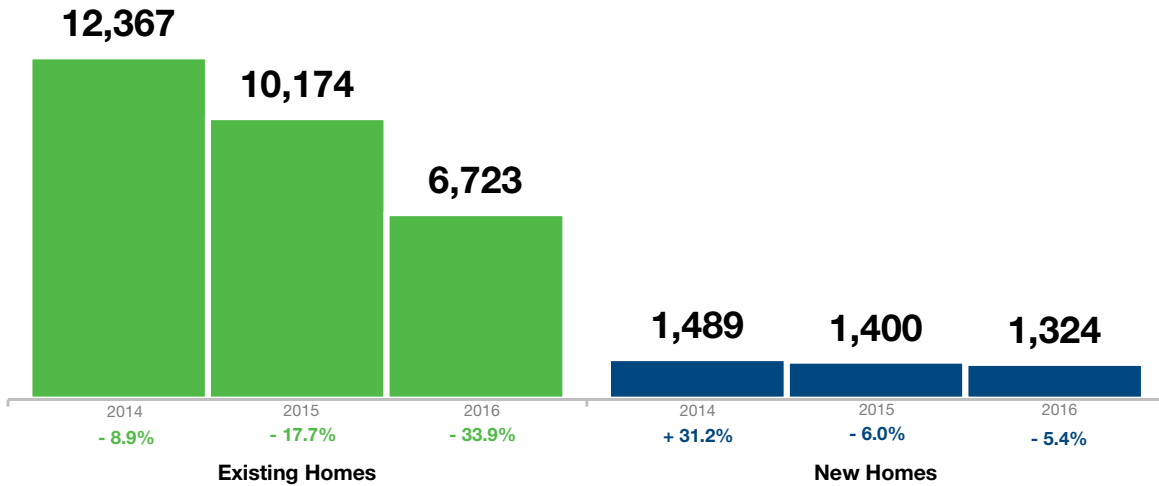


Inventory

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

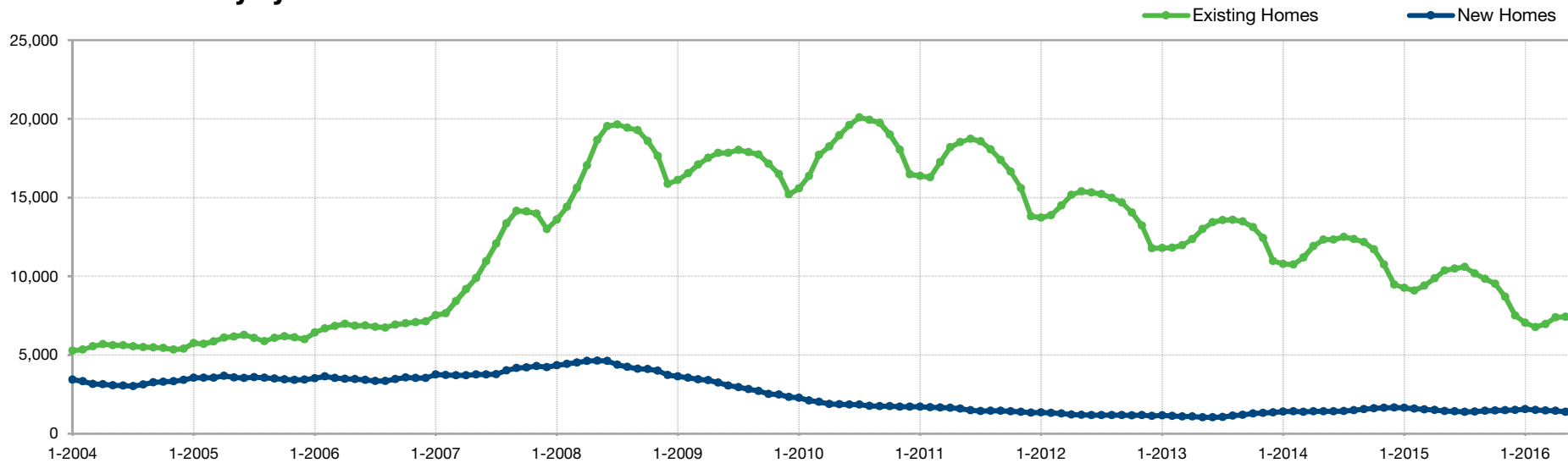


August



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	6,723	-33.9%	1,324	-5.4%
12-Month Avg*	7,716	-24.2%	1,443	-5.6%

Historical Inventory by Month

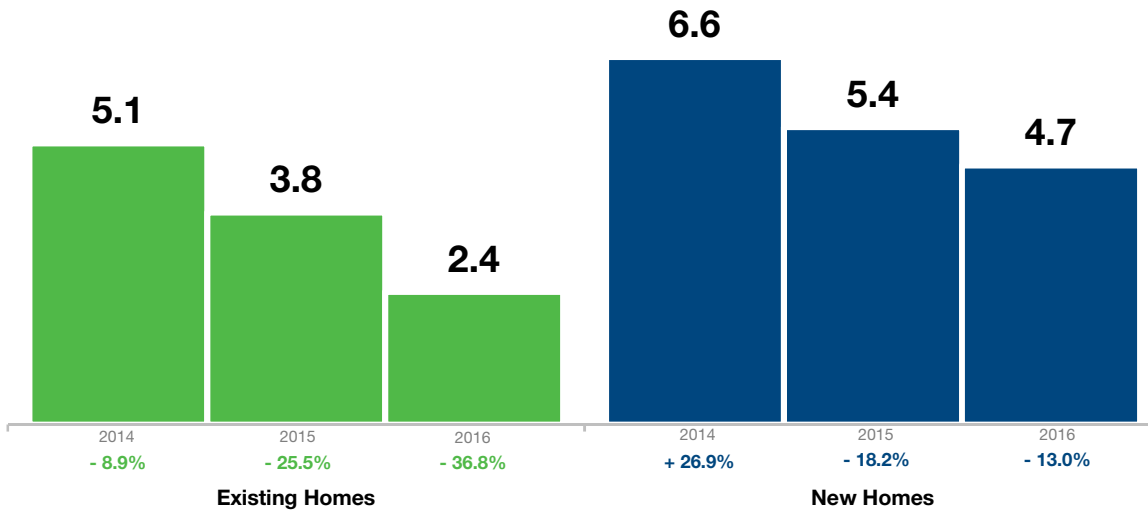


Supply

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.



August



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Aug-2016	2.4	-36.8%	4.7	-13.0%
12-Month Avg*	4.1	-30.6%	6.4	-17.6%

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

Historical Supply by Month

