

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	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		1,977	2,486	+ 25.7%	30,319	32,330	+ 6.6%
Average Sales Price		\$185,948	\$195,158	+ 5.0%	\$187,083	\$198,192	+ 5.9%
Median Sales Price		\$151,250	\$165,000	+ 9.1%	\$159,650	\$169,900	+ 6.4%
Days on Market		67	53	- 20.9%	68	56	- 17.6%
Pct. of Orig. Price Received		94.0%	95.2%	+ 1.3%	94.6%	95.9%	+ 1.4%
Pending Sales		2,089	2,382	+ 14.0%	31,464	33,615	+ 6.8%
Inventory		8,761	6,095	- 30.4%	--	--	--
Supply		3.2	2.1	- 34.4%	--	--	--

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	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		197	249	+ 26.4%	2,932	3,257	+ 11.1%
Average Sales Price		\$351,123	\$379,416	+ 8.1%	\$359,236	\$373,150	+ 3.9%
Median Sales Price		\$341,000	\$350,300	+ 2.7%	\$329,940	\$343,597	+ 4.1%
Days on Market		108	113	+ 4.6%	144	134	- 6.9%
Pct. of Orig. Price Received		101.2%	101.7%	+ 0.5%	101.1%	101.5%	+ 0.4%
Pending Sales		208	223	+ 7.2%	3,208	3,482	+ 8.5%
Inventory		1,499	1,516	+ 1.1%	--	--	--
Supply		5.7	5.1	- 10.5%	--	--	--

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.

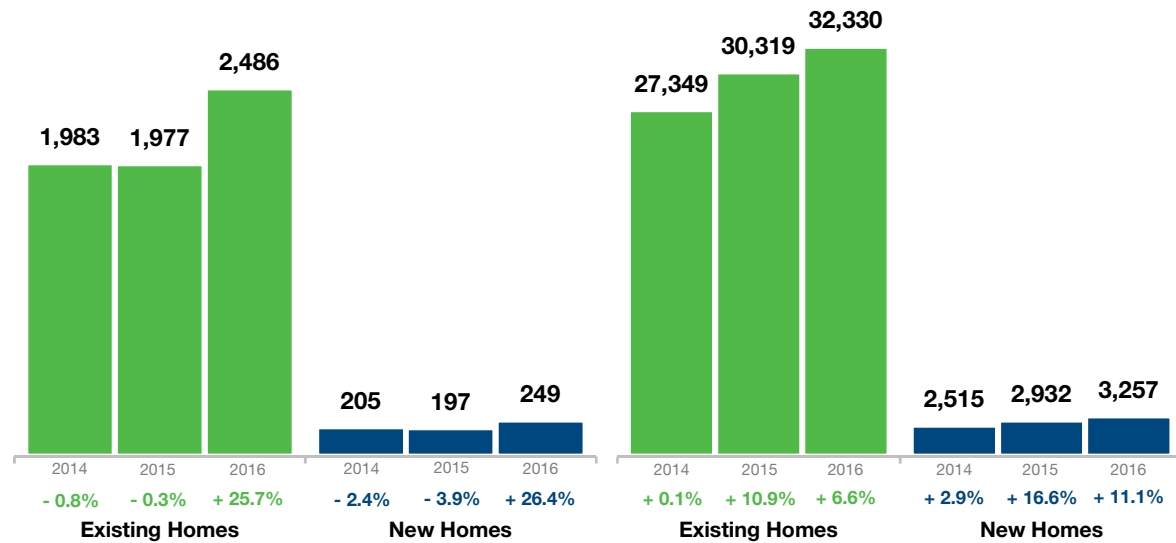
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales		2,174	2,735	+ 25.8%	33,255	35,587	+ 7.0%
Average Sales Price		\$200,964	\$211,976	+ 5.5%	\$202,289	\$214,224	+ 5.9%
Median Sales Price		\$162,000	\$175,000	+ 8.0%	\$169,950	\$180,000	+ 5.9%
Days on Market		71	59	- 16.9%	75	63	- 16.0%
Pct. of Orig. Price Received		94.7%	95.8%	+ 1.2%	95.2%	96.4%	+ 1.3%
Pending Sales		2,297	2,605	+ 13.4%	34,675	37,097	+ 7.0%
Inventory		10,261	7,611	- 25.8%	--	--	--
Supply		3.5	2.4	- 31.4%	--	--	--

Closed Sales

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

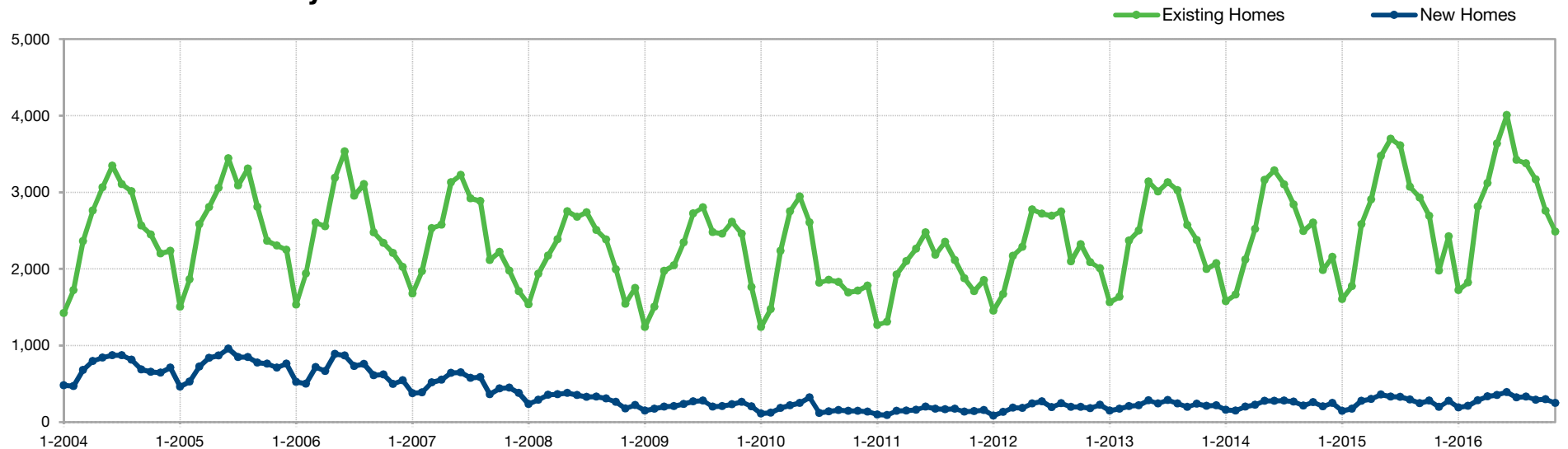


November



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2015	2,424	+12.5%	277	+11.2%
Jan-2016	1,723	+7.4%	190	+30.1%
Feb-2016	1,821	+2.6%	212	+22.5%
Mar-2016	2,812	+8.8%	284	+2.2%
Apr-2016	3,119	+7.4%	337	+12.0%
May-2016	3,637	+4.7%	352	-1.9%
Jun-2016	4,007	+8.4%	391	+18.1%
Jul-2016	3,422	-5.3%	321	-2.1%
Aug-2016	3,378	+10.0%	331	+12.6%
Sep-2016	3,167	+8.1%	292	+19.2%
Oct-2016	2,758	+2.5%	298	+6.4%
Nov-2016	2,486	+25.7%	249	+26.4%
12-Month Avg	2,896	+7.0%	295	+11.1%

Historical Closed Sales by Month

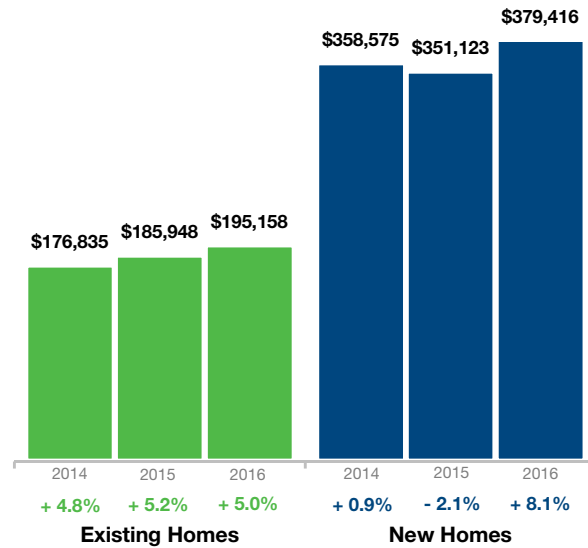


Average Sales Price

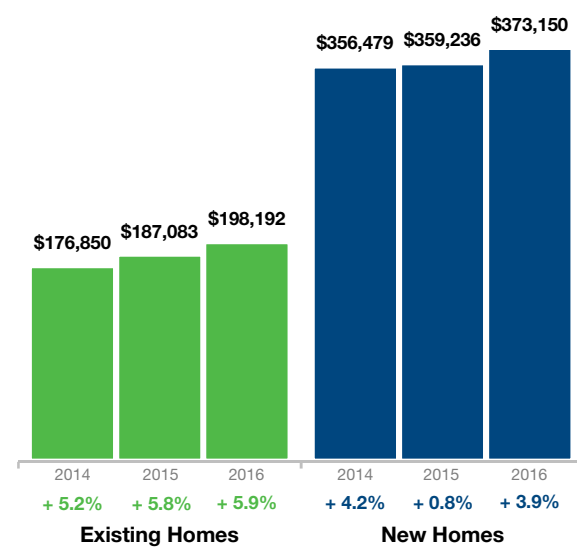
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



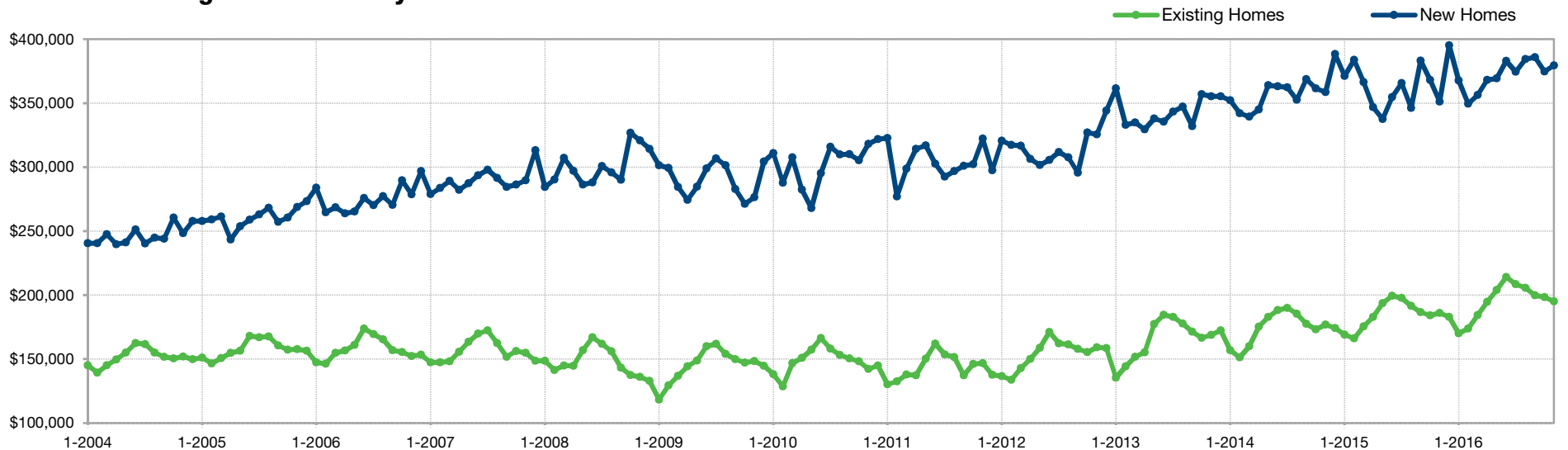
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2015	\$182,967	+5.1%	\$395,152	+1.7%
Jan-2016	\$169,989	+0.6%	\$367,691	-1.0%
Feb-2016	\$173,809	+4.6%	\$349,594	-8.9%
Mar-2016	\$184,435	+5.1%	\$356,399	-2.7%
Apr-2016	\$194,648	+6.4%	\$368,184	+6.2%
May-2016	\$203,986	+5.3%	\$369,395	+9.4%
Jun-2016	\$214,022	+7.3%	\$383,066	+8.0%
Jul-2016	\$208,417	+5.4%	\$374,433	+2.4%
Aug-2016	\$205,606	+7.4%	\$384,478	+11.0%
Sep-2016	\$199,818	+7.1%	\$385,900	+0.7%
Oct-2016	\$198,309	+7.7%	\$374,679	+1.8%
Nov-2016	\$195,158	+5.0%	\$379,416	+8.1%
12-Month Avg*	\$186,223	+5.9%	\$361,521	+3.7%

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

Historical Average Sales Price by Month



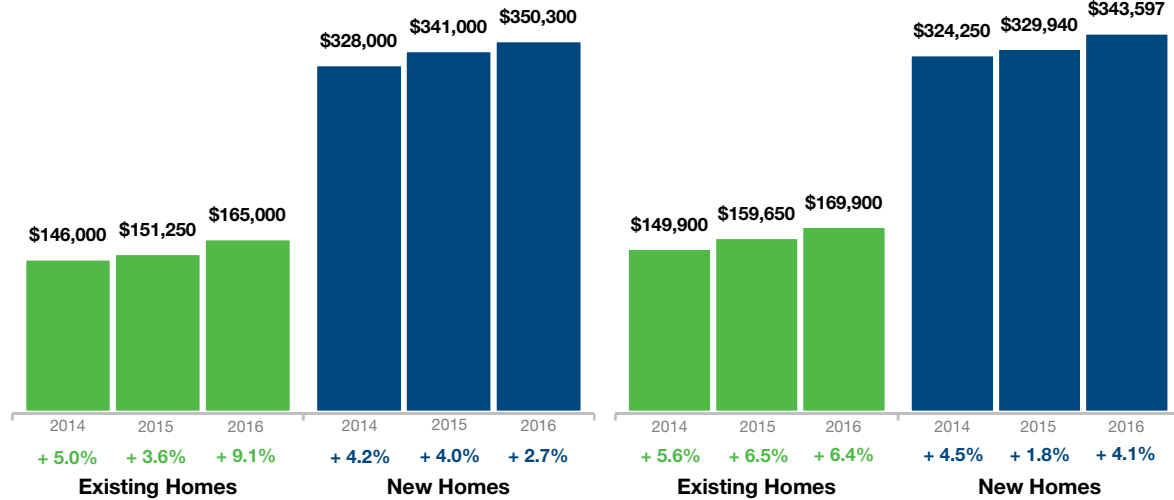
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November

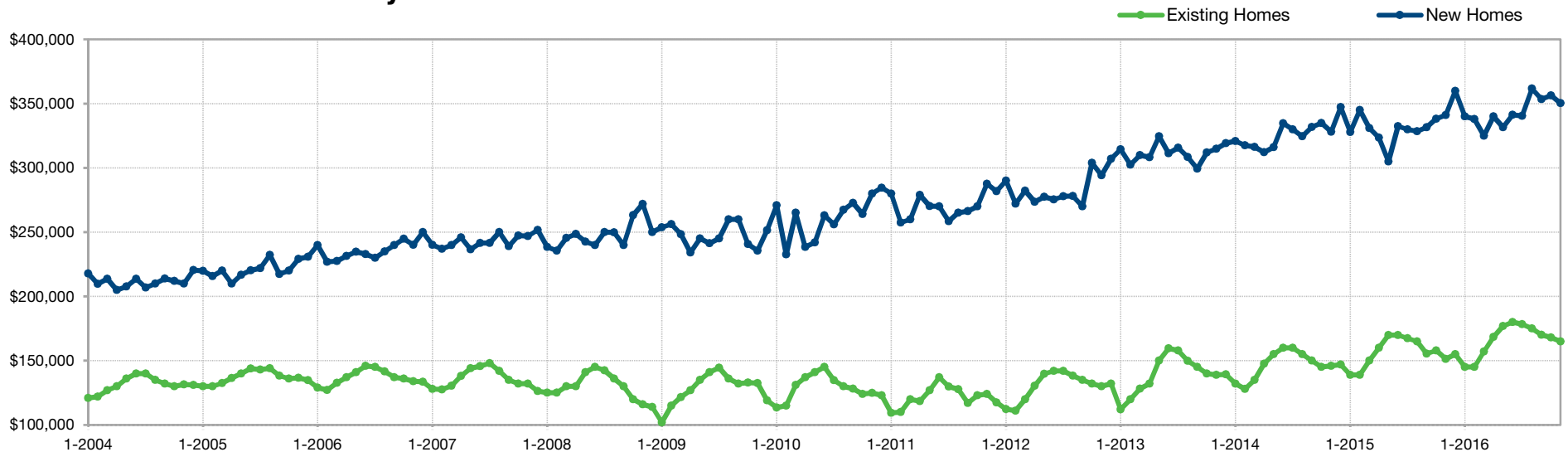
Year to Date



Month	Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2015	\$155,000		+5.4%	\$359,900	+3.6%
Jan-2016	\$145,000		+4.3%	\$339,926	+3.7%
Feb-2016	\$145,000		+4.3%	\$338,037	-2.0%
Mar-2016	\$157,000		+4.7%	\$325,000	-1.8%
Apr-2016	\$168,450		+5.3%	\$339,950	+5.1%
May-2016	\$177,000		+4.2%	\$331,660	+8.8%
Jun-2016	\$180,000		+5.9%	\$341,235	+2.6%
Jul-2016	\$178,333		+6.5%	\$340,458	+3.2%
Aug-2016	\$175,000		+6.1%	\$361,634	+10.1%
Sep-2016	\$170,000		+9.4%	\$353,517	+6.6%
Oct-2016	\$168,000		+6.3%	\$356,323	+5.3%
Nov-2016	\$165,000		+9.1%	\$350,300	+2.7%
12-Month Avg*	\$158,770		+5.8%	\$330,733	+4.3%

* Median Sales Price for all properties from December 2015 through November 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month



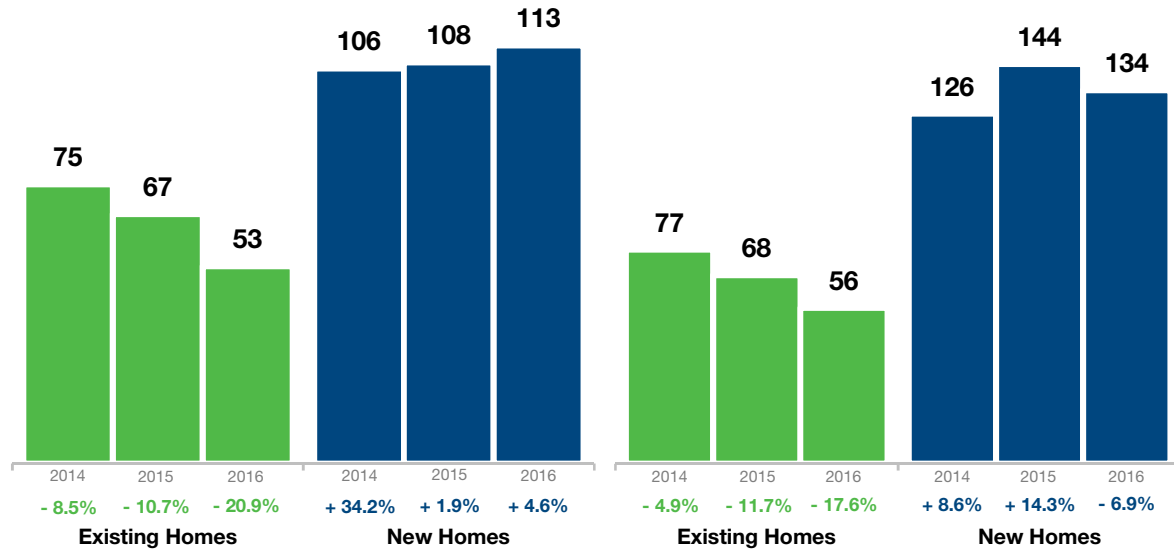
Days on Market Until Sale

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



November

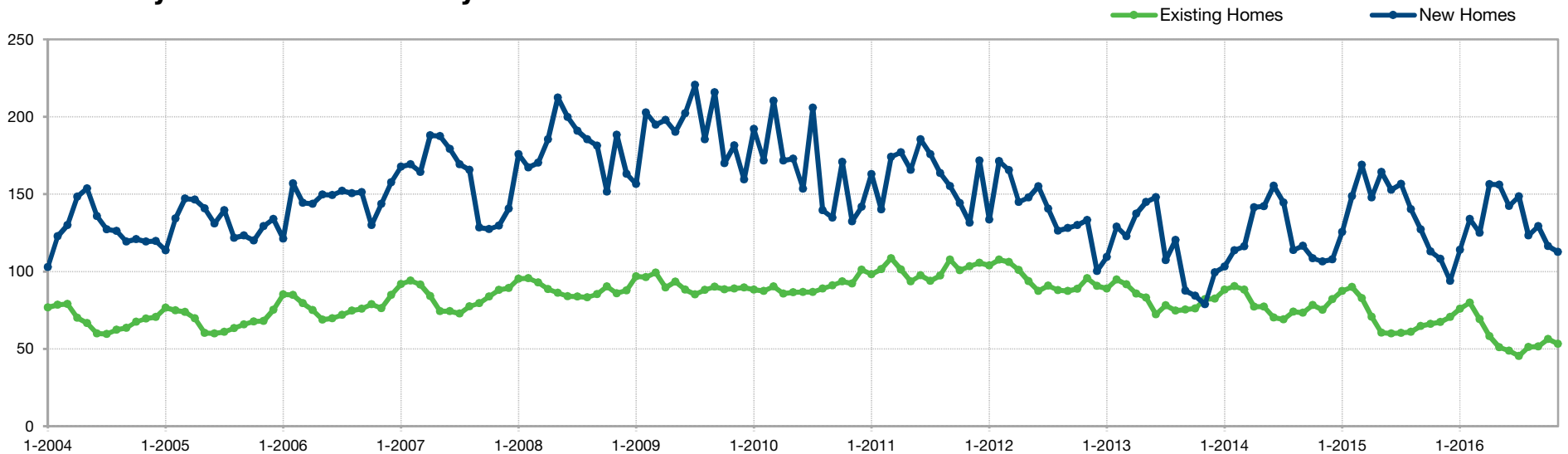
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-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%	148	-5.7%
Aug-2016	51	-16.4%	123	-12.1%
Sep-2016	52	-20.0%	129	+1.6%
Oct-2016	56	-15.2%	116	+2.7%
Nov-2016	53	-20.9%	113	+4.6%
12-Month Avg*	69	-17.0%	141	-6.9%

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

Historical Days on Market Until Sale by Month

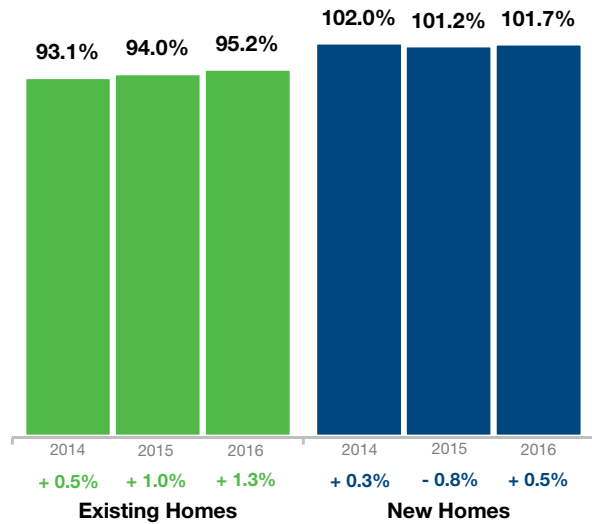


Percentage of Original List Price Received

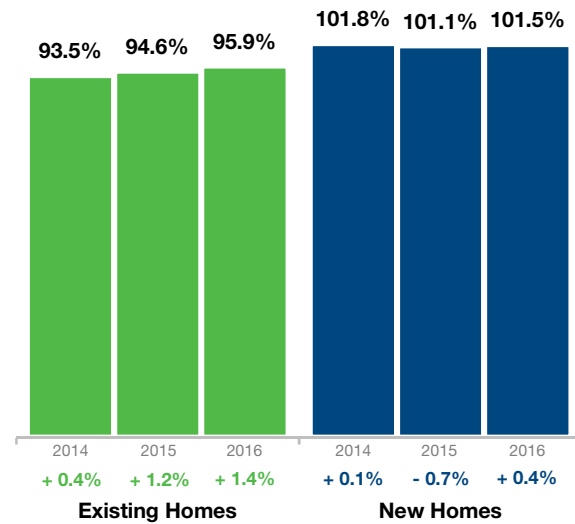
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



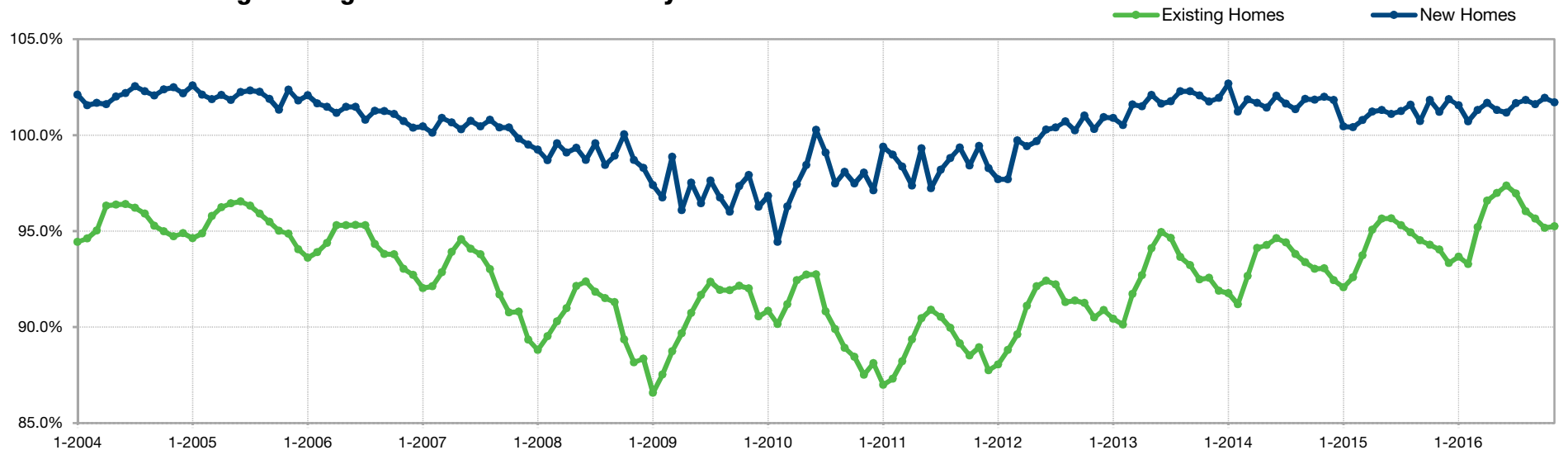
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	101.2%	+0.1%
Jul-2016	96.9%	+1.7%	101.7%	+0.5%
Aug-2016	96.0%	+1.2%	101.8%	+0.2%
Sep-2016	95.7%	+1.3%	101.6%	+0.9%
Oct-2016	95.2%	+1.0%	101.9%	+0.1%
Nov-2016	95.2%	+1.3%	101.7%	+0.5%
12-Month Avg*	94.5%	+1.4%	101.2%	+0.3%

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

Historical Percentage of Original List Price Received by Month

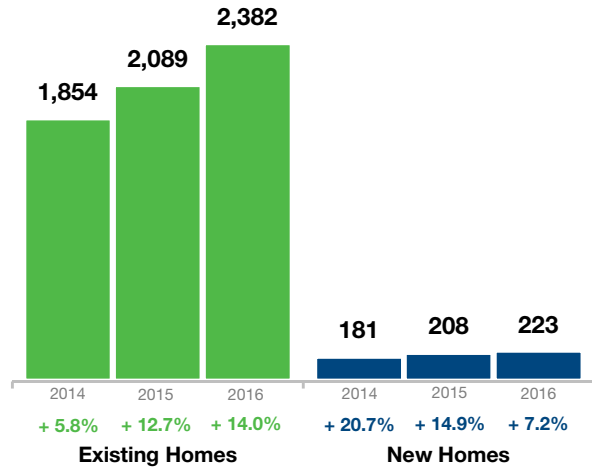


Pending Sales

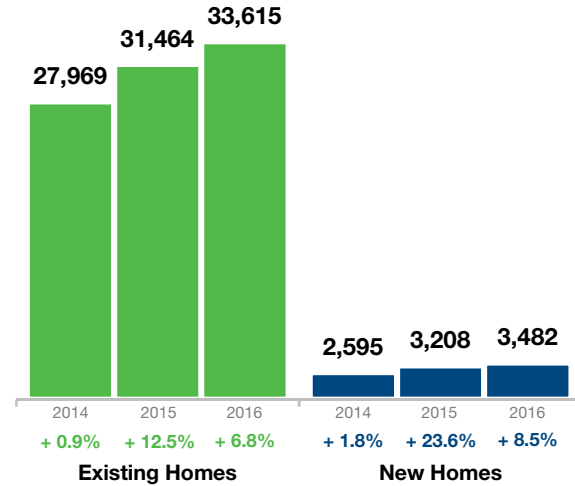
A count of the properties on which offers have been accepted in a given month.



November

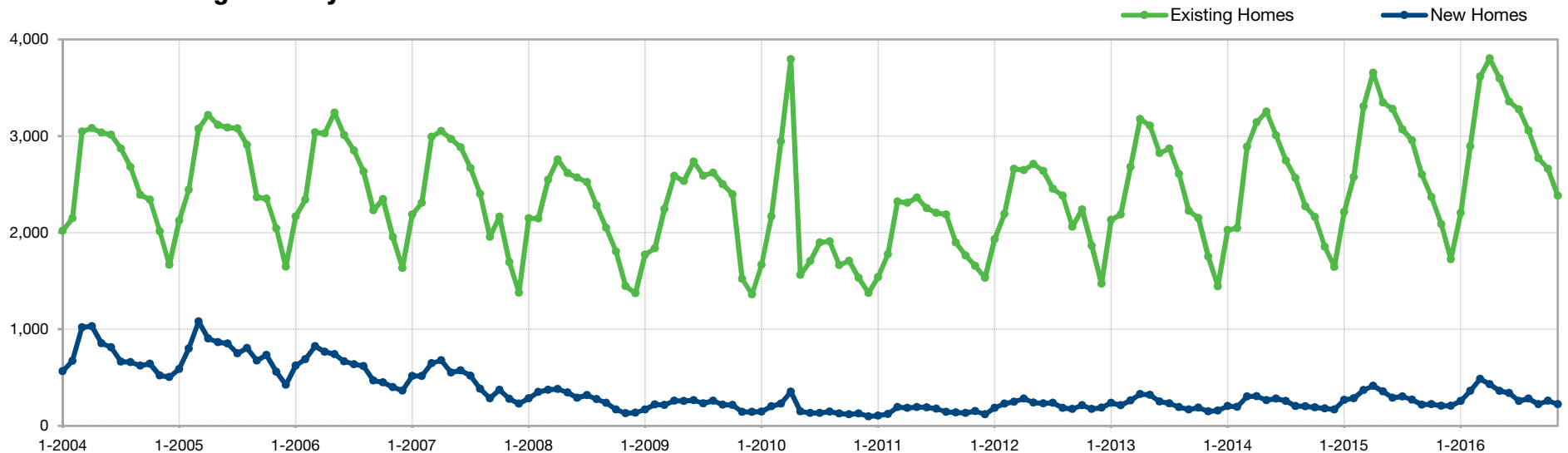


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2015	1,724	+4.9%	207	+21.8%
Jan-2016	2,205	-0.4%	258	-3.7%
Feb-2016	2,896	+12.5%	363	+27.8%
Mar-2016	3,616	+9.3%	487	+32.0%
Apr-2016	3,802	+4.1%	430	+4.1%
May-2016	3,597	+7.5%	363	+2.0%
Jun-2016	3,356	+2.3%	339	+16.9%
Jul-2016	3,274	+6.7%	256	-16.1%
Aug-2016	3,056	+3.4%	281	+3.3%
Sep-2016	2,771	+6.4%	223	+2.3%
Oct-2016	2,660	+12.3%	259	+15.1%
Nov-2016	2,382	+14.0%	223	+7.2%
12-Month Avg	2,945	+6.7%	307	+9.2%

Historical Pending Sales by Month

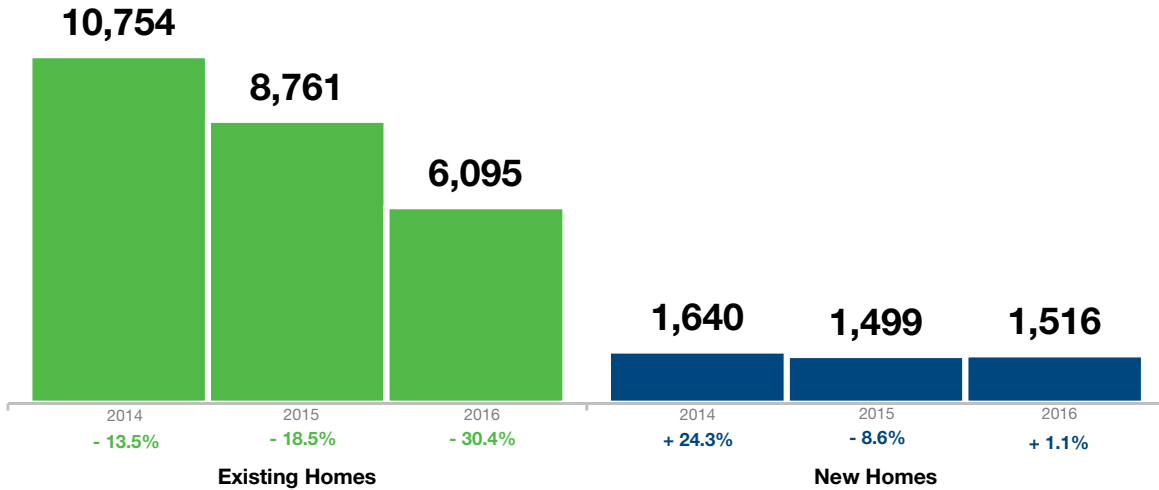


Inventory

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

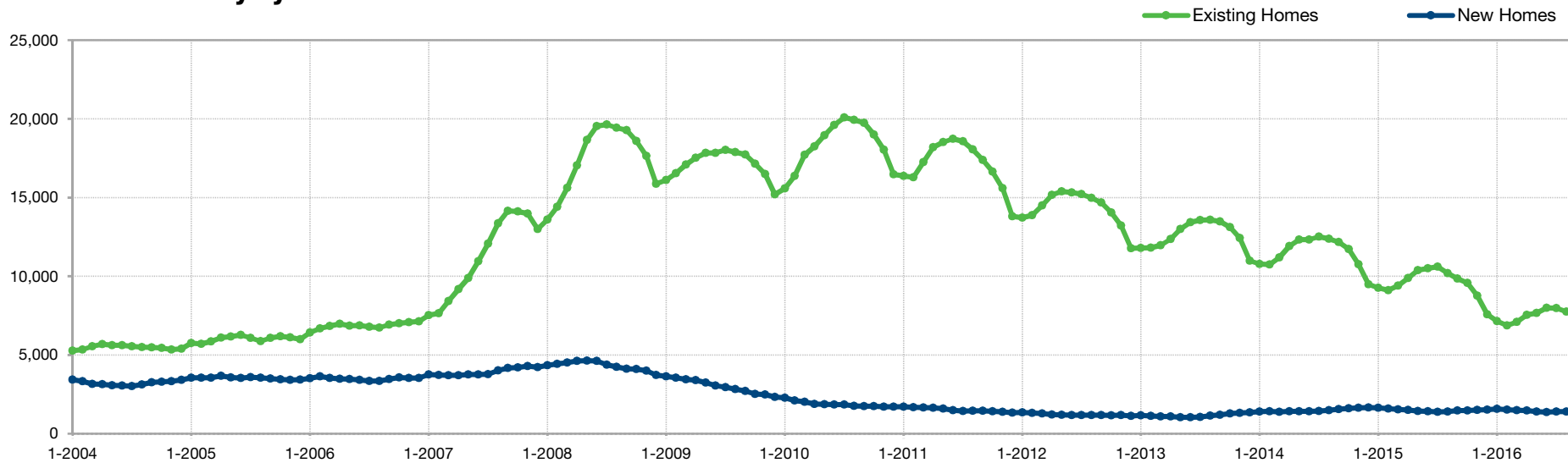


November



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2015	7,575	-20.1%	1,518	-8.7%
Jan-2016	7,140	-22.9%	1,571	-4.3%
Feb-2016	6,865	-24.6%	1,522	-4.2%
Mar-2016	7,095	-24.6%	1,481	-3.8%
Apr-2016	7,552	-23.6%	1,466	-2.6%
May-2016	7,666	-26.1%	1,403	-2.8%
Jun-2016	7,997	-23.8%	1,368	-4.1%
Jul-2016	7,972	-24.9%	1,394	+0.2%
Aug-2016	7,745	-24.0%	1,408	+0.1%
Sep-2016	7,513	-23.8%	1,442	-1.5%
Oct-2016	6,970	-27.2%	1,478	+0.4%
Nov-2016	6,095	-30.4%	1,516	+1.1%
12-Month Avg*	7,349	-24.6%	1,464	-2.6%

Historical Inventory by Month

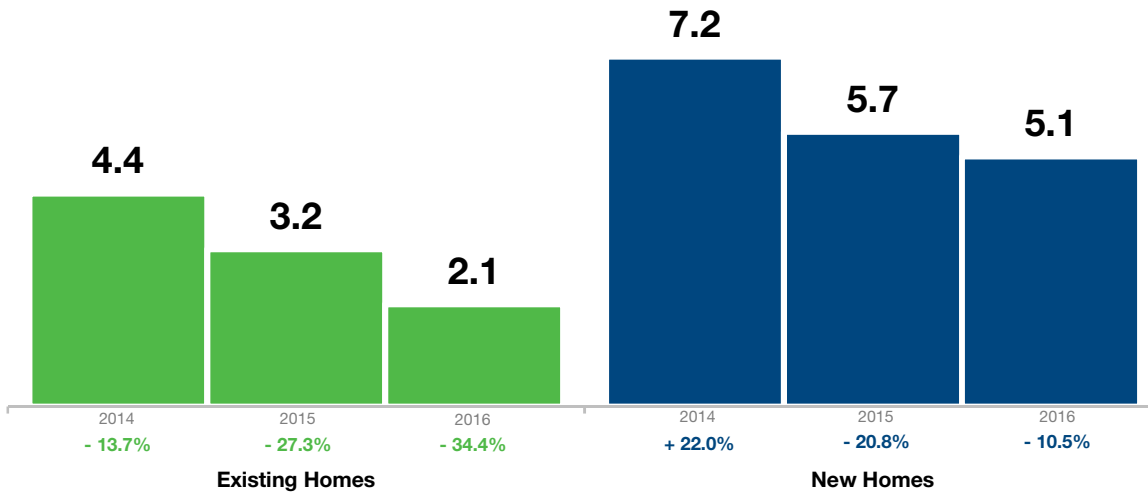


Supply

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.



November



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Dec-2015	2.8	-28.2%	5.7	-20.8%
Jan-2016	2.6	-31.6%	5.8	-19.4%
Feb-2016	2.5	-32.4%	5.5	-20.3%
Mar-2016	2.6	-29.7%	5.4	-16.9%
Apr-2016	2.7	-30.8%	5.3	-14.5%
May-2016	2.7	-32.5%	5.1	-12.1%
Jun-2016	2.8	-30.0%	4.8	-14.3%
Jul-2016	2.8	-30.0%	4.9	-9.3%
Aug-2016	2.7	-28.9%	4.9	-9.3%
Sep-2016	2.6	-29.7%	5.0	-9.1%
Oct-2016	2.4	-31.4%	5.1	-7.3%
Nov-2016	2.1	-34.4%	5.1	-10.5%
12-Month Avg*	3.8	-30.4%	6.1	-13.8%

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

Historical Supply by Month

