

# 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	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		1,724	<b>1,672</b>	- 3.0%	1,724	<b>1,672</b>	- 3.0%
<b>Average Sales Price</b>		\$169,999	<b>\$187,056</b>	+ 10.0%	\$169,999	<b>\$187,056</b>	+ 10.0%
<b>Median Sales Price</b>		\$145,000	<b>\$160,000</b>	+ 10.3%	\$145,000	<b>\$160,000</b>	+ 10.3%
<b>Days on Market</b>		76	<b>65</b>	- 14.5%	76	<b>65</b>	- 14.5%
<b>Pct. of Orig. Price Received</b>		93.7%	<b>94.0%</b>	+ 0.3%	93.7%	<b>94.0%</b>	+ 0.3%
<b>Pending Sales</b>		2,199	<b>2,330</b>	+ 6.0%	2,199	<b>2,330</b>	+ 6.0%
<b>Inventory</b>		7,162	<b>5,025</b>	- 29.8%	--	--	--
<b>Supply</b>		2.6	<b>1.7</b>	- 34.6%	--	--	--

# 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	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		190	<b>227</b>	+ 19.5%	190	<b>227</b>	+ 19.5%
<b>Average Sales Price</b>		\$367,691	<b>\$403,121</b>	+ 9.6%	\$367,691	<b>\$403,121</b>	+ 9.6%
<b>Median Sales Price</b>		\$339,926	<b>\$358,750</b>	+ 5.5%	\$339,926	<b>\$358,750</b>	+ 5.5%
<b>Days on Market</b>		114	<b>93</b>	- 18.4%	114	<b>93</b>	- 18.4%
<b>Pct. of Orig. Price Received</b>		101.5%	<b>101.6%</b>	+ 0.1%	101.5%	<b>101.6%</b>	+ 0.1%
<b>Pending Sales</b>		258	<b>272</b>	+ 5.4%	258	<b>272</b>	+ 5.4%
<b>Inventory</b>		1,574	<b>1,593</b>	+ 1.2%	--	--	--
<b>Supply</b>		5.8	<b>5.3</b>	- 8.6%	--	--	--

# 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.

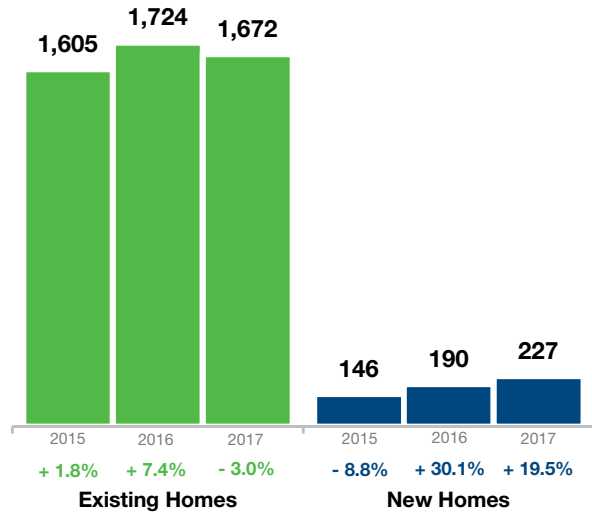
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		1,914	<b>1,899</b>	- 0.8%	1,914	<b>1,899</b>	- 0.8%
<b>Average Sales Price</b>		\$189,675	<b>\$212,966</b>	+ 12.3%	\$189,675	<b>\$212,966</b>	+ 12.3%
<b>Median Sales Price</b>		\$160,000	<b>\$174,900</b>	+ 9.3%	\$160,000	<b>\$174,900</b>	+ 9.3%
<b>Days on Market</b>		80	<b>68</b>	- 15.0%	80	<b>68</b>	- 15.0%
<b>Pct. of Orig. Price Received</b>		94.5%	<b>94.9%</b>	+ 0.4%	94.5%	<b>94.9%</b>	+ 0.4%
<b>Pending Sales</b>		2,457	<b>2,602</b>	+ 5.9%	2,457	<b>2,602</b>	+ 5.9%
<b>Inventory</b>		8,737	<b>6,618</b>	- 24.3%	--	--	--
<b>Supply</b>		2.9	<b>2.1</b>	- 27.6%	--	--	--

# Closed Sales

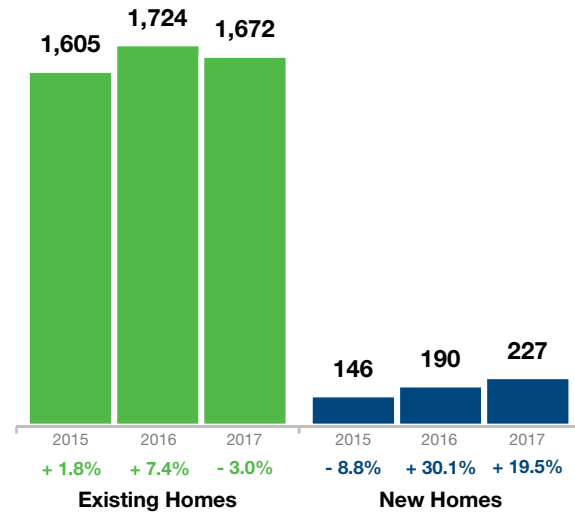
A count of the actual sales that closed in a given month.



## January

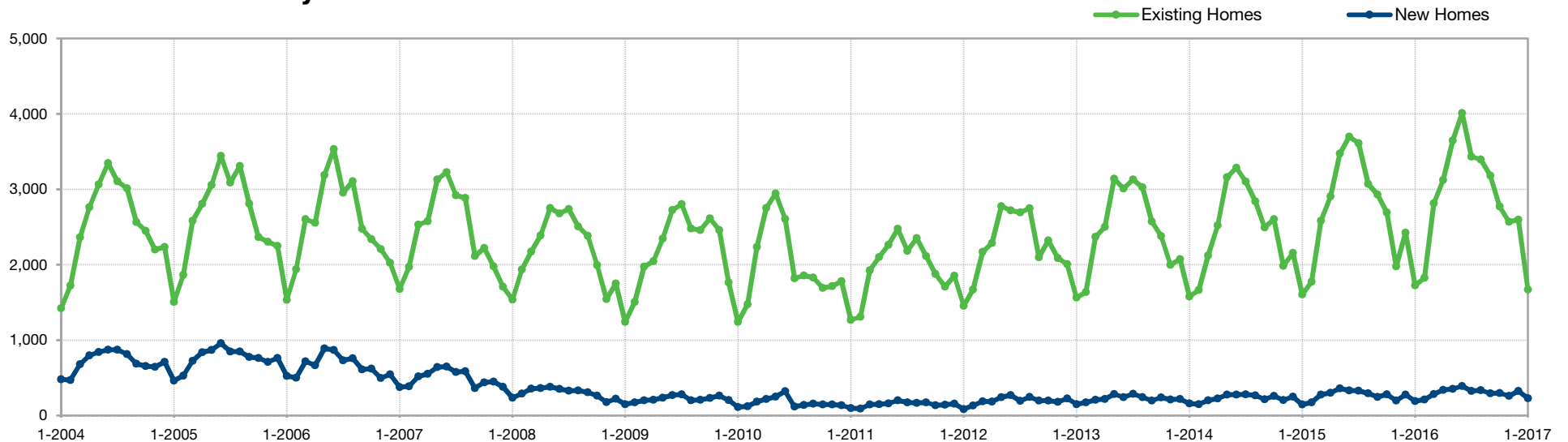


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2016	1,825	+2.9%	212	+22.5%
Mar-2016	2,814	+8.9%	284	+2.2%
Apr-2016	3,122	+7.5%	338	+12.3%
May-2016	3,647	+5.0%	352	-1.9%
Jun-2016	4,012	+8.5%	392	+18.4%
Jul-2016	3,434	-5.0%	325	-0.9%
Aug-2016	3,396	+10.5%	335	+13.9%
Sep-2016	3,182	+8.6%	293	+19.6%
Oct-2016	2,772	+3.0%	298	+6.4%
Nov-2016	2,569	+29.9%	259	+31.5%
Dec-2016	2,596	+7.1%	325	+17.3%
<b>Jan-2017</b>	<b>1,672</b>	<b>-3.0%</b>	<b>227</b>	<b>+19.5%</b>
12-Month Avg	2,920	+6.6%	303	+11.9%

## Historical Closed Sales by Month

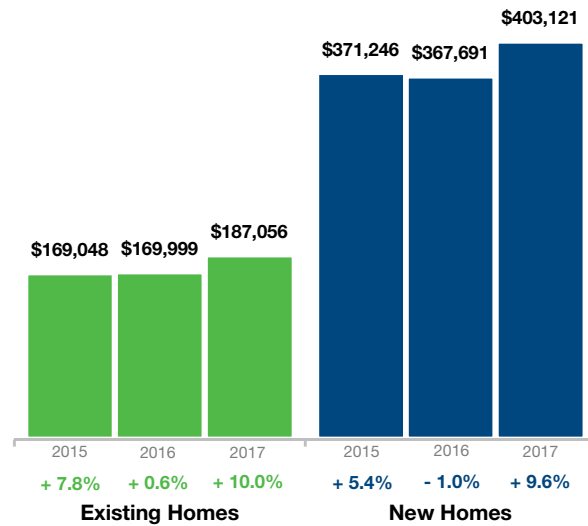


# Average Sales Price

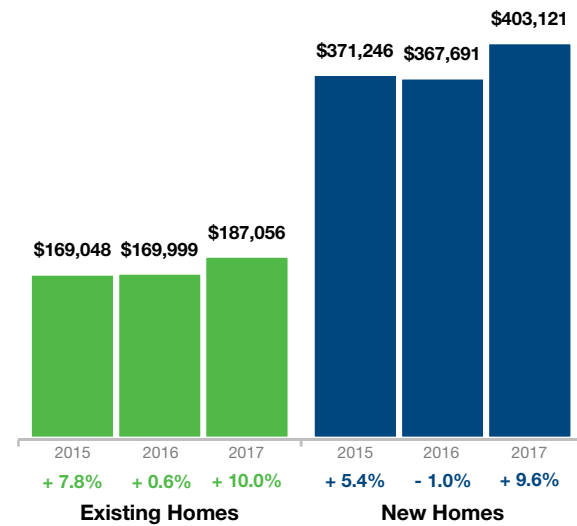
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



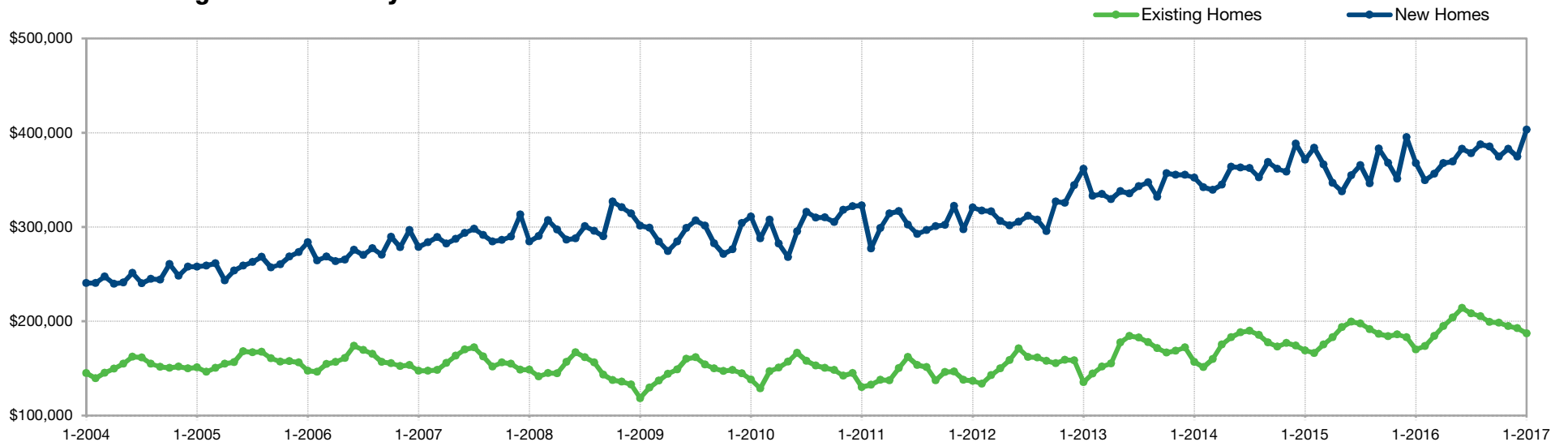
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2016	\$173,765	+4.6%	\$349,594	-8.9%
Mar-2016	\$184,412	+5.1%	\$356,399	-2.7%
Apr-2016	\$194,749	+6.5%	\$367,787	+6.1%
May-2016	\$203,958	+5.3%	\$369,395	+9.4%
Jun-2016	\$214,069	+7.4%	\$382,845	+7.9%
Jul-2016	\$208,290	+5.4%	\$378,146	+3.5%
Aug-2016	\$205,426	+7.3%	\$387,677	+11.9%
Sep-2016	\$199,345	+6.9%	\$385,364	+0.6%
Oct-2016	\$198,466	+7.8%	\$374,679	+1.8%
Nov-2016	\$194,846	+4.8%	\$382,907	+9.1%
Dec-2016	\$192,603	+5.3%	\$374,648	-5.2%
<b>Jan-2017</b>	<b>\$187,056</b>	<b>+10.0%</b>	<b>\$403,121</b>	<b>+9.6%</b>
12-Month Avg*	\$186,761	+6.3%	\$362,250	+3.9%

\* Avg. Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



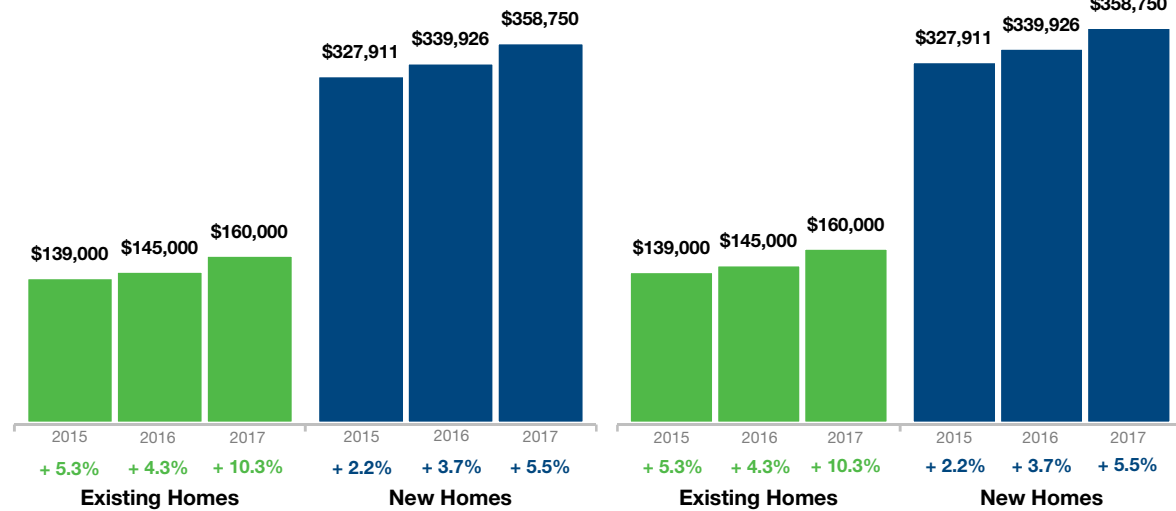
# Median Sales Price

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



## January

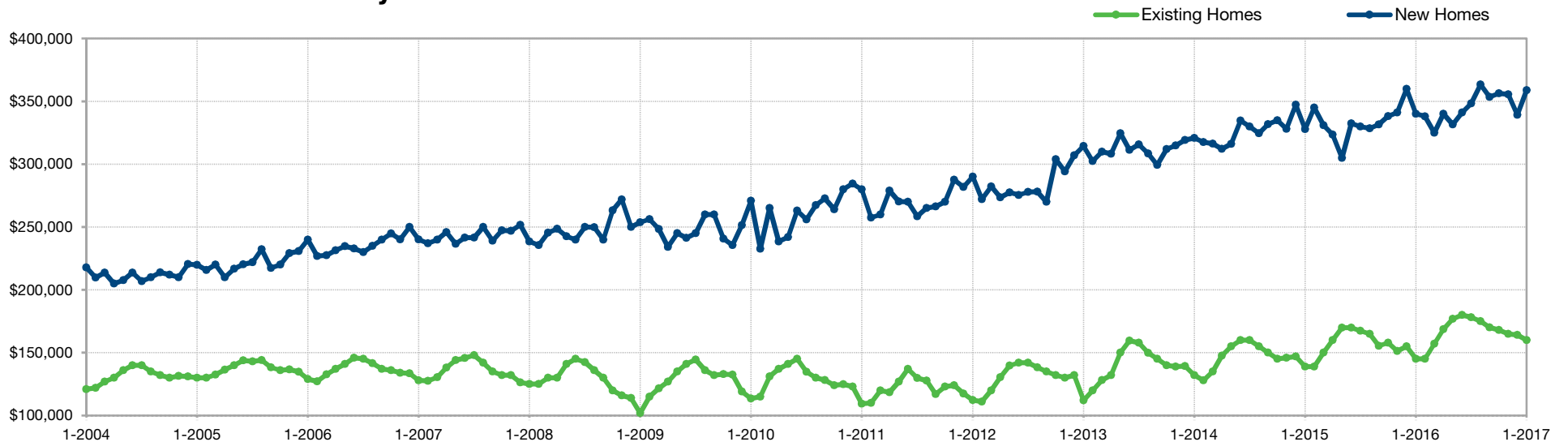
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2016	\$145,000	+4.3%	\$338,037	-2.0%
Mar-2016	\$157,000	+4.7%	\$325,000	-1.8%
Apr-2016	\$168,700	+5.5%	\$339,950	+5.1%
May-2016	\$177,000	+4.2%	\$331,660	+8.8%
Jun-2016	\$180,000	+5.9%	\$341,051	+2.6%
Jul-2016	\$178,083	+6.3%	\$348,300	+5.6%
Aug-2016	\$175,000	+6.1%	\$363,265	+10.6%
Sep-2016	\$170,000	+9.4%	\$353,378	+6.6%
Oct-2016	\$168,025	+6.3%	\$356,323	+5.3%
Nov-2016	\$165,000	+9.1%	\$355,476	+4.2%
Dec-2016	\$164,000	+5.8%	\$339,100	-5.8%
<b>Jan-2017</b>	<b>\$160,000</b>	<b>+10.3%</b>	<b>\$358,750</b>	<b>+5.5%</b>
12-Month Avg*	\$159,500	+6.5%	\$331,975	+3.9%

\* Median Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



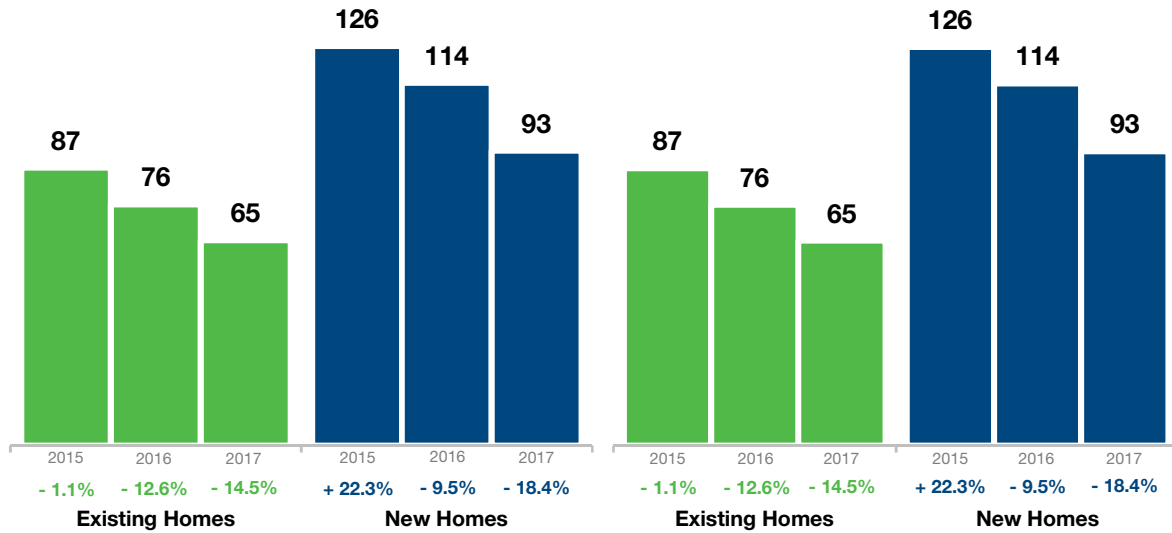
# Days on Market Until Sale

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



## January

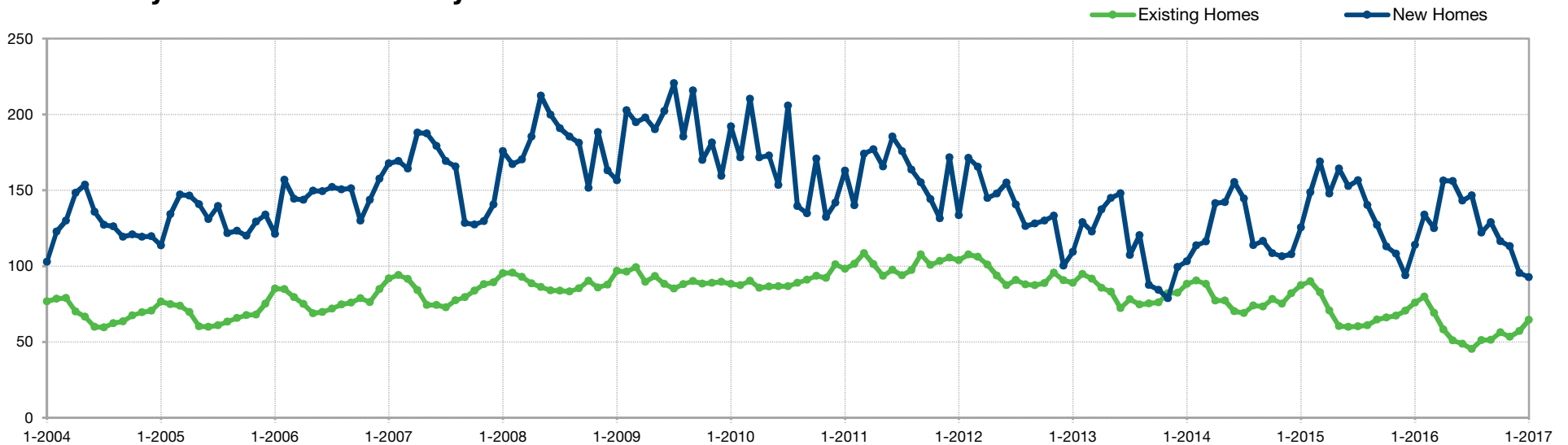
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	143	-6.5%
Jul-2016	45	-25.0%	147	-6.4%
Aug-2016	51	-16.4%	122	-12.9%
Sep-2016	51	-21.5%	129	+1.6%
Oct-2016	56	-15.2%	116	+2.7%
Nov-2016	53	-20.9%	113	+4.6%
Dec-2016	57	-19.7%	95	+1.1%
<b>Jan-2017</b>	<b>65</b>	<b>-14.5%</b>	<b>93</b>	<b>-18.4%</b>
12-Month Avg*	68	-17.7%	139	-6.8%

\* Days on Market for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



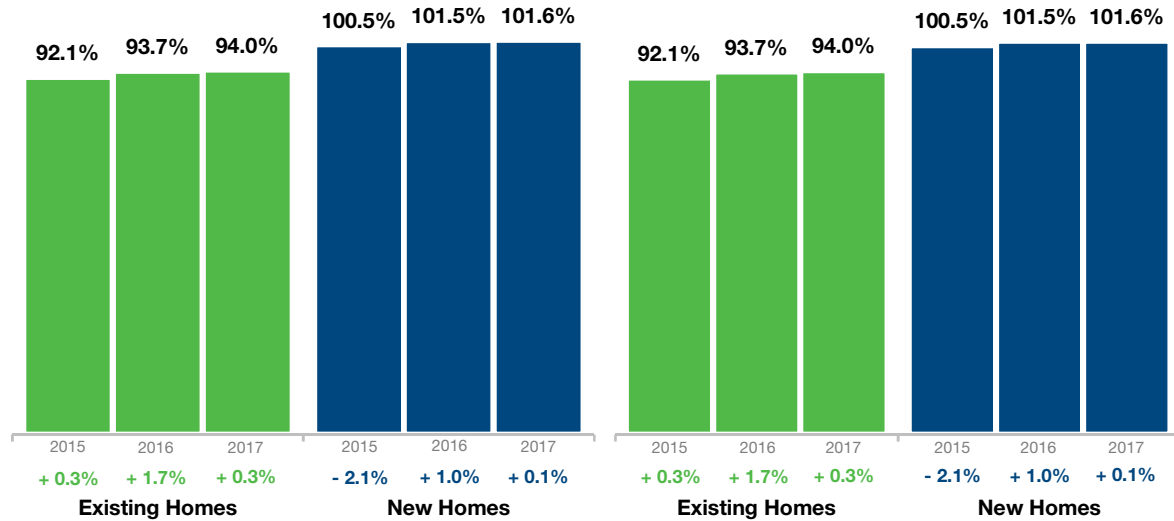
# Percentage of Original List Price Received

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.



## January

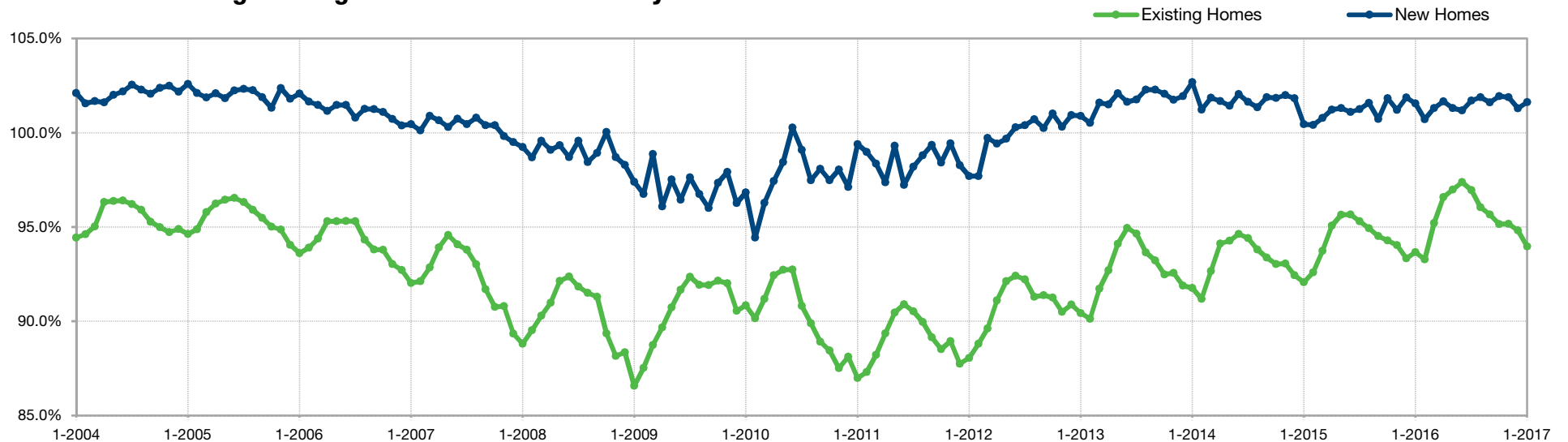
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	101.9%	+0.3%
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%	101.9%	+0.7%
Dec-2016	94.8%	+1.6%	101.3%	-0.6%
<b>Jan-2017</b>	<b>94.0%</b>	<b>+0.3%</b>	<b>101.6%</b>	<b>+0.1%</b>
12-Month Avg*	94.6%	+1.3%	101.3%	+0.2%

\* Pct. of Orig. Price Received for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month



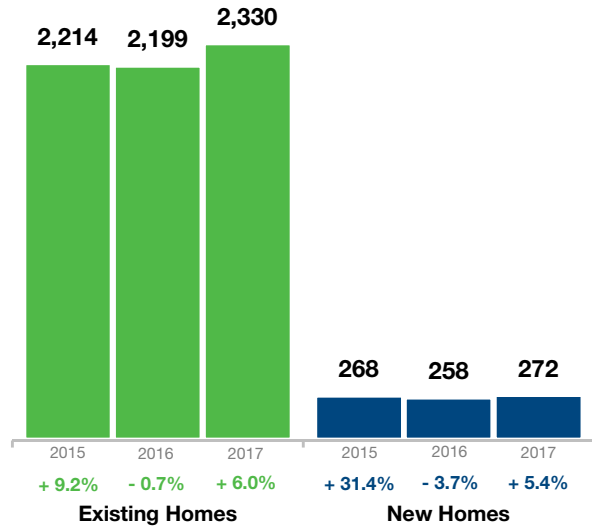


# Pending Sales

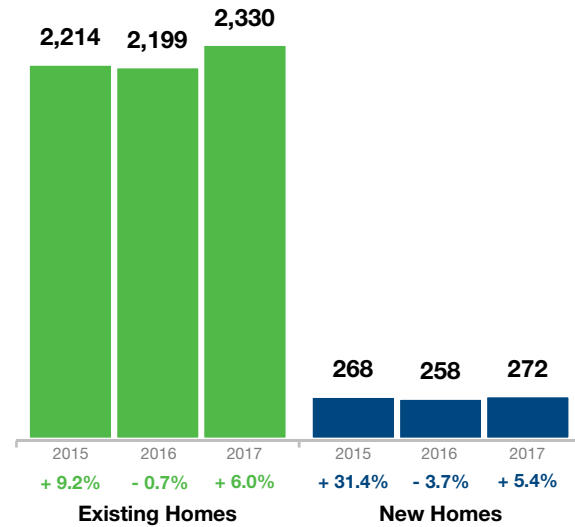
A count of the properties on which offers have been accepted in a given month.



## January

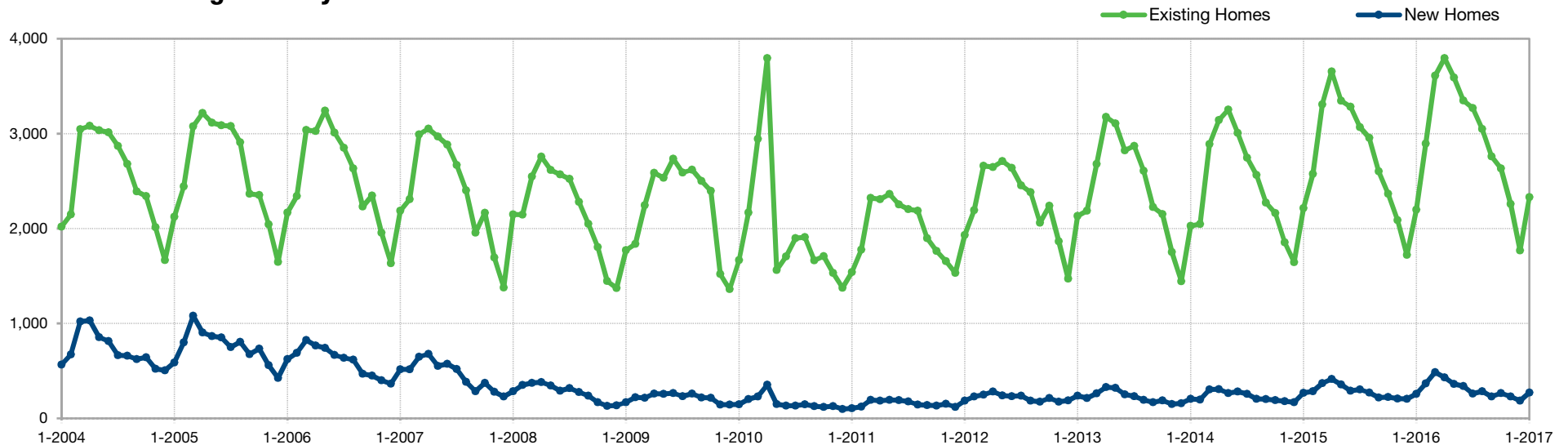


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2016	2,894	+12.4%	366	+28.9%
Mar-2016	3,610	+9.1%	486	+31.7%
Apr-2016	3,794	+3.8%	431	+4.4%
May-2016	3,591	+7.3%	362	+1.7%
Jun-2016	3,349	+2.0%	339	+16.9%
Jul-2016	3,270	+6.6%	260	-14.5%
Aug-2016	3,049	+3.2%	286	+5.5%
Sep-2016	2,761	+6.0%	229	+5.0%
Oct-2016	2,632	+11.2%	266	+18.2%
Nov-2016	2,259	+8.1%	231	+11.1%
Dec-2016	1,770	+2.7%	186	-9.7%
<b>Jan-2017</b>	<b>2,330</b>	<b>+6.0%</b>	<b>272</b>	<b>+5.4%</b>
12-Month Avg	2,942	+6.4%	310	+9.2%

## Historical Pending Sales by Month

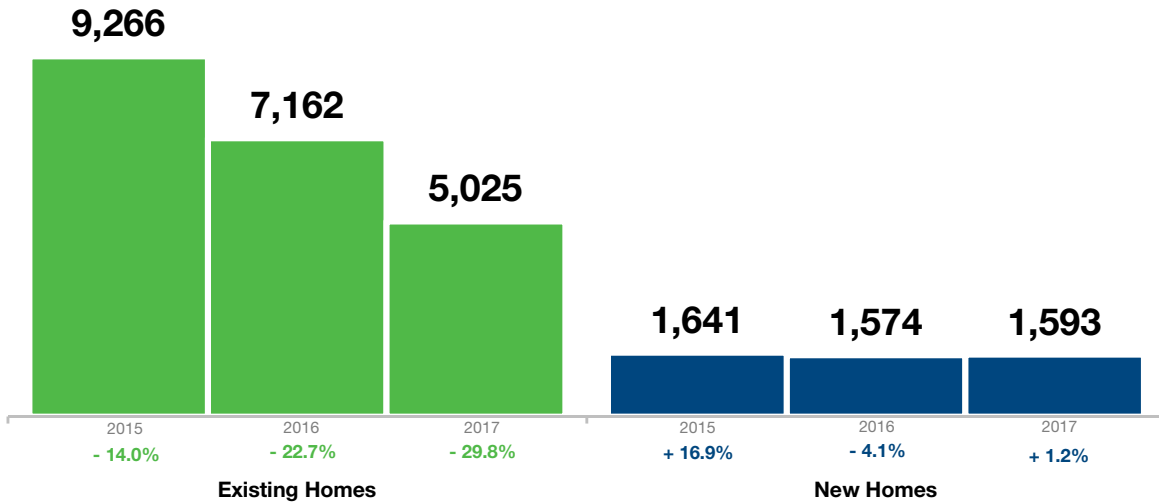


# Inventory

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

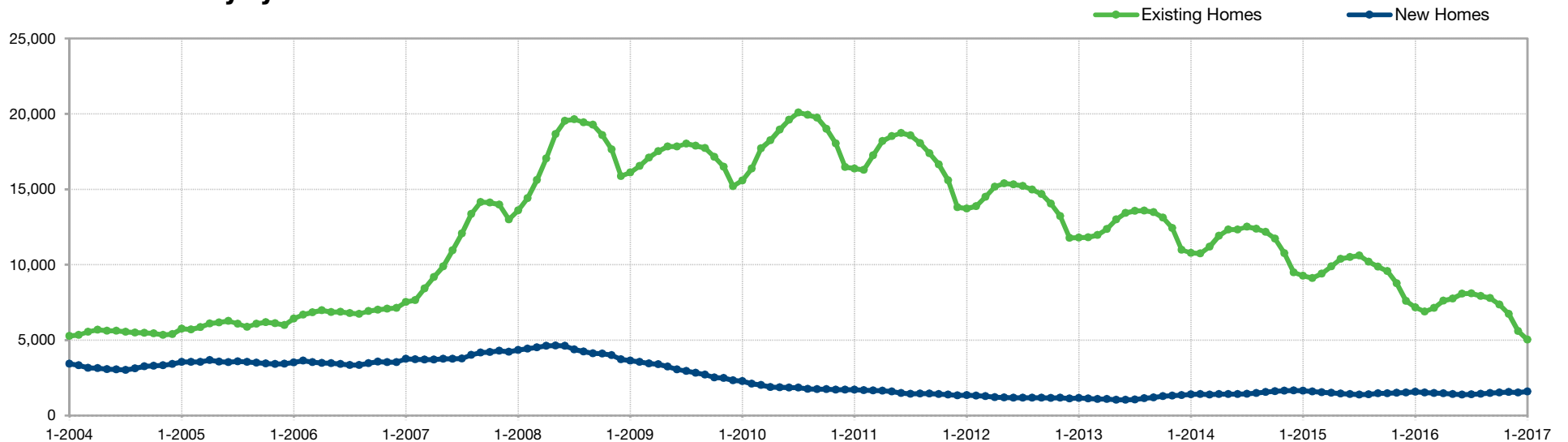


## January



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2016	6,893	-24.3%	1,527	-3.9%
Mar-2016	7,133	-24.2%	1,486	-3.5%
Apr-2016	7,618	-22.9%	1,472	-2.3%
May-2016	7,748	-25.3%	1,411	-2.4%
Jun-2016	8,085	-23.0%	1,379	-3.4%
Jul-2016	8,094	-23.7%	1,405	+0.9%
Aug-2016	7,924	-22.3%	1,431	+1.6%
Sep-2016	7,788	-21.0%	1,480	+1.0%
Oct-2016	7,351	-23.2%	1,524	+3.4%
Nov-2016	6,733	-23.2%	1,557	+3.7%
Dec-2016	5,605	-26.1%	1,522	+0.1%
<b>Jan-2017</b>	<b>5,025</b>	<b>-29.8%</b>	<b>1,593</b>	<b>+1.2%</b>
12-Month Avg*	7,166	-23.9%	1,482	-0.3%

## Historical Inventory by Month

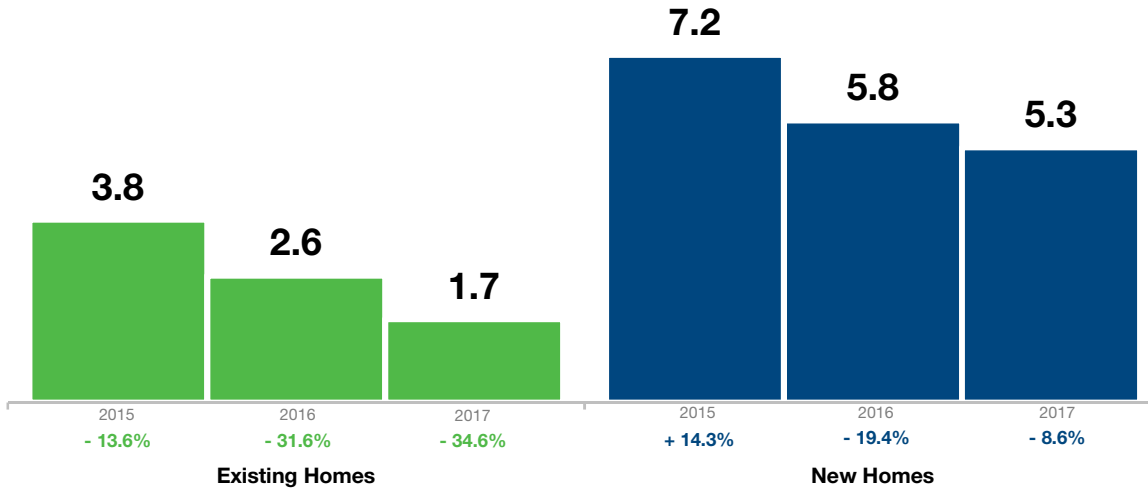


# Supply

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.



## January



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Feb-2016	2.5	-32.4%	5.6	-18.8%
Mar-2016	2.6	-29.7%	5.4	-16.9%
Apr-2016	2.7	-30.8%	5.3	-14.5%
May-2016	2.8	-30.0%	5.1	-12.1%
Jun-2016	2.9	-27.5%	4.9	-12.5%
Jul-2016	2.9	-27.5%	5.0	-7.4%
Aug-2016	2.8	-26.3%	5.0	-7.4%
Sep-2016	2.7	-27.0%	5.1	-8.9%
Oct-2016	2.6	-25.7%	5.2	-5.5%
Nov-2016	2.3	-28.1%	5.3	-7.0%
Dec-2016	1.9	-32.1%	5.1	-10.5%
<b>Jan-2017</b>	<b>1.7</b>	<b>-34.6%</b>	<b>5.3</b>	<b>-8.6%</b>
12-Month Avg*	3.6	-29.4%	5.8	-11.1%

\* Supply for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

## Historical Supply by Month

