

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	5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales		3,647	3,617	- 0.8%	13,134	12,948	- 1.4%
Average Sales Price		\$203,958	\$216,785	+ 6.3%	\$188,935	\$202,313	+ 7.1%
Median Sales Price		\$177,000	\$185,000	+ 4.5%	\$162,500	\$173,500	+ 6.8%
Days on Market		51	42	- 17.6%	64	53	- 17.2%
Pct. of Orig. Price Received		97.0%	97.5%	+ 0.5%	95.6%	96.2%	+ 0.6%
Pending Sales		3,585	3,761	+ 4.9%	16,068	16,083	+ 0.1%
Inventory		7,799	5,463	- 30.0%	--	--	--
Supply		2.8	1.9	- 32.1%	--	--	--

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	5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales		352	402	+ 14.2%	1,376	1,540	+ 11.9%
Average Sales Price		\$369,395	\$379,177	+ 2.6%	\$363,028	\$374,572	+ 3.2%
Median Sales Price		\$331,660	\$359,925	+ 8.5%	\$333,384	\$341,650	+ 2.5%
Days on Market		156	145	- 7.1%	141	126	- 10.6%
Pct. of Orig. Price Received		101.3%	101.7%	+ 0.4%	101.3%	101.7%	+ 0.4%
Pending Sales		360	406	+ 12.8%	1,899	1,969	+ 3.7%
Inventory		1,432	1,534	+ 7.1%	--	--	--
Supply		5.2	4.9	- 5.8%	--	--	--

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.



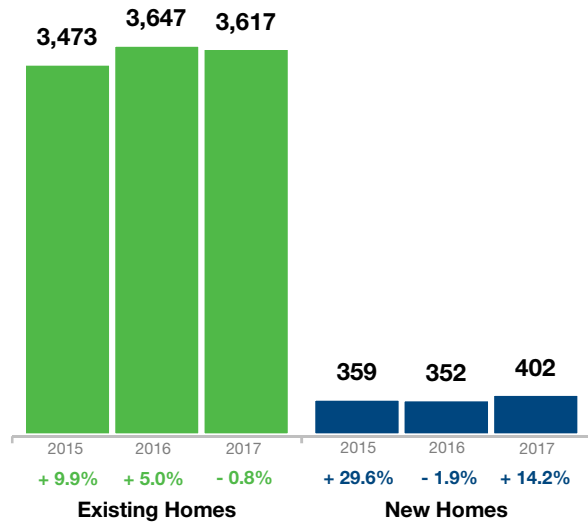
Key Metrics	Historical Sparkbars	5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales		3,999	4,019	+ 0.5%	14,510	14,488	- 0.2%
Average Sales Price		\$218,549	\$233,044	+ 6.6%	\$205,465	\$220,638	+ 7.4%
Median Sales Price		\$187,000	\$200,000	+ 7.0%	\$174,000	\$186,500	+ 7.2%
Days on Market		60	52	- 13.3%	71	61	- 14.1%
Pct. of Orig. Price Received		97.4%	98.0%	+ 0.6%	96.1%	96.8%	+ 0.7%
Pending Sales		3,945	4,167	+ 5.6%	17,967	18,052	+ 0.5%
Inventory		9,231	6,997	- 24.2%	--	--	--
Supply		3.0	2.2	- 26.7%	--	--	--

Closed Sales

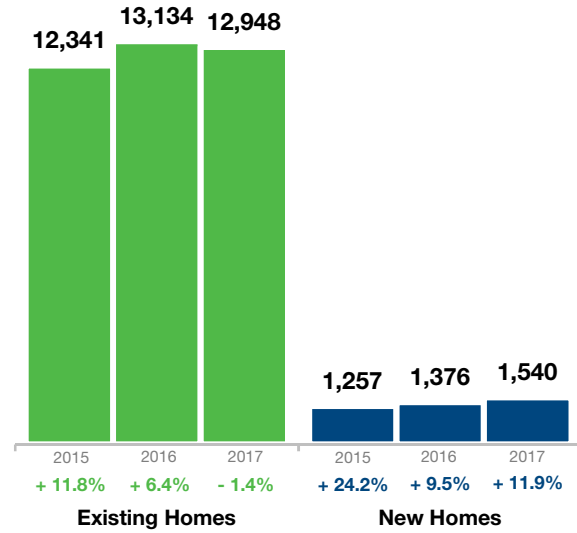
A count of the actual sales that closed in a given month.



May

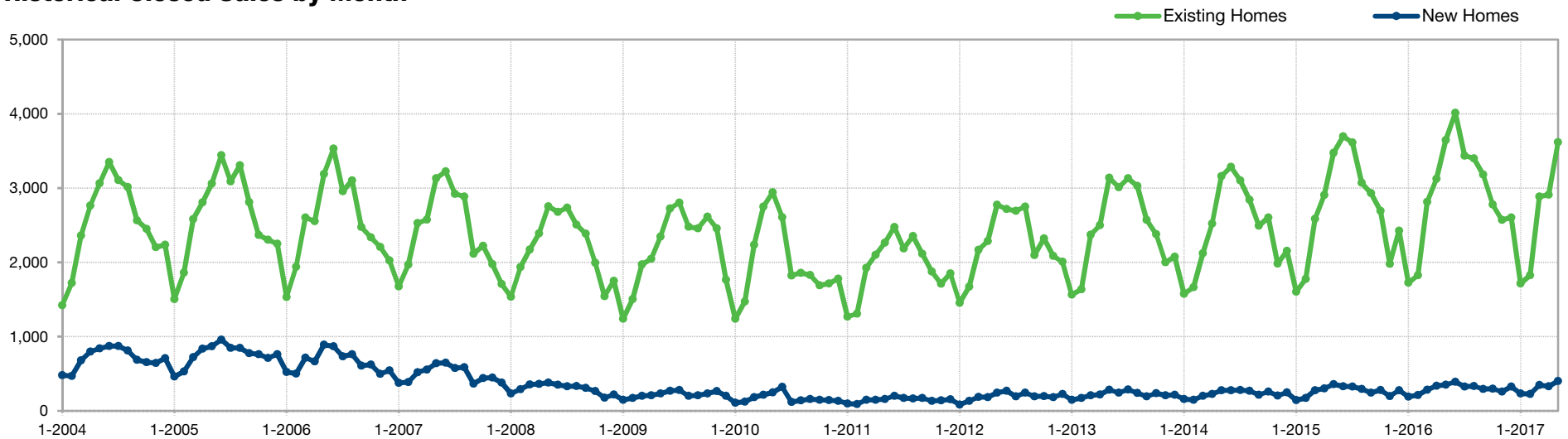


Year to Date



	Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2016	4,014	4,014	+8.6%	392	+18.4%
Jul-2016	3,435	3,435	-4.9%	325	-0.9%
Aug-2016	3,398	3,398	+10.6%	335	+13.9%
Sep-2016	3,183	3,183	+8.6%	293	+19.6%
Oct-2016	2,777	2,777	+3.2%	298	+6.4%
Nov-2016	2,571	2,571	+30.0%	259	+31.5%
Dec-2016	2,604	2,604	+7.4%	327	+18.1%
Jan-2017	1,713	1,713	-0.6%	233	+22.6%
Feb-2017	1,825	1,825	0.0%	227	+7.1%
Mar-2017	2,884	2,884	+2.5%	349	+22.9%
Apr-2017	2,909	2,909	-6.9%	329	-2.7%
May-2017	3,617	3,617	-0.8%	402	+14.2%
12-Month Avg	2,911	2,911	+4.2%	314	+13.3%

Historical Closed Sales by Month



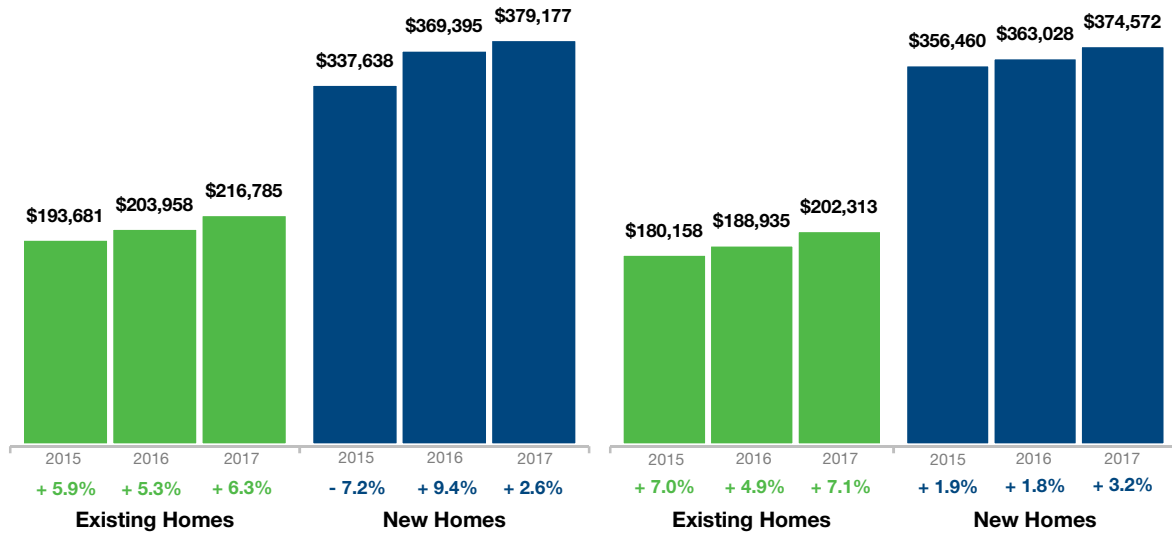
Average Sales Price

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



May

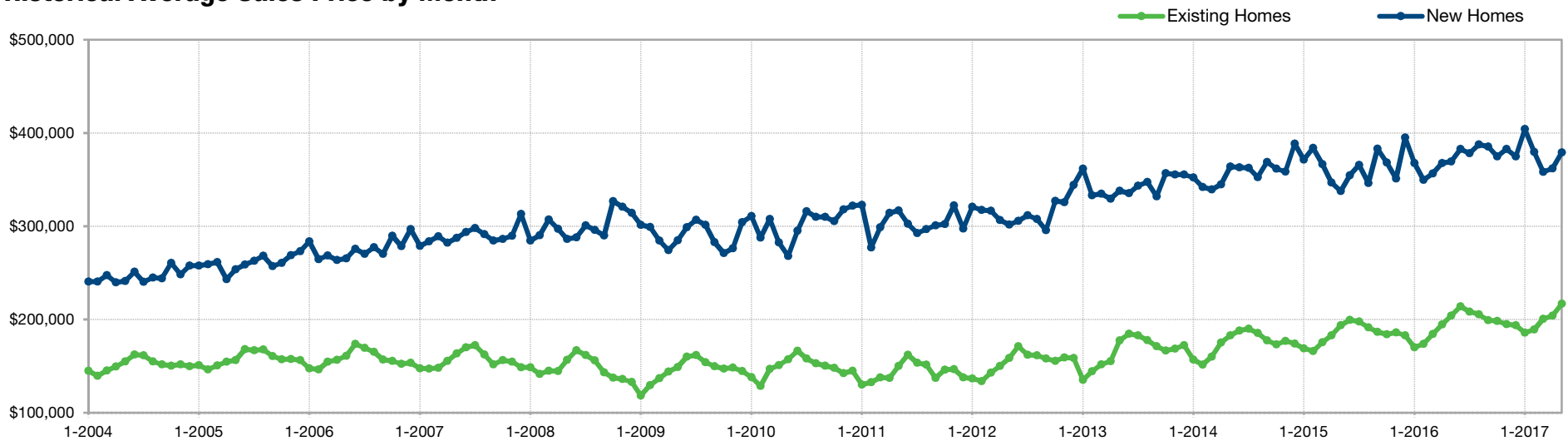
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2016	\$214,143	+7.4%	\$382,845	+7.9%
Jul-2016	\$208,243	+5.3%	\$378,146	+3.5%
Aug-2016	\$205,495	+7.3%	\$387,677	+11.9%
Sep-2016	\$199,324	+6.9%	\$385,364	+0.6%
Oct-2016	\$198,401	+7.8%	\$374,679	+1.8%
Nov-2016	\$194,812	+4.8%	\$382,907	+9.1%
Dec-2016	\$193,791	+5.9%	\$374,658	-5.2%
Jan-2017	\$185,720	+9.2%	\$404,127	+9.9%
Feb-2017	\$189,119	+8.8%	\$379,748	+8.6%
Mar-2017	\$200,722	+8.8%	\$358,130	+0.5%
Apr-2017	\$203,927	+4.7%	\$361,846	-1.6%
May-2017	\$216,785	+6.3%	\$379,177	+2.6%
12-Month Avg*	\$190,057	+6.7%	\$364,845	+3.7%

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

Historical Average Sales Price by Month



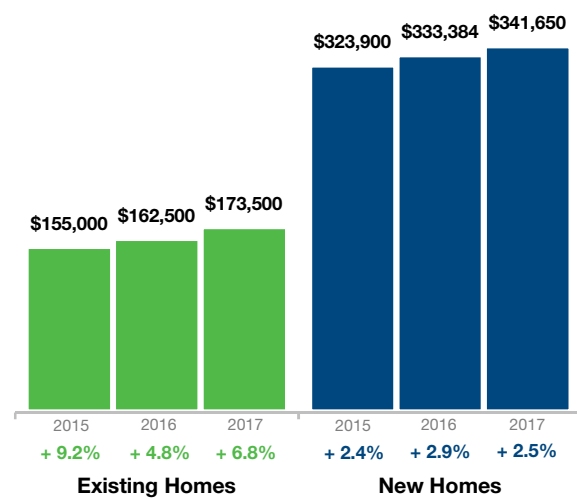
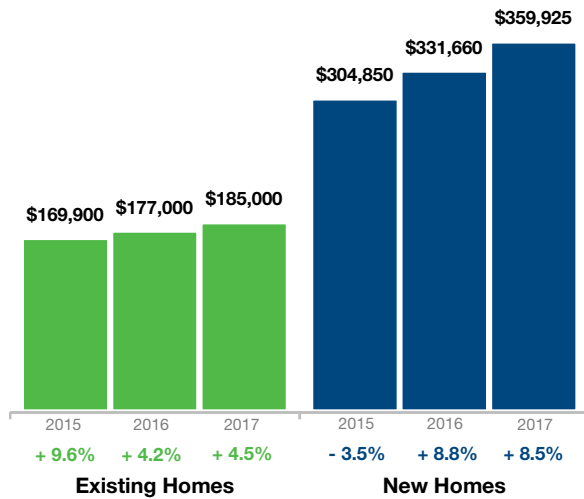
Median Sales Price

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



May

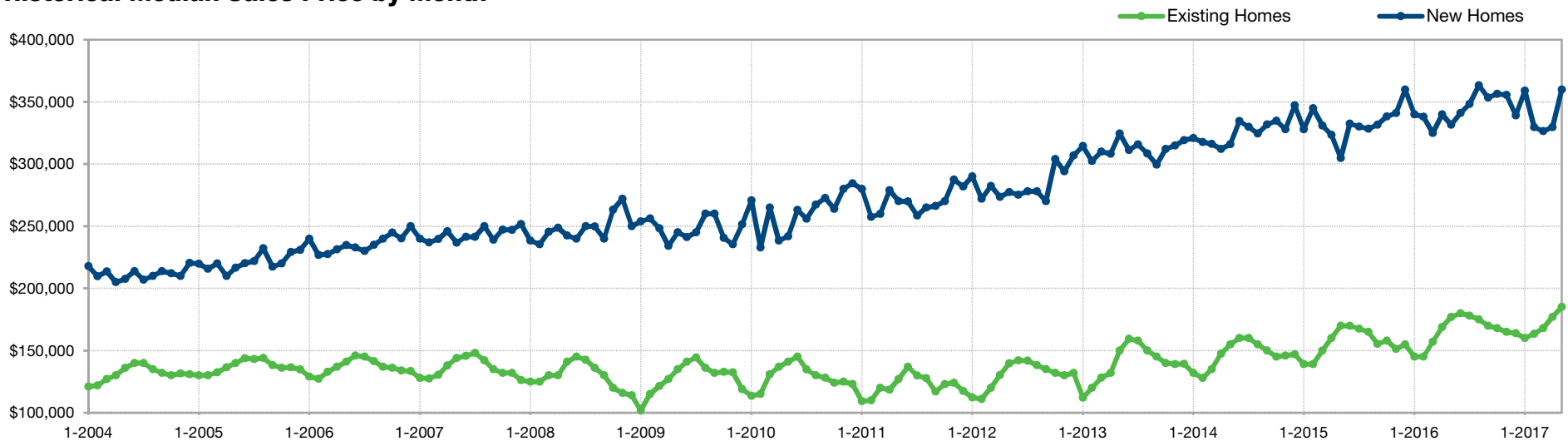
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2016	\$180,000	+5.9%	\$341,051	+2.6%
Jul-2016	\$178,000	+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	\$168,000	+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%
Jan-2017	\$160,000	+10.3%	\$359,000	+5.6%
Feb-2017	\$163,500	+12.8%	\$329,593	-2.5%
Mar-2017	\$168,000	+7.0%	\$326,355	+0.4%
Apr-2017	\$177,000	+4.8%	\$329,700	-3.0%
May-2017	\$185,000	+4.5%	\$359,925	+8.5%
12-Month Avg*	\$162,000	+6.8%	\$334,950	+3.9%

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

Historical Median Sales Price by Month



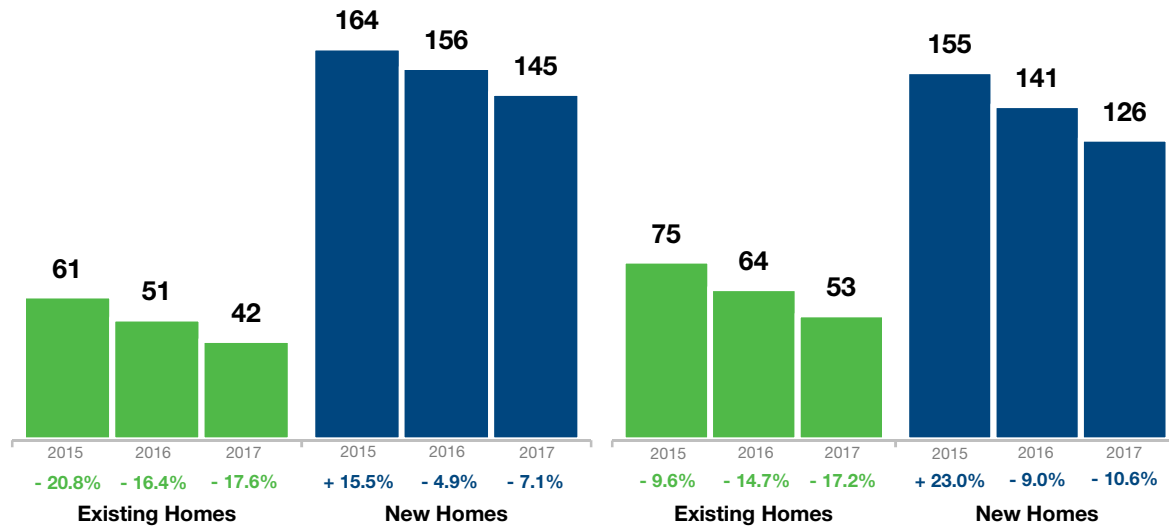
Days on Market Until Sale

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



May

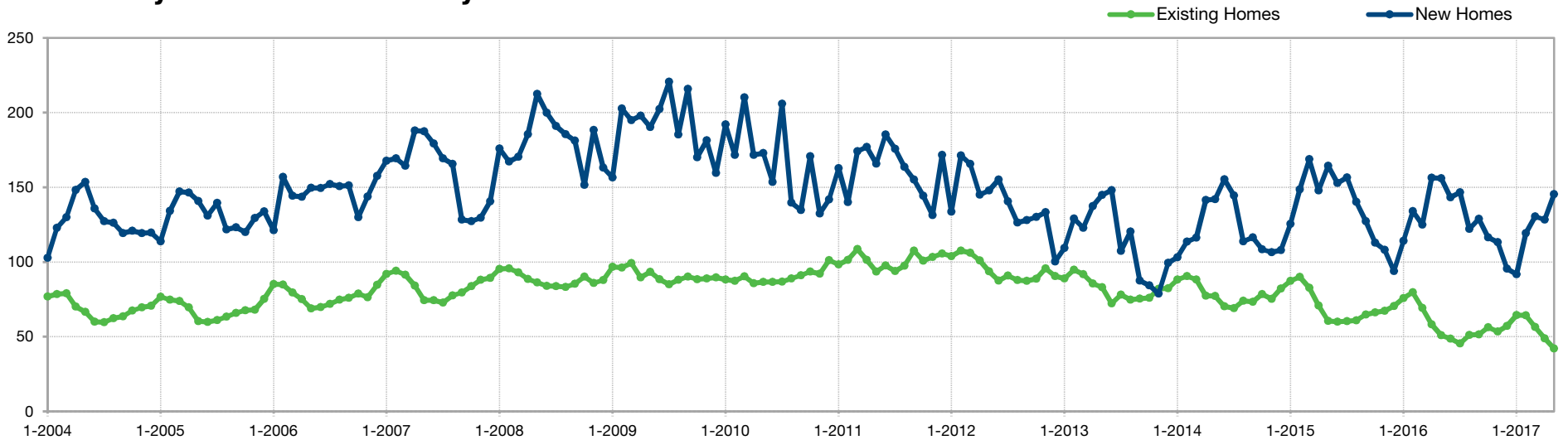
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jan-2017	64	-15.8%	92	-19.3%
Feb-2017	64	-20.0%	119	-11.2%
Mar-2017	56	-18.8%	131	+4.8%
Apr-2017	49	-15.5%	128	-17.9%
May-2017	42	-17.6%	145	-7.1%
12-Month Avg*	64	-18.4%	134	-6.6%

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

Historical Days on Market Until Sale by Month



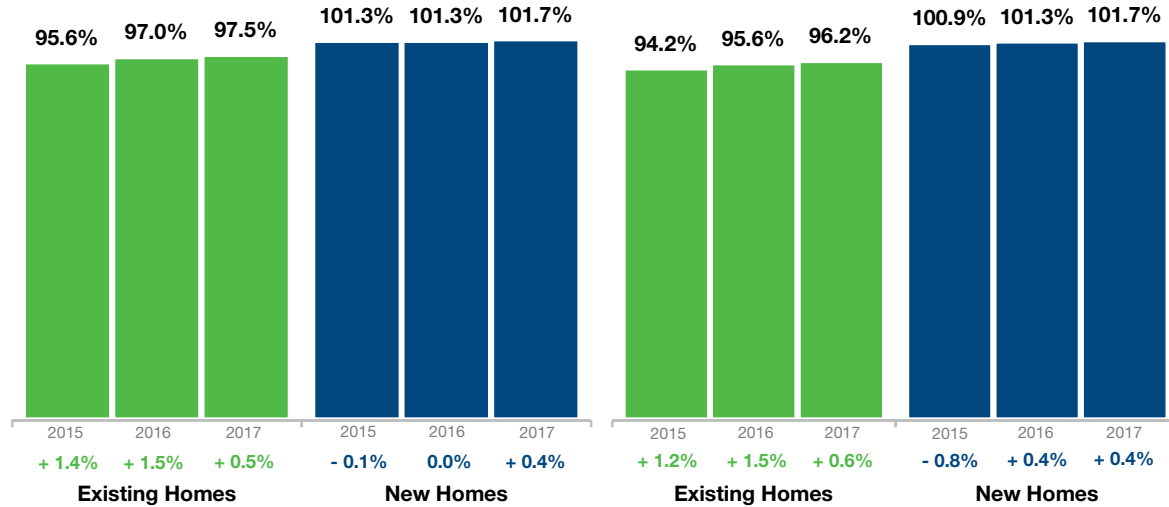
Percentage of Original List Price Received

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.



May

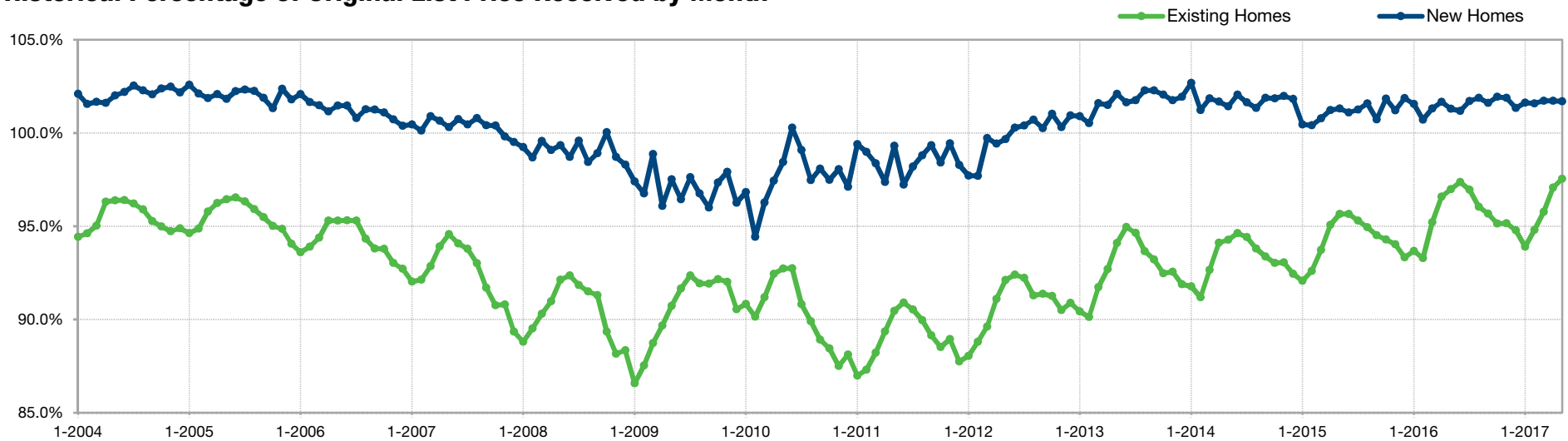
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	95.1%	+0.8%	101.9%	+0.1%
Nov-2016	95.2%	+1.3%	101.9%	+0.7%
Dec-2016	94.8%	+1.6%	101.3%	-0.6%
Jan-2017	93.9%	+0.2%	101.6%	+0.1%
Feb-2017	94.8%	+1.6%	101.6%	+0.9%
Mar-2017	95.8%	+0.6%	101.7%	+0.4%
Apr-2017	97.1%	+0.5%	101.7%	0.0%
May-2017	97.5%	+0.5%	101.7%	+0.4%
12-Month Avg*	95.0%	+1.1%	101.4%	+0.3%

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

Historical Percentage of Original List Price Received by Month

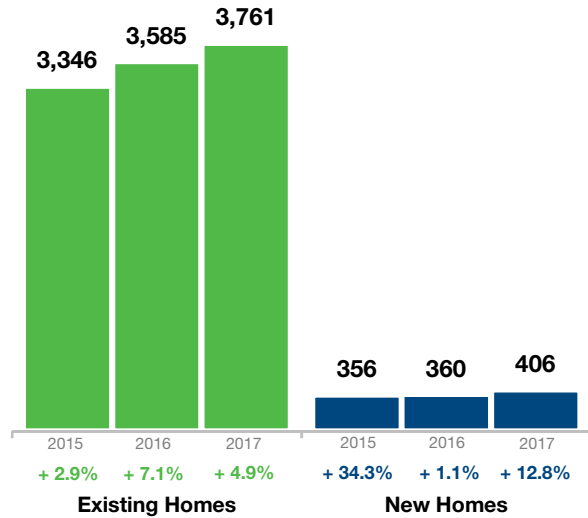


Pending Sales

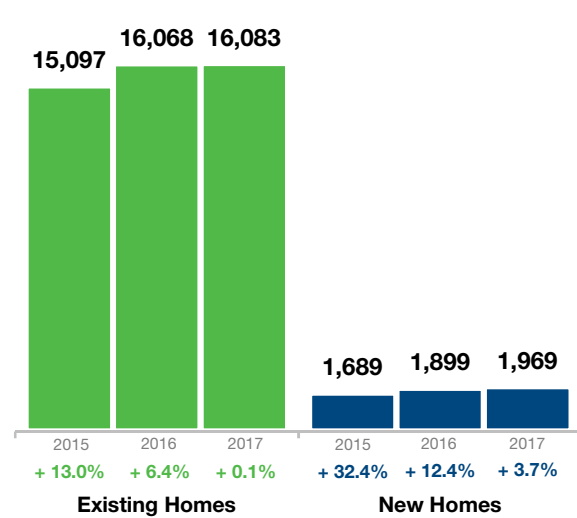
A count of the properties on which offers have been accepted in a given month.



May

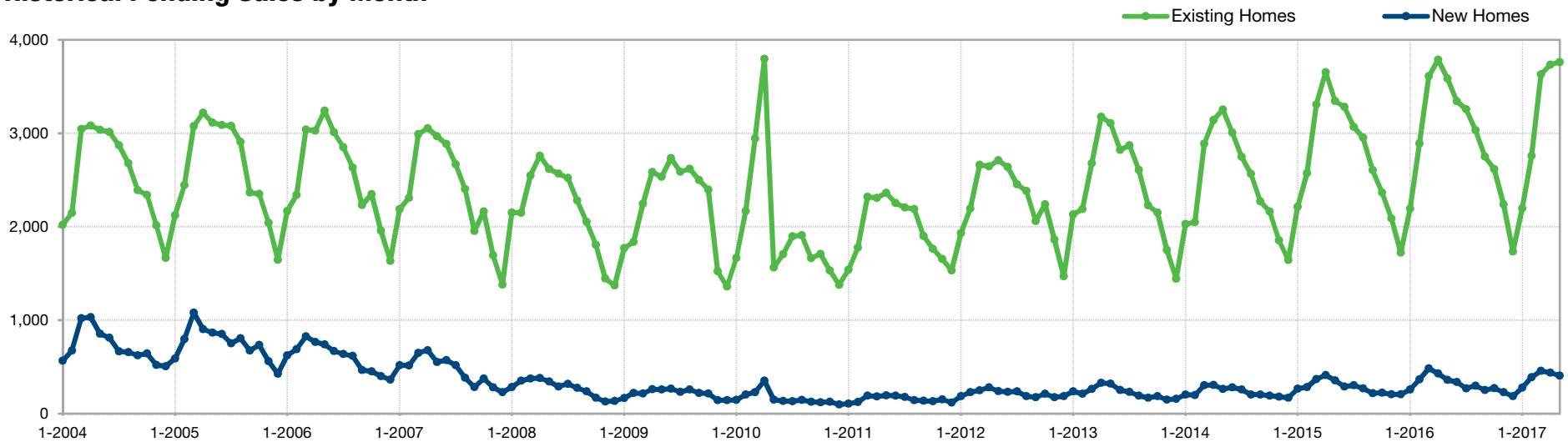


Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2016	3,342	+1.8%	337	+16.2%
Jul-2016	3,257	+6.2%	270	-11.2%
Aug-2016	3,033	+2.7%	299	+10.7%
Sep-2016	2,752	+5.7%	252	+15.6%
Oct-2016	2,617	+10.6%	273	+21.9%
Nov-2016	2,241	+7.3%	230	+10.6%
Dec-2016	1,734	+0.7%	187	-9.2%
Jan-2017	2,198	+0.2%	277	+7.4%
Feb-2017	2,760	-4.6%	390	+6.0%
Mar-2017	3,631	+0.6%	458	-5.2%
Apr-2017	3,733	-1.5%	438	+1.9%
May-2017	3,761	+4.9%	406	+12.8%
12-Month Avg	2,922	+2.7%	318	+5.5%

Historical Pending Sales by Month

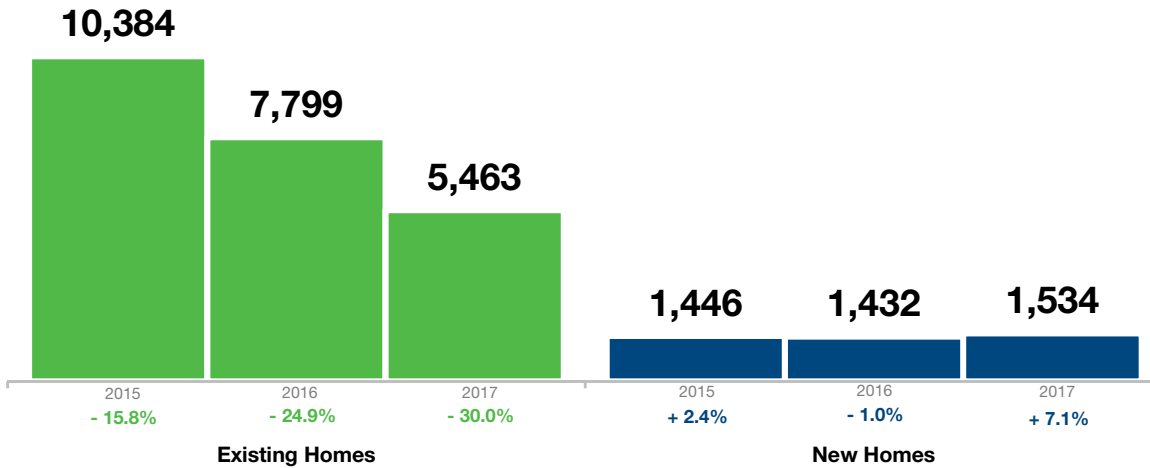


Inventory

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

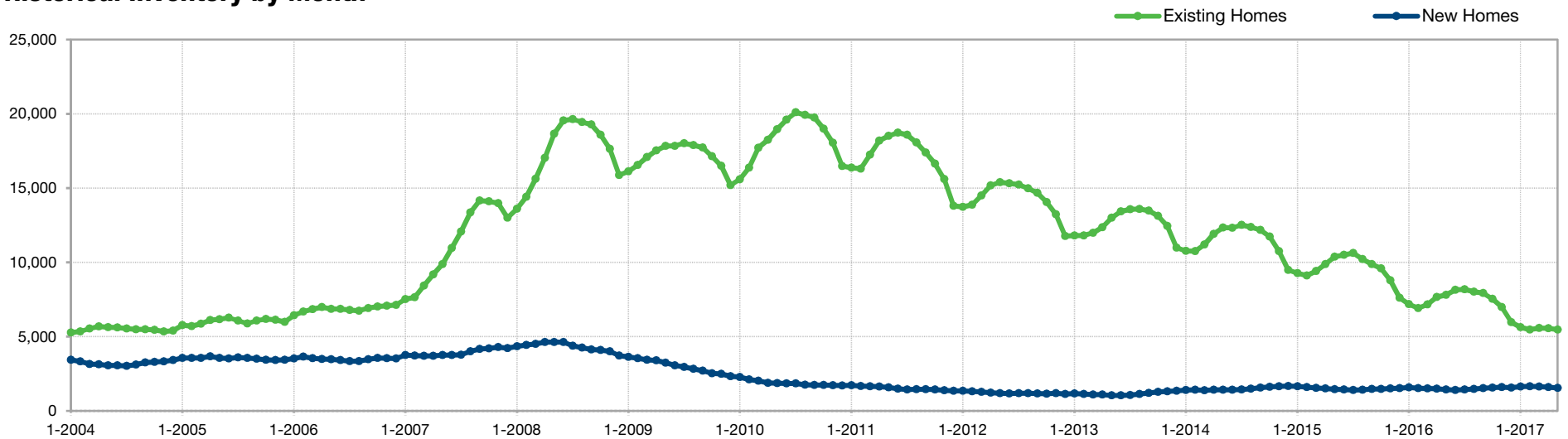


May



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2016	8,149	-22.4%	1,403	-1.8%
Jul-2016	8,176	-23.0%	1,433	+2.8%
Aug-2016	8,028	-21.3%	1,464	+3.6%
Sep-2016	7,928	-19.7%	1,520	+3.4%
Oct-2016	7,536	-21.4%	1,561	+5.5%
Nov-2016	6,991	-20.4%	1,591	+5.6%
Dec-2016	5,974	-21.4%	1,559	+2.2%
Jan-2017	5,627	-21.7%	1,627	+3.0%
Feb-2017	5,466	-21.0%	1,651	+7.7%
Mar-2017	5,581	-22.1%	1,627	+8.6%
Apr-2017	5,561	-27.4%	1,589	+6.8%
May-2017	5,463	-30.0%	1,534	+7.1%
12-Month Avg*	6,707	-22.5%	1,547	+4.6%

Historical Inventory by Month

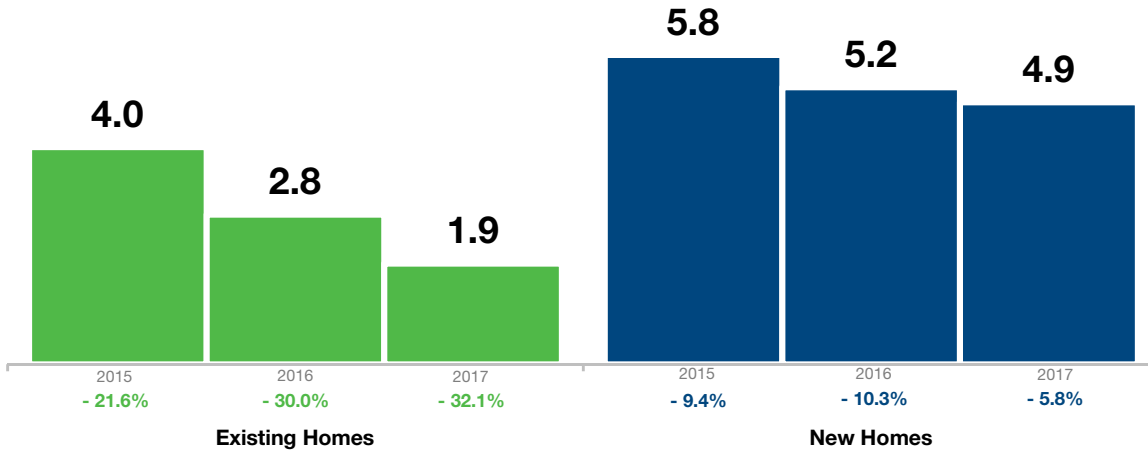


Supply

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.



May



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2016	2.9	-27.5%	5.0	-10.7%
Jul-2016	2.9	-27.5%	5.1	-5.6%
Aug-2016	2.8	-26.3%	5.1	-5.6%
Sep-2016	2.8	-24.3%	5.2	-7.1%
Oct-2016	2.6	-25.7%	5.4	-3.6%
Nov-2016	2.4	-25.0%	5.4	-5.3%
Dec-2016	2.0	-28.6%	5.2	-8.8%
Jan-2017	1.9	-26.9%	5.4	-6.9%
Feb-2017	1.9	-24.0%	5.4	-3.6%
Mar-2017	1.9	-26.9%	5.2	-5.5%
Apr-2017	1.9	-32.1%	5.1	-5.6%
May-2017	1.9	-32.1%	4.9	-5.8%
12-Month Avg*	3.2	-27.2%	5.5	-5.9%

* Supply for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Supply by Month

