

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	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales		4,014	3,827	- 4.7%	17,148	16,877	- 1.6%
Average Sales Price		\$214,143	\$224,752	+ 5.0%	\$194,843	\$207,575	+ 6.5%
Median Sales Price		\$180,000	\$195,000	+ 8.3%	\$167,000	\$177,500	+ 6.3%
Days on Market		49	39	- 20.4%	60	50	- 16.7%
Pct. of Orig. Price Received		97.4%	97.9%	+ 0.5%	96.0%	96.6%	+ 0.6%
Pending Sales		3,337	3,765	+ 12.8%	19,405	19,669	+ 1.4%
Inventory		8,167	5,890	- 27.9%	--	--	--
Supply		2.9	2.0	- 31.0%	--	--	--

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	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales		392	437	+ 11.5%	1,768	1,985	+ 12.3%
Average Sales Price		\$382,845	\$388,629	+ 1.5%	\$367,425	\$377,429	+ 2.7%
Median Sales Price		\$341,051	\$356,200	+ 4.4%	\$335,900	\$344,975	+ 2.7%
Days on Market		143	140	- 2.1%	141	129	- 8.5%
Pct. of Orig. Price Received		101.2%	101.9%	+ 0.7%	101.3%	101.7%	+ 0.4%
Pending Sales		337	339	+ 0.6%	2,234	2,322	+ 3.9%
Inventory		1,408	1,556	+ 10.5%	--	--	--
Supply		5.0	4.9	- 2.0%	--	--	--

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.

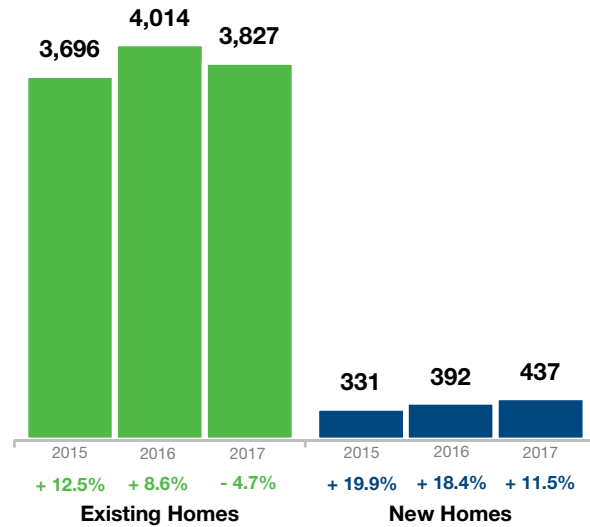
Key Metrics	Historical Sparkbars	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales		4,406	4,264	- 3.2%	18,916	18,862	- 0.3%
Average Sales Price		\$229,159	\$241,567	+ 5.4%	\$210,990	\$225,464	+ 6.9%
Median Sales Price		\$192,500	\$210,000	+ 9.1%	\$177,500	\$190,000	+ 7.0%
Days on Market		57	49	- 14.0%	68	58	- 14.7%
Pct. of Orig. Price Received		97.7%	98.3%	+ 0.6%	96.5%	97.1%	+ 0.6%
Pending Sales		3,674	4,104	+ 11.7%	21,639	21,991	+ 1.6%
Inventory		9,575	7,446	- 22.2%	--	--	--
Supply		3.1	2.3	- 25.8%	--	--	--

Closed Sales

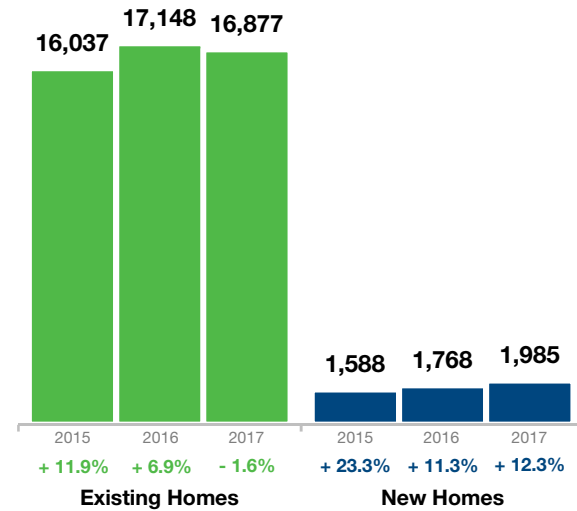
A count of the actual sales that closed in a given month.



June

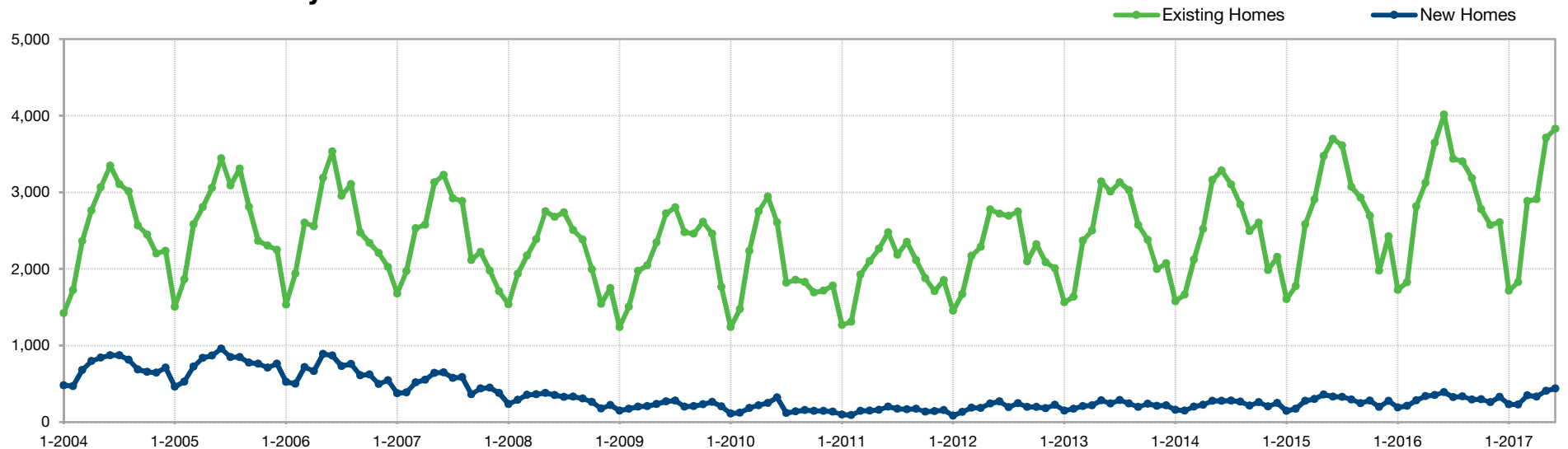


Year to Date



	Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2016	3,435	3,435	-4.9%	325	-0.9%
Aug-2016	3,400	3,400	+10.7%	335	+13.9%
Sep-2016	3,184	3,184	+8.7%	293	+19.6%
Oct-2016	2,777	2,777	+3.2%	298	+6.4%
Nov-2016	2,573	2,573	+30.1%	259	+31.5%
Dec-2016	2,606	2,606	+7.5%	327	+18.1%
Jan-2017	1,714	1,714	-0.6%	233	+22.6%
Feb-2017	1,827	1,827	+0.1%	227	+7.1%
Mar-2017	2,886	2,886	+2.5%	348	+22.5%
Apr-2017	2,911	2,911	-6.8%	331	-2.1%
May-2017	3,712	3,712	+1.8%	409	+16.2%
Jun-2017	3,827	3,827	-4.7%	437	+11.5%
12-Month Avg	2,904	2,904	+2.9%	319	+12.8%

Historical Closed Sales by Month



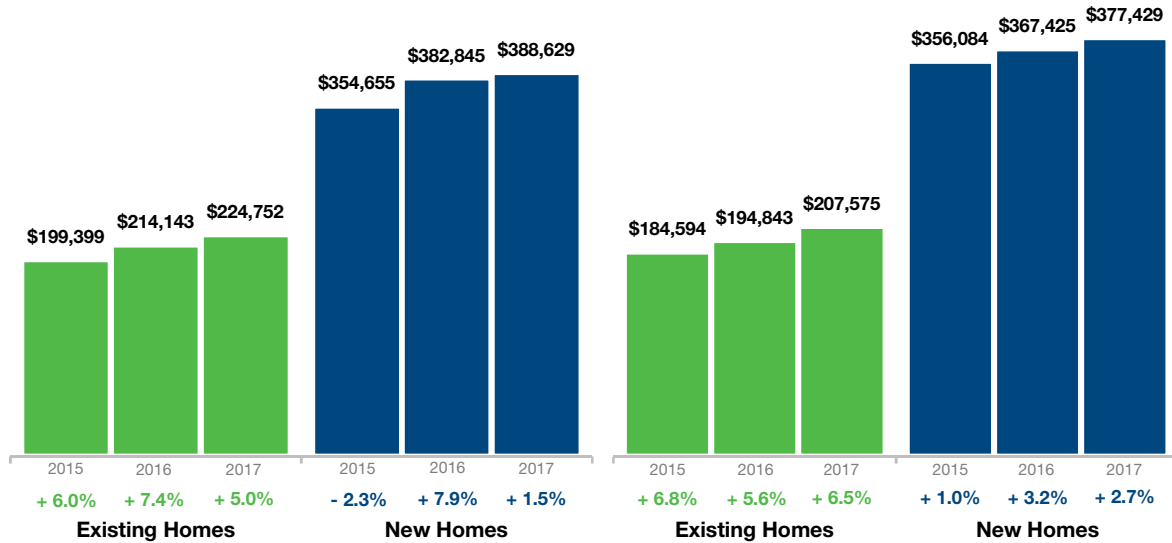
Average Sales Price

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



June

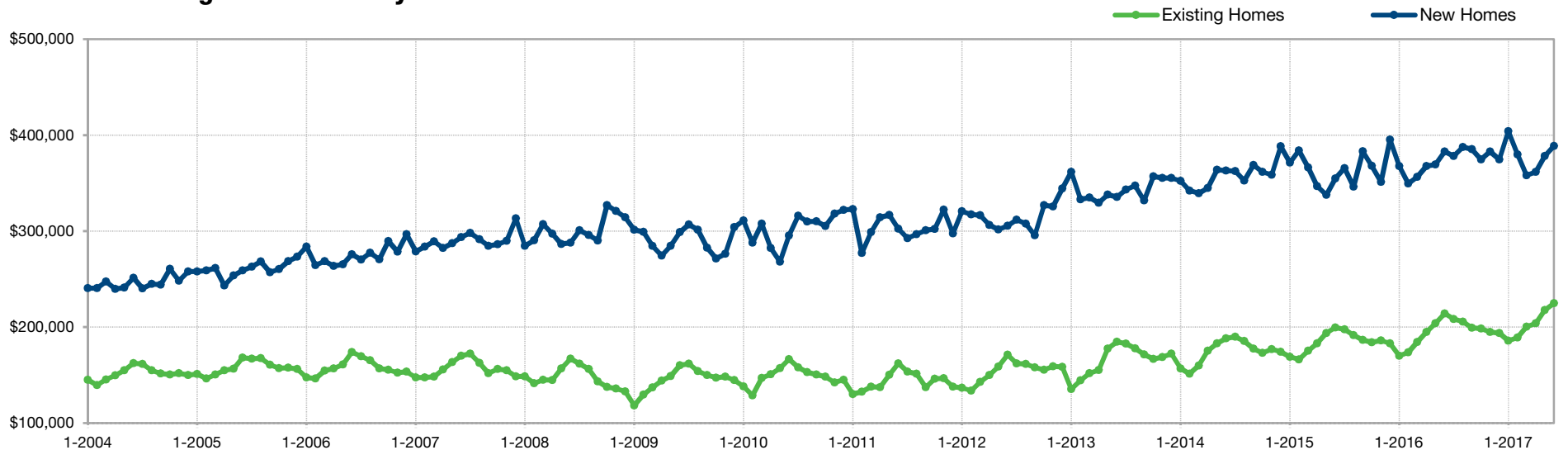
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2016	\$208,243	+5.3%	\$378,146	+3.5%
Aug-2016	\$205,499	+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	\$194,895	+4.8%	\$382,907	+9.1%
Dec-2016	\$193,747	+5.9%	\$374,658	-5.2%
Jan-2017	\$185,662	+9.2%	\$404,127	+9.9%
Feb-2017	\$189,032	+8.8%	\$379,748	+8.6%
Mar-2017	\$200,250	+8.6%	\$357,981	+0.4%
Apr-2017	\$203,884	+4.7%	\$361,773	-1.6%
May-2017	\$217,675	+6.7%	\$378,146	+2.4%
Jun-2017	\$224,752	+5.0%	\$388,629	+1.5%
12-Month Avg*	\$191,898	+6.3%	\$367,920	+3.0%

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

Historical Average Sales Price by Month



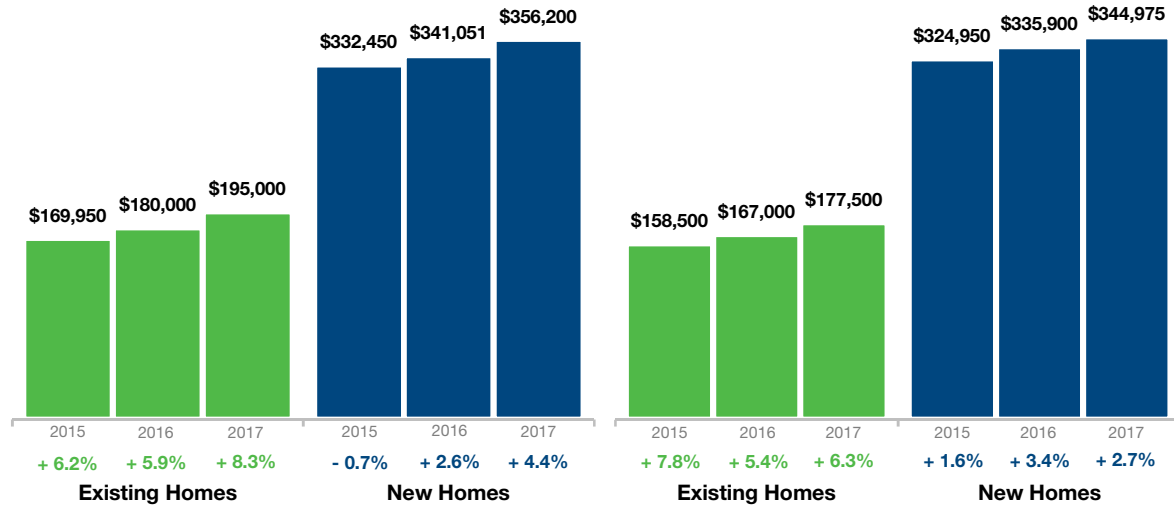
Median Sales Price

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



June

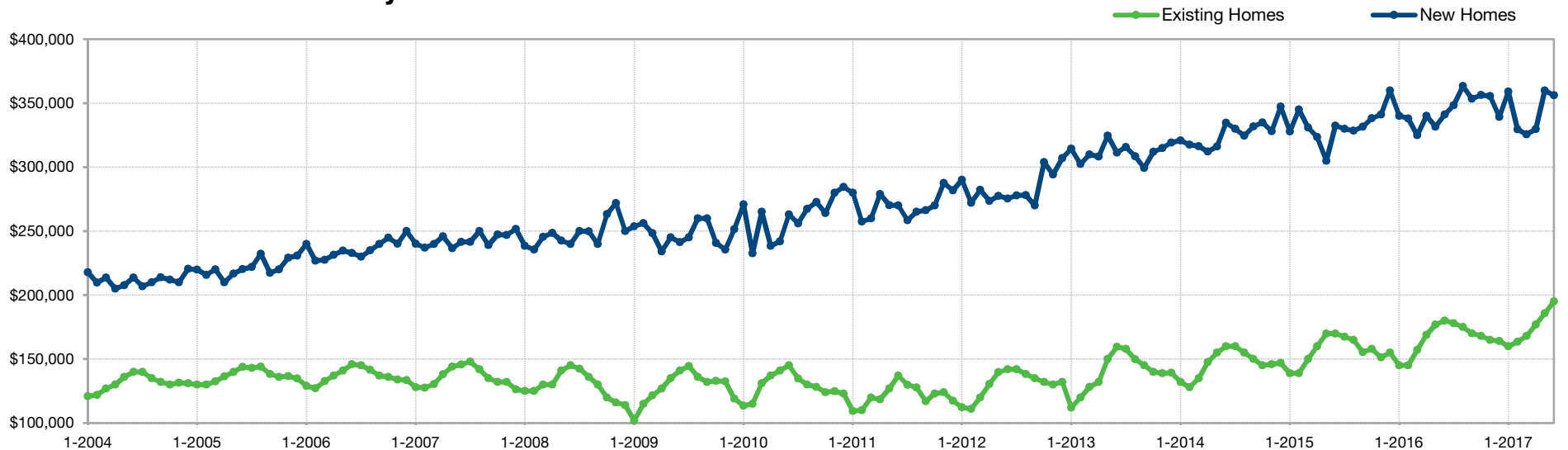
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	\$163,400	+12.7%	\$329,593	-2.5%
Mar-2017	\$168,000	+7.0%	\$325,628	+0.2%
Apr-2017	\$177,000	+4.8%	\$329,700	-3.0%
May-2017	\$185,700	+4.9%	\$359,855	+8.5%
Jun-2017	\$195,000	+8.3%	\$356,200	+4.4%
12-Month Avg*	\$163,500	+7.0%	\$335,946	+4.2%

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

Historical Median Sales Price by Month



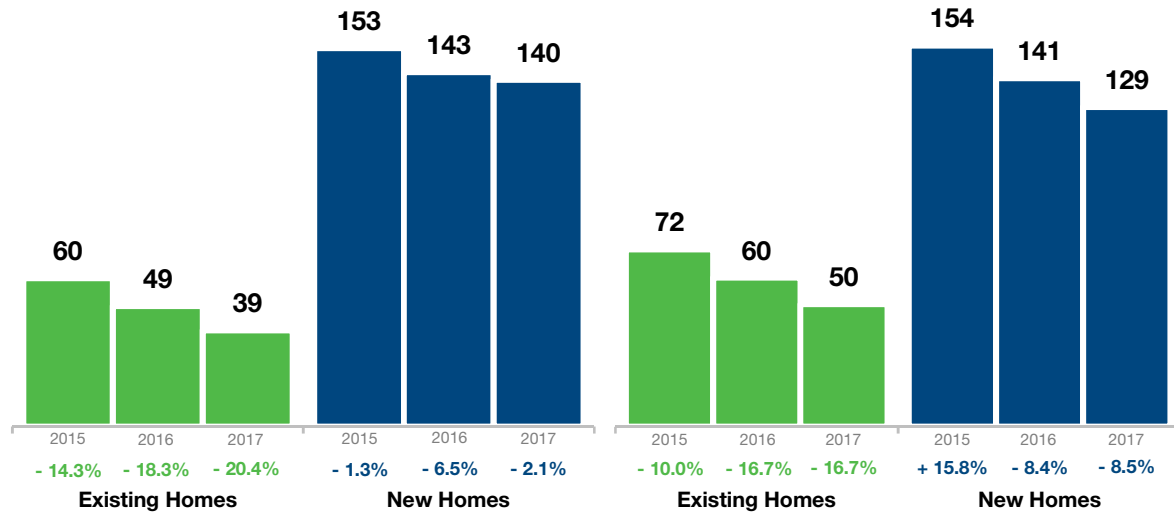
Days on Market Until Sale

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



June

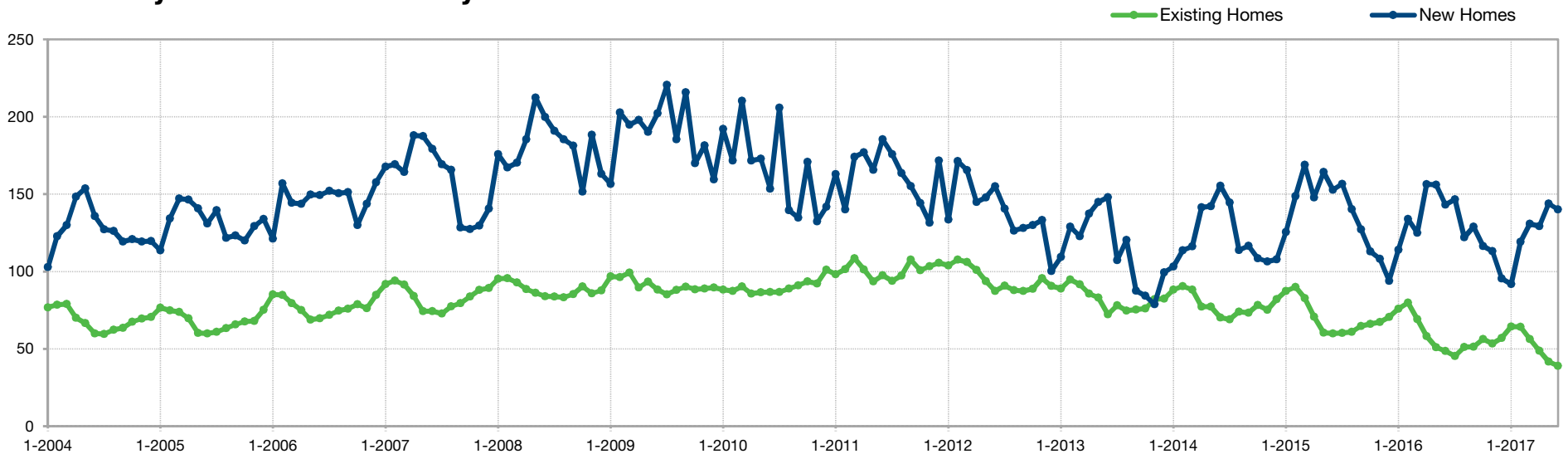
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	129	-17.3%
May-2017	42	-17.6%	144	-7.7%
Jun-2017	39	-20.4%	140	-2.1%
12-Month Avg*	62	-18.5%	133	-6.2%

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

Historical Days on Market Until Sale by Month



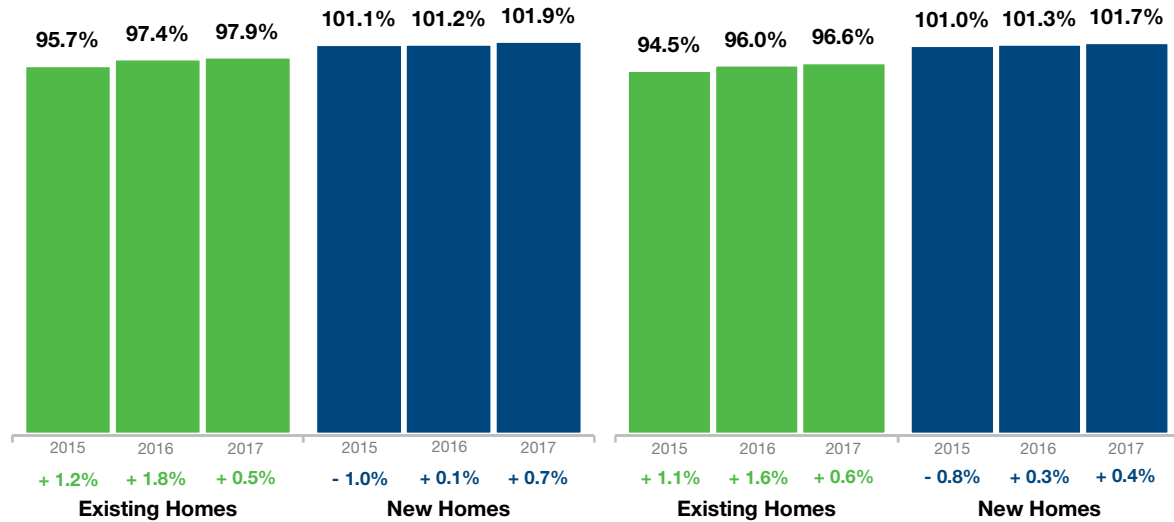
Percentage of Original List Price Received

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.



June

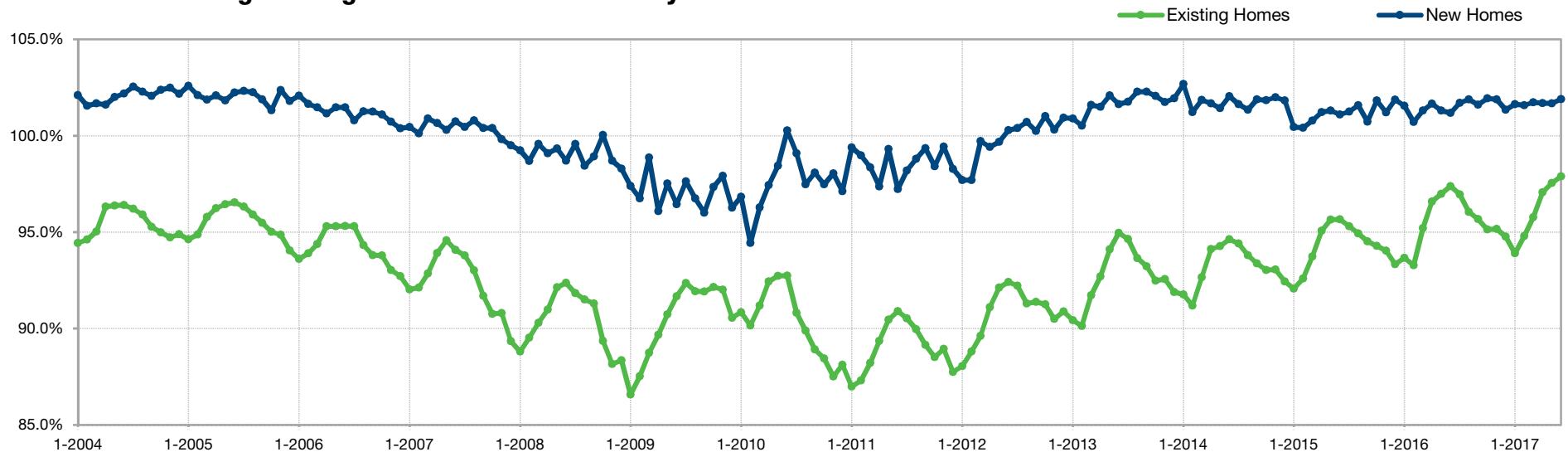
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	97.6%	+0.6%	101.7%	+0.4%
Jun-2017	97.9%	+0.5%	101.9%	+0.7%
12-Month Avg*	95.3%	+0.9%	101.4%	+0.4%

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

Historical Percentage of Original List Price Received by Month

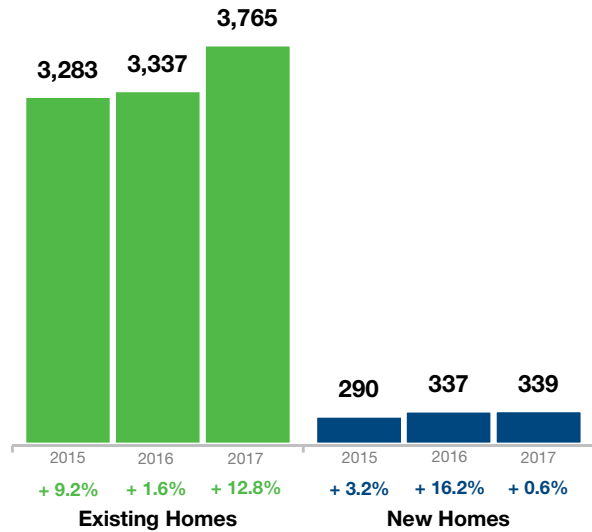


Pending Sales

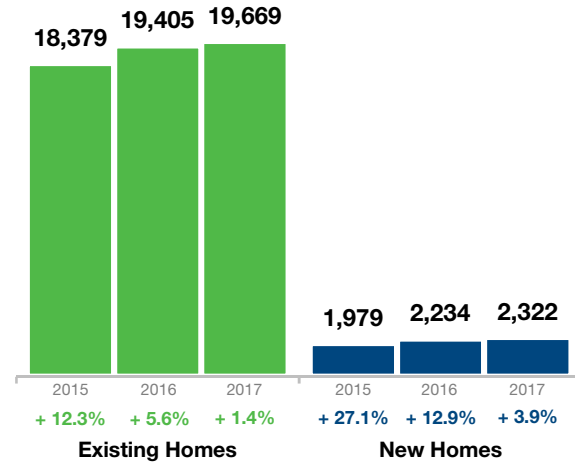
A count of the properties on which offers have been accepted in a given month.



June

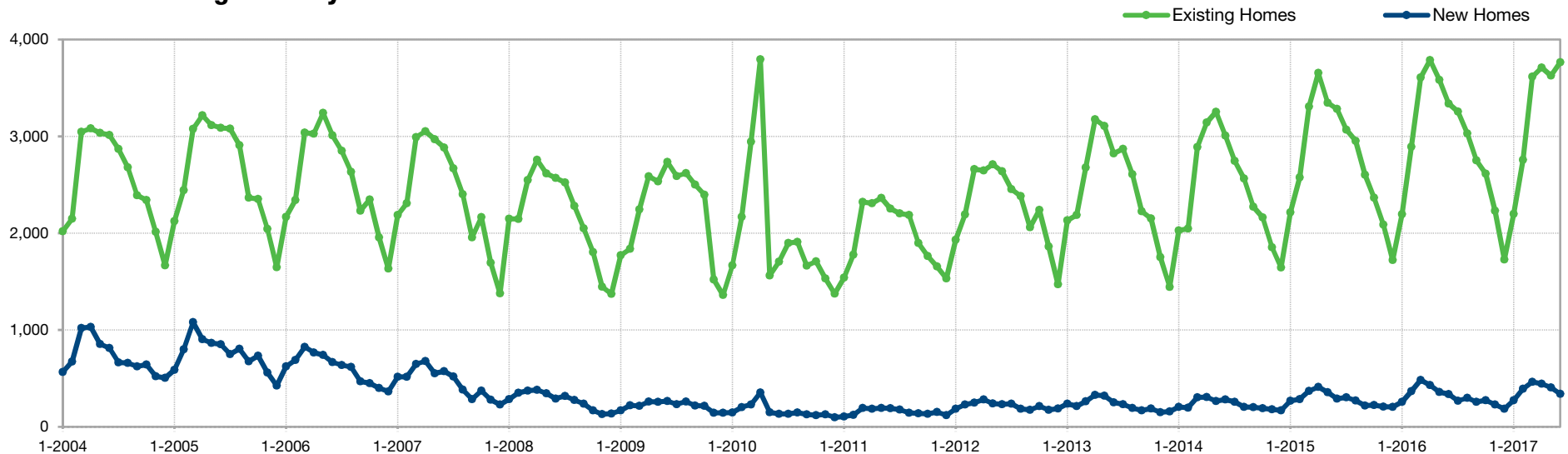


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2016	3,256	+6.2%	268	-11.8%
Aug-2016	3,031	+2.6%	299	+10.7%
Sep-2016	2,751	+5.6%	256	+17.4%
Oct-2016	2,613	+10.4%	275	+22.8%
Nov-2016	2,231	+6.8%	230	+10.6%
Dec-2016	1,728	+0.3%	185	-10.2%
Jan-2017	2,198	+0.1%	275	+7.0%
Feb-2017	2,756	-4.7%	393	+6.8%
Mar-2017	3,615	+0.2%	463	-3.9%
Apr-2017	3,709	-2.1%	445	+3.5%
May-2017	3,626	+1.2%	407	+13.1%
Jun-2017	3,765	+12.8%	339	+0.6%
12-Month Avg	2,940	+3.1%	320	+4.7%

Historical Pending Sales by Month

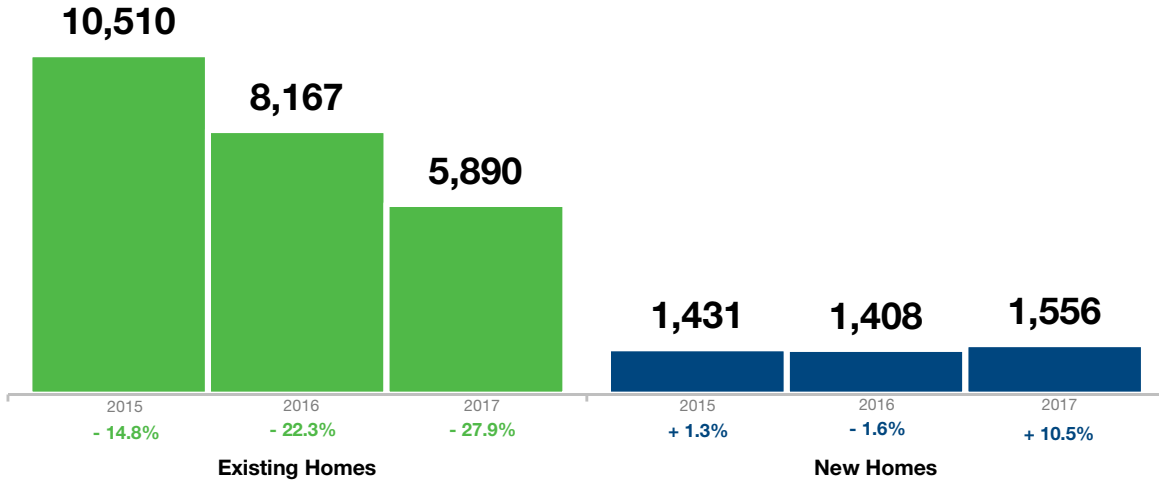


Inventory

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

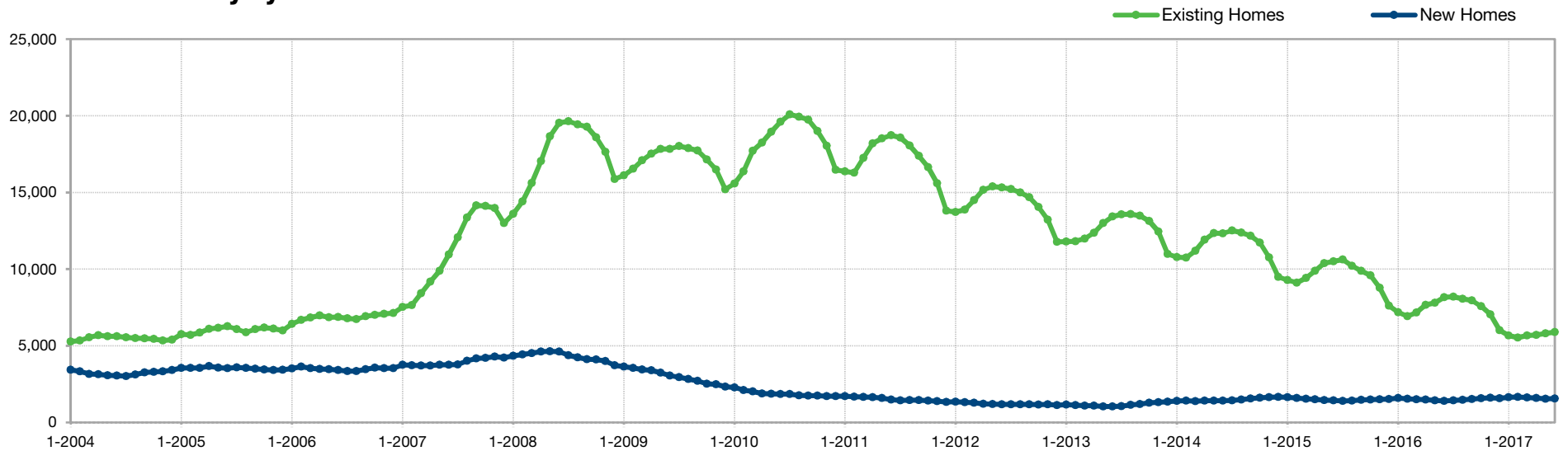


June



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2016	8,199	-22.9%	1,440	+3.2%
Aug-2016	8,056	-21.1%	1,473	+4.1%
Sep-2016	7,958	-19.4%	1,530	+3.9%
Oct-2016	7,575	-21.0%	1,572	+6.1%
Nov-2016	7,041	-19.9%	1,603	+6.3%
Dec-2016	6,010	-21.1%	1,571	+2.8%
Jan-2017	5,671	-21.1%	1,640	+3.6%
Feb-2017	5,523	-20.3%	1,661	+8.1%
Mar-2017	5,674	-20.9%	1,633	+8.7%
Apr-2017	5,702	-25.6%	1,588	+6.4%
May-2017	5,804	-25.7%	1,534	+6.8%
Jun-2017	5,890	-27.9%	1,556	+10.5%
12-Month Avg*	6,592	-22.2%	1,567	+5.9%

Historical Inventory by Month

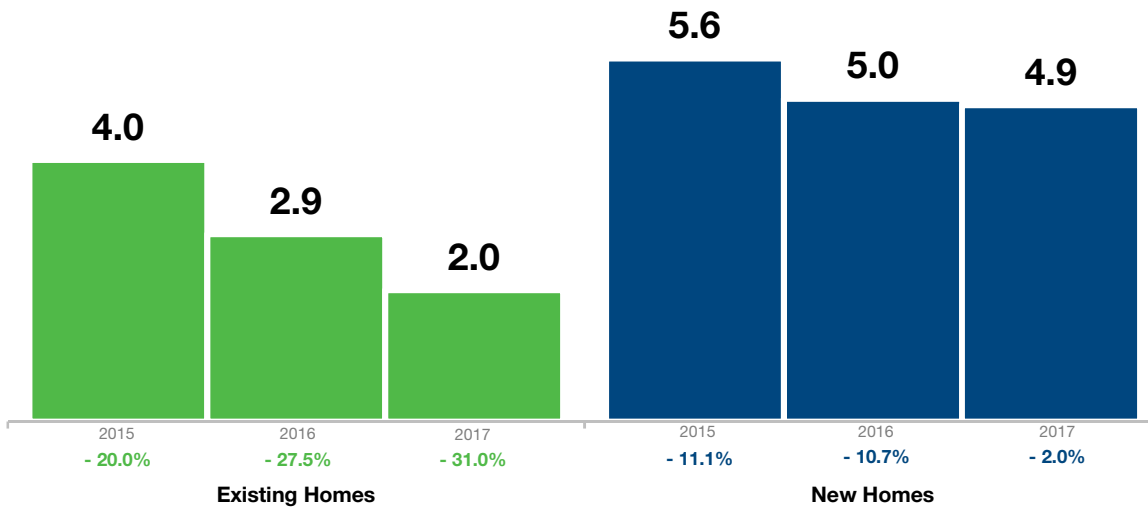


Supply

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.



June



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2016	2.9	-27.5%	5.1	-5.6%
Aug-2016	2.8	-26.3%	5.2	-3.7%
Sep-2016	2.8	-24.3%	5.3	-5.4%
Oct-2016	2.6	-25.7%	5.4	-3.6%
Nov-2016	2.4	-25.0%	5.4	-5.3%
Dec-2016	2.1	-25.0%	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%	5.3	-3.6%
Apr-2017	2.0	-28.6%	5.1	-5.6%
May-2017	2.0	-28.6%	4.9	-5.8%
Jun-2017	2.0	-31.0%	4.9	-2.0%
12-Month Avg*	3.1	-26.5%	5.5	-4.9%

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

Historical Supply by Month

