

# 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	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		3,400	<b>3,335</b>	- 1.9%	23,985	<b>23,848</b>	- 0.6%
<b>Average Sales Price</b>		\$205,499	<b>\$214,272</b>	+ 4.3%	\$198,287	<b>\$209,708</b>	+ 5.8%
<b>Median Sales Price</b>		\$175,000	<b>\$185,000</b>	+ 5.7%	\$170,000	<b>\$180,000</b>	+ 5.9%
<b>Days on Market</b>		51	<b>42</b>	- 17.6%	57	<b>47</b>	- 17.5%
<b>Pct. of Orig. Price Received</b>		96.0%	<b>96.8%</b>	+ 0.8%	96.1%	<b>96.7%</b>	+ 0.6%
<b>Pending Sales</b>		3,027	<b>3,193</b>	+ 5.5%	25,681	<b>25,886</b>	+ 0.8%
<b>Inventory</b>		8,087	<b>5,815</b>	- 28.1%	--	--	--
<b>Supply</b>		2.9	<b>2.0</b>	- 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	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		335	<b>297</b>	- 11.3%	2,428	<b>2,628</b>	+ 8.2%
<b>Average Sales Price</b>		\$387,677	<b>\$371,134</b>	- 4.3%	\$371,656	<b>\$377,836</b>	+ 1.7%
<b>Median Sales Price</b>		\$363,265	<b>\$349,900</b>	- 3.7%	\$339,965	<b>\$347,500</b>	+ 2.2%
<b>Days on Market</b>		122	<b>122</b>	0.0%	139	<b>127</b>	- 8.6%
<b>Pct. of Orig. Price Received</b>		101.9%	<b>101.6%</b>	- 0.3%	101.4%	<b>101.8%</b>	+ 0.4%
<b>Pending Sales</b>		302	<b>293</b>	- 3.0%	2,801	<b>2,892</b>	+ 3.2%
<b>Inventory</b>		1,486	<b>1,622</b>	+ 9.2%	--	--	--
<b>Supply</b>		5.2	<b>5.1</b>	- 1.9%	--	--	--

# 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.

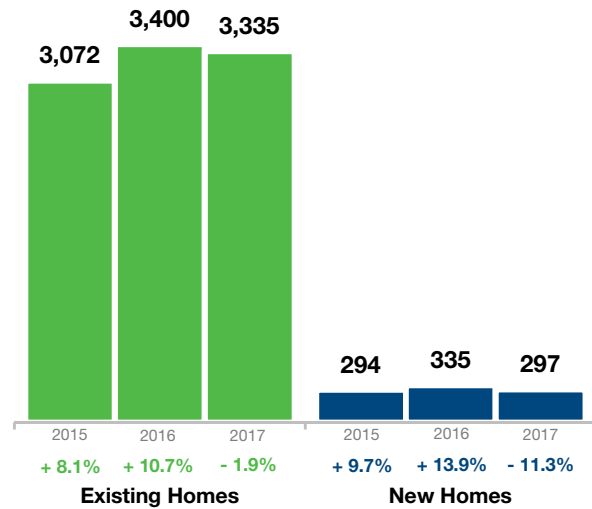
Key Metrics	Historical Sparkbars	8-2016	8-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		3,735	<b>3,632</b>	- 2.8%	26,413	<b>26,476</b>	+ 0.2%
<b>Average Sales Price</b>		\$221,861	<b>\$227,121</b>	+ 2.4%	\$214,239	<b>\$226,409</b>	+ 5.7%
<b>Median Sales Price</b>		\$185,250	<b>\$196,950</b>	+ 6.3%	\$180,000	<b>\$193,000</b>	+ 7.2%
<b>Days on Market</b>		58	<b>49</b>	- 15.5%	64	<b>55</b>	- 14.1%
<b>Pct. of Orig. Price Received</b>		96.6%	<b>97.2%</b>	+ 0.6%	96.6%	<b>97.2%</b>	+ 0.6%
<b>Pending Sales</b>		3,329	<b>3,486</b>	+ 4.7%	28,482	<b>28,778</b>	+ 1.0%
<b>Inventory</b>		9,573	<b>7,437</b>	- 22.3%	--	--	--
<b>Supply</b>		3.1	<b>2.3</b>	- 25.8%	--	--	--

# Closed Sales

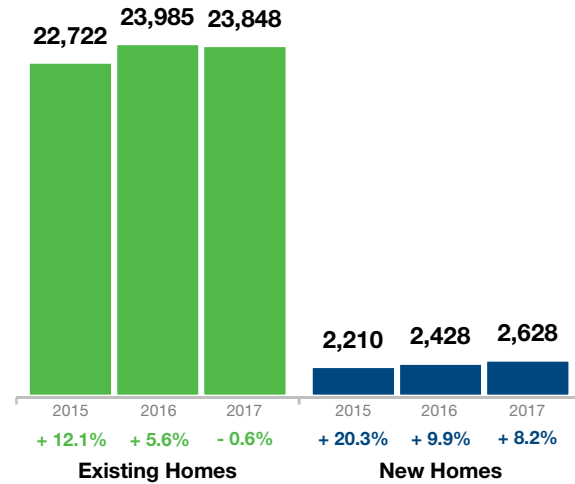
A count of the actual sales that closed in a given month.



## August

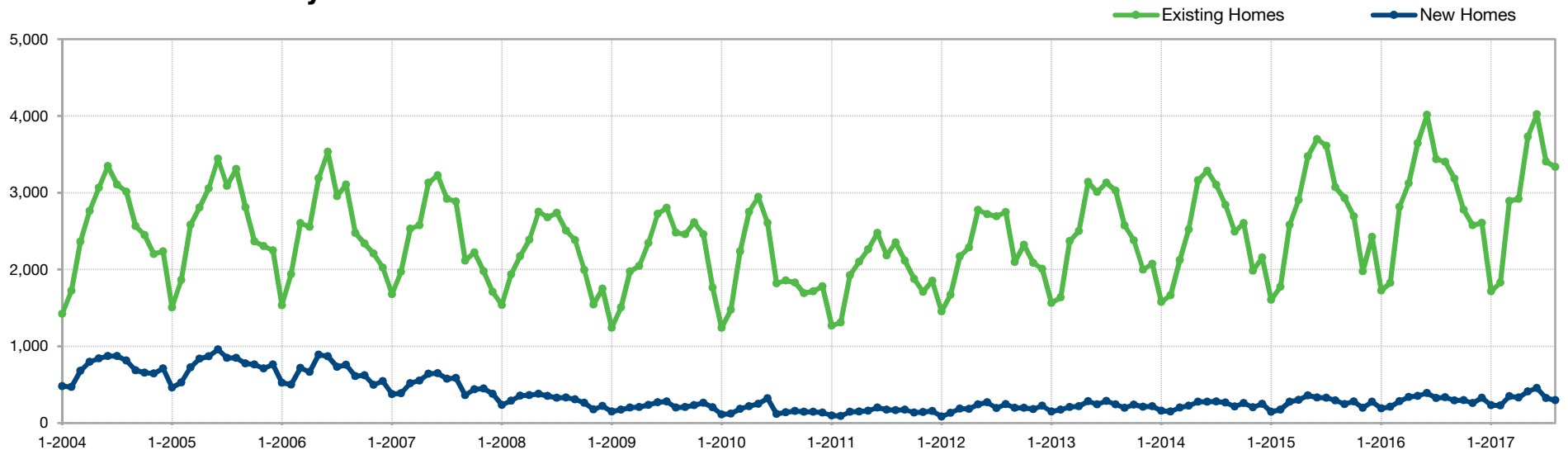


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2016	3,184	+8.7%	293	+19.6%
Oct-2016	2,777	+3.2%	298	+6.4%
Nov-2016	2,574	+30.2%	259	+31.5%
Dec-2016	2,608	+7.6%	327	+18.1%
Jan-2017	1,715	-0.5%	233	+22.6%
Feb-2017	1,830	+0.3%	227	+7.1%
Mar-2017	2,892	+2.7%	348	+22.5%
Apr-2017	2,920	-6.5%	331	-2.1%
May-2017	3,729	+2.2%	410	+16.5%
Jun-2017	4,022	+0.2%	457	+16.6%
Jul-2017	3,405	-0.9%	325	0.0%
<b>Aug-2017</b>	<b>3,335</b>	<b>-1.9%</b>	<b>297</b>	<b>-11.3%</b>
12-Month Avg	2,916	+2.9%	317	+11.0%

## Historical Closed Sales by Month



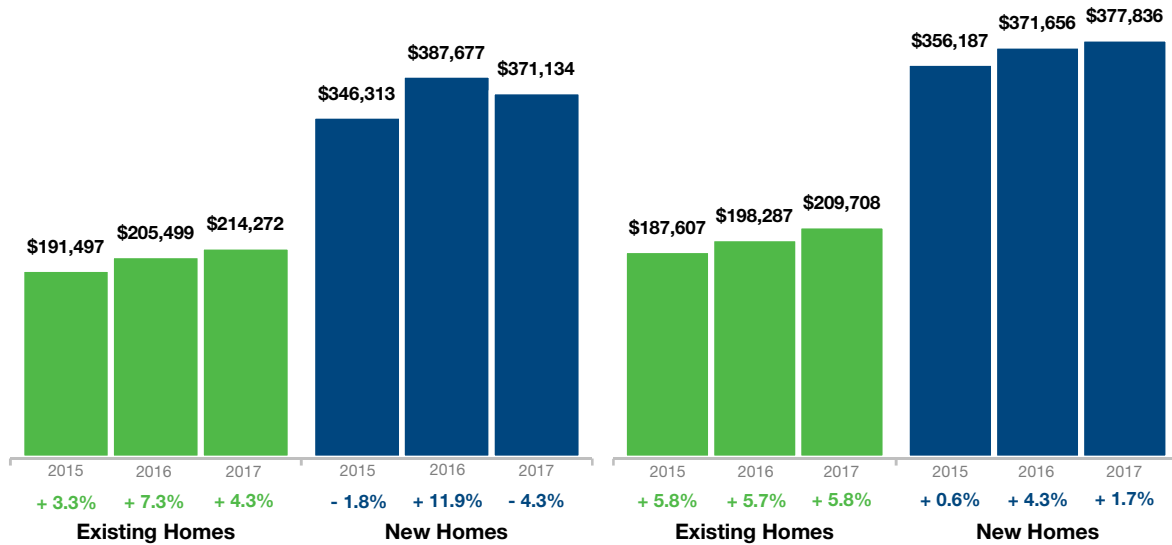
# Average Sales Price

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



## August

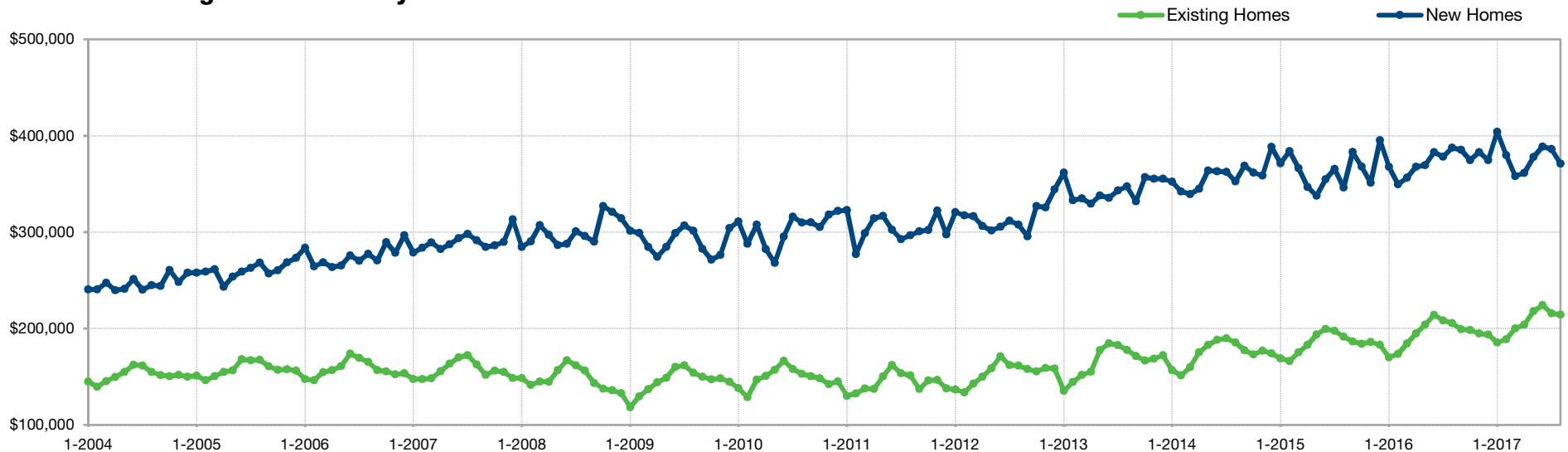
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2016	\$199,324	+6.9%	\$385,364	+0.6%
Oct-2016	\$198,401	+7.8%	\$374,679	+1.8%
Nov-2016	\$194,884	+4.8%	\$382,907	+9.1%
Dec-2016	\$193,680	+5.9%	\$374,658	-5.2%
Jan-2017	\$185,596	+9.2%	\$404,127	+9.9%
Feb-2017	\$188,898	+8.7%	\$379,748	+8.6%
Mar-2017	\$200,118	+8.5%	\$357,981	+0.4%
Apr-2017	\$203,790	+4.7%	\$361,433	-1.7%
May-2017	\$217,831	+6.8%	\$377,982	+2.3%
Jun-2017	\$224,218	+4.7%	\$388,778	+1.5%
Jul-2017	\$215,711	+3.6%	\$386,119	+2.1%
<b>Aug-2017</b>	<b>\$214,272</b>	<b>+4.3%</b>	<b>\$371,134</b>	<b>-4.3%</b>
12-Month Avg*	\$194,343	+5.8%	\$372,904	+1.4%

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

## Historical Average Sales Price by Month



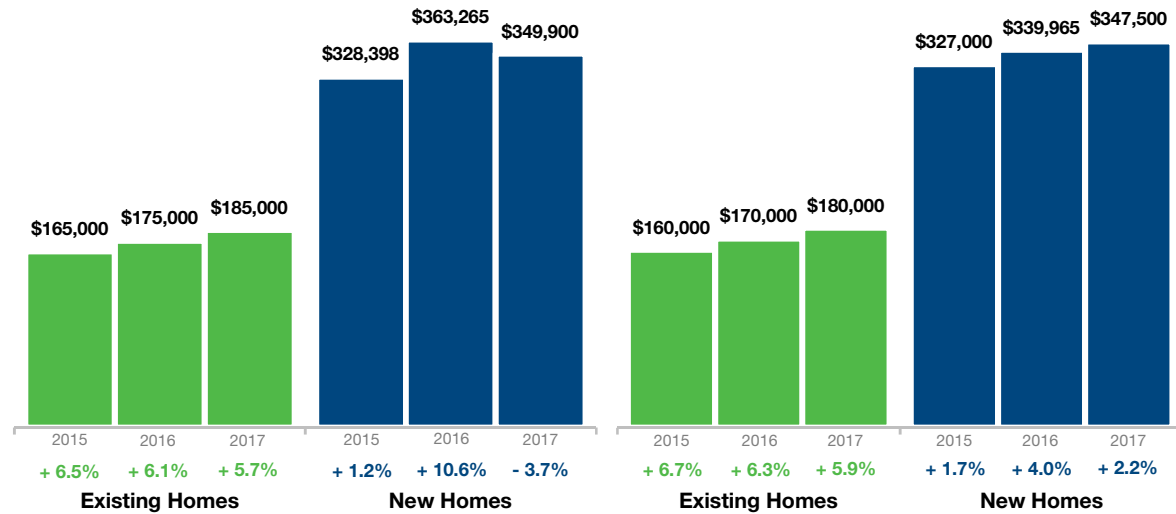
# Median Sales Price

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



## August

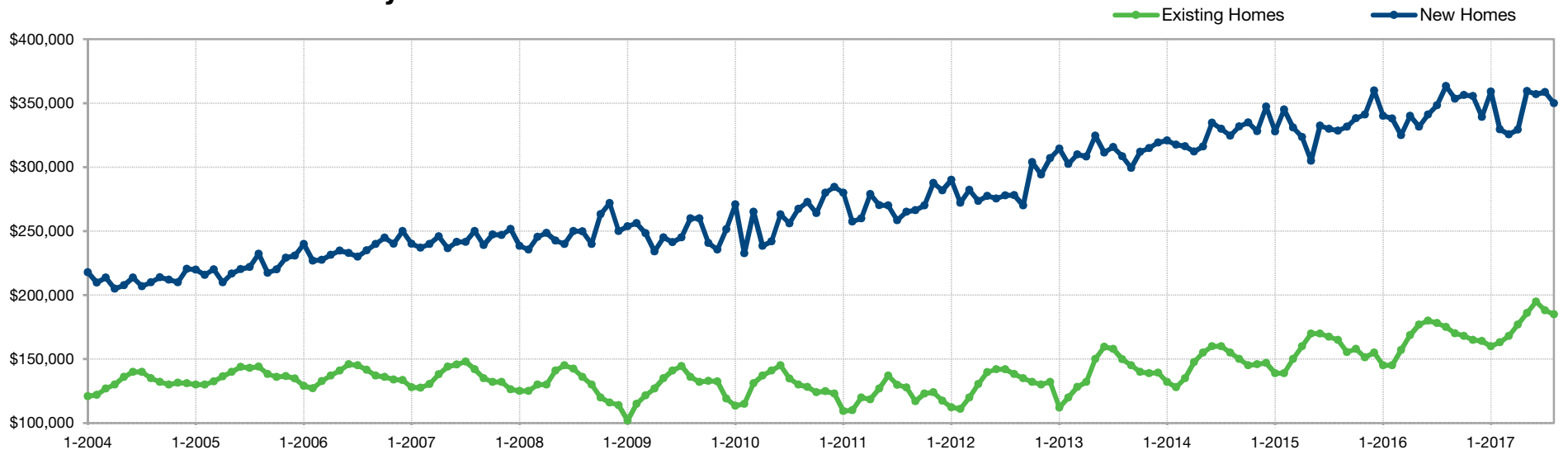
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	\$163,000	+12.4%	\$329,593	-2.5%
Mar-2017	\$168,000	+7.0%	\$325,628	+0.2%
Apr-2017	\$177,000	+4.9%	\$329,250	-3.1%
May-2017	\$186,000	+5.1%	\$359,428	+8.4%
Jun-2017	\$194,900	+8.3%	\$357,000	+4.7%
Jul-2017	\$188,000	+5.6%	\$358,660	+3.0%
<b>Aug-2017</b>	<b>\$185,000</b>	<b>+5.7%</b>	<b>\$349,900</b>	<b>-3.7%</b>
12-Month Avg*	\$165,000	+6.1%	\$340,325	+2.5%

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

## Historical Median Sales Price by Month



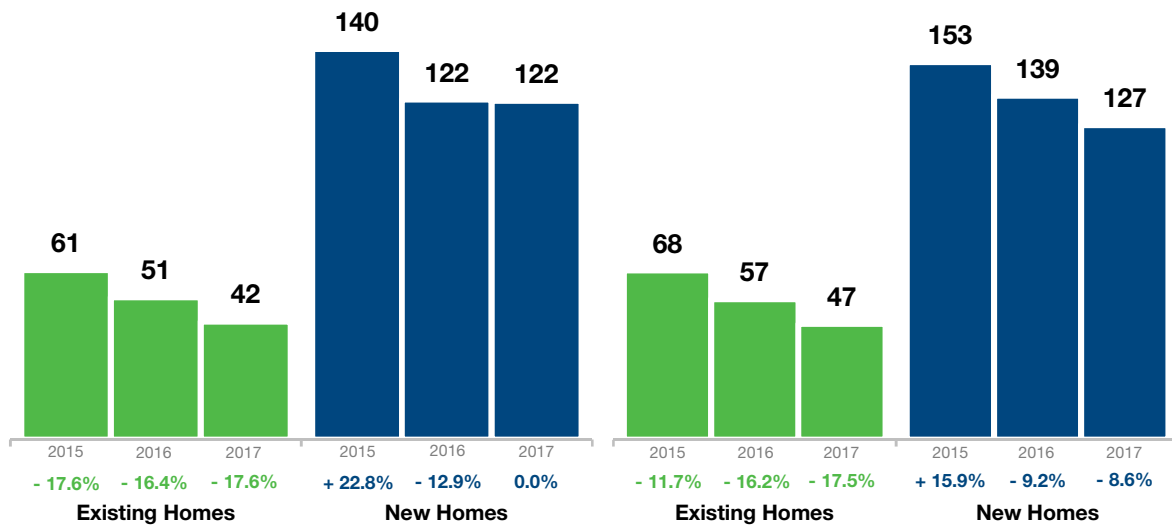
# Days on Market Until Sale

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



## August

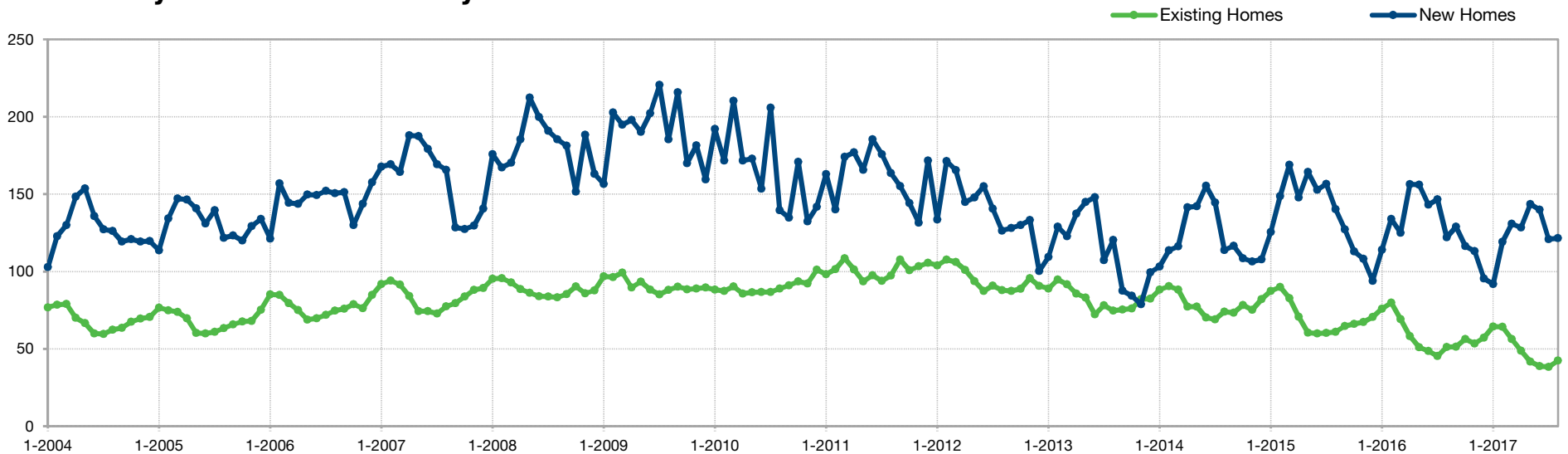
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	143	-8.3%
Jun-2017	39	-20.4%	140	-2.1%
Jul-2017	38	-15.6%	121	-17.7%
<b>Aug-2017</b>	<b>42</b>	<b>-17.6%</b>	<b>122</b>	<b>0.0%</b>
12-Month Avg*	60	-17.7%	131	-6.0%

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

## Historical Days on Market Until Sale by Month

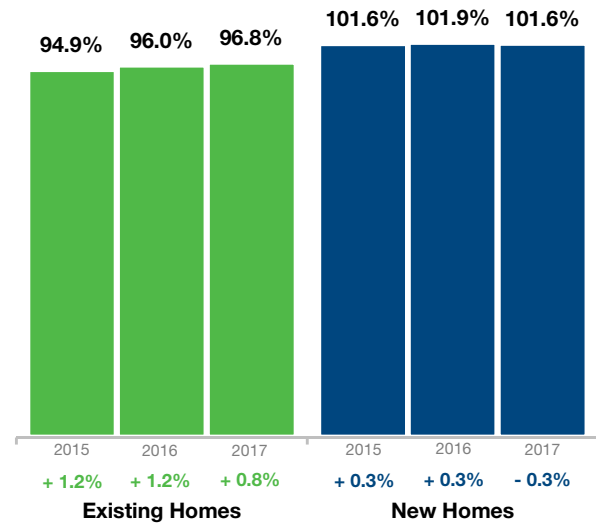


# Percentage of Original List Price Received

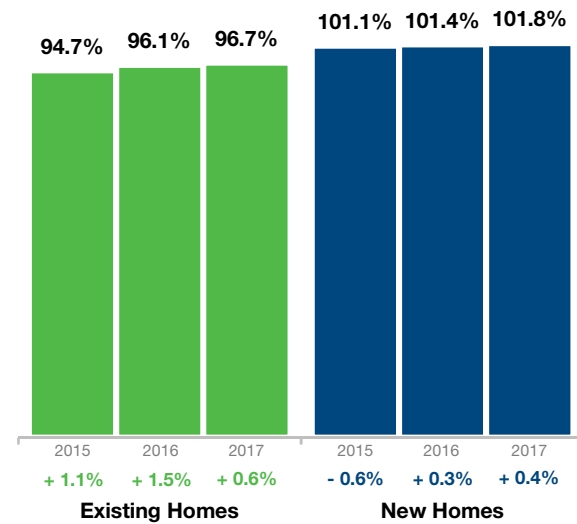
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



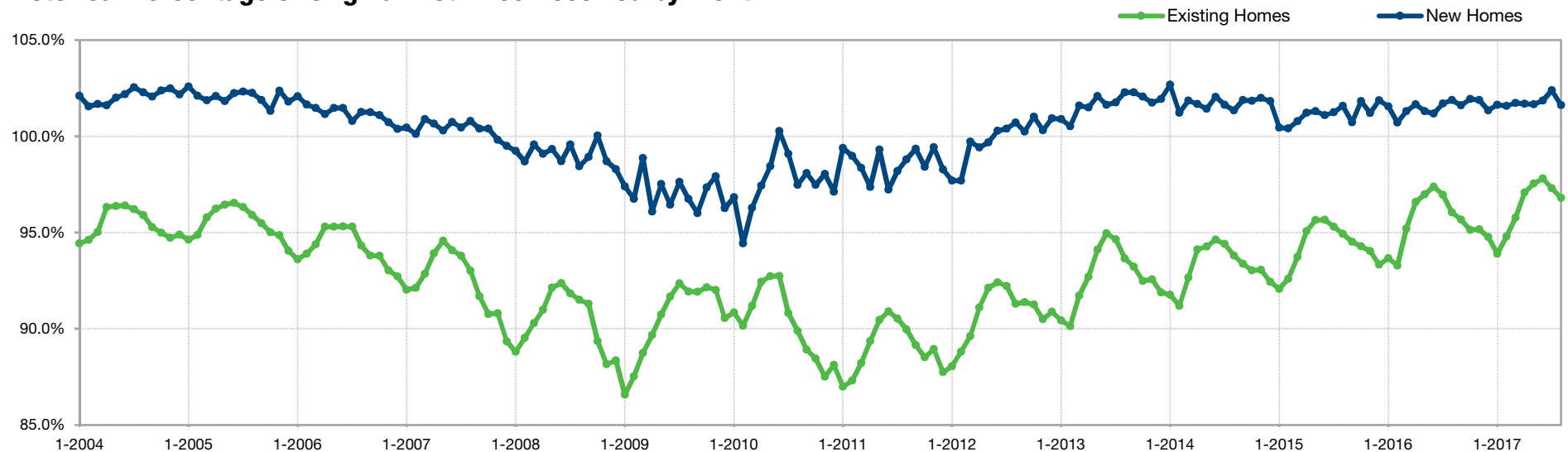
## Year to Date



Pct. of Orig. Price Received	Year-Over-Year Change		New Homes	Year-Over-Year Change
	Existing Homes			
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%
Jun-2017	97.8%	+0.4%	101.9%	+0.7%
Jul-2017	97.3%	+0.3%	102.4%	+0.7%
<b>Aug-2017</b>	<b>96.8%</b>	<b>+0.8%</b>	<b>101.6%</b>	<b>-0.3%</b>
12-Month Avg*	95.5%	+0.7%	101.4%	+0.3%

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

## Historical Percentage of Original List Price Received by Month



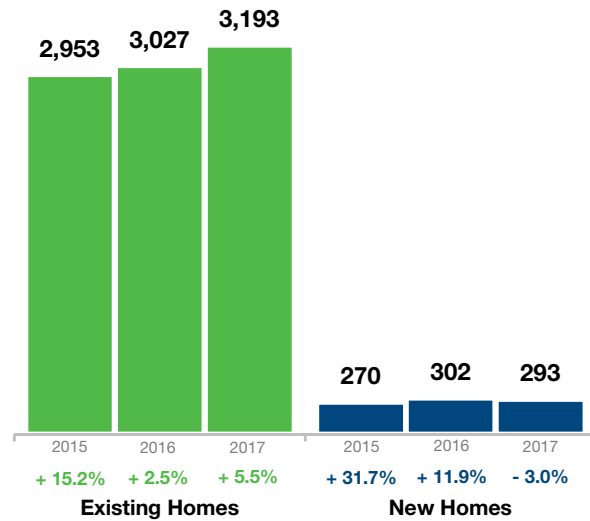


# Pending Sales

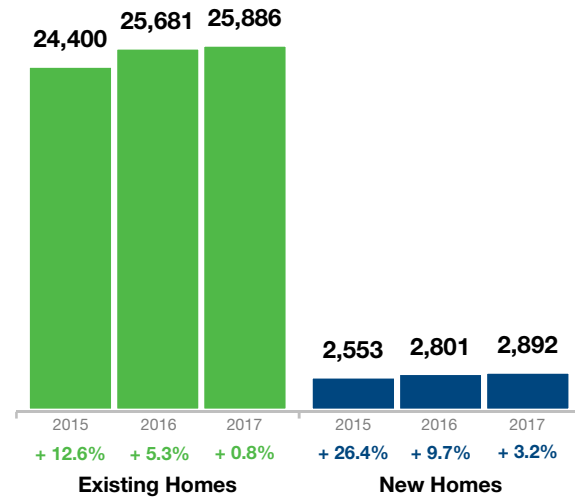
A count of the properties on which offers have been accepted in a given month.



## August

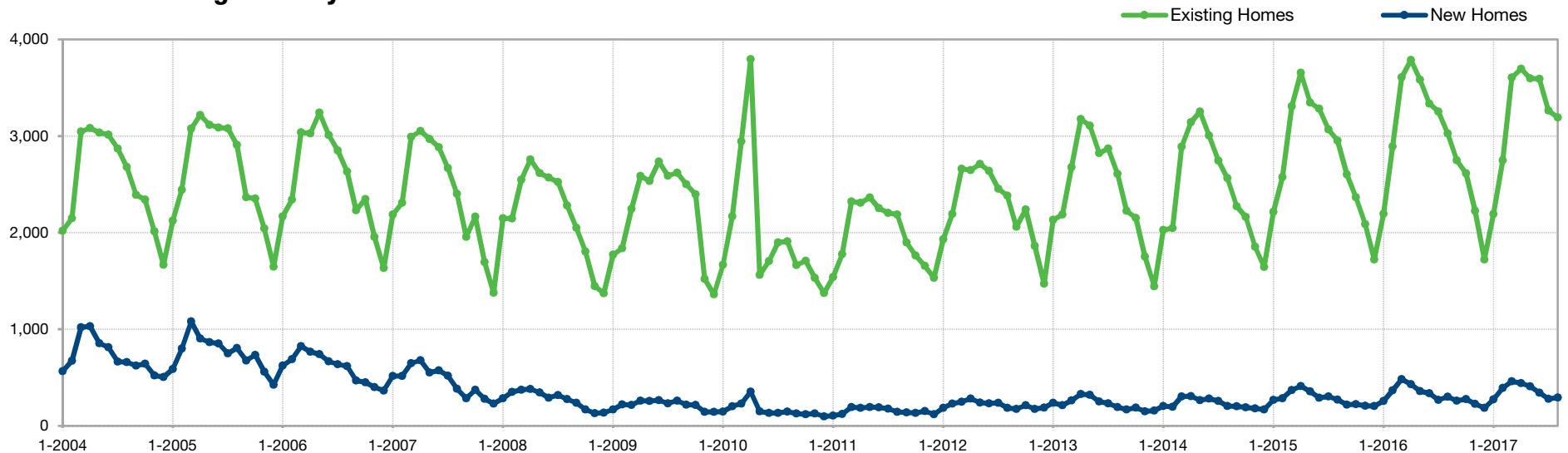


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2016	2,750	+5.6%	260	+19.3%
Oct-2016	2,613	+10.4%	276	+23.2%
Nov-2016	2,226	+6.6%	227	+9.1%
Dec-2016	1,723	+0.1%	186	-9.7%
Jan-2017	2,193	-0.1%	275	+7.0%
Feb-2017	2,748	-5.0%	393	+7.1%
Mar-2017	3,606	-0.1%	462	-4.1%
Apr-2017	3,697	-2.4%	441	+2.6%
May-2017	3,596	+0.3%	408	+13.3%
Jun-2017	3,590	+7.6%	342	+1.8%
Jul-2017	3,263	+0.3%	278	+4.1%
<b>Aug-2017</b>	<b>3,193</b>	<b>+5.5%</b>	<b>293</b>	<b>-3.0%</b>
12-Month Avg	2,933	+2.1%	320	+5.0%

## Historical Pending Sales by Month

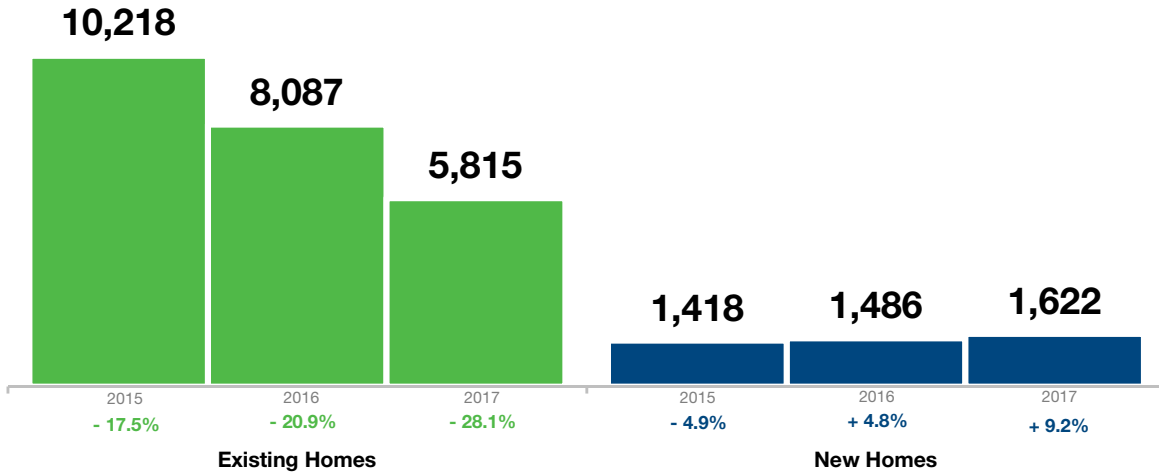


# Inventory

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

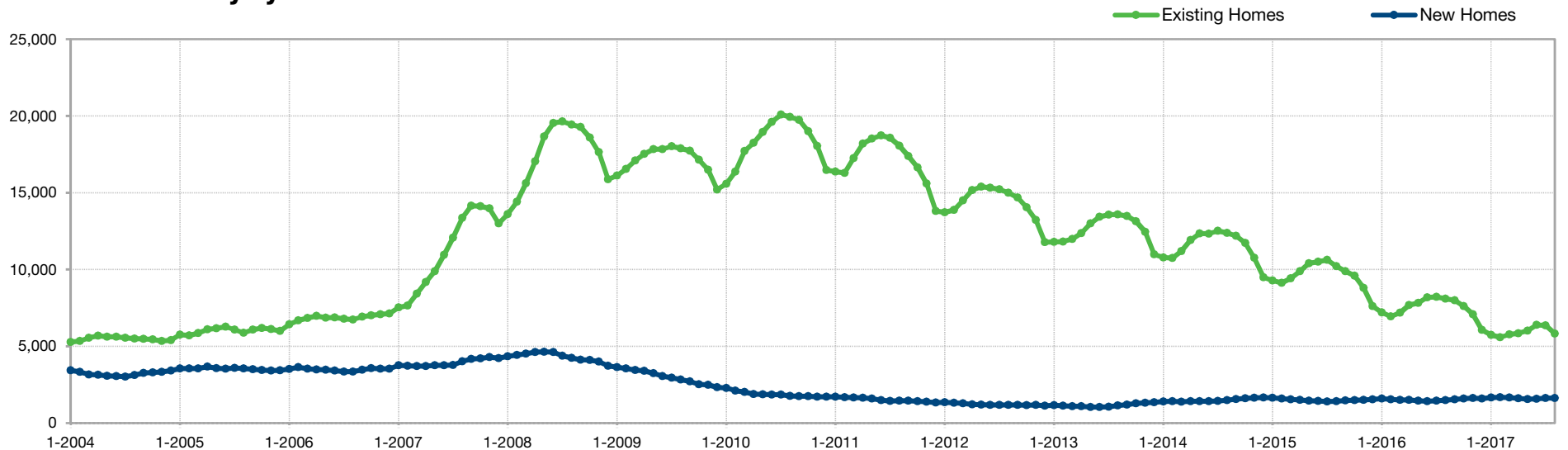


## August



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2016	7,993	-19.1%	1,543	+4.5%
Oct-2016	7,614	-20.7%	1,590	+7.1%
Nov-2016	7,088	-19.4%	1,624	+7.4%
Dec-2016	6,070	-20.3%	1,592	+3.9%
Jan-2017	5,732	-20.4%	1,661	+4.7%
Feb-2017	5,588	-19.4%	1,681	+8.9%
Mar-2017	5,770	-19.6%	1,652	+9.5%
Apr-2017	5,837	-24.0%	1,612	+7.4%
May-2017	6,015	-23.1%	1,559	+7.8%
Jun-2017	6,385	-22.0%	1,581	+11.4%
Jul-2017	6,350	-22.7%	1,628	+12.1%
<b>Aug-2017</b>	<b>5,815</b>	<b>-28.1%</b>	<b>1,622</b>	<b>+9.2%</b>
12-Month Avg*	6,355	-21.5%	1,612	+7.8%

## Historical Inventory by Month

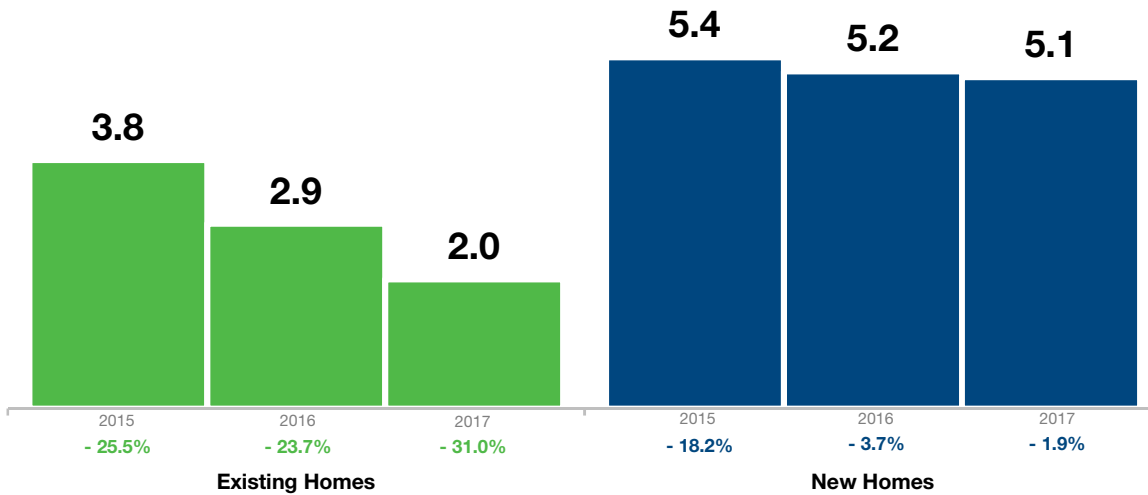


# Supply

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-2016	2.8	-24.3%	5.3	-5.4%
Oct-2016	2.7	-22.9%	5.5	-1.8%
Nov-2016	2.4	-25.0%	5.5	-3.5%
Dec-2016	2.1	-25.0%	5.3	-7.0%
Jan-2017	2.0	-23.1%	5.5	-6.8%
Feb-2017	1.9	-24.0%	5.5	-1.8%
Mar-2017	2.0	-23.1%	5.3	-3.6%
Apr-2017	2.0	-28.6%	5.2	-3.7%
May-2017	2.1	-25.0%	5.0	-3.8%
Jun-2017	2.2	-24.1%	4.9	-2.0%
Jul-2017	2.2	-24.1%	5.1	0.0%
<b>Aug-2017</b>	<b>2.0</b>	<b>-31.0%</b>	<b>5.1</b>	<b>-1.9%</b>
12-Month Avg*	2.9	-25.6%	5.5	-3.7%

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

## Historical Supply by Month

