

# 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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		2,608	<b>2,472</b>	- 5.2%	35,139	<b>35,145</b>	+ 0.0%
<b>Average Sales Price</b>		\$193,680	<b>\$211,503</b>	+ 9.2%	\$197,824	<b>\$209,458</b>	+ 5.9%
<b>Median Sales Price</b>		\$164,000	<b>\$177,000</b>	+ 7.9%	\$169,000	<b>\$180,000</b>	+ 6.5%
<b>Days on Market</b>		57	<b>49</b>	- 14.0%	56	<b>46</b>	- 17.9%
<b>Pct. of Orig. Price Received</b>		94.8%	<b>95.4%</b>	+ 0.6%	95.8%	<b>96.4%</b>	+ 0.6%
<b>Pending Sales</b>		1,712	<b>2,042</b>	+ 19.3%	34,984	<b>35,692</b>	+ 2.0%
<b>Inventory</b>		6,176	<b>4,651</b>	- 24.7%	--	--	--
<b>Supply</b>		2.1	<b>1.6</b>	- 23.8%	--	--	--

# 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	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		327	<b>293</b>	- 10.4%	3,606	<b>3,873</b>	+ 7.4%
<b>Average Sales Price</b>		\$374,658	<b>\$381,142</b>	+ 1.7%	\$374,161	<b>\$381,692</b>	+ 2.0%
<b>Median Sales Price</b>		\$339,100	<b>\$346,789</b>	+ 2.3%	\$343,875	<b>\$348,600</b>	+ 1.4%
<b>Days on Market</b>		95	<b>117</b>	+ 23.2%	131	<b>127</b>	- 3.1%
<b>Pct. of Orig. Price Received</b>		101.3%	<b>101.3%</b>	0.0%	101.5%	<b>101.7%</b>	+ 0.2%
<b>Pending Sales</b>		185	<b>266</b>	+ 43.8%	3,746	<b>4,051</b>	+ 8.1%
<b>Inventory</b>		1,624	<b>1,802</b>	+ 11.0%	--	--	--
<b>Supply</b>		5.4	<b>5.6</b>	+ 3.7%	--	--	--

# 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.

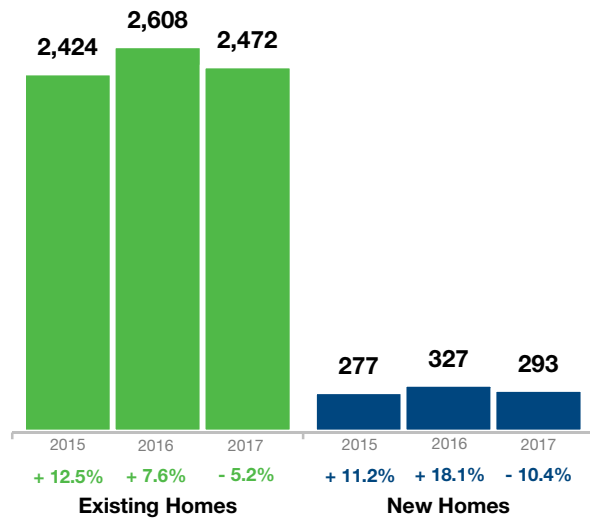
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		2,935	<b>2,765</b>	- 5.8%	38,745	<b>39,019</b>	+ 0.7%
<b>Average Sales Price</b>		\$213,913	<b>\$229,525</b>	+ 7.3%	\$214,260	<b>\$226,549</b>	+ 5.7%
<b>Median Sales Price</b>		\$175,500	<b>\$190,000</b>	+ 8.3%	\$180,000	<b>\$192,400</b>	+ 6.9%
<b>Days on Market</b>		61	<b>56</b>	- 8.2%	63	<b>54</b>	- 14.3%
<b>Pct. of Orig. Price Received</b>		95.5%	<b>96.0%</b>	+ 0.5%	96.4%	<b>97.0%</b>	+ 0.6%
<b>Pending Sales</b>		1,897	<b>2,308</b>	+ 21.7%	38,730	<b>39,743</b>	+ 2.6%
<b>Inventory</b>		7,800	<b>6,453</b>	- 17.3%	--	--	--
<b>Supply</b>		2.4	<b>2.0</b>	- 16.7%	--	--	--

# Closed Sales

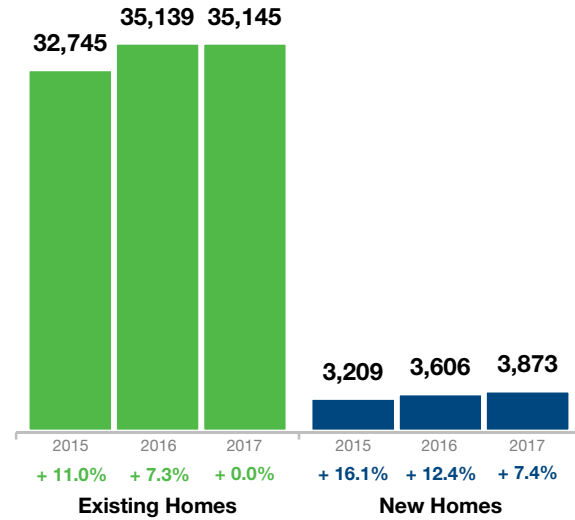
A count of the actual sales that closed in a given month.



## December

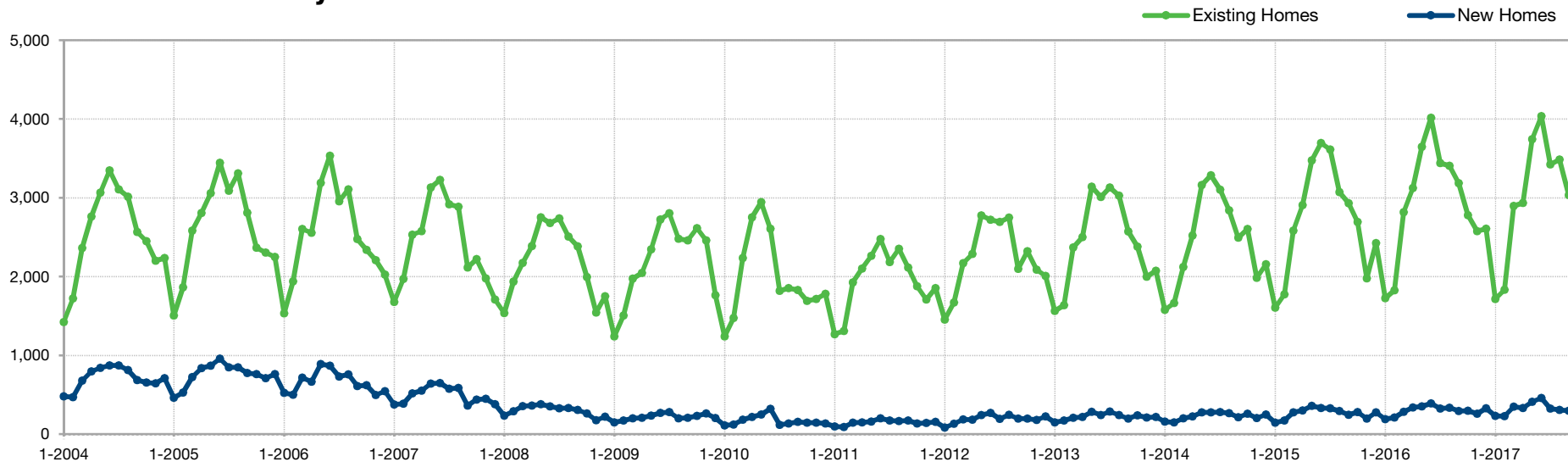


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2017	1,716	-0.5%	233	+22.6%
Feb-2017	1,832	+0.3%	227	+7.1%
Mar-2017	2,895	+2.8%	348	+22.5%
Apr-2017	2,932	-6.1%	332	-1.8%
May-2017	3,743	+2.6%	411	+16.8%
Jun-2017	4,036	+0.5%	458	+16.8%
Jul-2017	3,421	-0.5%	326	+0.3%
Aug-2017	3,483	+2.3%	307	-8.6%
Sep-2017	3,033	-4.8%	298	+1.7%
Oct-2017	2,832	+1.9%	311	+4.4%
Nov-2017	2,750	+6.8%	329	+27.0%
<b>Dec-2017</b>	<b>2,472</b>	<b>-5.2%</b>	<b>293</b>	<b>-10.4%</b>
12-Month Avg	2,929	+0.0%	323	+7.4%

## Historical Closed Sales by Month

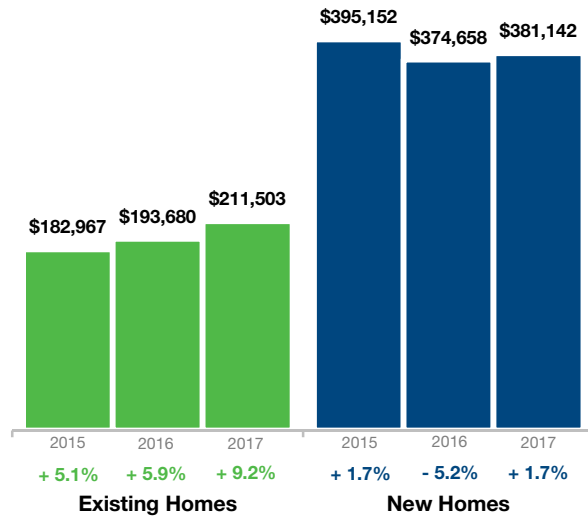


# Average Sales Price

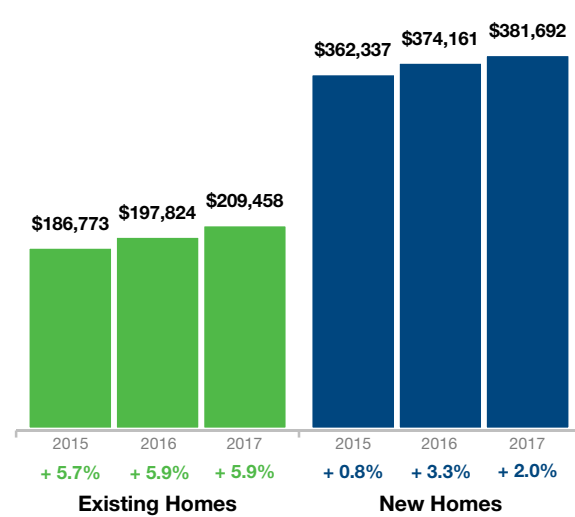
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



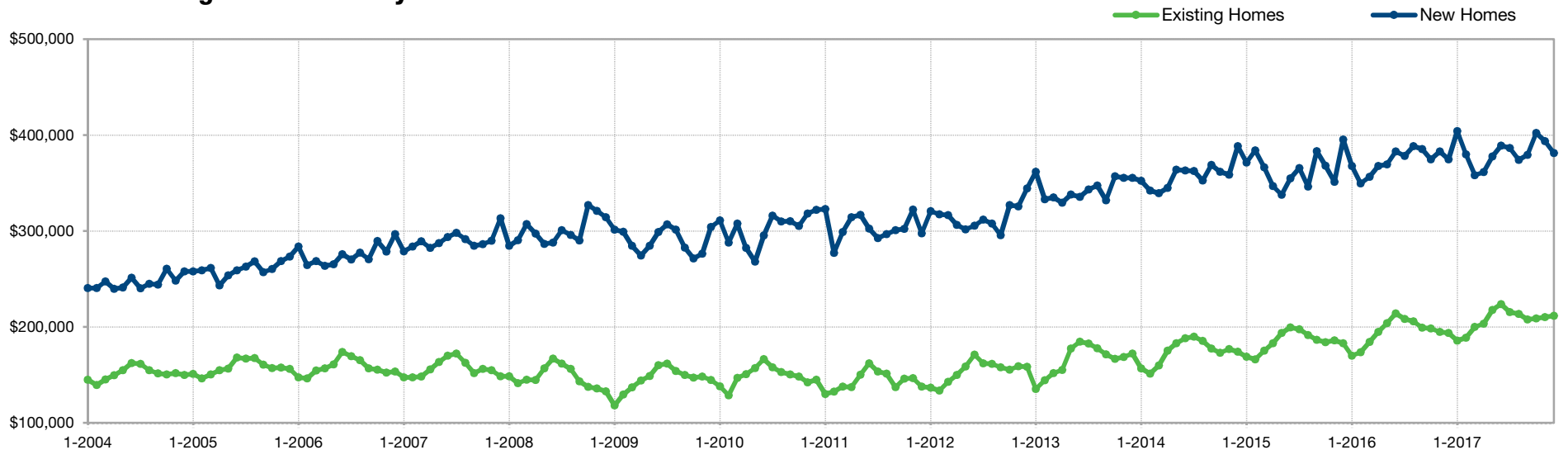
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2017	\$185,623	+9.2%	\$404,127	+9.9%
Feb-2017	\$188,866	+8.7%	\$379,748	+8.6%
Mar-2017	\$200,125	+8.5%	\$357,981	+0.4%
Apr-2017	\$203,354	+4.4%	\$361,439	-1.7%
May-2017	\$217,707	+6.7%	\$377,613	+2.2%
Jun-2017	\$223,852	+4.5%	\$389,039	+1.6%
Jul-2017	\$215,367	+3.4%	\$386,468	+2.2%
Aug-2017	\$213,674	+3.9%	\$373,980	-3.7%
Sep-2017	\$207,655	+4.2%	\$379,194	-1.6%
Oct-2017	\$208,803	+5.2%	\$402,037	+7.3%
Nov-2017	\$210,117	+7.8%	\$393,673	+2.8%
<b>Dec-2017</b>	<b>\$211,503</b>	<b>+9.2%</b>	<b>\$381,142</b>	<b>+1.7%</b>
12-Month Avg*	\$197,824	+5.9%	\$374,161	+2.0%

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

## Historical Average Sales Price by Month

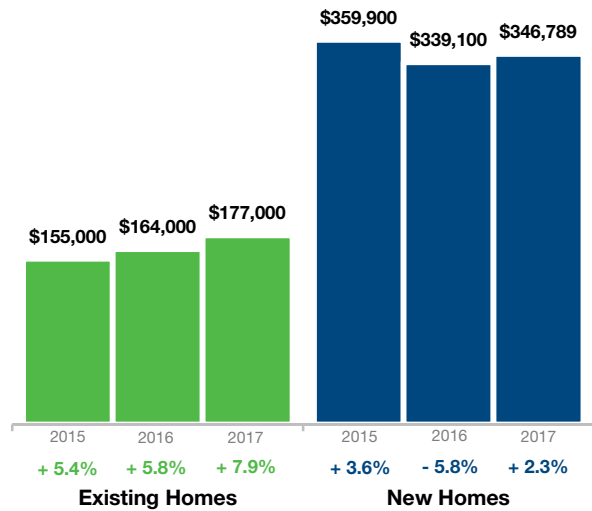


# Median Sales Price

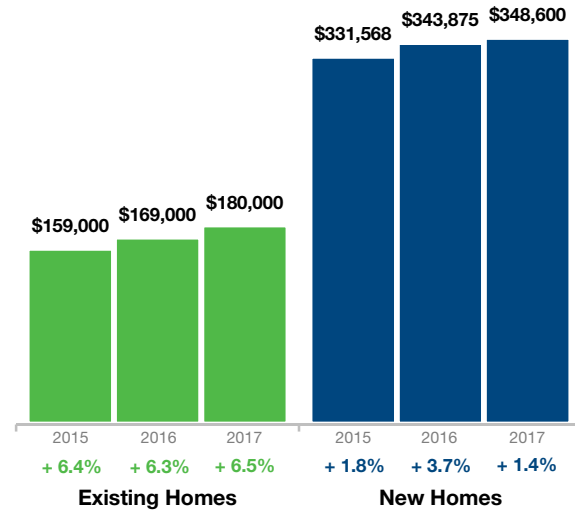
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



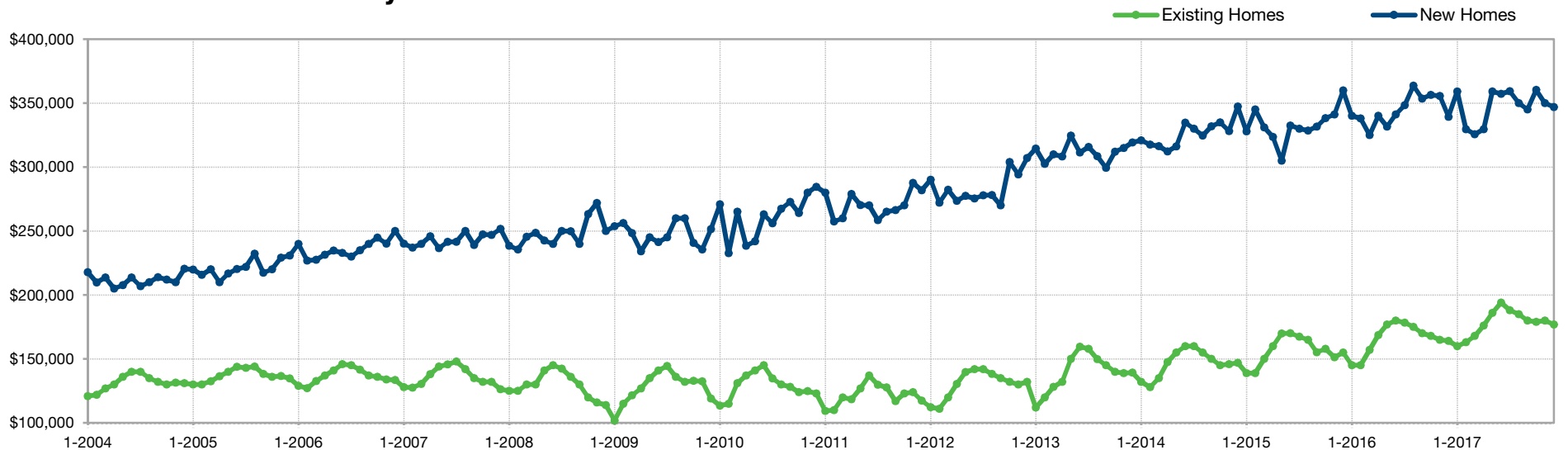
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	\$176,000	+4.3%	\$329,500	-3.1%
May-2017	\$186,000	+5.1%	\$359,000	+8.2%
Jun-2017	\$194,000	+7.8%	\$357,225	+4.7%
Jul-2017	\$188,000	+5.4%	\$359,280	+3.2%
Aug-2017	\$185,000	+5.7%	\$349,900	-3.8%
Sep-2017	\$180,000	+5.9%	\$345,000	-2.4%
Oct-2017	\$179,000	+6.5%	\$360,347	+1.1%
Nov-2017	\$180,000	+9.1%	\$349,900	-1.6%
<b>Dec-2017</b>	<b>\$177,000</b>	<b>+7.9%</b>	<b>\$346,789</b>	<b>+2.3%</b>
12-Month Avg*	\$169,000	+6.5%	\$343,875	+1.4%

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

## Historical Median Sales Price by Month



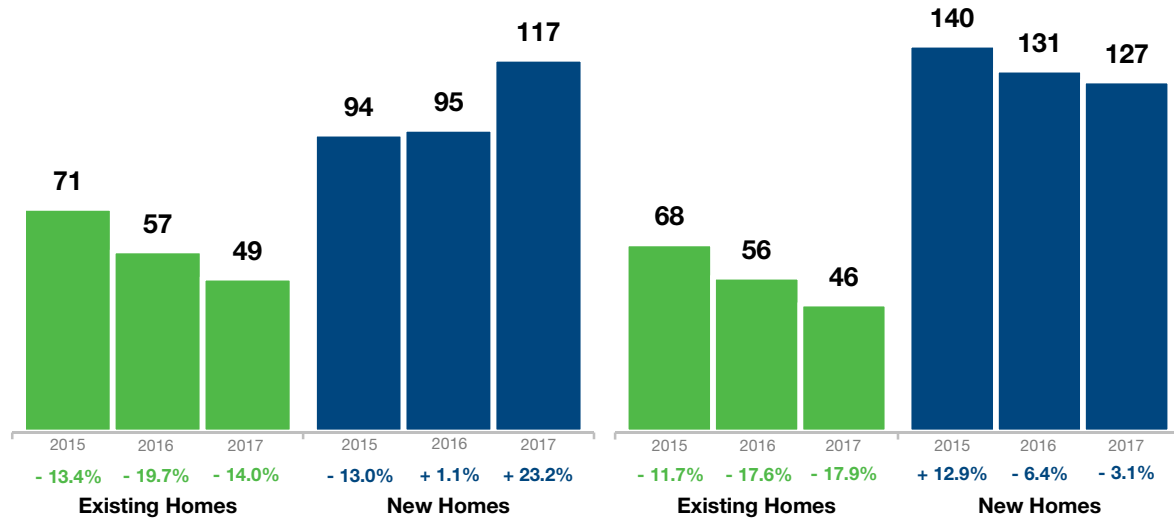
# Days on Market Until Sale

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



## December

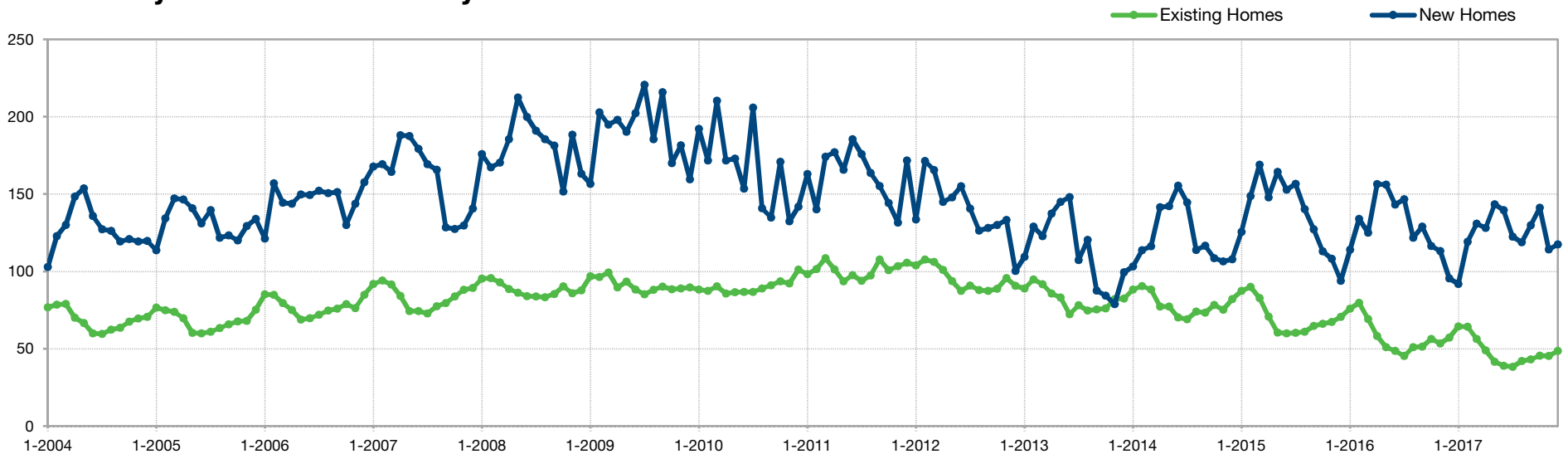
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	122	-17.0%
Aug-2017	42	-17.6%	119	-2.5%
Sep-2017	43	-15.7%	130	+0.8%
Oct-2017	45	-19.6%	141	+21.6%
Nov-2017	45	-15.1%	114	+0.9%
<b>Dec-2017</b>	<b>49</b>	<b>-14.0%</b>	<b>117</b>	<b>+23.2%</b>
12-Month Avg*	56	-17.3%	131	-3.1%

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

## Historical Days on Market Until Sale by Month

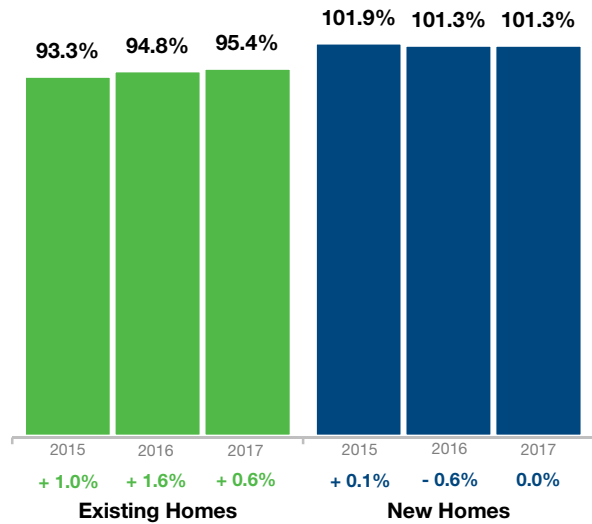


# Percentage of Original List Price Received

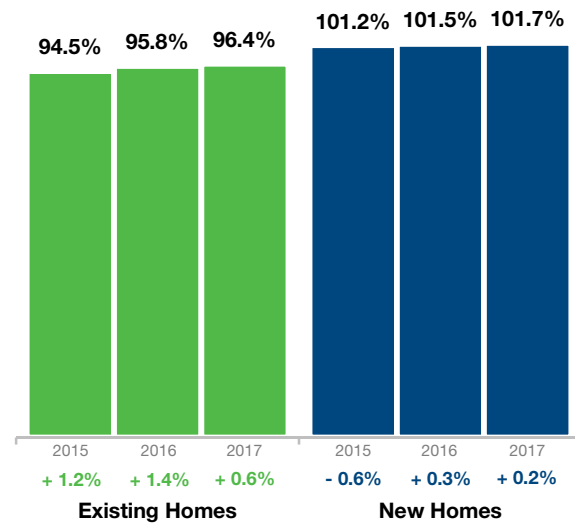
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



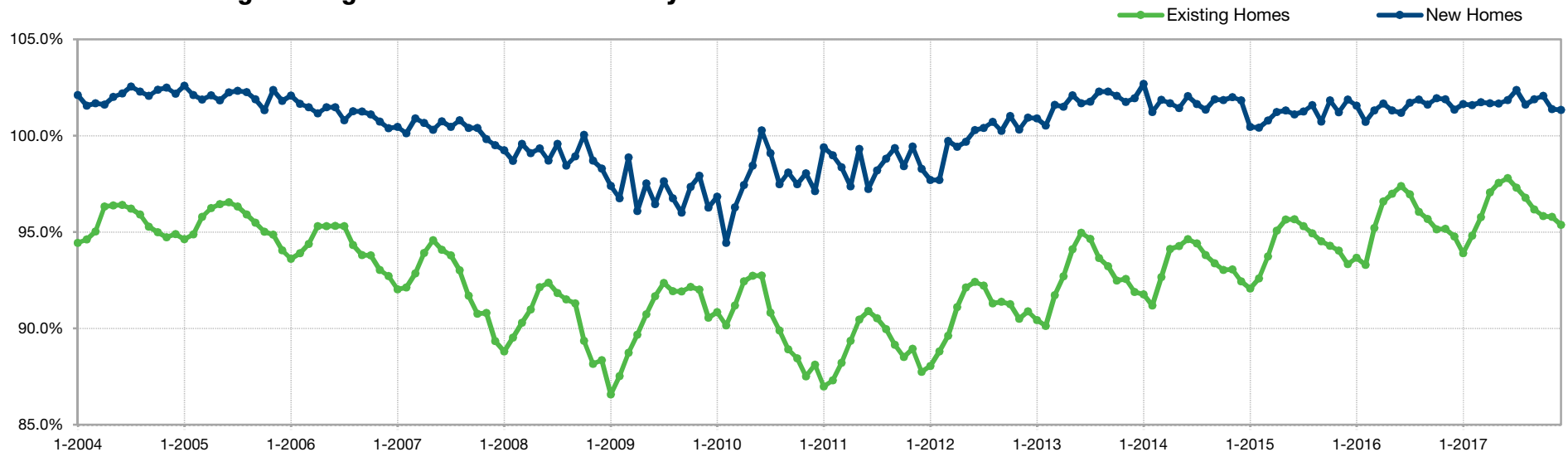
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	101.8%	+0.6%
Jul-2017	97.3%	+0.3%	102.4%	+0.7%
Aug-2017	96.8%	+0.7%	101.6%	-0.3%
Sep-2017	96.2%	+0.5%	101.9%	+0.3%
Oct-2017	95.8%	+0.7%	102.1%	+0.2%
Nov-2017	95.8%	+0.6%	101.4%	-0.5%
<b>Dec-2017</b>	<b>95.4%</b>	<b>+0.6%</b>	<b>101.3%</b>	<b>0.0%</b>
12-Month Avg*	95.8%	+0.6%	101.5%	+0.2%

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

## Historical Percentage of Original List Price Received by Month



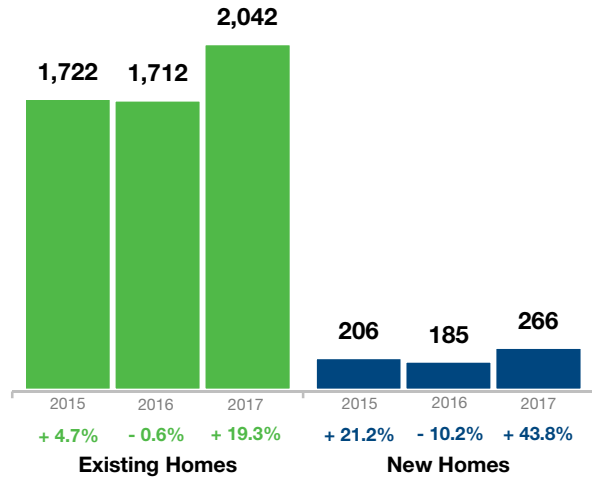


# Pending Sales

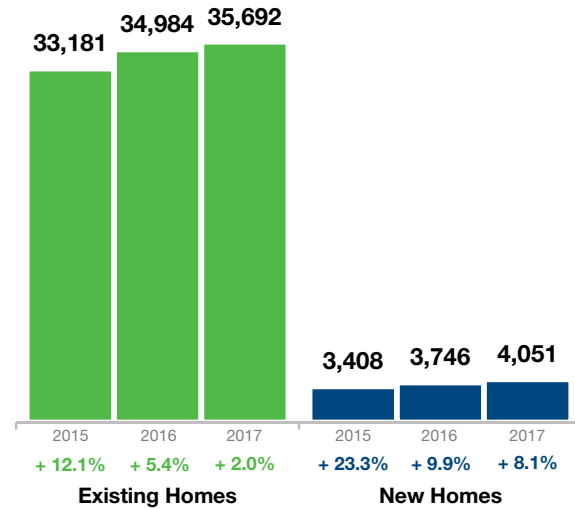
A count of the properties on which offers have been accepted in a given month.



## December

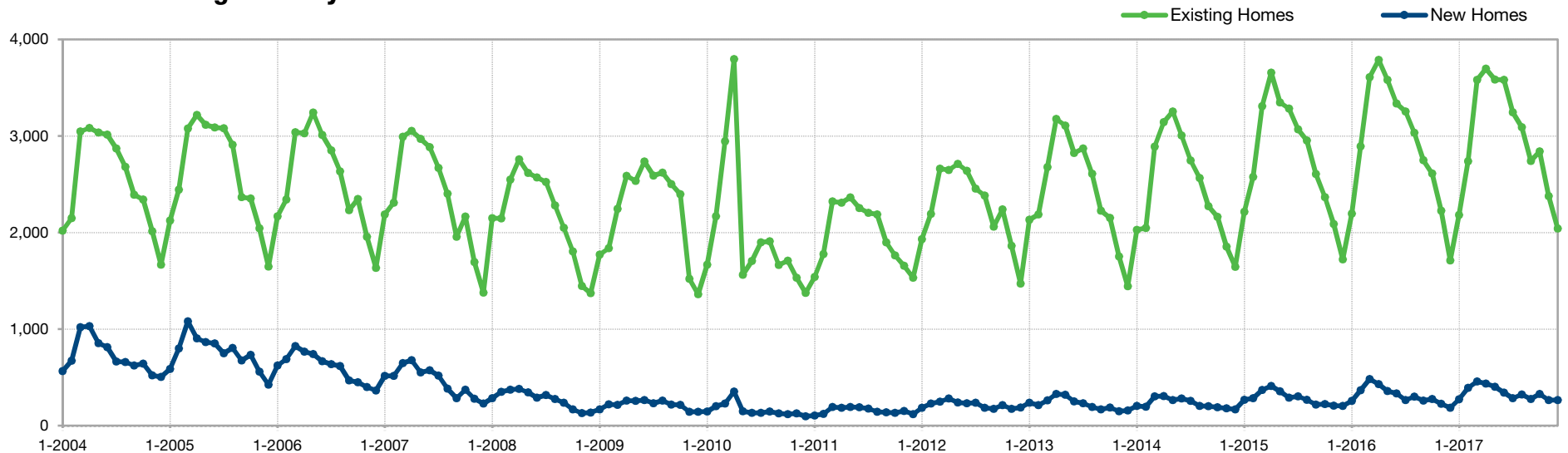


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2017	2,183	-0.5%	275	+7.0%
Feb-2017	2,737	-5.4%	392	+6.8%
Mar-2017	3,580	-0.8%	458	-5.0%
Apr-2017	3,697	-2.4%	436	+1.4%
May-2017	3,582	+0.0%	404	+12.2%
Jun-2017	3,579	+7.3%	342	+2.1%
Jul-2017	3,245	-0.3%	285	+7.1%
Aug-2017	3,090	+1.9%	323	+7.3%
Sep-2017	2,740	-0.4%	277	+6.1%
Oct-2017	2,840	+8.7%	328	+18.8%
Nov-2017	2,377	+6.8%	265	+17.3%
<b>Dec-2017</b>	<b>2,042</b>	<b>+19.3%</b>	<b>266</b>	<b>+43.8%</b>
12-Month Avg	2,974	+2.0%	338	+8.1%

## Historical Pending Sales by Month

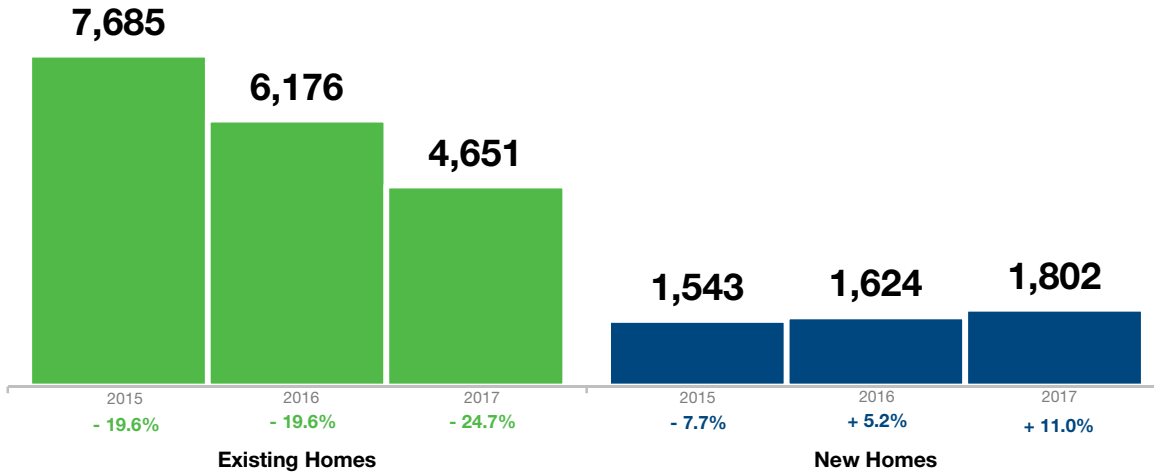


# Inventory

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

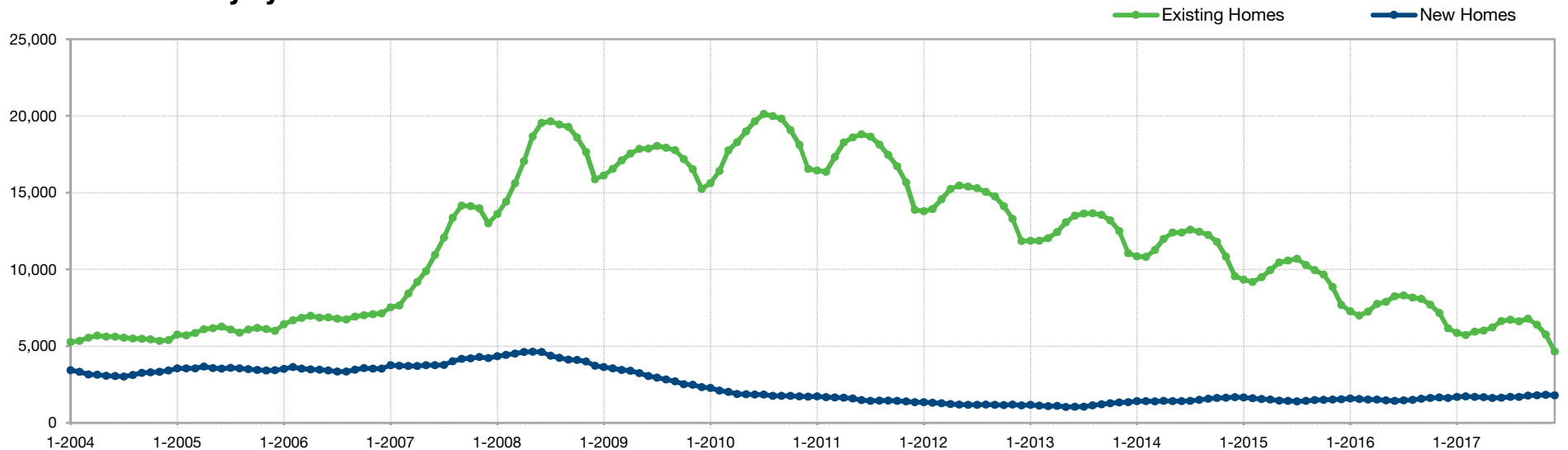


## December



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2017	5,858	-19.4%	1,695	+6.1%
Feb-2017	5,727	-18.2%	1,720	+10.7%
Mar-2017	5,941	-18.0%	1,702	+12.0%
Apr-2017	6,019	-22.3%	1,668	+9.9%
May-2017	6,225	-21.2%	1,618	+10.5%
Jun-2017	6,638	-19.6%	1,643	+14.2%
Jul-2017	6,710	-19.1%	1,689	+14.7%
Aug-2017	6,621	-18.9%	1,693	+12.2%
Sep-2017	6,786	-15.9%	1,777	+13.3%
Oct-2017	6,388	-17.0%	1,803	+11.4%
Nov-2017	5,752	-19.8%	1,827	+10.3%
<b>Dec-2017</b>	<b>4,651</b>	<b>-24.7%</b>	<b>1,802</b>	<b>+11.0%</b>
12-Month Avg*	6,110	-19.4%	1,720	+11.3%

## Historical Inventory by Month

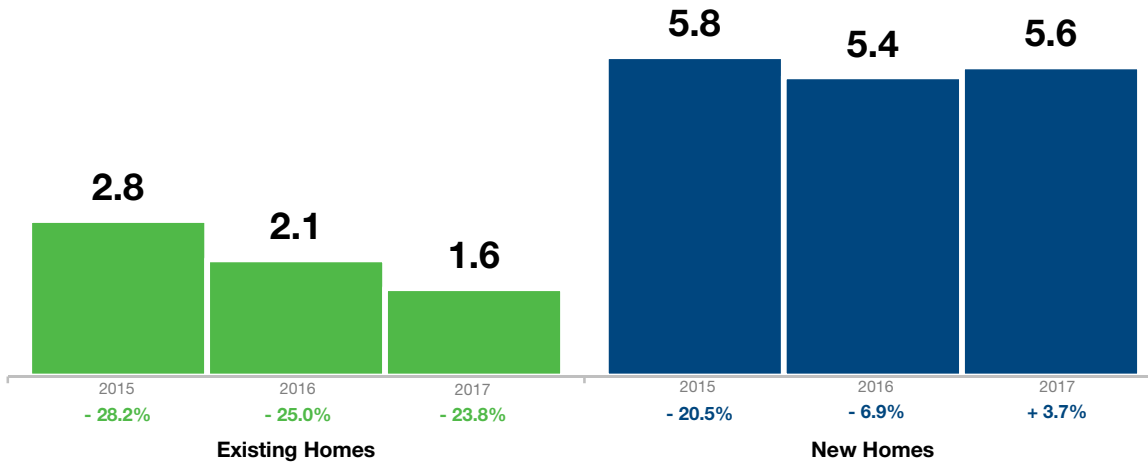


# Supply

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.



## December



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2017	2.0	-25.9%	5.6	-5.1%
Feb-2017	2.0	-23.1%	5.6	-1.8%
Mar-2017	2.0	-23.1%	5.5	0.0%
Apr-2017	2.1	-25.0%	5.4	-1.8%
May-2017	2.1	-25.0%	5.1	-3.8%
Jun-2017	2.3	-20.7%	5.1	0.0%
Jul-2017	2.3	-23.3%	5.3	+1.9%
Aug-2017	2.3	-20.7%	5.3	0.0%
Sep-2017	2.3	-17.9%	5.6	+3.7%
Oct-2017	2.2	-18.5%	5.6	0.0%
Nov-2017	2.0	-20.0%	5.6	0.0%
<b>Dec-2017</b>	<b>1.6</b>	<b>-23.8%</b>	<b>5.6</b>	<b>+3.7%</b>
12-Month Avg*	2.7	-22.4%	5.4	-0.1%

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

## Historical Supply by Month

