

# 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	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		1,834	<b>1,911</b>	+ 4.2%	3,551	<b>3,863</b>	+ 8.8%
<b>Average Sales Price</b>		\$188,848	<b>\$198,852</b>	+ 5.3%	\$187,291	<b>\$204,386</b>	+ 9.1%
<b>Median Sales Price</b>		\$163,000	<b>\$173,000</b>	+ 6.1%	\$162,000	<b>\$175,000</b>	+ 8.0%
<b>Days on Market</b>		64	<b>54</b>	- 15.6%	64	<b>54</b>	- 15.6%
<b>Pct. of Orig. Price Received</b>		94.8%	<b>95.3%</b>	+ 0.5%	94.4%	<b>95.2%</b>	+ 0.8%
<b>Pending Sales</b>		2,738	<b>2,631</b>	- 3.9%	4,920	<b>5,081</b>	+ 3.3%
<b>Inventory</b>		5,731	<b>4,055</b>	- 29.2%	--	--	--
<b>Supply</b>		2.0	<b>1.4</b>	- 30.0%	--	--	--

# 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	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		227	<b>268</b>	+ 18.1%	460	<b>524</b>	+ 13.9%
<b>Average Sales Price</b>		\$379,748	<b>\$352,282</b>	- 7.2%	\$392,097	<b>\$373,011</b>	- 4.9%
<b>Median Sales Price</b>		\$329,593	<b>\$325,500</b>	- 1.2%	\$343,126	<b>\$336,252</b>	- 2.0%
<b>Days on Market</b>		119	<b>124</b>	+ 4.2%	105	<b>108</b>	+ 2.9%
<b>Pct. of Orig. Price Received</b>		101.3%	<b>101.0%</b>	- 0.3%	101.5%	<b>101.2%</b>	- 0.3%
<b>Pending Sales</b>		392	<b>415</b>	+ 5.9%	667	<b>771</b>	+ 15.6%
<b>Inventory</b>		1,725	<b>1,797</b>	+ 4.2%	--	--	--
<b>Supply</b>		5.6	<b>5.4</b>	- 3.6%	--	--	--

# 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.

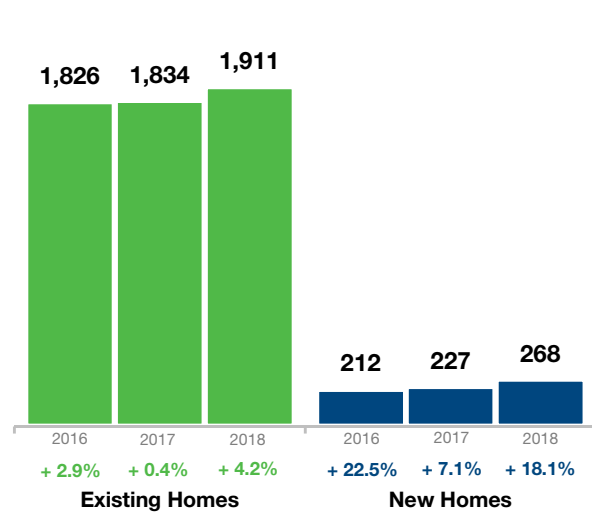
Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		2,061	<b>2,179</b>	+ 5.7%	4,011	<b>4,387</b>	+ 9.4%
<b>Average Sales Price</b>		\$209,894	<b>\$217,757</b>	+ 3.7%	\$210,820	<b>\$224,578</b>	+ 6.5%
<b>Median Sales Price</b>		\$176,500	<b>\$187,500</b>	+ 6.2%	\$175,000	<b>\$190,000</b>	+ 8.6%
<b>Days on Market</b>		70	<b>63</b>	- 10.0%	69	<b>61</b>	- 11.6%
<b>Pct. of Orig. Price Received</b>		95.5%	<b>96.0%</b>	+ 0.5%	95.2%	<b>96.0%</b>	+ 0.8%
<b>Pending Sales</b>		3,130	<b>3,046</b>	- 2.7%	5,587	<b>5,852</b>	+ 4.7%
<b>Inventory</b>		7,456	<b>5,852</b>	- 21.5%	--	--	--
<b>Supply</b>		2.3	<b>1.8</b>	- 21.7%	--	--	--

# Closed Sales

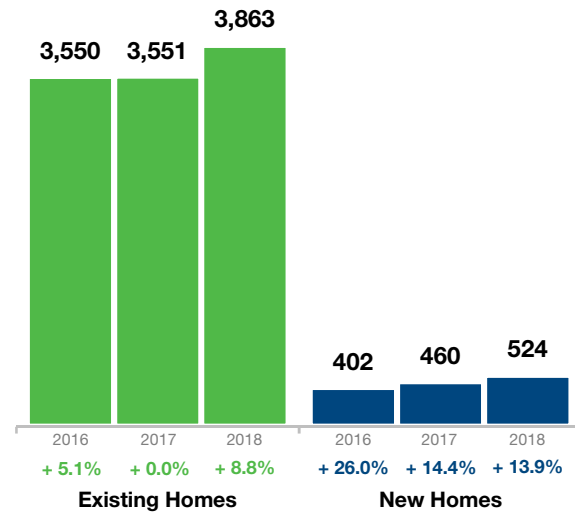
A count of the actual sales that closed in a given month.



## February

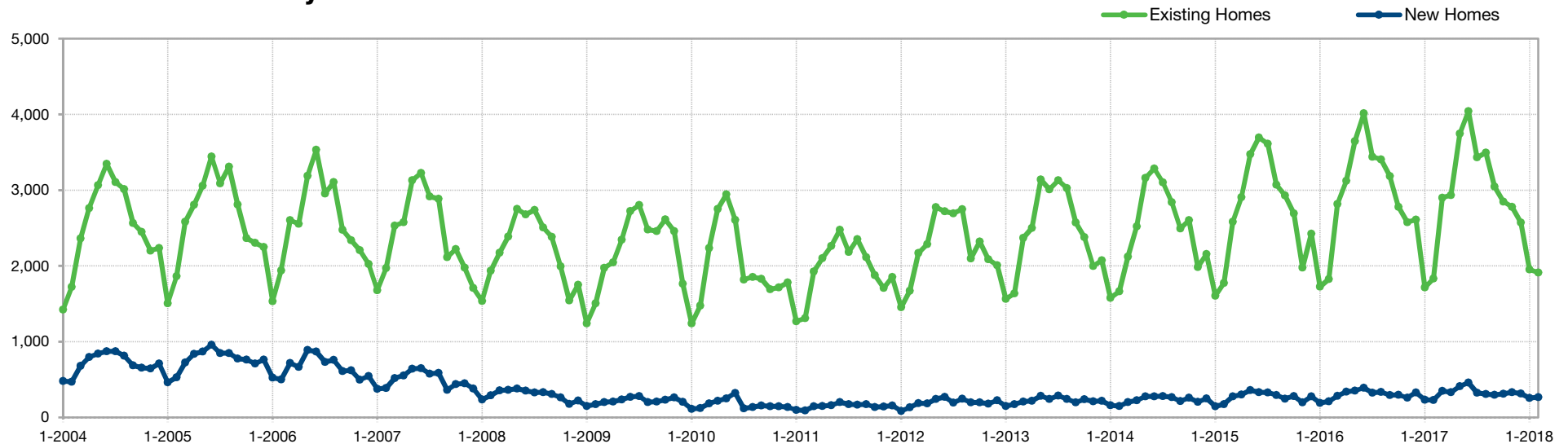


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Mar-2017	2,899	+2.9%	348	+22.5%
Apr-2017	2,934	-6.0%	332	-1.8%
May-2017	3,747	+2.7%	412	+17.0%
Jun-2017	4,042	+0.7%	458	+16.8%
Jul-2017	3,431	-0.2%	326	+0.3%
Aug-2017	3,494	+2.6%	309	-8.0%
Sep-2017	3,047	-4.4%	298	+1.7%
Oct-2017	2,846	+2.4%	311	+4.4%
Nov-2017	2,779	+8.0%	332	+28.2%
Dec-2017	2,573	-1.4%	315	-3.7%
Jan-2018	1,952	+13.7%	256	+9.9%
<b>Feb-2018</b>	<b>1,911</b>	<b>+4.2%</b>	<b>268</b>	<b>+18.1%</b>
12-Month Avg	2,971	+1.5%	330	+8.2%

## Historical Closed Sales by Month

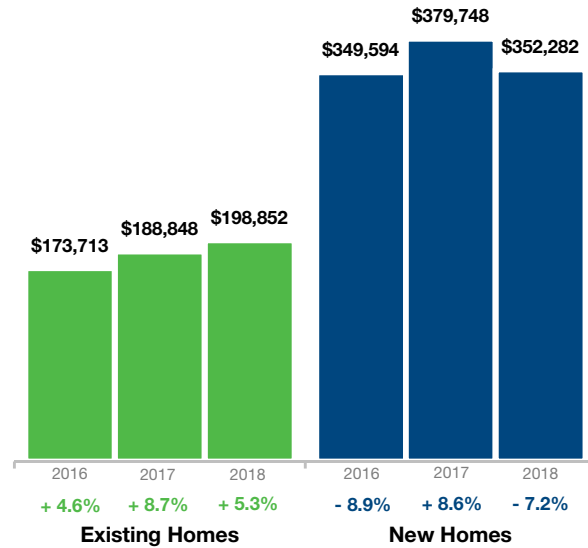


# Average Sales Price

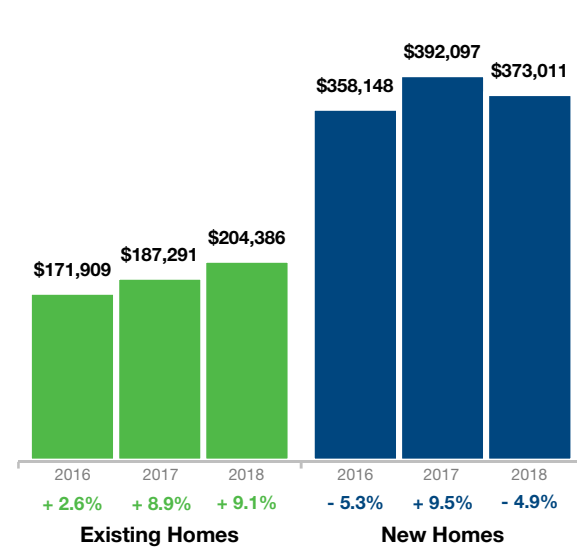
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



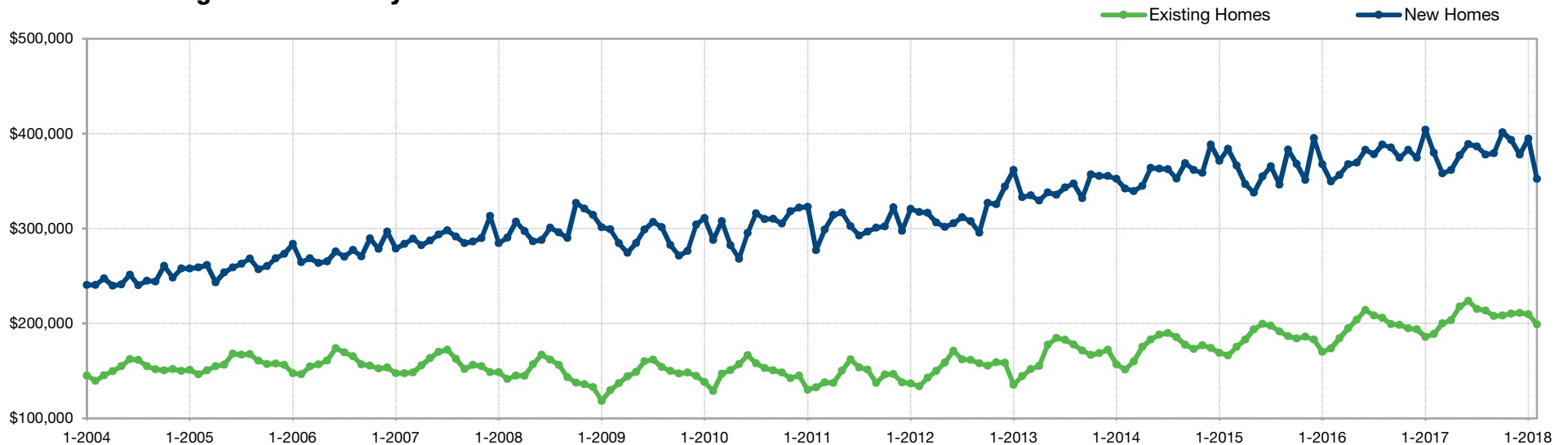
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Mar-2017	\$200,041	+8.4%	\$357,981	+0.4%
Apr-2017	\$203,361	+4.4%	\$361,633	-1.7%
May-2017	\$217,660	+6.7%	\$377,204	+2.1%
Jun-2017	\$223,686	+4.4%	\$389,039	+1.6%
Jul-2017	\$215,231	+3.3%	\$386,468	+2.2%
Aug-2017	\$213,620	+3.8%	\$377,827	-2.7%
Sep-2017	\$207,645	+4.2%	\$379,194	-1.6%
Oct-2017	\$208,377	+5.0%	\$401,229	+7.1%
Nov-2017	\$210,238	+7.9%	\$393,339	+2.7%
Dec-2017	\$211,143	+9.0%	\$377,873	+0.9%
Jan-2018	\$209,812	+13.0%	\$394,711	-2.3%
<b>Feb-2018</b>	<b>\$198,852</b>	<b>+5.3%</b>	<b>\$352,282</b>	<b>-7.2%</b>
12-Month Avg*	\$199,369	+5.8%	\$378,171	+0.3%

\* Avg. Sales Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

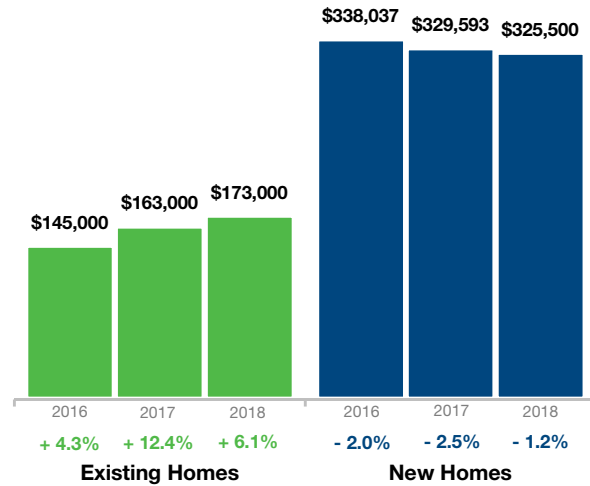


# Median Sales Price

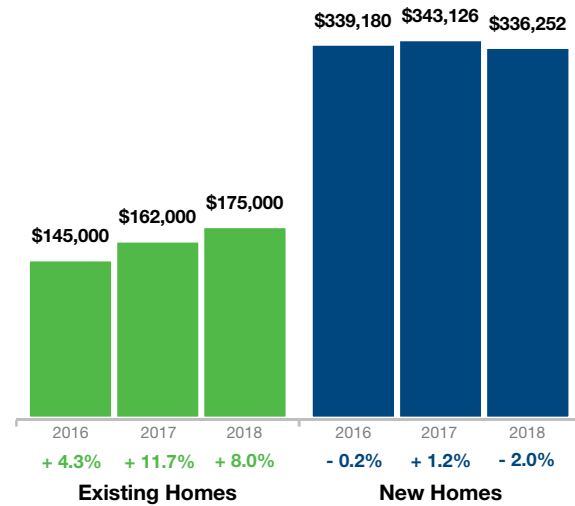
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



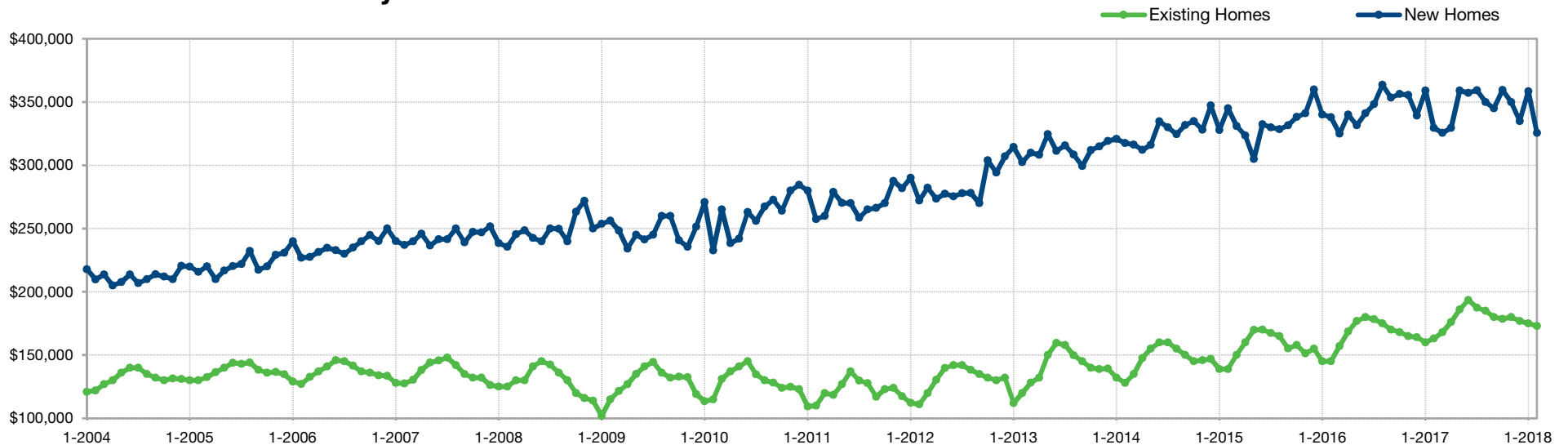
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	\$358,950	+8.2%
Jun-2017	\$193,500	+7.5%	\$357,225	+4.7%
Jul-2017	\$187,500	+5.1%	\$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	\$178,500	+6.2%	\$359,435	+0.9%
Nov-2017	\$180,000	+9.1%	\$349,925	-1.6%
Dec-2017	\$177,000	+7.9%	\$334,780	-1.3%
Jan-2018	\$175,000	+9.4%	\$358,432	-0.2%
<b>Feb-2018</b>	<b>\$173,000</b>	<b>+6.1%</b>	<b>\$325,500</b>	<b>-1.2%</b>
12-Month Avg*	\$170,000	+5.9%	\$344,950	+0.7%

\* Median Sales Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



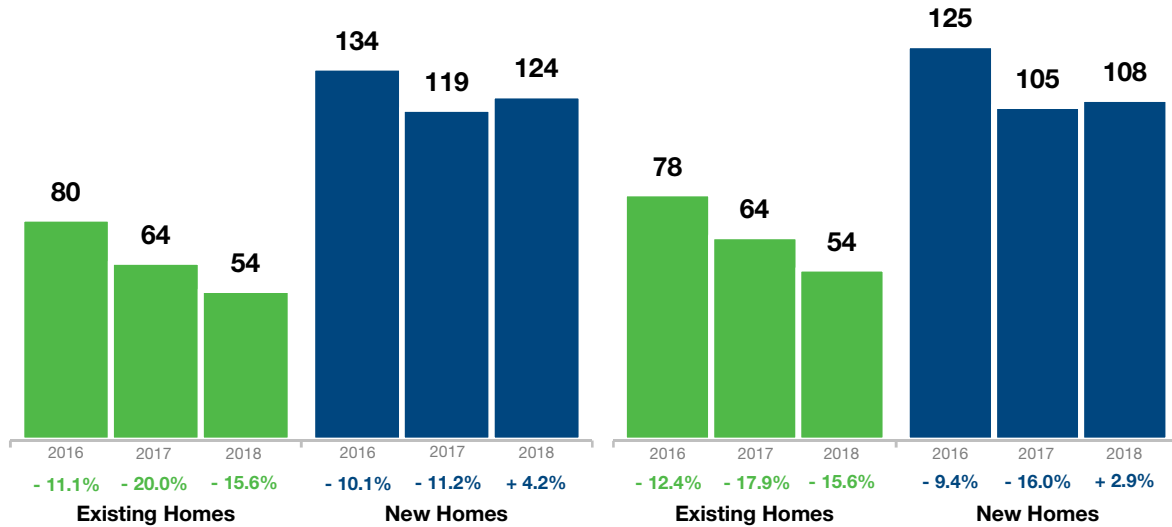
# Days on Market Until Sale

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



## February

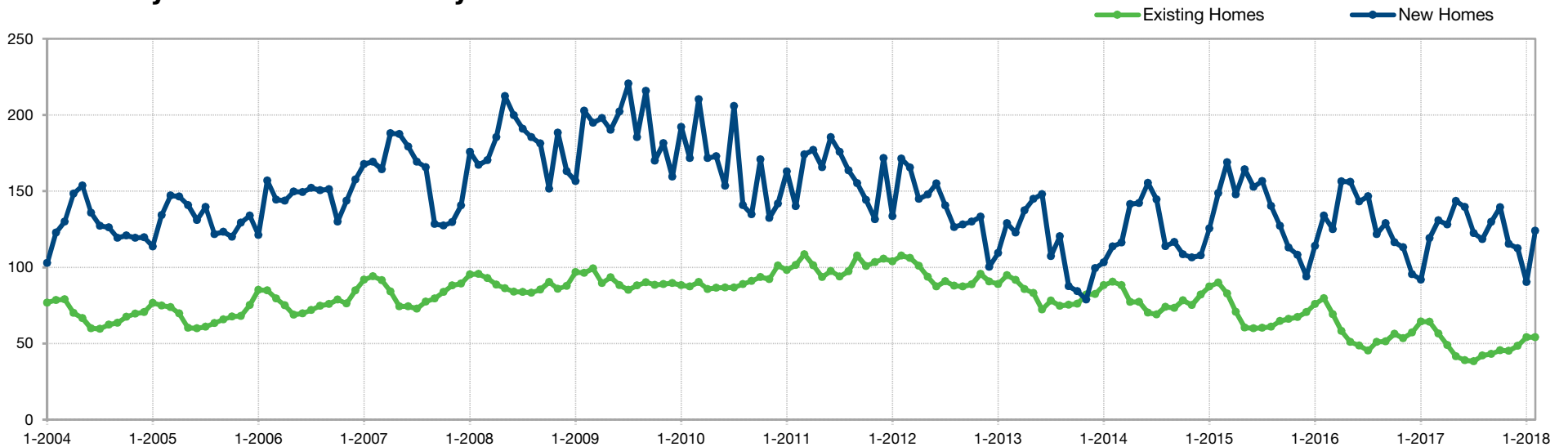
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	118	-3.3%
Sep-2017	43	-15.7%	130	+0.8%
Oct-2017	46	-17.9%	139	+19.8%
Nov-2017	45	-15.1%	115	+1.8%
Dec-2017	48	-15.8%	112	+17.9%
Jan-2018	54	-15.6%	90	-2.2%
<b>Feb-2018</b>	<b>54</b>	<b>-15.6%</b>	<b>124</b>	<b>+4.2%</b>
12-Month Avg*	55	-17.0%	128	-1.6%

\* Days on Market for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

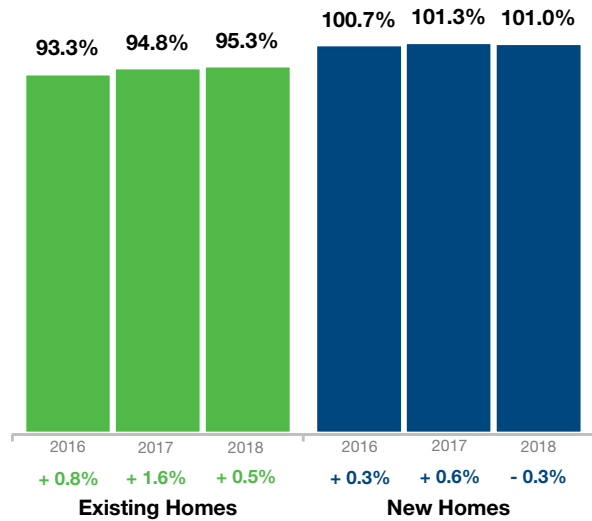


# Percentage of Original List Price Received

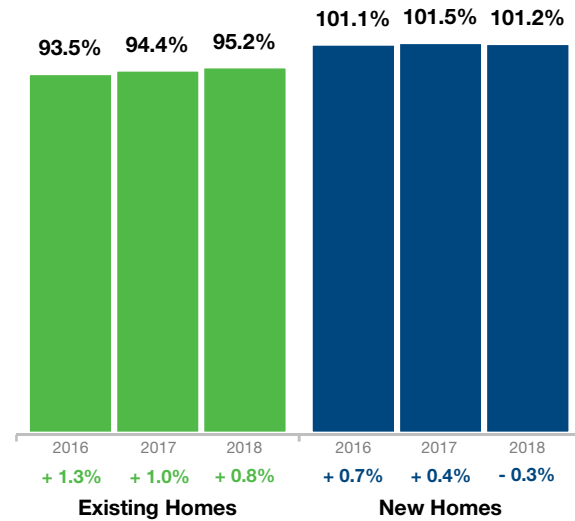
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



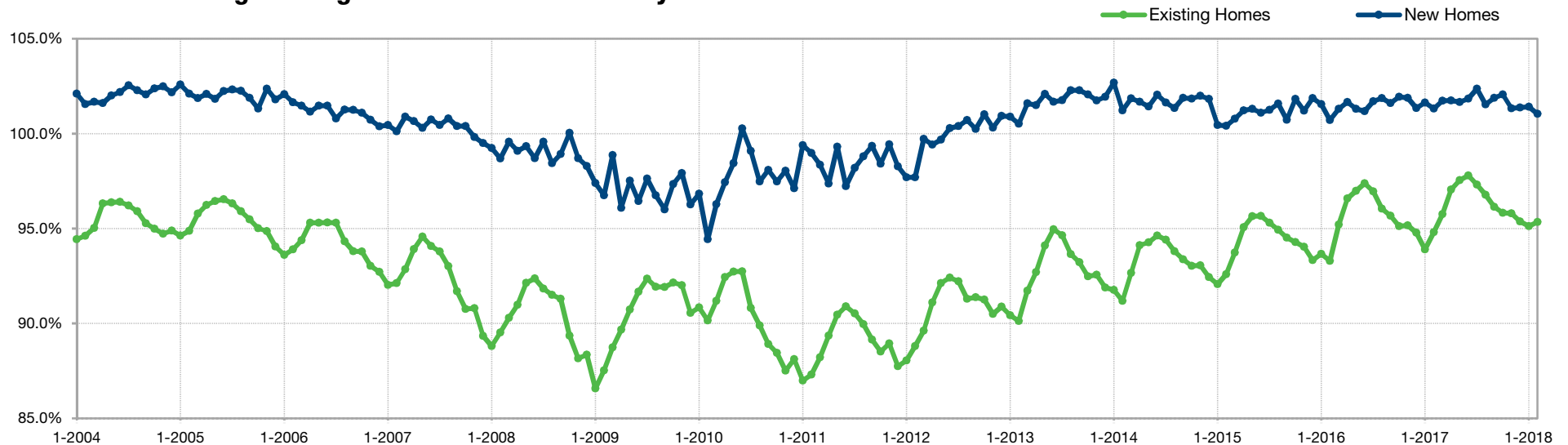
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	97.8%	+0.4%	101.8%	+0.6%
Jul-2017	97.3%	+0.3%	102.4%	+0.7%
Aug-2017	96.8%	+0.7%	101.5%	-0.4%
Sep-2017	96.1%	+0.4%	101.9%	+0.3%
Oct-2017	95.8%	+0.7%	102.1%	+0.2%
Nov-2017	95.8%	+0.6%	101.3%	-0.6%
Dec-2017	95.4%	+0.6%	101.4%	+0.1%
Jan-2018	95.1%	+1.3%	101.4%	-0.2%
<b>Feb-2018</b>	<b>95.3%</b>	<b>+0.5%</b>	<b>101.0%</b>	<b>-0.3%</b>
12-Month Avg*	95.9%	+0.6%	101.6%	+0.1%

\* Pct. of Orig. Price Received for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month



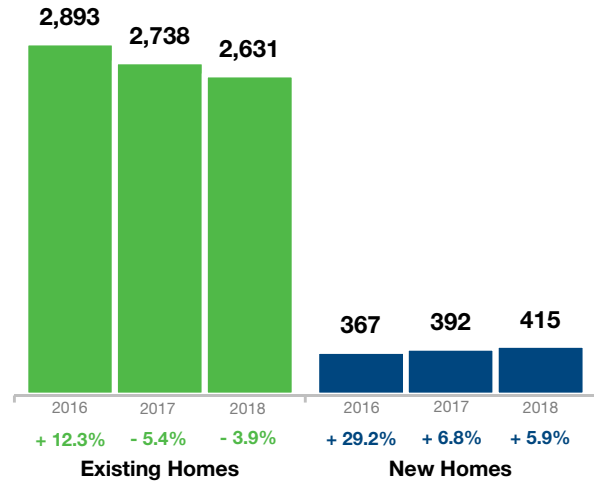


# Pending Sales

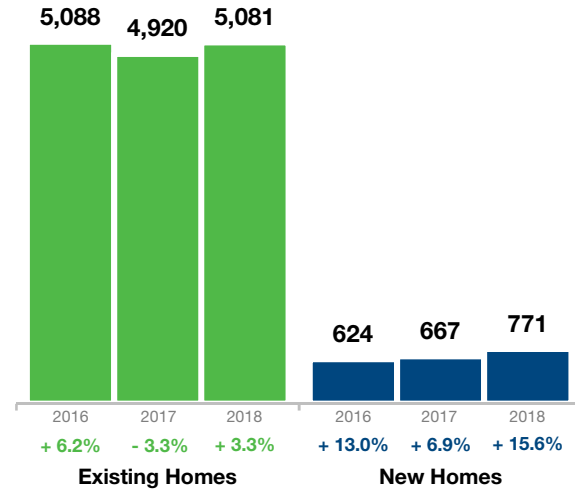
A count of the properties on which offers have been accepted in a given month.



## February

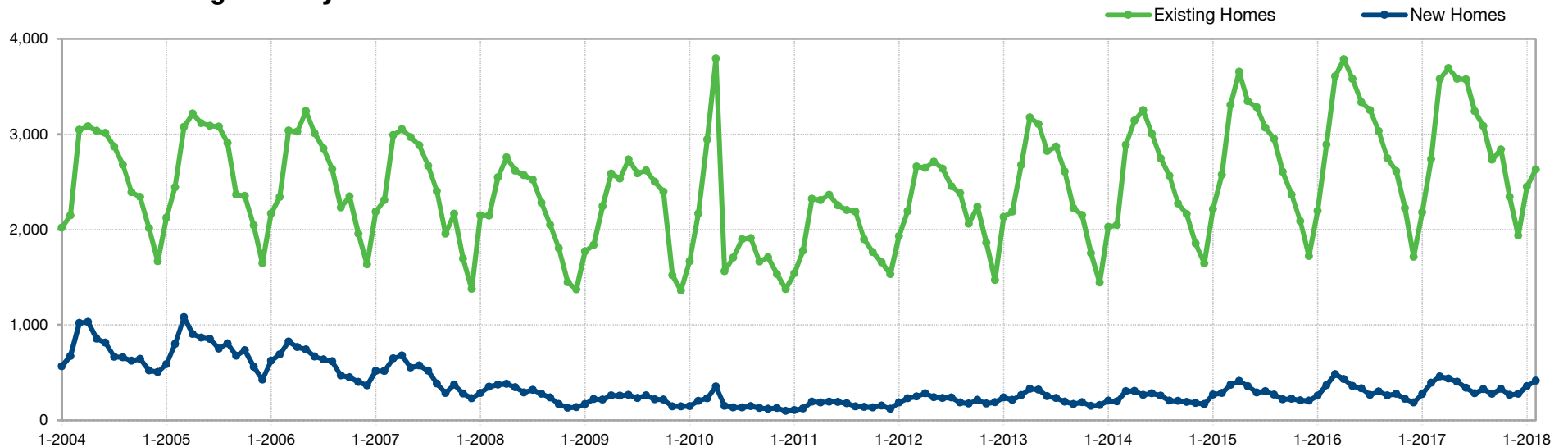


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Mar-2017	3,578	-0.8%	458	-5.0%
Apr-2017	3,693	-2.5%	435	+1.2%
May-2017	3,579	-0.1%	404	+12.2%
Jun-2017	3,575	+7.2%	340	+1.5%
Jul-2017	3,241	-0.4%	283	+6.4%
Aug-2017	3,085	+1.7%	325	+8.0%
Sep-2017	2,731	-0.7%	276	+5.7%
Oct-2017	2,839	+8.7%	330	+19.6%
Nov-2017	2,344	+5.3%	266	+18.2%
Dec-2017	1,938	+13.1%	277	+49.7%
Jan-2018	2,450	+12.3%	356	+29.5%
<b>Feb-2018</b>	<b>2,631</b>	<b>-3.9%</b>	<b>415</b>	<b>+5.9%</b>
12-Month Avg	2,974	+2.5%	347	+10.0%

## Historical Pending Sales by Month

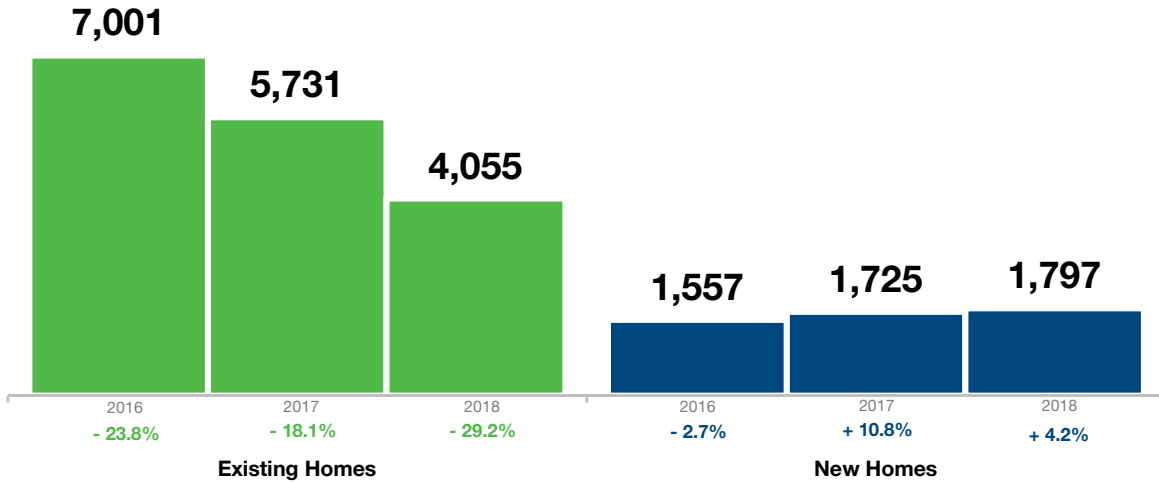


# Inventory

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

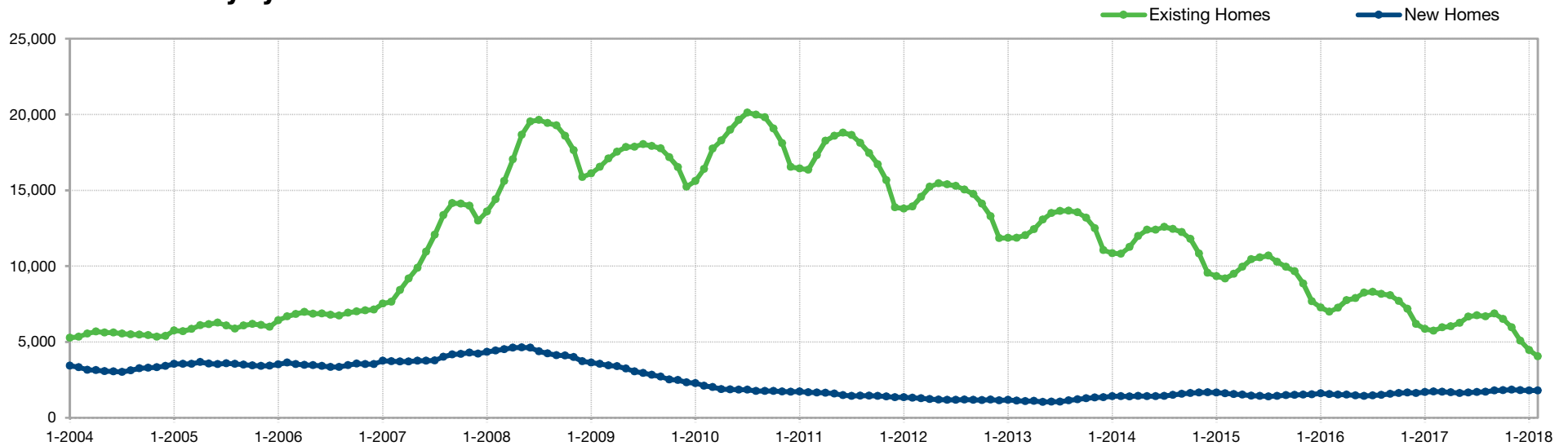


## February



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Mar-2017	5,953	-17.8%	1,708	+12.1%
Apr-2017	6,036	-22.1%	1,675	+10.1%
May-2017	6,249	-20.9%	1,624	+10.6%
Jun-2017	6,670	-19.2%	1,651	+14.4%
Jul-2017	6,746	-18.7%	1,700	+15.1%
Aug-2017	6,676	-18.2%	1,707	+12.9%
Sep-2017	6,871	-14.9%	1,794	+14.1%
Oct-2017	6,508	-15.5%	1,819	+12.1%
Nov-2017	5,964	-16.9%	1,848	+11.3%
Dec-2017	5,084	-17.7%	1,820	+11.8%
Jan-2018	4,468	-23.8%	1,805	+6.2%
<b>Feb-2018</b>	<b>4,055</b>	<b>-29.2%</b>	<b>1,797</b>	<b>+4.2%</b>
12-Month Avg*	5,940	-19.3%	1,746	+11.1%

## Historical Inventory by Month

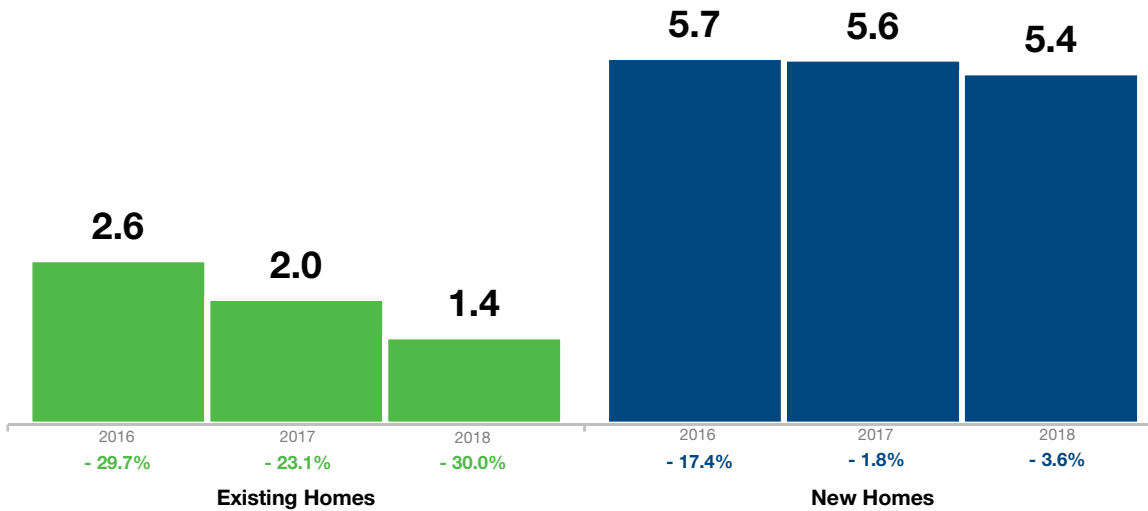


# Supply

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.



## February



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	5.2	-1.9%
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%	5.4	+1.9%
Sep-2017	2.3	-17.9%	5.6	+3.7%
Oct-2017	2.2	-18.5%	5.7	+1.8%
Nov-2017	2.0	-20.0%	5.7	+1.8%
Dec-2017	1.7	-19.0%	5.6	+3.7%
Jan-2018	1.5	-25.0%	5.5	-1.8%
<b>Feb-2018</b>	<b>1.4</b>	<b>-30.0%</b>	<b>5.4</b>	<b>-3.6%</b>
12-Month Avg*	2.6	-21.8%	5.4	+0.3%

\* Supply for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Supply by Month

