

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	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		2,899	2,684	- 7.4%	6,450	6,608	+ 2.4%
Average Sales Price		\$200,041	\$214,228	+ 7.1%	\$193,021	\$208,106	+ 7.8%
Median Sales Price		\$168,000	\$185,000	+ 10.1%	\$165,000	\$179,900	+ 9.0%
Days on Market		56	49	- 12.5%	61	52	- 14.8%
Pct. of Orig. Price Received		95.8%	97.1%	+ 1.4%	95.0%	96.0%	+ 1.1%
Pending Sales		3,575	3,697	+ 3.4%	8,494	8,618	+ 1.5%
Inventory		5,961	4,501	- 24.5%	--	--	--
Supply		2.0	1.5	- 25.0%	--	--	--

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	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		348	392	+ 12.6%	808	922	+ 14.1%
Average Sales Price		\$357,981	\$371,363	+ 3.7%	\$377,403	\$372,324	- 1.3%
Median Sales Price		\$325,628	\$332,975	+ 2.3%	\$337,447	\$334,975	- 0.7%
Days on Market		131	136	+ 3.8%	116	119	+ 2.6%
Pct. of Orig. Price Received		101.7%	101.7%	0.0%	101.6%	101.4%	- 0.2%
Pending Sales		458	449	- 2.0%	1,125	1,235	+ 9.8%
Inventory		1,714	1,786	+ 4.2%	--	--	--
Supply		5.5	5.3	- 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.

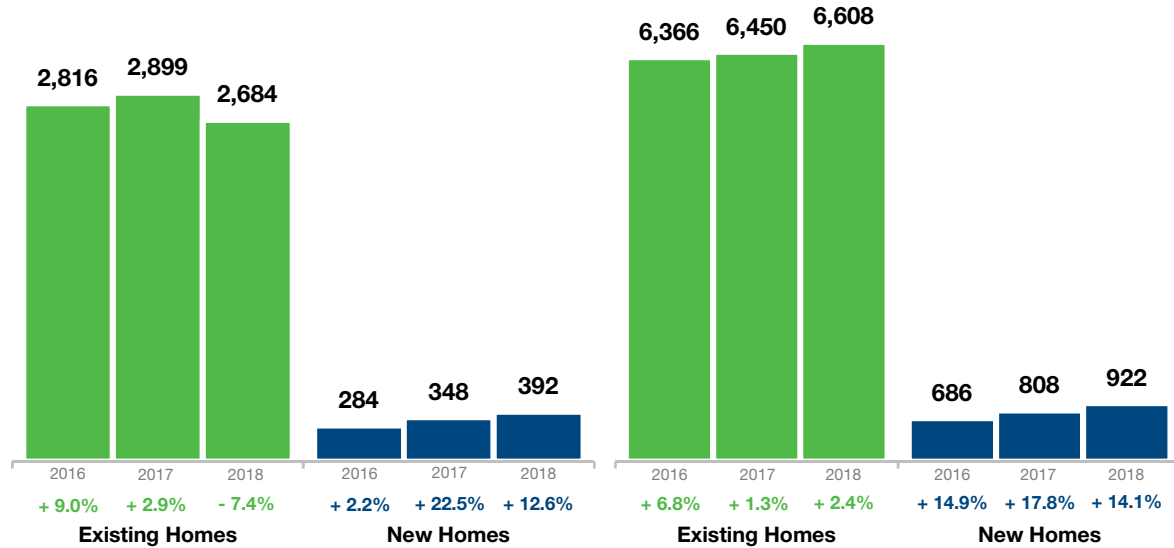
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		3,247	3,076	- 5.3%	7,258	7,530	+ 3.7%
Average Sales Price		\$217,000	\$234,293	+ 8.0%	\$213,585	\$228,259	+ 6.9%
Median Sales Price		\$180,000	\$205,000	+ 13.9%	\$177,500	\$195,000	+ 9.9%
Days on Market		64	60	- 6.3%	67	60	- 10.4%
Pct. of Orig. Price Received		96.4%	97.6%	+ 1.2%	95.7%	96.6%	+ 0.9%
Pending Sales		4,033	4,146	+ 2.8%	9,619	9,853	+ 2.4%
Inventory		7,675	6,287	- 18.1%	--	--	--
Supply		2.4	1.9	- 20.8%	--	--	--

Closed Sales

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

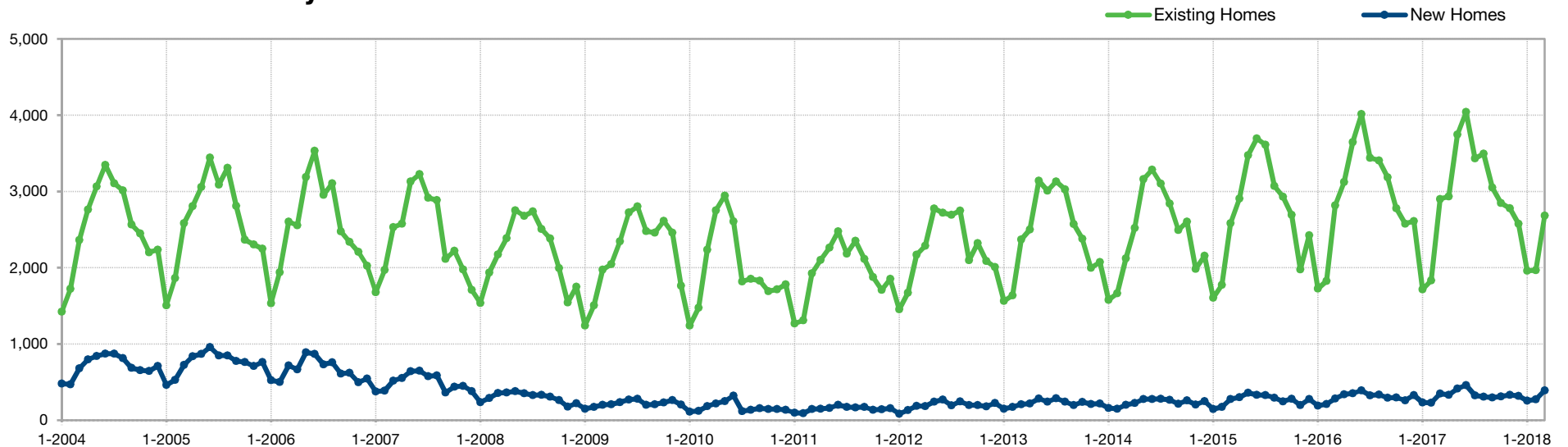


March



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Apr-2017	2,934	-6.0%	332	-1.8%
May-2017	3,747	+2.7%	413	+17.3%
Jun-2017	4,040	+0.6%	458	+16.8%
Jul-2017	3,433	-0.1%	326	+0.3%
Aug-2017	3,494	+2.6%	309	-8.0%
Sep-2017	3,050	-4.3%	299	+2.0%
Oct-2017	2,847	+2.5%	311	+4.4%
Nov-2017	2,780	+8.0%	332	+28.2%
Dec-2017	2,575	-1.3%	317	-3.1%
Jan-2018	1,958	+14.0%	257	+10.3%
Feb-2018	1,966	+7.2%	273	+20.3%
Mar-2018	2,684	-7.4%	392	+12.6%
12-Month Avg	2,959	+0.8%	335	+7.8%

Historical Closed Sales by Month

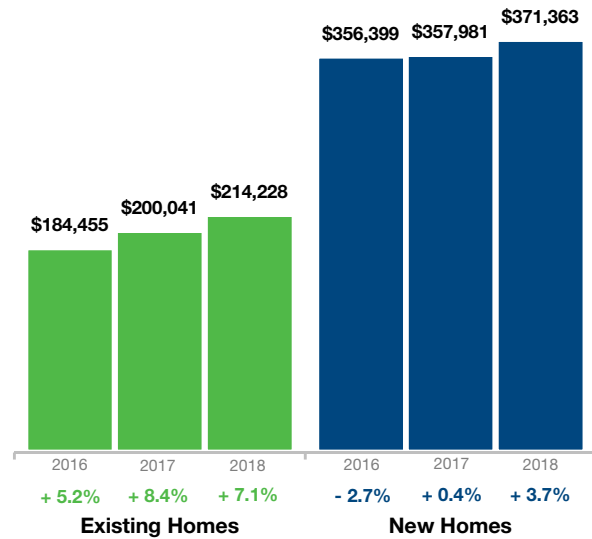


Average Sales Price

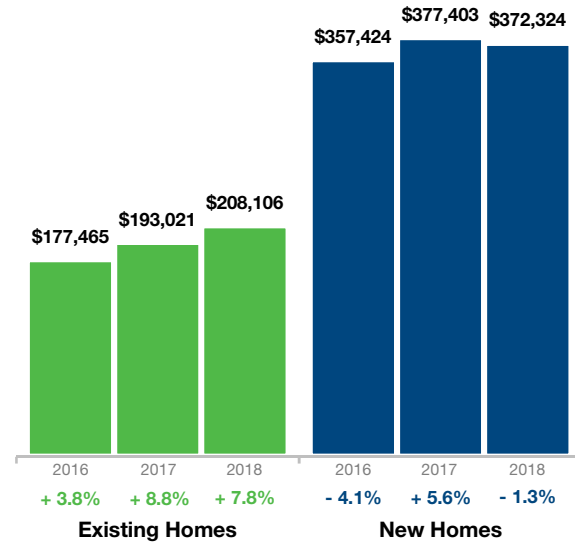
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



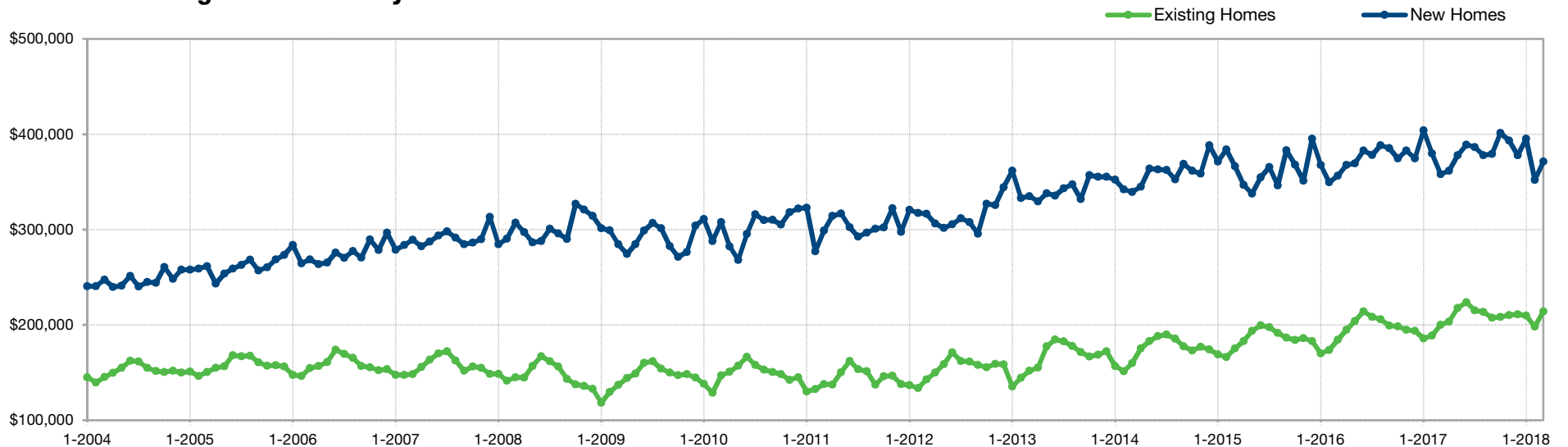
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Apr-2017	\$203,361	+4.4%	\$361,633	-1.7%
May-2017	\$217,660	+6.7%	\$377,834	+2.3%
Jun-2017	\$223,706	+4.4%	\$389,039	+1.6%
Jul-2017	\$215,159	+3.3%	\$386,468	+2.2%
Aug-2017	\$213,620	+3.8%	\$377,827	-2.7%
Sep-2017	\$207,608	+4.2%	\$379,384	-1.6%
Oct-2017	\$208,373	+5.0%	\$401,229	+7.1%
Nov-2017	\$210,265	+7.9%	\$393,339	+2.7%
Dec-2017	\$211,174	+9.1%	\$378,043	+0.9%
Jan-2018	\$209,830	+13.0%	\$395,337	-2.2%
Feb-2018	\$198,036	+4.9%	\$352,038	-7.3%
Mar-2018	\$214,228	+7.1%	\$371,363	+3.7%
12-Month Avg*	\$200,619	+5.7%	\$377,944	+0.7%

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

Historical Average Sales Price by Month



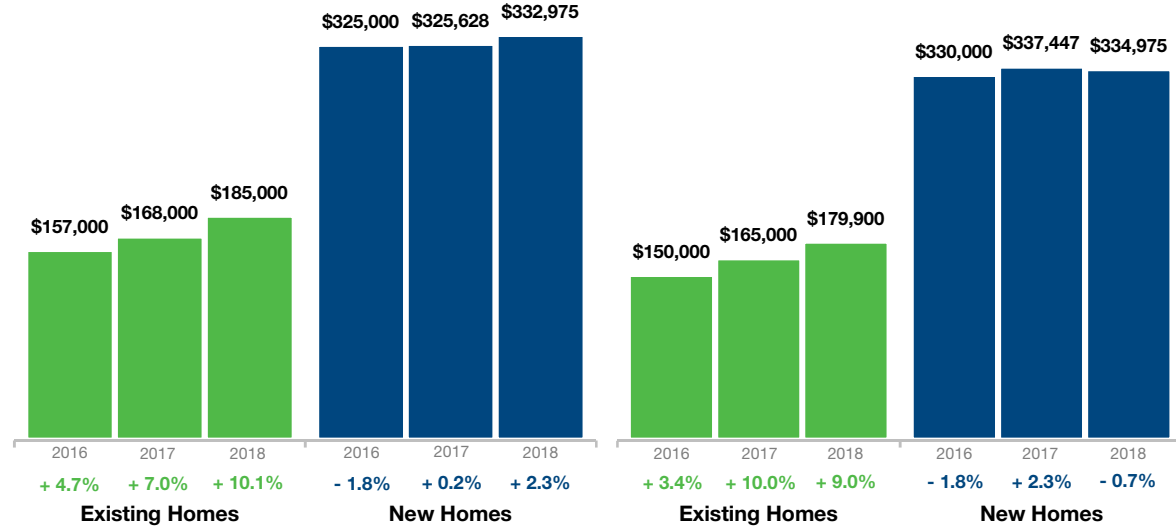
Median Sales Price

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



March

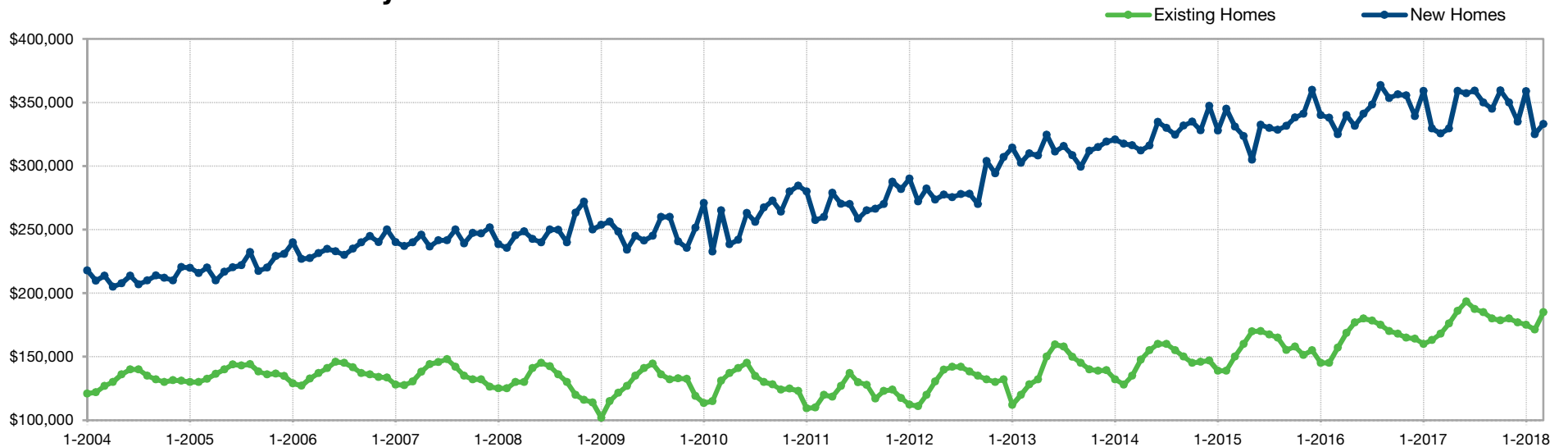
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Apr-2017	\$176,000	+4.3%	\$329,500	-3.1%
May-2017	\$186,000	+5.1%	\$359,000	+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%	\$358,903	-0.0%
Feb-2018	\$171,375	+5.1%	\$325,000	-1.4%
Mar-2018	\$185,000	+10.1%	\$332,975	+2.3%
12-Month Avg*	\$170,500	+7.0%	\$345,000	+0.7%

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

Historical Median Sales Price by Month



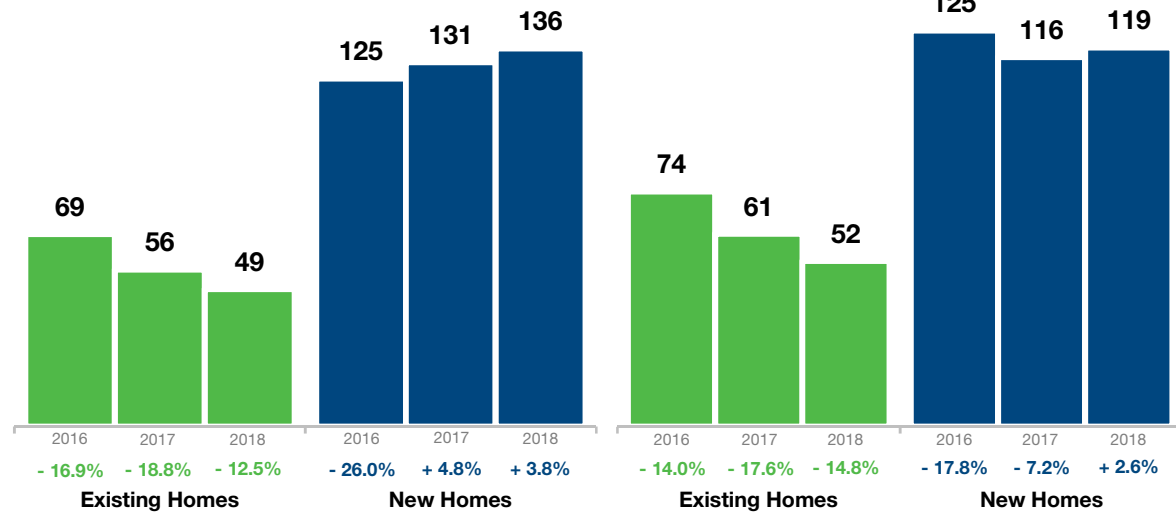
Days on Market Until Sale

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



March

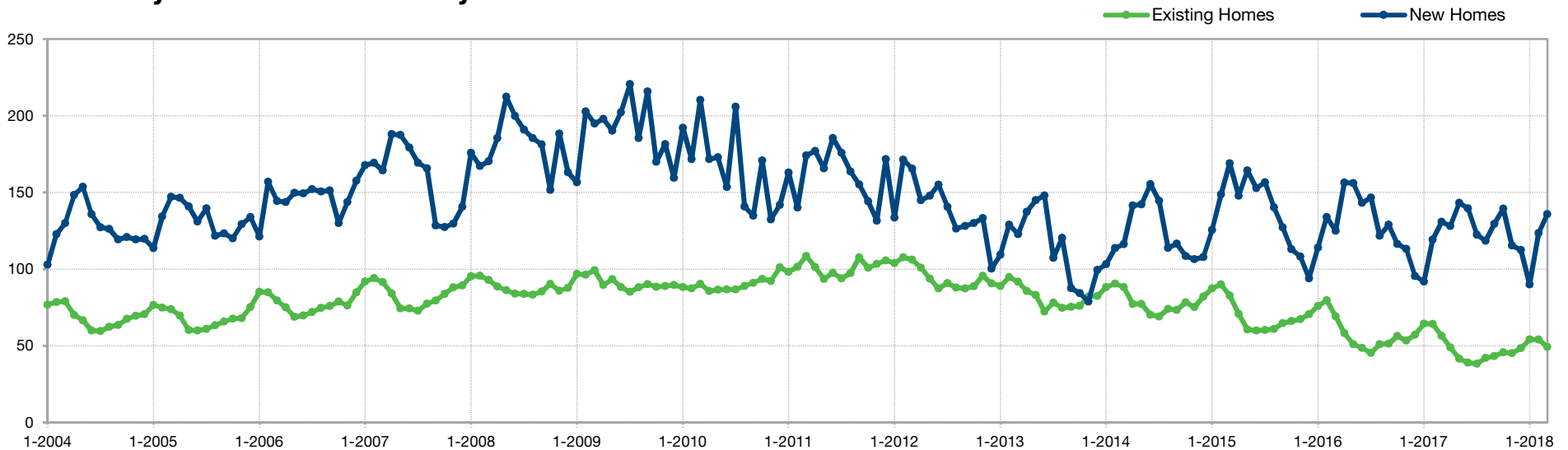
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	129	0.0%
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%
Feb-2018	54	-15.6%	123	+3.4%
Mar-2018	49	-12.5%	136	+3.8%
12-Month Avg*	54	-16.5%	129	-1.7%

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

Historical Days on Market Until Sale by Month

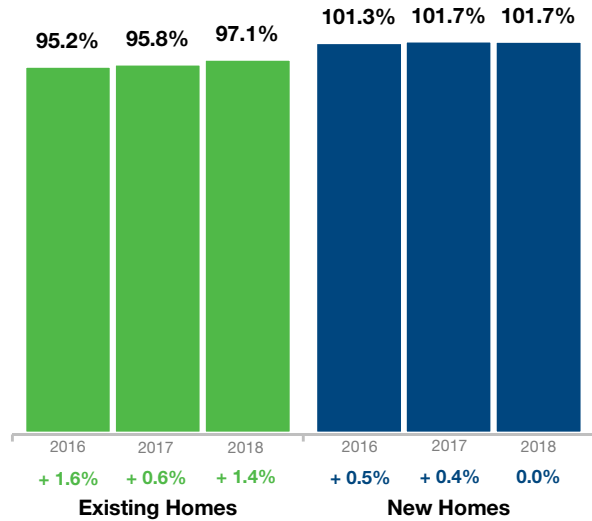


Percentage of Original List Price Received

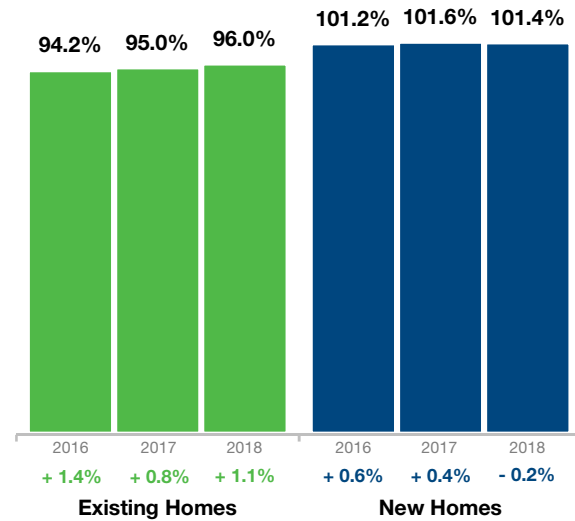
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



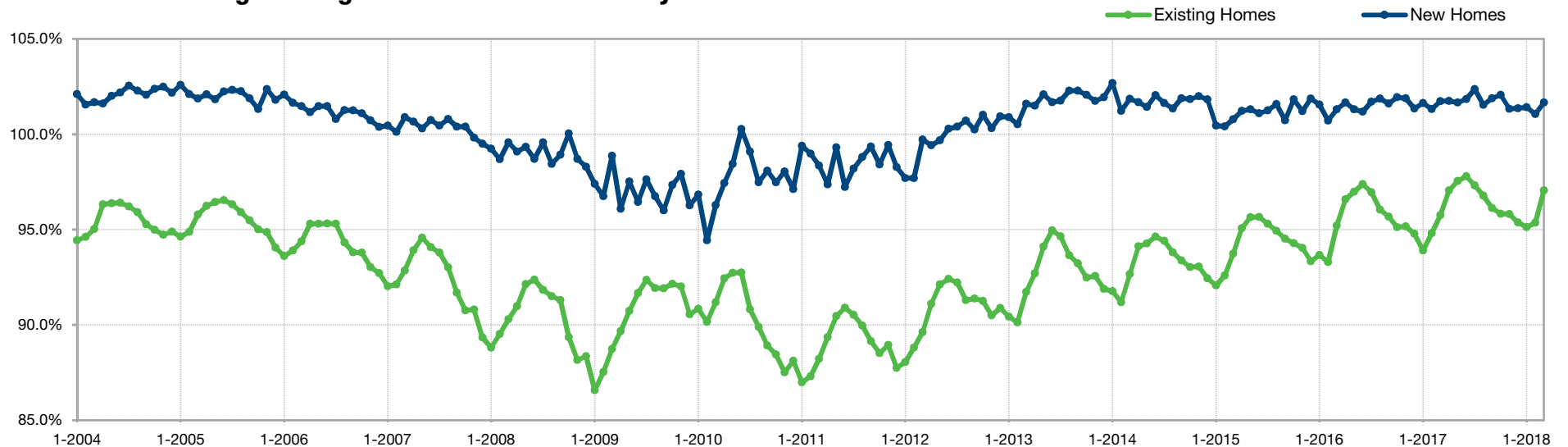
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Feb-2018	95.4%	+0.6%	101.1%	-0.2%
Mar-2018	97.1%	+1.4%	101.7%	0.0%
12-Month Avg*	96.0%	+0.6%	101.6%	+0.1%

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

Historical Percentage of Original List Price Received by Month

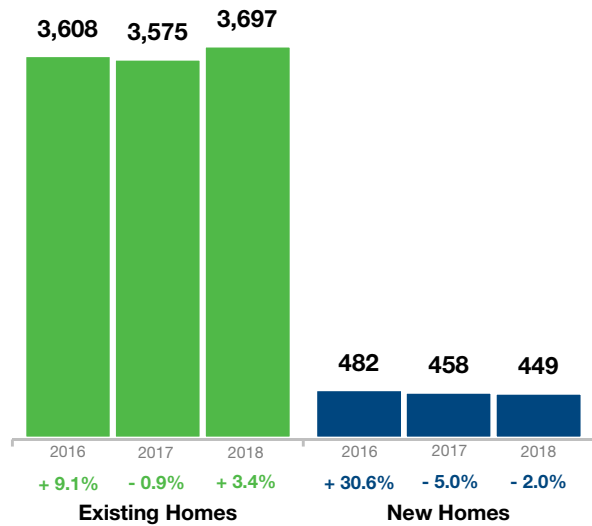


Pending Sales

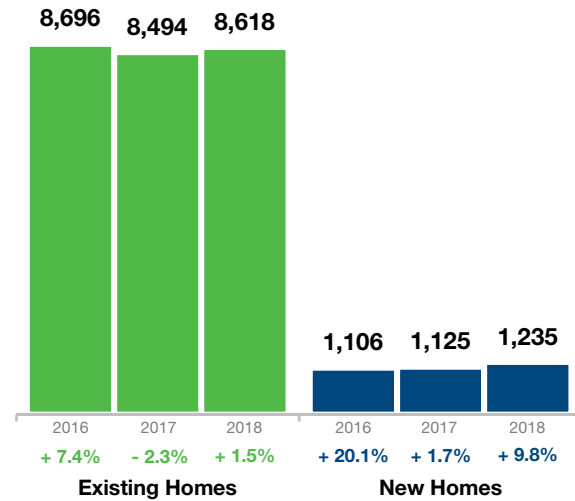
A count of the properties on which offers have been accepted in a given month.



March

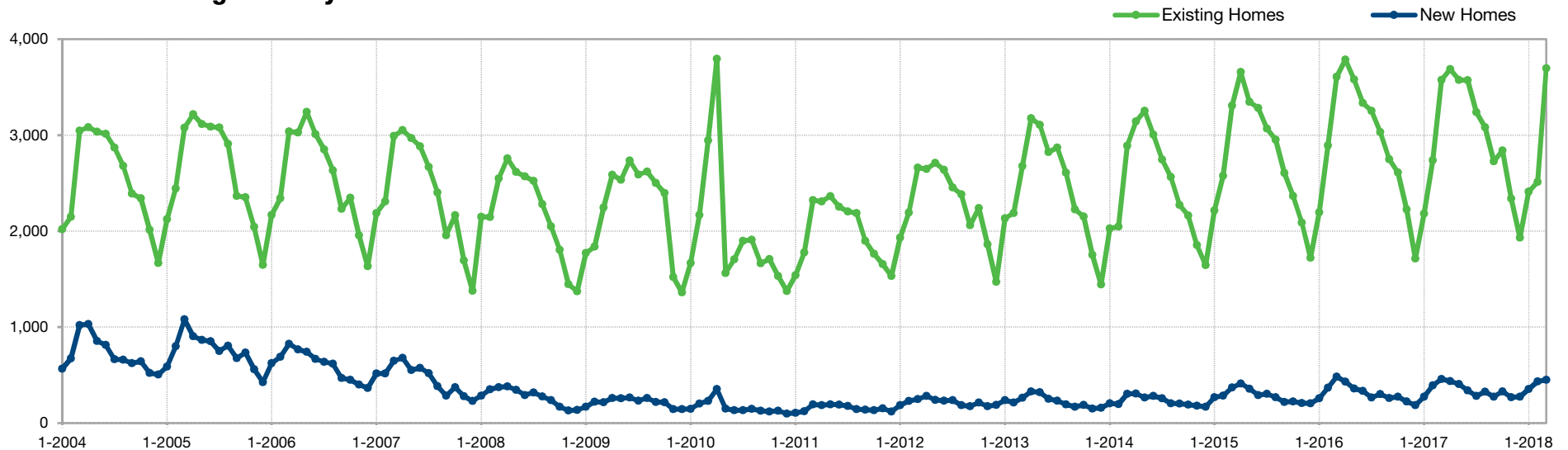


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Apr-2017	3,687	-2.6%	435	+1.2%
May-2017	3,574	-0.2%	405	+12.5%
Jun-2017	3,572	+7.1%	340	+1.5%
Jul-2017	3,239	-0.5%	282	+6.0%
Aug-2017	3,083	+1.6%	325	+8.0%
Sep-2017	2,727	-0.8%	275	+5.4%
Oct-2017	2,839	+8.7%	328	+19.3%
Nov-2017	2,338	+5.0%	267	+18.7%
Dec-2017	1,932	+12.7%	275	+48.6%
Jan-2018	2,410	+10.4%	353	+28.4%
Feb-2018	2,511	-8.3%	433	+10.5%
Mar-2018	3,697	+3.4%	449	-2.0%
12-Month Avg	2,967	+2.4%	347	+10.7%

Historical Pending Sales by Month

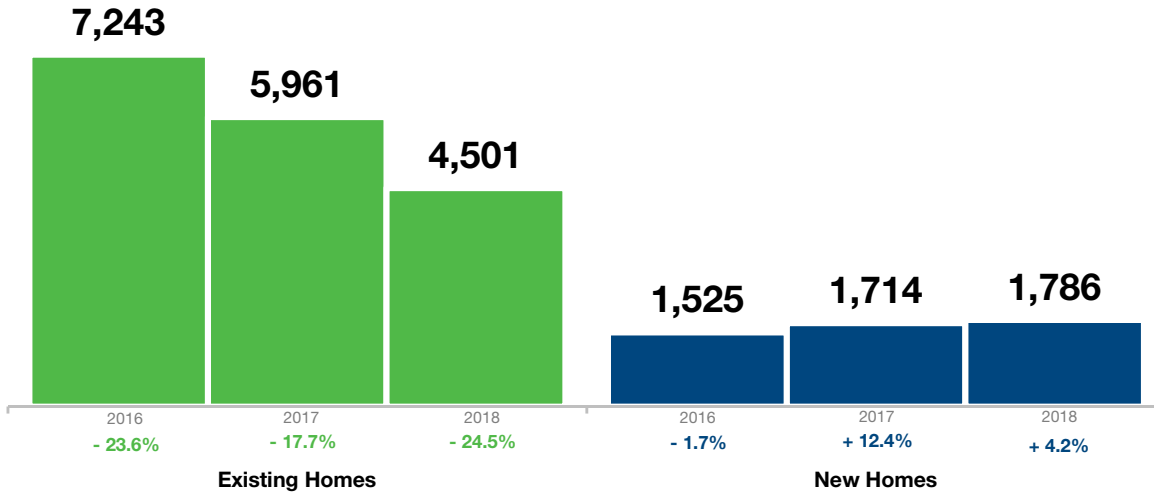


Inventory

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

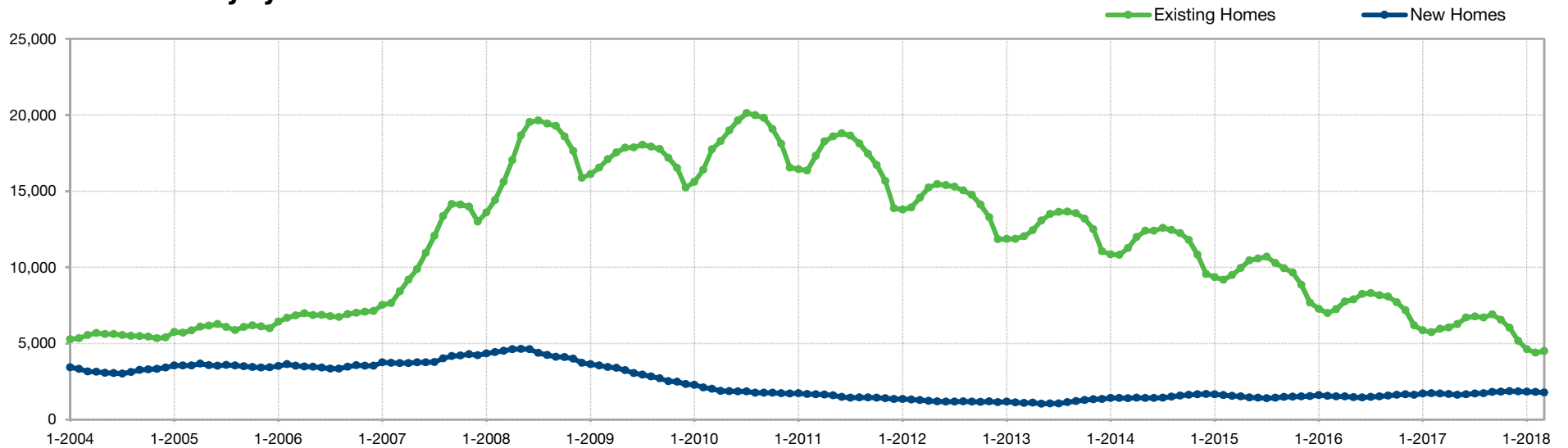


March



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Apr-2017	6,053	-21.8%	1,684	+10.5%
May-2017	6,271	-20.6%	1,632	+11.0%
Jun-2017	6,696	-18.9%	1,659	+14.8%
Jul-2017	6,777	-18.3%	1,712	+15.8%
Aug-2017	6,709	-17.8%	1,721	+13.6%
Sep-2017	6,900	-14.5%	1,808	+14.8%
Oct-2017	6,541	-15.0%	1,836	+12.9%
Nov-2017	6,022	-16.1%	1,864	+12.0%
Dec-2017	5,164	-16.4%	1,840	+12.7%
Jan-2018	4,625	-21.1%	1,830	+7.4%
Feb-2018	4,392	-23.4%	1,808	+4.4%
Mar-2018	4,501	-24.5%	1,786	+4.2%
12-Month Avg*	5,888	-18.8%	1,765	+11.0%

Historical Inventory by Month

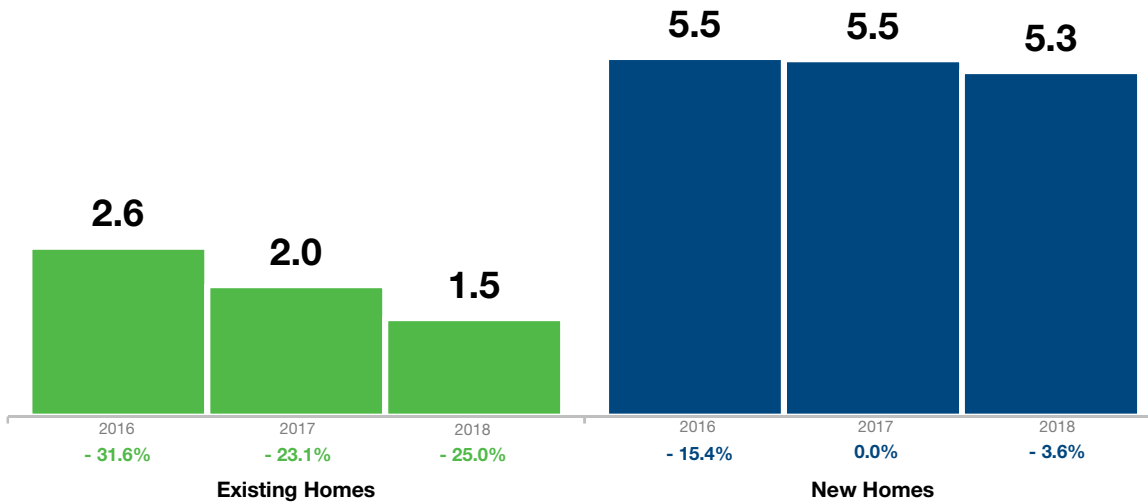


Supply

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.



March



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	5.2	+2.0%
Jul-2017	2.3	-23.3%	5.3	+1.9%
Aug-2017	2.3	-20.7%	5.4	+1.9%
Sep-2017	2.4	-14.3%	5.7	+5.6%
Oct-2017	2.2	-18.5%	5.7	+1.8%
Nov-2017	2.0	-20.0%	5.7	+1.8%
Dec-2017	1.8	-14.3%	5.7	+5.6%
Jan-2018	1.6	-20.0%	5.6	0.0%
Feb-2018	1.5	-25.0%	5.5	-3.5%
Mar-2018	1.5	-25.0%	5.3	-3.6%
12-Month Avg*	2.5	-21.0%	5.4	+0.5%

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

Historical Supply by Month

