

# 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		2,934	<b>2,897</b>	- 1.3%	9,385	<b>9,562</b>	+ 1.9%
<b>Average Sales Price</b>		\$203,361	<b>\$220,871</b>	+ 8.6%	\$196,257	<b>\$211,787</b>	+ 7.9%
<b>Median Sales Price</b>		\$176,000	<b>\$192,000</b>	+ 9.1%	\$168,000	<b>\$182,000</b>	+ 8.3%
<b>Days on Market</b>		49	<b>41</b>	- 16.3%	57	<b>49</b>	- 14.0%
<b>Pct. of Orig. Price Received</b>		97.1%	<b>98.1%</b>	+ 1.0%	95.6%	<b>96.6%</b>	+ 1.0%
<b>Pending Sales</b>		3,686	<b>3,847</b>	+ 4.4%	12,180	<b>12,363</b>	+ 1.5%
<b>Inventory</b>		6,058	<b>4,824</b>	- 20.4%	--	--	--
<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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		332	<b>346</b>	+ 4.2%	1,140	<b>1,272</b>	+ 11.6%
<b>Average Sales Price</b>		\$361,633	<b>\$374,640</b>	+ 3.6%	\$372,820	<b>\$373,093</b>	+ 0.1%
<b>Median Sales Price</b>		\$329,500	<b>\$344,250</b>	+ 4.5%	\$334,950	<b>\$339,925</b>	+ 1.5%
<b>Days on Market</b>		128	<b>143</b>	+ 11.7%	120	<b>126</b>	+ 5.0%
<b>Pct. of Orig. Price Received</b>		101.7%	<b>101.5%</b>	- 0.2%	101.6%	<b>101.4%</b>	- 0.2%
<b>Pending Sales</b>		433	<b>427</b>	- 1.4%	1,558	<b>1,675</b>	+ 7.5%
<b>Inventory</b>		1,687	<b>1,734</b>	+ 2.8%	--	<b>--</b>	--
<b>Supply</b>		5.4	<b>5.2</b>	- 3.7%	--	<b>--</b>	--

# 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.

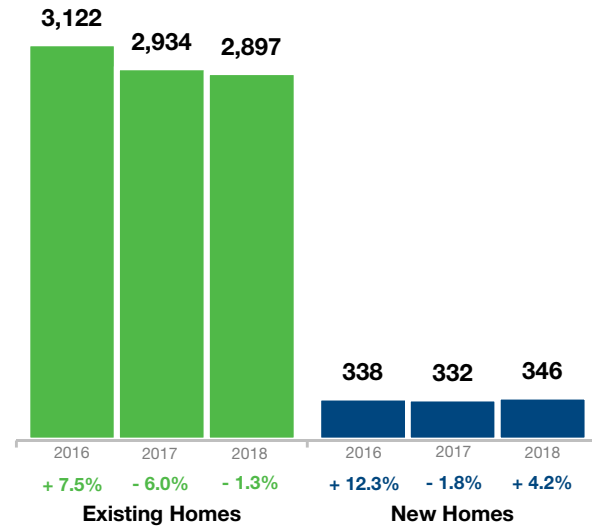
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		3,266	<b>3,243</b>	- 0.7%	10,525	<b>10,834</b>	+ 2.9%
<b>Average Sales Price</b>		\$219,416	<b>\$237,307</b>	+ 8.2%	\$215,394	<b>\$230,764</b>	+ 7.1%
<b>Median Sales Price</b>		\$190,000	<b>\$209,200</b>	+ 10.1%	\$180,700	<b>\$200,000</b>	+ 10.7%
<b>Days on Market</b>		57	<b>52</b>	- 8.8%	64	<b>58</b>	- 9.4%
<b>Pct. of Orig. Price Received</b>		97.5%	<b>98.4%</b>	+ 0.9%	96.3%	<b>97.2%</b>	+ 0.9%
<b>Pending Sales</b>		4,119	<b>4,274</b>	+ 3.8%	13,738	<b>14,038</b>	+ 2.2%
<b>Inventory</b>		7,745	<b>6,558</b>	- 15.3%	--	--	--
<b>Supply</b>		2.4	<b>2.0</b>	- 16.7%	--	--	--

# Closed Sales

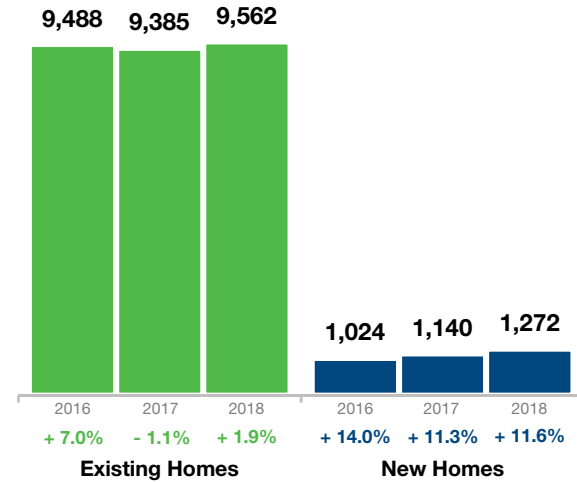
A count of the actual sales that closed in a given month.



## April

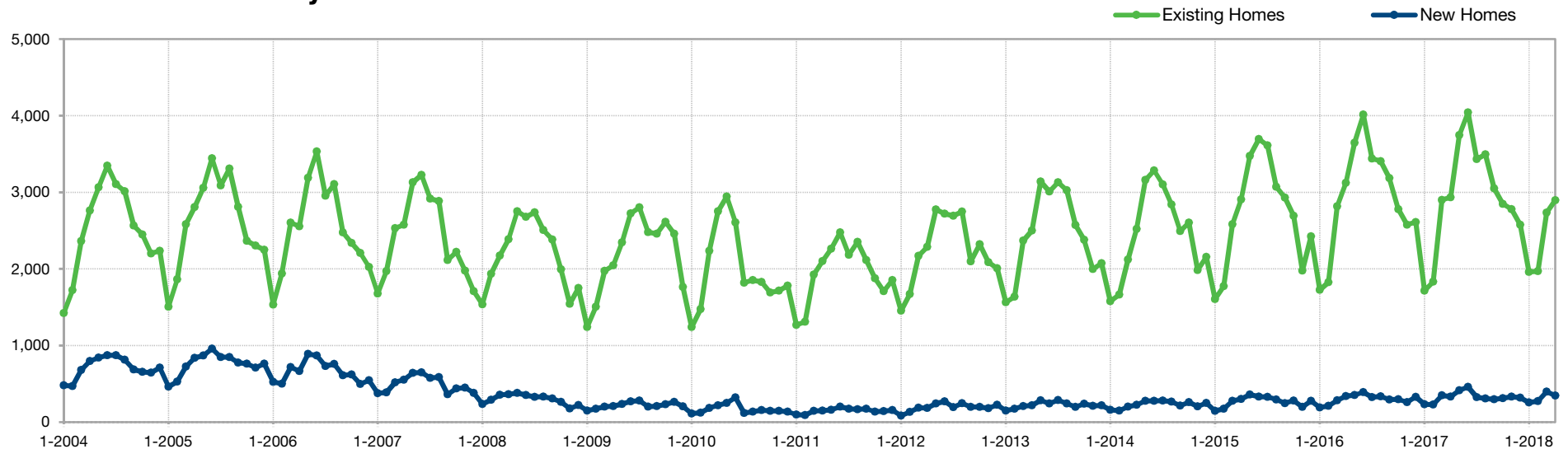


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2017	3,747	+2.7%	413	+17.3%
Jun-2017	4,041	+0.6%	458	+16.8%
Jul-2017	3,434	-0.1%	326	+0.3%
Aug-2017	3,494	+2.6%	309	-8.0%
Sep-2017	3,052	-4.2%	299	+2.0%
Oct-2017	2,846	+2.4%	311	+4.4%
Nov-2017	2,780	+8.0%	332	+28.2%
Dec-2017	2,575	-1.3%	317	-3.1%
Jan-2018	1,961	+14.2%	257	+10.3%
Feb-2018	1,971	+7.5%	272	+19.8%
Mar-2018	2,733	-5.8%	397	+14.1%
<b>Apr-2018</b>	<b>2,897</b>	<b>-1.3%</b>	<b>346</b>	<b>+4.2%</b>
12-Month Avg	2,961	+1.4%	336	+8.5%

## Historical Closed Sales by Month



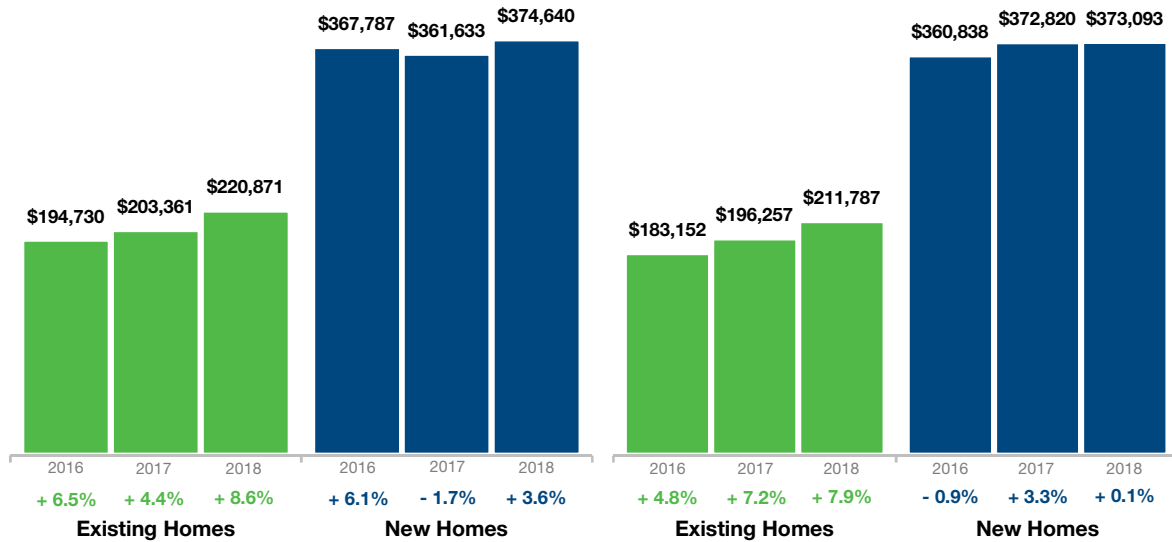
# Average Sales Price

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



## April

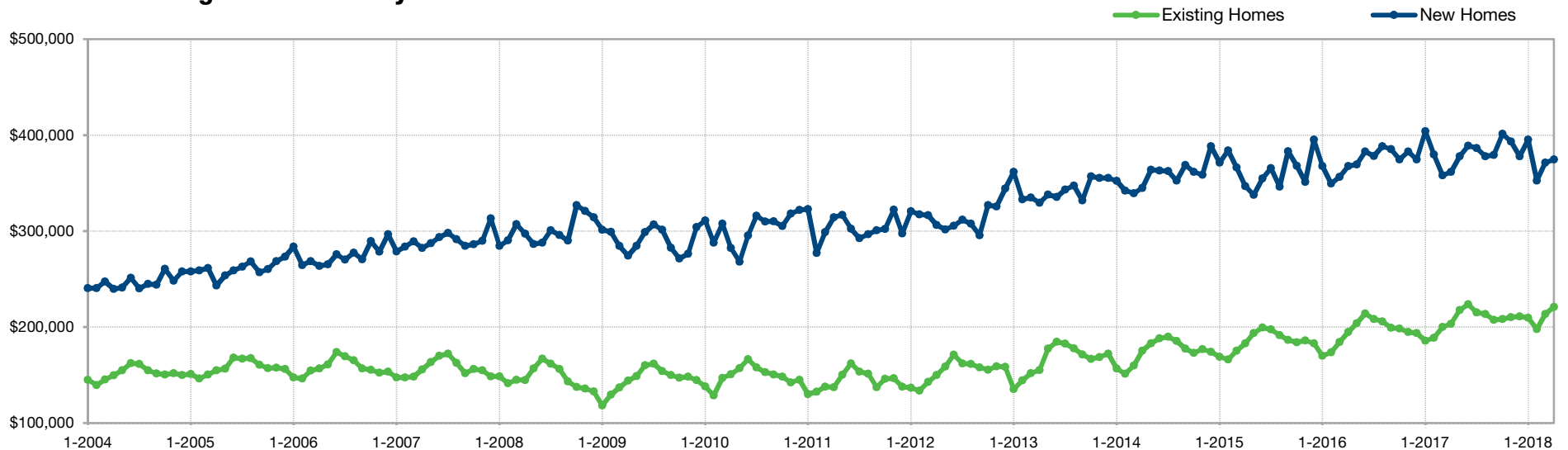
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2017	\$217,660	+6.7%	\$377,884	+2.3%
Jun-2017	\$223,685	+4.4%	\$389,039	+1.6%
Jul-2017	\$215,134	+3.3%	\$386,468	+2.2%
Aug-2017	\$213,620	+3.8%	\$377,827	-2.7%
Sep-2017	\$207,515	+4.1%	\$379,384	-1.6%
Oct-2017	\$208,417	+5.1%	\$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	\$209,648	+12.9%	\$395,337	-2.2%
Feb-2018	\$197,971	+4.8%	\$352,543	-7.2%
Mar-2018	\$213,654	+6.8%	\$371,426	+3.8%
<b>Apr-2018</b>	<b>\$220,871</b>	<b>+8.6%</b>	<b>\$374,640</b>	<b>+3.6%</b>
12-Month Avg*	\$201,374	+6.0%	\$377,413	+1.1%

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

## Historical Average Sales Price by Month



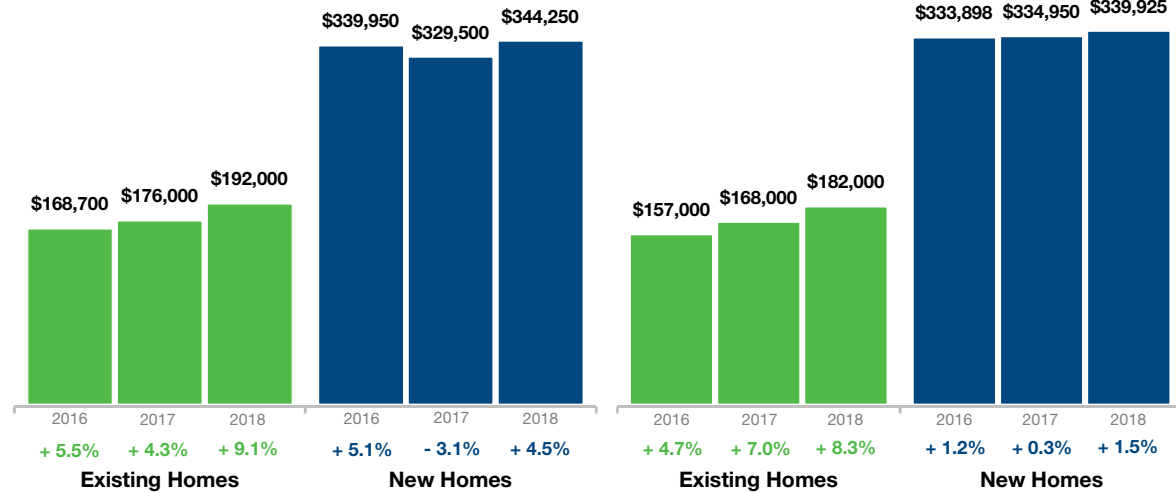
# Median Sales Price

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



## April

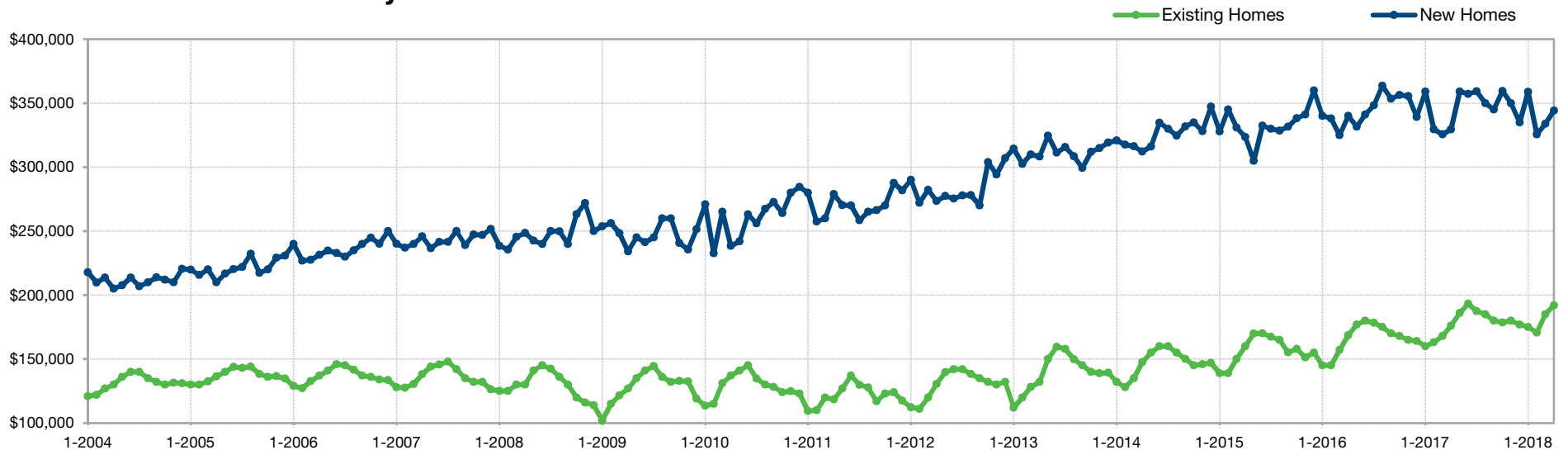
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2017	\$186,000	+5.1%	\$359,000	+8.2%
Jun-2017	\$193,250	+7.4%	\$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	\$170,750	+4.8%	\$325,500	-1.2%
Mar-2018	\$185,000	+10.1%	\$333,850	+2.5%
<b>Apr-2018</b>	<b>\$192,000</b>	<b>+9.1%</b>	<b>\$344,250</b>	<b>+4.5%</b>
12-Month Avg*	\$172,000	+7.0%	\$344,560	+1.3%

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

## Historical Median Sales Price by Month



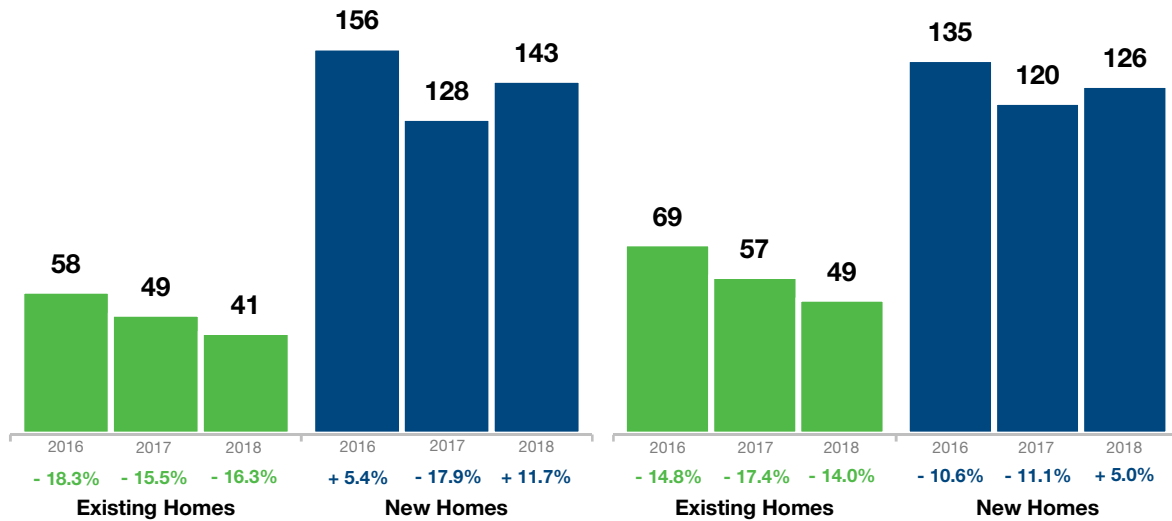
# Days on Market Until Sale

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



## April

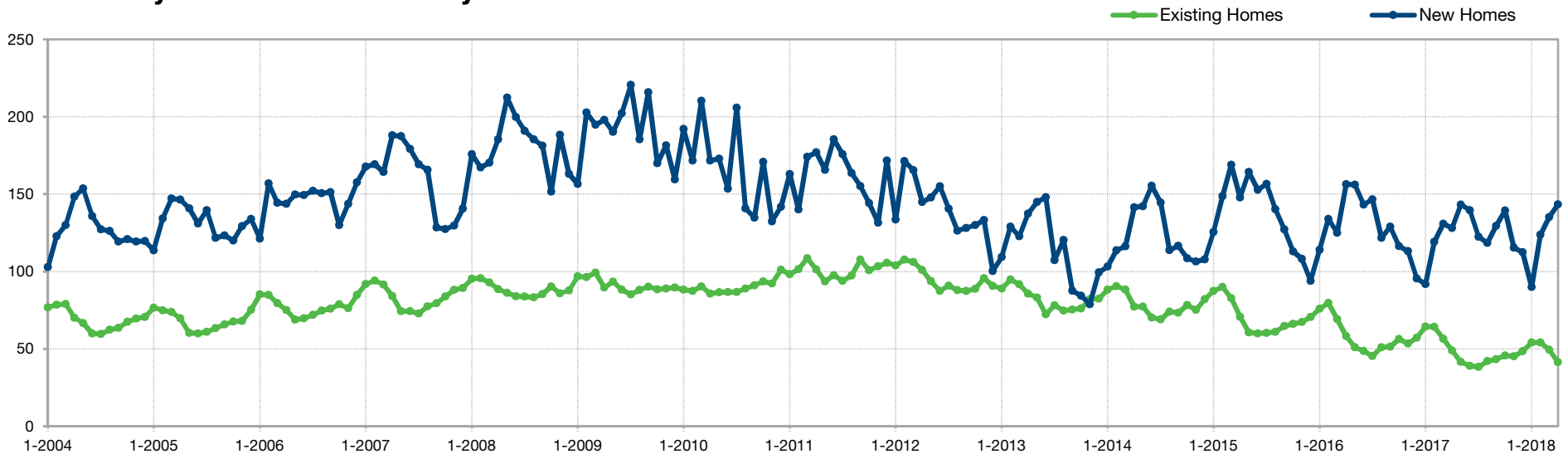
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	124	+4.2%
Mar-2018	50	-10.7%	135	+3.1%
<b>Apr-2018</b>	<b>41</b>	<b>-16.3%</b>	<b>143</b>	<b>+11.7%</b>
12-Month Avg*	53	-16.4%	126	+1.3%

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

## Historical Days on Market Until Sale by Month



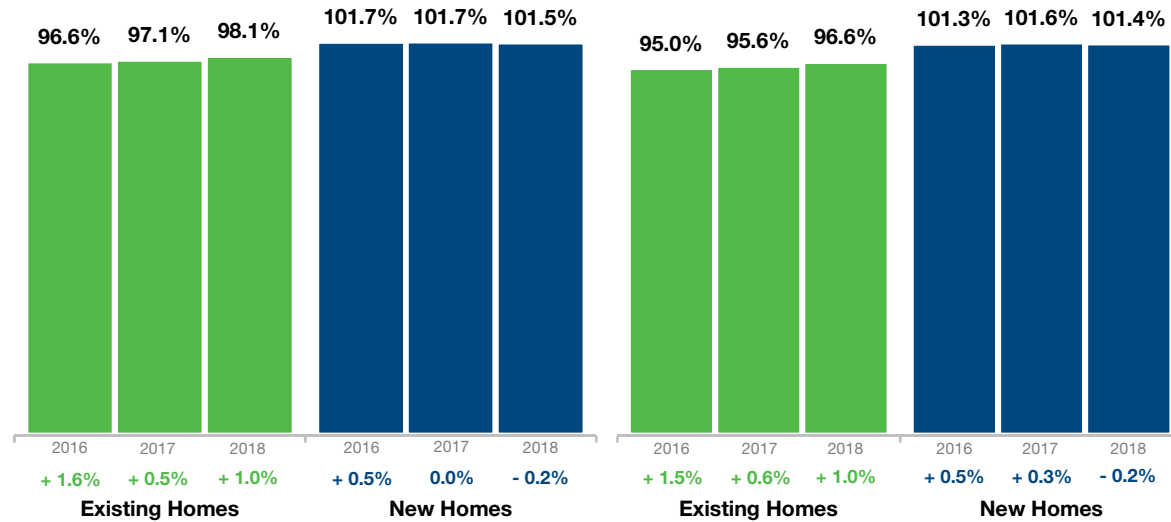
# Percentage of Original List Price Received

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.



## April

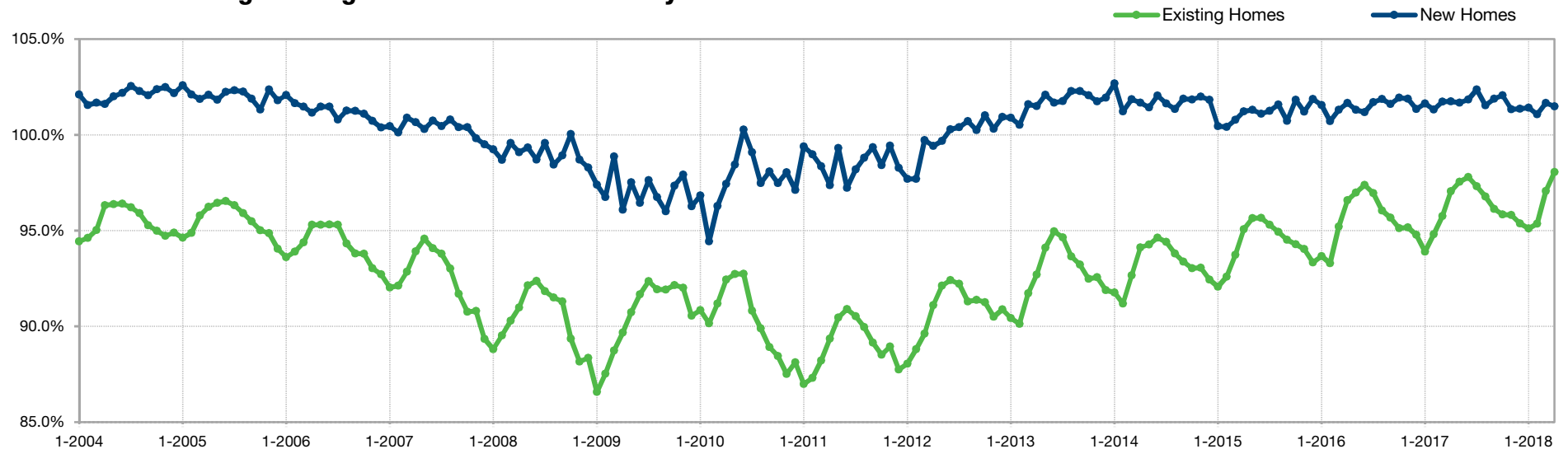
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
<b>Apr-2018</b>	<b>98.1%</b>	<b>+1.0%</b>	<b>101.5%</b>	<b>-0.2%</b>
12-Month Avg*	96.0%	+0.7%	101.6%	+0.1%

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

## Historical Percentage of Original List Price Received by Month



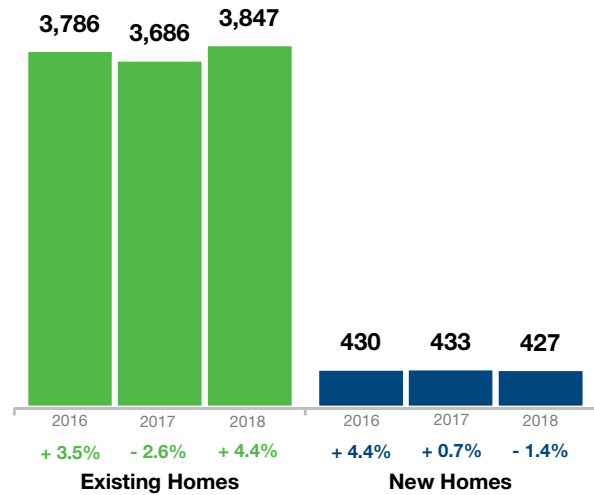


# Pending Sales

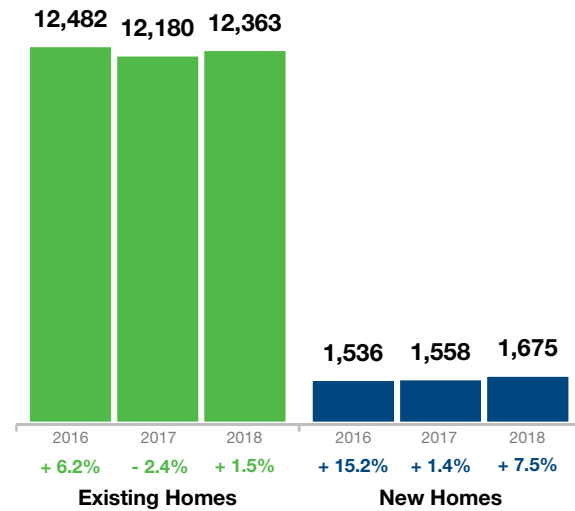
A count of the properties on which offers have been accepted in a given month.



## April

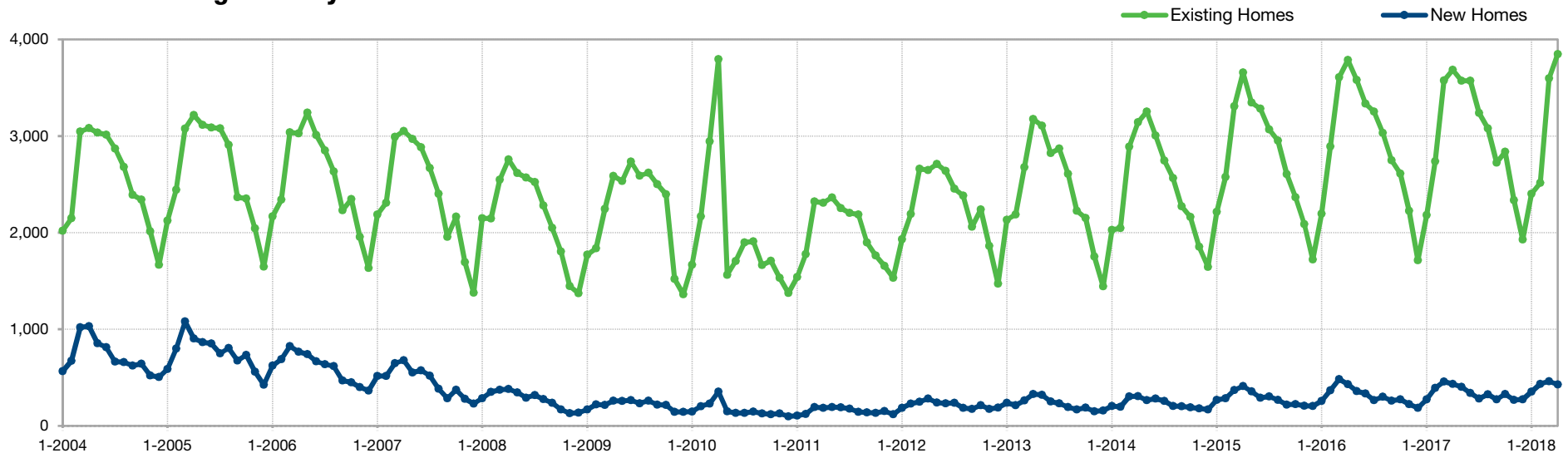


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2017	3,573	-0.2%	404	+12.2%
Jun-2017	3,573	+7.1%	340	+1.5%
Jul-2017	3,238	-0.5%	283	+6.4%
Aug-2017	3,080	+1.5%	325	+8.0%
Sep-2017	2,725	-0.8%	275	+5.4%
Oct-2017	2,837	+8.6%	328	+19.7%
Nov-2017	2,337	+5.0%	267	+18.7%
Dec-2017	1,928	+12.5%	275	+48.6%
Jan-2018	2,402	+10.1%	354	+28.7%
Feb-2018	2,516	-8.1%	433	+10.5%
Mar-2018	3,598	+0.6%	461	+0.7%
<b>Apr-2018</b>	<b>3,847</b>	<b>+4.4%</b>	<b>427</b>	<b>-1.4%</b>
12-Month Avg	2,971	+2.8%	348	+10.8%

## Historical Pending Sales by Month

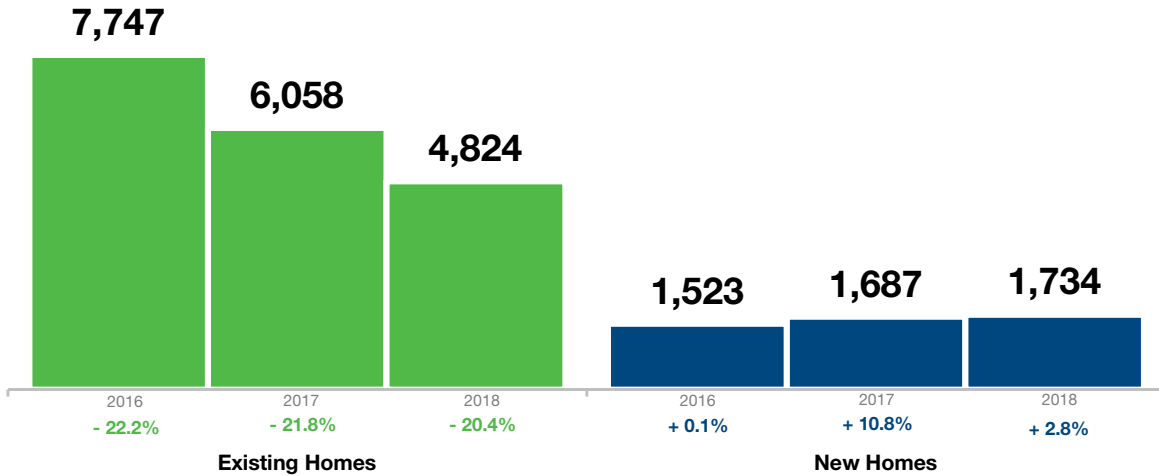


# Inventory

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

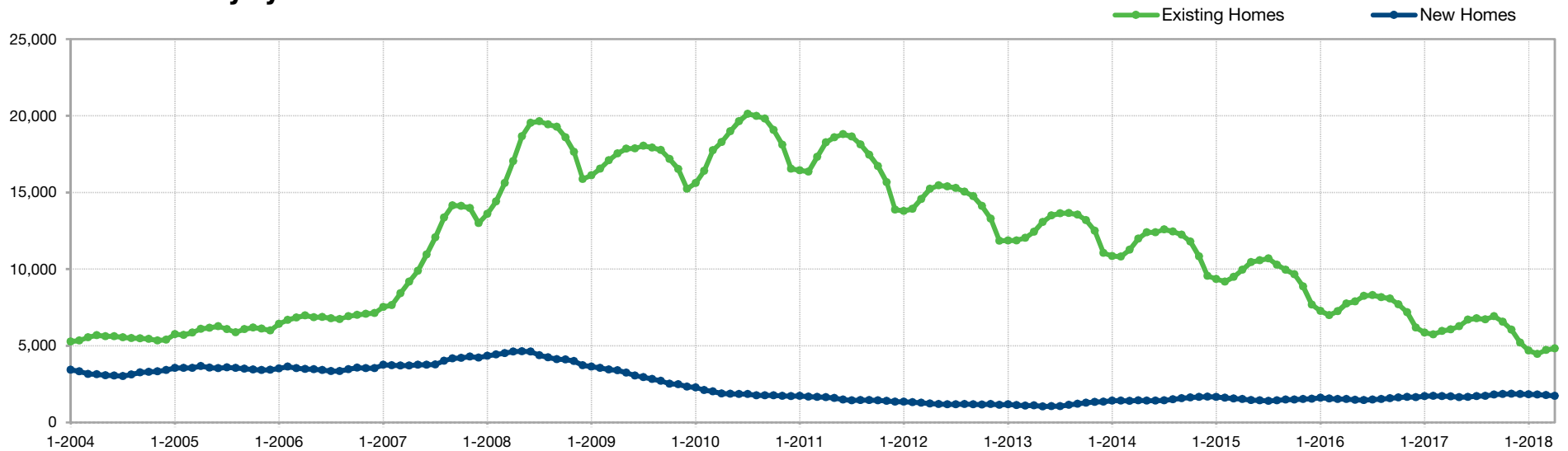


## April



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2017	6,278	-20.5%	1,638	+11.5%
Jun-2017	6,702	-18.8%	1,665	+15.2%
Jul-2017	6,784	-18.2%	1,718	+16.2%
Aug-2017	6,722	-17.7%	1,728	+14.1%
Sep-2017	6,917	-14.3%	1,816	+15.3%
Oct-2017	6,559	-14.8%	1,842	+13.2%
Nov-2017	6,051	-15.7%	1,870	+12.3%
Dec-2017	5,212	-15.7%	1,846	+13.0%
Jan-2018	4,691	-20.0%	1,835	+7.6%
Feb-2018	4,470	-22.1%	1,812	+4.6%
Mar-2018	4,720	-20.9%	1,786	+4.1%
<b>Apr-2018</b>	<b>4,824</b>	<b>-20.4%</b>	<b>1,734</b>	<b>+2.8%</b>
12-Month Avg*	5,828	-18.1%	1,774	+10.6%

## Historical Inventory by Month

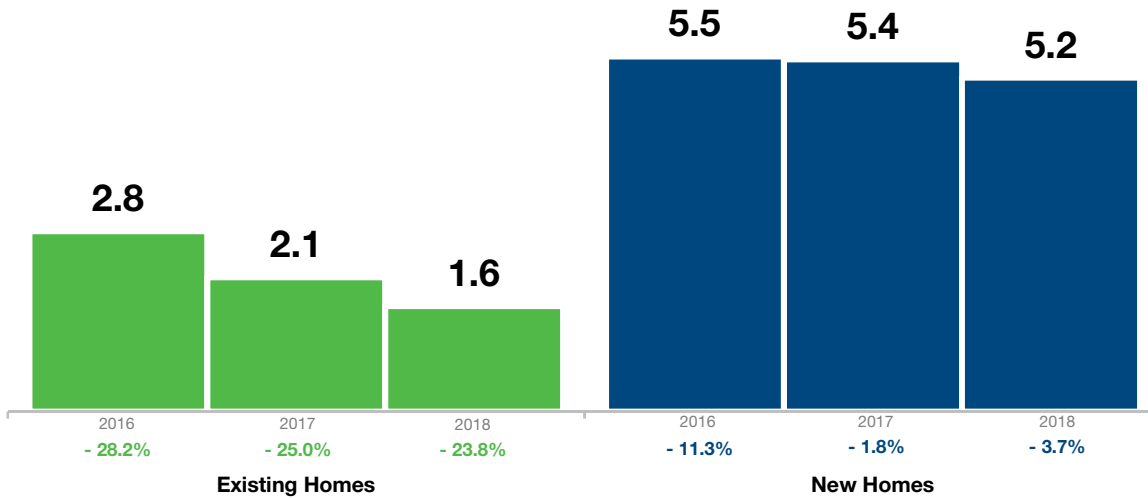


# Supply

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.



## April



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	5.4	+3.8%
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%	5.8	+3.6%
Nov-2017	2.1	-16.0%	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	1.6	-20.0%	5.3	-3.6%
<b>Apr-2018</b>	<b>1.6</b>	<b>-23.8%</b>	<b>5.2</b>	<b>-3.7%</b>
12-Month Avg*	2.5	-20.1%	5.4	+0.4%

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

## Historical Supply by Month

