

# 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	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		3,747	<b>3,673</b>	- 2.0%	13,132	<b>13,354</b>	+ 1.7%
<b>Average Sales Price</b>		\$217,660	<b>\$230,682</b>	+ 6.0%	\$202,369	<b>\$216,637</b>	+ 7.1%
<b>Median Sales Price</b>		\$186,000	<b>\$200,000</b>	+ 7.5%	\$173,500	<b>\$187,000</b>	+ 7.8%
<b>Days on Market</b>		42	<b>34</b>	- 19.0%	53	<b>45</b>	- 15.1%
<b>Pct. of Orig. Price Received</b>		97.6%	<b>98.6%</b>	+ 1.0%	96.2%	<b>97.2%</b>	+ 1.0%
<b>Pending Sales</b>		3,572	<b>3,891</b>	+ 8.9%	15,753	<b>16,115</b>	+ 2.3%
<b>Inventory</b>		6,274	<b>5,467</b>	- 12.9%	--	<b>--</b>	--
<b>Supply</b>		2.1	<b>1.8</b>	- 14.3%	--	<b>--</b>	--

# 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	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		413	<b>442</b>	+ 7.0%	1,553	<b>1,719</b>	+ 10.7%
<b>Average Sales Price</b>		\$377,884	<b>\$384,827</b>	+ 1.8%	\$374,168	<b>\$375,808</b>	+ 0.4%
<b>Median Sales Price</b>		\$359,000	<b>\$349,925</b>	- 2.5%	\$340,025	<b>\$341,426</b>	+ 0.4%
<b>Days on Market</b>		143	<b>141</b>	- 1.4%	126	<b>130</b>	+ 3.2%
<b>Pct. of Orig. Price Received</b>		101.7%	<b>101.7%</b>	0.0%	101.6%	<b>101.5%</b>	- 0.1%
<b>Pending Sales</b>		404	<b>332</b>	- 17.8%	1,962	<b>2,013</b>	+ 2.6%
<b>Inventory</b>		1,648	<b>1,739</b>	+ 5.5%	--	<b>--</b>	--
<b>Supply</b>		5.2	<b>5.1</b>	- 1.9%	--	<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.

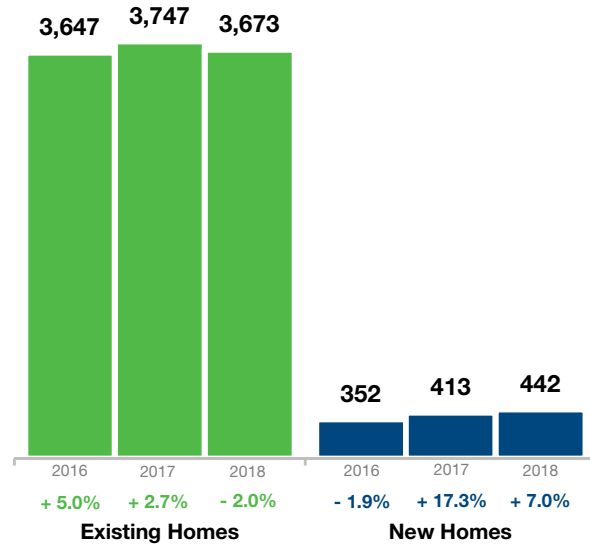
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		4,160	<b>4,115</b>	- 1.1%	14,685	<b>15,073</b>	+ 2.6%
<b>Average Sales Price</b>		\$233,575	<b>\$247,255</b>	+ 5.9%	\$220,548	<b>\$234,821</b>	+ 6.5%
<b>Median Sales Price</b>		\$200,000	<b>\$215,650</b>	+ 7.8%	\$186,500	<b>\$204,000</b>	+ 9.4%
<b>Days on Market</b>		52	<b>45</b>	- 13.5%	60	<b>54</b>	- 10.0%
<b>Pct. of Orig. Price Received</b>		98.0%	<b>98.9%</b>	+ 0.9%	96.8%	<b>97.7%</b>	+ 0.9%
<b>Pending Sales</b>		3,976	<b>4,223</b>	+ 6.2%	17,715	<b>18,128</b>	+ 2.3%
<b>Inventory</b>		7,922	<b>7,206</b>	- 9.0%	--	--	--
<b>Supply</b>		2.4	<b>2.2</b>	- 8.3%	--	--	--

# Closed Sales

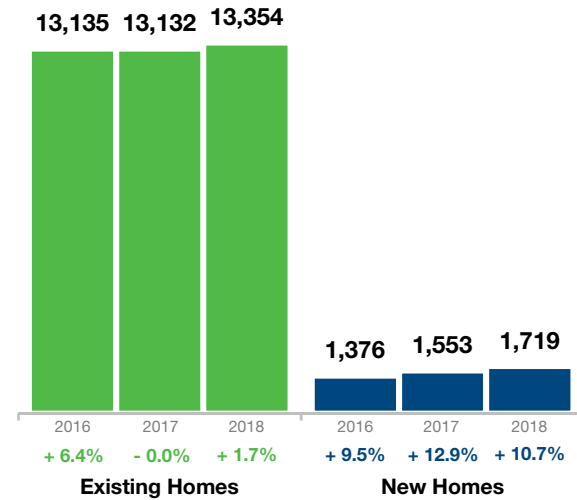
A count of the actual sales that closed in a given month.



## May

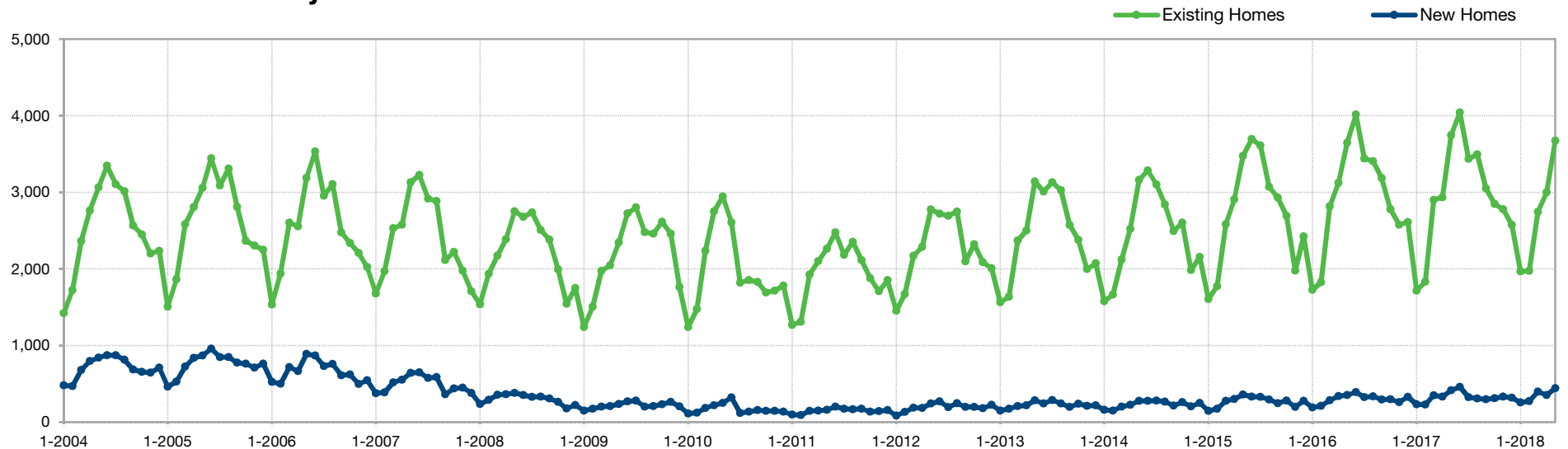


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2017	4,041	+0.6%	458	+16.8%
Jul-2017	3,436	-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	2,847	+2.5%	311	+4.4%
Nov-2017	2,780	+8.0%	332	+28.2%
Dec-2017	2,577	-1.3%	317	-3.1%
Jan-2018	1,965	+14.4%	257	+10.3%
Feb-2018	1,973	+7.6%	272	+19.8%
Mar-2018	2,744	-5.4%	397	+14.1%
Apr-2018	2,999	+2.2%	351	+5.7%
<b>May-2018</b>	<b>3,673</b>	<b>-2.0%</b>	<b>442</b>	<b>+7.0%</b>
12-Month Avg	2,965	+1.3%	339	+7.6%

## Historical Closed Sales by Month



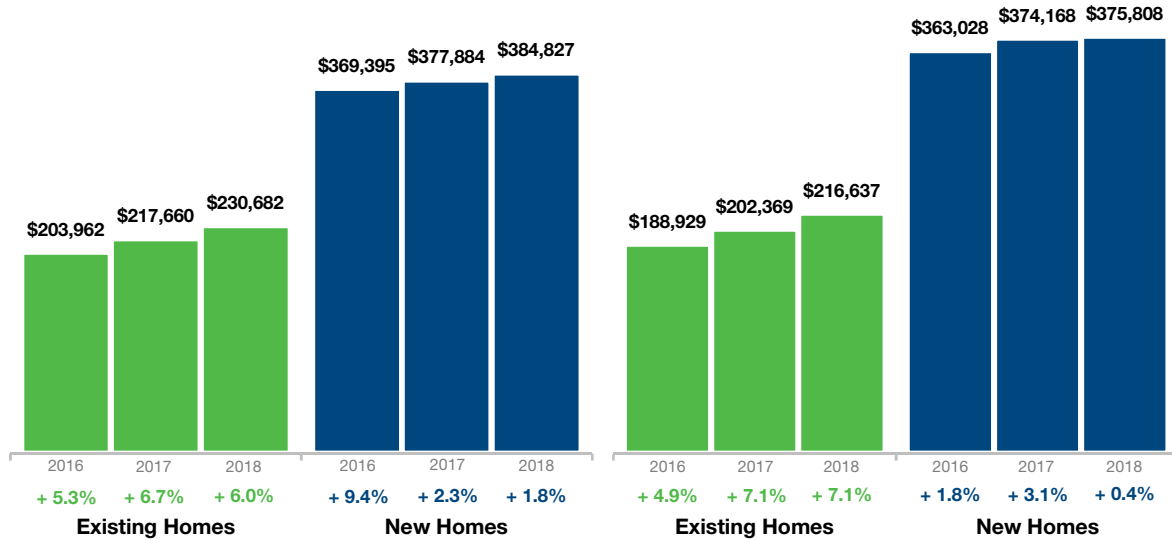
# Average Sales Price

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



## May

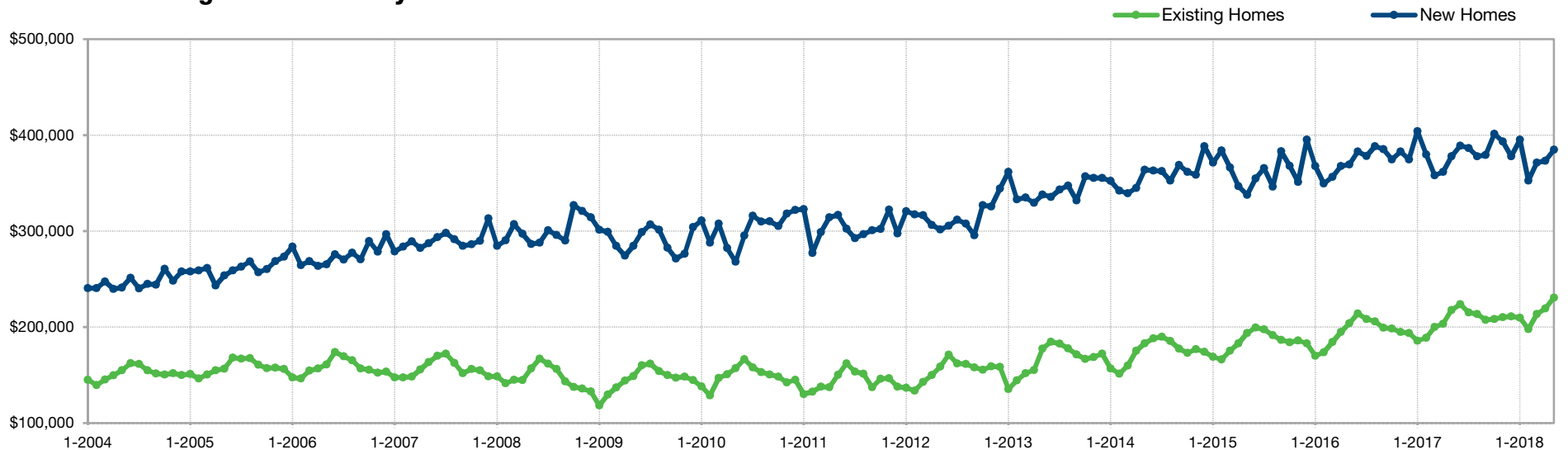
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2017	\$223,685	+4.4%	\$389,039	+1.6%
Jul-2017	\$215,085	+3.2%	\$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	\$208,354	+5.0%	\$401,229	+7.1%
Nov-2017	\$210,238	+7.9%	\$393,339	+2.7%
Dec-2017	\$211,099	+9.0%	\$378,043	+0.9%
Jan-2018	\$209,632	+12.9%	\$395,337	-2.2%
Feb-2018	\$197,890	+4.8%	\$352,543	-7.2%
Mar-2018	\$213,496	+6.7%	\$371,426	+3.8%
Apr-2018	\$219,208	+7.8%	\$373,140	+3.2%
<b>May-2018</b>	<b>\$230,682</b>	<b>+6.0%</b>	<b>\$384,827</b>	<b>+1.8%</b>
12-Month Avg*	\$202,844	+5.8%	\$378,211	+1.0%

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

## Historical Average Sales Price by Month



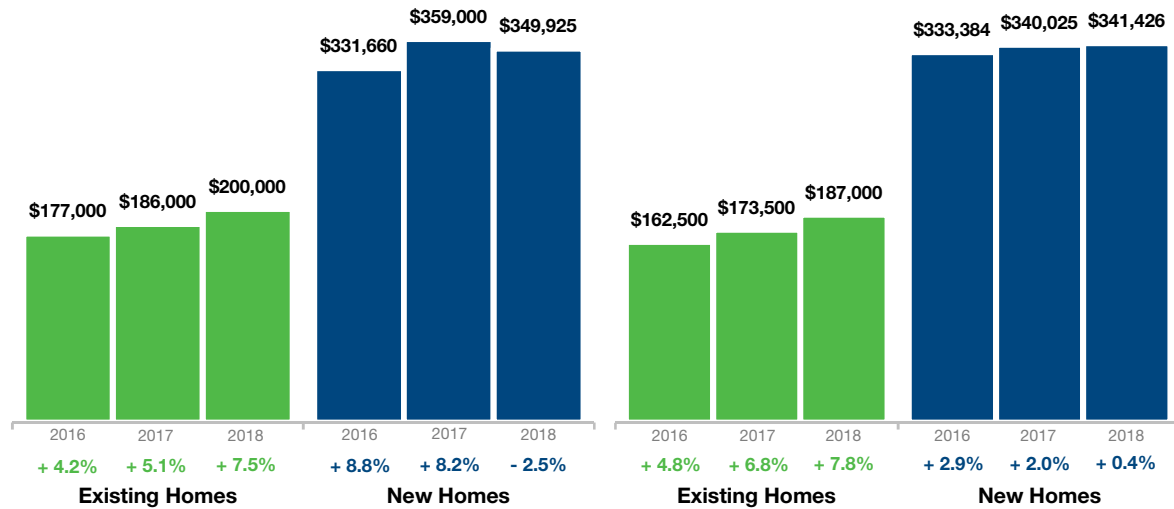
# Median Sales Price

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



## May

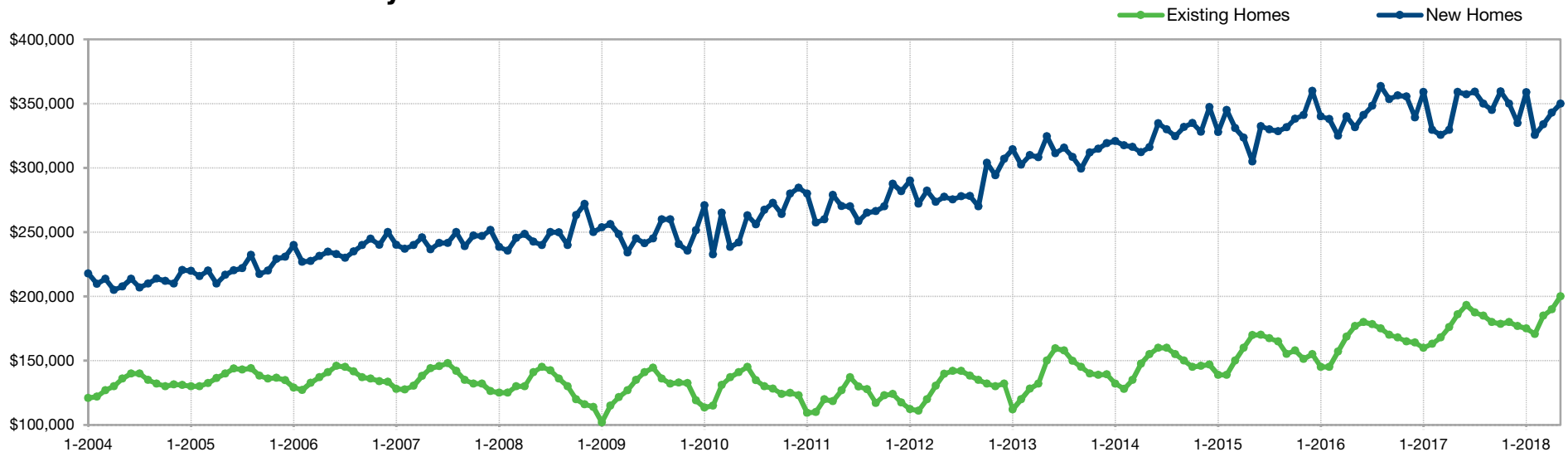
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Apr-2018	\$190,000	+8.0%	\$343,000	+4.1%
<b>May-2018</b>	<b>\$200,000</b>	<b>+7.5%</b>	<b>\$349,925</b>	<b>-2.5%</b>
12-Month Avg*	\$173,000	+6.9%	\$347,824	+0.0%

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

## Historical Median Sales Price by Month



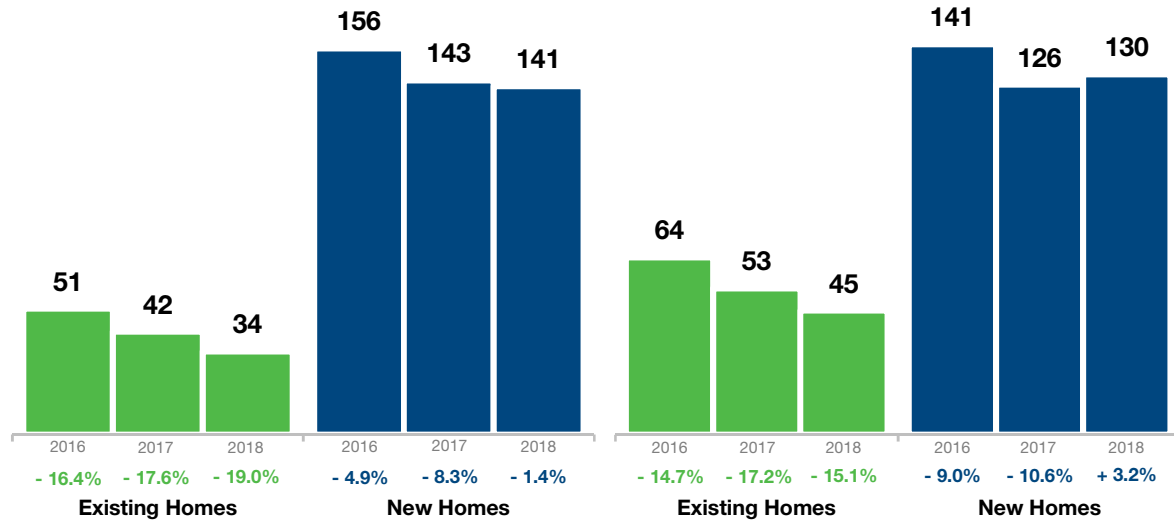
# Days on Market Until Sale

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



## May

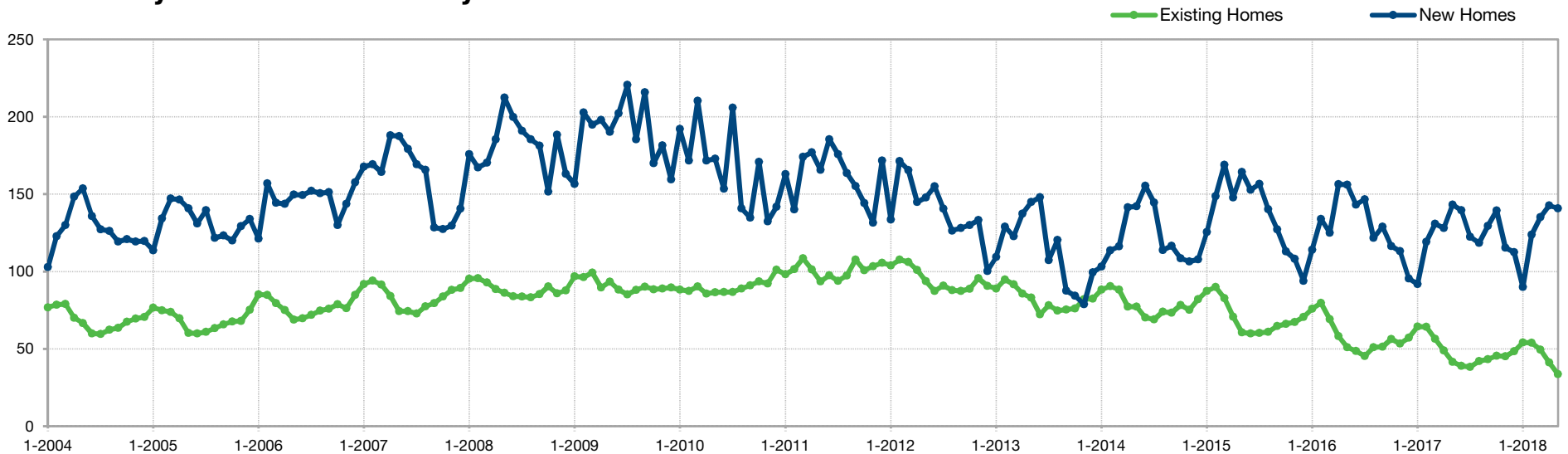
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	49	-12.5%	135	+3.1%
Apr-2018	41	-16.3%	143	+11.7%
<b>May-2018</b>	<b>34</b>	<b>-19.0%</b>	<b>141</b>	<b>-1.4%</b>
12-Month Avg*	52	-16.4%	125	+1.9%

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

## Historical Days on Market Until Sale by Month



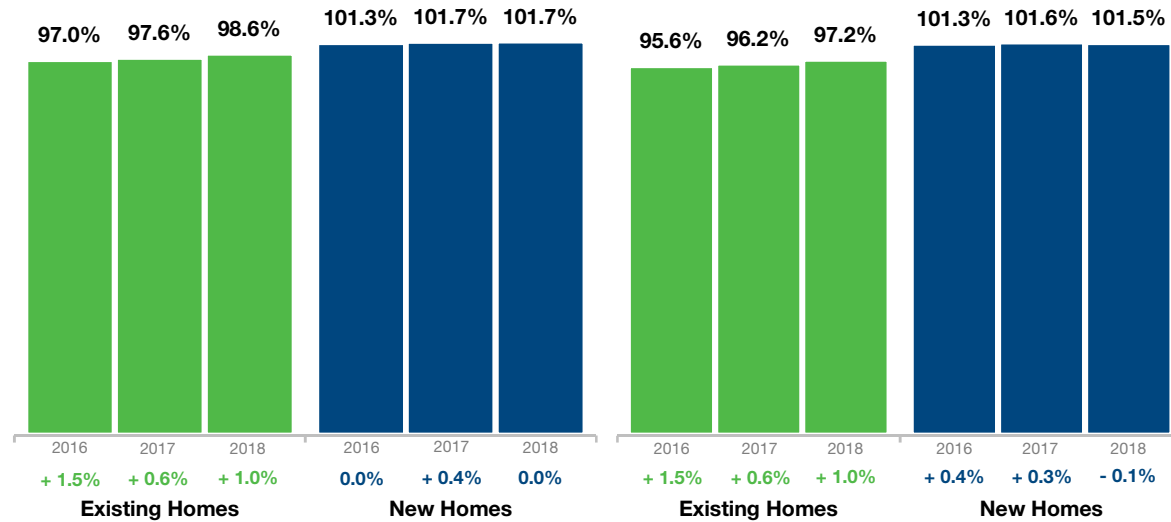
# Percentage of Original List Price Received

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.



## May

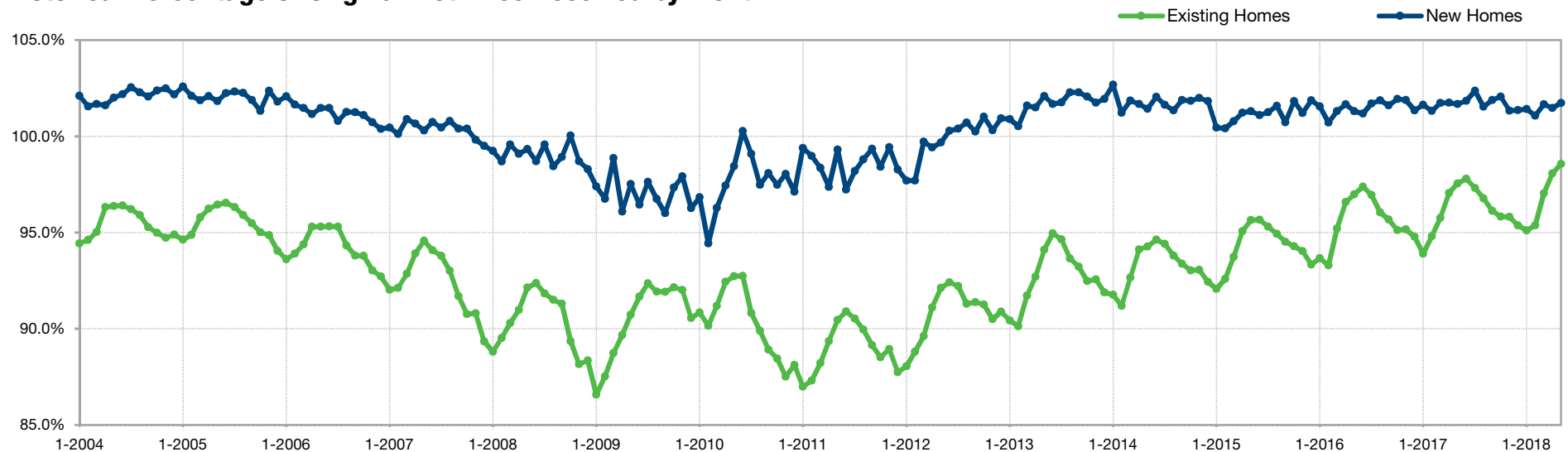
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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	97.0%	+1.3%	101.7%	0.0%
Apr-2018	98.1%	+1.0%	101.5%	-0.2%
<b>May-2018</b>	<b>98.6%</b>	<b>+1.0%</b>	<b>101.7%</b>	<b>0.0%</b>
12-Month Avg*	96.1%	+0.7%	101.6%	+0.0%

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

## Historical Percentage of Original List Price Received by Month



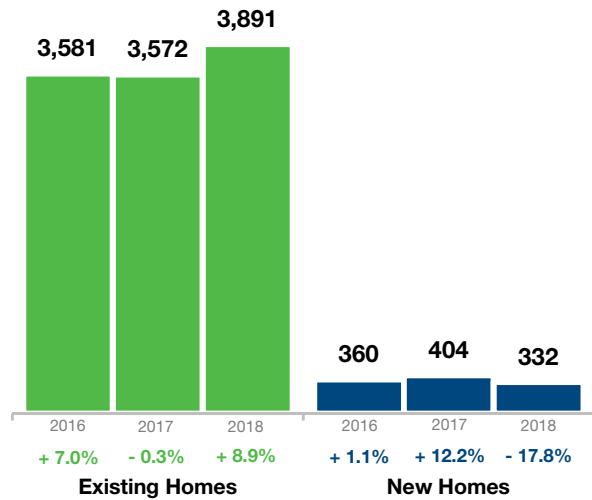


# Pending Sales

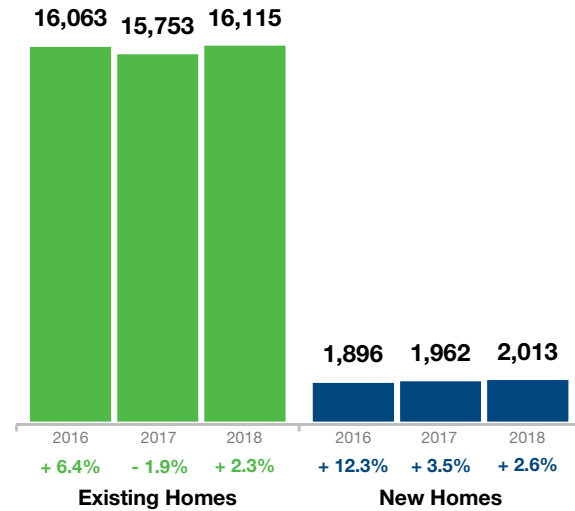
A count of the properties on which offers have been accepted in a given month.



## May

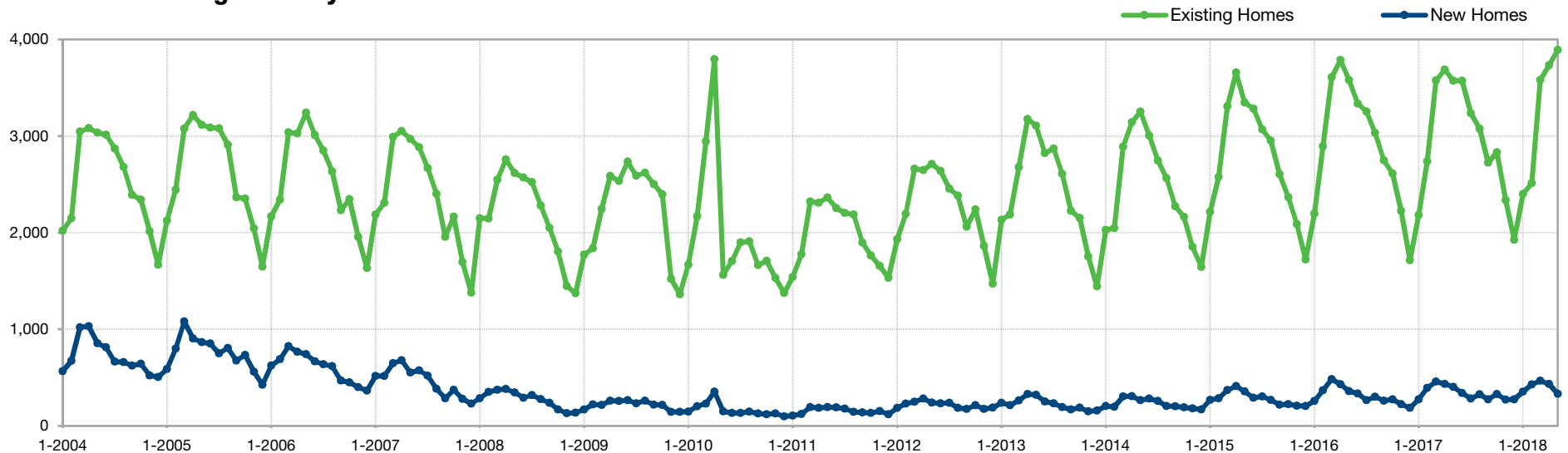


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2017	3,573	+7.1%	339	+1.2%
Jul-2017	3,236	-0.6%	282	+6.0%
Aug-2017	3,077	+1.5%	325	+8.0%
Sep-2017	2,724	-0.9%	274	+5.0%
Oct-2017	2,831	+8.4%	328	+19.7%
Nov-2017	2,336	+5.0%	271	+21.0%
Dec-2017	1,926	+12.4%	274	+48.1%
Jan-2018	2,400	+10.0%	353	+28.4%
Feb-2018	2,513	-8.2%	429	+9.4%
Mar-2018	3,580	+0.1%	466	+1.7%
Apr-2018	3,731	+1.2%	433	0.0%
<b>May-2018</b>	<b>3,891</b>	<b>+8.9%</b>	<b>332</b>	<b>-17.8%</b>
12-Month Avg	2,985	+3.3%	342	+7.8%

## Historical Pending Sales by Month

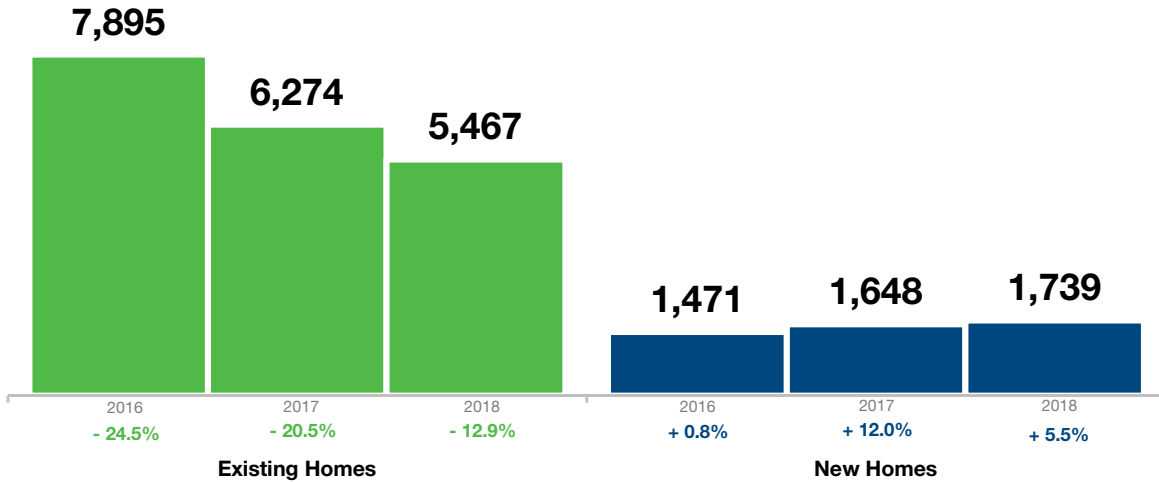


# Inventory

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

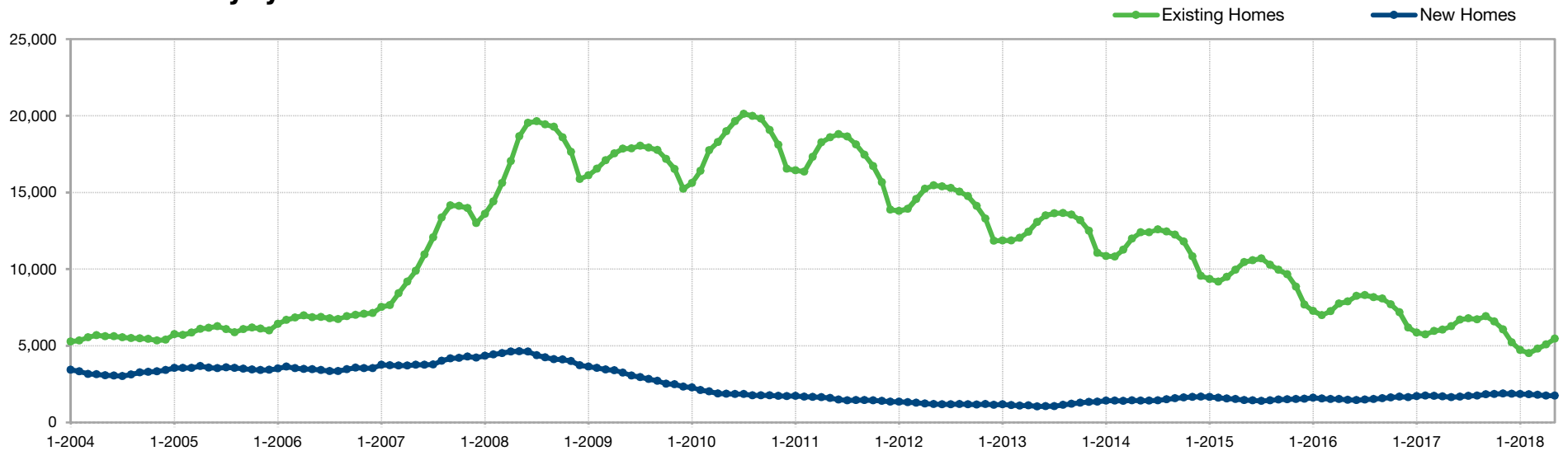


## May



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jun-2017	6,699	-18.8%	1,676	+15.8%
Jul-2017	6,783	-18.2%	1,730	+16.8%
Aug-2017	6,724	-17.6%	1,740	+14.6%
Sep-2017	6,923	-14.2%	1,831	+16.0%
Oct-2017	6,576	-14.6%	1,857	+13.7%
Nov-2017	6,068	-15.4%	1,883	+12.6%
Dec-2017	5,229	-15.4%	1,860	+13.3%
Jan-2018	4,718	-19.5%	1,851	+8.1%
Feb-2018	4,517	-21.2%	1,834	+5.3%
Mar-2018	4,803	-19.4%	1,802	+4.5%
Apr-2018	5,084	-16.0%	1,750	+3.1%
<b>May-2018</b>	<b>5,467</b>	<b>-12.9%</b>	<b>1,739</b>	<b>+5.5%</b>
12-Month Avg*	5,799	-16.9%	1,796	+10.6%

## Historical Inventory by Month

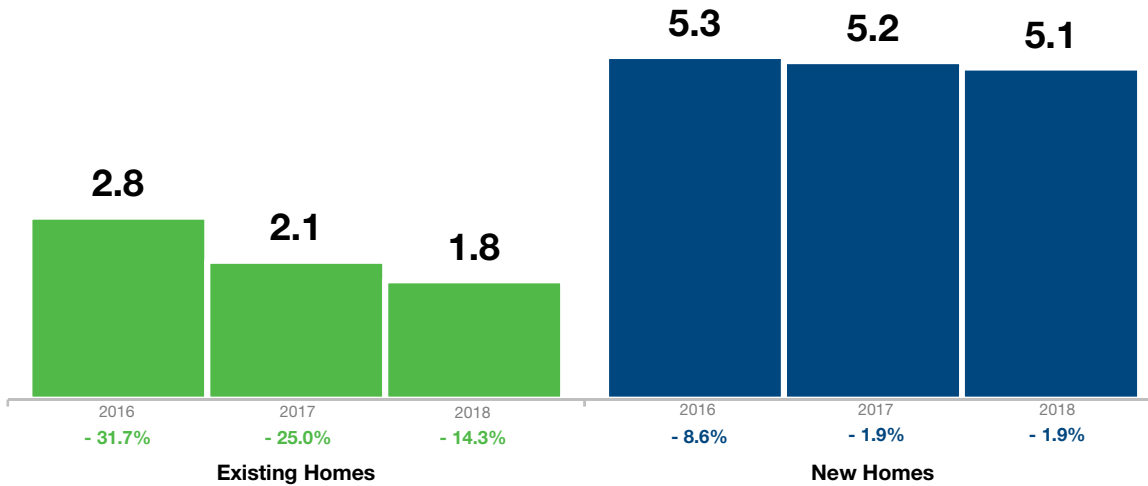


# Supply

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.



## May



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	5.5	+3.8%
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%	5.8	+3.6%
Dec-2017	1.8	-14.3%	5.7	+3.6%
Jan-2018	1.6	-20.0%	5.7	+1.8%
Feb-2018	1.5	-25.0%	5.5	-3.5%
Mar-2018	1.6	-20.0%	5.4	-3.6%
Apr-2018	1.7	-19.0%	5.2	-5.5%
<b>May-2018</b>	<b>1.8</b>	<b>-14.3%</b>	<b>5.1</b>	<b>-1.9%</b>
12-Month Avg*	2.4	-18.7%	5.5	+0.9%

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

## Historical Supply by Month

