

# 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	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		4,117	<b>3,875</b>	- 5.9%	17,474	<b>17,576</b>	+ 0.6%
<b>Average Sales Price</b>		\$221,651	<b>\$233,417</b>	+ 5.3%	\$205,708	<b>\$219,025</b>	+ 6.5%
<b>Median Sales Price</b>		\$190,000	<b>\$200,895</b>	+ 5.7%	\$175,000	<b>\$189,025</b>	+ 8.0%
<b>Days on Market</b>		40	<b>34</b>	- 15.0%	50	<b>43</b>	- 14.0%
<b>Pct. of Orig. Price Received</b>		97.7%	<b>98.1%</b>	+ 0.4%	96.5%	<b>97.3%</b>	+ 0.8%
<b>Pending Sales</b>		3,647	<b>3,940</b>	+ 8.0%	19,656	<b>20,159</b>	+ 2.6%
<b>Inventory</b>		6,893	<b>6,242</b>	- 9.4%	--	<b>--</b>	--
<b>Supply</b>		2.3	<b>2.1</b>	- 8.7%	--	<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	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		462	<b>434</b>	- 6.1%	2,016	<b>2,170</b>	+ 7.6%
<b>Average Sales Price</b>		\$387,530	<b>\$395,997</b>	+ 2.2%	\$377,134	<b>\$379,655</b>	+ 0.7%
<b>Median Sales Price</b>		\$356,366	<b>\$364,975</b>	+ 2.4%	\$344,950	<b>\$345,316</b>	+ 0.1%
<b>Days on Market</b>		140	<b>124</b>	- 11.4%	129	<b>129</b>	0.0%
<b>Pct. of Orig. Price Received</b>		101.8%	<b>102.2%</b>	+ 0.4%	101.7%	<b>101.6%</b>	- 0.1%
<b>Pending Sales</b>		342	<b>322</b>	- 5.8%	2,309	<b>2,357</b>	+ 2.1%
<b>Inventory</b>		1,683	<b>1,762</b>	+ 4.7%	--	<b>--</b>	--
<b>Supply</b>		5.2	<b>5.2</b>	0.0%	--	<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.

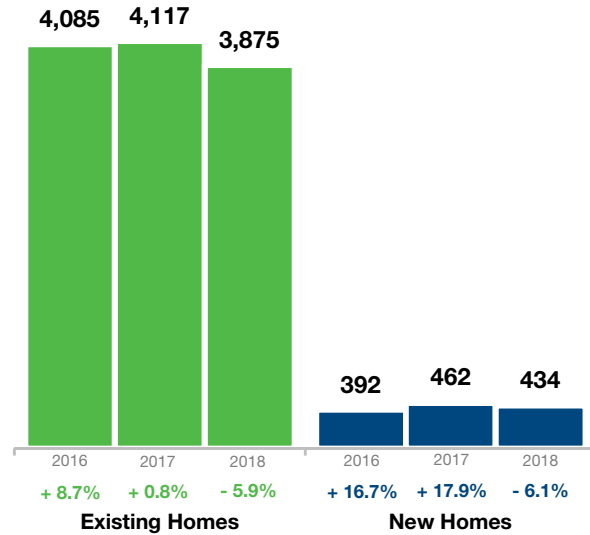
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		4,590	<b>4,332</b>	- 5.6%	19,535	<b>19,800</b>	+ 1.4%
<b>Average Sales Price</b>		\$238,388	<b>\$249,867</b>	+ 4.8%	\$223,465	<b>\$236,717</b>	+ 5.9%
<b>Median Sales Price</b>		\$205,750	<b>\$216,000</b>	+ 5.0%	\$189,900	<b>\$205,000</b>	+ 8.0%
<b>Days on Market</b>		50	<b>43</b>	- 14.0%	59	<b>53</b>	- 10.2%
<b>Pct. of Orig. Price Received</b>		98.1%	<b>98.5%</b>	+ 0.4%	97.0%	<b>97.8%</b>	+ 0.8%
<b>Pending Sales</b>		4,002	<b>4,275</b>	+ 6.8%	22,012	<b>22,583</b>	+ 2.6%
<b>Inventory</b>		8,616	<b>8,040</b>	- 6.7%	--	--	--
<b>Supply</b>		2.6	<b>2.4</b>	- 7.7%	--	--	--

# Closed Sales

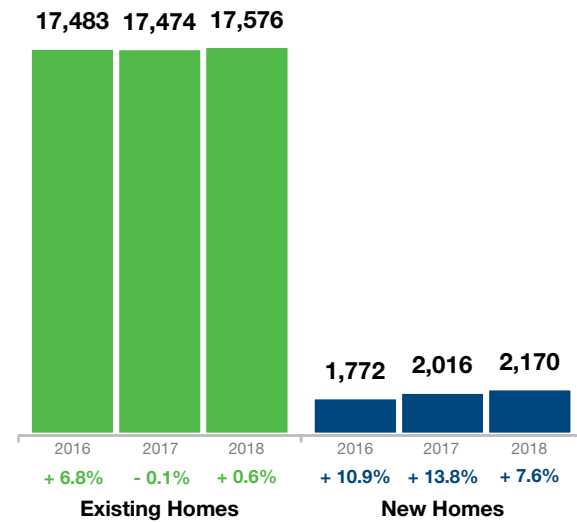
A count of the actual sales that closed in a given month.



## June

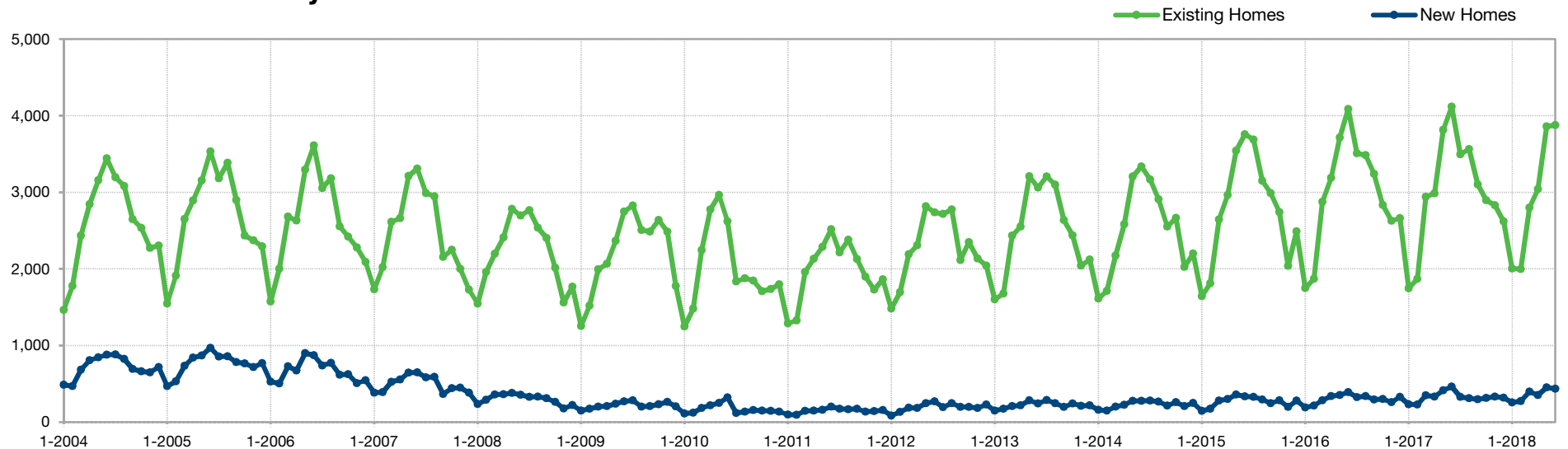


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	3,493	-0.5%	328	+0.9%
Aug-2017	3,564	+2.3%	310	-8.3%
Sep-2017	3,102	-4.3%	299	+1.7%
Oct-2017	2,897	+2.2%	313	+4.3%
Nov-2017	2,832	+7.7%	333	+27.6%
Dec-2017	2,622	-1.5%	317	-3.4%
Jan-2018	2,003	+14.8%	257	+10.3%
Feb-2018	1,997	+6.7%	273	+20.3%
Mar-2018	2,800	-4.8%	398	+14.4%
Apr-2018	3,041	+1.8%	354	+6.6%
May-2018	3,860	+1.2%	454	+9.7%
<b>Jun-2018</b>	<b>3,875</b>	<b>-5.9%</b>	<b>434</b>	<b>-6.1%</b>
12-Month Avg	3,007	+0.7%	339	+5.4%

## Historical Closed Sales by Month



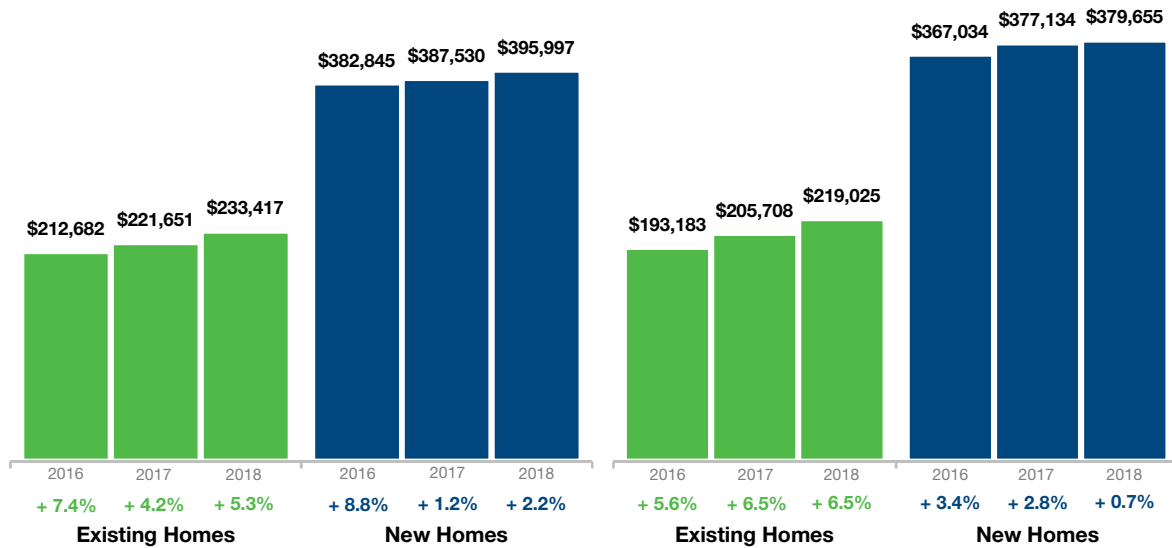
# Average Sales Price

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



## June

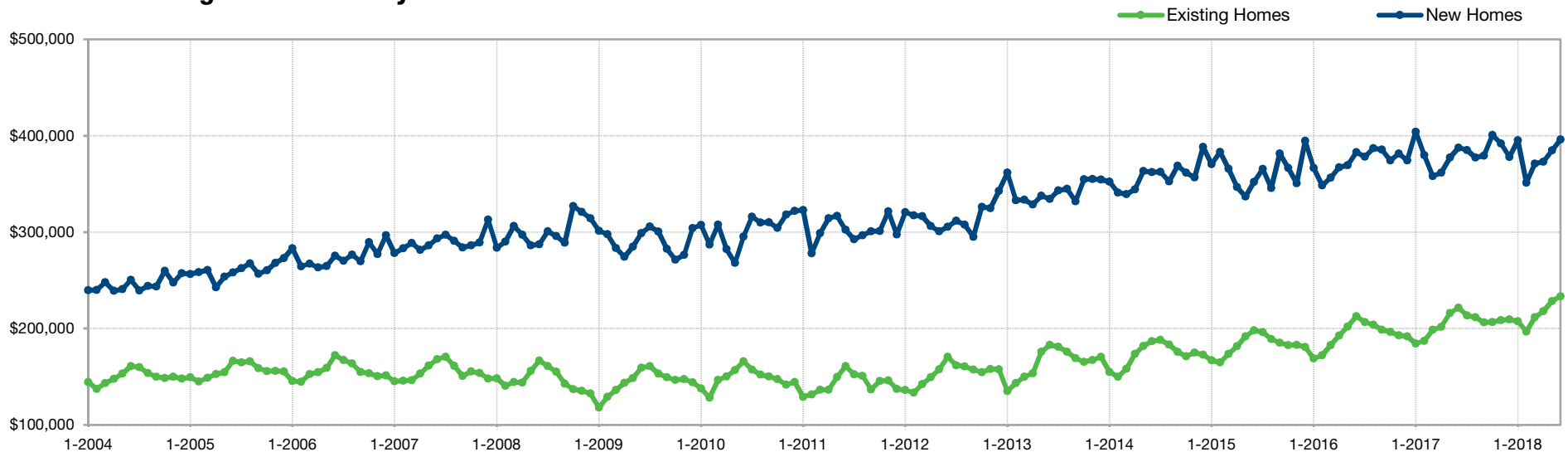
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	\$213,552	+3.4%	\$385,173	+1.9%
Aug-2017	\$211,538	+3.8%	\$377,376	-2.5%
Sep-2017	\$206,363	+3.9%	\$379,384	-1.6%
Oct-2017	\$206,672	+5.2%	\$400,857	+7.1%
Nov-2017	\$208,584	+8.1%	\$392,041	+2.8%
Dec-2017	\$209,354	+9.2%	\$378,043	+1.0%
Jan-2018	\$207,595	+12.6%	\$395,337	-2.2%
Feb-2018	\$196,821	+5.3%	\$351,251	-7.5%
Mar-2018	\$211,637	+6.5%	\$371,131	+3.7%
Apr-2018	\$217,875	+8.0%	\$373,068	+3.2%
May-2018	\$228,409	+5.8%	\$384,929	+2.0%
<b>Jun-2018</b>	<b>\$233,417</b>	<b>+5.3%</b>	<b>\$395,997</b>	<b>+2.2%</b>
12-Month Avg*	\$202,255	+5.9%	\$378,555	+1.0%

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

## Historical Average Sales Price by Month



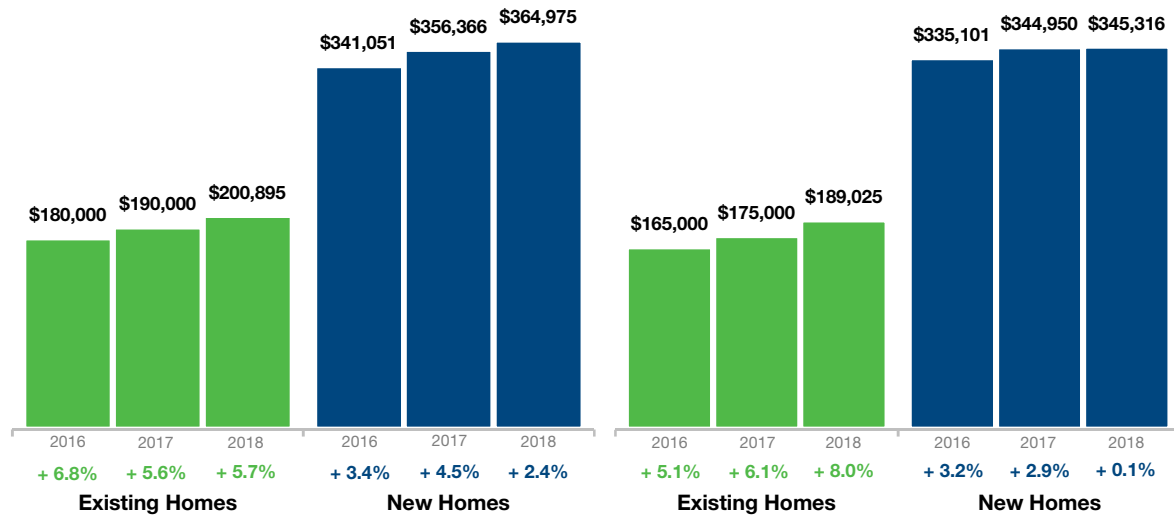
# Median Sales Price

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



## June

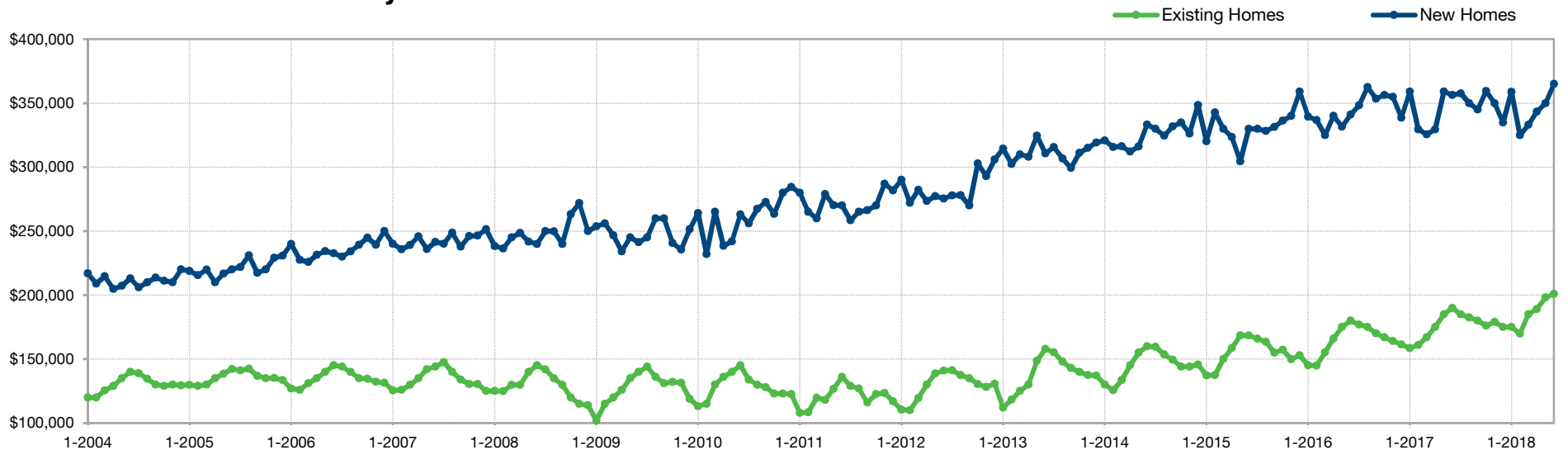
## Year to Date



Month	Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	\$185,000		+4.5%	\$357,595	+2.7%
Aug-2017	\$182,500		+4.3%	\$349,900	-3.5%
Sep-2017	\$180,000		+5.9%	\$345,000	-2.4%
Oct-2017	\$176,000		+5.4%	\$359,435	+0.9%
Nov-2017	\$179,000		+9.1%	\$349,888	-1.4%
Dec-2017	\$175,000		+8.5%	\$334,780	-1.1%
Jan-2018	\$174,950		+10.4%	\$358,903	-0.0%
Feb-2018	\$169,900		+5.5%	\$325,000	-1.4%
Mar-2018	\$184,900		+10.7%	\$332,975	+2.3%
Apr-2018	\$189,000		+8.0%	\$343,250	+4.2%
May-2018	\$198,100		+7.1%	\$349,900	-2.5%
<b>Jun-2018</b>	<b>\$200,895</b>		<b>+5.7%</b>	<b>\$364,975</b>	<b>+2.4%</b>
12-Month Avg*	\$172,500		+7.2%	\$349,700	-0.5%

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

## Historical Median Sales Price by Month



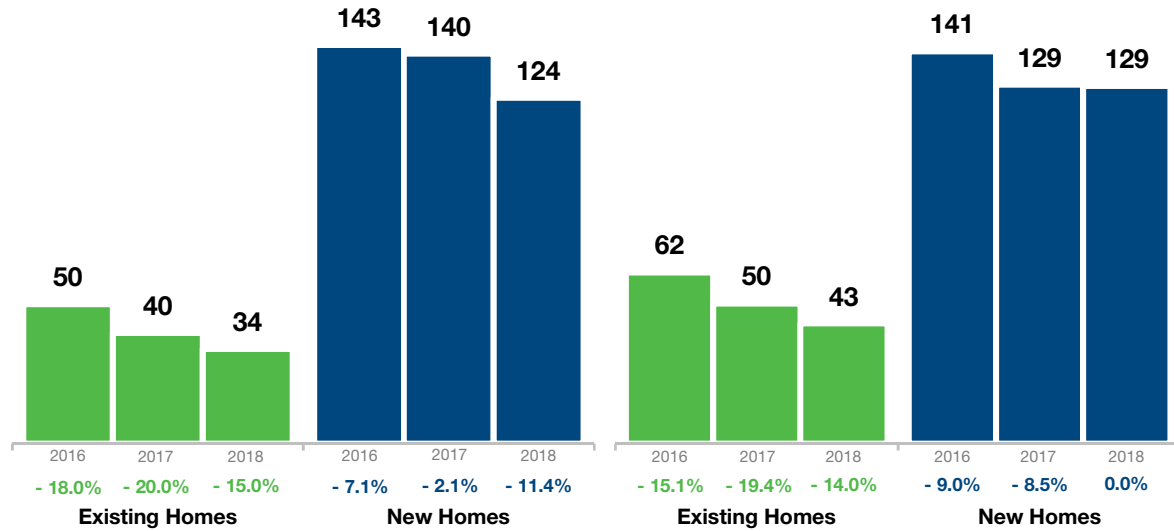
# Days on Market Until Sale

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



## June

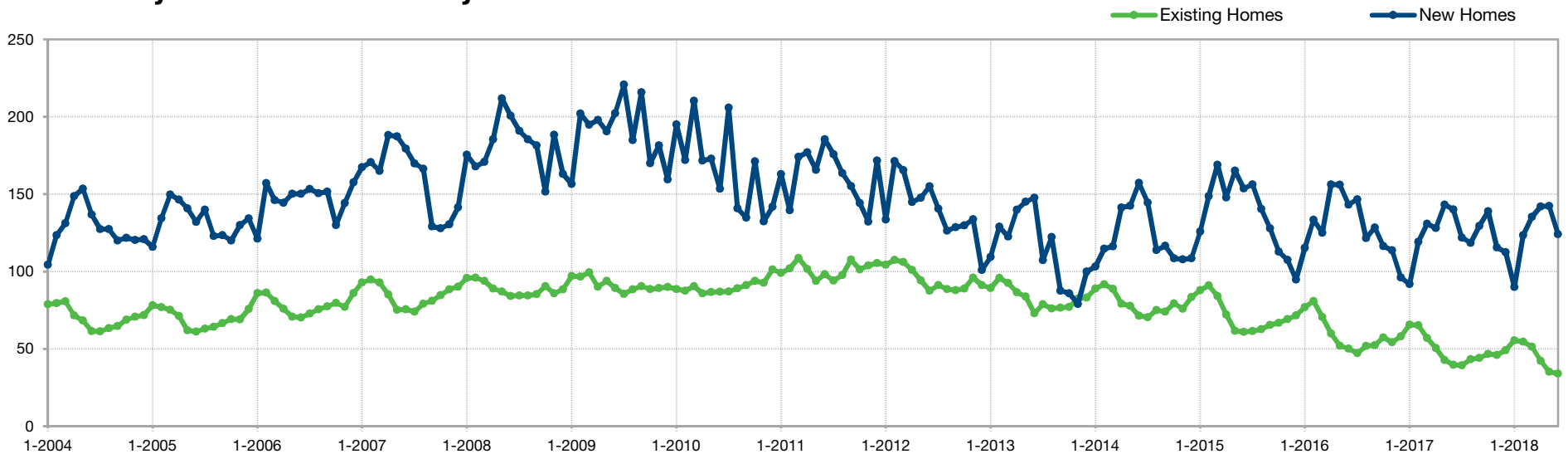
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	39	-17.0%	122	-17.0%
Aug-2017	43	-17.3%	118	-3.3%
Sep-2017	44	-15.4%	129	+0.8%
Oct-2017	47	-17.5%	139	+19.8%
Nov-2017	46	-14.8%	116	+1.8%
Dec-2017	49	-15.5%	112	+16.7%
Jan-2018	56	-15.2%	90	-2.2%
Feb-2018	55	-15.4%	123	+3.4%
Mar-2018	51	-10.5%	135	+3.1%
Apr-2018	42	-16.0%	142	+10.9%
May-2018	35	-18.6%	142	-0.7%
<b>Jun-2018</b>	<b>34</b>	<b>-15.0%</b>	<b>124</b>	<b>-11.4%</b>
12-Month Avg*	52	-15.4%	125	+0.7%

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

## Historical Days on Market Until Sale by Month



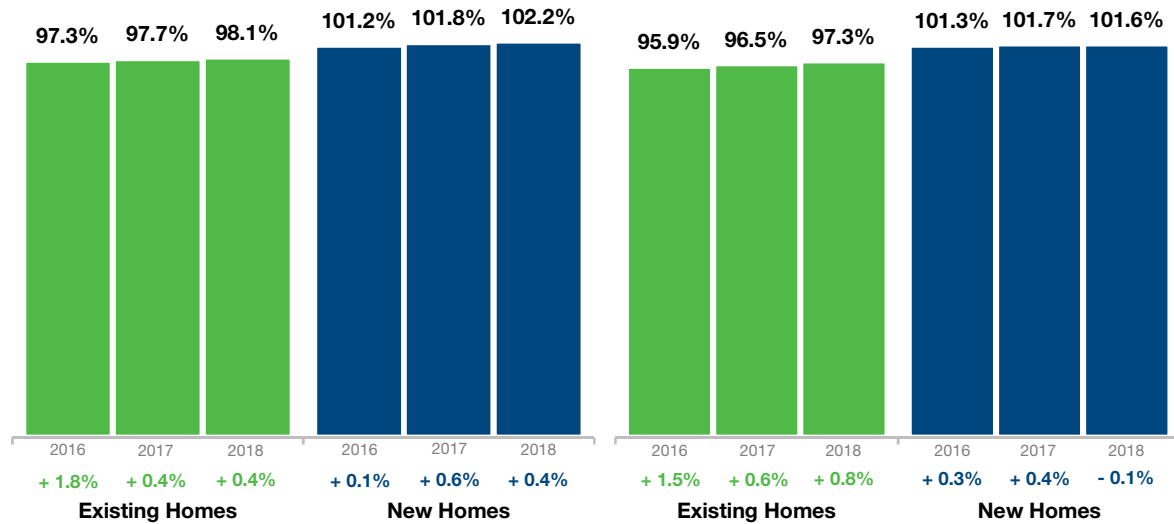
# Percentage of Original List Price Received

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.



## June

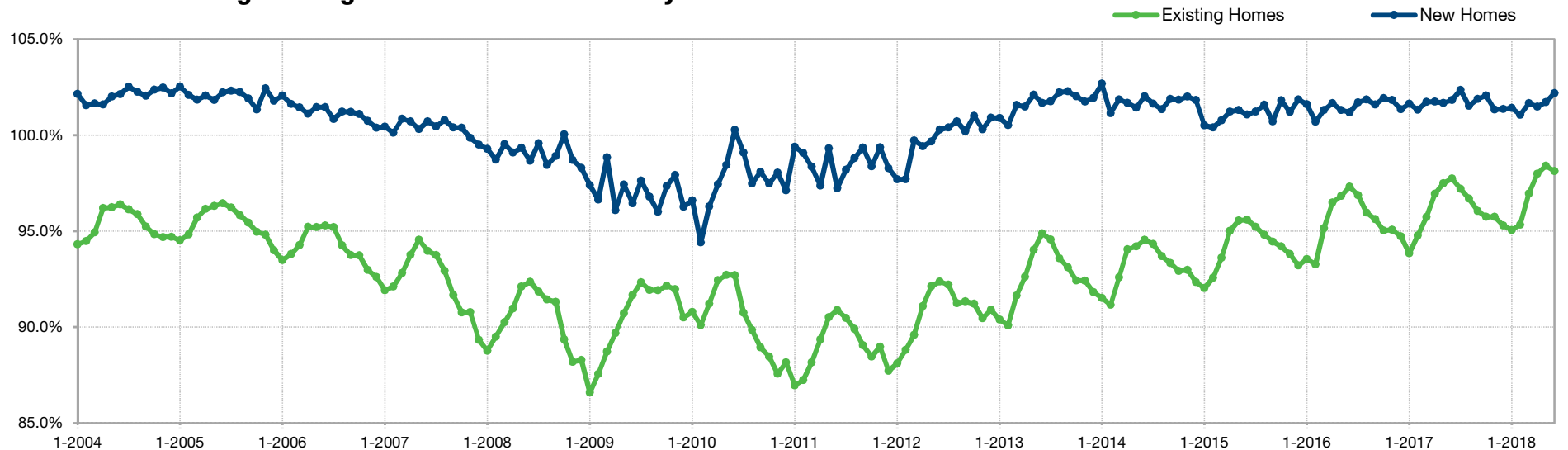
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	97.2%	+0.3%	102.4%	+0.7%
Aug-2017	96.7%	+0.7%	101.5%	-0.4%
Sep-2017	96.0%	+0.4%	101.9%	+0.3%
Oct-2017	95.7%	+0.7%	102.1%	+0.2%
Nov-2017	95.7%	+0.6%	101.3%	-0.5%
Dec-2017	95.3%	+0.6%	101.4%	+0.1%
Jan-2018	95.1%	+1.4%	101.4%	-0.2%
Feb-2018	95.3%	+0.5%	101.1%	-0.2%
Mar-2018	97.0%	+1.4%	101.7%	0.0%
Apr-2018	98.0%	+1.1%	101.5%	-0.2%
May-2018	98.4%	+0.9%	101.7%	0.0%
<b>Jun-2018</b>	<b>98.1%</b>	<b>+0.4%</b>	<b>102.2%</b>	<b>+0.4%</b>
12-Month Avg*	96.1%	+0.7%	101.7%	-0.0%

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

## Historical Percentage of Original List Price Received by Month



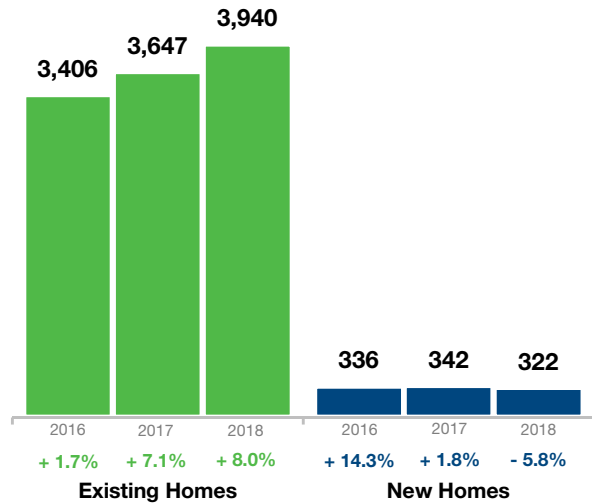


# Pending Sales

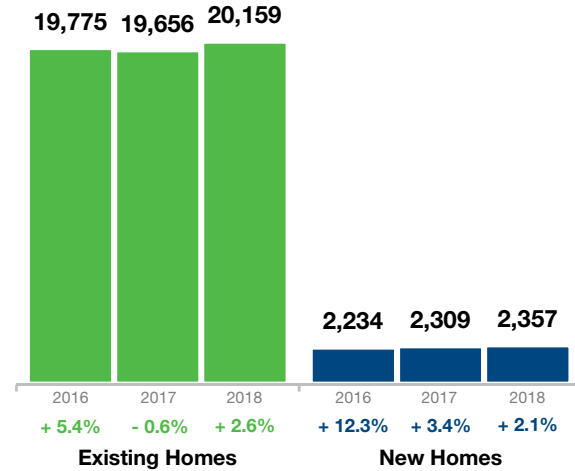
A count of the properties on which offers have been accepted in a given month.



## June

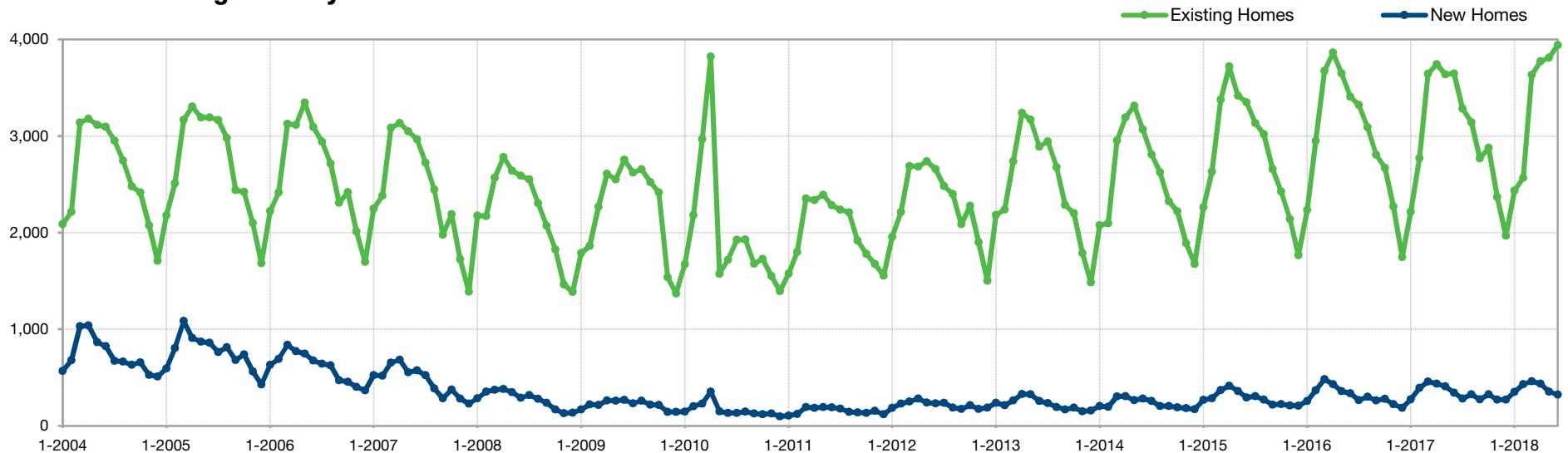


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	3,282	-1.2%	282	+6.0%
Aug-2017	3,142	+1.7%	327	+8.3%
Sep-2017	2,769	-1.4%	275	+4.6%
Oct-2017	2,878	+7.7%	327	+17.6%
Nov-2017	2,369	+4.4%	270	+20.5%
Dec-2017	1,966	+12.5%	272	+47.0%
Jan-2018	2,436	+10.0%	351	+28.1%
Feb-2018	2,567	-7.4%	432	+10.2%
Mar-2018	3,632	-0.3%	462	+0.9%
Apr-2018	3,772	+0.8%	437	+0.5%
May-2018	3,812	+4.8%	353	-13.5%
<b>Jun-2018</b>	<b>3,940</b>	<b>+8.0%</b>	<b>322</b>	<b>-5.8%</b>
12-Month Avg	3,047	+2.8%	343	+7.4%

## Historical Pending Sales by Month

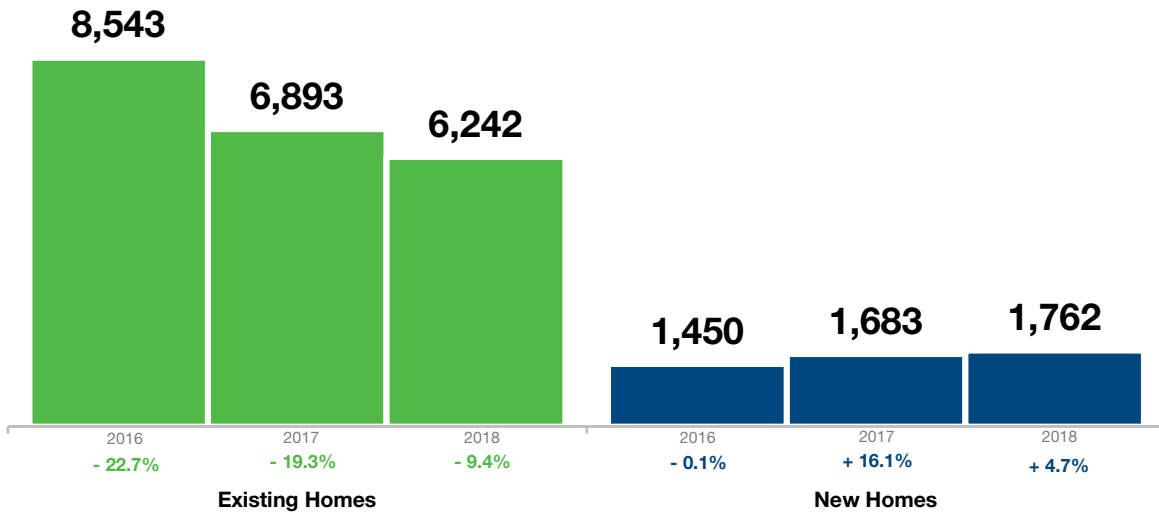


# Inventory

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

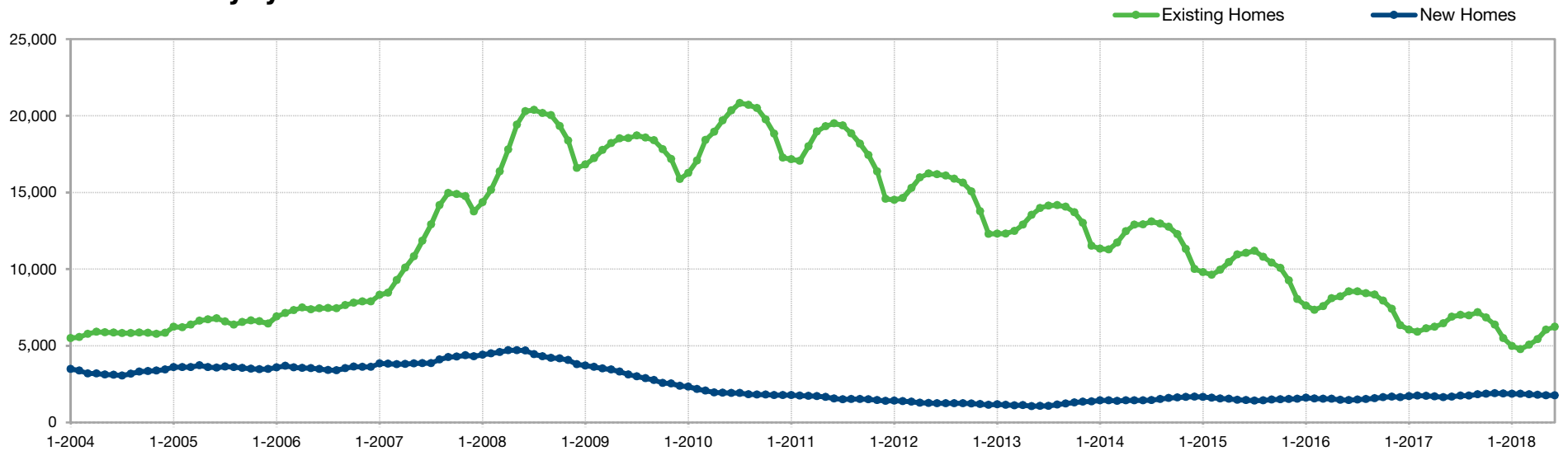


## June



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	7,006	-18.0%	1,737	+17.0%
Aug-2017	6,971	-17.2%	1,749	+14.9%
Sep-2017	7,180	-13.8%	1,839	+16.3%
Oct-2017	6,831	-14.0%	1,867	+14.3%
Nov-2017	6,370	-13.9%	1,901	+13.6%
Dec-2017	5,502	-13.3%	1,880	+14.3%
Jan-2018	4,973	-17.7%	1,874	+9.2%
Feb-2018	4,782	-19.2%	1,859	+6.4%
Mar-2018	5,074	-17.3%	1,834	+6.1%
Apr-2018	5,425	-12.9%	1,796	+5.6%
May-2018	6,054	-6.4%	1,769	+7.2%
<b>Jun-2018</b>	<b>6,242</b>	<b>-9.4%</b>	<b>1,762</b>	<b>+4.7%</b>
12-Month Avg*	6,034	-14.5%	1,822	+10.6%

## Historical Inventory by Month

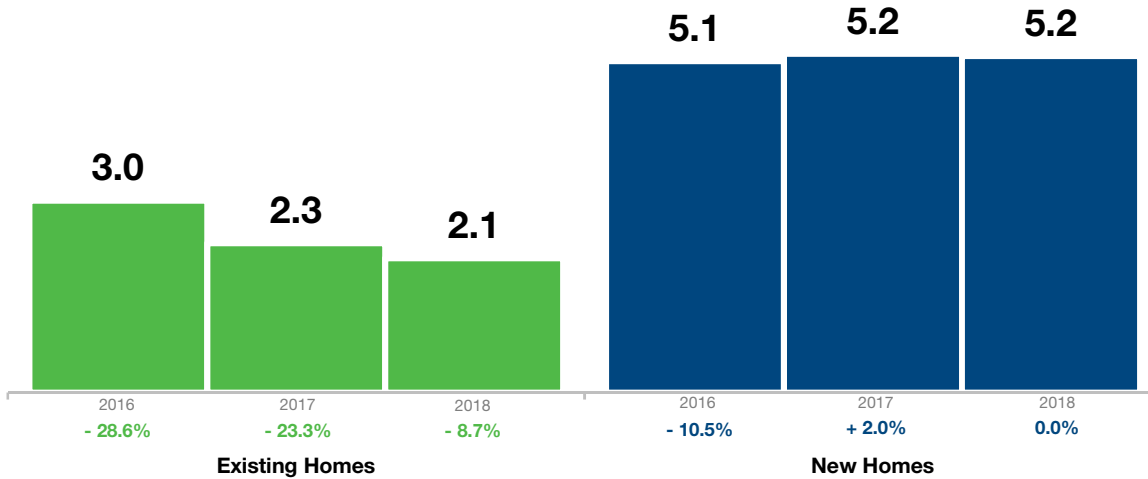


# Supply

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.



## June



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jul-2017	2.3	-23.3%	5.4	+3.8%
Aug-2017	2.3	-20.7%	5.5	+3.8%
Sep-2017	2.4	-17.2%	5.7	+5.6%
Oct-2017	2.3	-14.8%	5.8	+3.6%
Nov-2017	2.1	-16.0%	5.8	+3.6%
Dec-2017	1.8	-14.3%	5.8	+5.5%
Jan-2018	1.6	-20.0%	5.7	+1.8%
Feb-2018	1.6	-20.0%	5.6	-1.8%
Mar-2018	1.7	-19.0%	5.5	-1.8%
Apr-2018	1.8	-14.3%	5.3	-3.6%
May-2018	2.0	-9.1%	5.2	0.0%
<b>Jun-2018</b>	<b>2.1</b>	<b>-8.7%</b>	<b>5.2</b>	<b>0.0%</b>
12-Month Avg*	2.4	-16.0%	5.5	+1.5%

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

## Historical Supply by Month

