

# 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	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		3,493	<b>3,671</b>	+ 5.1%	20,967	<b>21,350</b>	+ 1.8%
<b>Average Sales Price</b>		\$213,552	<b>\$228,440</b>	+ 7.0%	\$207,016	<b>\$220,662</b>	+ 6.6%
<b>Median Sales Price</b>		\$185,000	<b>\$197,000</b>	+ 6.5%	\$177,500	<b>\$190,000</b>	+ 7.0%
<b>Days on Market</b>		39	<b>34</b>	- 12.8%	49	<b>42</b>	- 14.3%
<b>Pct. of Orig. Price Received</b>		97.2%	<b>97.6%</b>	+ 0.4%	96.6%	<b>97.4%</b>	+ 0.8%
<b>Pending Sales</b>		3,281	<b>3,730</b>	+ 13.7%	22,937	<b>23,746</b>	+ 3.5%
<b>Inventory</b>		7,008	<b>6,513</b>	- 7.1%	--	--	--
<b>Supply</b>		2.3	<b>2.1</b>	- 8.7%	--	--	--

# New Homes Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



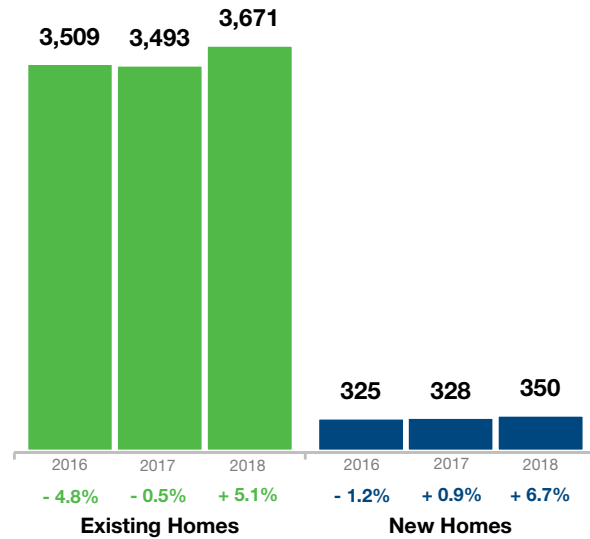
Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		328	<b>350</b>	+ 6.7%	2,344	<b>2,532</b>	+ 8.0%
<b>Average Sales Price</b>		\$385,173	<b>\$392,277</b>	+ 1.8%	\$378,259	<b>\$381,132</b>	+ 0.8%
<b>Median Sales Price</b>		\$357,595	<b>\$356,144</b>	- 0.4%	\$346,709	<b>\$346,885</b>	+ 0.1%
<b>Days on Market</b>		122	<b>114</b>	- 6.6%	128	<b>127</b>	- 0.8%
<b>Pct. of Orig. Price Received</b>		102.4%	<b>101.8%</b>	- 0.6%	101.8%	<b>101.6%</b>	- 0.2%
<b>Pending Sales</b>		282	<b>263</b>	- 6.7%	2,591	<b>2,635</b>	+ 1.7%
<b>Inventory</b>		1,738	<b>1,787</b>	+ 2.8%	--	--	--
<b>Supply</b>		5.4	<b>5.2</b>	- 3.7%	--	--	--

# Closed Sales

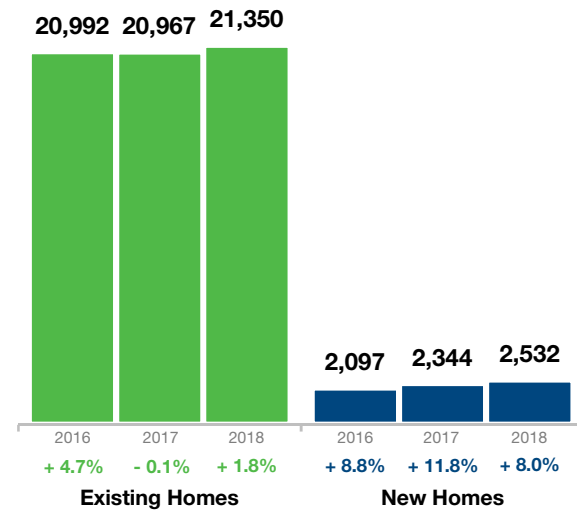
A count of the actual sales that closed in a given month.



## July

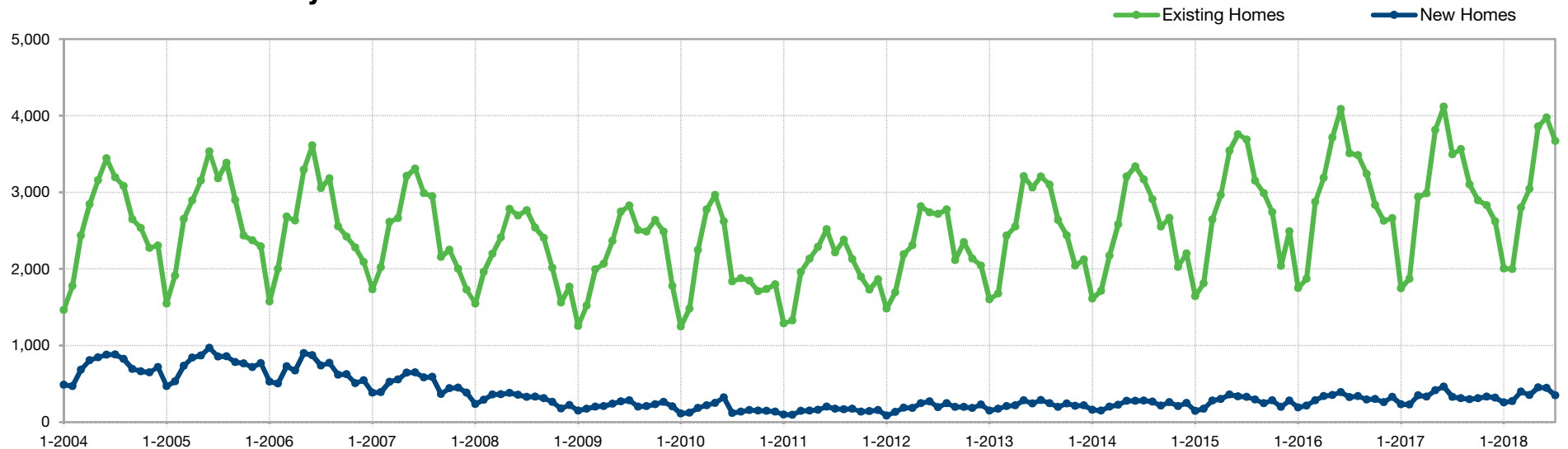


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2017	3,564	+2.3%	310	-8.3%
Sep-2017	3,102	-4.3%	299	+1.7%
Oct-2017	2,897	+2.2%	312	+4.0%
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	3,044	+1.9%	354	+6.6%
May-2018	3,860	+1.2%	454	+9.7%
Jun-2018	3,975	-3.4%	446	-3.5%
<b>Jul-2018</b>	<b>3,671</b>	<b>+5.1%</b>	<b>350</b>	<b>+6.7%</b>
12-Month Avg	3,031	+1.5%	342	+6.2%

## Historical Closed Sales by Month



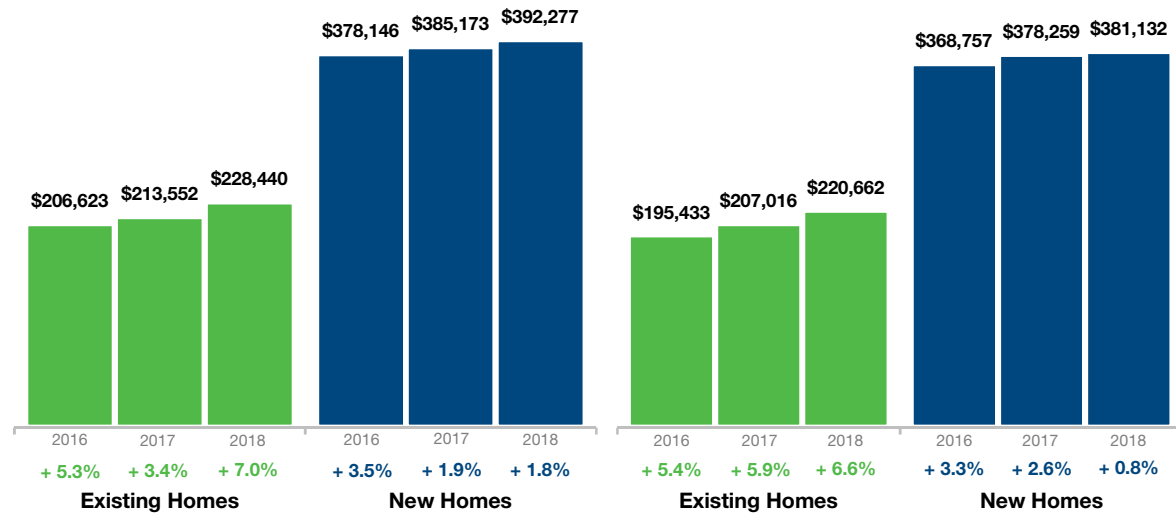
# Average Sales Price

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



## July

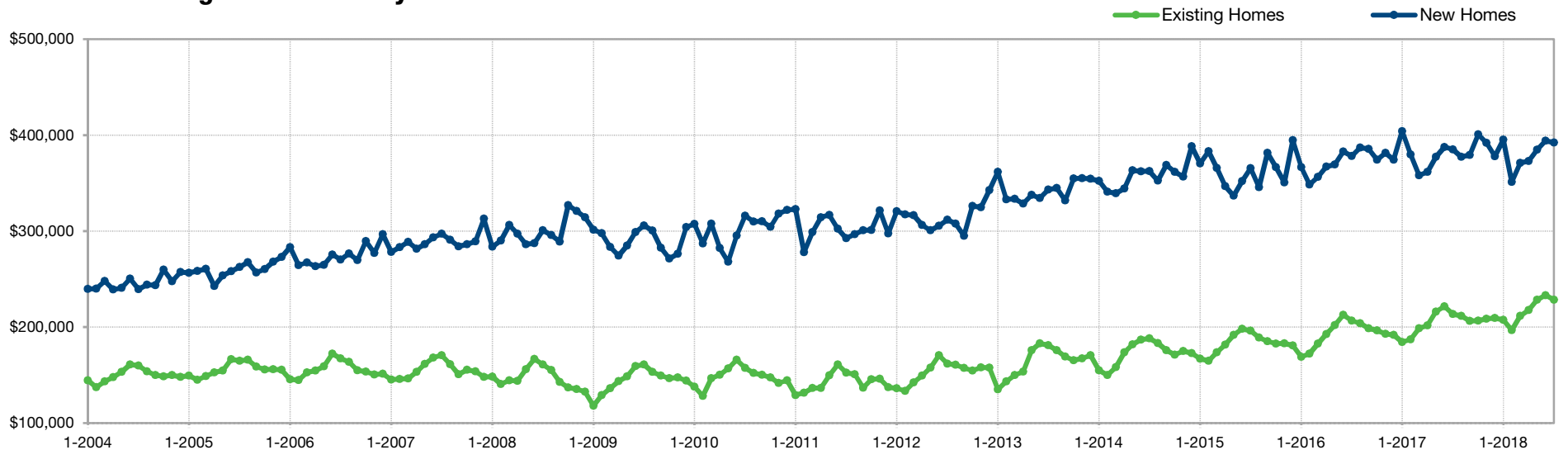
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2017	\$211,538	+3.8%	\$377,376	-2.5%
Sep-2017	\$206,363	+3.9%	\$379,384	-1.6%
Oct-2017	\$206,673	+5.2%	\$400,782	+7.1%
Nov-2017	\$208,584	+8.1%	\$392,041	+2.8%
Dec-2017	\$209,351	+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	\$217,812	+8.0%	\$373,068	+3.2%
May-2018	\$228,415	+5.8%	\$384,709	+1.9%
Jun-2018	\$233,158	+5.2%	\$394,240	+1.7%
<b>Jul-2018</b>	<b>\$228,440</b>	<b>+7.0%</b>	<b>\$392,277</b>	<b>+1.8%</b>
12-Month Avg*	\$202,930	+6.3%	\$379,152	+1.0%

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

## Historical Average Sales Price by Month



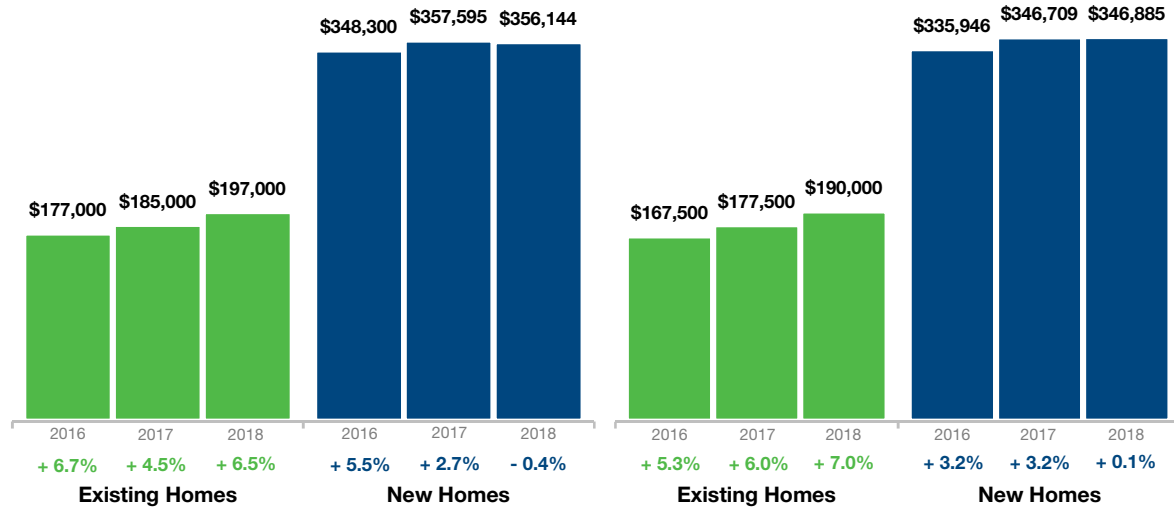
# Median Sales Price

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



## July

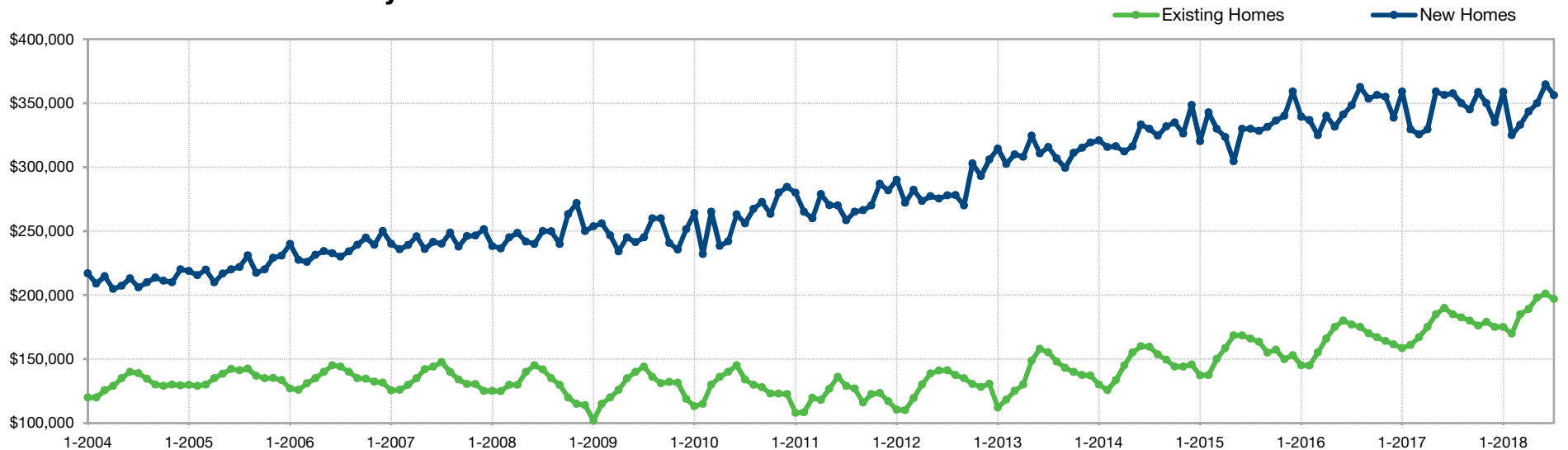
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	\$358,693	+0.7%
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	\$198,000	+7.0%	\$349,900	-2.5%
Jun-2018	\$201,000	+5.8%	\$364,675	+2.3%
<b>Jul-2018</b>	<b>\$197,000</b>	<b>+6.5%</b>	<b>\$356,144</b>	<b>-0.4%</b>
12-Month Avg*	\$173,525	+6.6%	\$349,950	-0.6%

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

## Historical Median Sales Price by Month



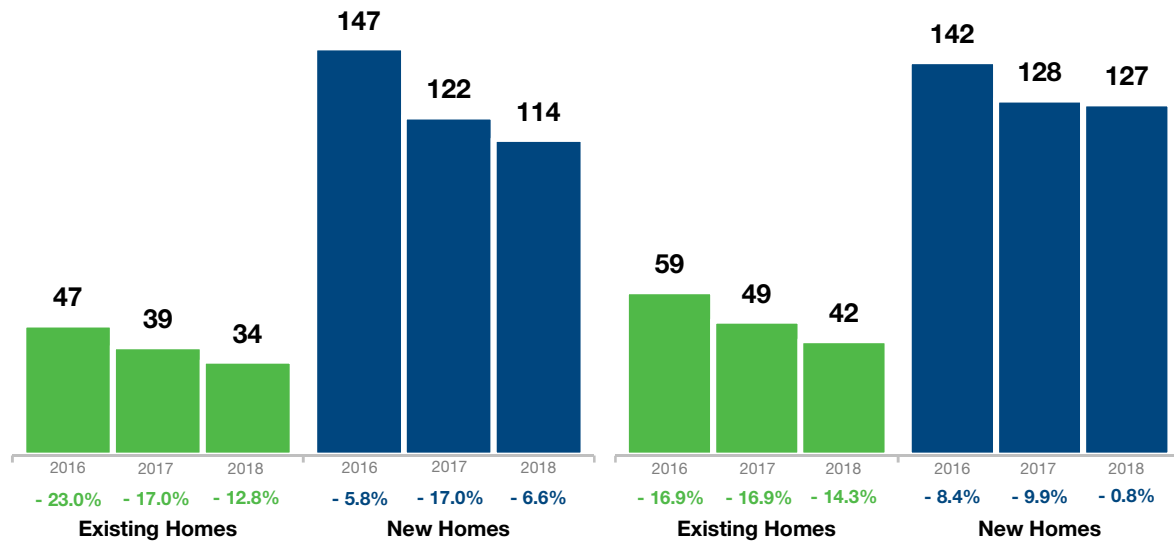
# Days on Market Until Sale

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



## July

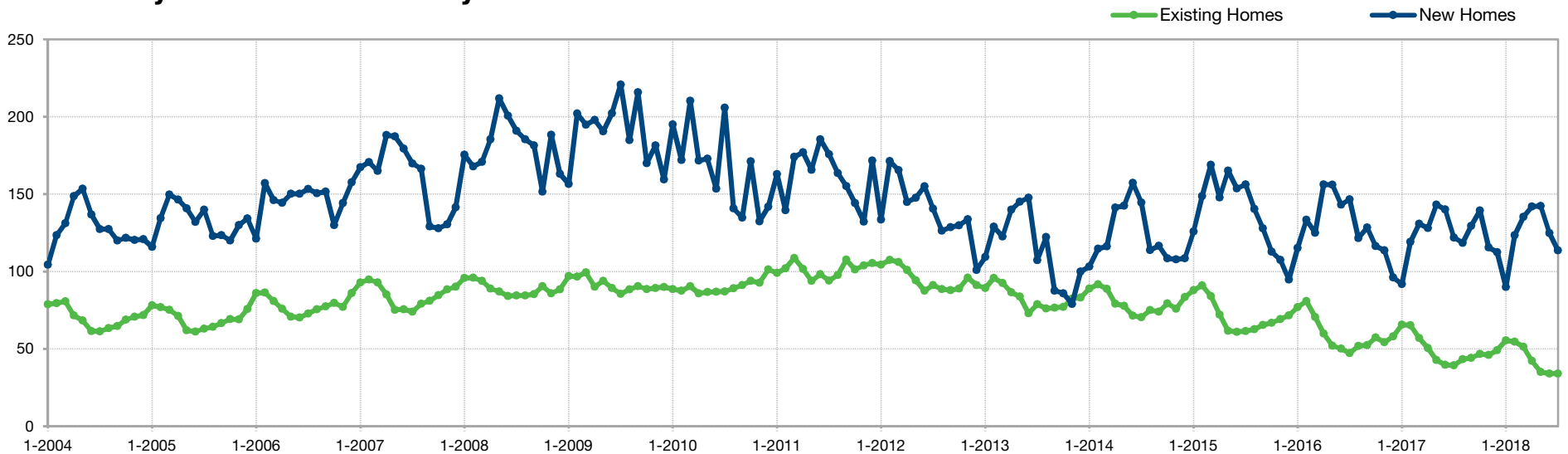
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jun-2018	34	-15.0%	125	-10.7%
<b>Jul-2018</b>	<b>34</b>	<b>-12.8%</b>	<b>114</b>	<b>-6.6%</b>
12-Month Avg*	51	-15.3%	123	+1.8%

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

## Historical Days on Market Until Sale by Month



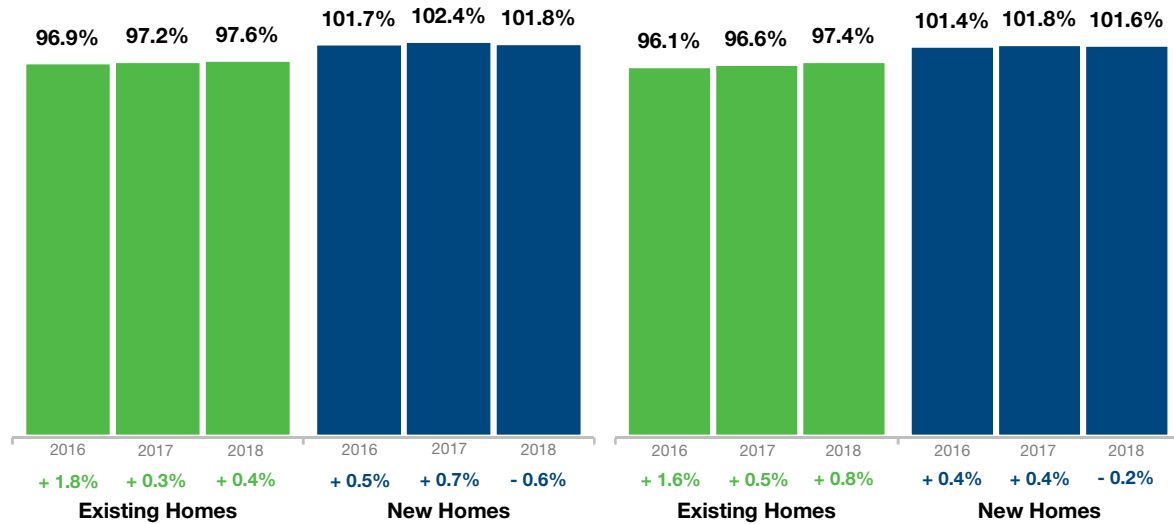
# Percentage of Original List Price Received

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.



## July

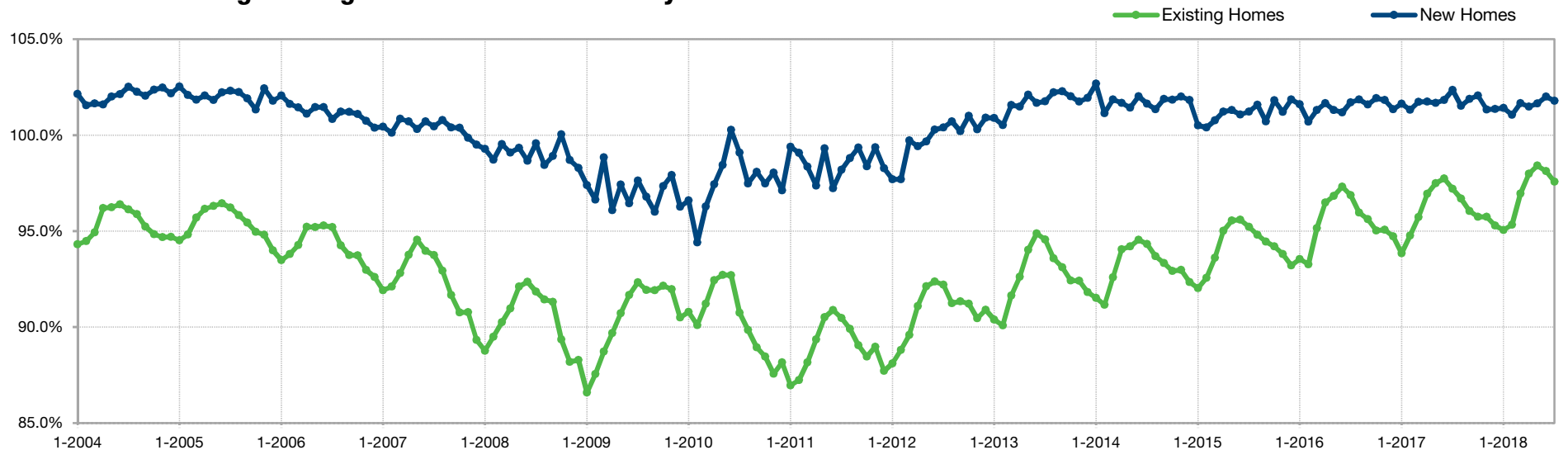
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	101.6%	-0.1%
Jun-2018	98.1%	+0.4%	102.0%	+0.2%
<b>Jul-2018</b>	<b>97.6%</b>	<b>+0.4%</b>	<b>101.8%</b>	<b>-0.6%</b>
12-Month Avg*	96.1%	+0.7%	101.7%	-0.1%

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

## Historical Percentage of Original List Price Received by Month

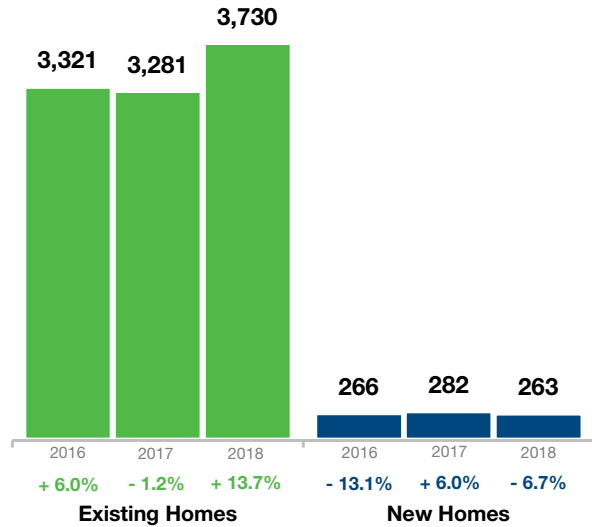


# Pending Sales

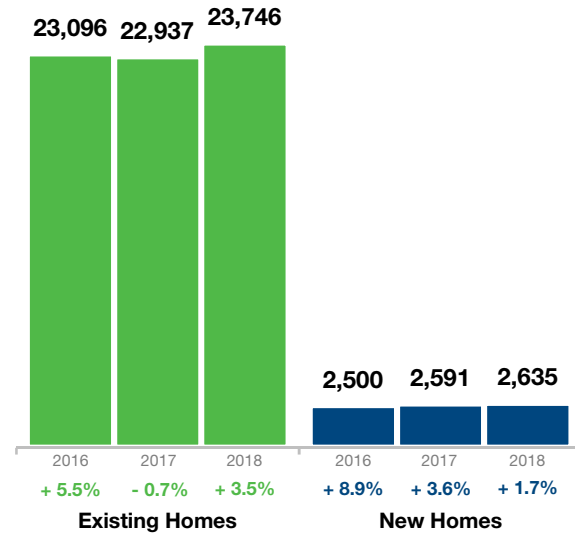
A count of the properties on which offers have been accepted in a given month.



## July

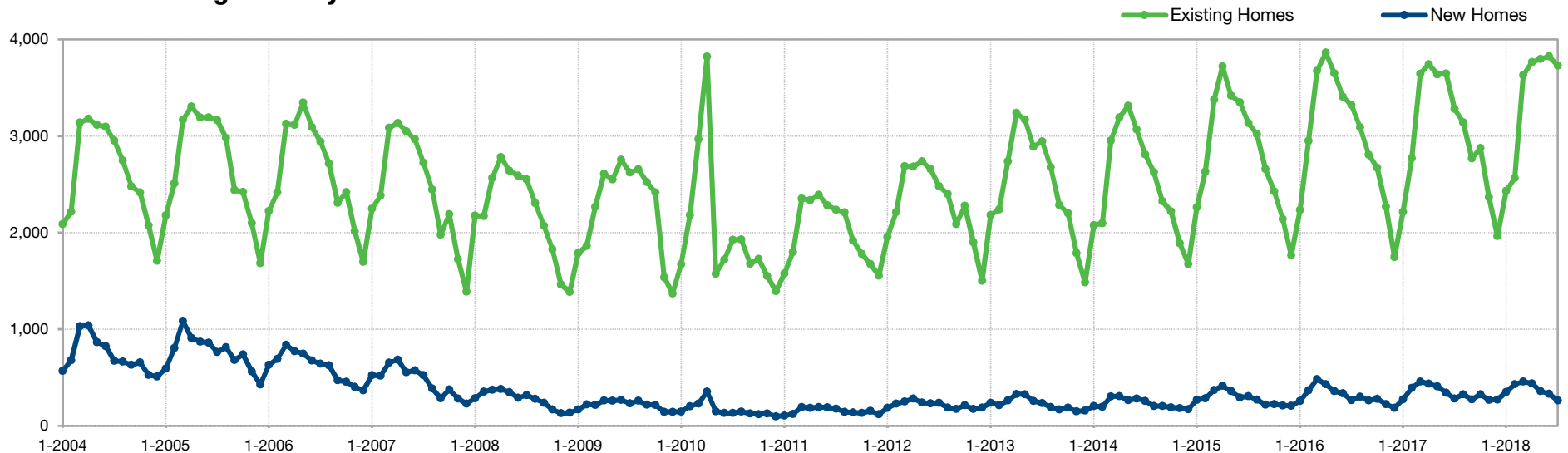


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2017	3,142	+1.7%	326	+7.9%
Sep-2017	2,768	-1.4%	275	+4.6%
Oct-2017	2,876	+7.6%	327	+17.6%
Nov-2017	2,367	+4.3%	269	+20.1%
Dec-2017	1,964	+12.4%	272	+47.0%
Jan-2018	2,433	+9.9%	351	+28.1%
Feb-2018	2,564	-7.5%	432	+10.2%
Mar-2018	3,630	-0.4%	459	+0.2%
Apr-2018	3,766	+0.6%	439	+0.9%
May-2018	3,798	+4.4%	359	-12.0%
Jun-2018	3,825	+4.9%	332	-2.9%
<b>Jul-2018</b>	<b>3,730</b>	<b>+13.7%</b>	<b>263</b>	<b>-6.7%</b>
12-Month Avg	3,072	+3.8%	342	+6.8%

## Historical Pending Sales by Month



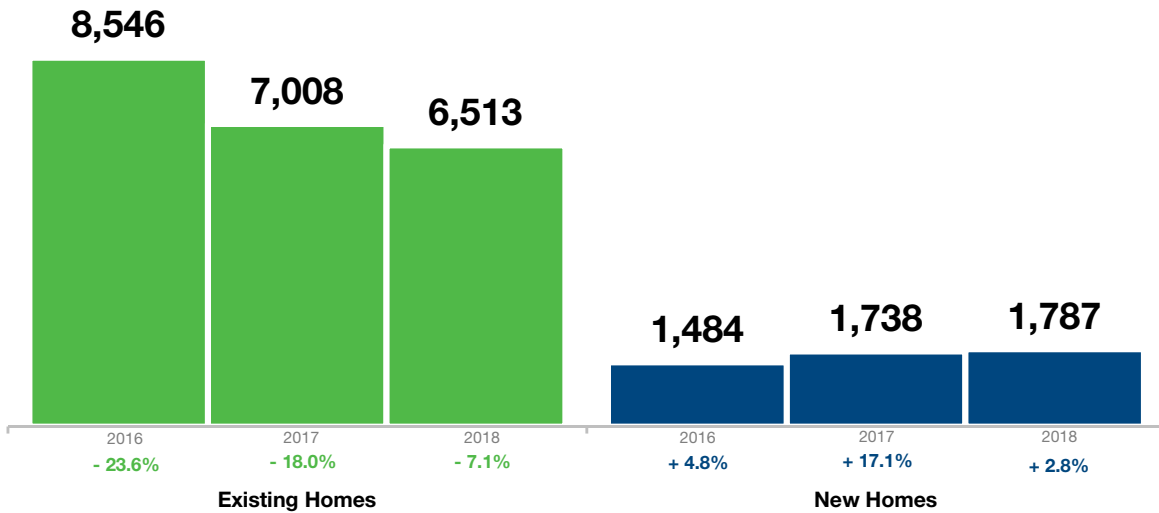


# Inventory

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

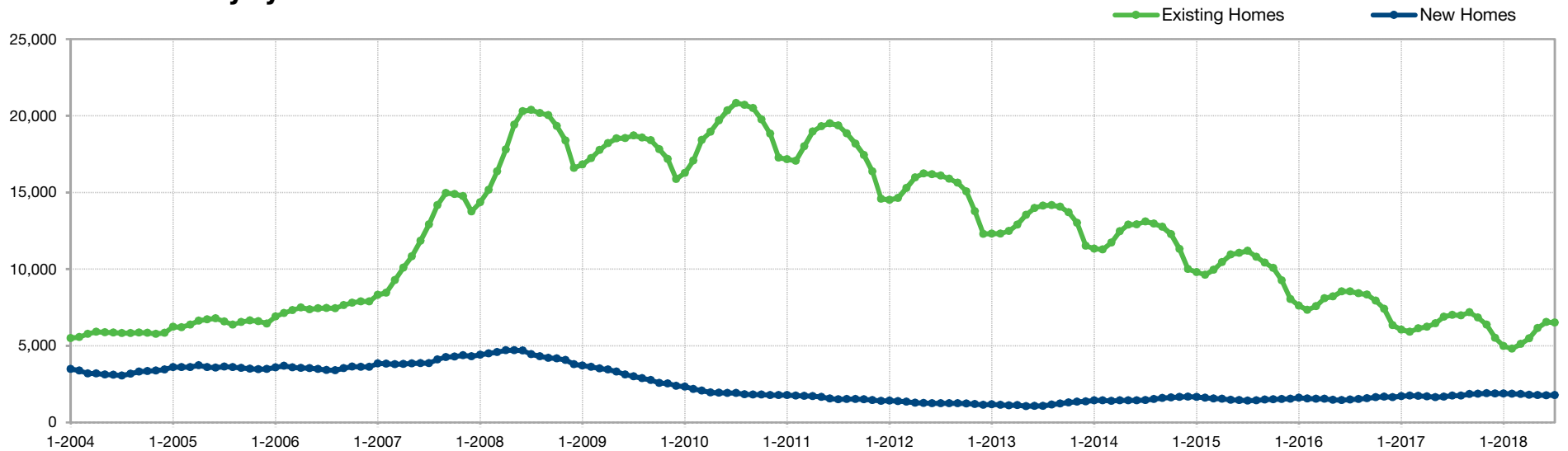


## July



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2017	6,976	-17.2%	1,752	+15.1%
Sep-2017	7,186	-13.8%	1,842	+16.5%
Oct-2017	6,841	-13.9%	1,870	+14.4%
Nov-2017	6,382	-13.7%	1,906	+13.9%
Dec-2017	5,517	-13.1%	1,885	+14.6%
Jan-2018	4,987	-17.4%	1,879	+9.5%
Feb-2018	4,803	-18.8%	1,864	+6.7%
Mar-2018	5,112	-16.7%	1,844	+6.7%
Apr-2018	5,477	-12.1%	1,804	+6.1%
May-2018	6,154	-4.9%	1,772	+7.4%
Jun-2018	6,540	-5.1%	1,756	+4.3%
<b>Jul-2018</b>	<b>6,513</b>	<b>-7.1%</b>	<b>1,787</b>	<b>+2.8%</b>
12-Month Avg*	6,041	-12.8%	1,830	+9.7%

## Historical Inventory by Month

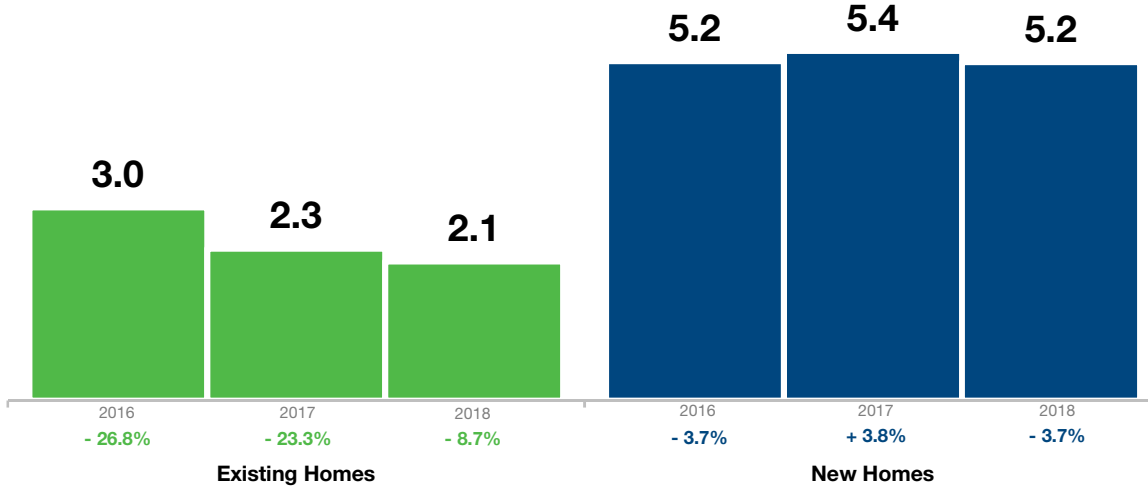


# Supply

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.



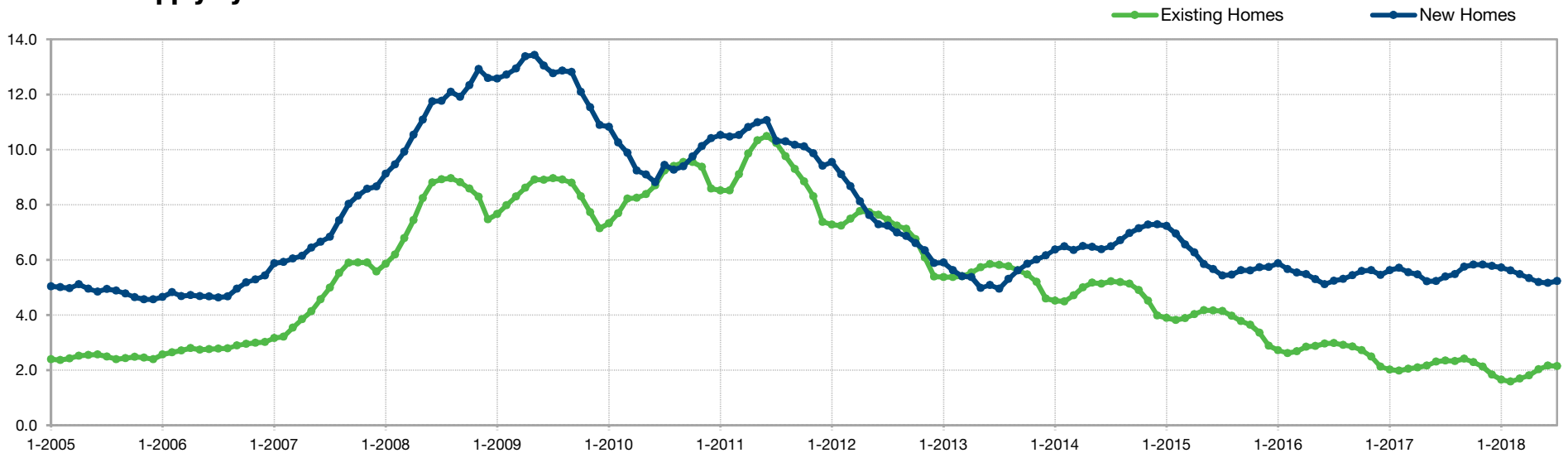
## July



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2017	2.3	-20.7%	5.5	+3.8%
Sep-2017	2.4	-17.2%	5.8	+7.4%
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	1.7	-15.0%	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%
Jun-2018	2.2	-4.3%	5.2	0.0%
<b>Jul-2018</b>	<b>2.1</b>	<b>-8.7%</b>	<b>5.2</b>	<b>-3.7%</b>
12-Month Avg*	2.3	-14.2%	5.5	+1.2%

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

## Historical Supply by Month



# 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	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		3,828	<b>4,029</b>	+ 5.3%	23,363	<b>23,945</b>	+ 2.5%
<b>Average Sales Price</b>		\$228,296	<b>\$242,691</b>	+ 6.3%	\$224,257	<b>\$237,718</b>	+ 6.0%
<b>Median Sales Price</b>		\$196,000	<b>\$211,000</b>	+ 7.7%	\$190,000	<b>\$205,500</b>	+ 8.2%
<b>Days on Market</b>		47	<b>41</b>	- 12.8%	57	<b>51</b>	- 10.5%
<b>Pct. of Orig. Price Received</b>		97.6%	<b>97.9%</b>	+ 0.3%	97.1%	<b>97.8%</b>	+ 0.7%
<b>Pending Sales</b>		3,568	<b>3,995</b>	+ 12.0%	25,580	<b>26,451</b>	+ 3.4%
<b>Inventory</b>		8,794	<b>8,328</b>	- 5.3%	--	--	--
<b>Supply</b>		2.7	<b>2.5</b>	- 7.4%	--	--	--