

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	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		3,564	3,746	+ 5.1%	24,531	25,198	+ 2.7%
Average Sales Price		\$211,538	\$225,042	+ 6.4%	\$207,673	\$221,208	+ 6.5%
Median Sales Price		\$182,500	\$190,000	+ 4.1%	\$178,500	\$190,000	+ 6.4%
Days on Market		43	37	- 14.0%	48	41	- 14.6%
Pct. of Orig. Price Received		96.7%	96.8%	+ 0.1%	96.6%	97.3%	+ 0.7%
Pending Sales		3,140	3,487	+ 11.1%	26,076	27,076	+ 3.8%
Inventory		6,981	6,765	- 3.1%	--	--	--
Supply		2.3	2.2	- 4.3%	--	--	--

New Homes Market Overview

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



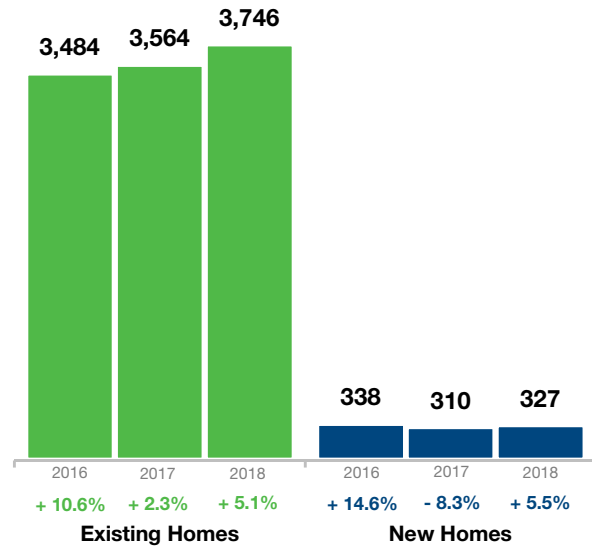
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		310	327	+ 5.5%	2,654	2,860	+ 7.8%
Average Sales Price		\$377,376	\$406,582	+ 7.7%	\$378,156	\$384,120	+ 1.6%
Median Sales Price		\$349,900	\$366,725	+ 4.8%	\$347,450	\$348,725	+ 0.4%
Days on Market		118	122	+ 3.4%	127	126	- 0.8%
Pct. of Orig. Price Received		101.5%	102.2%	+ 0.7%	101.7%	101.7%	0.0%
Pending Sales		326	270	- 17.2%	2,915	2,912	- 0.1%
Inventory		1,755	1,878	+ 7.0%	--	--	--
Supply		5.5	5.5	0.0%	--	--	--

Closed Sales

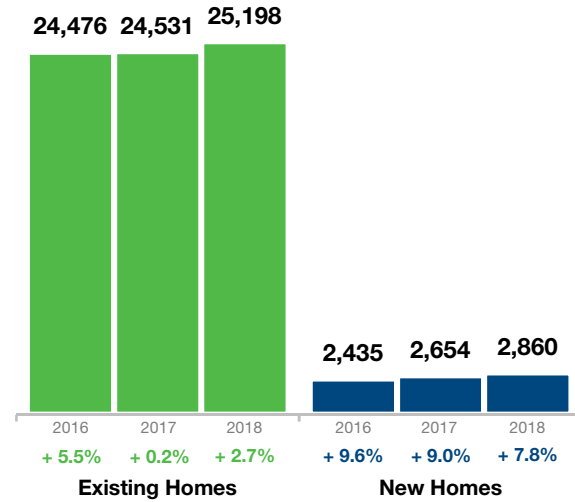
A count of the actual sales that closed in a given month.



August

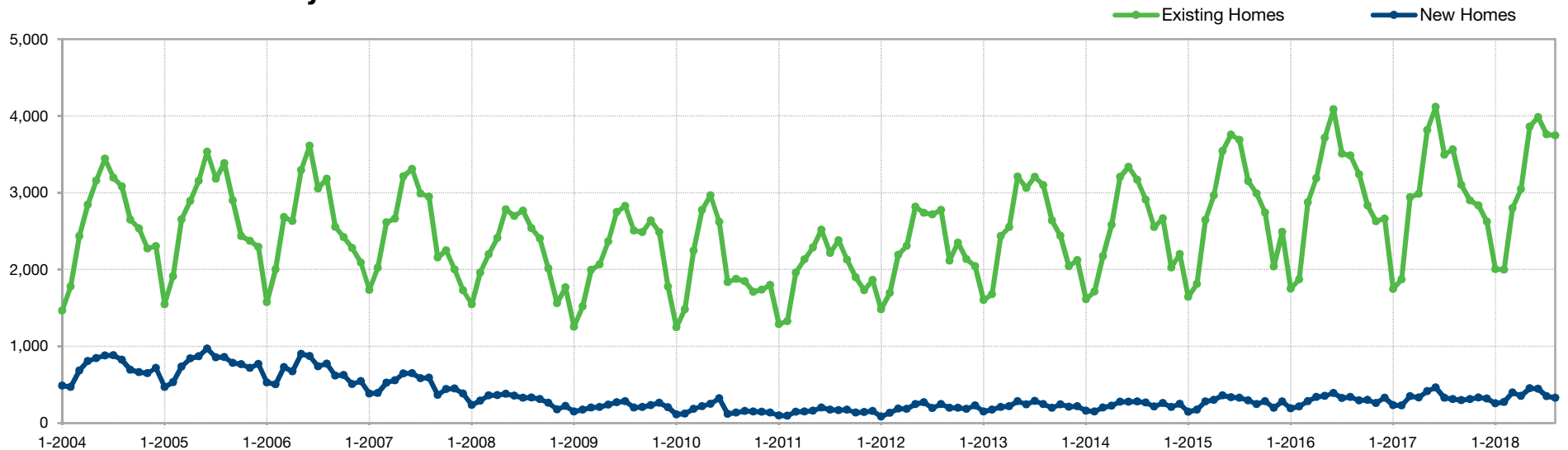


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2017	3,102	-4.3%	299	+1.7%
Oct-2017	2,898	+2.2%	312	+4.0%
Nov-2017	2,833	+7.8%	333	+27.6%
Dec-2017	2,623	-1.4%	317	-3.4%
Jan-2018	2,003	+14.8%	257	+10.3%
Feb-2018	1,998	+6.8%	273	+20.3%
Mar-2018	2,801	-4.8%	398	+14.4%
Apr-2018	3,046	+2.0%	354	+6.6%
May-2018	3,861	+1.3%	454	+9.7%
Jun-2018	3,984	-3.2%	447	-3.2%
Jul-2018	3,759	+7.6%	350	+6.7%
Aug-2018	3,746	+5.1%	327	+5.5%
12-Month Avg	3,055	+2.1%	343	+7.4%

Historical Closed Sales by Month



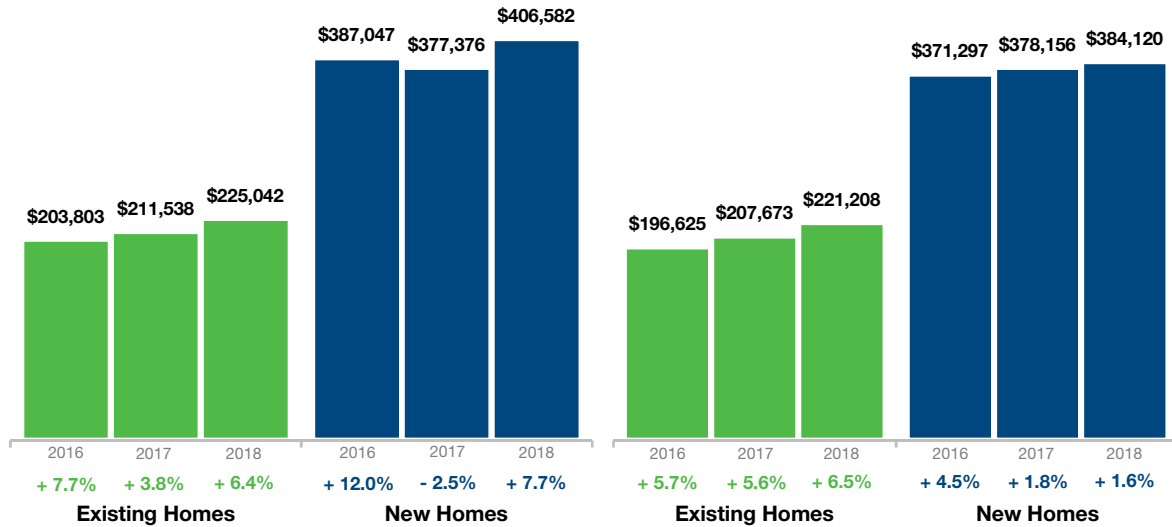
Average Sales Price

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



August

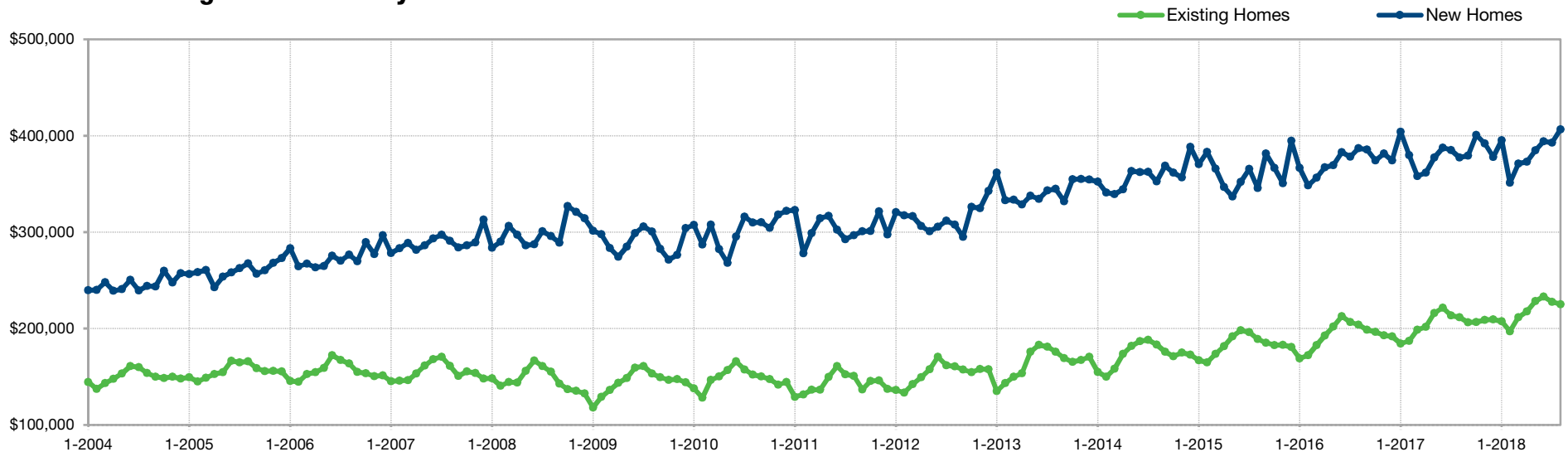
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2017	\$206,363	+3.9%	\$379,384	-1.6%
Oct-2017	\$206,689	+5.3%	\$400,782	+7.1%
Nov-2017	\$208,760	+8.2%	\$392,041	+2.8%
Dec-2017	\$209,322	+9.1%	\$378,043	+1.0%
Jan-2018	\$207,595	+12.6%	\$395,337	-2.2%
Feb-2018	\$196,931	+5.3%	\$351,251	-7.5%
Mar-2018	\$211,578	+6.5%	\$371,131	+3.7%
Apr-2018	\$217,774	+8.0%	\$373,068	+3.2%
May-2018	\$228,542	+5.8%	\$384,929	+2.0%
Jun-2018	\$233,037	+5.1%	\$394,049	+1.7%
Jul-2018	\$227,537	+6.5%	\$392,814	+2.0%
Aug-2018	\$225,042	+6.4%	\$406,582	+7.7%
12-Month Avg*	\$203,700	+6.5%	\$378,312	+1.8%

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

Historical Average Sales Price by Month



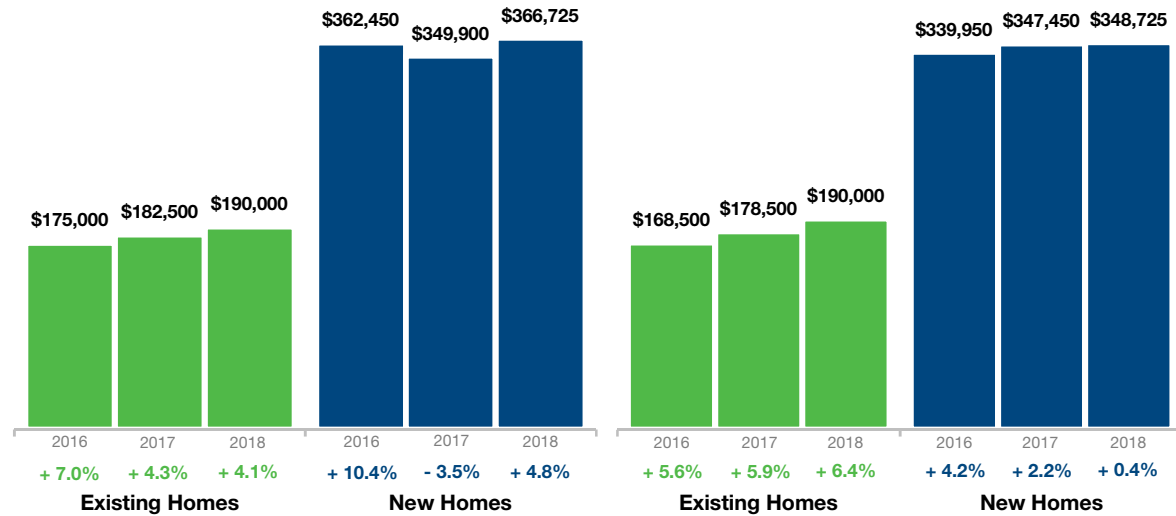
Median Sales Price

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



August

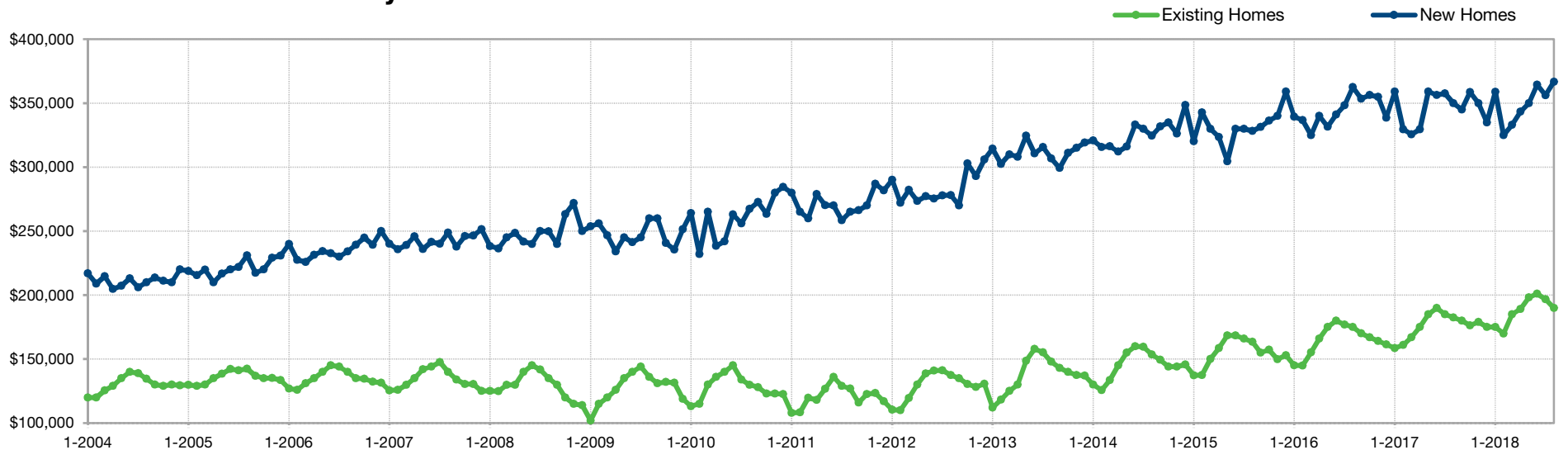
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2017	\$180,000	+5.9%	\$345,000	-2.4%
Oct-2017	\$176,250	+5.5%	\$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	\$198,250	+7.2%	\$349,900	-2.5%
Jun-2018	\$201,000	+5.8%	\$364,400	+2.3%
Jul-2018	\$196,750	+6.4%	\$356,144	-0.4%
Aug-2018	\$190,000	+4.1%	\$366,725	+4.8%
12-Month Avg*	\$174,900	+6.1%	\$348,879	-0.0%

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

Historical Median Sales Price by Month



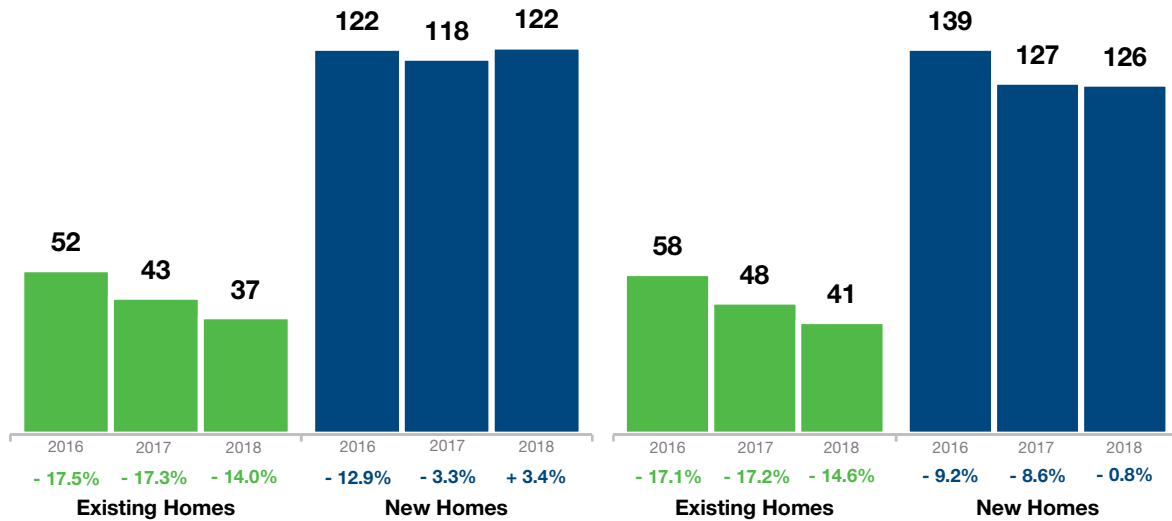
Days on Market Until Sale

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



August

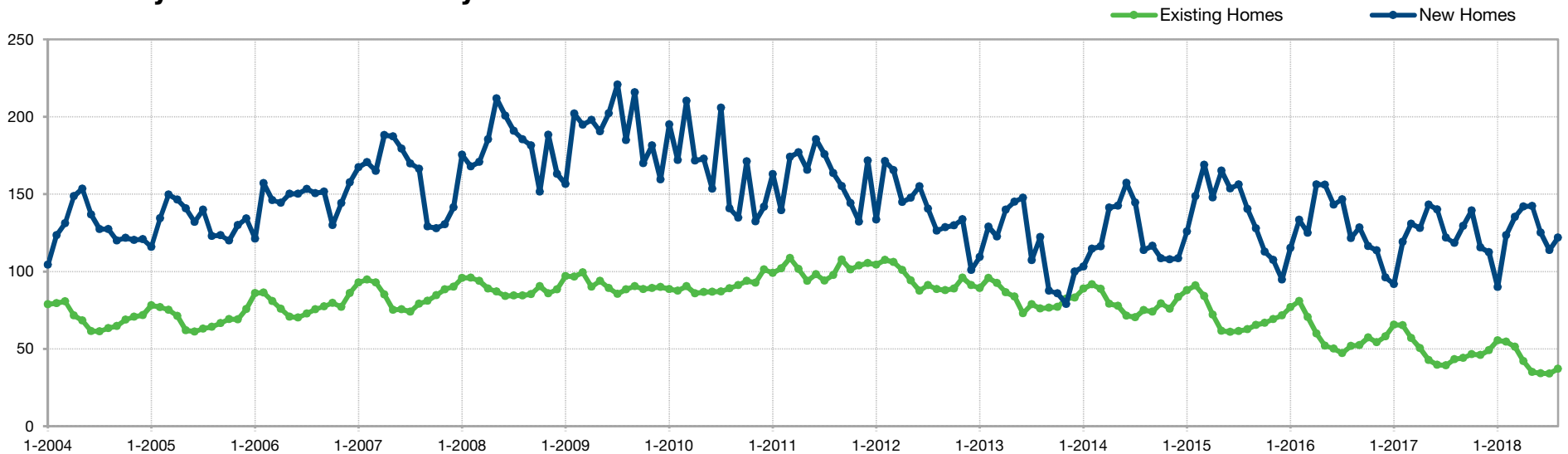
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jul-2018	34	-12.8%	114	-6.6%
Aug-2018	37	-14.0%	122	+3.4%
12-Month Avg*	50	-15.1%	123	+2.3%

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

Historical Days on Market Until Sale by Month



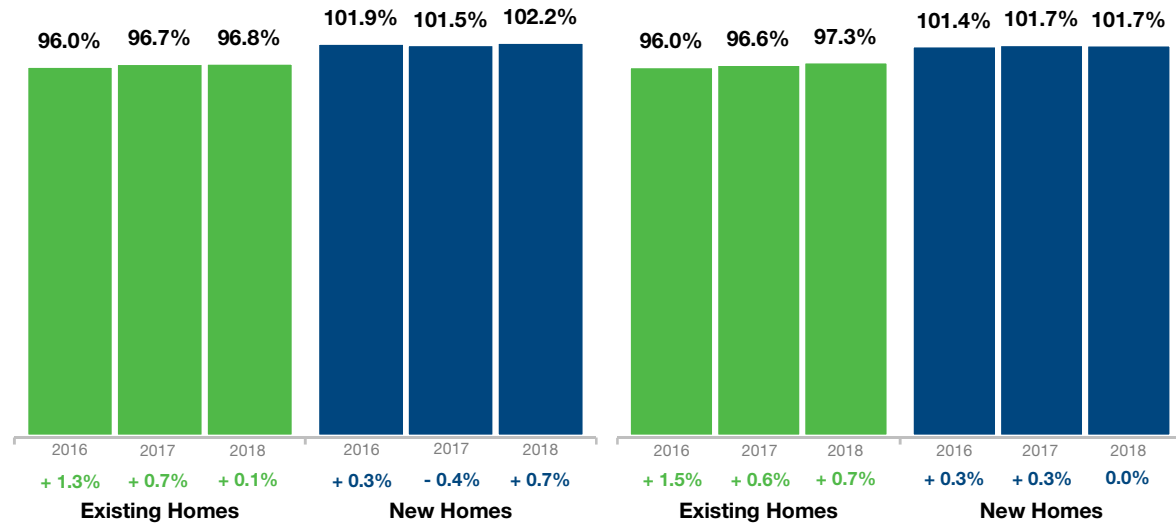
Percentage of Original List Price Received

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.



August

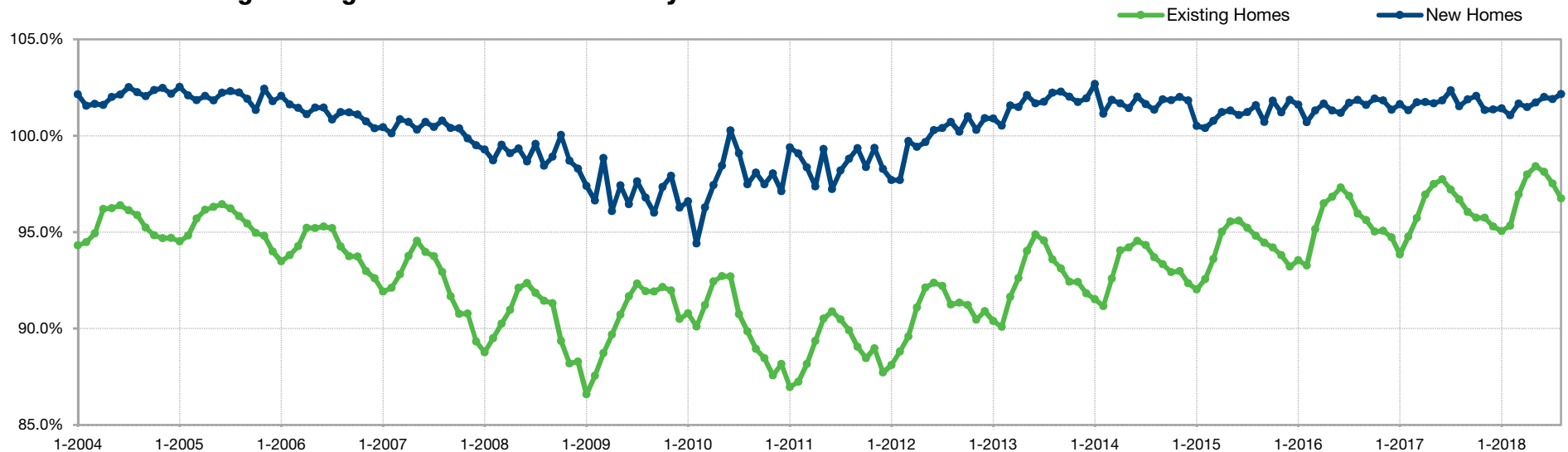
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jun-2018	98.1%	+0.4%	102.0%	+0.2%
Jul-2018	97.5%	+0.3%	101.9%	-0.5%
Aug-2018	96.8%	+0.1%	102.2%	+0.7%
12-Month Avg*	96.2%	+0.6%	101.7%	-0.0%

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

Historical Percentage of Original List Price Received by Month

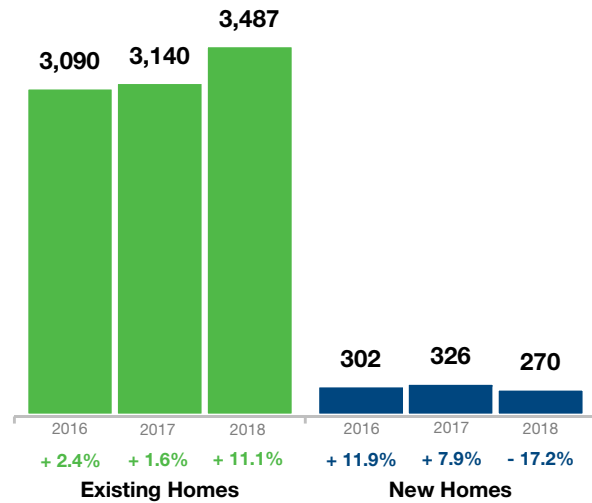


Pending Sales

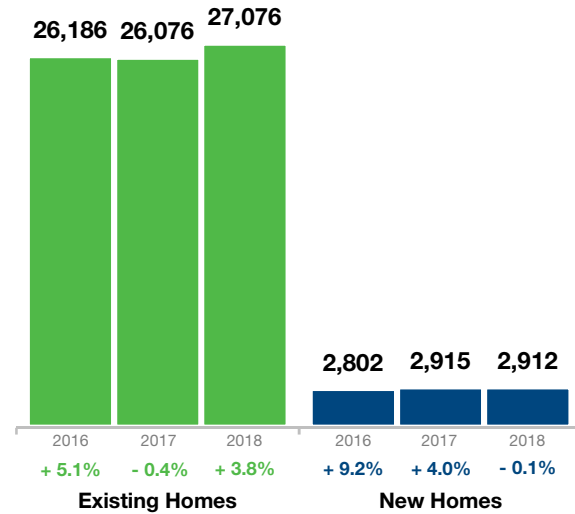
A count of the properties on which offers have been accepted in a given month.



August

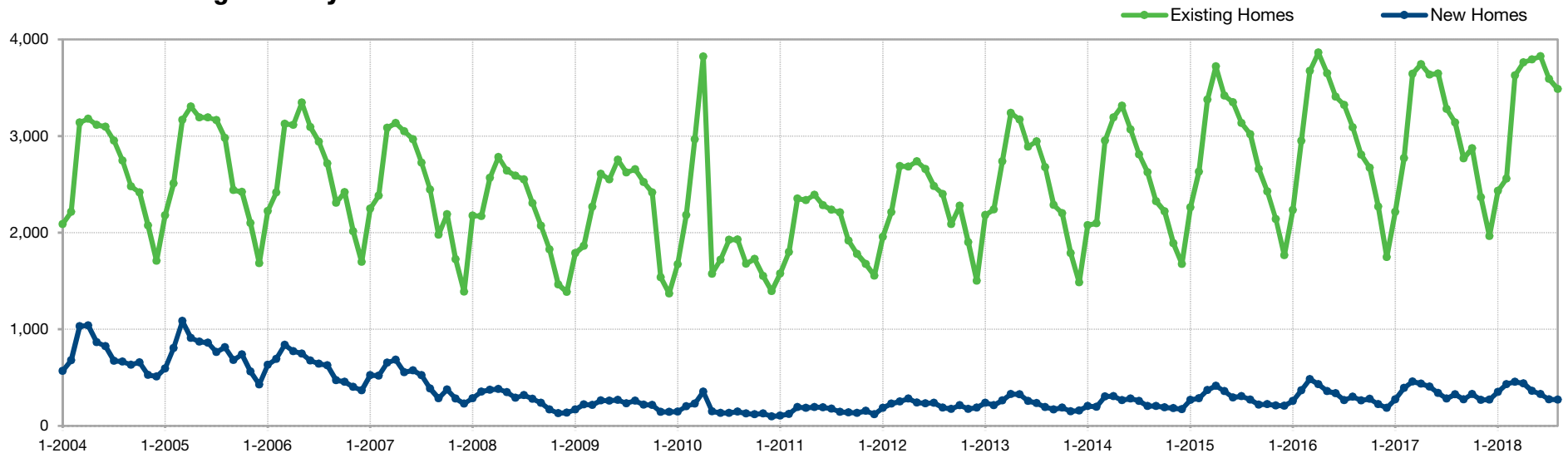


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2017	2,768	-1.4%	274	+4.2%
Oct-2017	2,874	+7.6%	328	+18.0%
Nov-2017	2,366	+4.3%	269	+20.1%
Dec-2017	1,963	+12.4%	271	+46.5%
Jan-2018	2,433	+9.9%	351	+28.1%
Feb-2018	2,560	-7.6%	431	+9.9%
Mar-2018	3,628	-0.4%	455	-0.7%
Apr-2018	3,762	+0.5%	440	+1.1%
May-2018	3,792	+4.3%	361	-11.3%
Jun-2018	3,824	+4.9%	330	-3.2%
Jul-2018	3,590	+9.4%	274	-2.8%
Aug-2018	3,487	+11.1%	270	-17.2%
12-Month Avg	3,087	+4.1%	338	+4.9%

Historical Pending Sales by Month

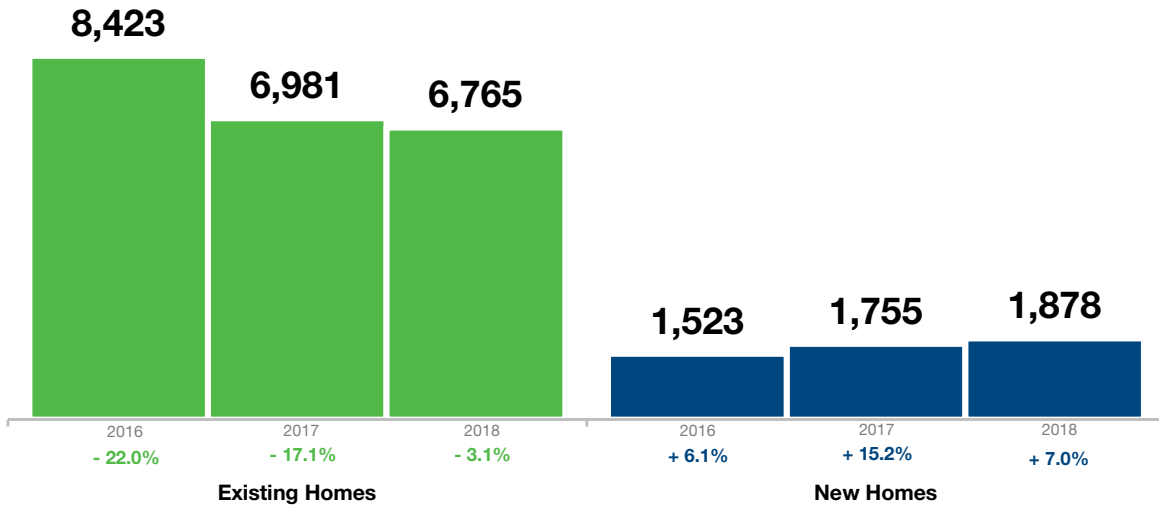


Inventory

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

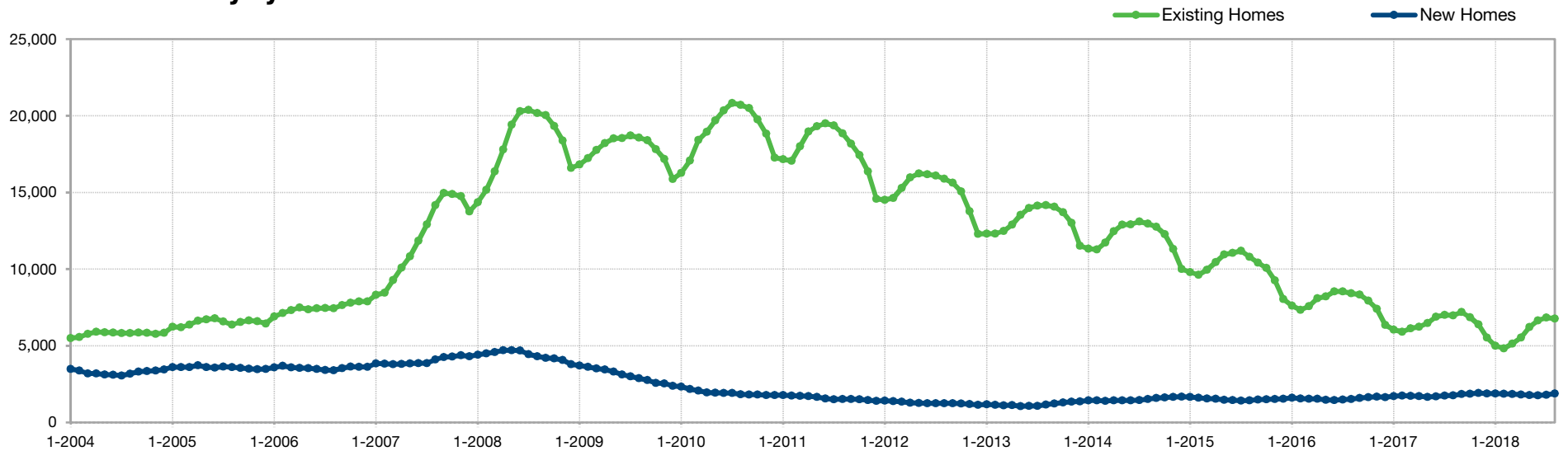


August



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Sep-2017	7,194	-13.7%	1,846	+16.7%
Oct-2017	6,851	-13.8%	1,874	+14.6%
Nov-2017	6,394	-13.6%	1,910	+14.0%
Dec-2017	5,531	-12.9%	1,890	+14.8%
Jan-2018	5,004	-17.2%	1,885	+9.8%
Feb-2018	4,827	-18.4%	1,869	+6.9%
Mar-2018	5,139	-16.3%	1,850	+6.9%
Apr-2018	5,526	-11.3%	1,809	+6.2%
May-2018	6,225	-3.8%	1,777	+7.5%
Jun-2018	6,642	-3.7%	1,765	+4.6%
Jul-2018	6,834	-2.5%	1,791	+2.8%
Aug-2018	6,765	-3.1%	1,878	+7.0%
12-Month Avg*	6,078	-10.7%	1,845	+9.2%

Historical Inventory by Month

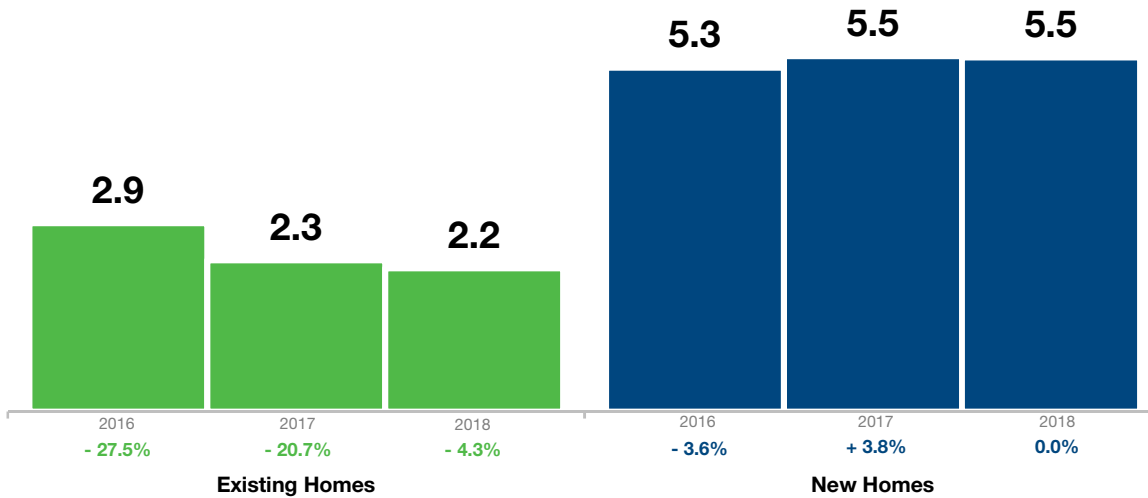


Supply

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.



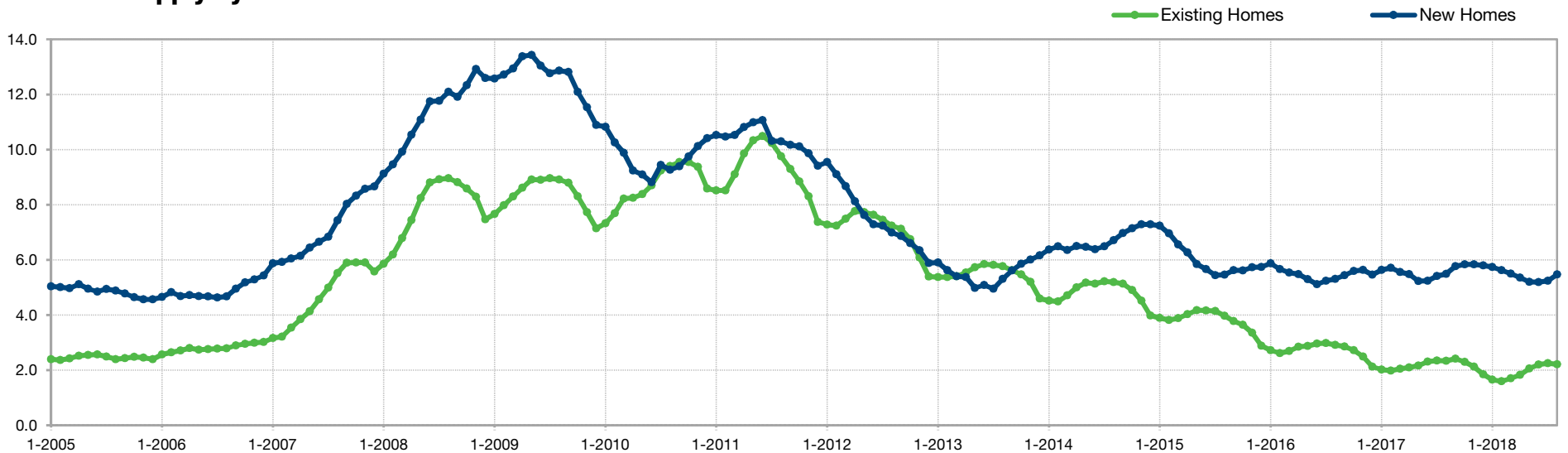
August



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	5.4	-1.8%
May-2018	2.1	-4.5%	5.2	0.0%
Jun-2018	2.2	-4.3%	5.2	0.0%
Jul-2018	2.2	-4.3%	5.2	-3.7%
Aug-2018	2.2	-4.3%	5.5	0.0%
12-Month Avg*	2.3	-12.1%	5.5	+1.0%

* Supply for all properties from September 2017 through August 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	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		3,886	4,075	+ 4.9%	27,249	28,123	+ 3.2%
Average Sales Price		\$224,917	\$239,647	+ 6.5%	\$224,351	\$237,853	+ 6.0%
Median Sales Price		\$195,000	\$203,475	+ 4.3%	\$190,000	\$205,000	+ 7.9%
Days on Market		49	44	- 10.2%	56	50	- 10.7%
Pct. of Orig. Price Received		97.1%	97.2%	+ 0.1%	97.1%	97.7%	+ 0.6%
Pending Sales		3,472	3,761	+ 8.3%	29,049	30,062	+ 3.5%
Inventory		8,781	8,667	- 1.3%	--	--	--
Supply		2.6	2.5	- 3.8%	--	--	--