

# 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	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		2,625	<b>2,173</b>	- 17.2%	35,989	<b>36,311</b>	+ 0.9%
<b>Average Sales Price</b>		\$209,265	<b>\$221,265</b>	+ 5.7%	\$207,682	<b>\$220,319</b>	+ 6.1%
<b>Median Sales Price</b>		\$175,000	<b>\$185,000</b>	+ 5.7%	\$178,000	<b>\$190,000</b>	+ 6.7%
<b>Days on Market</b>		49	<b>48</b>	- 2.0%	47	<b>41</b>	- 12.8%
<b>Pct. of Orig. Price Received</b>		95.3%	<b>94.8%</b>	- 0.5%	96.3%	<b>96.8%</b>	+ 0.5%
<b>Pending Sales</b>		1,959	<b>1,878</b>	- 4.1%	36,032	<b>36,510</b>	+ 1.3%
<b>Inventory</b>		5,570	<b>5,307</b>	- 4.7%	--	--	--
<b>Supply</b>		1.9	<b>1.8</b>	- 5.3%	--	--	--

# New Homes Market Overview

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



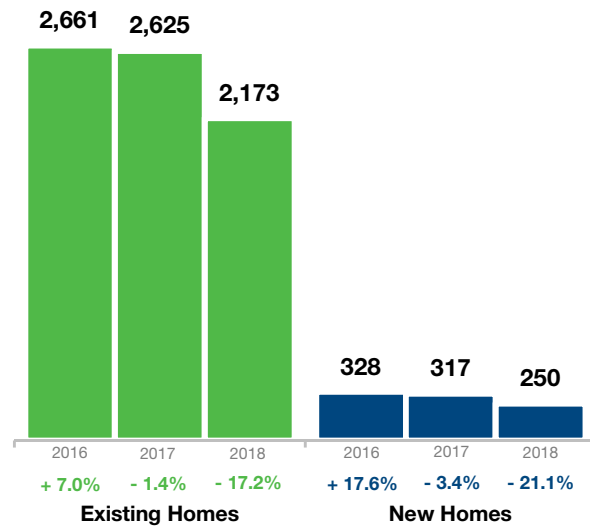
Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		317	<b>250</b>	- 21.1%	3,915	<b>4,034</b>	+ 3.0%
<b>Average Sales Price</b>		\$378,043	<b>\$414,084</b>	+ 9.5%	\$381,212	<b>\$391,101</b>	+ 2.6%
<b>Median Sales Price</b>		\$334,780	<b>\$387,903</b>	+ 15.9%	\$347,900	<b>\$355,823</b>	+ 2.3%
<b>Days on Market</b>		112	<b>109</b>	- 2.7%	126	<b>124</b>	- 1.6%
<b>Pct. of Orig. Price Received</b>		101.4%	<b>100.7%</b>	- 0.7%	101.7%	<b>101.5%</b>	- 0.2%
<b>Pending Sales</b>		270	<b>164</b>	- 39.3%	4,044	<b>3,807</b>	- 5.9%
<b>Inventory</b>		1,930	<b>2,048</b>	+ 6.1%	--	--	--
<b>Supply</b>		5.9	<b>6.1</b>	+ 3.4%	--	--	--

# Closed Sales

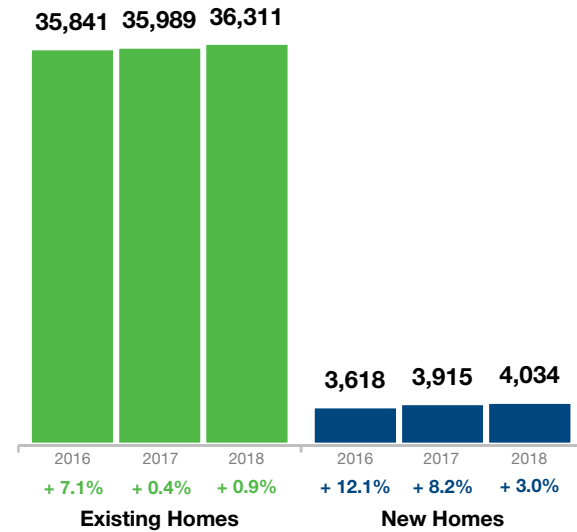
A count of the actual sales that closed in a given month.



## December

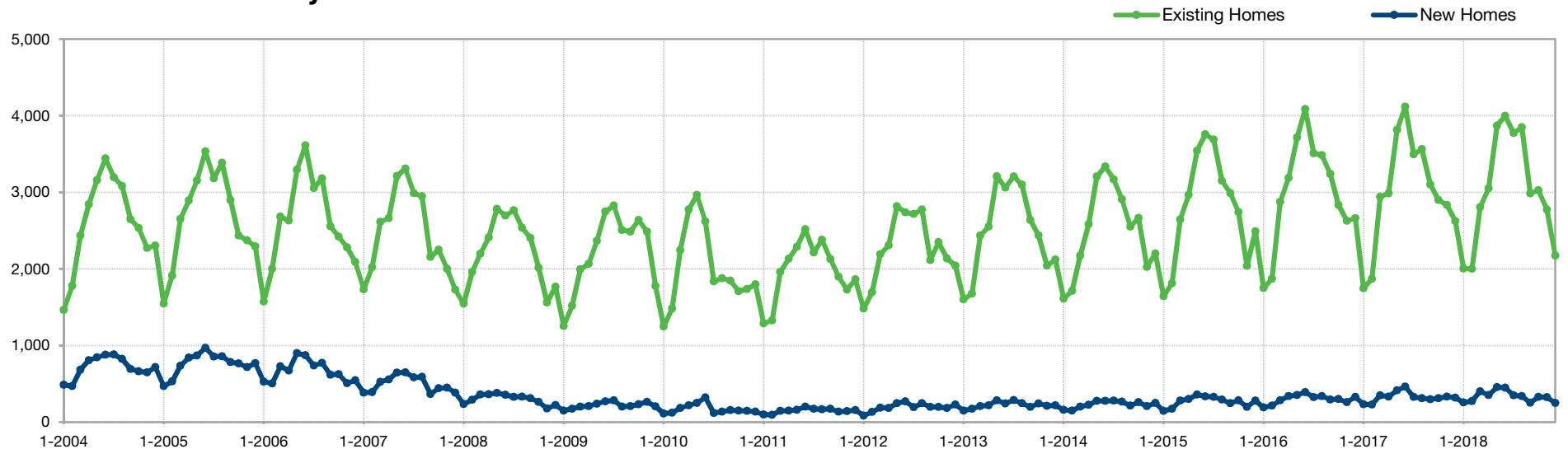


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2018	2,003	+14.8%	257	+10.3%
Feb-2018	2,000	+6.9%	273	+20.3%
Mar-2018	2,807	-4.6%	400	+14.9%
Apr-2018	3,052	+2.2%	354	+6.6%
May-2018	3,870	+1.5%	456	+10.1%
Jun-2018	3,997	-2.9%	448	-3.0%
Jul-2018	3,774	+8.0%	350	+6.7%
Aug-2018	3,850	+8.0%	339	+9.4%
Sep-2018	2,985	-3.8%	254	-15.1%
Oct-2018	3,025	+4.4%	327	+4.8%
Nov-2018	2,775	-2.0%	326	-2.1%
<b>Dec-2018</b>	<b>2,173</b>	<b>-17.2%</b>	<b>250</b>	<b>-21.1%</b>
12-Month Avg	3,026	+0.9%	336	+3.0%

## Historical Closed Sales by Month

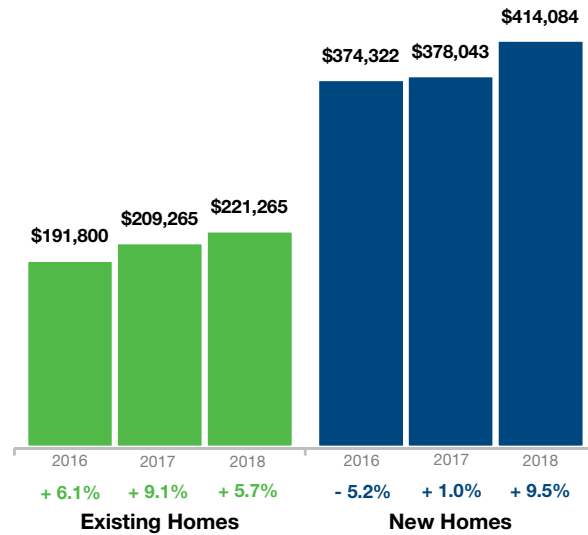


# Average Sales Price

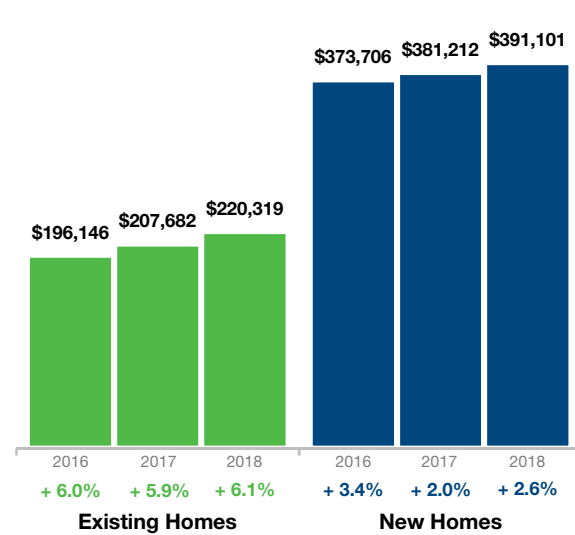
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



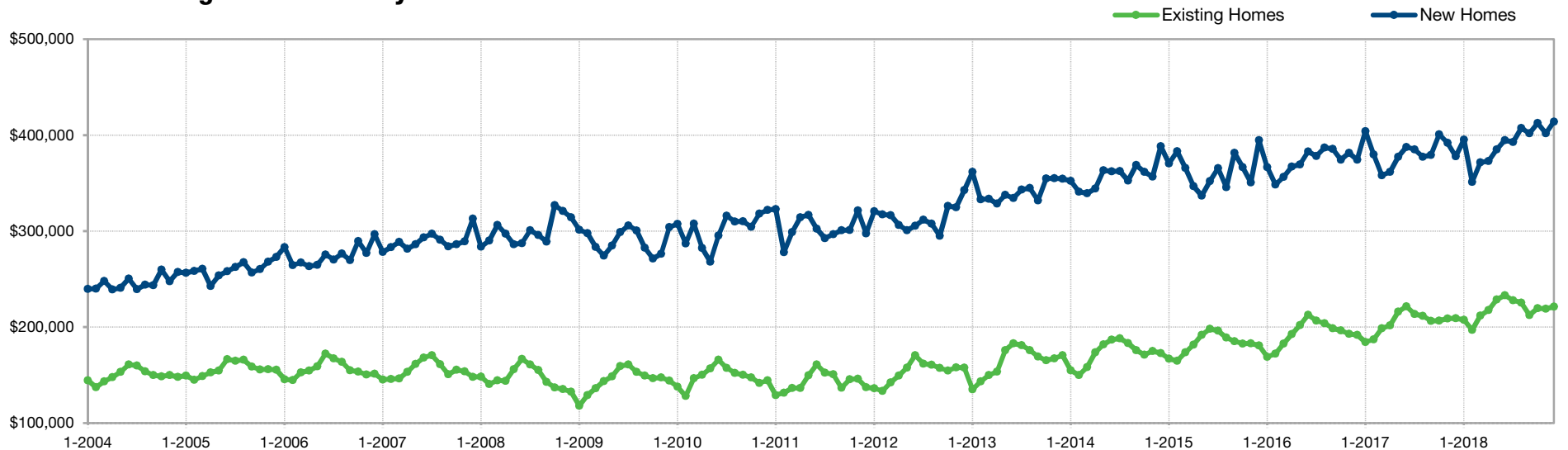
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2018	\$207,595	+12.6%	\$395,337	-2.2%
Feb-2018	\$196,997	+5.3%	\$351,251	-7.5%
Mar-2018	\$211,763	+6.6%	\$371,600	+3.8%
Apr-2018	\$217,779	+8.0%	\$373,068	+3.2%
May-2018	\$228,739	+5.9%	\$385,109	+2.0%
Jun-2018	\$233,039	+5.1%	\$394,834	+1.9%
Jul-2018	\$227,731	+6.6%	\$392,814	+2.0%
Aug-2018	\$225,468	+6.6%	\$407,378	+8.0%
Sep-2018	\$212,558	+3.0%	\$401,802	+5.9%
Oct-2018	\$219,472	+6.2%	\$412,514	+2.9%
Nov-2018	\$219,176	+5.0%	\$401,831	+2.5%
<b>Dec-2018</b>	<b>\$221,265</b>	<b>+5.7%</b>	<b>\$414,084</b>	<b>+9.5%</b>
12-Month Avg*	\$207,682	+6.1%	\$381,212	+2.6%

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

## Historical Average Sales Price by Month

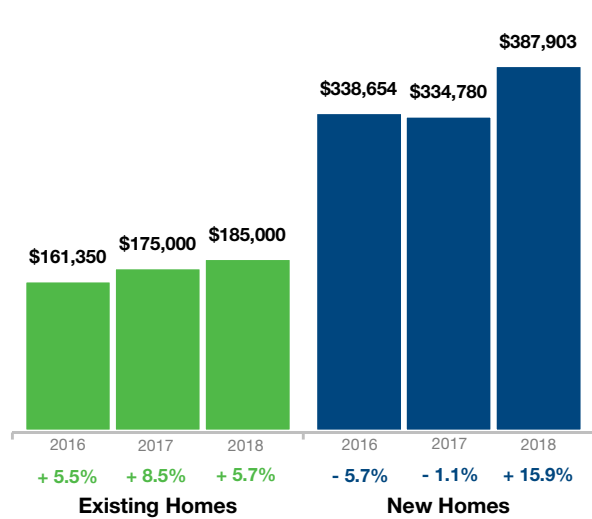


# Median Sales Price

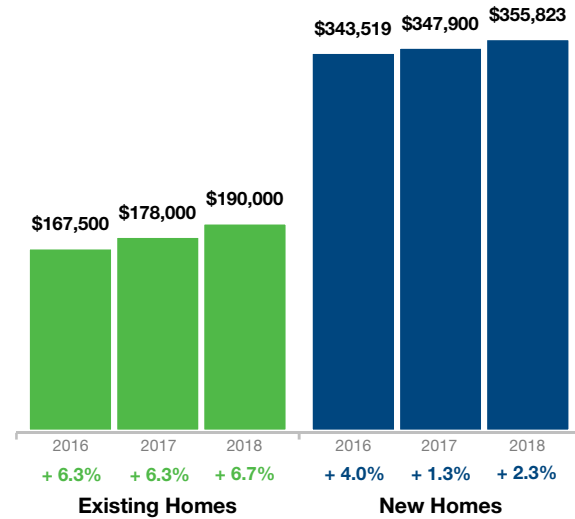
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



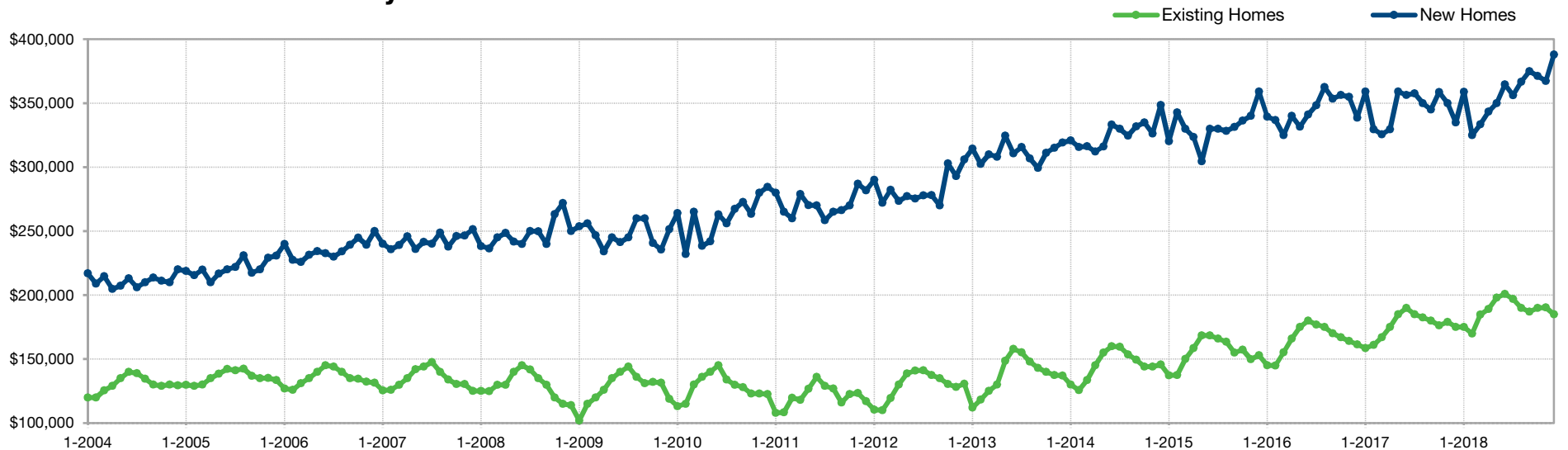
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2018	\$174,950	+10.4%	\$358,903	-0.0%
Feb-2018	\$169,900	+5.5%	\$325,000	-1.4%
Mar-2018	\$184,700	+10.6%	\$333,425	+2.4%
Apr-2018	\$189,000	+8.0%	\$343,250	+4.2%
May-2018	\$198,000	+7.0%	\$349,900	-2.5%
Jun-2018	\$200,790	+5.7%	\$364,675	+2.3%
Jul-2018	\$197,000	+6.5%	\$356,144	-0.4%
Aug-2018	\$190,000	+4.1%	\$366,725	+4.8%
Sep-2018	\$187,000	+3.9%	\$375,000	+8.7%
Oct-2018	\$189,900	+7.7%	\$371,127	+3.5%
Nov-2018	\$190,400	+6.4%	\$367,316	+5.0%
<b>Dec-2018</b>	<b>\$185,000</b>	<b>+5.7%</b>	<b>\$387,903</b>	<b>+15.9%</b>
12-Month Avg*	\$178,000	+6.7%	\$347,900	+2.3%

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

## Historical Median Sales Price by Month



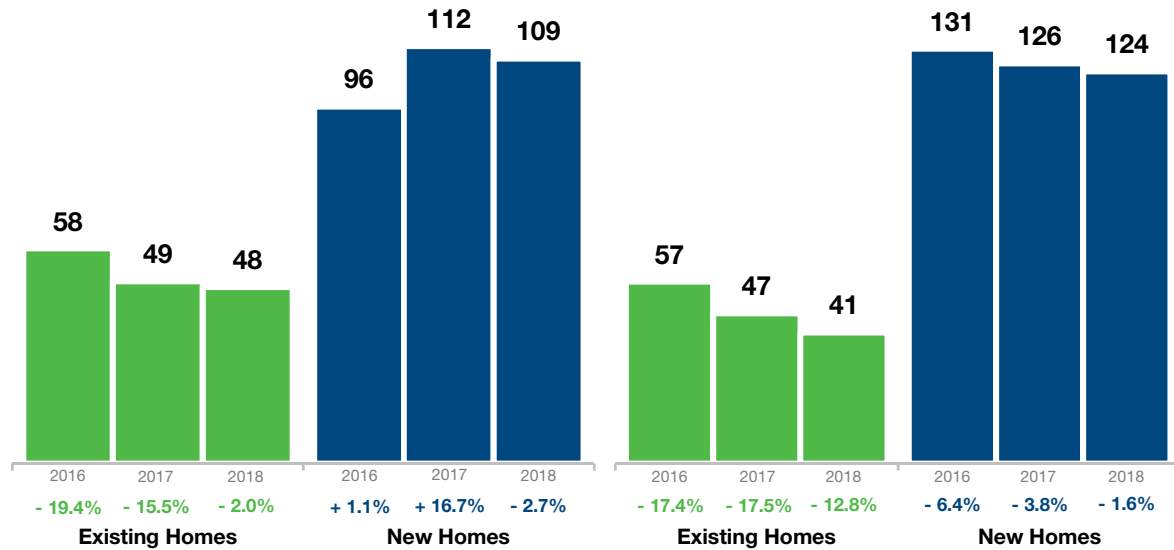
# Days on Market Until Sale

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



## December

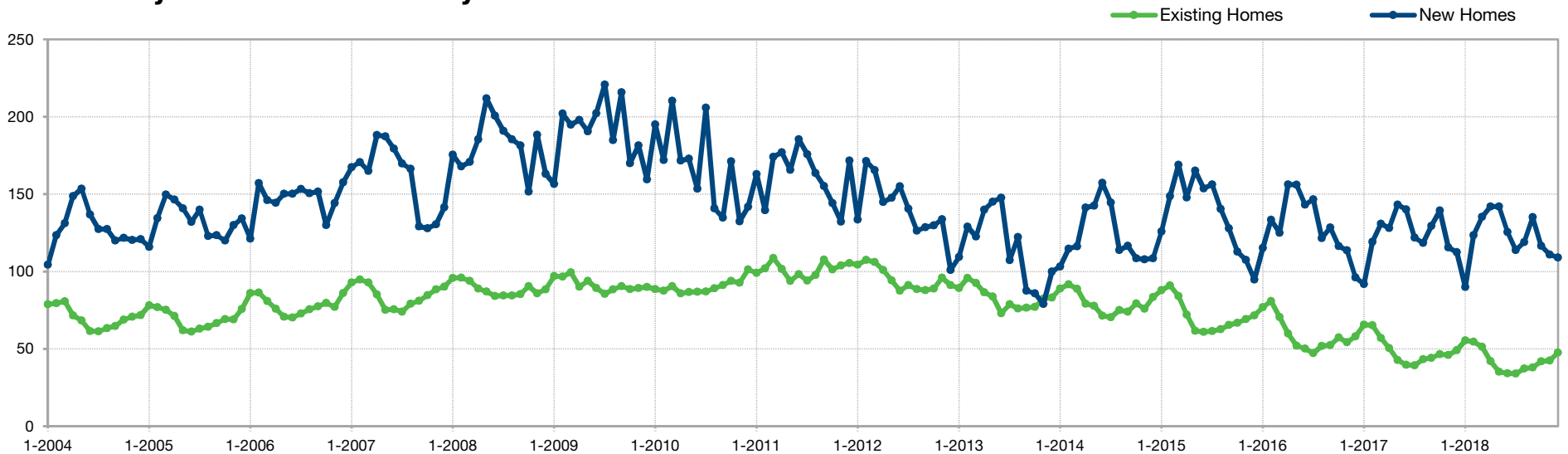
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	119	+0.8%
Sep-2018	38	-13.6%	135	+4.7%
Oct-2018	42	-10.6%	117	-15.8%
Nov-2018	42	-8.7%	111	-4.3%
<b>Dec-2018</b>	<b>48</b>	<b>-2.0%</b>	<b>109</b>	<b>-2.7%</b>
12-Month Avg*	47	-12.8%	126	-2.0%

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

## Historical Days on Market Until Sale by Month

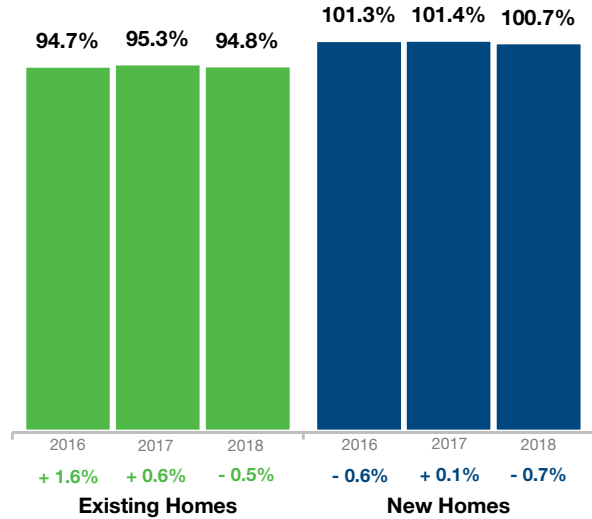


# Percentage of Original List Price Received

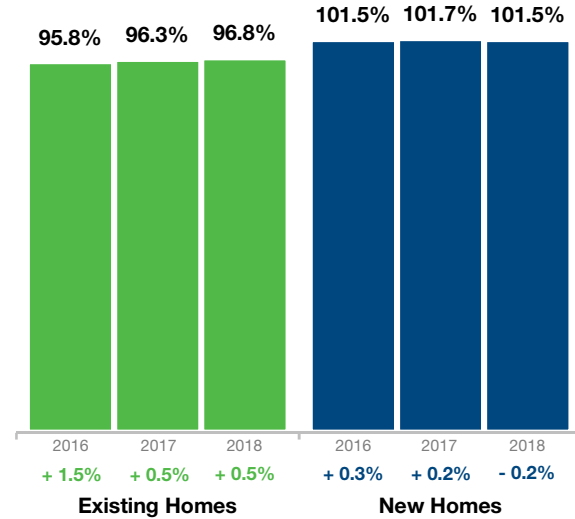
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



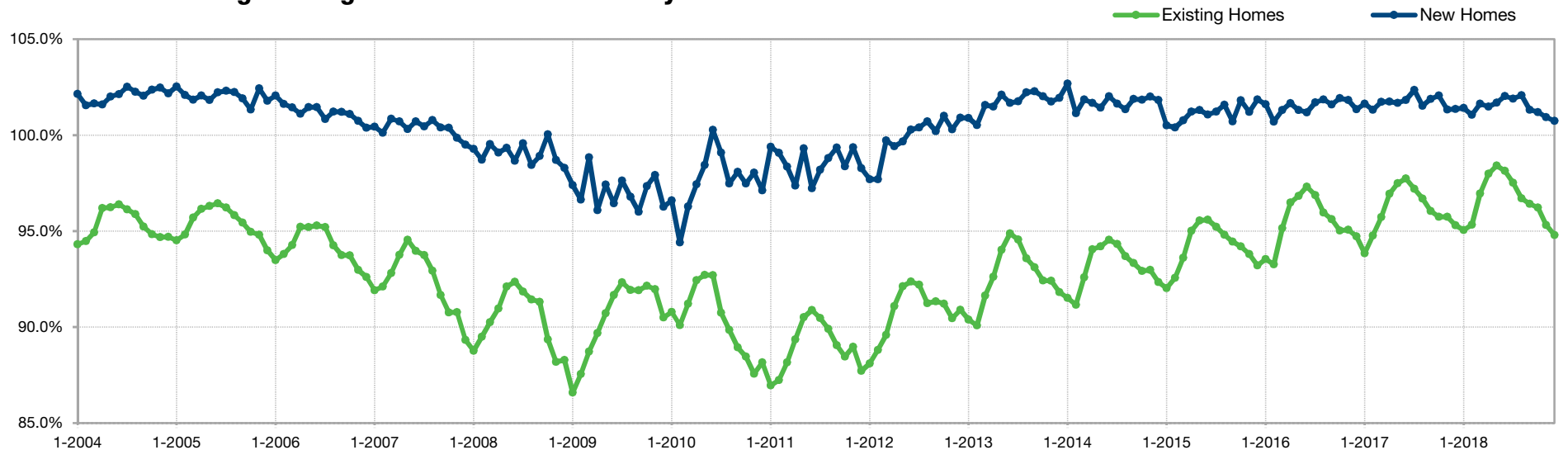
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%	101.6%	-0.1%
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	96.7%	0.0%	102.1%	+0.6%
Sep-2018	96.4%	+0.4%	101.3%	-0.6%
Oct-2018	96.2%	+0.5%	101.2%	-0.9%
Nov-2018	95.3%	-0.4%	100.9%	-0.4%
<b>Dec-2018</b>	<b>94.8%</b>	<b>-0.5%</b>	<b>100.7%</b>	<b>-0.7%</b>
12-Month Avg*	96.3%	+0.5%	101.7%	-0.2%

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

## Historical Percentage of Original List Price Received by Month

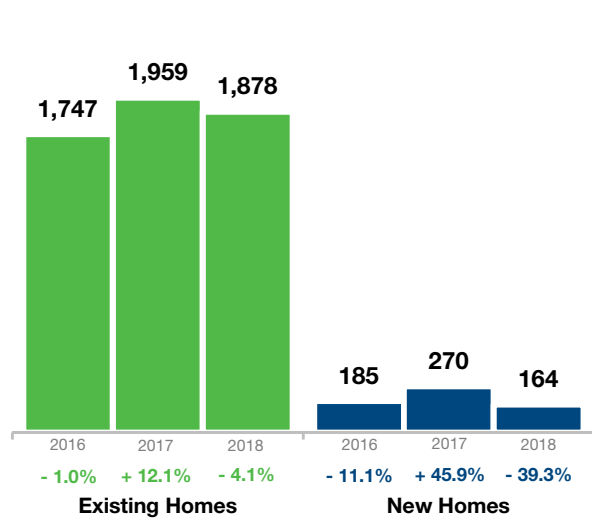


# Pending Sales

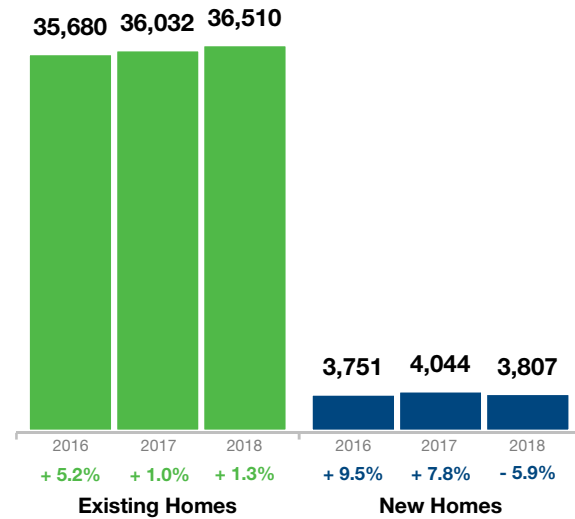
A count of the properties on which offers have been accepted in a given month.



## December

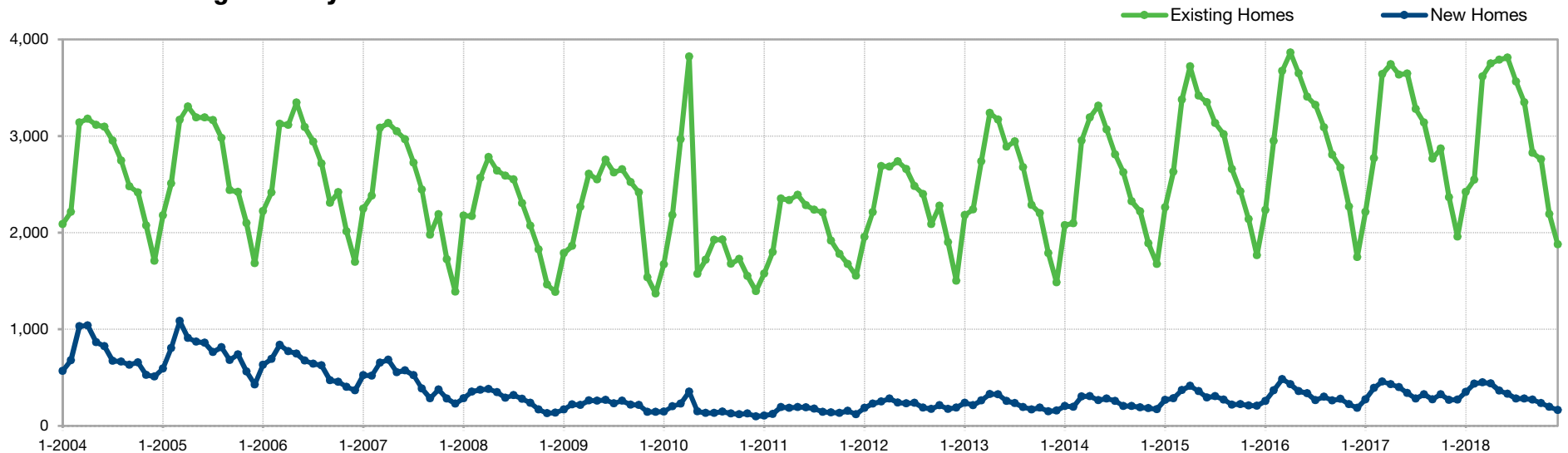


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2018	2,422	+9.4%	352	+28.5%
Feb-2018	2,549	-8.0%	436	+11.2%
Mar-2018	3,617	-0.7%	451	-1.5%
Apr-2018	3,751	+0.2%	438	+1.4%
May-2018	3,790	+4.2%	364	-9.2%
Jun-2018	3,811	+4.5%	331	-2.9%
Jul-2018	3,563	+8.6%	283	+0.4%
Aug-2018	3,350	+6.7%	283	-13.2%
Sep-2018	2,825	+2.2%	272	-0.4%
Oct-2018	2,761	-3.8%	236	-27.8%
Nov-2018	2,193	-7.3%	197	-26.5%
<b>Dec-2018</b>	<b>1,878</b>	<b>-4.1%</b>	<b>164</b>	<b>-39.3%</b>
12-Month Avg	3,043	+1.3%	317	-5.9%

## Historical Pending Sales by Month



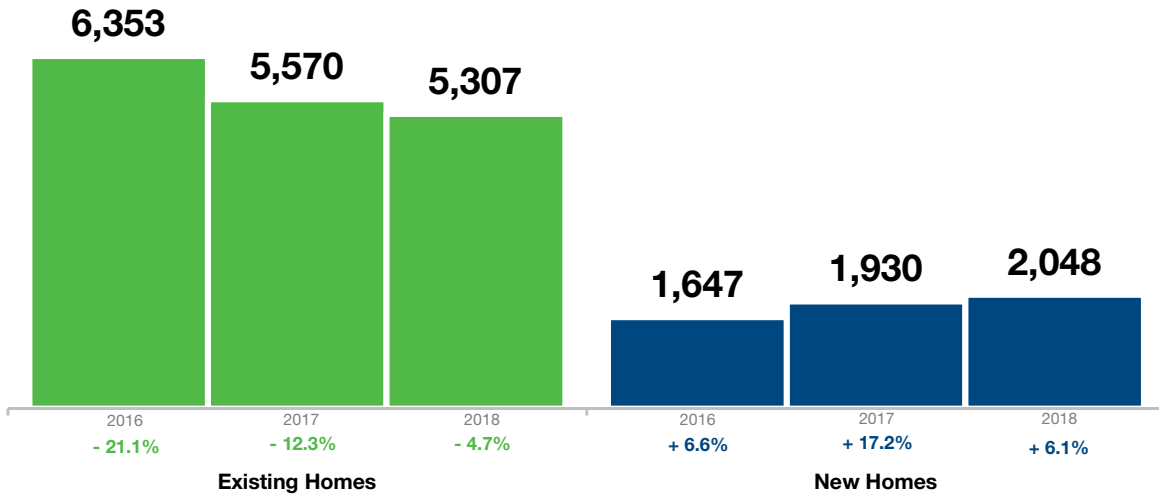


# Inventory

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

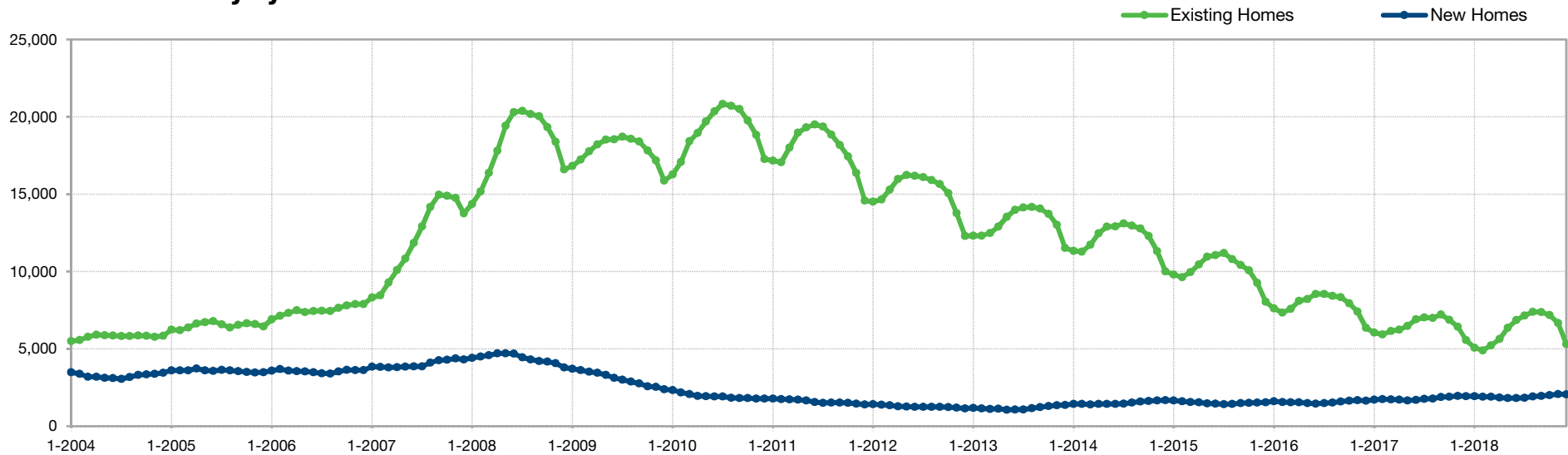


## December



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2018	5,058	-16.3%	1,927	+12.1%
Feb-2018	4,898	-17.3%	1,907	+8.8%
Mar-2018	5,226	-15.0%	1,897	+9.3%
Apr-2018	5,639	-9.6%	1,853	+8.4%
May-2018	6,365	-1.8%	1,815	+9.0%
Jun-2018	6,849	-0.9%	1,810	+6.6%
Jul-2018	7,146	+1.7%	1,831	+3.4%
Aug-2018	7,389	+5.6%	1,913	+7.1%
Sep-2018	7,378	+2.3%	1,944	+3.5%
Oct-2018	7,181	+4.5%	1,996	+4.6%
Nov-2018	6,668	+3.8%	2,066	+6.1%
<b>Dec-2018</b>	<b>5,307</b>	<b>-4.7%</b>	<b>2,048</b>	<b>+6.1%</b>
12-Month Avg*	6,259	-3.5%	1,917	+7.0%

## Historical Inventory by Month

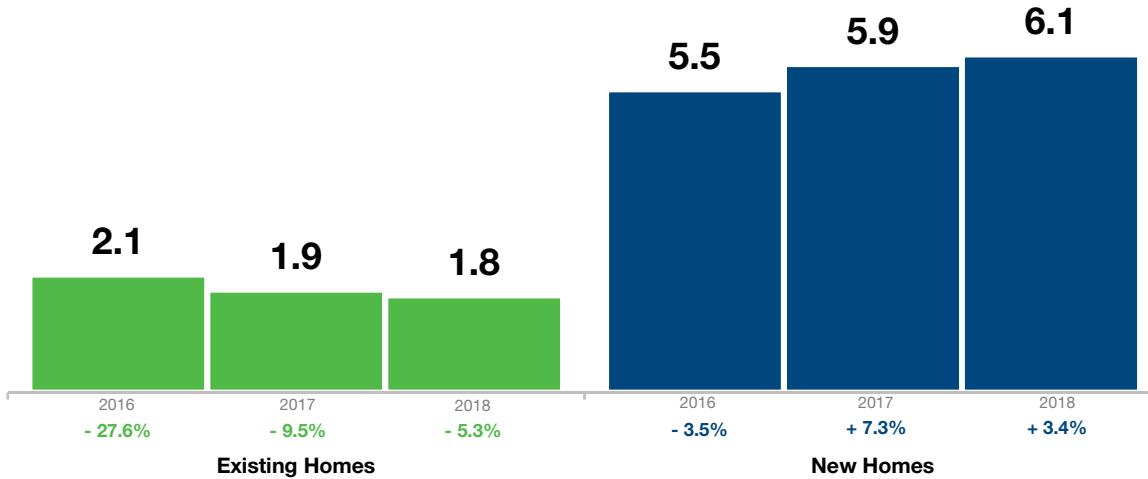


# Supply

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.



## December



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2018	1.7	-15.0%	5.9	+5.4%
Feb-2018	1.6	-20.0%	5.7	0.0%
Mar-2018	1.7	-19.0%	5.6	0.0%
Apr-2018	1.9	-9.5%	5.5	0.0%
May-2018	2.1	-4.5%	5.3	0.0%
Jun-2018	2.3	0.0%	5.3	0.0%
Jul-2018	2.3	-4.2%	5.3	-3.6%
Aug-2018	2.4	+4.3%	5.5	-1.8%
Sep-2018	2.4	0.0%	5.7	-3.4%
Oct-2018	2.3	0.0%	5.8	-1.7%
Nov-2018	2.2	+4.8%	6.0	0.0%
<b>Dec-2018</b>	<b>1.8</b>	<b>-5.3%</b>	<b>6.1</b>	<b>+3.4%</b>
12-Month Avg*	2.2	-5.2%	5.6	+0.3%

\* Supply for all properties from January 2018 through December 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	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		2,946	<b>2,423</b>	- 17.8%	39,987	<b>40,418</b>	+ 1.1%
<b>Average Sales Price</b>		\$227,546	<b>\$241,121</b>	+ 6.0%	\$224,734	<b>\$237,414</b>	+ 5.6%
<b>Median Sales Price</b>		\$189,000	<b>\$197,000</b>	+ 4.2%	\$190,000	<b>\$205,000</b>	+ 7.9%
<b>Days on Market</b>		56	<b>54</b>	- 3.6%	55	<b>50</b>	- 9.1%
<b>Pct. of Orig. Price Received</b>		96.0%	<b>95.4%</b>	- 0.6%	96.9%	<b>97.3%</b>	+ 0.4%
<b>Pending Sales</b>		2,232	<b>2,042</b>	- 8.5%	40,151	<b>40,395</b>	+ 0.6%
<b>Inventory</b>		7,544	<b>7,372</b>	- 2.3%	--	--	--
<b>Supply</b>		2.3	<b>2.2</b>	- 4.3%	--	--	--