

# 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		3,059	<b>2,854</b>	- 6.7%	9,871	<b>9,162</b>	- 7.2%
<b>Average Sales Price</b>		\$217,747	<b>\$232,270</b>	+ 6.7%	\$209,777	<b>\$220,594</b>	+ 5.2%
<b>Median Sales Price</b>		\$189,000	<b>\$200,000</b>	+ 5.8%	\$180,000	<b>\$192,500</b>	+ 6.9%
<b>Days on Market</b>		42	<b>43</b>	+ 2.4%	50	<b>49</b>	- 2.0%
<b>Pct. of Orig. Price Received</b>		98.0%	<b>97.4%</b>	- 0.6%	96.6%	<b>96.1%</b>	- 0.5%
<b>Pending Sales</b>		3,747	<b>4,010</b>	+ 7.0%	12,330	<b>12,097</b>	- 1.9%
<b>Inventory</b>		5,669	<b>5,357</b>	- 5.5%	--	--	--
<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.



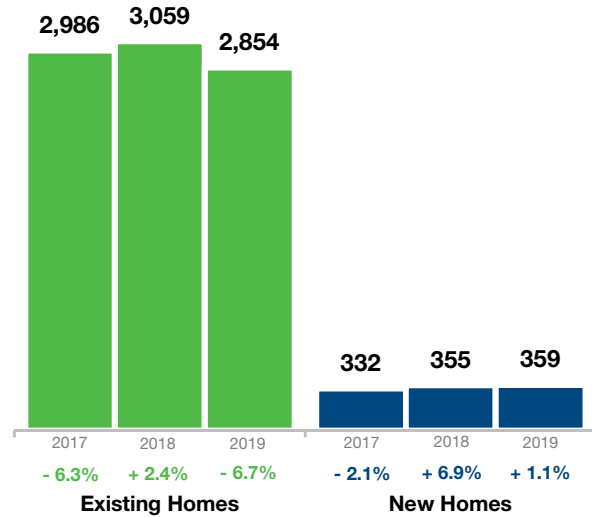
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		355	<b>359</b>	+ 1.1%	1,287	<b>1,094</b>	- 15.0%
<b>Average Sales Price</b>		\$372,852	<b>\$397,571</b>	+ 6.6%	\$372,430	<b>\$393,724</b>	+ 5.7%
<b>Median Sales Price</b>		\$343,000	<b>\$359,975</b>	+ 4.9%	\$339,900	<b>\$360,000</b>	+ 5.9%
<b>Days on Market</b>		142	<b>151</b>	+ 6.3%	125	<b>145</b>	+ 16.0%
<b>Pct. of Orig. Price Received</b>		101.5%	<b>100.6%</b>	- 0.9%	101.4%	<b>100.7%</b>	- 0.7%
<b>Pending Sales</b>		438	<b>395</b>	- 9.8%	1,676	<b>1,386</b>	- 17.3%
<b>Inventory</b>		1,873	<b>1,942</b>	+ 3.7%	--	--	--
<b>Supply</b>		5.5	<b>6.0</b>	+ 9.1%	--	--	--

# Closed Sales

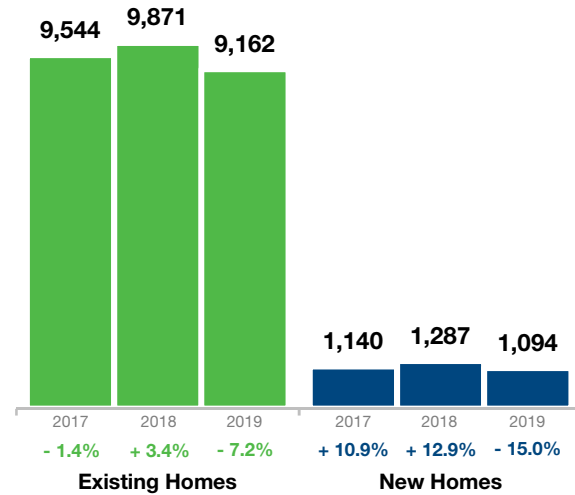
A count of the actual sales that closed in a given month.



## April

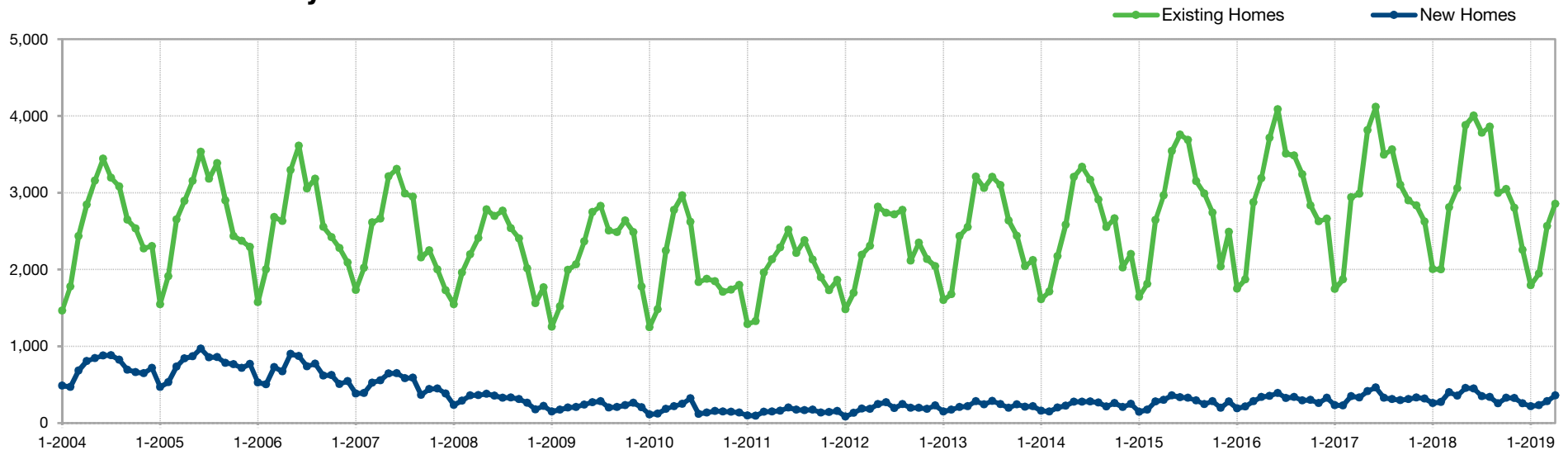


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2018	3,881	+1.8%	457	+10.4%
Jun-2018	4,003	-2.8%	449	-2.8%
Jul-2018	3,779	+8.2%	350	+6.7%
Aug-2018	3,858	+8.2%	339	+9.4%
Sep-2018	2,995	-3.4%	255	-14.7%
Oct-2018	3,047	+5.1%	327	+4.8%
Nov-2018	2,804	-1.0%	326	-2.1%
Dec-2018	2,256	-14.1%	255	-19.6%
Jan-2019	1,796	-10.3%	219	-15.1%
Feb-2019	1,946	-2.7%	231	-15.4%
Mar-2019	2,566	-8.6%	285	-28.9%
<b>Apr-2019</b>	<b>2,854</b>	<b>-6.7%</b>	<b>359</b>	<b>+1.1%</b>
12-Month Avg	2,982	-1.5%	321	-5.2%

## Historical Closed Sales by Month



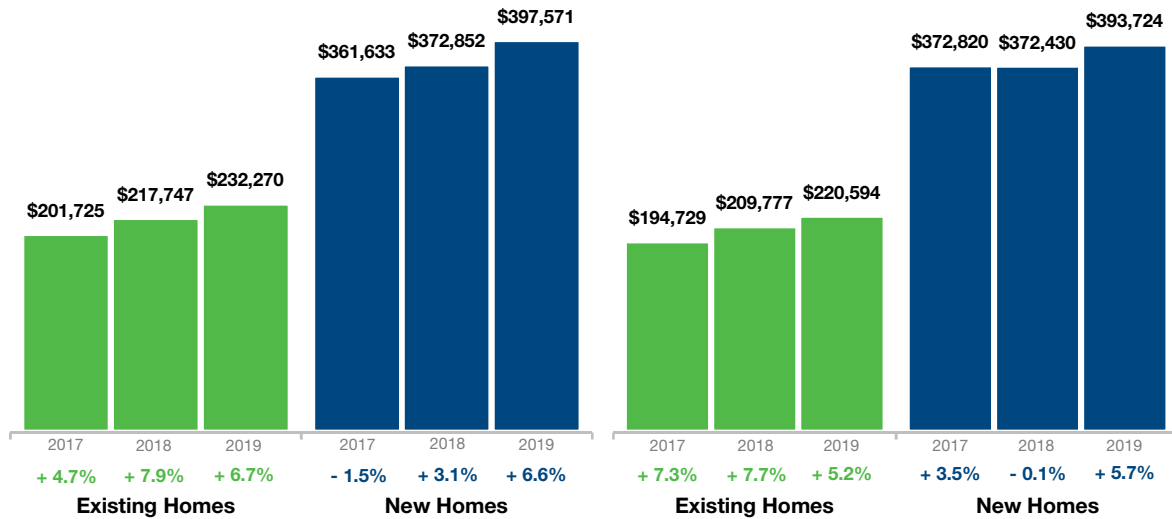
# Average Sales Price

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



## April

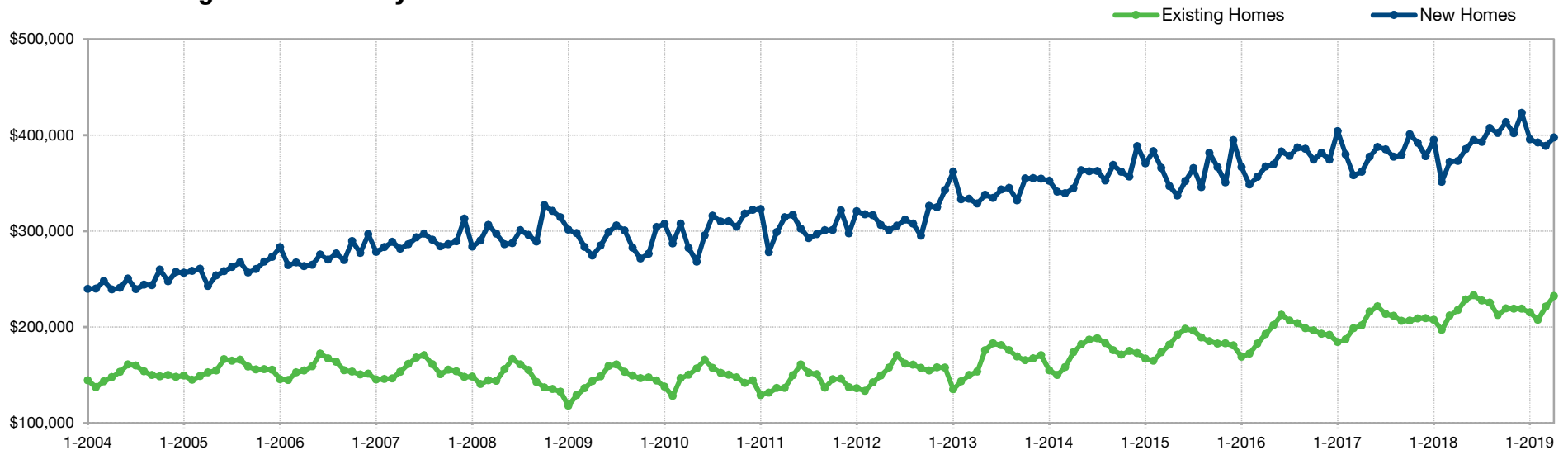
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2018	\$228,690	+5.9%	\$385,346	+2.1%
Jun-2018	\$233,016	+5.1%	\$394,836	+1.9%
Jul-2018	\$227,648	+6.6%	\$392,814	+2.0%
Aug-2018	\$225,286	+6.5%	\$407,378	+8.0%
Sep-2018	\$212,319	+2.9%	\$402,053	+6.0%
Oct-2018	\$219,385	+6.1%	\$413,391	+3.1%
Nov-2018	\$219,177	+5.0%	\$401,831	+2.5%
Dec-2018	\$219,091	+4.7%	\$423,098	+11.9%
Jan-2019	\$215,242	+3.7%	\$395,588	+0.2%
Feb-2019	\$207,388	+5.3%	\$392,222	+11.7%
Mar-2019	\$221,371	+4.5%	\$388,677	+4.5%
<b>Apr-2019</b>	<b>\$232,270</b>	<b>+6.7%</b>	<b>\$397,571</b>	<b>+6.6%</b>
12-Month Avg*	\$211,659	+5.4%	\$380,782	+4.7%

\* Avg. Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



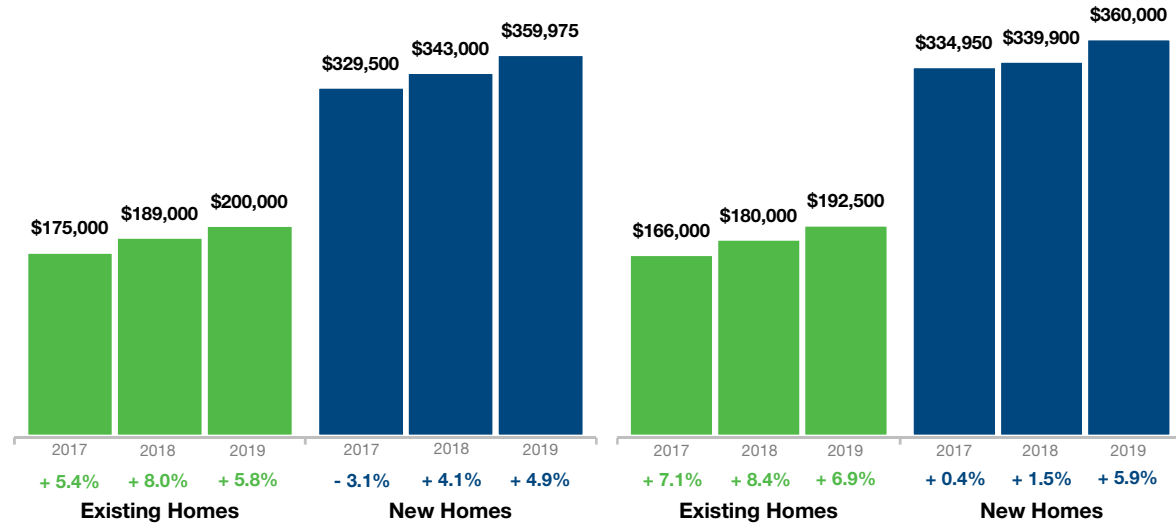
# Median Sales Price

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



## April

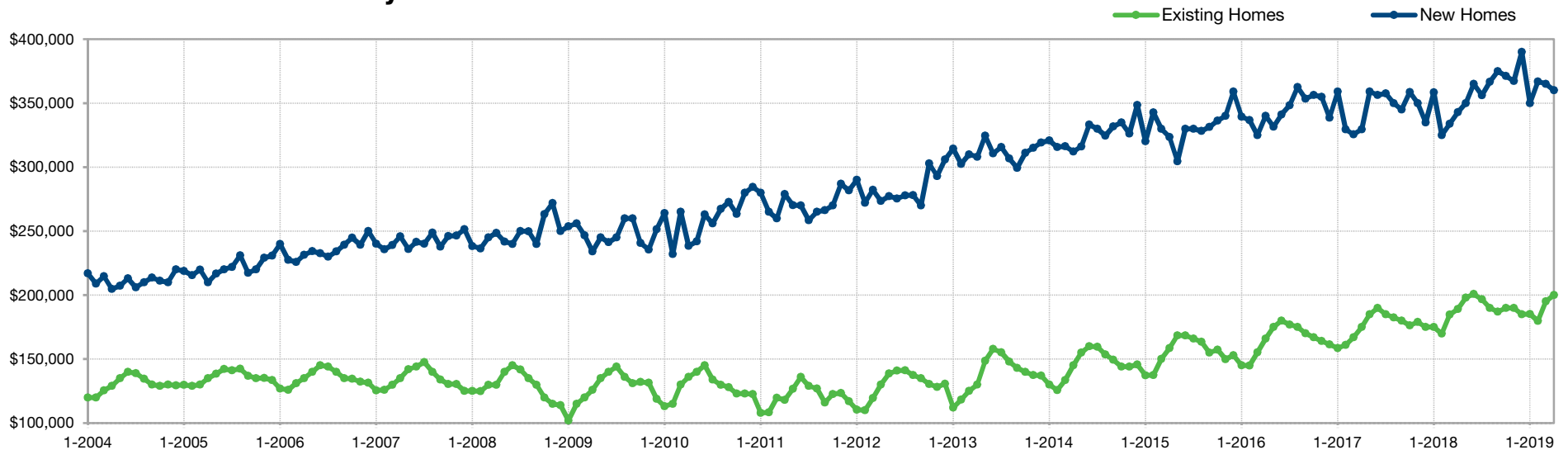
## Year to Date



Month	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2018	\$198,000	+7.0%	\$349,900	-2.5%
Jun-2018	\$200,790	+5.7%	\$364,950	+2.4%
Jul-2018	\$196,750	+6.4%	\$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	\$189,950	+7.8%	\$371,127	+3.5%
Nov-2018	\$190,000	+6.1%	\$367,316	+5.0%
Dec-2018	\$185,000	+5.7%	\$390,000	+16.5%
Jan-2019	\$185,245	+5.9%	\$349,950	-2.4%
Feb-2019	\$179,700	+5.8%	\$366,815	+12.9%
Mar-2019	\$195,000	+5.5%	\$365,000	+9.3%
<b>Apr-2019</b>	<b>\$200,000</b>	<b>+5.8%</b>	<b>\$359,975</b>	<b>+4.9%</b>
12-Month Avg*	\$182,000	+6.0%	\$348,200	+4.4%

\* Median Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



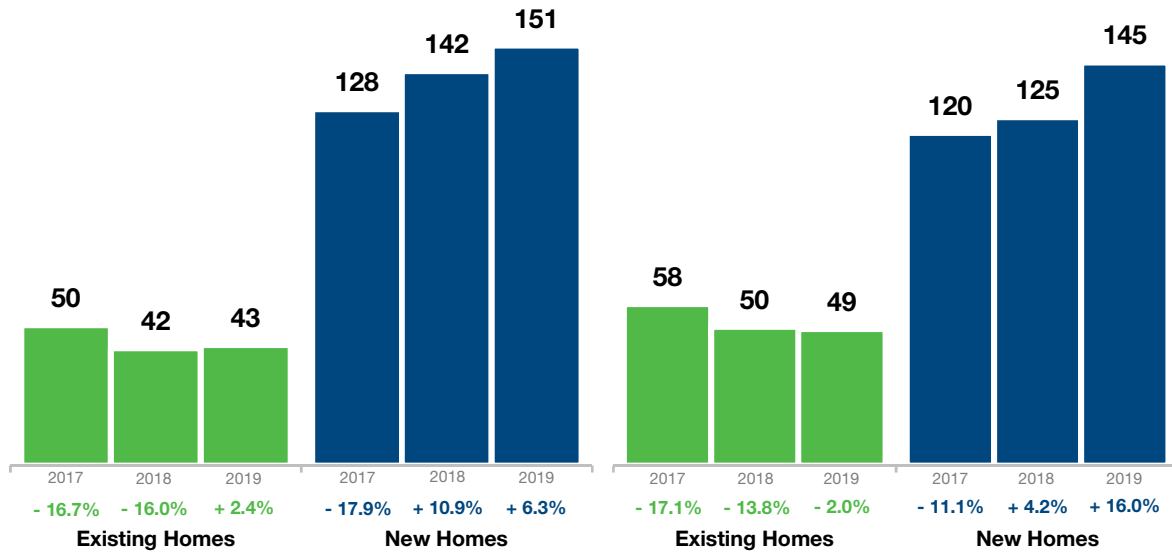
# Days on Market Until Sale

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



## April

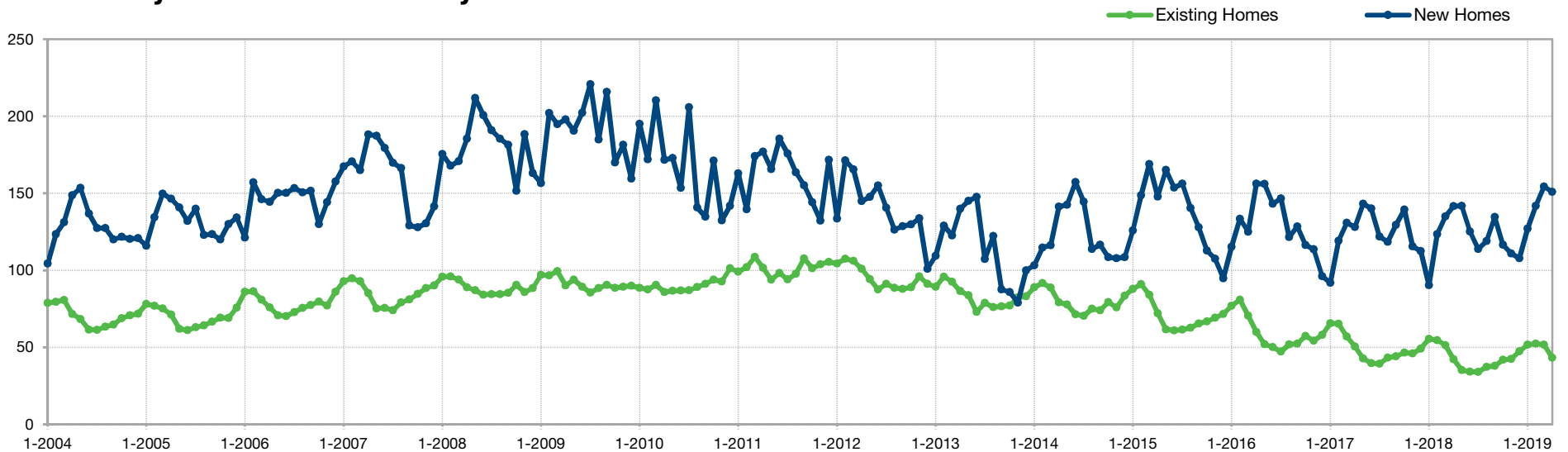
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Dec-2018	47	-4.1%	108	-3.6%
Jan-2019	52	-7.1%	127	+41.1%
Feb-2019	52	-5.5%	142	+15.4%
Mar-2019	52	+2.0%	154	+14.1%
<b>Apr-2019</b>	<b>43</b>	<b>+2.4%</b>	<b>151</b>	<b>+6.3%</b>
12-Month Avg*	45	-9.6%	128	+0.9%

\* Days on Market for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



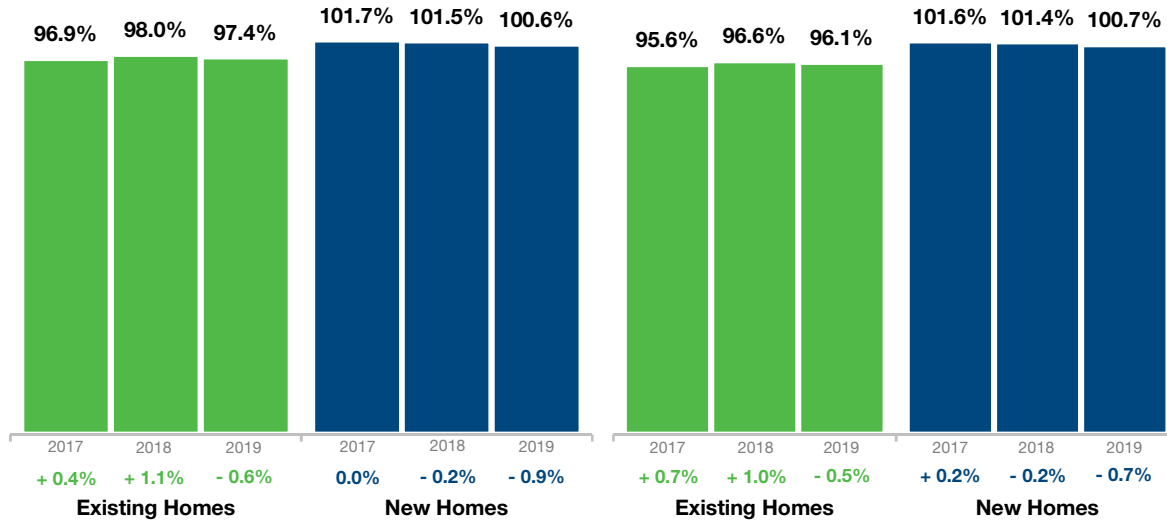
# Percentage of Original List Price Received

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.



## April

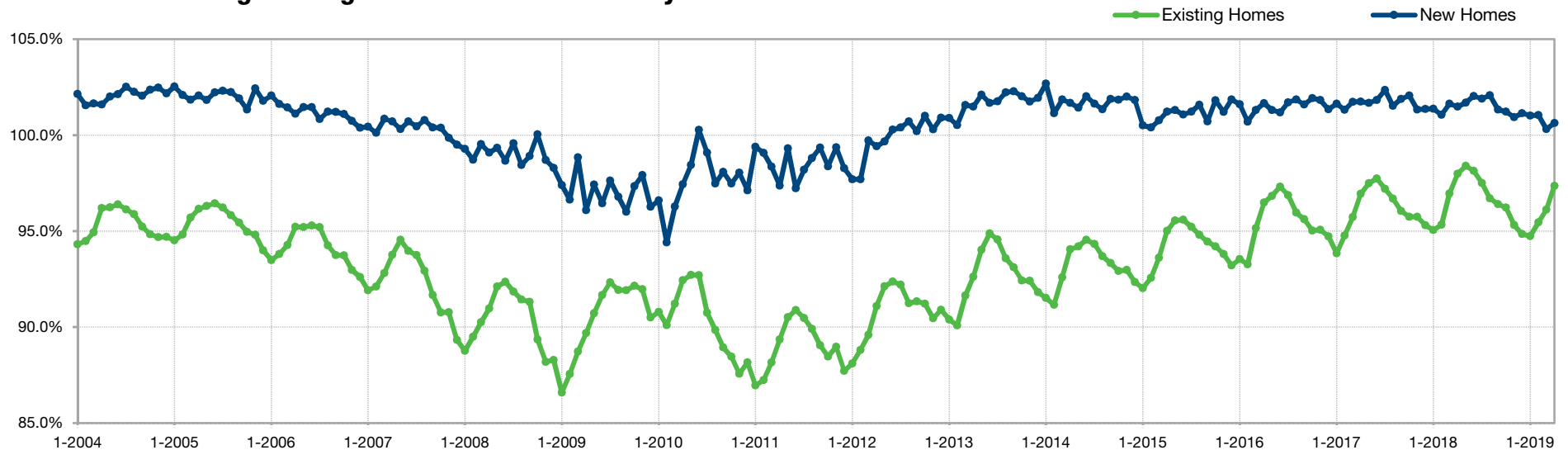
## Year to Date



Pct. of Orig. Price Received	Year-Over-Year Change	
	Existing Homes	New Homes
May-2018	98.4%	+0.9%
Jun-2018	98.1%	+0.4%
Jul-2018	97.5%	+0.3%
Aug-2018	96.7%	0.0%
Sep-2018	96.4%	+0.4%
Oct-2018	96.2%	+0.5%
Nov-2018	95.3%	-0.4%
Dec-2018	94.8%	-0.5%
Jan-2019	94.7%	-0.4%
Feb-2019	95.5%	+0.2%
Mar-2019	96.1%	-0.9%
<b>Apr-2019</b>	<b>97.4%</b>	<b>-0.6%</b>
12-Month Avg*	96.6%	+0.1%

\* Pct. of Orig. Price Received for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

## Historical Percentage of Original List Price Received by Month

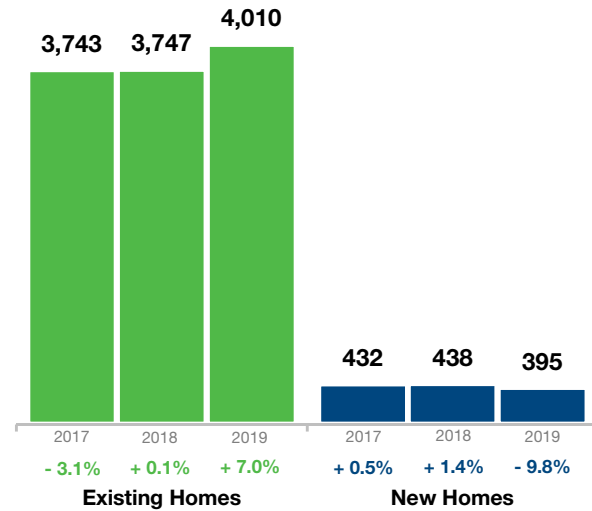


# Pending Sales

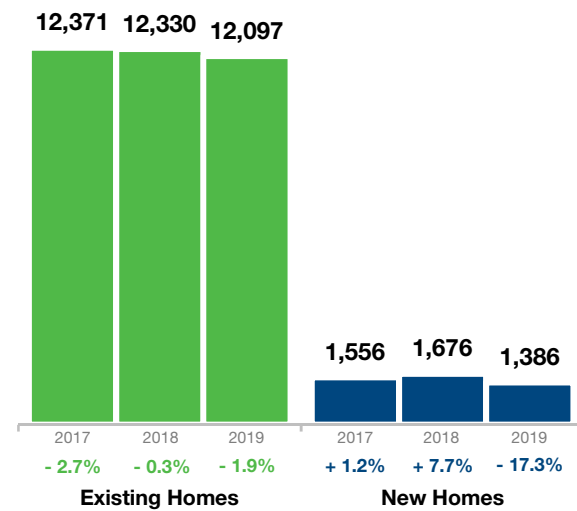
A count of the properties on which offers have been accepted in a given month.



## April

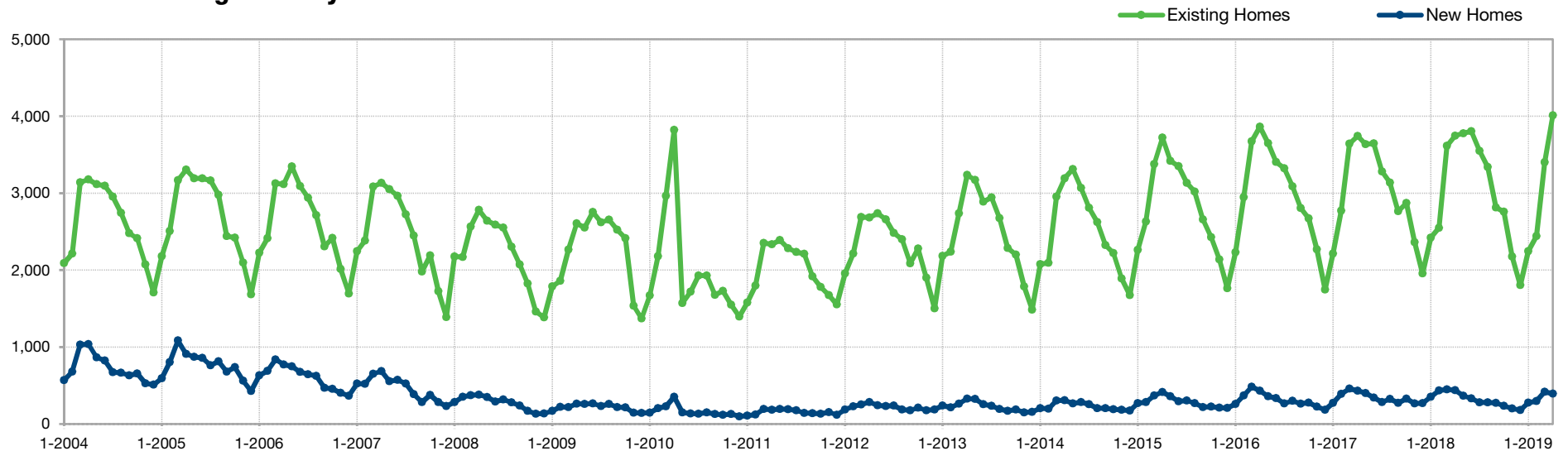


## Year to Date



Pending Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2018	3,778	+3.9%	365	-9.0%
Jun-2018	3,804	+4.3%	331	-2.9%
Jul-2018	3,551	+8.3%	280	-0.7%
Aug-2018	3,341	+6.5%	279	-14.2%
Sep-2018	2,812	+1.7%	272	0.0%
Oct-2018	2,757	-4.0%	234	-28.4%
Nov-2018	2,176	-7.9%	200	-25.1%
Dec-2018	1,806	-7.7%	179	-33.7%
Jan-2019	2,246	-7.3%	276	-21.6%
Feb-2019	2,441	-4.2%	296	-32.1%
Mar-2019	3,400	-5.9%	419	-6.9%
<b>Apr-2019</b>	<b>4,010</b>	<b>+7.0%</b>	<b>395</b>	<b>-9.8%</b>
12-Month Avg	3,010	+0.4%	294	-15.3%

## Historical Pending Sales by Month



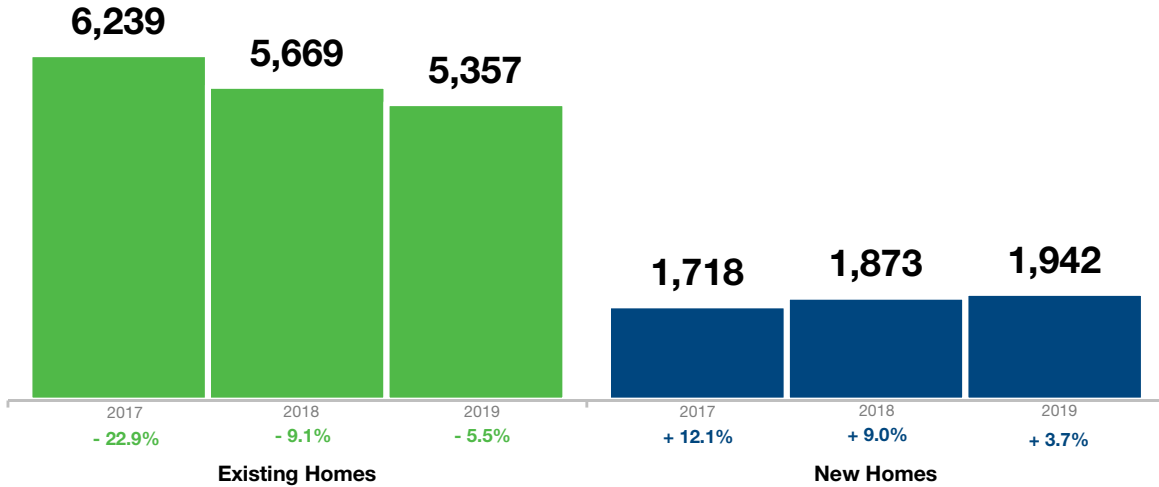


# Inventory

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

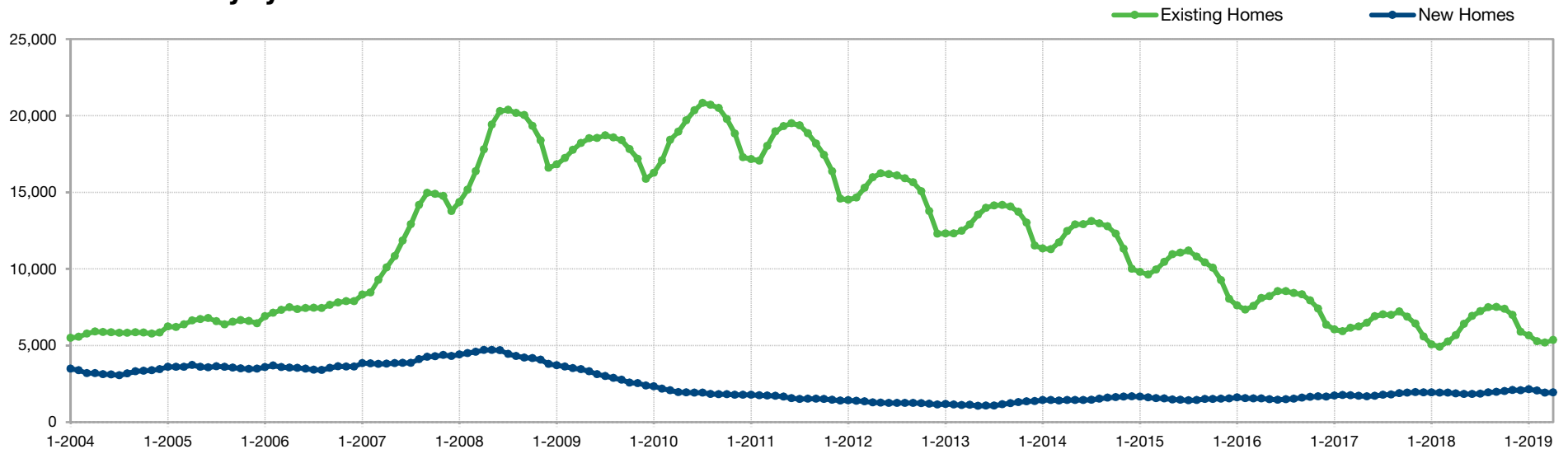


## April



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2018	6,413	-1.0%	1,839	+9.9%
Jun-2018	6,917	+0.1%	1,833	+7.4%
Jul-2018	7,239	+3.1%	1,856	+4.3%
Aug-2018	7,491	+7.1%	1,941	+8.1%
Sep-2018	7,515	+4.2%	1,974	+4.4%
Oct-2018	7,384	+7.4%	2,027	+5.6%
Nov-2018	7,002	+9.0%	2,097	+7.0%
Dec-2018	5,897	+5.8%	2,074	+6.9%
Jan-2019	5,645	+11.4%	2,135	+10.2%
Feb-2019	5,275	+7.3%	2,048	+6.9%
Mar-2019	5,189	-1.1%	1,912	+0.2%
<b>Apr-2019</b>	<b>5,357</b>	<b>-5.5%</b>	<b>1,942</b>	<b>+3.7%</b>
12-Month Avg*	6,444	+3.9%	1,973	+6.2%

## Historical Inventory by Month

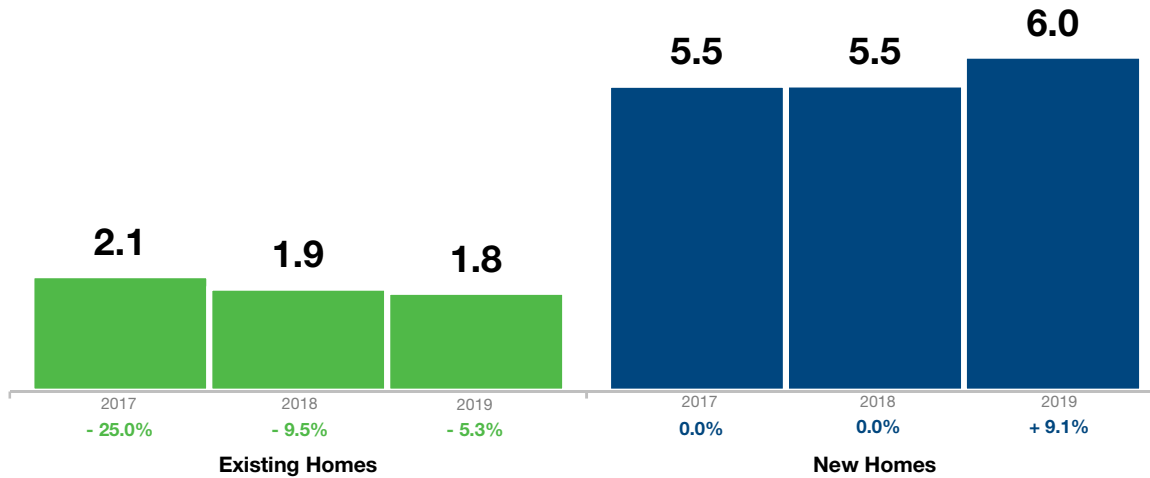


# Supply

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.



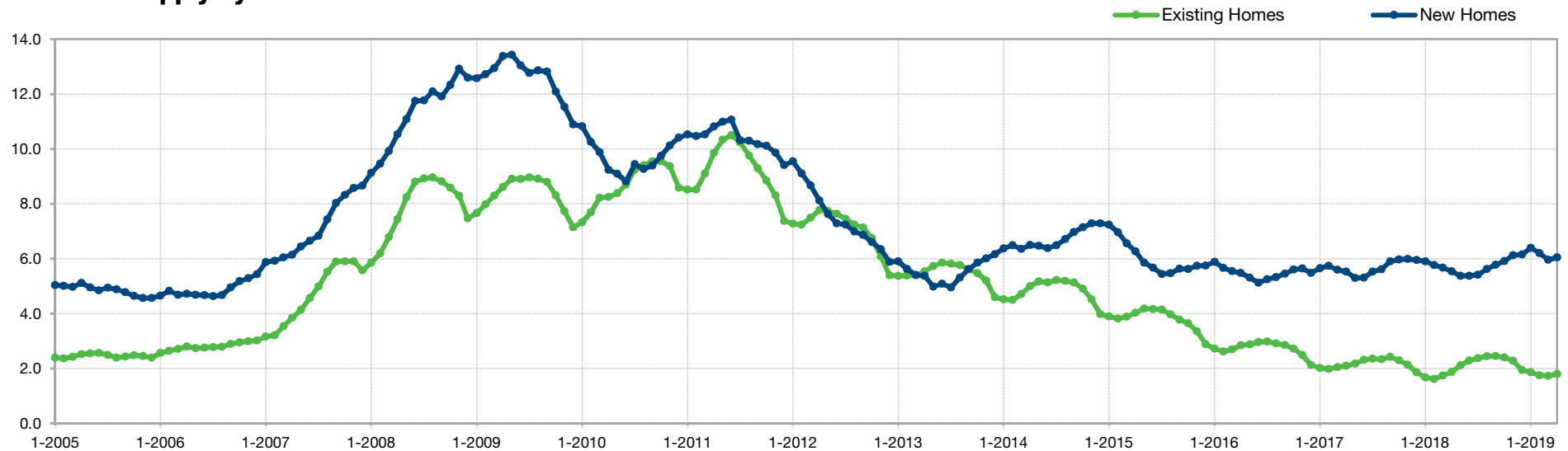
## April



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
May-2018	2.1	-4.5%	5.4	+1.9%
Jun-2018	2.3	0.0%	5.4	+1.9%
Jul-2018	2.4	0.0%	5.4	-1.8%
Aug-2018	2.4	+4.3%	5.6	0.0%
Sep-2018	2.5	+4.2%	5.8	-1.7%
Oct-2018	2.4	+4.3%	5.9	-1.7%
Nov-2018	2.3	+9.5%	6.1	+1.7%
Dec-2018	1.9	0.0%	6.2	+5.1%
Jan-2019	1.9	+11.8%	6.4	+8.5%
Feb-2019	1.7	+6.3%	6.2	+6.9%
Mar-2019	1.7	0.0%	6.0	+5.3%
<b>Apr-2019</b>	<b>1.8</b>	<b>-5.3%</b>	<b>6.0</b>	<b>+9.1%</b>
12-Month Avg*	2.1	+2.5%	5.7	+2.8%

\* Supply for all properties from May 2018 through April 2019. 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		3,420	<b>3,214</b>	- 6.0%	11,178	<b>10,258</b>	- 8.2%
<b>Average Sales Price</b>		\$233,811	<b>\$250,698</b>	+ 7.2%	\$228,509	<b>\$239,076</b>	+ 4.6%
<b>Median Sales Price</b>		\$205,000	<b>\$218,000</b>	+ 6.3%	\$197,000	<b>\$207,650</b>	+ 5.4%
<b>Days on Market</b>		53	<b>55</b>	+ 3.8%	59	<b>59</b>	0.0%
<b>Pct. of Orig. Price Received</b>		98.3%	<b>97.7%</b>	- 0.6%	97.1%	<b>96.6%</b>	- 0.5%
<b>Pending Sales</b>		4,207	<b>4,406</b>	+ 4.7%	14,047	<b>13,488</b>	- 4.0%
<b>Inventory</b>		7,596	<b>7,311</b>	- 3.8%	--	<b>--</b>	--
<b>Supply</b>		2.3	<b>2.2</b>	- 4.3%	--	<b>--</b>	--