

# 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	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		3,780	<b>3,775</b>	- 0.1%	21,536	<b>20,746</b>	- 3.7%
<b>Average Sales Price</b>		\$227,653	<b>\$242,411</b>	+ 6.5%	\$220,629	<b>\$232,829</b>	+ 5.5%
<b>Median Sales Price</b>		\$197,000	<b>\$215,000</b>	+ 9.1%	\$190,000	<b>\$205,000</b>	+ 7.9%
<b>Days on Market</b>		34	<b>31</b>	- 8.8%	42	<b>40</b>	- 4.8%
<b>Pct. of Orig. Price Received</b>		97.5%	<b>97.5%</b>	0.0%	97.3%	<b>97.0%</b>	- 0.3%
<b>Pending Sales</b>		3,548	<b>3,748</b>	+ 5.6%	23,454	<b>23,259</b>	- 0.8%
<b>Inventory</b>		7,260	<b>6,393</b>	- 11.9%	--	<b>--</b>	--
<b>Supply</b>		2.4	<b>2.1</b>	- 12.5%	--	<b>--</b>	--

# New Homes Market Overview

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



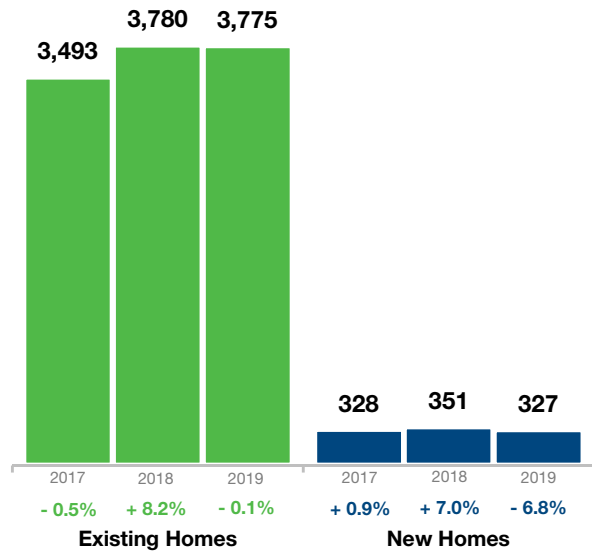
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		351	<b>327</b>	- 6.8%	2,545	<b>2,224</b>	- 12.6%
<b>Average Sales Price</b>		\$393,180	<b>\$425,231</b>	+ 8.2%	\$381,616	<b>\$402,957</b>	+ 5.6%
<b>Median Sales Price</b>		\$356,388	<b>\$384,900</b>	+ 8.0%	\$347,352	<b>\$366,560</b>	+ 5.5%
<b>Days on Market</b>		113	<b>144</b>	+ 27.4%	127	<b>153</b>	+ 20.5%
<b>Pct. of Orig. Price Received</b>		101.9%	<b>101.4%</b>	- 0.5%	101.6%	<b>100.9%</b>	- 0.7%
<b>Pending Sales</b>		279	<b>296</b>	+ 6.1%	2,648	<b>2,420</b>	- 8.6%
<b>Inventory</b>		1,882	<b>1,783</b>	- 5.3%	--	--	--
<b>Supply</b>		5.5	<b>5.7</b>	+ 3.6%	--	--	--

# Closed Sales

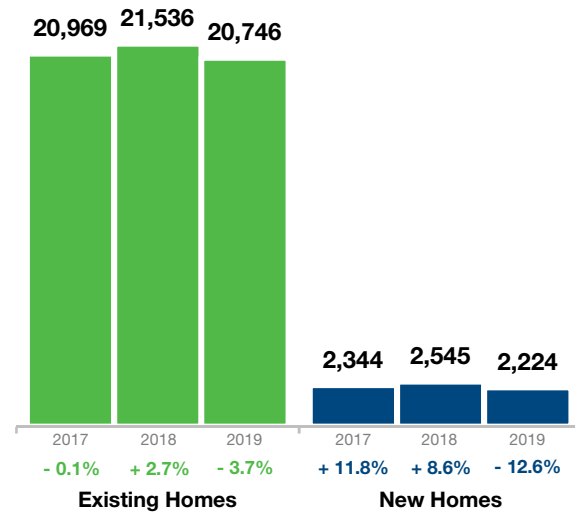
A count of the actual sales that closed in a given month.



## July

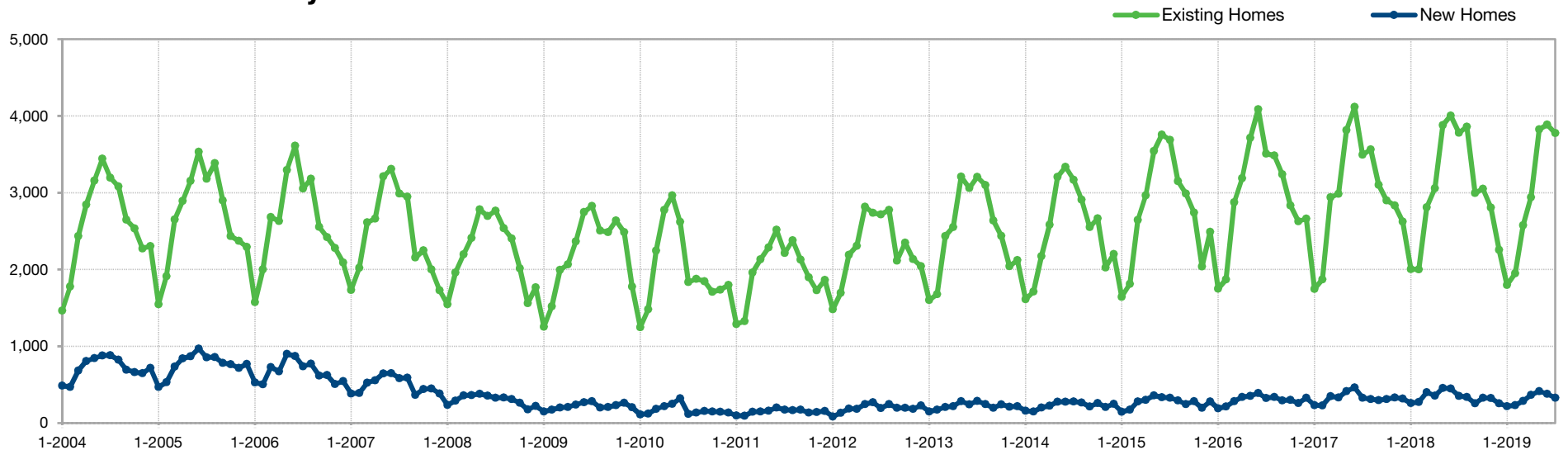


## Year to Date



Closed Sales	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	3,858	+8.2%	340	+9.7%
Sep-2018	2,996	-3.4%	256	-14.4%
Oct-2018	3,051	+5.3%	327	+4.8%
Nov-2018	2,805	-1.0%	325	-2.4%
Dec-2018	2,257	-14.0%	255	-19.6%
Jan-2019	1,797	-10.3%	219	-15.1%
Feb-2019	1,949	-2.6%	231	-15.4%
Mar-2019	2,574	-8.3%	287	-28.4%
Apr-2019	2,941	-3.9%	365	+2.8%
May-2019	3,824	-1.5%	416	-9.0%
Jun-2019	3,886	-2.9%	379	-15.8%
<b>Jul-2019</b>	<b>3,775</b>	<b>-0.1%</b>	<b>327</b>	<b>-6.8%</b>
12-Month Avg	2,976	-2.3%	311	-9.5%

## Historical Closed Sales by Month



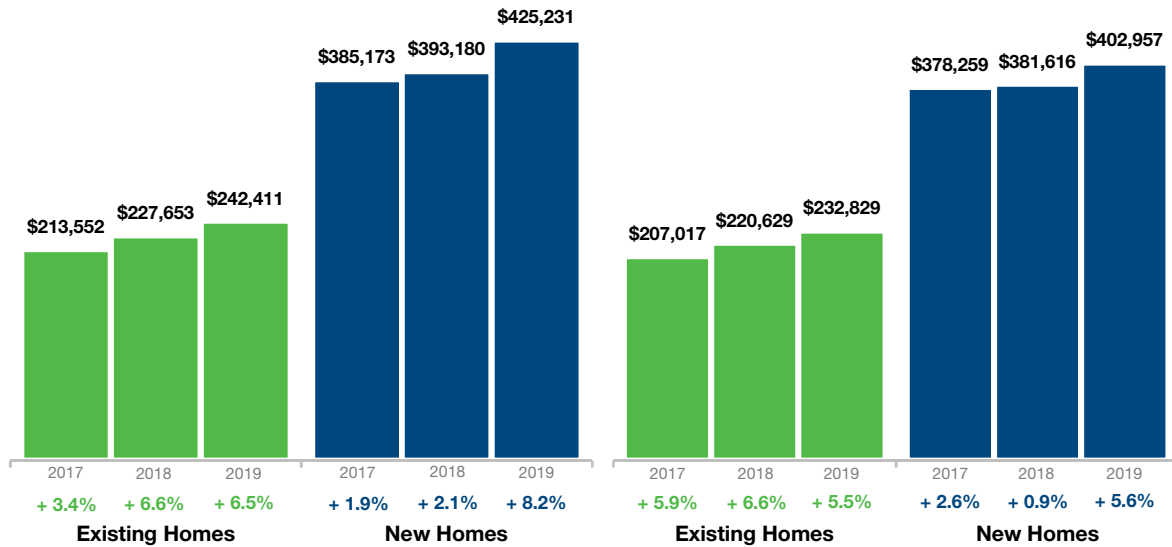
# Average Sales Price

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



## July

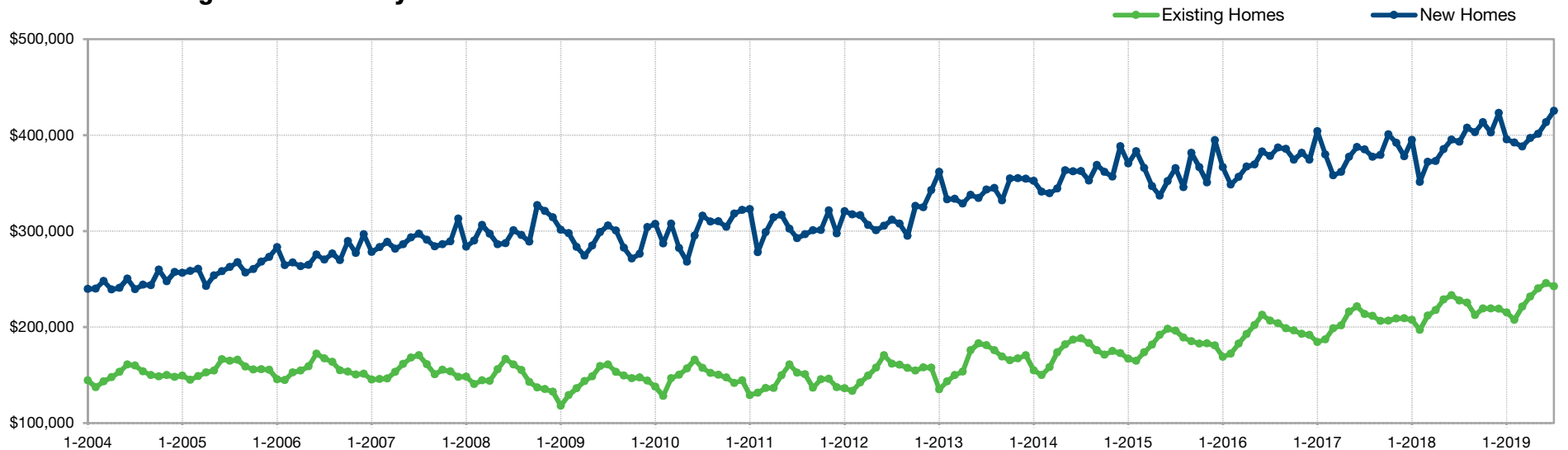
## Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	\$225,286	+6.5%	\$407,546	+8.0%
Sep-2018	\$212,350	+2.9%	\$402,927	+6.2%
Oct-2018	\$219,288	+6.1%	\$413,391	+3.1%
Nov-2018	\$219,380	+5.1%	\$402,637	+2.7%
Dec-2018	\$219,006	+4.7%	\$423,098	+11.9%
Jan-2019	\$215,137	+3.6%	\$395,588	+0.2%
Feb-2019	\$207,429	+5.3%	\$392,222	+11.7%
Mar-2019	\$221,316	+4.5%	\$388,055	+4.3%
Apr-2019	\$231,655	+6.4%	\$396,905	+6.5%
May-2019	\$240,121	+5.0%	\$401,432	+4.2%
Jun-2019	\$245,750	+5.5%	\$413,309	+4.6%
<b>Jul-2019</b>	<b>\$242,411</b>	<b>+6.5%</b>	<b>\$425,231</b>	<b>+8.2%</b>
12-Month Avg*	\$215,686	+5.3%	\$383,146	+5.9%

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

## Historical Average Sales Price by Month



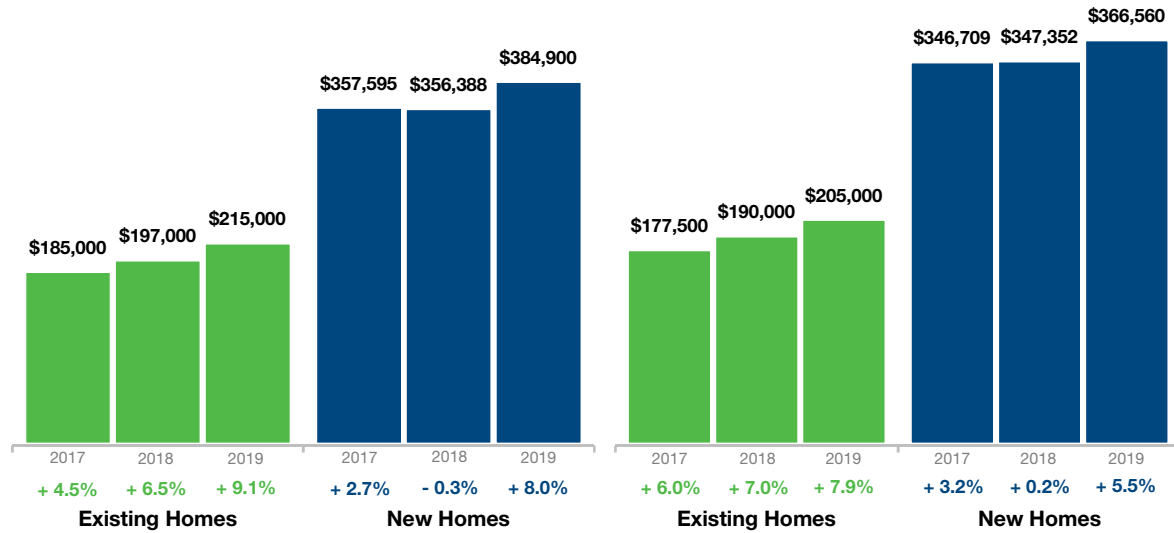
# Median Sales Price

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



## July

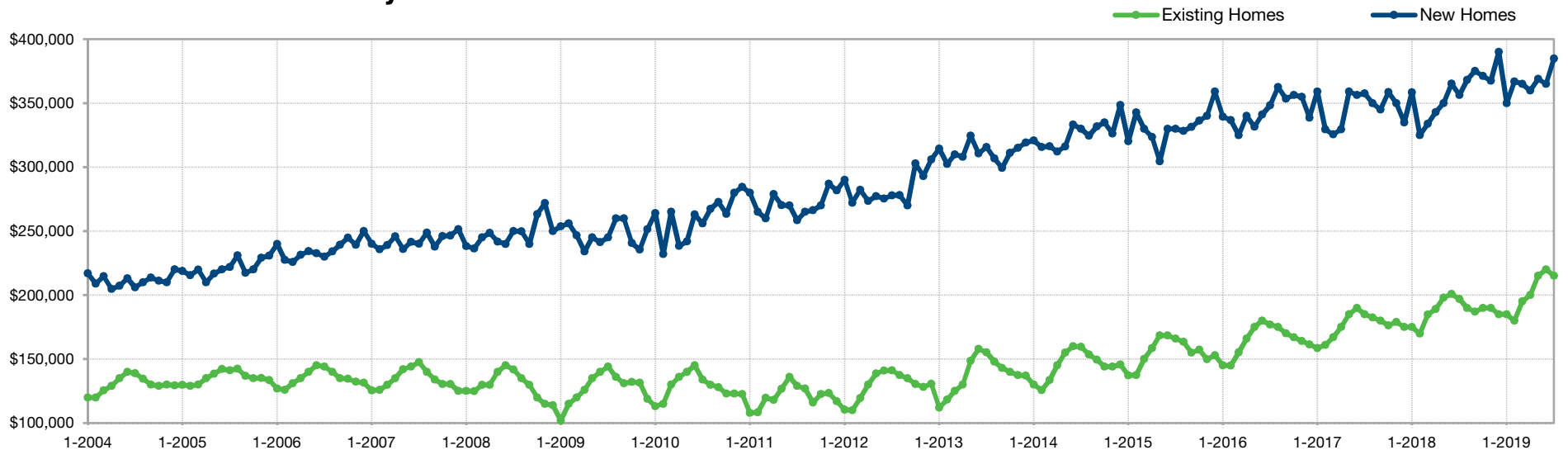
## Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	\$190,000	+4.1%	\$368,109	+5.2%
Sep-2018	\$187,000	+3.9%	\$375,176	+8.7%
Oct-2018	\$189,900	+7.7%	\$371,127	+3.5%
Nov-2018	\$190,000	+6.1%	\$367,500	+5.0%
Dec-2018	\$185,000	+5.7%	\$390,000	+16.5%
Jan-2019	\$185,000	+5.7%	\$349,950	-2.4%
Feb-2019	\$179,900	+5.9%	\$366,815	+12.9%
Mar-2019	\$195,000	+5.5%	\$365,000	+9.3%
Apr-2019	\$200,000	+5.8%	\$359,925	+4.9%
May-2019	\$215,000	+8.6%	\$368,881	+5.4%
Jun-2019	\$220,000	+9.5%	\$365,000	-0.0%
<b>Jul-2019</b>	<b>\$215,000</b>	<b>+9.1%</b>	<b>\$384,900</b>	<b>+8.0%</b>
12-Month Avg*	\$185,000	+7.0%	\$347,993	+6.3%

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

## Historical Median Sales Price by Month



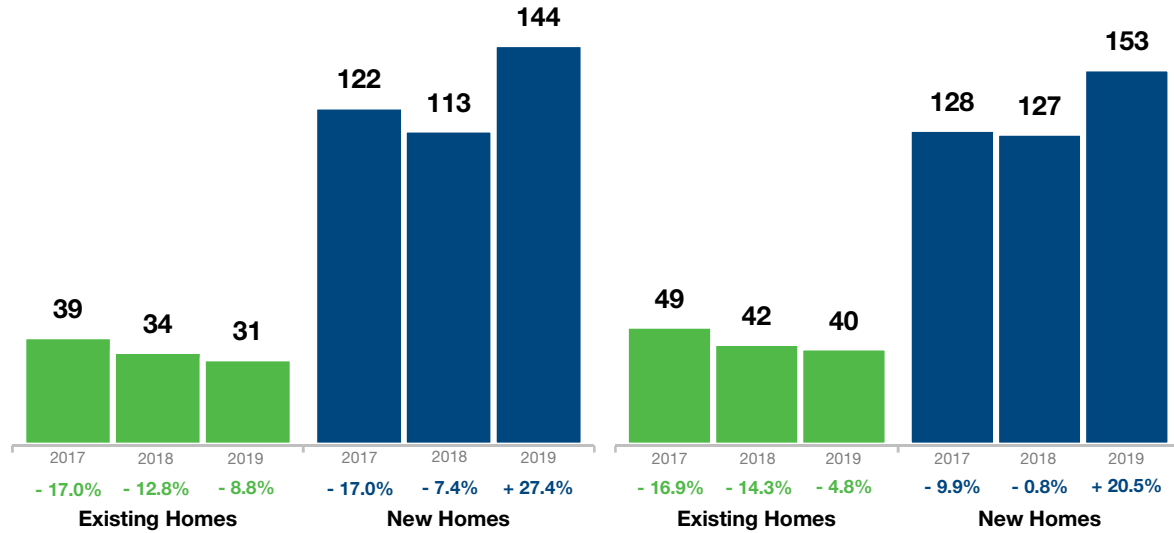
# Days on Market Until Sale

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



## July

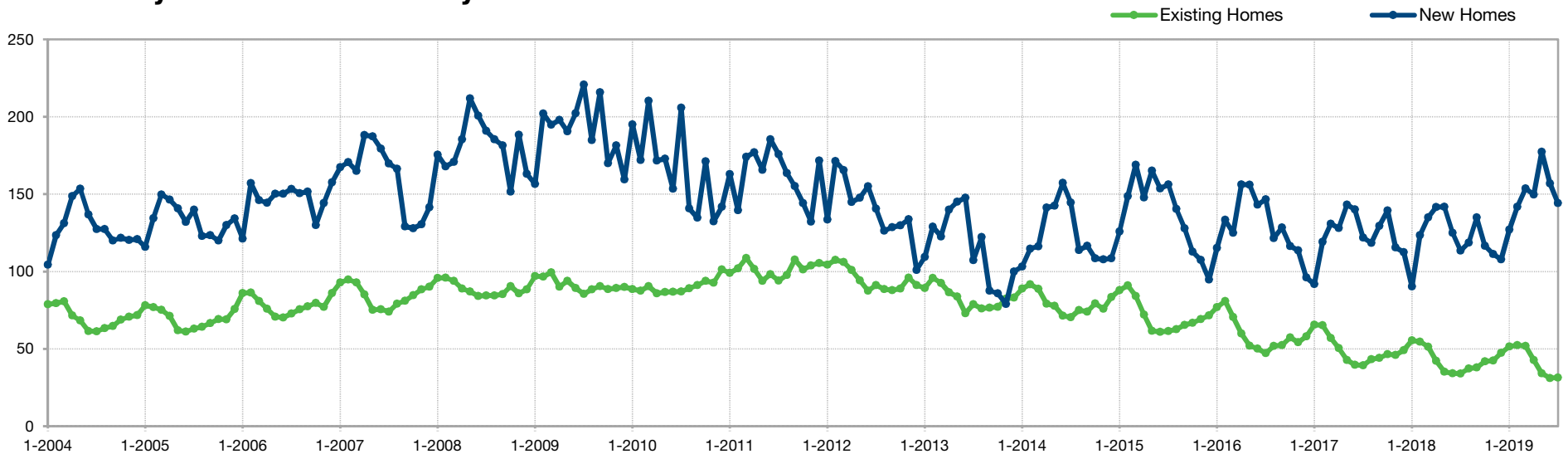
## Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Apr-2019	43	+2.4%	150	+5.6%
May-2019	34	-2.9%	177	+24.6%
Jun-2019	31	-8.8%	157	+25.6%
<b>Jul-2019</b>	<b>31</b>	<b>-8.8%</b>	<b>144</b>	<b>+27.4%</b>
12-Month Avg*	43	-7.0%	125	+10.7%

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

## Historical Days on Market Until Sale by Month



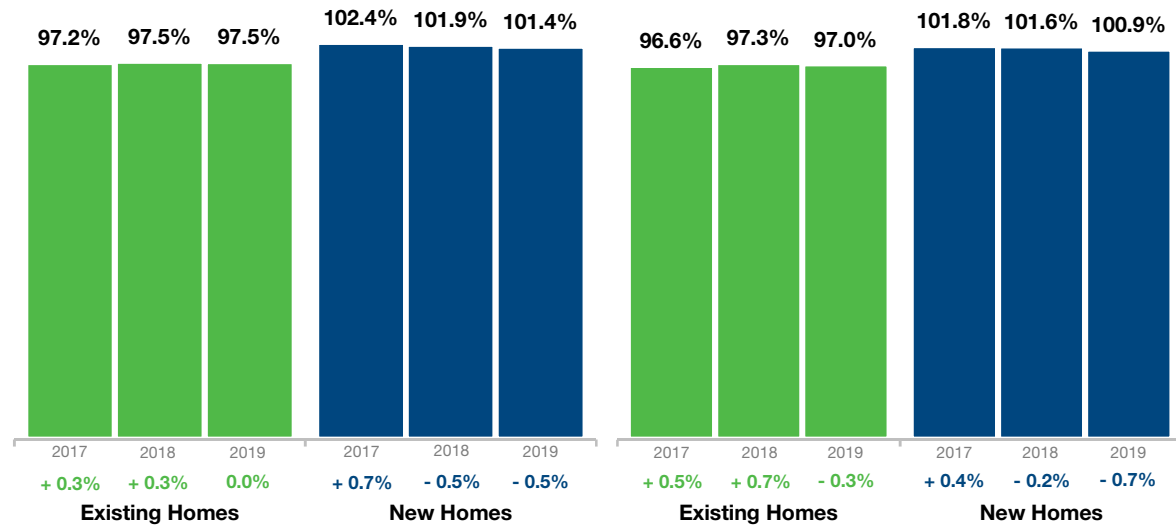
# Percentage of Original List Price Received

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.



## July

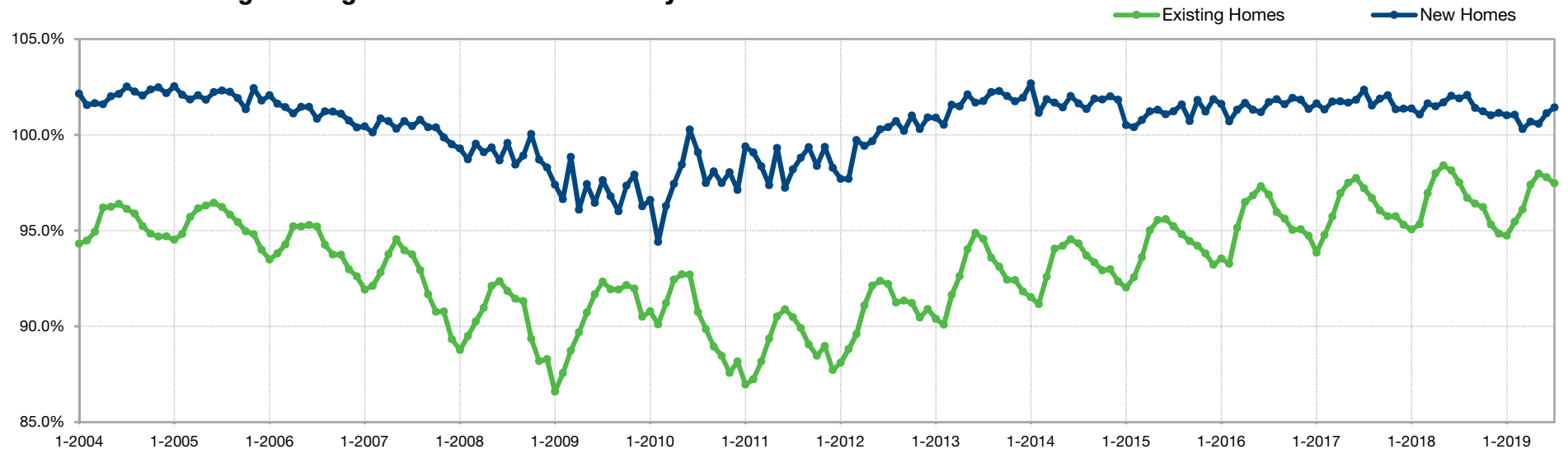
## Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	96.7%	0.0%	102.1%	+0.6%
Sep-2018	96.4%	+0.4%	101.4%	-0.5%
Oct-2018	96.2%	+0.5%	101.2%	-0.9%
Nov-2018	95.3%	-0.4%	101.0%	-0.3%
Dec-2018	94.8%	-0.5%	101.1%	-0.3%
Jan-2019	94.7%	-0.4%	101.0%	-0.4%
Feb-2019	95.4%	+0.1%	101.0%	-0.1%
Mar-2019	96.1%	-0.9%	100.3%	-1.3%
Apr-2019	97.4%	-0.6%	100.7%	-0.8%
May-2019	98.0%	-0.4%	100.6%	-1.1%
Jun-2019	97.8%	-0.3%	101.1%	-0.9%
<b>Jul-2019</b>	<b>97.5%</b>	<b>0.0%</b>	<b>101.4%</b>	<b>-0.5%</b>
12-Month Avg*	96.8%	-0.2%	101.6%	-0.5%

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

## Historical Percentage of Original List Price Received by Month

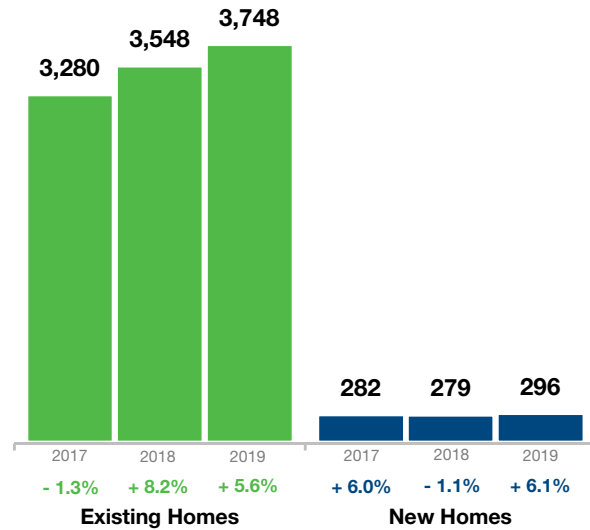


# Pending Sales

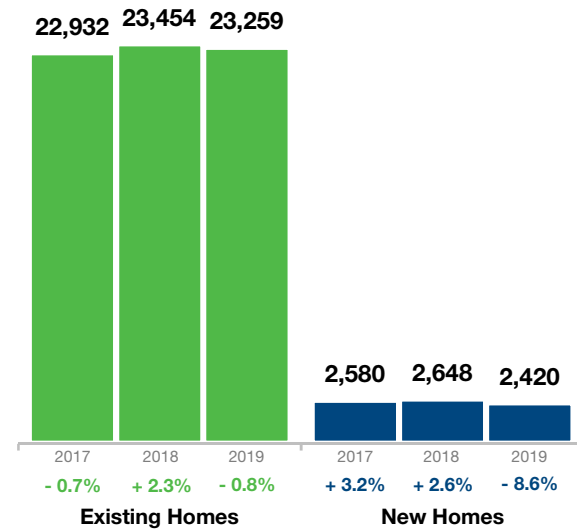
A count of the properties on which offers have been accepted in a given month.



## July

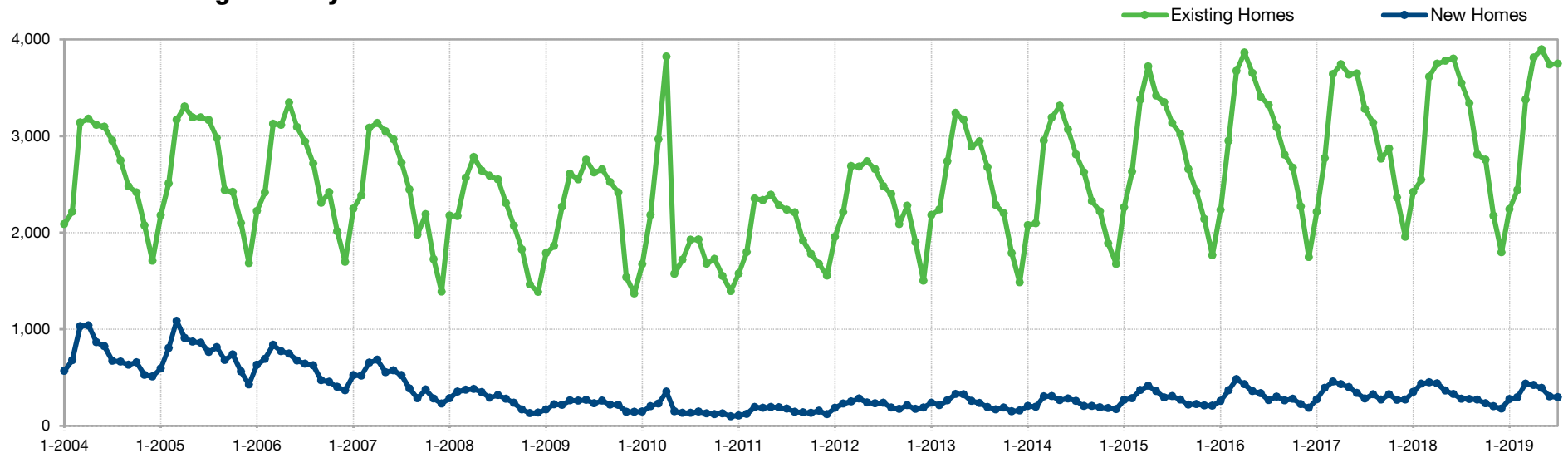


## Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	3,338	+6.4%	277	-14.8%
Sep-2018	2,809	+1.6%	271	-0.4%
Oct-2018	2,754	-4.1%	232	-29.1%
Nov-2018	2,173	-8.0%	203	-24.0%
Dec-2018	1,797	-8.2%	177	-34.4%
Jan-2019	2,242	-7.4%	276	-21.4%
Feb-2019	2,441	-4.2%	295	-32.3%
Mar-2019	3,377	-6.6%	437	-2.9%
Apr-2019	3,812	+1.7%	422	-3.7%
May-2019	3,898	+3.2%	391	+7.4%
Jun-2019	3,741	-1.6%	303	-8.2%
<b>Jul-2019</b>	<b>3,748</b>	<b>+5.6%</b>	<b>296</b>	<b>+6.1%</b>
12-Month Avg	3,011	-1.1%	298	-12.9%

## Historical Pending Sales by Month



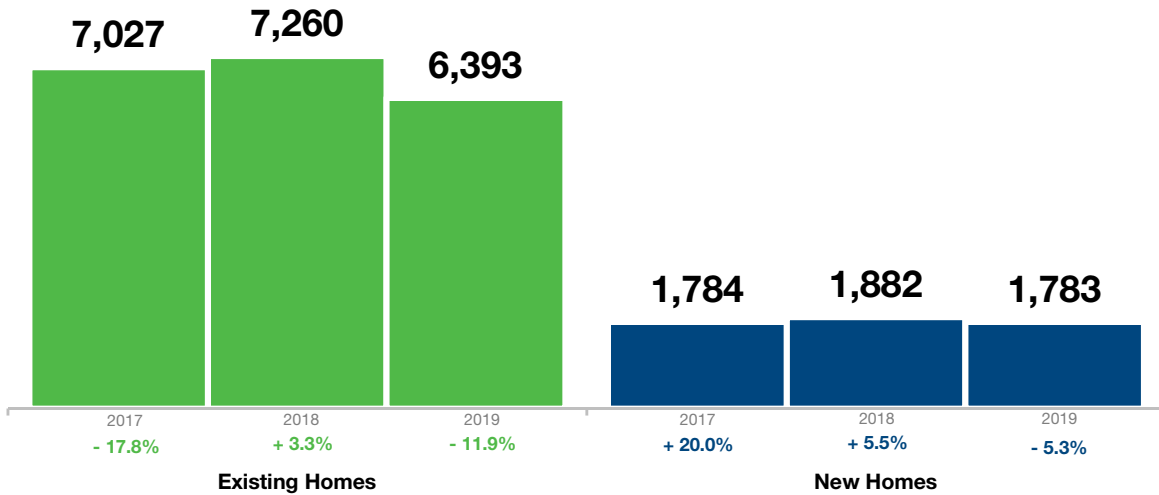


# Inventory

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

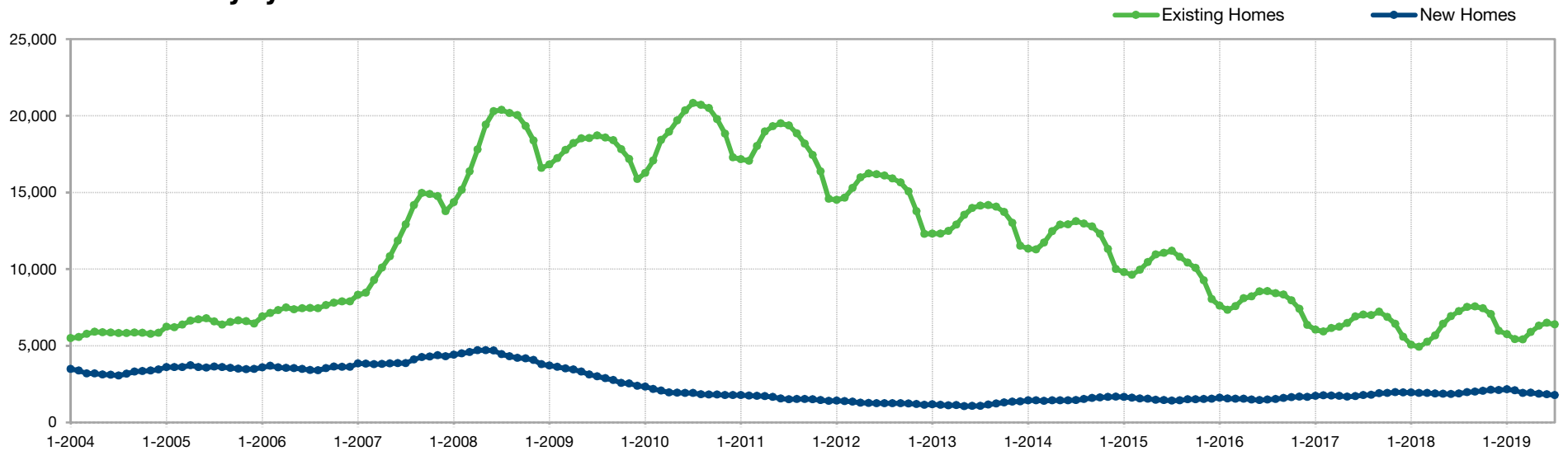


## July



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	7,522	+7.5%	1,970	+9.4%
Sep-2018	7,560	+4.8%	2,007	+5.9%
Oct-2018	7,436	+8.1%	2,062	+7.2%
Nov-2018	7,069	+10.0%	2,127	+8.3%
Dec-2018	5,984	+7.2%	2,106	+8.2%
Jan-2019	5,763	+13.6%	2,166	+11.4%
Feb-2019	5,431	+10.3%	2,081	+8.3%
Mar-2019	5,410	+2.9%	1,925	+0.4%
Apr-2019	5,900	+3.9%	1,938	+2.5%
May-2019	6,308	-1.8%	1,862	+0.2%
Jun-2019	6,489	-6.4%	1,833	-1.2%
<b>Jul-2019</b>	<b>6,393</b>	<b>-11.9%</b>	<b>1,783</b>	<b>-5.3%</b>
12-Month Avg*	6,439	+3.5%	1,988	+4.6%

## Historical Inventory by Month

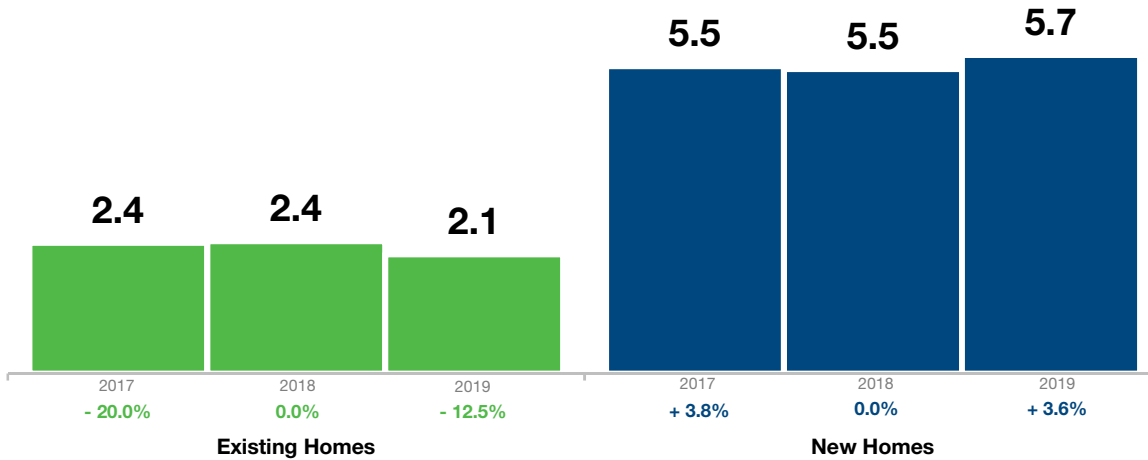


# Supply

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.



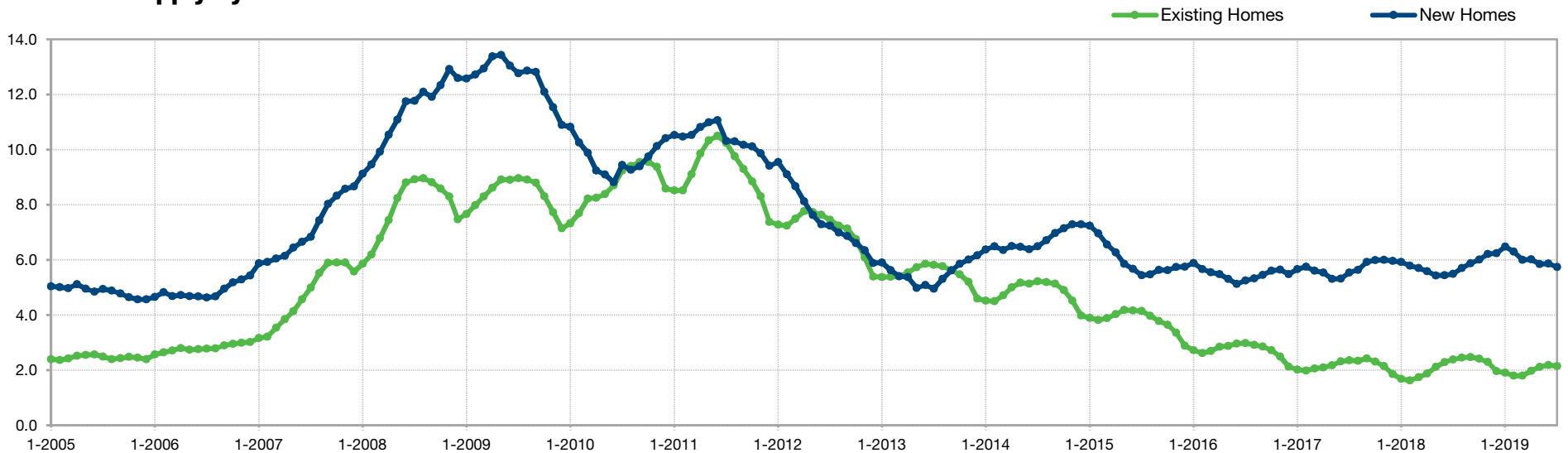
## July



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Aug-2018	2.4	+4.3%	5.7	+1.8%
Sep-2018	2.5	+4.2%	5.9	0.0%
Oct-2018	2.4	+4.3%	6.0	0.0%
Nov-2018	2.3	+9.5%	6.2	+3.3%
Dec-2018	2.0	+5.3%	6.2	+3.3%
Jan-2019	1.9	+11.8%	6.5	+10.2%
Feb-2019	1.8	+12.5%	6.3	+8.6%
Mar-2019	1.8	+5.9%	6.0	+5.3%
Apr-2019	2.0	+5.3%	6.0	+7.1%
May-2019	2.1	0.0%	5.8	+7.4%
Jun-2019	2.2	-4.3%	5.9	+9.3%
<b>Jul-2019</b>	<b>2.1</b>	<b>-12.5%</b>	<b>5.7</b>	<b>+3.6%</b>
12-Month Avg*	2.1	+3.0%	5.7	+5.0%

\* Supply for all properties from August 2018 through July 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	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		4,139	<b>4,102</b>	- 0.9%	24,144	<b>22,975</b>	- 4.8%
<b>Average Sales Price</b>		\$241,707	<b>\$256,989</b>	+ 6.3%	\$237,684	<b>\$249,327</b>	+ 4.9%
<b>Median Sales Price</b>		\$210,000	<b>\$225,000</b>	+ 7.1%	\$205,090	<b>\$219,950</b>	+ 7.2%
<b>Days on Market</b>		41	<b>40</b>	- 2.4%	51	<b>51</b>	0.0%
<b>Pct. of Orig. Price Received</b>		97.9%	<b>97.8%</b>	- 0.1%	97.8%	<b>97.4%</b>	- 0.4%
<b>Pending Sales</b>		3,831	<b>4,044</b>	+ 5.6%	26,173	<b>25,684</b>	- 1.9%
<b>Inventory</b>		9,170	<b>8,187</b>	- 10.7%	--	<b>--</b>	--
<b>Supply</b>		2.7	<b>2.5</b>	- 7.4%	--	<b>--</b>	--