

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	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Closed Sales		2,260	2,632	+ 16.5%	36,509	36,322	- 0.5%
Average Sales Price		\$218,949	\$233,023	+ 6.4%	\$220,205	\$232,334	+ 5.5%
Median Sales Price		\$185,000	\$203,795	+ 10.2%	\$190,000	\$203,500	+ 7.1%
Days on Market		47	43	- 8.5%	41	39	- 4.9%
Pct. of Orig. Price Received		94.8%	95.4%	+ 0.6%	96.8%	96.6%	- 0.2%
Pending Sales		1,795	1,926	+ 7.3%	36,313	36,854	+ 1.5%
Inventory		6,034	4,750	- 21.3%	--	--	--
Supply		2.0	1.6	- 20.0%	--	--	--

New Homes Market Overview

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



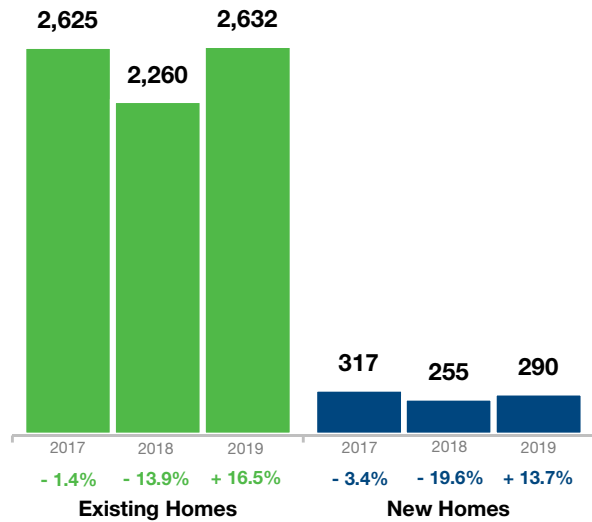
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Closed Sales		255	290	+ 13.7%	4,048	3,705	- 8.5%
Average Sales Price		\$423,098	\$418,583	- 1.1%	\$392,012	\$410,204	+ 4.6%
Median Sales Price		\$390,000	\$388,885	- 0.3%	\$356,663	\$369,900	+ 3.7%
Days on Market		108	129	+ 19.4%	123	146	+ 18.7%
Pct. of Orig. Price Received		101.1%	100.4%	- 0.7%	101.5%	100.8%	- 0.7%
Pending Sales		178	229	+ 28.7%	3,802	3,873	+ 1.9%
Inventory		2,137	1,834	- 14.2%	--	--	--
Supply		6.3	5.9	- 6.3%	--	--	--

Closed Sales

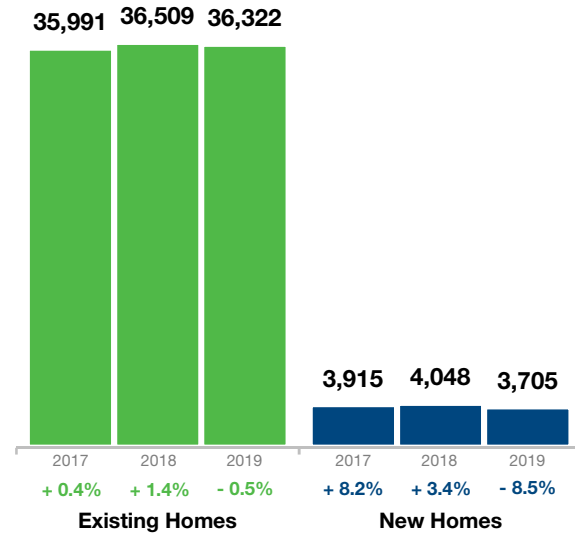
A count of the actual sales that closed in a given month.



December

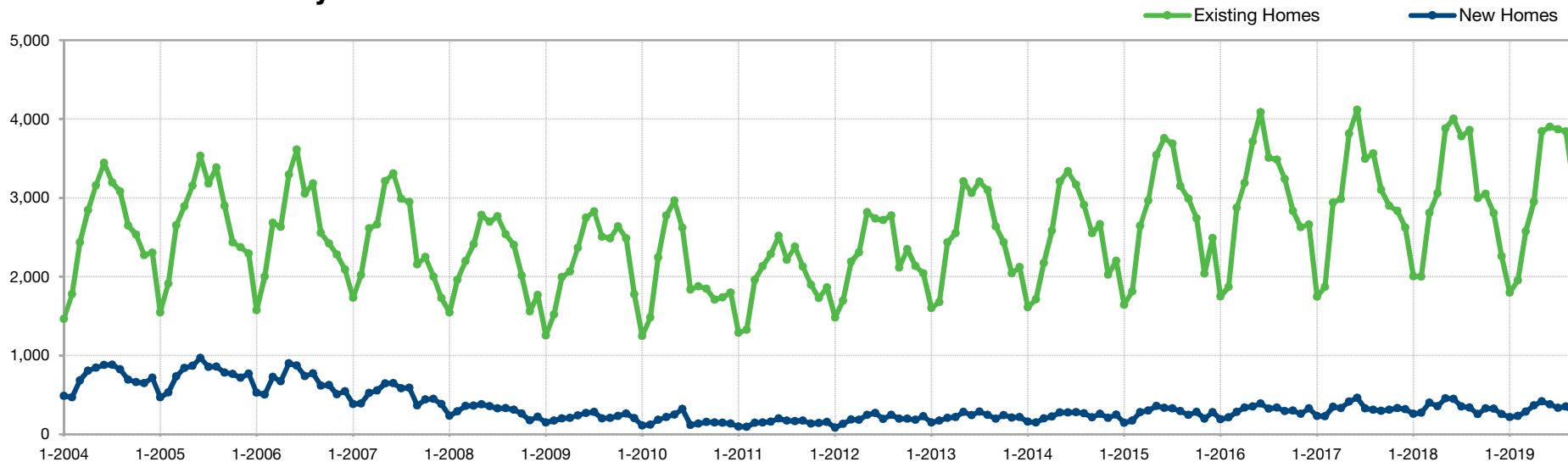


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2019	1,798	-10.2%	219	-15.1%
Feb-2019	1,953	-2.4%	231	-15.4%
Mar-2019	2,577	-8.2%	287	-28.4%
Apr-2019	2,952	-3.5%	365	+2.8%
May-2019	3,842	-1.0%	417	-8.8%
Jun-2019	3,899	-2.6%	379	-15.8%
Jul-2019	3,868	+2.3%	334	-4.8%
Aug-2019	3,842	-0.4%	353	+3.8%
Sep-2019	3,103	+3.6%	270	+5.5%
Oct-2019	3,178	+4.1%	301	-8.0%
Nov-2019	2,678	-4.6%	259	-20.3%
Dec-2019	2,632	+16.5%	290	+13.7%
12-Month Avg	3,027	-0.5%	309	-8.5%

Historical Closed Sales by Month

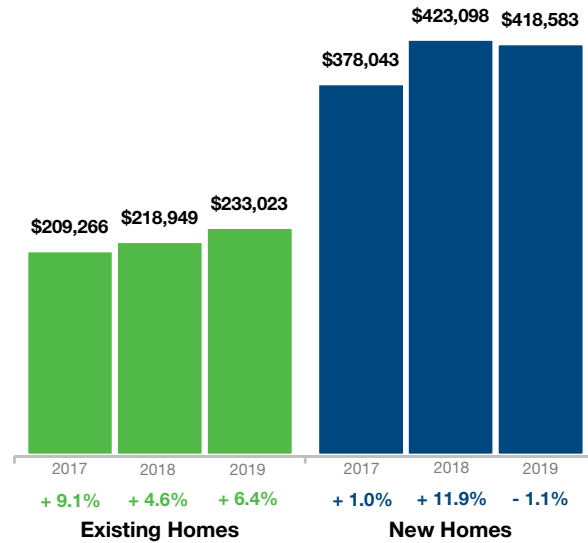


Average Sales Price

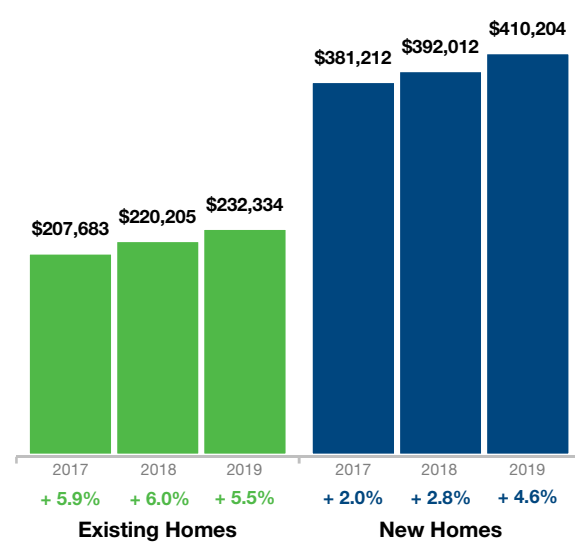
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



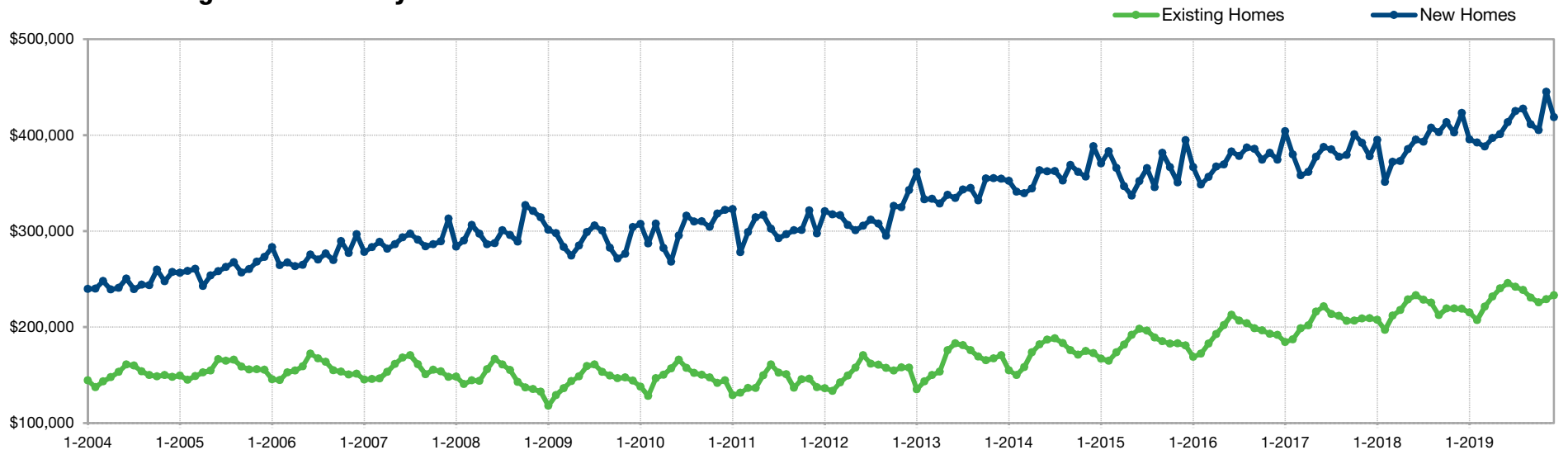
Year to Date



Avg. Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2019	\$215,258	+3.7%	\$395,588	+0.2%
Feb-2019	\$207,208	+5.2%	\$392,222	+11.7%
Mar-2019	\$221,312	+4.5%	\$388,055	+4.3%
Apr-2019	\$231,658	+6.4%	\$396,905	+6.5%
May-2019	\$240,372	+5.1%	\$401,057	+4.1%
Jun-2019	\$245,710	+5.4%	\$413,309	+4.6%
Jul-2019	\$241,867	+5.9%	\$424,936	+8.1%
Aug-2019	\$238,542	+5.9%	\$427,360	+4.9%
Sep-2019	\$230,548	+8.6%	\$411,349	+2.1%
Oct-2019	\$225,747	+2.9%	\$405,039	-2.0%
Nov-2019	\$228,966	+4.4%	\$445,129	+10.6%
Dec-2019	\$233,023	+6.4%	\$418,583	-1.1%
12-Month Avg*	\$220,205	+5.5%	\$392,012	+4.6%

* Avg. Sales Price for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

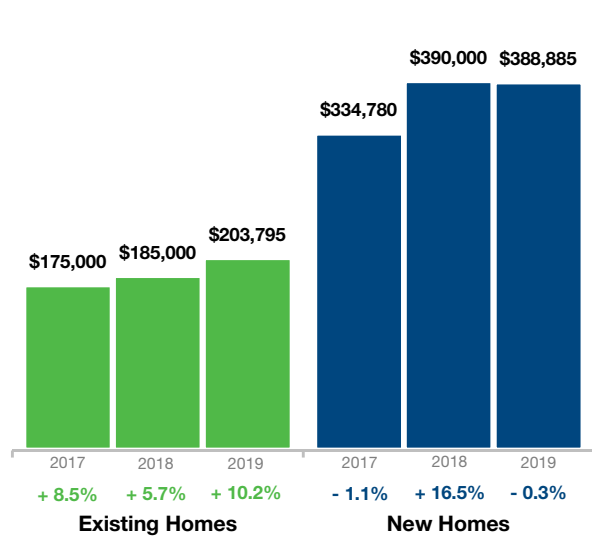


Median Sales Price

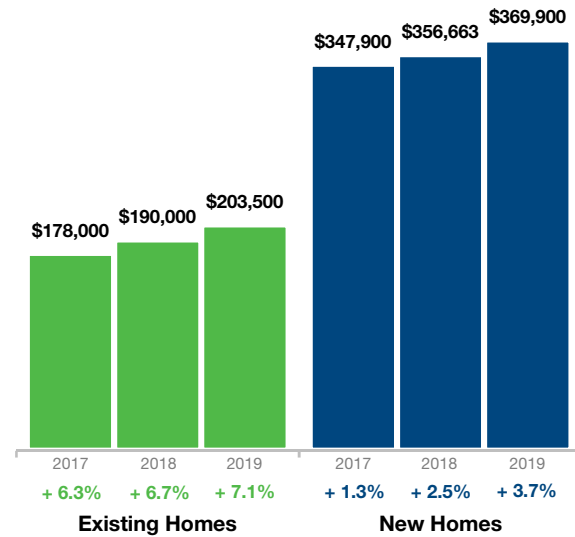
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



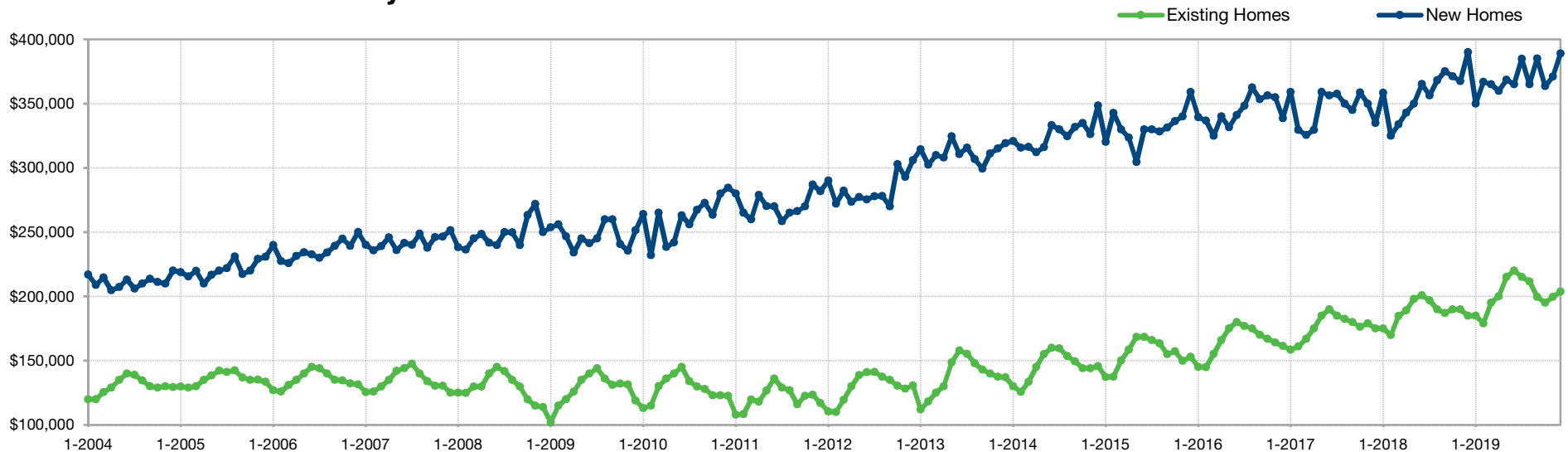
Year to Date



Median Sales Price	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2019	\$185,000	+5.7%	\$349,950	-2.4%
Feb-2019	\$179,000	+5.4%	\$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%	\$368,450	+5.3%
Jun-2019	\$220,000	+9.5%	\$365,000	-0.0%
Jul-2019	\$215,000	+9.1%	\$384,925	+8.0%
Aug-2019	\$211,500	+11.3%	\$365,000	-0.8%
Sep-2019	\$199,700	+6.8%	\$385,101	+2.6%
Oct-2019	\$195,000	+2.7%	\$363,590	-2.0%
Nov-2019	\$199,700	+5.1%	\$371,050	+1.0%
Dec-2019	\$203,795	+10.2%	\$388,885	-0.3%
12-Month Avg*	\$190,000	+7.1%	\$356,663	+3.7%

* Median Sales Price for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month



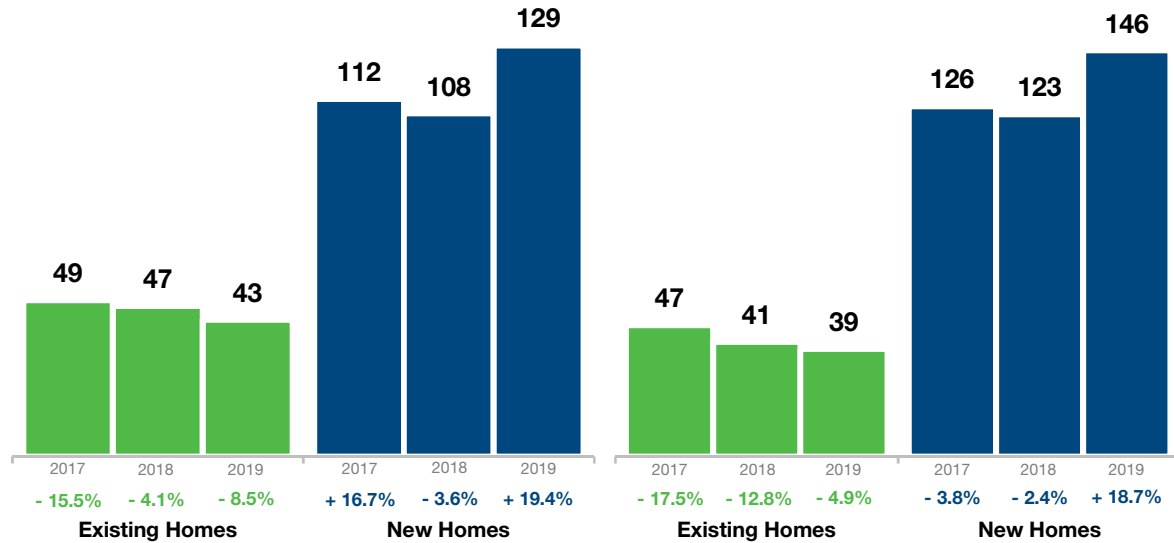
Days on Market Until Sale

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



December

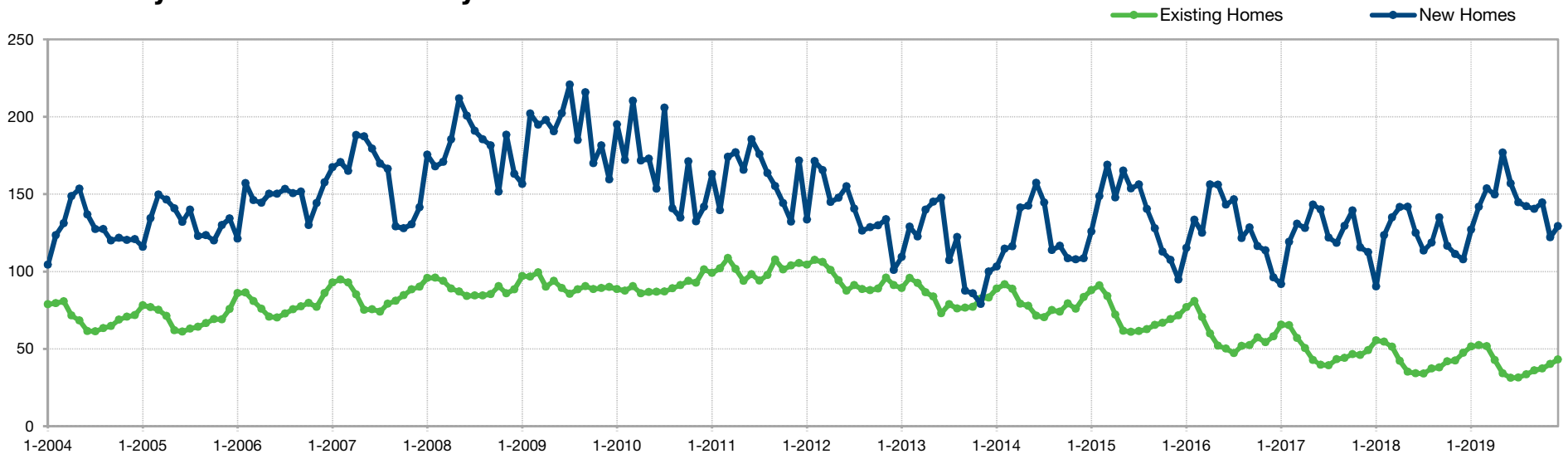
Year to Date



Days on Market	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jul-2019	32	-5.9%	145	+28.3%
Aug-2019	33	-10.8%	142	+19.3%
Sep-2019	36	-5.3%	140	+3.7%
Oct-2019	37	-11.9%	144	+23.1%
Nov-2019	40	-4.8%	122	+9.9%
Dec-2019	43	-8.5%	129	+19.4%
12-Month Avg*	41	-6.0%	123	+18.6%

* Days on Market for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



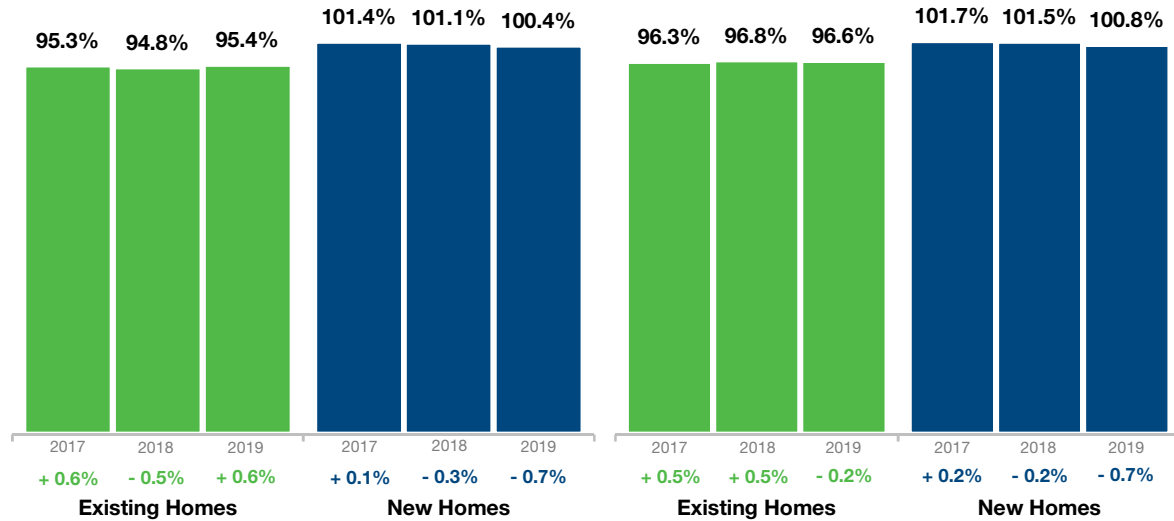
Percentage of Original List Price Received

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.



December

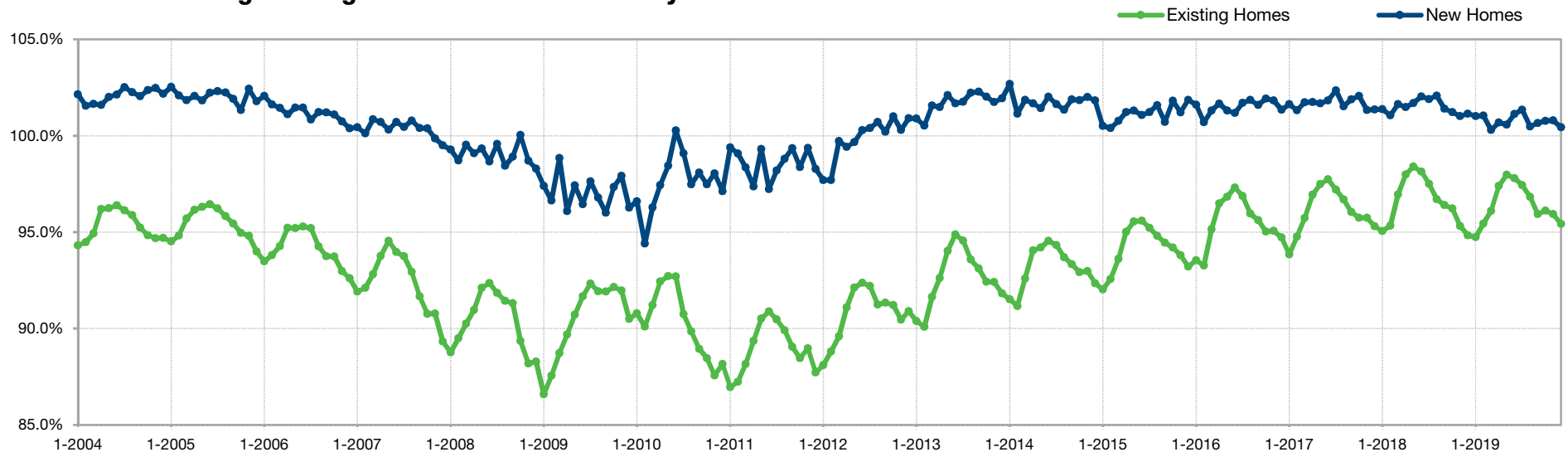
Year to Date



Pct. of Orig. Price Received	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
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%
Jul-2019	97.4%	-0.1%	101.3%	-0.6%
Aug-2019	96.8%	+0.1%	100.5%	-1.6%
Sep-2019	95.9%	-0.5%	100.7%	-0.7%
Oct-2019	96.1%	-0.1%	100.8%	-0.4%
Nov-2019	95.9%	+0.6%	100.8%	-0.2%
Dec-2019	95.4%	+0.6%	100.4%	-0.7%
12-Month Avg*	96.8%	-0.2%	101.5%	-0.8%

* Pct. of Orig. Price Received for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

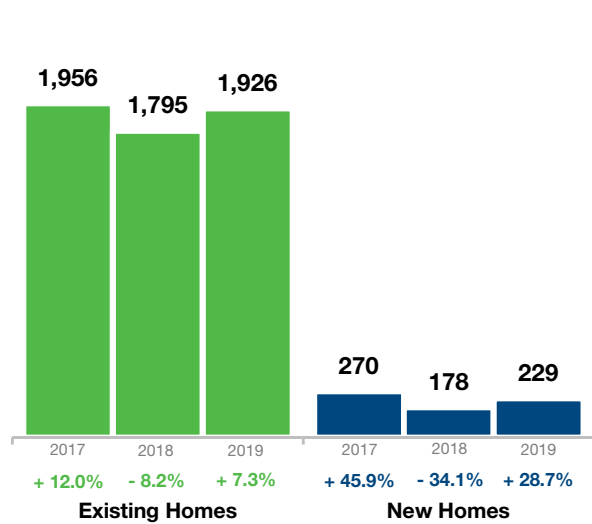


Pending Sales

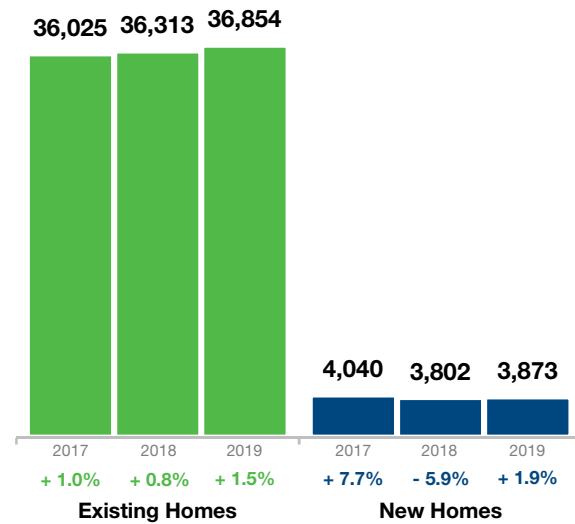
A count of the properties on which offers have been accepted in a given month.



December

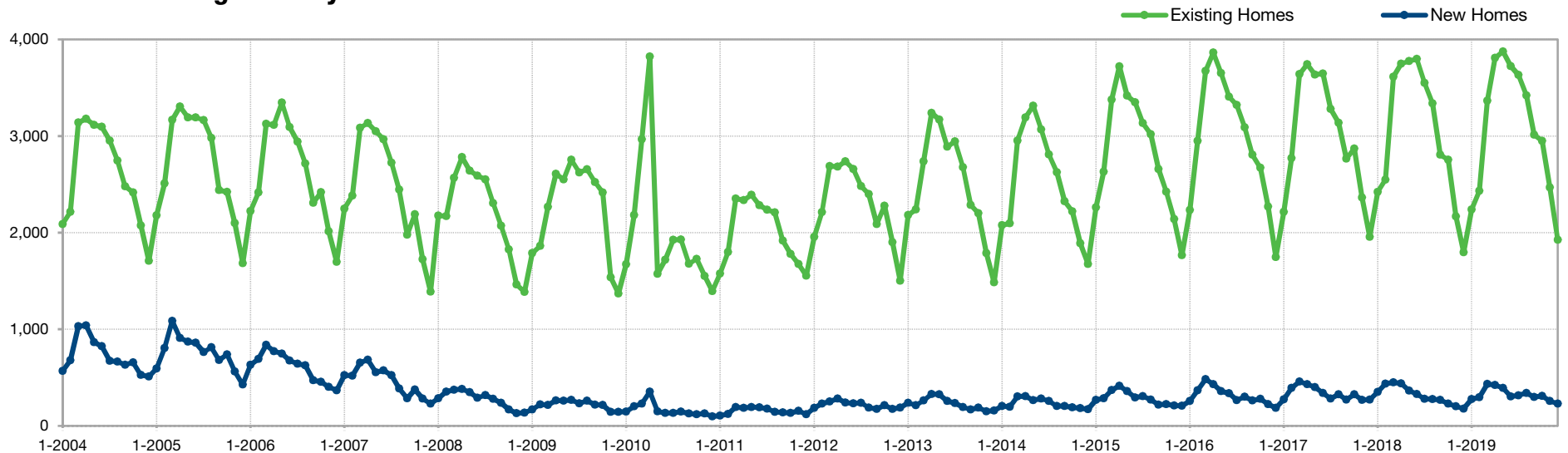


Year to Date



	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2019	2,239	-7.5%	276	-21.4%
Feb-2019	2,433	-4.5%	296	-32.1%
Mar-2019	3,365	-6.9%	434	-3.3%
Apr-2019	3,809	+1.7%	422	-3.7%
May-2019	3,875	+2.6%	393	+8.0%
Jun-2019	3,724	-2.0%	304	-7.6%
Jul-2019	3,633	+2.4%	315	+12.9%
Aug-2019	3,420	+2.5%	340	+22.7%
Sep-2019	3,013	+7.3%	299	+11.6%
Oct-2019	2,950	+7.2%	309	+34.3%
Nov-2019	2,467	+13.8%	256	+26.1%
Dec-2019	1,926	+7.3%	229	+28.7%
12-Month Avg	3,071	+1.5%	323	+1.9%

Historical Pending Sales by Month

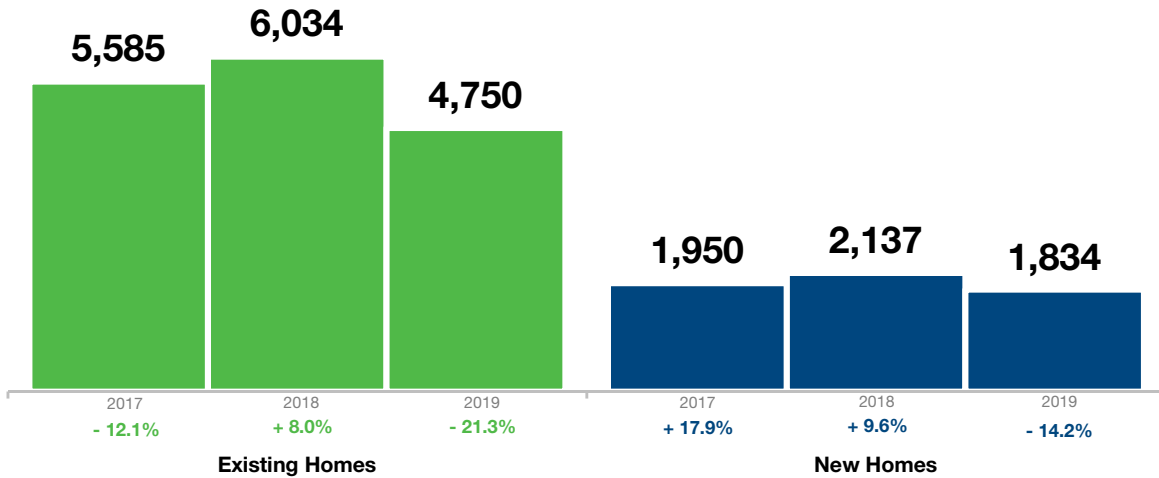


Inventory

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

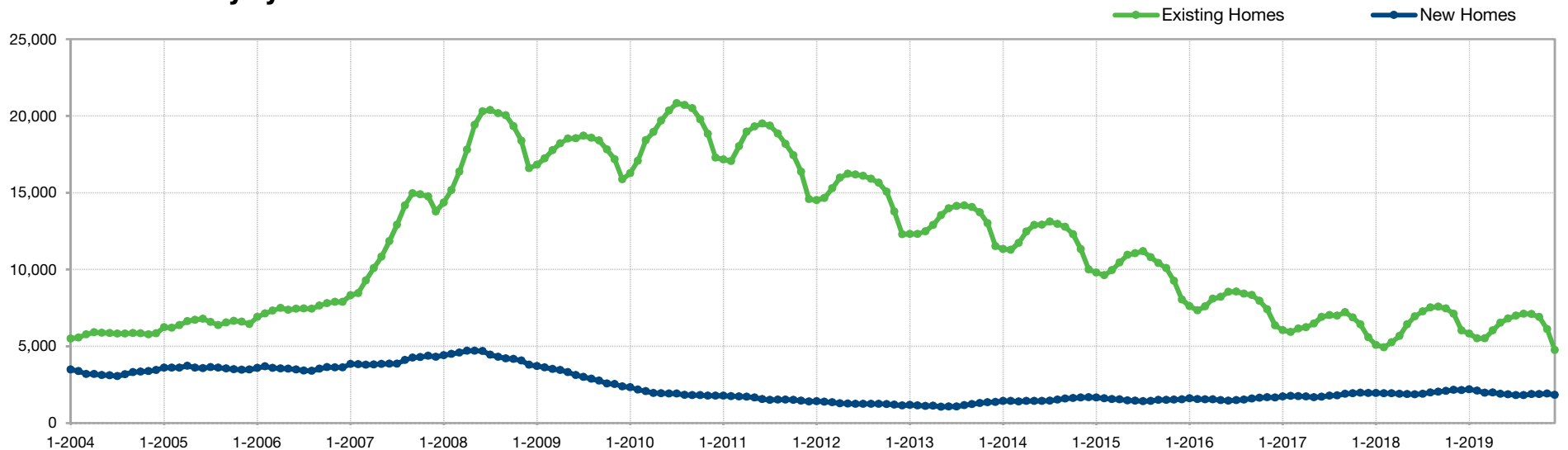


December



Inventory	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2019	5,824	+14.7%	2,199	+12.8%
Feb-2019	5,507	+11.9%	2,114	+9.4%
Mar-2019	5,520	+5.0%	1,963	+1.7%
Apr-2019	6,036	+6.3%	1,981	+3.9%
May-2019	6,535	+1.7%	1,903	+1.4%
Jun-2019	6,805	-1.9%	1,874	0.0%
Jul-2019	6,995	-3.7%	1,814	-4.5%
Aug-2019	7,119	-5.4%	1,821	-8.4%
Sep-2019	7,098	-6.3%	1,877	-7.5%
Oct-2019	6,912	-7.4%	1,885	-10.0%
Nov-2019	6,108	-14.1%	1,912	-11.4%
Dec-2019	4,750	-21.3%	1,834	-14.2%
12-Month Avg*	6,267	-2.7%	1,931	-2.5%

Historical Inventory by Month

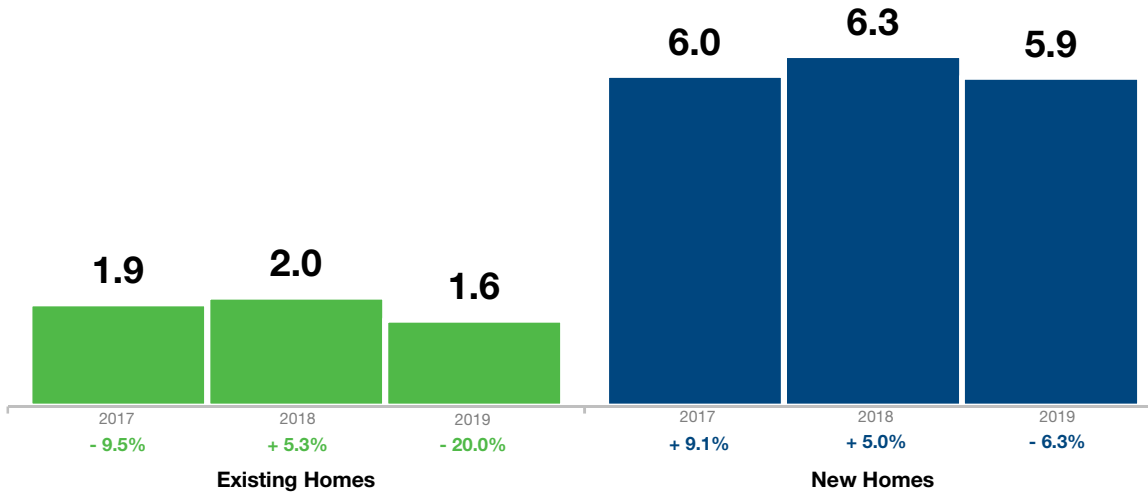


Supply

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.



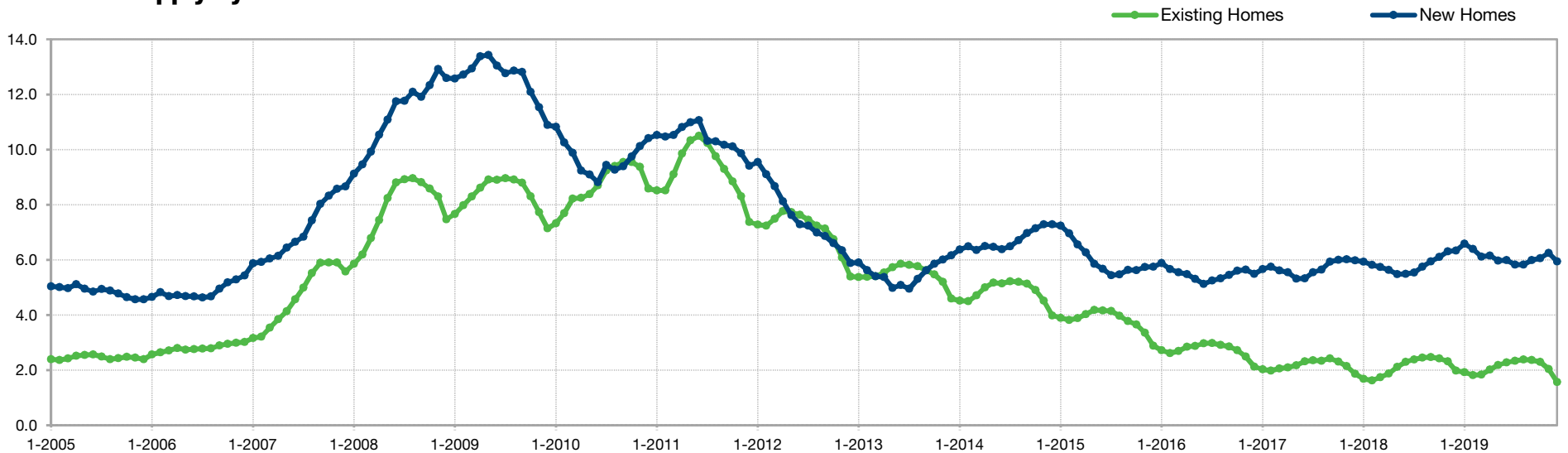
December



Supply	Existing Homes	Year-Over-Year Change	New Homes	Year-Over-Year Change
Jan-2019	1.9	+11.8%	6.6	+11.9%
Feb-2019	1.8	+12.5%	6.4	+10.3%
Mar-2019	1.8	+5.9%	6.1	+7.0%
Apr-2019	2.0	+5.3%	6.2	+10.7%
May-2019	2.2	+4.8%	6.0	+9.1%
Jun-2019	2.3	0.0%	6.0	+9.1%
Jul-2019	2.3	-4.2%	5.8	+5.5%
Aug-2019	2.4	-4.0%	5.8	0.0%
Sep-2019	2.4	-4.0%	6.0	+1.7%
Oct-2019	2.3	-4.2%	6.1	0.0%
Nov-2019	2.0	-13.0%	6.3	0.0%
Dec-2019	1.6	-20.0%	5.9	-6.3%
12-Month Avg*	2.1	-1.2%	5.8	+4.3%

* Supply for all properties from January 2019 through December 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	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Closed Sales		2,515	2,922	+ 16.2%	40,630	40,033	- 1.5%
Average Sales Price		\$239,681	\$251,452	+ 4.9%	\$237,375	\$248,826	+ 4.8%
Median Sales Price		\$195,000	\$217,000	+ 11.3%	\$205,000	\$217,450	+ 6.1%
Days on Market		53	52	- 1.9%	50	49	- 2.0%
Pct. of Orig. Price Received		95.5%	95.9%	+ 0.4%	97.3%	97.0%	- 0.3%
Pending Sales		1,973	2,155	+ 9.2%	40,191	40,733	+ 1.3%
Inventory		8,190	6,593	- 19.5%	--	--	--
Supply		2.4	2.0	- 16.7%	--	--	--