

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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Closed Sales		2,577	2,659	+ 3.2%	6,329	6,626	+ 4.7%
Average Sales Price		\$221,312	\$236,456	+ 6.8%	\$215,240	\$226,163	+ 5.1%
Median Sales Price		\$195,000	\$208,500	+ 6.9%	\$187,282	\$199,900	+ 6.7%
Days on Market		52	43	- 17.3%	52	48	- 7.7%
Pct. of Orig. Price Received		96.1%	97.1%	+ 1.0%	95.5%	95.8%	+ 0.3%
Pending Sales		3,364	3,338	- 0.8%	8,037	8,478	+ 5.5%
Inventory		5,539	4,281	- 22.7%	--	--	--
Supply		1.8	1.4	- 22.2%	--	--	--

New Homes Market Overview

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



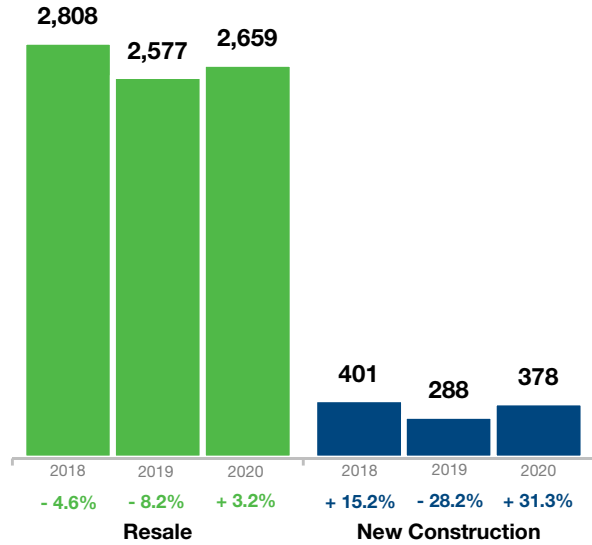
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Closed Sales		288	378	+ 31.3%	738	857	+ 16.1%
Average Sales Price		\$388,044	\$400,403	+ 3.2%	\$391,590	\$407,868	+ 4.2%
Median Sales Price		\$365,780	\$368,925	+ 0.9%	\$361,000	\$370,000	+ 2.5%
Days on Market		153	177	+ 15.7%	142	156	+ 9.9%
Pct. of Orig. Price Received		100.3%	100.5%	+ 0.2%	100.7%	100.6%	- 0.1%
Pending Sales		433	403	- 6.9%	1,004	1,288	+ 28.3%
Inventory		1,988	1,610	- 19.0%	--	--	--
Supply		6.2	5.0	- 19.4%	--	--	--

Closed Sales

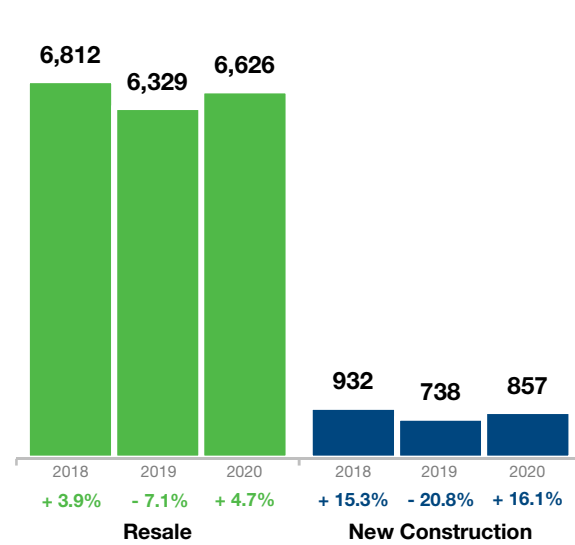
A count of the actual sales that closed in a given month.



March

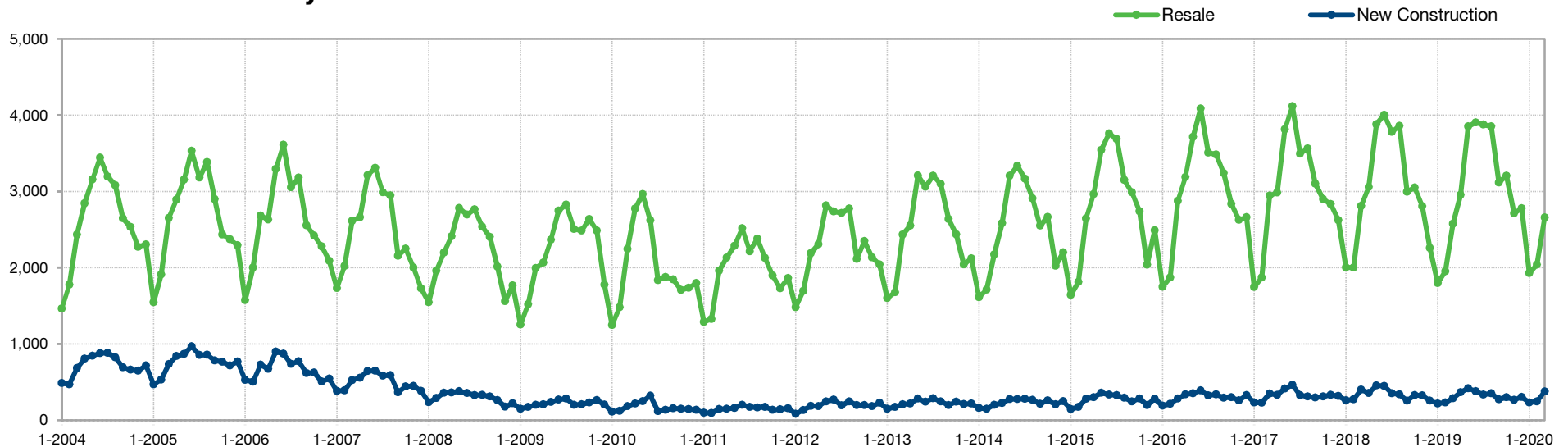


Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2019	2,953	-3.5%	365	+2.8%
May-2019	3,851	-0.8%	418	-8.5%
Jun-2019	3,905	-2.5%	379	-15.8%
Jul-2019	3,876	+2.5%	334	-4.8%
Aug-2019	3,853	-0.1%	354	+4.1%
Sep-2019	3,115	+4.0%	274	+7.0%
Oct-2019	3,204	+5.0%	302	-7.6%
Nov-2019	2,715	-3.2%	267	-17.8%
Dec-2019	2,777	+22.9%	304	+19.2%
Jan-2020	1,927	+7.2%	233	+6.4%
Feb-2020	2,040	+4.4%	246	+6.5%
Mar-2020	2,659	+3.2%	378	+31.3%
12-Month Avg	3,073	+2.4%	321	0.0%

Historical Closed Sales by Month



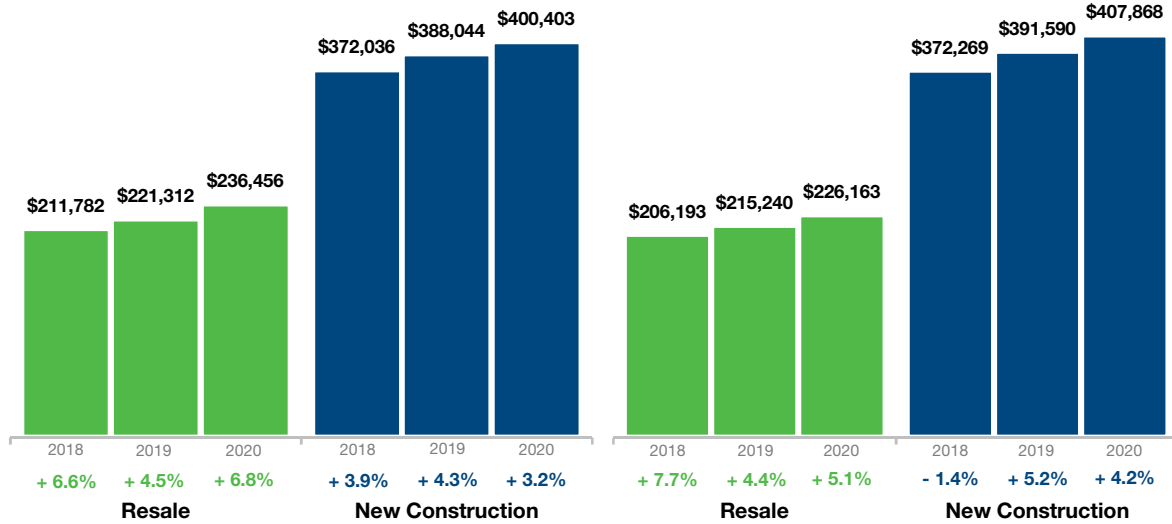
Average Sales Price

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



March

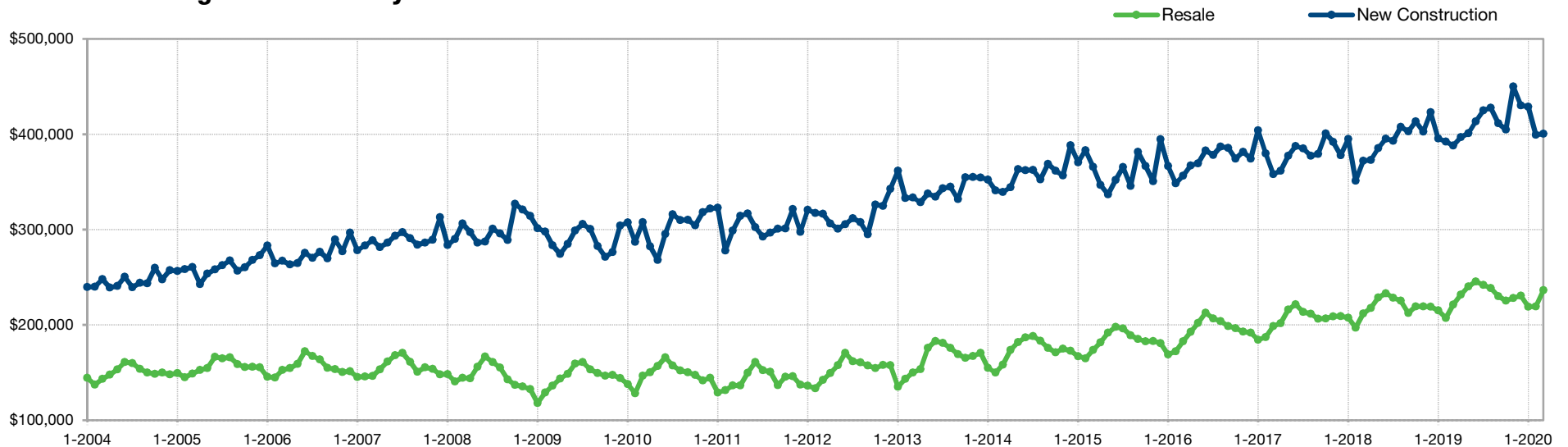
Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2019	\$231,648	+6.4%	\$396,905	+6.5%
May-2019	\$240,348	+5.1%	\$400,956	+4.1%
Jun-2019	\$245,565	+5.4%	\$413,309	+4.6%
Jul-2019	\$241,769	+5.8%	\$424,936	+8.1%
Aug-2019	\$238,497	+5.9%	\$427,708	+4.9%
Sep-2019	\$230,090	+8.4%	\$411,511	+2.1%
Oct-2019	\$225,434	+2.8%	\$404,807	-2.1%
Nov-2019	\$228,151	+4.0%	\$450,072	+11.8%
Dec-2019	\$230,604	+5.3%	\$430,298	+1.7%
Jan-2020	\$219,056	+1.8%	\$428,858	+8.4%
Feb-2020	\$219,436	+5.9%	\$399,459	+1.8%
Mar-2020	\$236,456	+6.8%	\$400,403	+3.2%
12-Month Avg*	\$221,981	+5.3%	\$396,711	+4.5%

* Avg. Sales Price for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



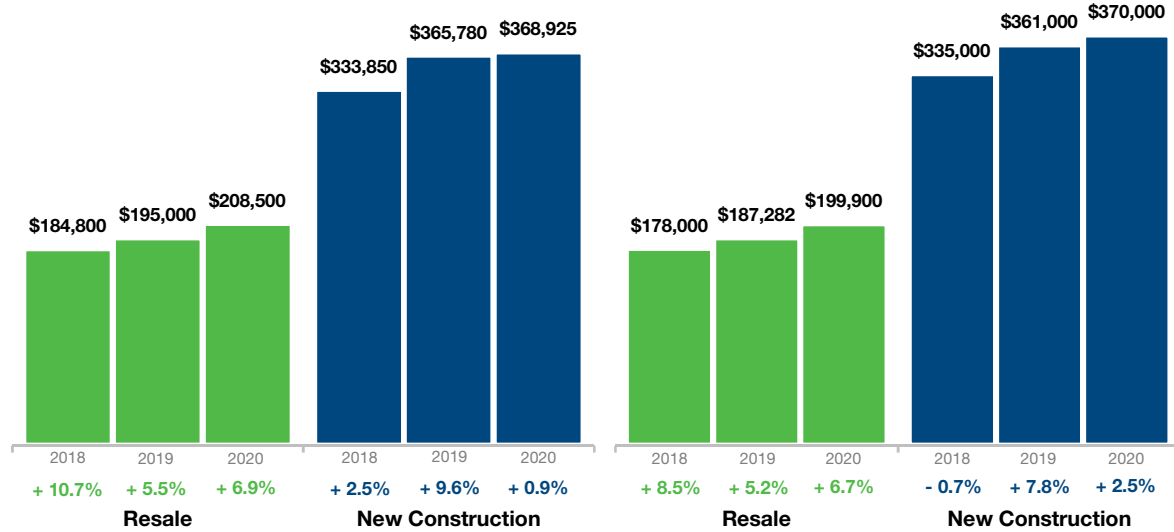
Median Sales Price

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



March

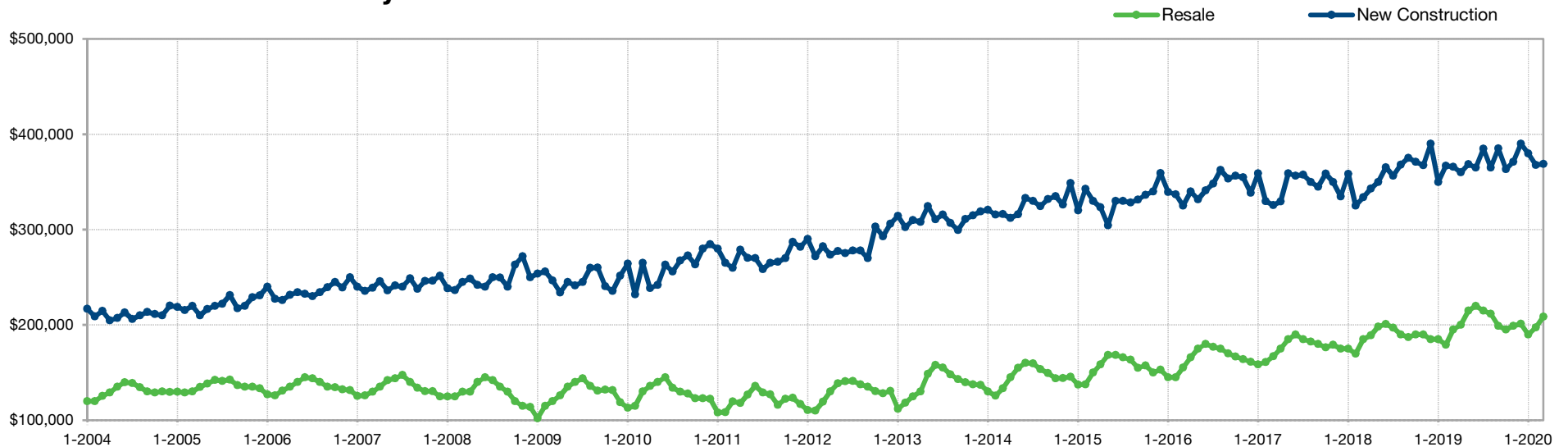
Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2019	\$200,000	+5.8%	\$359,925	+4.9%
May-2019	\$215,000	+8.6%	\$368,425	+5.3%
Jun-2019	\$219,975	+9.5%	\$365,000	-0.0%
Jul-2019	\$215,000	+9.1%	\$384,925	+8.0%
Aug-2019	\$211,750	+11.4%	\$365,000	-0.8%
Sep-2019	\$199,000	+6.4%	\$385,101	+2.6%
Oct-2019	\$195,000	+2.7%	\$363,443	-2.1%
Nov-2019	\$199,000	+4.7%	\$371,050	+1.0%
Dec-2019	\$201,100	+8.7%	\$389,950	-0.0%
Jan-2020	\$190,000	+2.7%	\$379,760	+8.5%
Feb-2020	\$197,250	+10.0%	\$367,700	+0.2%
Mar-2020	\$208,500	+6.9%	\$368,925	+0.9%
12-Month Avg*	\$191,600	+7.0%	\$362,413	+2.6%

* Median Sales Price for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month



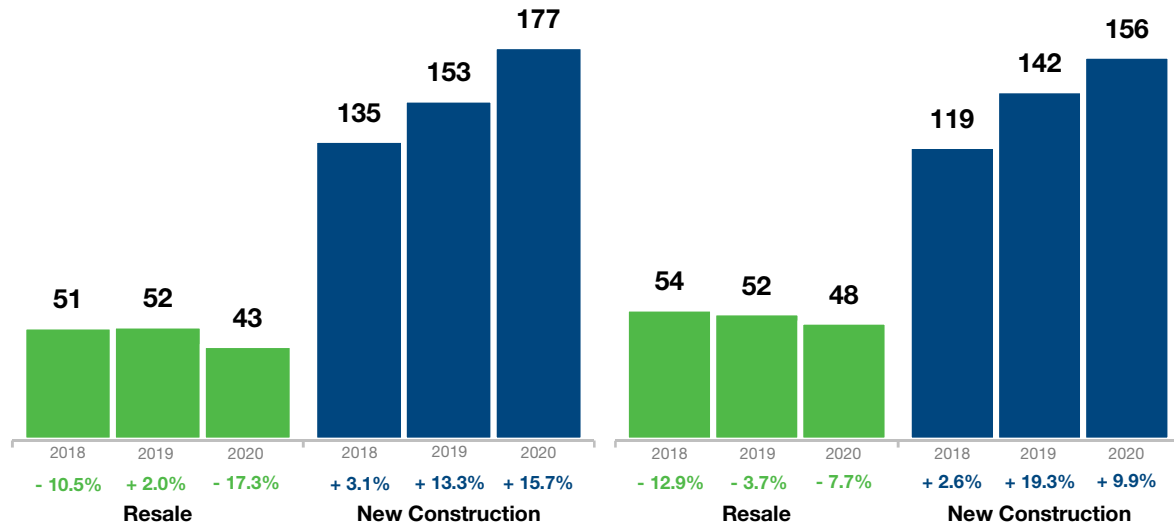
Days on Market Until Sale

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



March

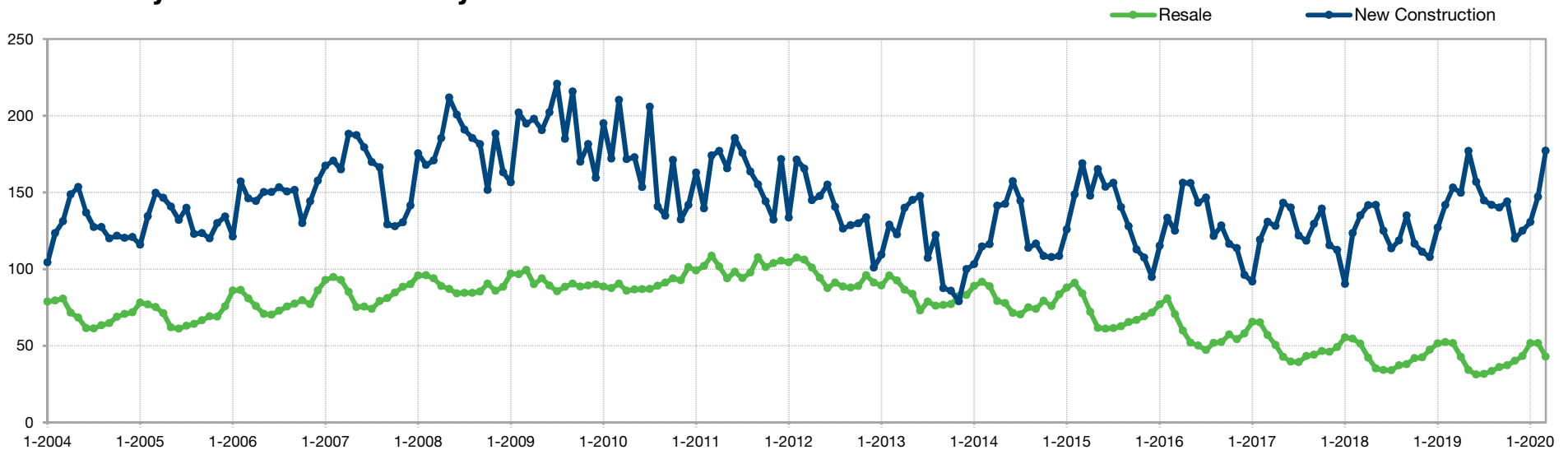
Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	34	-8.1%	142	+19.3%
Sep-2019	36	-5.3%	140	+3.7%
Oct-2019	37	-11.9%	144	+23.1%
Nov-2019	40	-4.8%	120	+8.1%
Dec-2019	43	-8.5%	125	+15.7%
Jan-2020	52	0.0%	131	+3.1%
Feb-2020	52	0.0%	147	+3.5%
Mar-2020	43	-17.3%	177	+15.7%
12-Month Avg*	41	-6.2%	128	+16.2%

* Days on Market for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

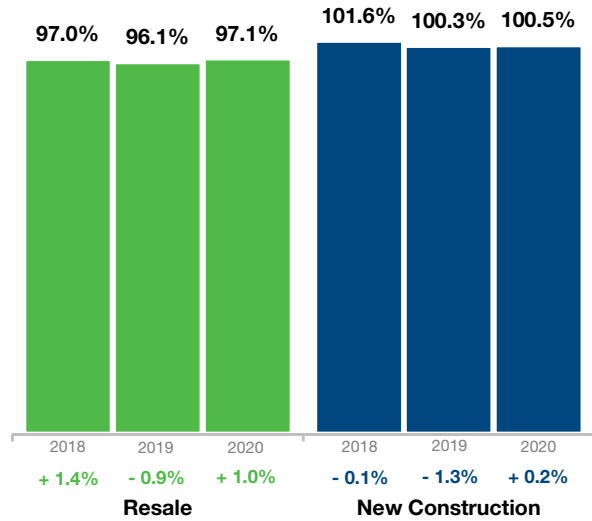


Percentage of Original List Price Received

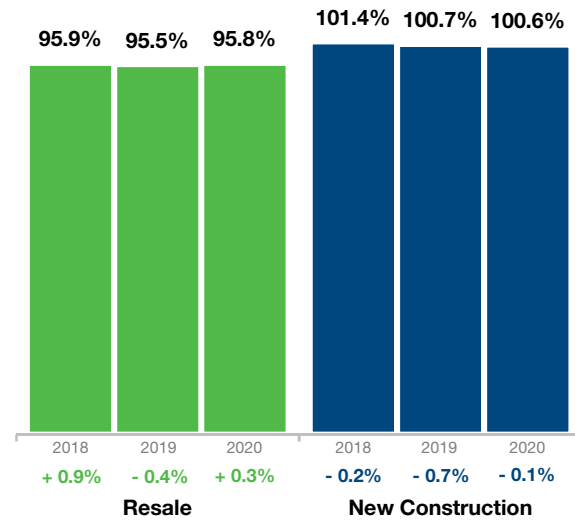
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



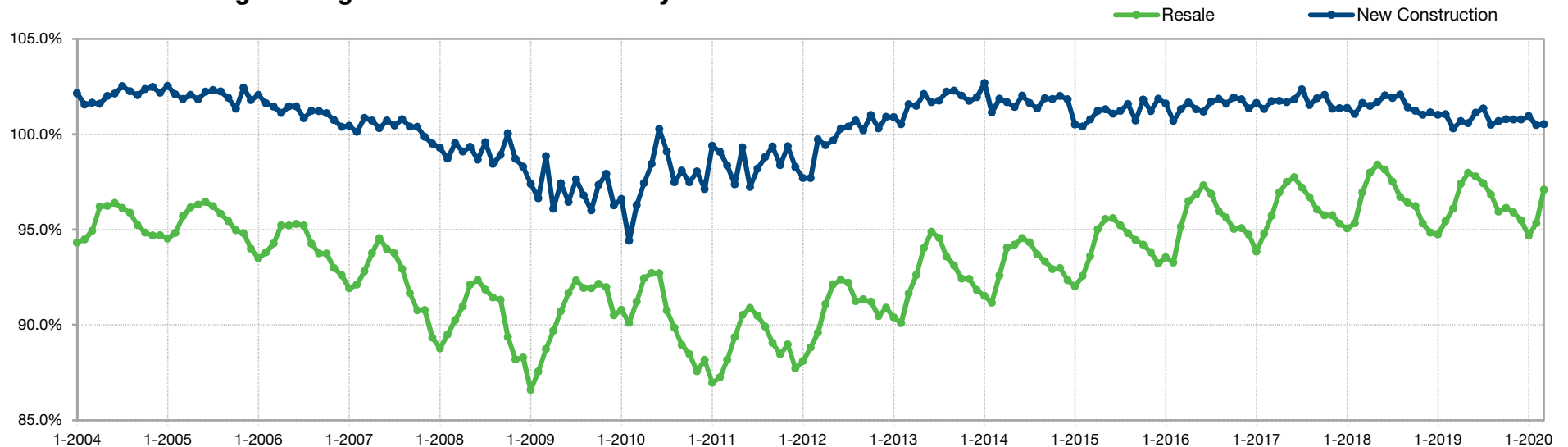
Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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	95.5%	+0.7%	100.8%	-0.3%
Jan-2020	94.7%	0.0%	100.9%	-0.1%
Feb-2020	95.3%	-0.1%	100.5%	-0.5%
Mar-2020	97.1%	+1.0%	100.5%	+0.2%
12-Month Avg*	96.7%	-0.1%	101.4%	-0.7%

* Pct. of Orig. Price Received for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Percentage of Original List Price Received by Month

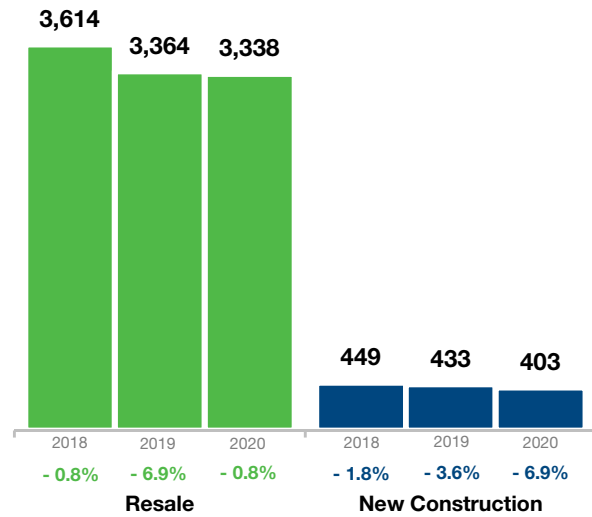


Pending Sales

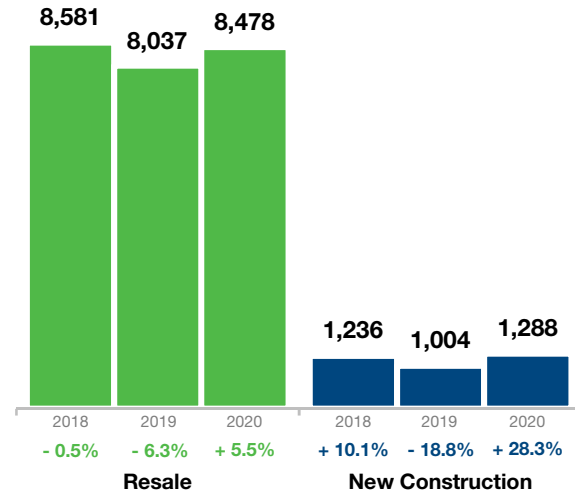
A count of the properties on which offers have been accepted in a given month.



March

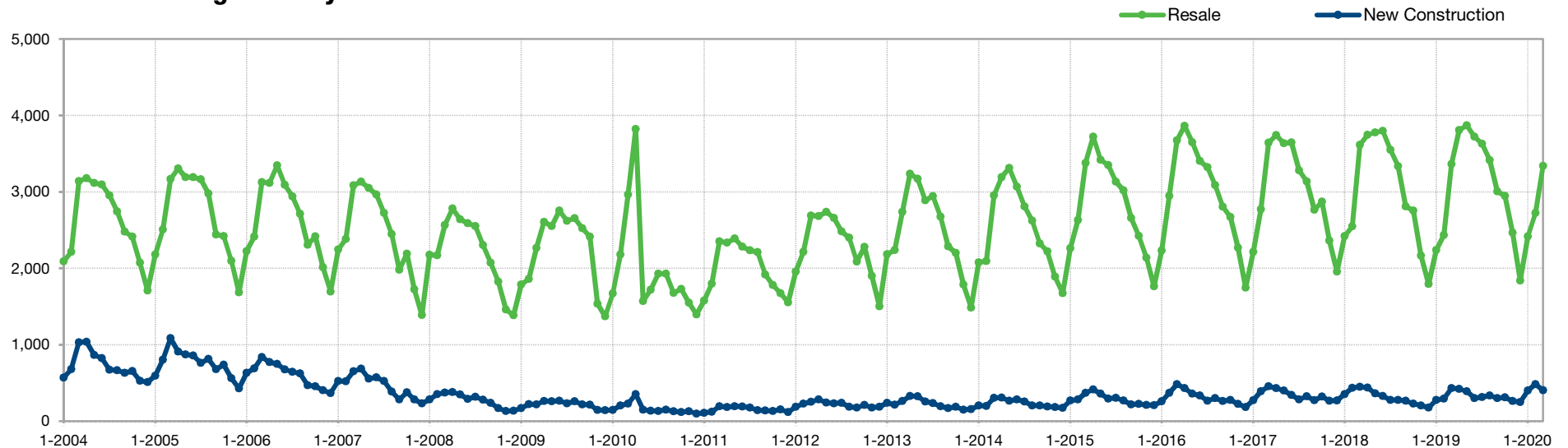


Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2019	3,809	+1.7%	422	-3.7%
May-2019	3,869	+2.4%	389	+6.9%
Jun-2019	3,722	-2.0%	302	-8.2%
Jul-2019	3,628	+2.2%	314	+12.9%
Aug-2019	3,416	+2.4%	336	+21.3%
Sep-2019	3,006	+7.1%	300	+12.8%
Oct-2019	2,948	+7.0%	310	+34.8%
Nov-2019	2,464	+13.7%	263	+29.6%
Dec-2019	1,840	+2.6%	250	+40.4%
Jan-2020	2,416	+7.9%	400	+44.9%
Feb-2020	2,724	+11.9%	485	+64.4%
Mar-2020	3,338	-0.8%	403	-6.9%
12-Month Avg	3,098	+3.9%	348	+17.0%

Historical Pending Sales by Month

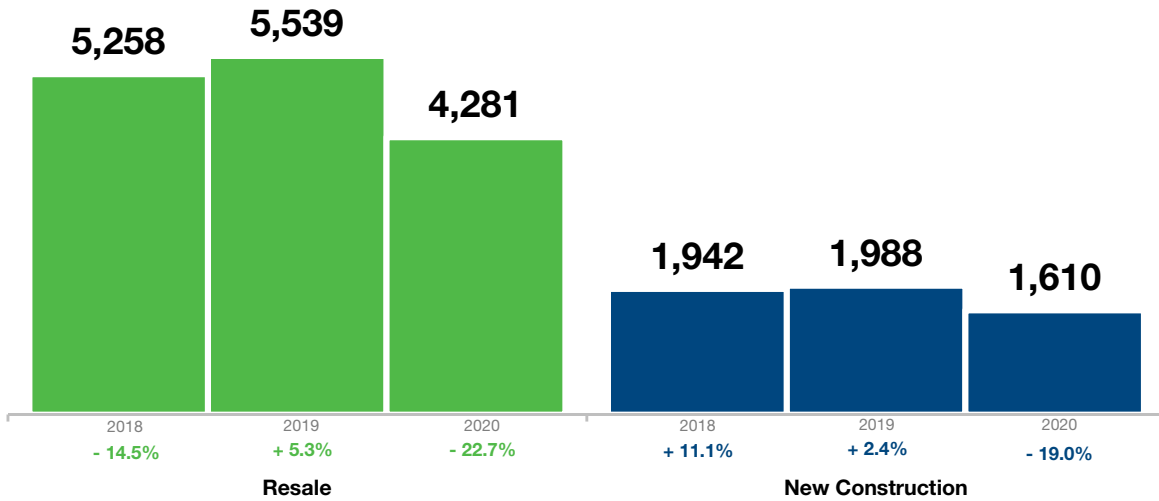


Inventory

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

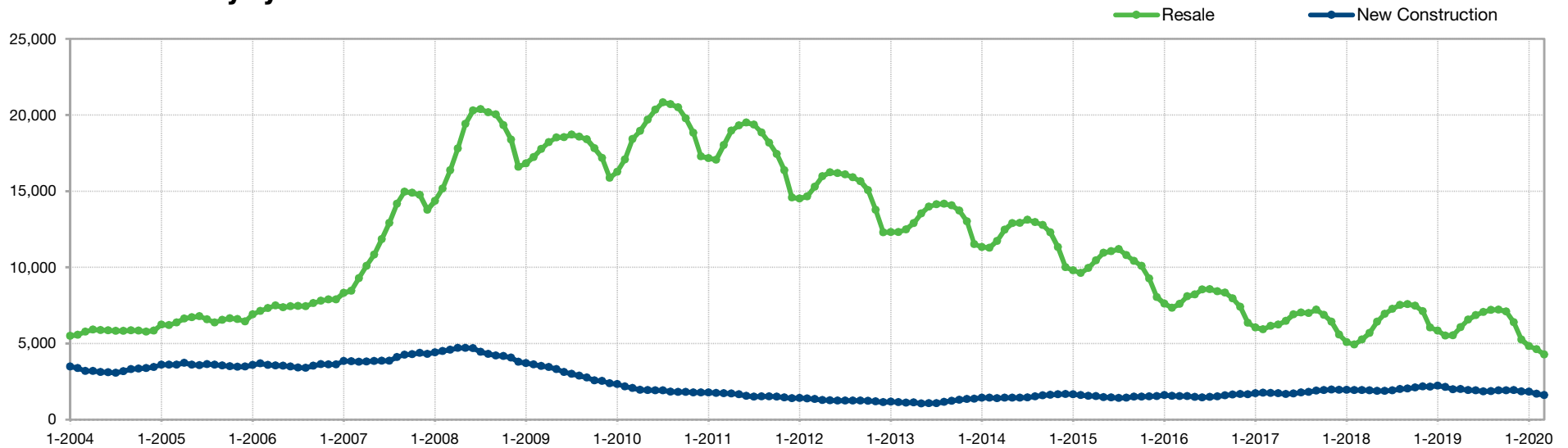


March



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2019	6,060	+6.7%	2,008	+4.7%
May-2019	6,567	+2.2%	1,936	+2.5%
Jun-2019	6,848	-1.3%	1,911	+1.3%
Jul-2019	7,057	-2.9%	1,851	-3.2%
Aug-2019	7,196	-4.4%	1,860	-7.1%
Sep-2019	7,214	-4.8%	1,909	-6.7%
Oct-2019	7,089	-5.1%	1,918	-9.2%
Nov-2019	6,386	-10.3%	1,942	-10.9%
Dec-2019	5,262	-12.9%	1,857	-13.9%
Jan-2020	4,824	-17.3%	1,839	-17.2%
Feb-2020	4,614	-16.4%	1,694	-20.7%
Mar-2020	4,281	-22.7%	1,610	-19.0%
12-Month Avg*	6,117	-7.0%	1,861	-8.6%

Historical Inventory by Month

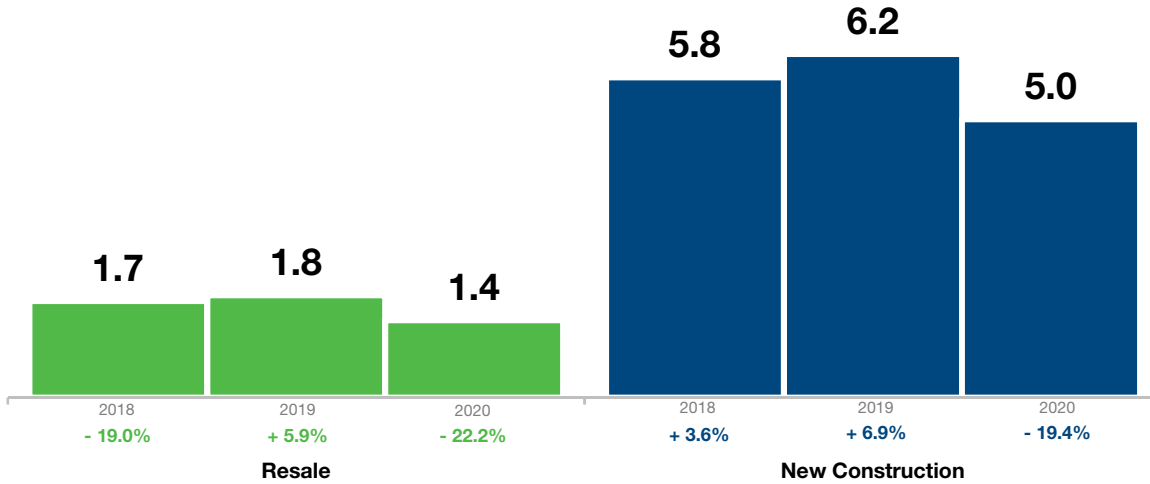


Supply

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.



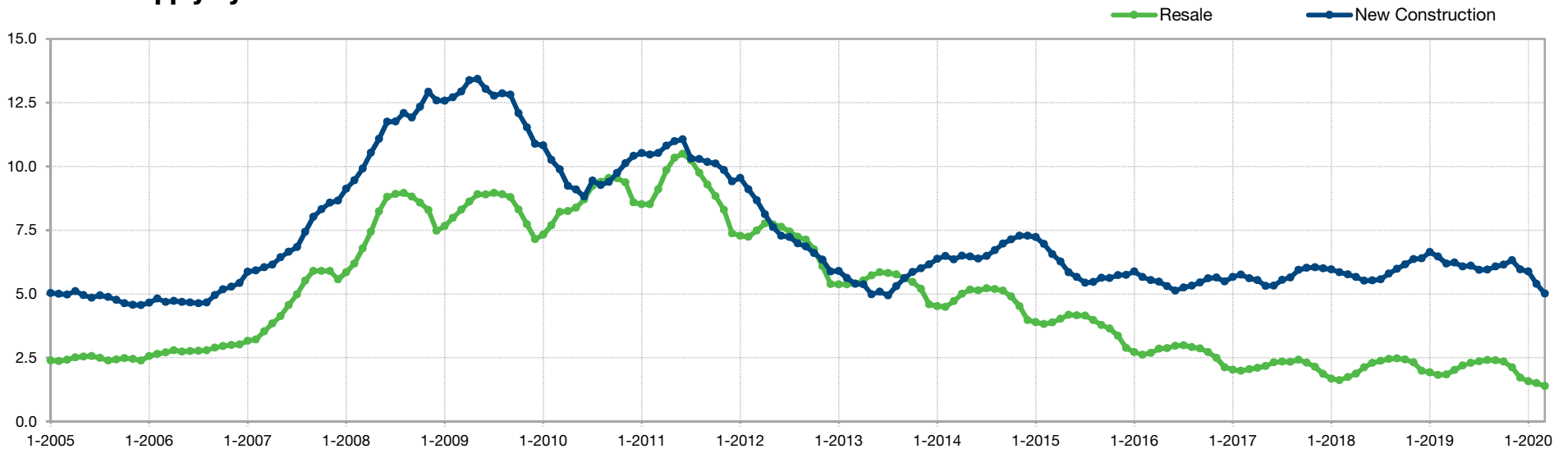
March



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Apr-2019	2.0	+5.3%	6.2	+8.8%
May-2019	2.2	+4.8%	6.1	+10.9%
Jun-2019	2.3	0.0%	6.1	+10.9%
Jul-2019	2.4	0.0%	5.9	+5.4%
Aug-2019	2.4	-4.0%	6.0	+3.4%
Sep-2019	2.4	-4.0%	6.1	+1.7%
Oct-2019	2.4	0.0%	6.1	-1.6%
Nov-2019	2.1	-8.7%	6.3	-1.6%
Dec-2019	1.7	-15.0%	6.0	-6.3%
Jan-2020	1.6	-15.8%	5.9	-10.6%
Feb-2020	1.5	-16.7%	5.4	-16.9%
Mar-2020	1.4	-22.2%	5.0	-19.4%
12-Month Avg*	2.2	-6.0%	6.0	-1.6%

* Supply for all properties from April 2019 through March 2020. 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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Closed Sales		2,866	3,057	+ 6.7%	7,069	7,526	+ 6.5%
Average Sales Price		\$238,061	\$256,063	+ 7.6%	\$233,680	\$246,284	+ 5.4%
Median Sales Price		\$209,975	\$225,000	+ 7.2%	\$202,000	\$218,000	+ 7.9%
Days on Market		62	60	- 3.2%	61	61	0.0%
Pct. of Orig. Price Received		96.5%	97.5%	+ 1.0%	96.1%	96.4%	+ 0.3%
Pending Sales		3,799	3,763	- 0.9%	9,045	9,827	+ 8.6%
Inventory		7,632	5,987	- 21.6%	--	--	--
Supply		2.3	1.8	- 21.7%	--	--	--