

# 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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>Closed Sales</b>		3,879	<b>4,152</b>	+ 7.0%	20,918	<b>20,480</b>	- 2.1%
<b>Average Sales Price</b>		\$241,774	<b>\$267,569</b>	+ 10.7%	\$232,773	<b>\$244,047</b>	+ 4.8%
<b>Median Sales Price</b>		\$215,000	<b>\$234,950</b>	+ 9.3%	\$205,000	<b>\$217,000</b>	+ 5.9%
<b>Days on Market</b>		32	<b>29</b>	- 9.4%	40	<b>37</b>	- 7.5%
<b>Pct. of Orig. Price Received</b>		97.4%	<b>98.9%</b>	+ 1.5%	97.0%	<b>97.6%</b>	+ 0.6%
<b>Pending Sales</b>		3,626	<b>4,029</b>	+ 11.1%	23,051	<b>23,421</b>	+ 1.6%
<b>Inventory</b>		7,102	<b>3,757</b>	- 47.1%	--	--	--
<b>Supply</b>		2.4	<b>1.2</b>	- 50.0%	--	--	--

# New Homes Market Overview

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



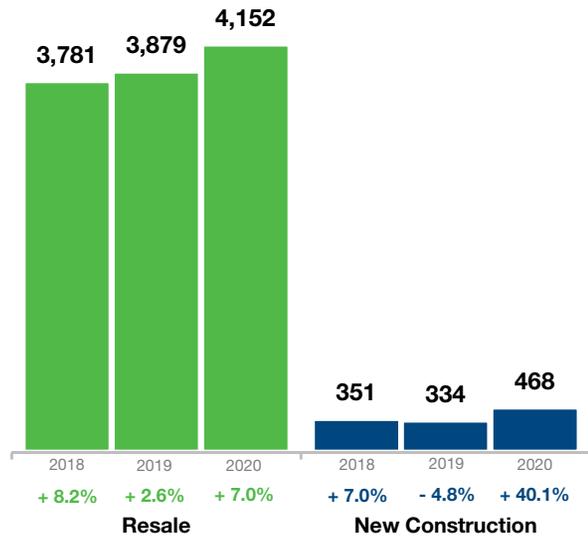
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>Closed Sales</b>		334	<b>468</b>	+ 40.1%	2,235	<b>2,539</b>	+ 13.6%
<b>Average Sales Price</b>		\$424,936	<b>\$428,735</b>	+ 0.9%	\$403,084	<b>\$414,606</b>	+ 2.9%
<b>Median Sales Price</b>		\$384,925	<b>\$384,900</b>	- 0.0%	\$366,688	<b>\$376,950</b>	+ 2.8%
<b>Days on Market</b>		145	<b>150</b>	+ 3.4%	153	<b>154</b>	+ 0.7%
<b>Pct. of Orig. Price Received</b>		101.3%	<b>101.1%</b>	- 0.2%	100.9%	<b>100.9%</b>	0.0%
<b>Pending Sales</b>		312	<b>537</b>	+ 72.1%	2,425	<b>3,233</b>	+ 33.3%
<b>Inventory</b>		1,883	<b>1,225</b>	- 34.9%	--	--	--
<b>Supply</b>		6.0	<b>3.6</b>	- 40.0%	--	--	--

# Closed Sales

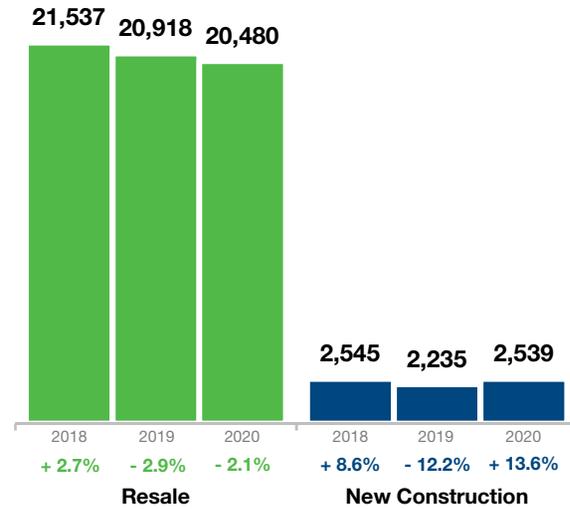
A count of the actual sales that closed in a given month.



## July

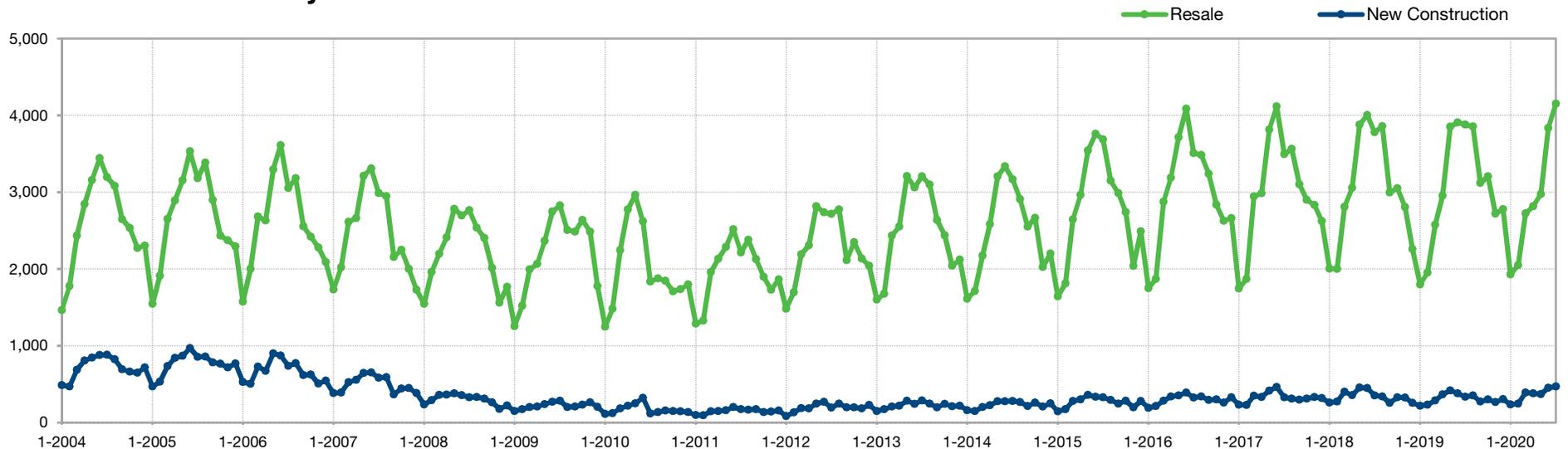


## Year to Date



Closed Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Aug-2019	3,855	-0.1%	354	+4.1%
Sep-2019	3,121	+4.2%	274	+7.0%
Oct-2019	3,206	+5.0%	302	-7.6%
Nov-2019	2,719	-3.1%	267	-17.8%
Dec-2019	2,779	+23.0%	304	+19.2%
Jan-2020	1,930	+7.3%	234	+6.8%
Feb-2020	2,048	+4.8%	246	+6.5%
Mar-2020	2,723	+5.7%	389	+35.1%
Apr-2020	2,815	-4.7%	379	+3.6%
May-2020	2,976	-22.7%	369	-11.7%
Jun-2020	3,836	-1.8%	454	+19.8%
<b>Jul-2020</b>	<b>4,152</b>	<b>+7.0%</b>	<b>468</b>	<b>+40.1%</b>
12-Month Avg	3,013	+0.8%	337	+8.1%

## Historical Closed Sales by Month



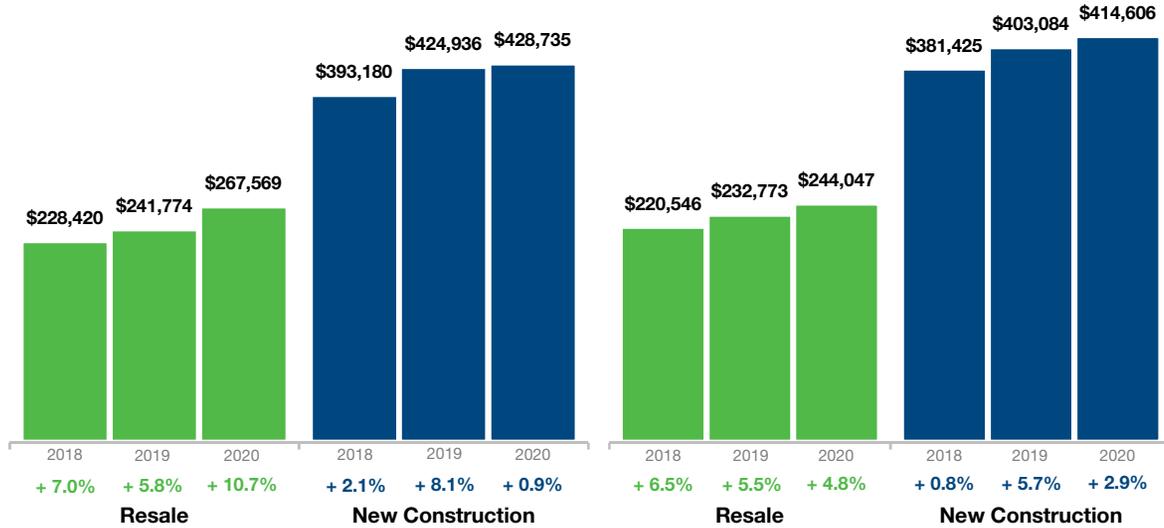
# Average Sales Price

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



## July

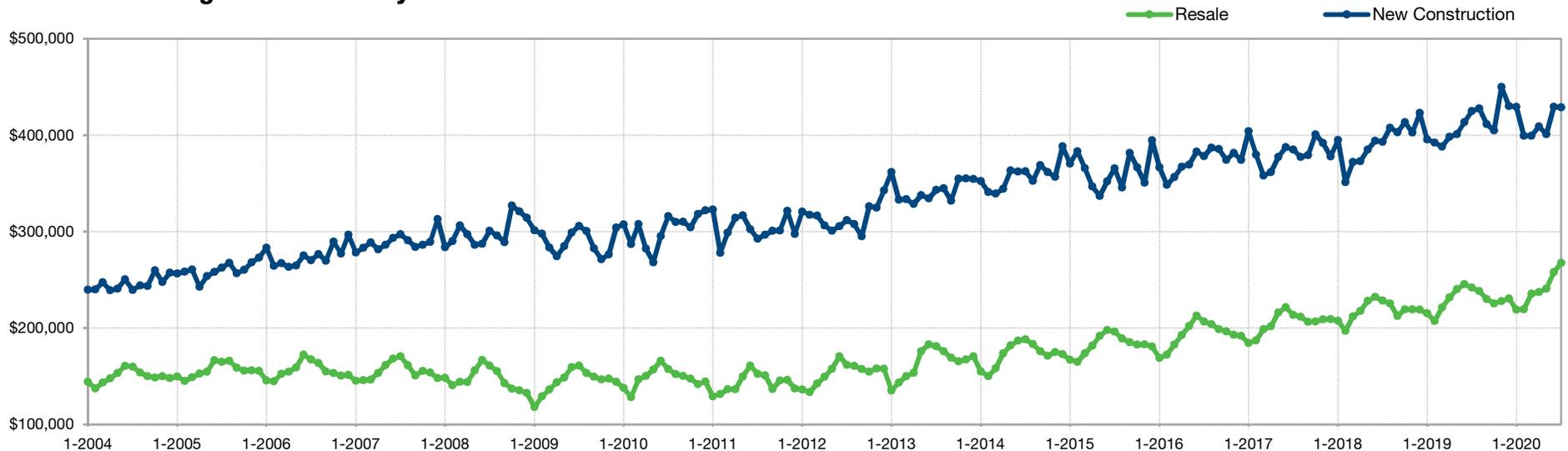
## Year to Date



Avg. Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Aug-2019	\$238,436	+5.8%	\$427,708	+4.9%
Sep-2019	\$230,007	+8.3%	\$411,511	+2.1%
Oct-2019	\$225,415	+2.8%	\$404,807	-2.1%
Nov-2019	\$227,988	+4.0%	\$450,072	+11.8%
Dec-2019	\$230,532	+5.3%	\$430,298	+1.7%
Jan-2020	\$219,029	+1.8%	\$429,392	+8.5%
Feb-2020	\$219,362	+5.9%	\$399,459	+1.8%
Mar-2020	\$235,605	+6.5%	\$399,430	+2.9%
Apr-2020	\$237,114	+2.4%	\$408,889	+2.7%
May-2020	\$240,873	+0.2%	\$401,094	+0.0%
Jun-2020	\$257,854	+5.0%	\$429,418	+3.9%
<b>Jul-2020</b>	<b>\$267,569</b>	<b>+10.7%</b>	<b>\$428,735</b>	<b>+0.9%</b>
12-Month Avg*	\$227,195	+4.9%	\$405,706	+3.1%

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

## Historical Average Sales Price by Month



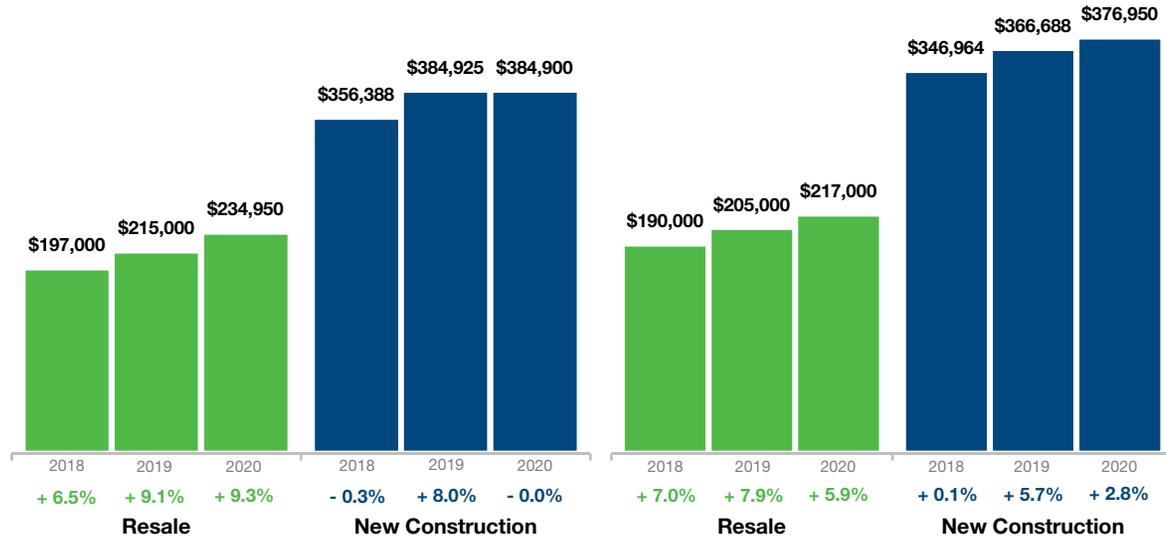
# Median Sales Price

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



## July

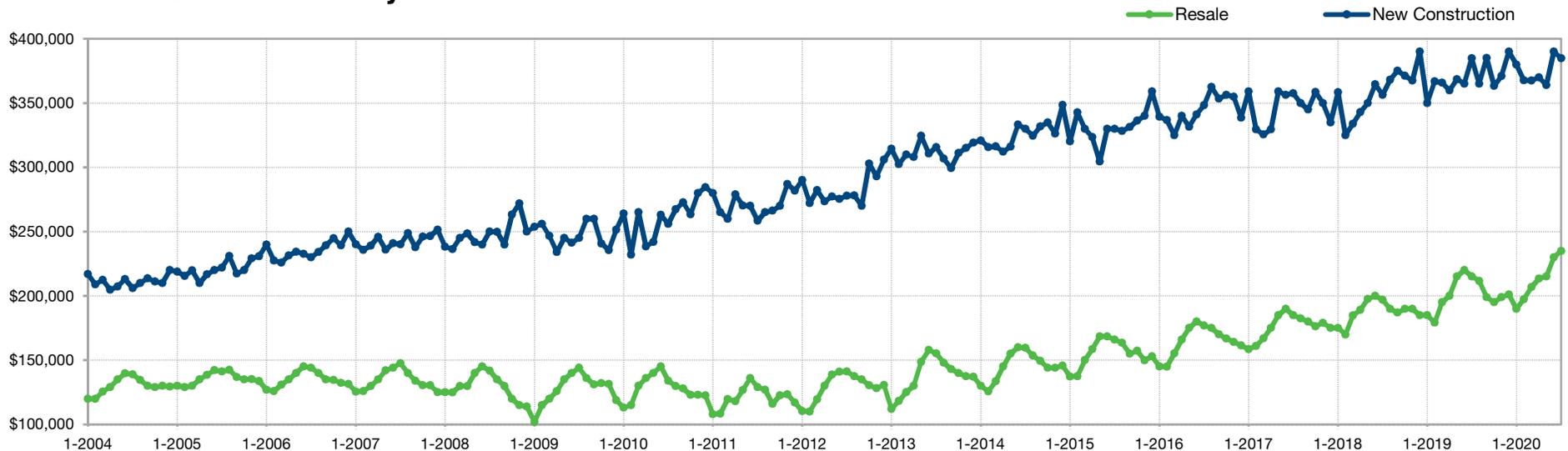
## Year to Date



Median Sales Price	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Aug-2019	\$211,500	+11.3%	\$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%	\$379,855	+8.5%
Feb-2020	\$197,250	+10.0%	\$367,700	+0.2%
Mar-2020	\$206,750	+6.0%	\$367,500	+0.5%
Apr-2020	\$213,500	+6.7%	\$369,900	+2.8%
May-2020	\$215,000	0.0%	\$363,895	-1.2%
Jun-2020	\$230,000	+4.5%	\$389,974	+6.8%
<b>Jul-2020</b>	<b>\$234,950</b>	<b>+9.3%</b>	<b>\$384,900</b>	<b>-0.0%</b>
12-Month Avg*	\$198,000	+6.1%	\$369,919	+1.9%

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

## Historical Median Sales Price by Month



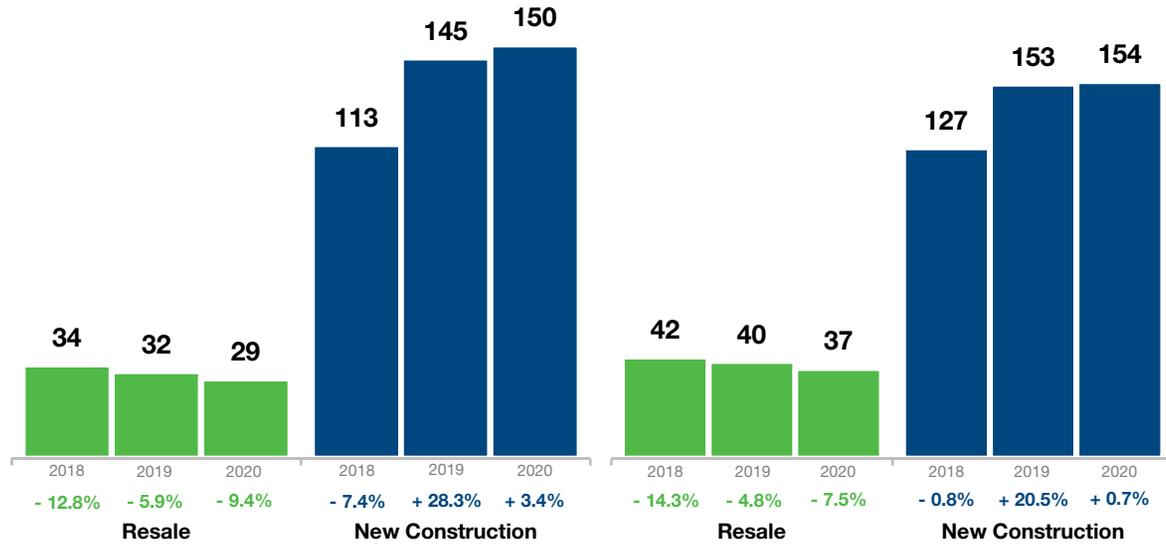
# Days on Market Until Sale

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



## July

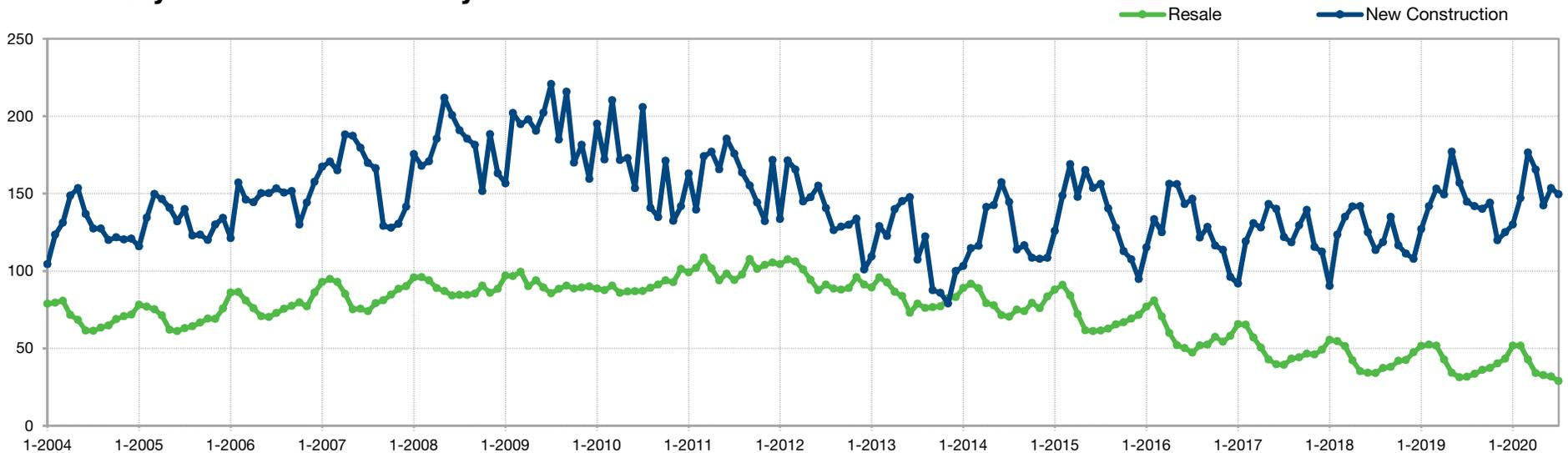
## Year to Date



Days on Market	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	130	+2.4%
Feb-2020	52	0.0%	147	+3.5%
Mar-2020	43	-17.3%	176	+15.0%
Apr-2020	34	-20.9%	166	+11.4%
May-2020	33	-2.9%	142	-19.8%
Jun-2020	32	+3.2%	154	-1.9%
<b>Jul-2020</b>	<b>29</b>	<b>-9.4%</b>	<b>150</b>	<b>+3.4%</b>
12-Month Avg*	40	-7.2%	138	+5.8%

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

## Historical Days on Market Until Sale by Month



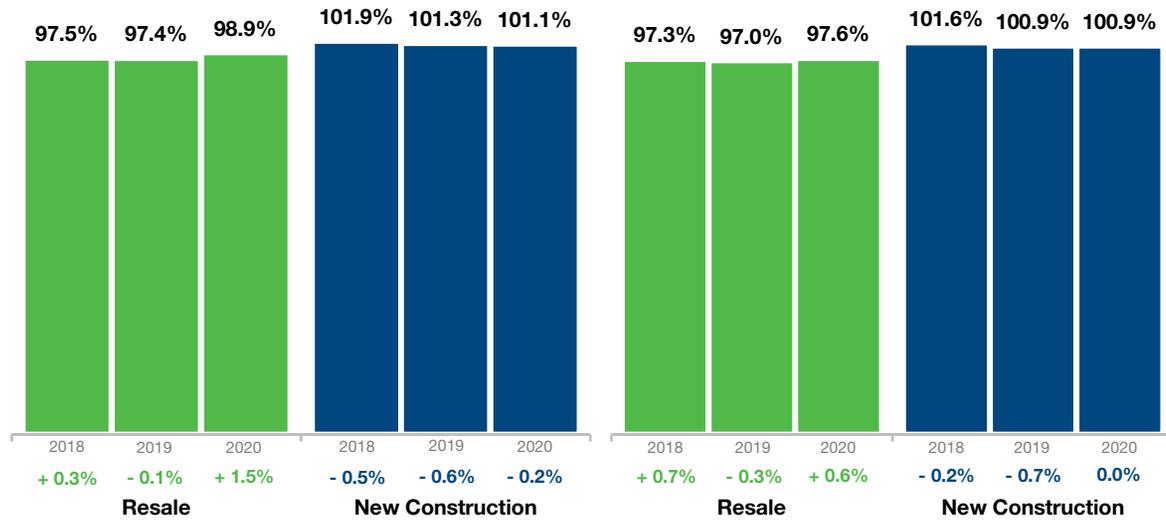
# Percentage of Original List Price Received

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.



## July

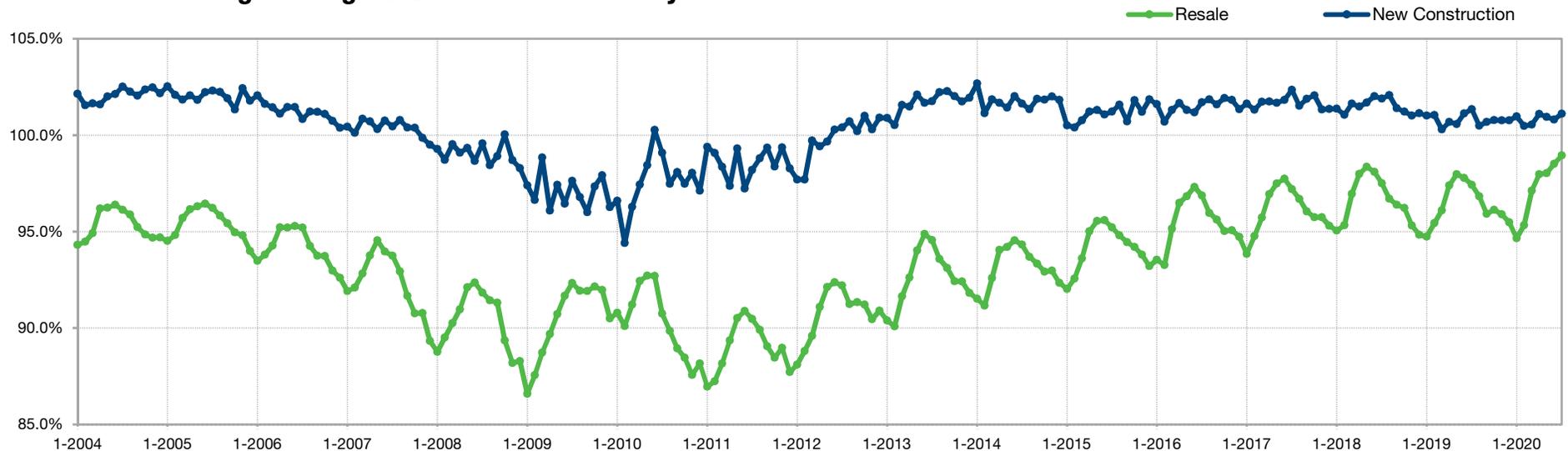
## Year to Date



Pct. of Orig. Price Received	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
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%	101.0%	0.0%
Feb-2020	95.3%	-0.1%	100.5%	-0.5%
Mar-2020	97.1%	+1.0%	100.6%	+0.3%
Apr-2020	98.0%	+0.6%	101.1%	+0.4%
May-2020	98.0%	0.0%	100.9%	+0.3%
Jun-2020	98.5%	+0.7%	100.8%	-0.3%
<b>Jul-2020</b>	<b>98.9%</b>	<b>+1.5%</b>	<b>101.1%</b>	<b>-0.2%</b>
12-Month Avg*	96.6%	+0.4%	101.1%	-0.3%

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

## Historical Percentage of Original List Price Received by Month

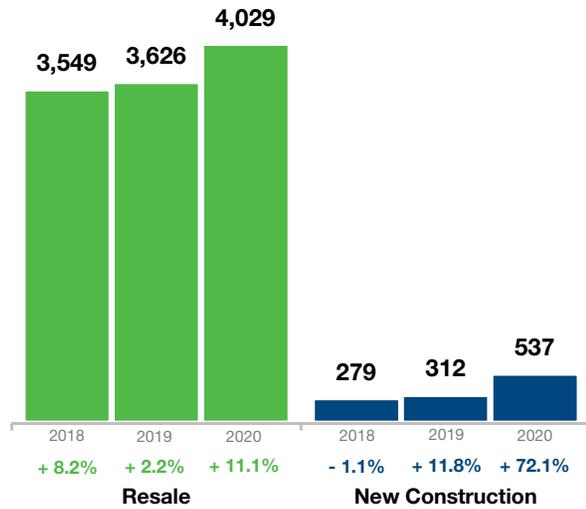


# Pending Sales

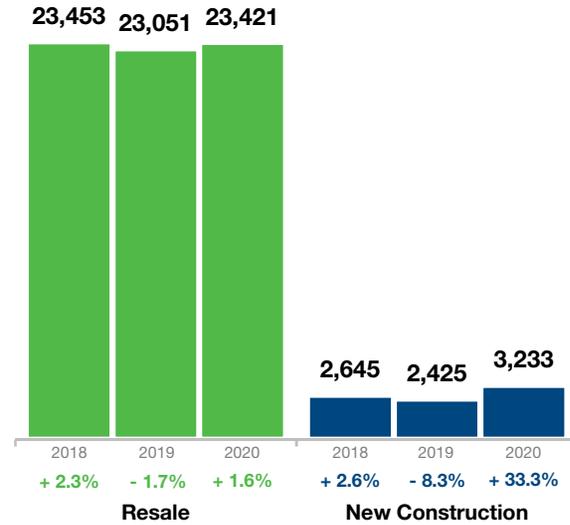
A count of the properties on which offers have been accepted in a given month.



## July

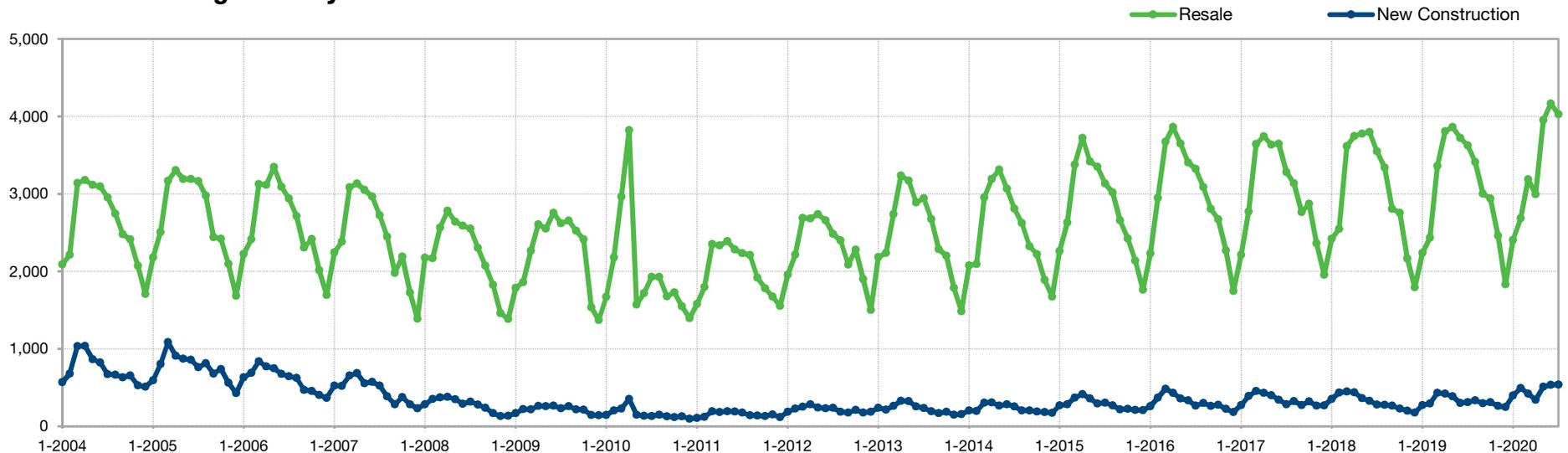


## Year to Date



Pending Sales	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Aug-2019	3,413	+2.2%	335	+20.9%
Sep-2019	3,003	+7.0%	298	+12.0%
Oct-2019	2,941	+6.8%	312	+37.4%
Nov-2019	2,457	+13.4%	263	+30.2%
Dec-2019	1,832	+2.2%	249	+41.5%
Jan-2020	2,405	+7.5%	397	+44.4%
Feb-2020	2,686	+10.4%	492	+67.3%
Mar-2020	3,188	-5.2%	422	-2.3%
Apr-2020	2,995	-21.3%	341	-19.2%
May-2020	3,951	+2.3%	510	+31.4%
Jun-2020	4,167	+12.0%	534	+76.8%
<b>Jul-2020</b>	<b>4,029</b>	<b>+11.1%</b>	<b>537</b>	<b>+72.1%</b>
12-Month Avg	3,089	+3.2%	391	+31.3%

## Historical Pending Sales by Month

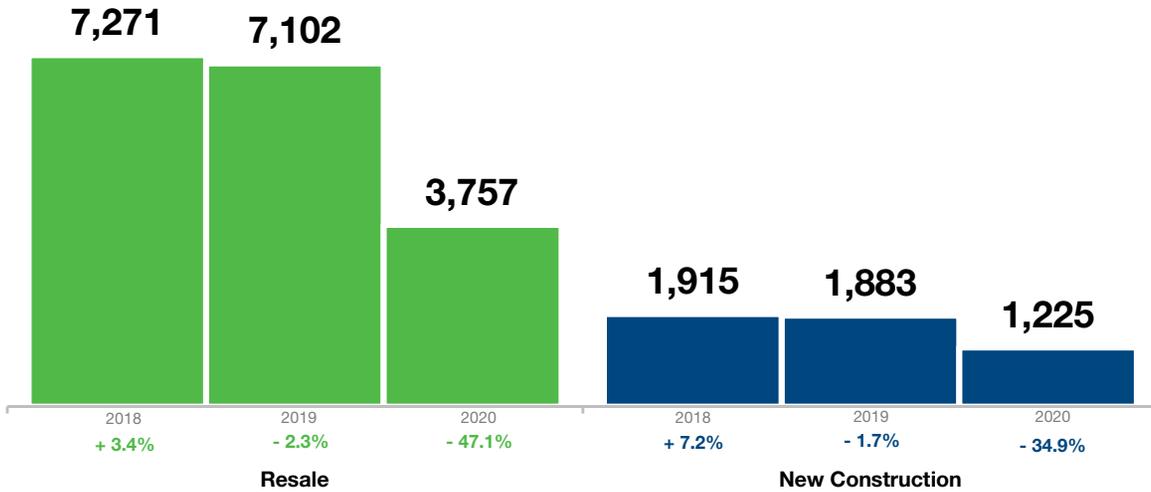


# Inventory

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

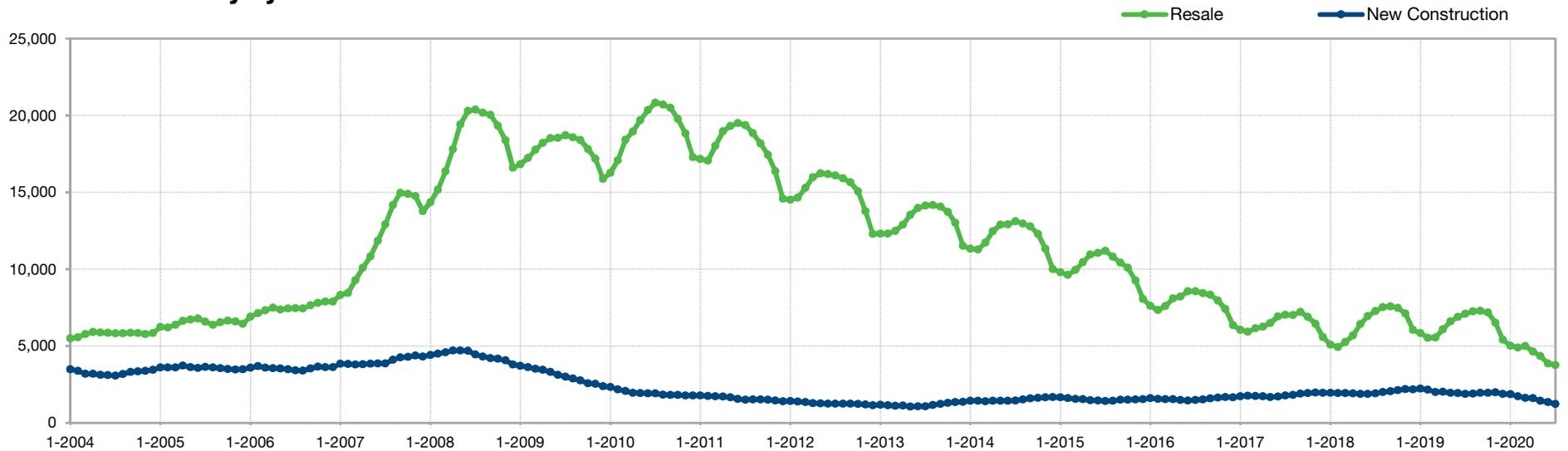


## July



Inventory	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Aug-2019	7,259	-3.7%	1,895	-5.4%
Sep-2019	7,292	-3.9%	1,946	-5.1%
Oct-2019	7,181	-3.9%	1,954	-7.9%
Nov-2019	6,506	-8.6%	1,981	-9.5%
Dec-2019	5,407	-10.6%	1,890	-12.9%
Jan-2020	5,019	-14.1%	1,871	-16.2%
Feb-2020	4,895	-11.5%	1,720	-20.1%
Mar-2020	4,999	-10.0%	1,624	-19.0%
Apr-2020	4,640	-23.7%	1,604	-20.9%
May-2020	4,341	-34.2%	1,439	-26.6%
Jun-2020	3,868	-43.8%	1,348	-30.4%
<b>Jul-2020</b>	<b>3,757</b>	<b>-47.1%</b>	<b>1,225</b>	<b>-34.9%</b>
12-Month Avg*	5,430	-17.9%	1,708	-17.1%

## Historical Inventory by Month

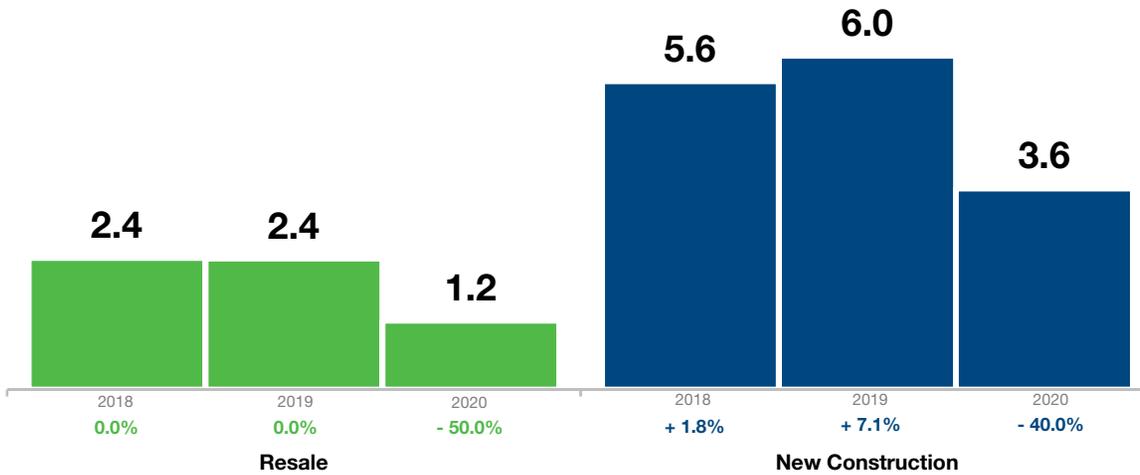


# Supply

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.



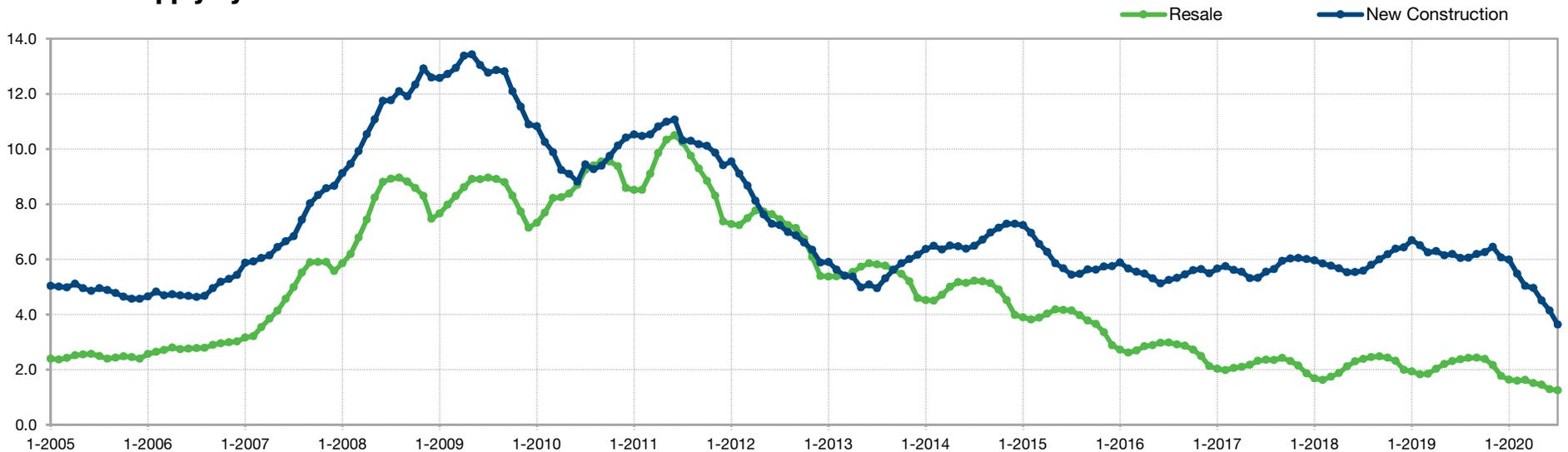
## July



Supply	Resale	Year-Over-Year Change	New Construction	Year-Over-Year Change
Aug-2019	2.4	-4.0%	6.1	+5.2%
Sep-2019	2.4	-4.0%	6.2	+3.3%
Oct-2019	2.4	0.0%	6.3	+1.6%
Nov-2019	2.2	-4.3%	6.4	0.0%
Dec-2019	1.8	-10.0%	6.1	-4.7%
Jan-2020	1.6	-15.8%	6.0	-10.4%
Feb-2020	1.6	-11.1%	5.5	-15.4%
Mar-2020	1.6	-11.1%	5.0	-19.4%
Apr-2020	1.5	-25.0%	5.0	-20.6%
May-2020	1.4	-36.4%	4.5	-26.2%
Jun-2020	1.3	-43.5%	4.1	-33.9%
<b>Jul-2020</b>	<b>1.2</b>	<b>-50.0%</b>	<b>3.6</b>	<b>-40.0%</b>
12-Month Avg*	2.2	-17.8%	6.2	-13.5%

\* Supply for all properties from August 2019 through July 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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>Closed Sales</b>		4,259	<b>4,625</b>	+ 8.6%	23,457	<b>23,149</b>	- 1.3%
<b>Average Sales Price</b>		\$254,706	<b>\$283,683</b>	+ 11.4%	\$247,418	<b>\$262,038</b>	+ 5.9%
<b>Median Sales Price</b>		\$225,000	<b>\$249,950</b>	+ 11.1%	\$217,500	<b>\$230,000</b>	+ 5.7%
<b>Days on Market</b>		42	<b>41</b>	- 2.4%	52	<b>50</b>	- 3.8%
<b>Pct. of Orig. Price Received</b>		97.7%	<b>99.2%</b>	+ 1.5%	97.3%	<b>97.9%</b>	+ 0.6%
<b>Pending Sales</b>		3,980	<b>4,570</b>	+ 14.8%	25,793	<b>26,753</b>	+ 3.7%
<b>Inventory</b>		9,237	<b>5,014</b>	- 45.7%	--	--	--
<b>Supply</b>		2.8	<b>1.5</b>	- 46.4%	--	--	--