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 7-2015 7-2016 YTD 2015 YTD 2016 Percent Change Percent Change **Closed Sales** 3,612 3,306 - 8.5% 19.649 20,381 +3.7%7-2013 7-2016 \$197,716 \$208,933 **Average Sales Price** \$187,004 **\$197,116** + 5.7% + 5.4% 7-201 **Median Sales Price** \$167,500 **\$179,000** \$169,000 \$160,000 + 6.9%+ 5.6% 7-2013 7-2016 **Days on Market** 60 45 70 58 - 25.0% - 17.1% 7-2013 Pct. of Orig. Price Received 95.3% 97.0% 94.7% 96.1% +1.8%+1.5%7-2013 7-2014 7-2015 7-2016 **Pending Sales** 3,069 3,348 +9.1%21,452 22,947 +7.0%7-2013 7-2016 Inventory 10,595 - 33.3% 7.070 7-2015 7-2013 7-2014 7-2016 Supply 4.0 2.5 - 37.5% 7-2013 7-2014 7-2015 7-2016

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	7-2015	7-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales	7-2013 7-2014 7-2015 7-2016	328	315	- 4.0%	1,915	2,075	+ 8.4%
Average Sales Price	7-2013 7-2014 7-2015 7-2016	\$365,532	\$375,490	+ 2.7%	\$357,733	\$368,867	+ 3.1%
Median Sales Price	7-2013 7-2014 7-2015 7-2016	\$329,975	\$348,300	+ 5.6%	\$326,975	\$336,367	+ 2.9%
Days on Market	7-2013 7-2014 7-2015 7-2016	157	152	- 3.2%	155	143	- 7.7%
Pct. of Orig. Price Received	7-2013 7-2014 7-2015 7-2016	101.2%	101.7%	+ 0.5%	101.0%	101.4%	+ 0.4%
Pending Sales	7-2013 7-2014 7-2015 7-2016	305	254	- 16.7%	2,287	2,484	+ 8.6%
Inventory	7-2013 7-2014 7-2015 7-2016	1,384	1,346	- 2.7%			
Supply	7-2013 7-2014 7-2015 7-2016	5.3	4.8	- 9.4%			