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 11-2015 11-2016 YTD 2015 YTD 2016 Percent Change Percent Change **Closed Sales** 1,977 2,486 +25.7%30,319 32,330 +6.6%11-2013 11-2014 11-2015 11-2016 **Average Sales Price** \$185,948 **\$195,158** \$198,192 + 5.0% \$187,083 + 5.9% 11-2013 **Median Sales Price** \$151,250 **\$165,000** \$169,900 +9.1%\$159,650 + 6.4% 11-2013 11-2016 **Days on Market** 67 53 56 - 20.9% 68 - 17.6% 11-2013 11-2014 11-2015 11-201 Pct. of Orig. Price Received 94.0% 95.2% 94.6% 95.9% +1.3%+1.4%11-2013 11-2014 11-2015 11-2016 **Pending Sales** 2,089 2,382 + 14.0%31,464 33,615 +6.8%11-2013 11-2016 Inventory 8,761 6.095 - 30.4% 11-2013 11-2015 11-2016 11-2014 Supply 3.2 2.1 - 34.4% 11-2013 11-2014 11-2015 11-2016

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	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales	11-2013 11-2014 11-2015 11-2016	197	249	+ 26.4%	2,932	3,257	+ 11.1%
Average Sales Price	11-2013 11-2014 11-2015 11-2016	\$351,123	\$379,416	+ 8.1%	\$359,236	\$373,150	+ 3.9%
Median Sales Price	11-2013 11-2014 11-2015 11-2016	\$341,000	\$350,300	+ 2.7%	\$329,940	\$343,597	+ 4.1%
Days on Market	11-2013 11-2014 11-2015 11-2016	108	113	+ 4.6%	144	134	- 6.9%
Pct. of Orig. Price Received	11-2013 11-2014 11-2015 11-2016	101.2%	101.7%	+ 0.5%	101.1%	101.5%	+ 0.4%
Pending Sales	11-2013 11-2014 11-2015 11-2016	208	223	+ 7.2%	3,208	3,482	+ 8.5%
Inventory	11-2013 11-2014 11-2015 11-2016	1,499	1,516	+ 1.1%			
Supply	11-2013 11-2014 11-2015 11-2016	5.7	5.1	- 10.5%			