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 12-2015 12-2016 YTD 2015 YTD 2016 Percent Change Percent Change **Closed Sales** 2,424 2,511 +3.6%32,743 34,916 +6.6%12-2013 12-2014 12-2015 12-2016 **Average Sales Price** \$182,967 \$193,790 \$197,860 + 5.9% \$186,779 + 5.9% 12-2013 **Median Sales Price** \$155,000 **\$165,000** \$169,000 \$159,000 + 6.5%+ 6.3% 12-2013 12-2016 12-2016 **Days on Market** 71 57 56 - 19.7% 68 - 17.6% 12-2013 12-2014 12-2015 12-201 Pct. of Orig. Price Received 93.3% 94.8% 94.5% 95.8% +1.6%+1.4%12-2013 12-2014 12-2015 12-2016 **Pending Sales** 1,723 1,858 +7.8%33,187 35,336 +6.5%12-2013 12-2016 Inventory 7,583 5.233 - 31.0% 12-2013 12-2015 12-2016 12-2014 Supply 2.8 1.8 - 35.7% 12-2013 12-2014 12-2015 12-2016

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	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
Closed Sales	12-2013 12-2014 12-2015 12-2016	277	314	+ 13.4%	3,209	3,582	+ 11.6%
Average Sales Price		\$395,152	\$370,574	- 6.2%	\$362,337	\$373,184	+ 3.0%
Median Sales Price	12-2013 12-2014 12-2015 12-2016	\$359,900	\$339,100	- 5.8%	\$331,568	\$343,597	+ 3.6%
Days on Market		94	96	+ 2.1%	140	131	- 6.4%
Pct. of Orig. Price Received	12-2013 12-2014 12-2015 12-2016	101.9%	101.3%	- 0.6%	101.2%	101.5%	+ 0.3%
Pending Sales	12-2013 12-2014 12-2015 12-2016	206	183	- 11.2%	3,413	3,681	+ 7.9%
Inventory	12-2013 12-2014 12-2015 12-2016	1,521	1,512	- 0.6%			
Supply	12-2013 12-2014 12-2015 12-2016	5.7	5.1	- 10.5%			