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 7-2016 7-2017 YTD 2016 YTD 2017 Percent Change Percent Change **Closed Sales** 3,435 3,298 - 4.0% 20,583 20,387 - 1.0% 7-2014 7-2017 **Average Sales Price** \$208,243 **\$215,839** \$208,928 + 3.6% \$197,081 + 6.0% 7-201 **Median Sales Price** \$188,000 \$179,900 \$178,000 \$169,000 +5.6%+ 6.4% 7-2014 7-2017 **Days on Market** 45 38 58 48 - 15.6% - 17.2% 7-2014 Pct. of Orig. Price Received 96.9% 97.4% +0.5%96.2% 96.7% + 0.5% 7-2014 7-2015 7-2016 7-2017 **Pending Sales** 3,256 3,408 +4.7%22,661 22,881 +1.0%7-2014 7-2017 Inventory 8,199 - 26.8% 6.001 7-2014 7-2016 7-2017 7-2015 Supply 2.9 2.1 - 27.6% 7-2014 7-2015 7-2016 7-2017

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	7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
Closed Sales	7-2014 7-2015 7-2016 7-2017	325	319	- 1.8%	2,093	2,324	+ 11.0%
Average Sales Price	7-2014 7-2015 7-2016 7-2017	\$378,146	\$388,789	+ 2.8%	\$369,090	\$379,003	+ 2.7%
Median Sales Price	7-2014 7-2015 7-2016 7-2017	\$348,300	\$360,748	+ 3.6%	\$336,015	\$347,785	+ 3.5%
Days on Market	7-2014 7-2015 7-2016 7-2016 7-2016	147	122	- 17.0%	142	128	- 9.9%
Pct. of Orig. Price Received	7-2014 7-2015 7-2016 7-2017	101.7%	102.4%	+ 0.7%	101.4%	101.8%	+ 0.4%
Pending Sales	7-2014 7-2015 7-2016 7-2017	268	279	+ 4.1%	2,502	2,610	+ 4.3%
Inventory	7-2014 7-2015 7-2016 7-2017	1,440	1,599	+ 11.0%			
Supply	7-2014 7-2015 7-2016 7-2017	5.1	5.0	- 2.0%			