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 3-2017 3-2018 YTD 2017 YTD 2018 Percent Change Percent Change **Closed Sales** 2,899 2,684 - 7.4% 6.450 6,608 +2.4%3-2015 **Average Sales Price** \$200,041 \$214,228 \$208,106 + 7.1% \$193,021 + 7.8% 3-2014 **Median Sales Price** \$185,000 \$179,900 \$168,000 \$165,000 +10.1%+ 9.0% 3-2015 3-2017 3-2018 **Days on Market** 56 49 61 52 - 12.5% - 14.8% 3-2015 3-201 3-2017 Pct. of Orig. Price Received 95.8% 97.1% 95.0% 96.0% +1.4%+1.1%3-2015 3-2016 3-2017 3-2018 **Pending Sales** 3,575 3,697 +3.4%8.494 8,618 +1.5%3-2015 Inventory 5,961 4.501 - 24.5% 3-2015 3-2016 3-2017 3-2018 2.0 Supply 1.5 - 25.0% 3-2015 3-2016 3-2017 3-2018

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	3-2017	3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales	3-2015 3-2016 3-2017 3-2018	348	392	+ 12.6%	808	922	+ 14.1%
Average Sales Price	3-2015 3-2016 3-2017 3-2018	\$357,981	\$371,363	+ 3.7%	\$377,403	\$372,324	- 1.3%
Median Sales Price		\$325,628	\$332,975	+ 2.3%	\$337,447	\$334,975	- 0.7%
Days on Market		131	136	+ 3.8%	116	119	+ 2.6%
Pct. of Orig. Price Received	3-2015 3-2016 3-2017 3-2018	101.7%	101.7%	0.0%	101.6%	101.4%	- 0.2%
Pending Sales	3 -2015 3 -2016 3 -2017 3 -2018	458	449	- 2.0%	1,125	1,235	+ 9.8%
Inventory	3-2015 3-2016 3-2017 3-2018	1,714	1,786	+ 4.2%			
Supply	3-2015 3-2016 3-2017 3-2018	5.5	5.3	- 3.6%			