

# 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 | 4-2017    | 4-2018           | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>Closed Sales</b>                 |                      | 2,934     | <b>2,897</b>     | - 1.3%         | 9,385     | <b>9,562</b>     | + 1.9%         |
| <b>Average Sales Price</b>          |                      | \$203,361 | <b>\$220,871</b> | + 8.6%         | \$196,257 | <b>\$211,787</b> | + 7.9%         |
| <b>Median Sales Price</b>           |                      | \$176,000 | <b>\$192,000</b> | + 9.1%         | \$168,000 | <b>\$182,000</b> | + 8.3%         |
| <b>Days on Market</b>               |                      | 49        | <b>41</b>        | - 16.3%        | 57        | <b>49</b>        | - 14.0%        |
| <b>Pct. of Orig. Price Received</b> |                      | 97.1%     | <b>98.1%</b>     | + 1.0%         | 95.6%     | <b>96.6%</b>     | + 1.0%         |
| <b>Pending Sales</b>                |                      | 3,686     | <b>3,847</b>     | + 4.4%         | 12,180    | <b>12,363</b>    | + 1.5%         |
| <b>Inventory</b>                    |                      | 6,058     | <b>4,824</b>     | - 20.4%        | --        | <b>--</b>        | --             |
| <b>Supply</b>                       |                      | 2.1       | <b>1.6</b>       | - 23.8%        | --        | <b>--</b>        | --             |

# 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 | 4-2017    | 4-2018           | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>Closed Sales</b>                 |                      | 332       | <b>346</b>       | + 4.2%         | 1,140     | <b>1,272</b>     | + 11.6%        |
| <b>Average Sales Price</b>          |                      | \$361,633 | <b>\$374,640</b> | + 3.6%         | \$372,820 | <b>\$373,093</b> | + 0.1%         |
| <b>Median Sales Price</b>           |                      | \$329,500 | <b>\$344,250</b> | + 4.5%         | \$334,950 | <b>\$339,925</b> | + 1.5%         |
| <b>Days on Market</b>               |                      | 128       | <b>143</b>       | + 11.7%        | 120       | <b>126</b>       | + 5.0%         |
| <b>Pct. of Orig. Price Received</b> |                      | 101.7%    | <b>101.5%</b>    | - 0.2%         | 101.6%    | <b>101.4%</b>    | - 0.2%         |
| <b>Pending Sales</b>                |                      | 433       | <b>427</b>       | - 1.4%         | 1,558     | <b>1,675</b>     | + 7.5%         |
| <b>Inventory</b>                    |                      | 1,687     | <b>1,734</b>     | + 2.8%         | --        | <b>--</b>        | --             |
| <b>Supply</b>                       |                      | 5.4       | <b>5.2</b>       | - 3.7%         | --        | <b>--</b>        | --             |