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 2-2018 2-2019 YTD 2018 YTD 2019 Percent Change Percent Change **Closed Sales** 2,001 1,891 - 5.5% 4.004 3,680 - 8.1% 2-2016 2-2018 2-2019 **Average Sales Price** \$196,953 \$208,305 \$211,651 + 5.8% \$202,271 + 4.6% 2-2010 **Median Sales Price** \$180,000 \$184,300 \$169,900 +5.9%\$172,750 + 6.7% 2-2016 2-201 2-2010 **Days on Market** 55 52 52 - 5.5% 55 - 5.5% 2-2016 2-2017 2-2018 Pct. of Orig. Price Received 95.3% 95.4% 95.2% 95.1% - 0.1% +0.1%2-2016 2-2017 2-2018 2-2019 **Pending Sales** 2,547 2,538 - 0.4% 4.969 4,800 - 3.4% 2-2016 2-2017 Inventory - 1.2% 4,907 4.848 2-2018 2-2016 2-2017 2-2019 Supply 1.6 0.0% 1.6 2-2016 2-2017 2-2018 2-2019

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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Closed Sales	2-2016 2-2017 2-2018 2-2019	273	226	- 17.2%	530	443	- 16.4%
Average Sales Price	2-2016 2-2017 2-2018 2-2019	\$351,251	\$393,621	+ 12.1%	\$372,629	\$395,569	+ 6.2%
Median Sales Price	2-2016 2-2017 2-2018 2-2019	\$325,000	\$367,658	+ 13.1%	\$336,252	\$359,950	+ 7.0%
Days on Market	2-2016 2-2017 2-2018 2-2019	123	141	+ 14.6%	107	135	+ 26.2%
Pct. of Orig. Price Received	2-2016 2-2017 2-2018 2-2019	101.1%	101.0%	- 0.1%	101.2%	101.0%	- 0.2%
Pending Sales		436	283	- 35.1%	788	557	- 29.3%
Inventory	2-2016 2-2017 2-2018 2-2019	1,916	2,051	+ 7.0%			
Supply	2-2016 2-2017 2-2018 2-2019	5.8	6.2	+ 6.9%			