

# 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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		2,905	<b>3,031</b>	+ 4.3%	8,868	<b>9,373</b>	+ 5.7%
<b>Average Sales Price</b>		\$182,871	<b>\$195,087</b>	+ 6.7%	\$174,843	<b>\$183,132</b>	+ 4.7%
<b>Median Sales Price</b>		\$159,900	<b>\$169,000</b>	+ 5.7%	\$150,000	<b>\$157,000</b>	+ 4.7%
<b>Days on Market</b>		71	<b>59</b>	- 16.9%	81	<b>69</b>	- 14.8%
<b>Pct. of Orig. Price Received</b>		95.1%	<b>96.6%</b>	+ 1.6%	93.6%	<b>95.0%</b>	+ 1.5%
<b>Pending Sales</b>		3,657	<b>4,051</b>	+ 10.8%	11,759	<b>12,876</b>	+ 9.5%
<b>Inventory</b>		9,852	<b>6,731</b>	- 31.7%	--	--	--
<b>Supply</b>		3.9	<b>2.4</b>	- 38.5%	--	--	--

# 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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>Closed Sales</b>		301	<b>329</b>	+ 9.3%	898	<b>1,011</b>	+ 12.6%
<b>Average Sales Price</b>		\$346,777	<b>\$370,158</b>	+ 6.7%	\$363,984	<b>\$360,922</b>	- 0.8%
<b>Median Sales Price</b>		\$323,450	<b>\$340,000</b>	+ 5.1%	\$330,000	<b>\$335,451</b>	+ 1.7%
<b>Days on Market</b>		148	<b>154</b>	+ 4.1%	151	<b>135</b>	- 10.6%
<b>Pct. of Orig. Price Received</b>		101.2%	<b>101.7%</b>	+ 0.5%	100.8%	<b>101.4%</b>	+ 0.6%
<b>Pending Sales</b>		413	<b>433</b>	+ 4.8%	1,334	<b>1,523</b>	+ 14.2%
<b>Inventory</b>		1,494	<b>1,437</b>	- 3.8%	--	--	--
<b>Supply</b>		6.1	<b>5.2</b>	- 14.8%	--	--	--