

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	Percent Change	YTD 2017	YTD 2018	Percent Change
Closed Sales		2,899	2,684	- 7.4%	6,450	6,608	+ 2.4%
Average Sales Price		\$200,041	\$214,228	+ 7.1%	\$193,021	\$208,106	+ 7.8%
Median Sales Price		\$168,000	\$185,000	+ 10.1%	\$165,000	\$179,900	+ 9.0%
Days on Market		56	49	- 12.5%	61	52	- 14.8%
Pct. of Orig. Price Received		95.8%	97.1%	+ 1.4%	95.0%	96.0%	+ 1.1%
Pending Sales		3,575	3,697	+ 3.4%	8,494	8,618	+ 1.5%
Inventory		5,961	4,501	- 24.5%	--	--	--
Supply		2.0	1.5	- 25.0%	--	--	--

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		348	392	+ 12.6%	808	922	+ 14.1%
Average Sales Price		\$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		101.7%	101.7%	0.0%	101.6%	101.4%	- 0.2%
Pending Sales		458	449	- 2.0%	1,125	1,235	+ 9.8%
Inventory		1,714	1,786	+ 4.2%	--	--	--
Supply		5.5	5.3	- 3.6%	--	--	--