

# Existing Homes Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

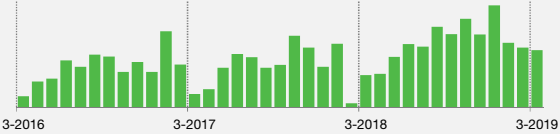
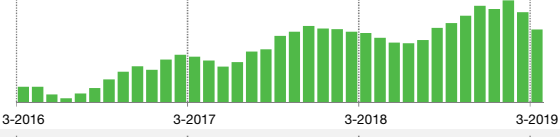


Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		2,808	<b>2,525</b>	- 10.1%	6,812	<b>6,260</b>	- 8.1%
<b>Average Sales Price</b>		\$211,782	<b>\$221,930</b>	+ 4.8%	\$206,193	<b>\$215,545</b>	+ 4.5%
<b>Median Sales Price</b>		\$184,800	<b>\$195,000</b>	+ 5.5%	\$178,000	<b>\$188,000</b>	+ 5.6%
<b>Days on Market</b>		51	<b>52</b>	+ 2.0%	54	<b>52</b>	- 3.7%
<b>Pct. of Orig. Price Received</b>		97.0%	<b>96.1%</b>	- 0.9%	95.9%	<b>95.5%</b>	- 0.4%
<b>Pending Sales</b>		3,614	<b>3,527</b>	- 2.4%	8,583	<b>8,222</b>	- 4.2%
<b>Inventory</b>		5,245	<b>4,885</b>	- 6.9%	--	--	--
<b>Supply</b>		1.7	<b>1.6</b>	- 5.9%	--	--	--

# 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	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>Closed Sales</b>		401	<b>280</b>	- 30.2%	932	<b>729</b>	- 21.8%
<b>Average Sales Price</b>		\$372,036	<b>\$390,366</b>	+ 4.9%	\$372,269	<b>\$392,515</b>	+ 5.4%
<b>Median Sales Price</b>		\$333,850	<b>\$365,780</b>	+ 9.6%	\$335,000	<b>\$361,000</b>	+ 7.8%
<b>Days on Market</b>		135	<b>156</b>	+ 15.6%	119	<b>143</b>	+ 20.2%
<b>Pct. of Orig. Price Received</b>		101.6%	<b>100.3%</b>	- 1.3%	101.4%	<b>100.8%</b>	- 0.6%
<b>Pending Sales</b>		450	<b>401</b>	- 10.9%	1,238	<b>968</b>	- 21.8%
<b>Inventory</b>		1,910	<b>1,934</b>	+ 1.3%	--	--	--
<b>Supply</b>		5.7	<b>6.0</b>	+ 5.3%	--	--	--