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 8-2018 8-2019 YTD 2018 YTD 2019 Percent Change Percent Change **Closed Sales** 3,858 3,724 - 3.5% 25,394 24,560 - 3.3% 8-2016 8-2019 **Average Sales Price** \$225,286 \$239,093 \$233,809 + 6.1% \$221,338 + 5.6% 8-2016 **Median Sales Price** \$213,000 \$190,000 \$190,000 \$205,000 + 12.1%+ 7.9% 8-2016 8-2019 8-2010 **Days on Market** 37 34 39 - 8.1% 41 - 4.9% 8-2016 8-2019 Pct. of Orig. Price Received 96.7% 96.8% +0.1%97.3% 97.0% - 0.3% 8-2016 8-2018 8-2017 8-2010 **Pending Sales** 3,337 3,521 +5.5%26,790 26,650 - 0.5% 8-2016 8-2019 Inventory 7,520 - 13.0% 6.544 8-2016 8-2017 8-2018 8-2019 2.4 Supply 2.2 - 8.3% 8-2016 8-2017 8-2018 8-2019

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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Closed Sales	8-2016 8-2017 8-2018 8-2019	340	349	+ 2.6%	2,885	2,579	- 10.6%
Average Sales Price	8-2016 8-2017 8-2018 8-2019	\$407,546	\$426,114	+ 4.6%	\$384,675	\$406,195	+ 5.6%
Median Sales Price	8-2016 8-2017 8-2018 8-2019	\$368,109	\$365,000	- 0.8%	\$349,076	\$366,560	+ 5.0%
Days on Market	8-2016 8-2017 8-2018 8-2019	119	143	+ 20.2%	126	151	+ 19.8%
Pct. of Orig. Price Received	8-2016 8-2017 8-2018 8-2019	102.1%	100.5%	- 1.6%	101.7%	100.8%	- 0.9%
Pending Sales	8-2016 8-2017 8-2018 8-2019	277	313	+ 13.0%	2,925	2,752	- 5.9%
Inventory	8-2016 8-2017 8-2018 8-2019	1,976	1,820	- 7.9%			
Supply	8-2016 8-2017 8-2018 8-2019	5.7	5.8	+ 1.8%			