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 12-2018 12-2019 YTD 2018 YTD 2019 Percent Change Percent Change **Closed Sales** 2,260 2,632 + 16.5%36,509 36,322 - 0.5% 12-2016 12-2017 12-2018 12-2019 **Average Sales Price** \$218,949 \$233,023 \$232,334 + 6.4% \$220,205 + 5.5% 12-2016 **Median Sales Price** \$203,500 \$185,000 \$203,795 \$190,000 +10.2%+7.1%12-2016 12-2017 12-2018 12-2019 **Days on Market** 47 43 39 - 8.5% 41 - 4.9% 12-2016 12-2017 12-2018 Pct. of Orig. Price Received 94.8% 95.4% 96.8% 96.6% - 0.2% +0.6%12-2016 12-2017 12-2018 12-2019 **Pending Sales** 1,795 1,926 +7.3%36,313 36,854 +1.5%12-2016 Inventory - 21.3% 6,034 4.750 12-2016 12-2018 12-2017 12-2019 2.0 Supply 1.6 - 20.0% 12-2016 12-2017 12-2018 12-2019

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	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Closed Sales		255	290	+ 13.7%	4,048	3,705	- 8.5%
Average Sales Price	12-2016 12-2017 12-2018 12-2019	\$423,098	\$418,583	- 1.1%	\$392,012	\$410,204	+ 4.6%
Median Sales Price		\$390,000	\$388,885	- 0.3%	\$356,663	\$369,900	+ 3.7%
Days on Market	12-2016 12-2017 12-2018 12-2019	108	129	+ 19.4%	123	146	+ 18.7%
Pct. of Orig. Price Received	12-2016 12-2017 12-2018 12-2019	101.1%	100.4%	- 0.7%	101.5%	100.8%	- 0.7%
Pending Sales	12-2016 12-2017 12-2018 12-2019	178	229	+ 28.7%	3,802	3,873	+ 1.9%
Inventory		2,137	1,834	- 14.2%			
Supply	12-2016 12-2017 12-2018 12-2019	6.3	5.9	- 6.3%			