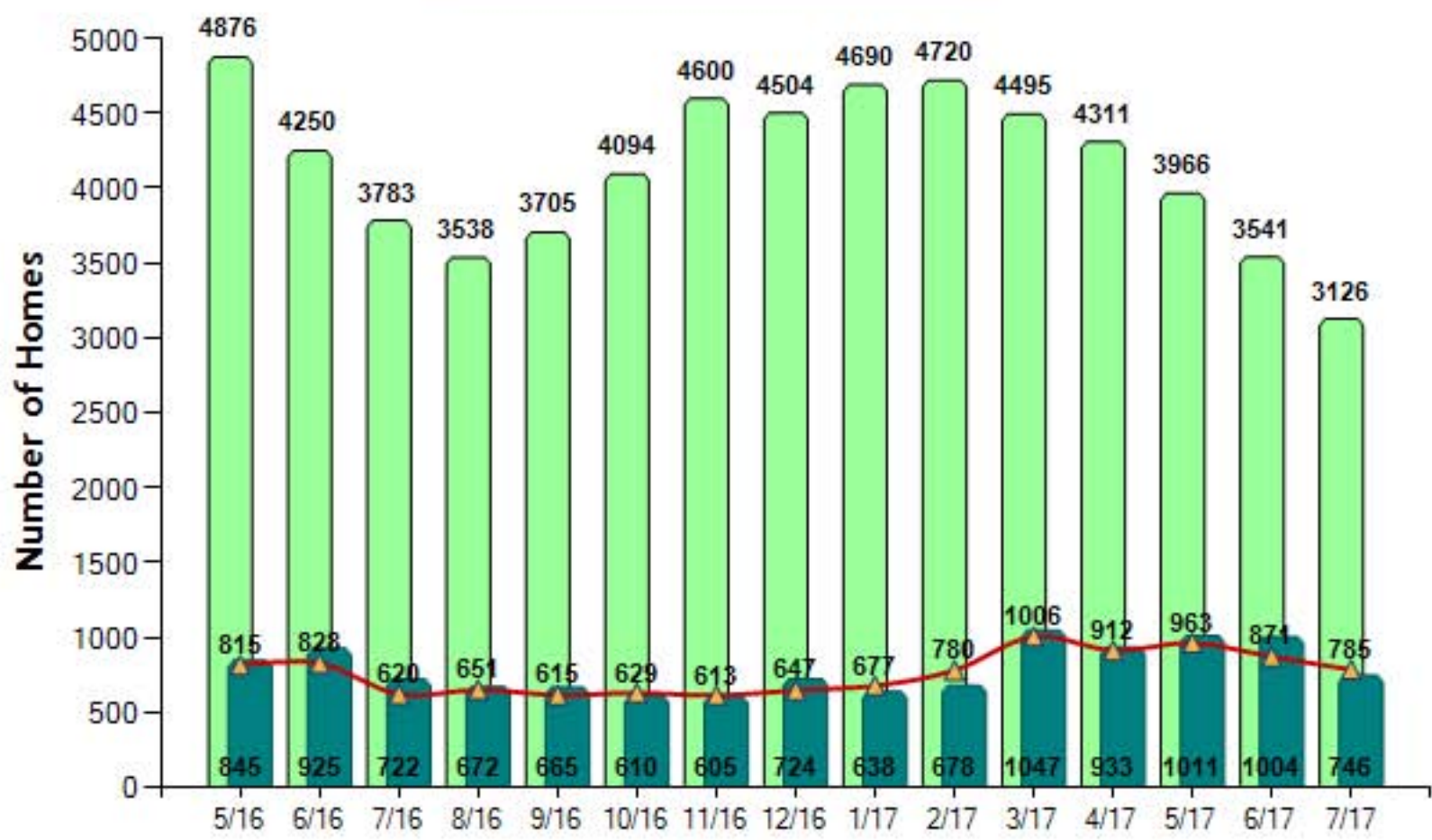


For Sale Sold Pended



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| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|-----------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Jul. 17 | Jun. 17 | % Change | Jul. 17 | Jul. 16 | % Change | May. 17 to Jul. 17 | May. 16 to Jul. 16 | % Change |
| For Sale | 3126 | 3541 | -11.7% ▼ | 3126 | 3783 | -17.4% ▼ | 3126 | 3783 | -17.4% ▼ |
| Sold | 746 | 1004 | -25.7% ▼ | 746 | 722 | 3.3% ▲ | 2761 | 2492 | 10.8% ▲ |
| Pended | 785 | 871 | -9.9% ▼ | 785 | 620 | 26.6% ▲ | 2619 | 2263 | 15.7% ▲ |

| Date | 5/16 | 6/16 | 7/16 | 8/16 | 9/16 | 10/16 | 11/16 | 12/16 | 1/17 | 2/17 | 3/17 | 4/17 | 5/17 | 6/17 | 7/17 |
|---|------|------|------|------|------|-------|-------|-------|------|------|------|------|------|------|------|
| For Sale | 4876 | 4250 | 3783 | 3538 | 3705 | 4094 | 4600 | 4504 | 4690 | 4720 | 4495 | 4311 | 3966 | 3541 | 3126 |
| New Listing | 1185 | 940 | 939 | 952 | 1268 | 1481 | 1478 | 991 | 1579 | 1329 | 1397 | 1199 | 1197 | 934 | 856 |
| Sold | 845 | 925 | 722 | 672 | 665 | 610 | 605 | 724 | 638 | 678 | 1047 | 933 | 1011 | 1004 | 746 |
| Pended | 815 | 828 | 620 | 651 | 615 | 629 | 613 | 647 | 677 | 780 | 1006 | 912 | 963 | 871 | 785 |
| Months of Inventory (Closed Sales) | 5.8 | 4.6 | 5.2 | 5.3 | 5.6 | 6.7 | 7.6 | 6.2 | 7.4 | 7 | 4.3 | 4.6 | 3.9 | 3.5 | 4.2 |
| Months of Inventory (Pended Sales) | 6 | 5.1 | 6.1 | 5.4 | 6 | 6.5 | 7.5 | 7 | 6.9 | 6.1 | 4.5 | 4.7 | 4.1 | 4.1 | 4 |
| Absorption Rate (Closed Sales) % | 17.3 | 21.8 | 19.1 | 19 | 17.9 | 14.9 | 13.2 | 16.1 | 13.6 | 14.4 | 23.3 | 21.6 | 25.5 | 28.4 | 23.9 |
| Absorption Rate (Pended Sales) % | 16.7 | 19.5 | 16.4 | 18.4 | 16.6 | 15.4 | 13.3 | 14.4 | 14.4 | 16.5 | 22.4 | 21.2 | 24.3 | 24.6 | 25.1 |
| Avg. Active Price | 744 | 712 | 677 | 668 | 658 | 684 | 733 | 751 | 766 | 767 | 777 | 782 | 794 | 792 | 773 |
| Avg. Sold Price | 430 | 435 | 437 | 420 | 436 | 395 | 444 | 423 | 423 | 472 | 486 | 491 | 448 | 455 | 444 |
| Avg. Sq. Ft. Price (Sold) | 216 | 218 | 214 | 210 | 216 | 199 | 219 | 215 | 216 | 229 | 233 | 235 | 222 | 225 | 216 |
| Sold/List Diff. % | 96 | 95 | 95 | 95 | 96 | 96 | 92 | 96 | 95 | 96 | 95 | 95 | 95 | 96 | 96 |
| Sold/Orig LP Diff. % | 91 | 91 | 91 | 91 | 93 | 94 | 87 | 94 | 93 | 94 | 93 | 92 | 92 | 93 | 93 |
| Days on Market | 114 | 112 | 116 | 112 | 109 | 108 | 101 | 97 | 101 | 101 | 98 | 102 | 101 | 100 | 104 |
| Median | 321 | 320 | 325 | 320 | 325 | 319 | 320 | 320 | 315 | 328 | 345 | 369 | 335 | 340 | 344 |