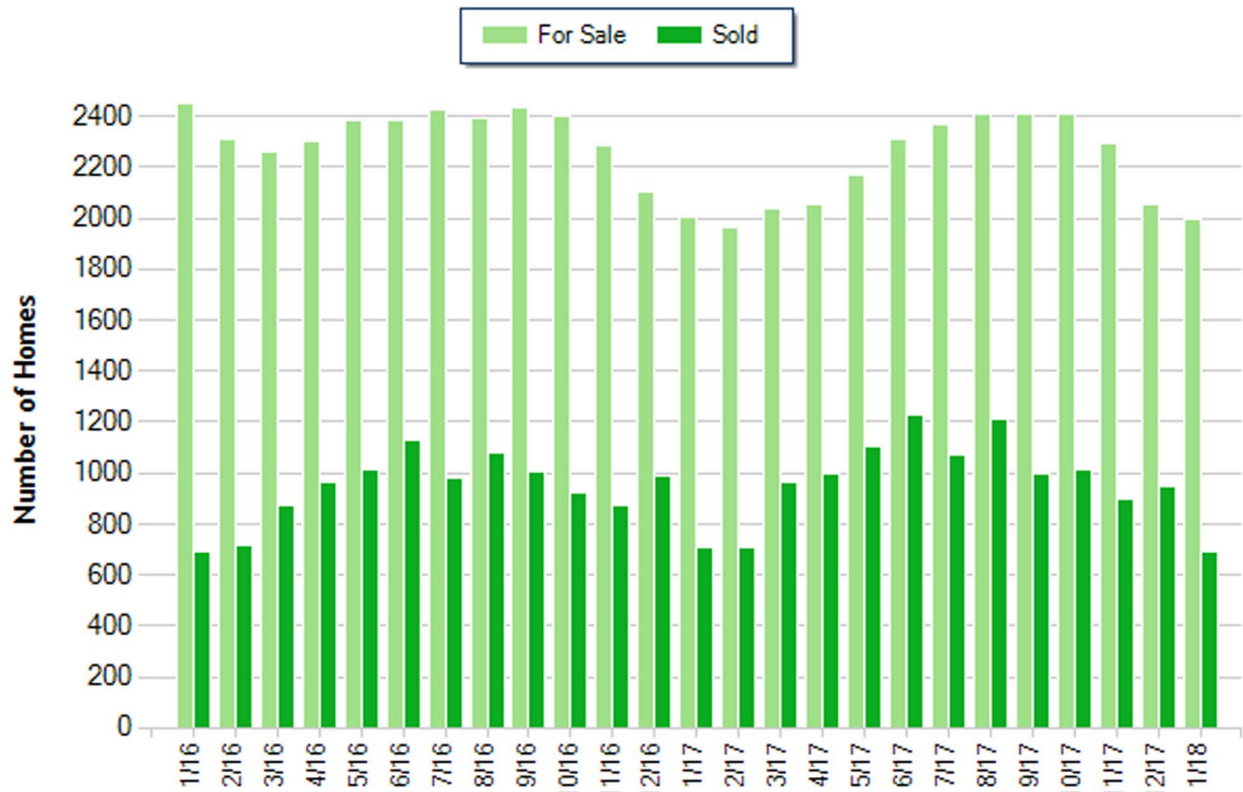




**Number of Homes For Sale vs. Sold (Last Two Years)**

|          | Currt vs. Prev Month |         |          | Currt vs. Same Month 1 Yr Ago |         |          | Currt vs. Same Qtr 1 Yr Ago |                    |          | Currt vs. Same Month 2 Yrs Ago |         |          | Currt vs. Same 12 Months 1 Yr Ago |                    |          |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|          | Jan. 18              | Dec. 17 | % Change | Jan. 18                       | Jan. 17 | % Change | Nov. 17 to Jan. 18          | Nov. 16 to Jan. 17 | % Change | Jan. 18                        | Jan. 16 | % Change | Feb. 17 to Jan. 18                | Feb. 16 to Jan. 17 | % Change |
| For Sale | 2000                 | 2058    | -2.8% ▼  | 2000                          | 2002    | 0.1% ▼   | 2000                        | 2002               | 0.1% ▼   | 2000                           | 2450    | -18.4% ▼ | 2000                              | 2002               | 0.1% ▼   |
| Sold     | 689                  | 945     | -27.1% ▼ | 689                           | 707     | -2.5% ▼  | 2528                        | 2567               | -1.5% ▼  | 689                            | 688     | 0.1% ▲   | 11829                             | 11259              | 5.1% ▲   |

| Date                               | 1/16 | 2/16 | 3/16 | 4/16 | 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 | 8/17 | 9/17 | 10/17 | 11/17 | 12/17 | 1/18 |
|------------------------------------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|
| For Sale                           | 2450 | 2312 | 2261 | 2305 | 2388 | 2386 | 2425 | 2396 | 2433 | 2398  | 2285  | 2104  | 2002 | 1962 | 2040 | 2058 | 2173 | 2313 | 2367 | 2408 | 2411 | 2409  | 2294  | 2058  | 2000 |
| New Listing                        | 1116 | 1085 | 1334 | 1342 | 1334 | 1297 | 1349 | 1274 | 1262 | 1104  | 980   | 747   | 1060 | 1136 | 1436 | 1328 | 1518 | 1513 | 1374 | 1458 | 1301 | 1270  | 1034  | 721   | 1208 |
| Sold                               | 688  | 719  | 876  | 968  | 1014 | 1131 | 983  | 1077 | 1003 | 921   | 870   | 990   | 707  | 710  | 967  | 1000 | 1106 | 1229 | 1070 | 1211 | 995  | 1013  | 894   | 945   | 689  |
| Pended                             | 821  | 944  | 1102 | 1082 | 1059 | 1086 | 1035 | 1043 | 985  | 887   | 852   | 724   | 829  | 972  | 1099 | 1096 | 1187 | 1188 | 1097 | 1095 | 1018 | 971   | 881   | 715   | 972  |
| Months of Inventory (Closed Sales) | 3.6  | 3.2  | 2.6  | 2.4  | 2.4  | 2.1  | 2.5  | 2.2  | 2.4  | 2.6   | 2.6   | 2.1   | 2.8  | 2.8  | 2.1  | 2.1  | 2    | 1.9  | 2.2  | 2    | 2.4  | 2.4   | 2.6   | 2.2   | 2.9  |
| Months of Inventory (Pended Sales) | 3    | 2.4  | 2.1  | 2.1  | 2.3  | 2.2  | 2.3  | 2.3  | 2.5  | 2.7   | 2.7   | 2.9   | 2.4  | 2    | 1.9  | 1.9  | 1.8  | 1.9  | 2.2  | 2.2  | 2.4  | 2.5   | 2.6   | 2.9   | 2.1  |
| Absorption Rate (Closed Sales) %   | 28.1 | 31.1 | 38.7 | 42   | 42.5 | 47.4 | 40.5 | 44.9 | 41.2 | 38.4  | 38.1  | 47.1  | 35.3 | 36.2 | 47.4 | 48.6 | 50.9 | 53.1 | 45.2 | 50.3 | 41.3 | 42.1  | 39    | 45.9  | 34.5 |
| Absorption Rate (Pended Sales) %   | 33.5 | 40.8 | 48.7 | 46.9 | 44.3 | 45.5 | 42.7 | 43.5 | 40.5 | 37    | 37.3  | 34.4  | 41.4 | 49.5 | 53.9 | 53.3 | 54.6 | 51.4 | 46.3 | 45.5 | 42.2 | 40.3  | 38.4  | 34.7  | 48.6 |
| Avg. Active Price                  | 326  | 336  | 336  | 344  | 347  | 356  | 354  | 352  | 348  | 344   | 345   | 356   | 354  | 360  | 365  | 388  | 394  | 395  | 397  | 391  | 382  | 383   | 382   | 391   | 387  |
| Avg. Sold Price                    | 233  | 228  | 245  | 249  | 248  | 255  | 253  | 251  | 248  | 252   | 252   | 256   | 248  | 242  | 260  | 254  | 271  | 272  | 274  | 276  | 281  | 277   | 275   | 275   | 277  |
| Avg. Sq. Ft. Price (Sold)          | 132  | 130  | 134  | 137  | 138  | 139  | 139  | 139  | 137  | 139   | 139   | 142   | 140  | 144  | 144  | 142  | 151  | 148  | 152  | 150  | 154  | 156   | 153   | 154   | 152  |
| Sold/List Diff. %                  | 98   | 98   | 98   | 98   | 98   | 98   | 98   | 98   | 99   | 98    | 98    | 98    | 98   | 98   | 98   | 99   | 98   | 99   | 98   | 98   | 98   | 99    | 99    | 98    | 98   |
| Sold/Orig LP Diff. %               | 95   | 96   | 96   | 96   | 97   | 97   | 96   | 97   | 97   | 96    | 96    | 96    | 96   | 96   | 97   | 98   | 97   | 98   | 97   | 97   | 96   | 97    | 97    | 95    | 96   |
| Days on Market                     | 54   | 53   | 55   | 50   | 46   | 45   | 44   | 42   | 41   | 43    | 42    | 47    | 48   | 46   | 46   | 38   | 36   | 35   | 33   | 38   | 35   | 37    | 35    | 38    | 42   |
| Avg CDOM                           | 66   | 69   | 66   | 61   | 57   | 55   | 52   | 51   | 52   | 54    | 52    | 56    | 59   | 59   | 55   | 49   | 43   | 41   | 39   | 45   | 40   | 43    | 41    | 44    | 49   |
| Median                             | 210  | 205  | 229  | 225  | 230  | 235  | 230  | 235  | 235  | 230   | 233   | 235   | 227  | 225  | 240  | 235  | 245  | 254  | 250  | 251  | 255  | 248   | 251   | 250   | 245  |