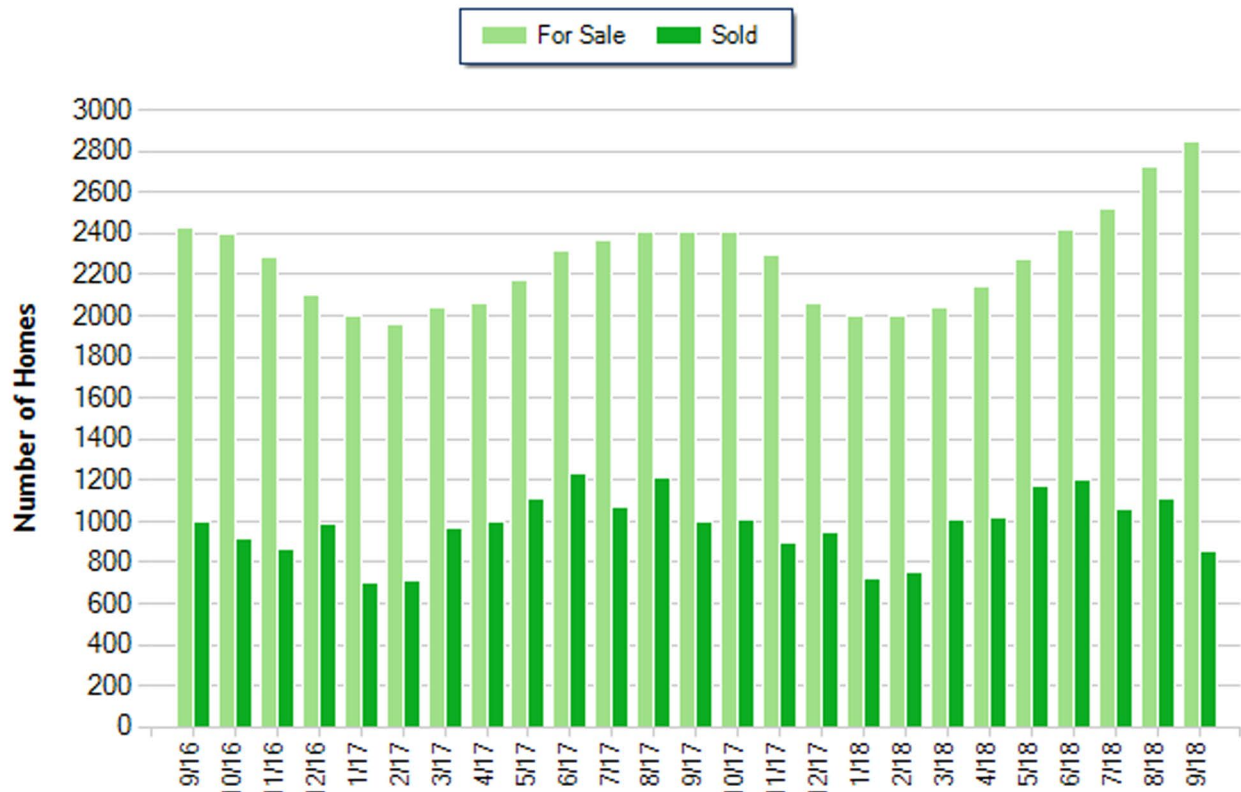




Number of Homes For Sale vs. Sold (Last Two Years)

	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		
	Sep. 18	Aug. 18	% Change	Sep. 18	Sep. 17	% Change	Jul. 18 to Sep. 18	Jul. 17 to Sep. 17	% Change	Sep. 18	Sep. 16	% Change	Oct. 17 to Sep. 18	Oct. 16 to Sep. 17	% Change
For Sale	2846	2724	4.5% ▲	2846	2411	18% ▲	2846	2411	18% ▲	2846	2433	17% ▲	2846	2411	18% ▲
Sold	852	1109	-23.2% ▼	852	995	-14.4% ▼	3021	3276	-7.8% ▼	852	1003	-15.1% ▼	11767	11776	0.1% ▼

Date	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	2/18	3/18	4/18	5/18	6/18	7/18	8/18	9/18
For Sale	2433	2398	2285	2104	2002	1962	2040	2058	2173	2313	2367	2408	2411	2409	2294	2058	2000	1997	2039	2146	2278	2423	2523	2724	2846
New Listing	1262	1104	980	747	1060	1136	1436	1328	1518	1513	1374	1458	1301	1270	1034	727	1260	1210	1396	1478	1580	1465	1543	1532	1270
Sold	1003	921	870	990	707	710	967	1000	1106	1229	1070	1211	995	1013	894	951	724	757	1010	1021	1172	1204	1060	1109	852
Pended	985	887	852	724	829	972	1099	1096	1187	1188	1097	1095	1018	971	881	701	870	992	1105	1143	1209	1041	1098	1119	984
Months of Inventory (Closed Sales)	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	2.8	2.6	2	2.1	1.9	2	2.4	2.5	3.3
Months of Inventory (Pended Sales)	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	2.3	2	1.8	1.9	1.9	2.3	2.3	2.4	2.9
Absorption Rate (Closed Sales) %	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	46.2	36.2	37.9	49.5	47.6	51.4	49.7	42	40.7	29.9
Absorption Rate (Pended Sales) %	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	34.1	43.5	49.7	54.2	53.3	53.1	43	43.5	41.1	34.6
Avg. Active Price	348	344	345	356	354	360	365	388	394	395	397	391	382	383	382	391	387	390	401	401	407	411	407	398	389
Avg. Sold Price	248	252	252	256	248	242	260	254	271	272	274	276	281	277	275	275	275	282	287	279	292	292	298	288	290
Avg. Sq. Ft. Price (Sold)	137	139	139	142	140	140	144	142	151	148	152	150	154	156	153	154	152	157	159	159	161	161	166	162	163
Sold/List Diff. %	99	98	98	98	98	98	98	98	98	98	98	98	98	99	98	98	98	98	98	98	99	99	99	99	98
Sold/Orig LP Diff. %	97	96	96	96	96	96	97	98	97	98	97	97	96	97	97	95	96	97	97	97	98	97	97	97	96
Avg Days on Market	41	43	42	47	48	46	46	38	36	35	33	38	35	37	35	38	43	40	38	31	31	33	31	31	37
Avg CDOM	52	54	52	56	59	59	55	49	43	41	39	45	40	43	41	44	50	50	46	39	40	40	37	37	44
Median Sold Price	235	230	233	235	227	225	240	235	245	254	250	251	255	248	251	250	242	255	255	255	265	268	265	270	260