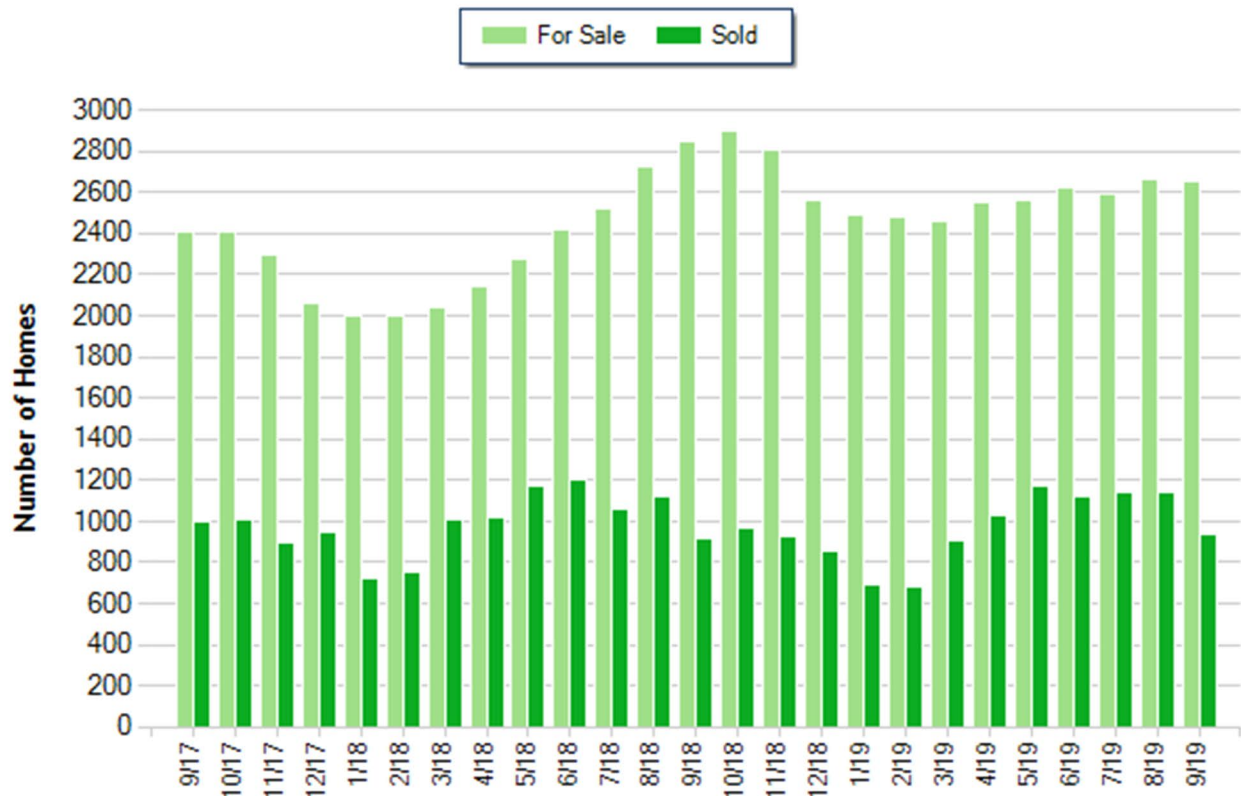




**Number of Homes For Sale vs. Sold (Last Two Years)**

|          | Curnt vs. Prev Month |         |          | Curnt vs. Same Month 1 Yr Ago |         |          | Curnt vs. Same Qtr 1 Yr Ago |                    |          | Curnt vs. Same Month 2 Yrs Ago |         |          | Curnt vs. Same 12 Months 1 Yr Ago |                    |          |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|          | Sep. 19              | Aug. 19 | % Change | Sep. 19                       | Sep. 18 | % Change | Jul. 19 to Sep. 19          | Jul. 18 to Sep. 18 | % Change | Sep. 19                        | Sep. 17 | % Change | Oct. 18 to Sep. 19                | Oct. 17 to Sep. 18 | % Change |
| For Sale | 2652                 | 2662    | 0.4% ▼   | 2652                          | 2846    | -6.8% ▼  | 2652                        | 2846               | -6.8% ▼  | 2652                           | 2411    | 10% ▲    | 2652                              | 2846               | -6.8% ▼  |
| Sold     | 933                  | 1145    | -18.5% ▼ | 933                           | 915     | 2% ▲     | 3217                        | 3097               | 3.9% ▲   | 933                            | 995     | -6.2% ▼  | 11568                             | 11843              | -2.3% ▼  |

| Date                               | 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 | 10/18 | 11/18 | 12/18 | 1/19 | 2/19 | 3/19 | 4/19 | 5/19 | 6/19 | 7/19 | 8/19 | 9/19 |
|------------------------------------|------|-------|-------|-------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|------|------|------|------|------|------|------|
| For Sale                           | 2411 | 2409  | 2294  | 2058  | 2000 | 1997 | 2039 | 2146 | 2278 | 2423 | 2523 | 2724 | 2846 | 2897  | 2805  | 2563  | 2491 | 2481 | 2457 | 2553 | 2564 | 2626 | 2592 | 2662 | 2652 |
| New Listing                        | 1301 | 1270  | 1034  | 727   | 1260 | 1210 | 1396 | 1478 | 1580 | 1465 | 1543 | 1535 | 1320 | 1445  | 1043  | 741   | 1284 | 1136 | 1416 | 1524 | 1550 | 1381 | 1452 | 1487 | 1285 |
| Sold                               | 995  | 1013  | 894   | 951   | 724  | 757  | 1010 | 1021 | 1172 | 1204 | 1060 | 1122 | 915  | 972   | 927   | 853   | 696  | 684  | 905  | 1027 | 1170 | 1117 | 1139 | 1145 | 933  |
| Pended                             | 1018 | 971   | 881   | 701   | 870  | 992  | 1105 | 1143 | 1209 | 1041 | 1098 | 1089 | 898  | 1040  | 758   | 672   | 834  | 900  | 1105 | 1184 | 1207 | 1106 | 1152 | 1154 | 1113 |
| Months of Inventory (Closed Sales) | 2.4  | 2.4   | 2.6   | 2.2   | 2.8  | 2.6  | 2    | 2.1  | 1.9  | 2    | 2.4  | 2.4  | 3.1  | 3     | 3     | 3     | 3.6  | 3.6  | 2.7  | 2.5  | 2.2  | 2.4  | 2.3  | 2.3  | 2.8  |
| Months of Inventory (Pended Sales) | 2.4  | 2.5   | 2.6   | 2.9   | 2.3  | 2    | 1.8  | 1.9  | 1.9  | 2.3  | 2.3  | 2.5  | 3.2  | 2.8   | 3.7   | 3.8   | 3    | 2.8  | 2.2  | 2.2  | 2.1  | 2.4  | 2.3  | 2.3  | 2.4  |
| Absorption Rate (Closed Sales) %   | 41.3 | 42.1  | 39    | 46.2  | 36.2 | 37.9 | 49.5 | 47.6 | 51.4 | 49.7 | 42   | 41.2 | 32.2 | 33.6  | 33    | 33.3  | 27.9 | 27.6 | 36.8 | 40.2 | 45.6 | 42.5 | 43.9 | 43   | 35.2 |
| Absorption Rate (Pended Sales) %   | 42.2 | 40.3  | 38.4  | 34.1  | 43.5 | 49.7 | 54.2 | 53.3 | 53.1 | 43   | 43.5 | 40   | 31.6 | 35.9  | 27    | 26.2  | 33.5 | 36.3 | 45   | 46.4 | 47.1 | 42.1 | 44.4 | 43.4 | 42   |
| Avg. Active Price                  | 382  | 383   | 382   | 391   | 387  | 390  | 401  | 401  | 407  | 411  | 407  | 398  | 389  | 387   | 386   | 377   | 376  | 386  | 394  | 402  | 418  | 417  | 424  | 408  | 409  |
| Avg. Sold Price                    | 281  | 277   | 275   | 275   | 275  | 282  | 287  | 279  | 292  | 292  | 298  | 288  | 290  | 283   | 280   | 283   | 284  | 284  | 300  | 300  | 290  | 317  | 305  | 304  | 306  |
| Avg. Sq. Ft. Price (Sold)          | 154  | 156   | 153   | 154   | 152  | 157  | 159  | 159  | 161  | 161  | 166  | 162  | 162  | 162   | 159   | 161   | 158  | 161  | 165  | 166  | 164  | 172  | 168  | 169  | 168  |
| Sold/List Diff. %                  | 98   | 99    | 99    | 98    | 98   | 98   | 99   | 98   | 99   | 99   | 99   | 99   | 98   | 98    | 98    | 98    | 98   | 98   | 98   | 98   | 99   | 98   | 99   | 98   | 99   |
| Sold/Orig LP Diff. %               | 96   | 97    | 97    | 95    | 96   | 97   | 97   | 97   | 98   | 97   | 97   | 97   | 96   | 96    | 96    | 96    | 95   | 96   | 96   | 97   | 97   | 97   | 97   | 96   | 97   |
| Avg Days on Market                 | 35   | 37    | 35    | 38    | 43   | 40   | 38   | 31   | 31   | 33   | 31   | 31   | 37   | 36    | 37    | 43    | 48   | 50   | 49   | 41   | 40   | 39   | 36   | 40   | 39   |
| Avg CDOM                           | 40   | 43    | 41    | 44    | 50   | 50   | 46   | 39   | 40   | 40   | 37   | 38   | 45   | 42    | 43    | 50    | 59   | 62   | 60   | 54   | 51   | 48   | 44   | 48   | 48   |
| Median Sold Price                  | 255  | 248   | 251   | 250   | 242  | 255  | 255  | 255  | 265  | 268  | 265  | 270  | 260  | 260   | 262   | 263   | 260  | 260  | 273  | 266  | 275  | 275  | 278  | 275  | 280  |