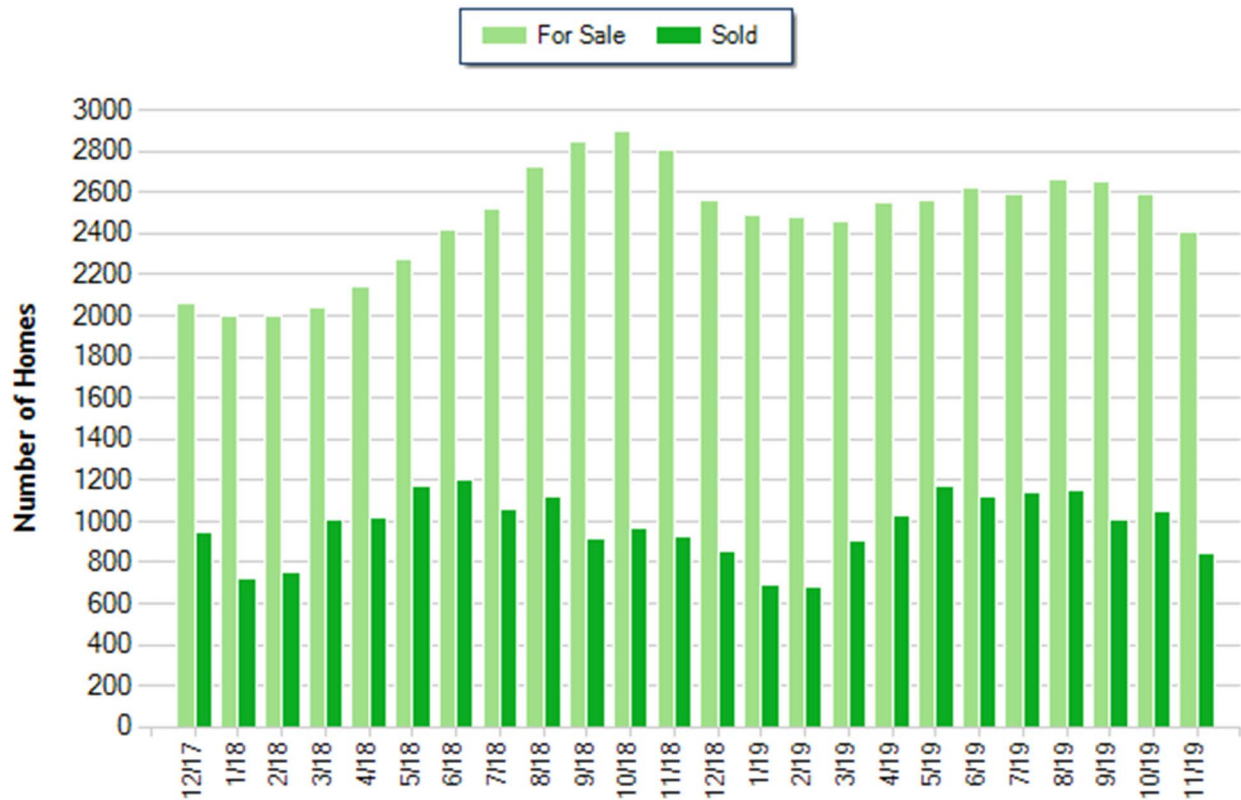




Number of Homes For Sale vs. Sold (Last Two Years)

	Currnt vs. Prev Month			Currnt vs. Same Month 1 Yr Ago			Currnt vs. Same Qtr 1 Yr Ago			Currnt vs. Same Month 2 Yrs Ago			Currnt vs. Same 12 Months 1 Yr Ago		
	Nov. 19	Oct. 19	% Change	Nov. 19	Nov. 18	% Change	Sep. 19 to Nov. 19	Sep. 18 to Nov. 18	% Change	Nov. 19	Nov. 17	% Change	Dec. 18 to Nov. 19	Dec. 17 to Nov. 18	% Change
For Sale	2410	2591	-7% ▼	2410	2805	-14.1% ▼	2410	2805	-14.1% ▼	2410	2294	5.1% ▲	2410	2805	-14.1% ▼
Sold	841	1050	-19.9% ▼	841	927	-9.3% ▼	2895	2814	2.9% ▲	841	894	-5.9% ▼	11642	11835	-1.6% ▼

Date	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	10/19	11/19
For Sale	2294	2058	2000	1997	2039	2146	2278	2423	2523	2724	2846	2897	2805	2563	2491	2481	2457	2553	2564	2626	2592	2662	2652	2591	2410
New Listing	1034	727	1260	1210	1396	1478	1580	1465	1543	1535	1320	1445	1043	741	1284	1136	1416	1524	1550	1381	1452	1496	1304	1299	997
Sold	894	951	724	757	1010	1021	1172	1204	1060	1122	915	972	927	853	696	684	905	1027	1170	1117	1139	1156	1004	1050	841
Pended	881	701	870	992	1105	1143	1209	1041	1098	1089	898	1040	758	672	834	900	1105	1184	1207	1106	1152	1129	995	1045	1012
Months of Inventory (Closed Sales)	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	2.6	2.5	2.9
Months of Inventory (Pended Sales)	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	2.4	2.7	2.5	2.4
Absorption Rate (Closed Sales) %	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	43.4	37.9	40.5	34.9
Absorption Rate (Pended Sales) %	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	42.4	37.5	40.3	42
Avg. Active Price	382	391	387	390	401	401	407	411	407	398	389	387	386	377	376	386	394	402	418	417	424	408	409	402	403
Avg. Sold Price	275	275	275	282	287	279	292	292	298	288	290	283	280	283	284	284	300	300	290	317	305	306	303	304	308
Avg. Sq. Ft. Price (Sold)	153	154	152	157	159	159	161	161	166	162	162	162	159	161	158	161	165	166	164	172	168	170	167	168	168
Sold/List Diff. %	99	98	98	98	99	98	99	99	99	99	98	98	98	98	98	98	98	98	98	99	98	98	98	98	98
Sold/Orig LP Diff. %	97	95	96	97	97	97	98	97	97	97	96	96	96	96	95	96	96	97	97	97	97	96	97	96	96
Avg Days on Market	35	38	43	40	38	31	31	33	31	31	37	36	37	43	48	50	49	41	40	39	36	40	39	38	41
Avg CDOM	41	44	50	50	46	39	40	40	37	38	45	42	43	50	59	62	60	54	51	48	44	48	48	46	50
Median Sold Price	251	250	242	255	255	255	265	268	265	270	260	260	262	263	260	260	273	266	275	275	278	275	278	278	287