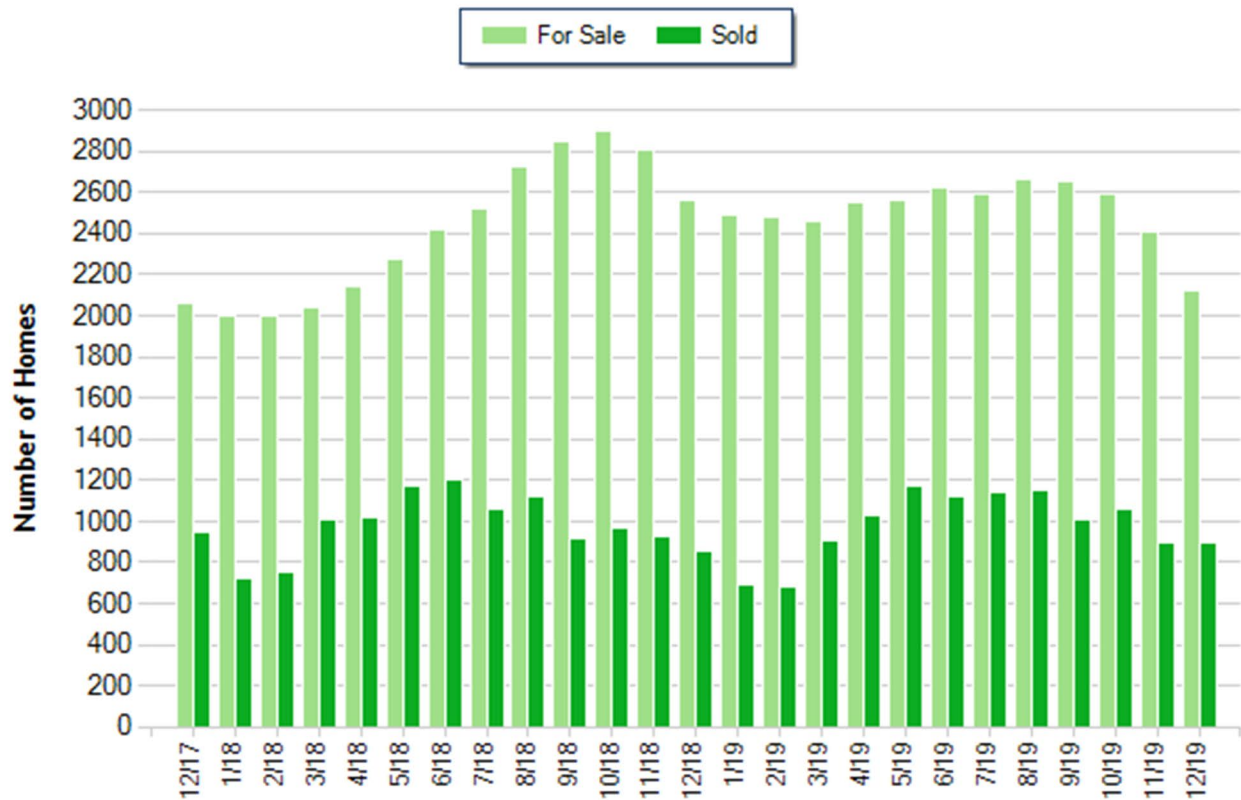




Number of Homes For Sale vs. Sold (Last Two Years)

	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		
	Dec. 19	Nov. 19	% Change	Dec. 19	Dec. 18	% Change	Oct. 19 to Dec. 19	Oct. 18 to Dec. 18	% Change	Dec. 19	Dec. 17	% Change	Jan. 19 to Dec. 19	Jan. 18 to Dec. 18	% Change
For Sale	2120	2410	-12% ▼	2120	2563	-17.3% ▼	2120	2563	-17.3% ▼	2120	2058	3% ▲	2120	2563	-17.3% ▼
Sold	896	898	0.2% ▼	896	853	5% ▲	2855	2752	3.7% ▲	896	951	-5.8% ▼	11753	11737	0.1% ▲

Date	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	12/19
For Sale	2058	2000	1997	2039	2146	2278	2423	2523	2724	2846	2897	2805	2563	2491	2481	2457	2553	2564	2626	2592	2662	2652	2591	2410	2120
New Listing	727	1260	1210	1396	1478	1580	1465	1543	1535	1320	1445	1043	741	1284	1136	1416	1524	1550	1381	1452	1496	1304	1300	1027	724
Sold	951	724	757	1010	1021	1172	1204	1060	1122	915	972	927	853	696	684	905	1027	1170	1117	1139	1156	1004	1061	898	896
Pended	701	870	992	1105	1143	1209	1041	1098	1089	898	1040	758	672	834	900	1105	1184	1207	1106	1152	1129	995	1021	935	831
Months of Inventory (Closed Sales)	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	2.4	2.7	2.4
Months of Inventory (Pended Sales)	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	2.6	2.6
Absorption Rate (Closed Sales) %	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	40.9	37.3	42.3
Absorption Rate (Pended Sales) %	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	39.4	38.8	39.2
Avg. Active Price	391	387	390	401	401	407	411	407	398	389	387	386	377	376	386	394	402	418	417	424	408	409	402	403	406
Avg. Sold Price	275	275	282	287	279	292	292	298	288	290	283	280	283	284	284	300	300	290	317	305	306	303	304	308	306
Avg. Sq. Ft. Price (Sold)	154	152	157	159	159	161	161	166	162	162	162	159	161	158	161	165	166	164	172	168	170	167	168	167	170
Sold/List Diff. %	98	98	98	99	98	99	99	99	99	98	98	98	98	98	98	98	98	99	98	99	98	98	98	98	98
Sold/Orig LP Diff. %	95	96	97	97	97	98	97	97	97	96	96	96	96	95	96	96	97	97	97	97	96	97	96	96	96
Avg Days on Market	38	43	40	38	31	31	33	31	31	37	36	37	43	48	50	49	41	40	39	36	40	39	38	41	41
Avg CDOM	44	50	50	46	39	40	40	37	38	45	42	43	50	59	62	60	54	51	48	44	48	48	46	50	48
Median Sold Price	250	242	255	255	255	265	268	265	270	260	260	262	263	260	260	273	266	275	275	278	275	278	278	289	275