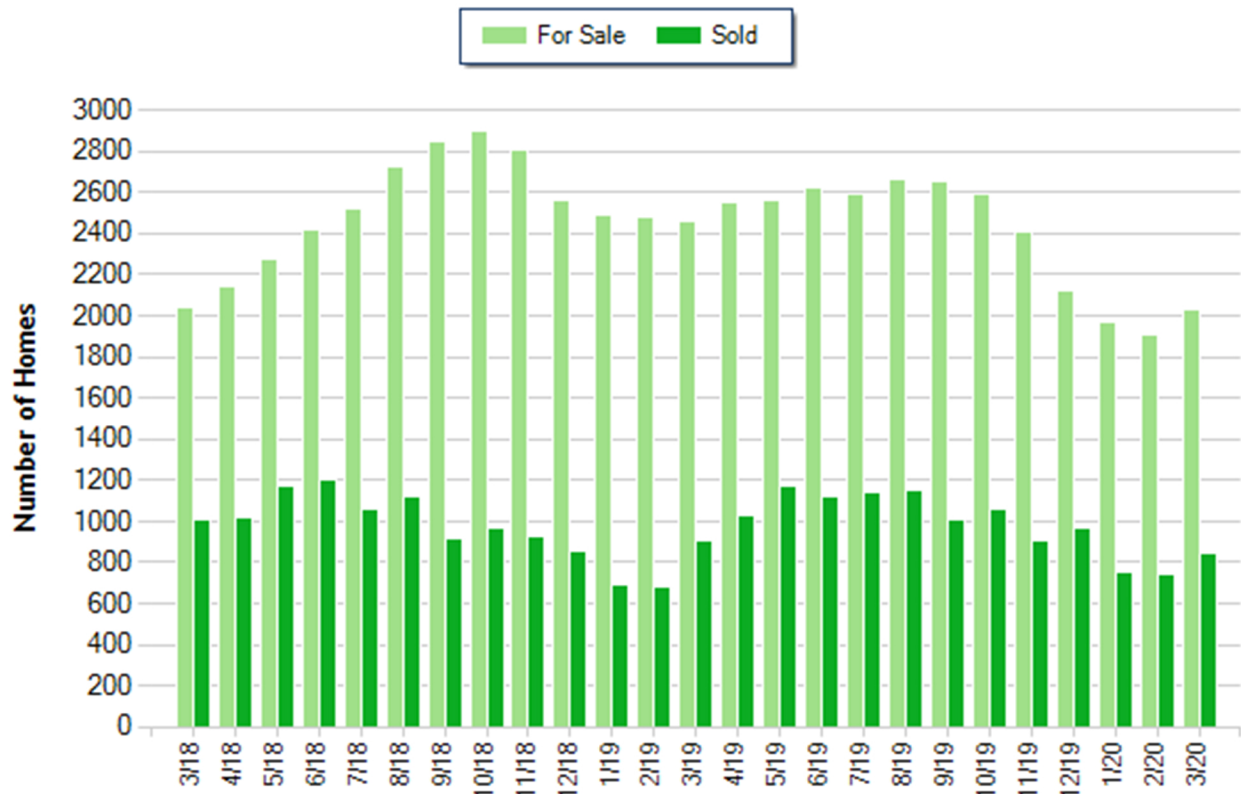




Number of Homes For Sale vs. Sold (Last Two Years)

	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		
	Mar. 20	Feb. 20	% Change	Mar. 20	Mar. 19	% Change	Jan. 20 to Mar. 20	Jan. 19 to Mar. 19	% Change	Mar. 20	Mar. 18	% Change	Apr. 19 to Mar. 20	Apr. 18 to Mar. 19	% Change
For Sale	2029	1910	6.2% ▲	2029	2457	-17.4% ▼	2029	2457	-17.4% ▼	2029	2039	0.5% ▼	2029	2457	-17.4% ▼
Sold	843	747	12.9% ▲	843	905	-6.9% ▼	2339	2285	2.4% ▲	843	1010	-16.5% ▼	11892	11531	3.1% ▲

Date	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	1/20	2/20	3/20
For Sale	2039	2146	2278	2423	2523	2724	2846	2897	2805	2563	2491	2481	2457	2553	2564	2626	2592	2662	2652	2591	2410	2120	1971	1910	2029
New Listing	1396	1478	1580	1465	1543	1535	1320	1445	1043	741	1284	1136	1416	1524	1550	1381	1452	1496	1304	1300	1029	736	1160	1118	1253
Sold	1010	1021	1172	1204	1060	1122	915	972	927	853	696	684	905	1027	1170	1117	1139	1156	1004	1061	906	973	749	747	843
Pended	1105	1143	1209	1041	1098	1089	898	1040	758	672	834	900	1105	1184	1207	1106	1152	1129	995	1021	921	745	895	956	980
Months of Inventory (Closed Sales)	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	2.2	2.6	2.6	2.4
Months of Inventory (Pended Sales)	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	2.8	2.2	2	2.1
Absorption Rate (Closed Sales) %	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	37.6	45.9	38	39.1	41.5
Absorption Rate (Pended Sales) %	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	38.2	35.1	45.4	50.1	48.3
Avg. Active Price	401	401	407	411	407	398	389	387	386	377	376	386	394	402	418	417	424	408	409	402	403	406	400	417	419
Avg. Sold Price	287	279	292	292	298	288	290	283	280	283	284	284	300	300	290	317	305	306	303	304	308	305	309	304	301
Avg. Sq. Ft. Price (Sold)	159	159	161	161	166	162	162	162	159	161	158	161	165	166	164	172	168	170	167	168	167	170	169	168	172
Sold/List Diff. %	99	98	99	99	99	99	98	98	98	98	98	98	98	98	98	98	99	98	98	98	98	98	98	98	98
Sold/Orig LP Diff. %	97	97	98	97	97	97	96	96	96	96	95	96	96	97	97	97	97	96	97	96	96	96	96	96	96
Avg Days on Market	38	31	31	33	31	31	37	36	37	43	48	50	49	41	40	39	36	40	39	38	41	40	47	48	39
Avg CDOM	46	39	40	40	37	38	45	42	43	50	59	62	60	54	51	48	44	48	48	46	50	49	53	60	49
Median Sold Price	255	255	265	268	265	270	260	260	262	263	260	260	273	266	275	275	278	275	278	278	288	275	280	275	278