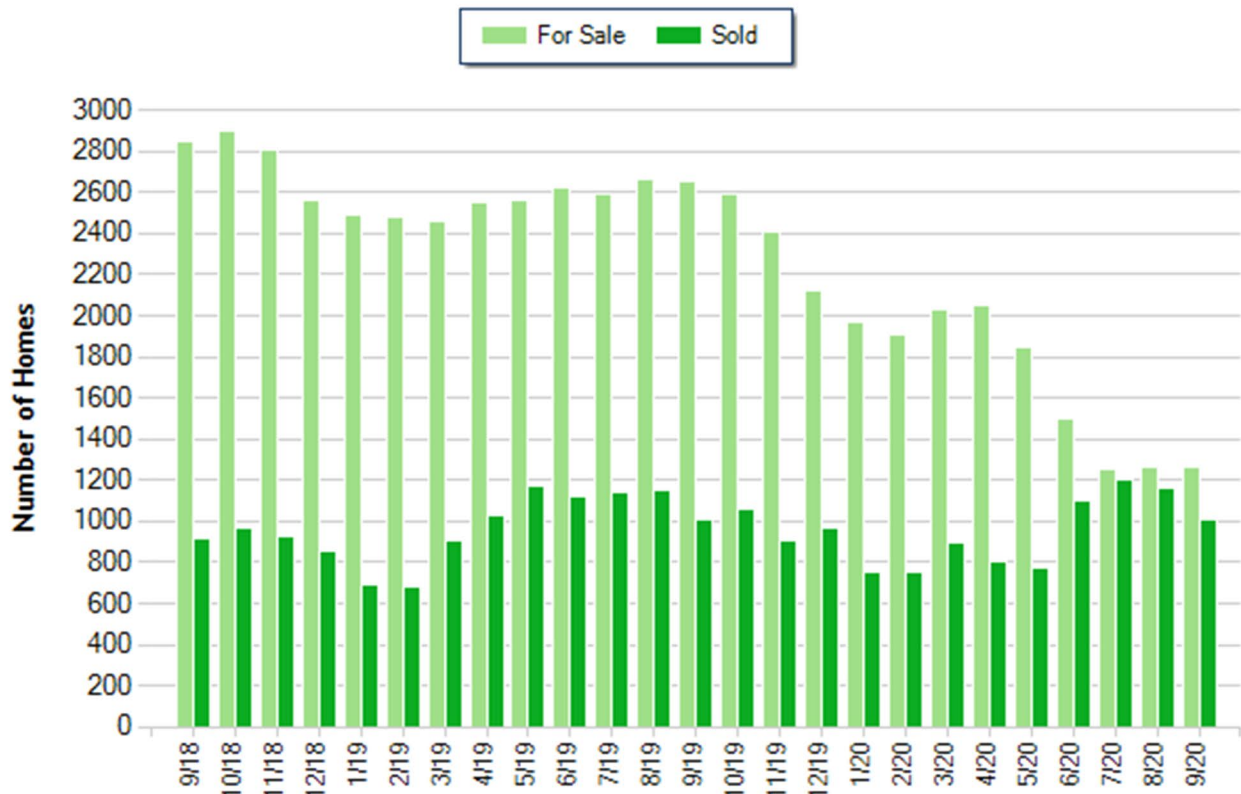




Number of Homes For Sale vs. Sold (Last Two Years)

	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. 20	Aug. 20	% Change	Sep. 20	Sep. 19	% Change	Jul. 20 to Sep. 20	Jul. 19 to Sep. 19	% Change	Sep. 20	Sep. 18	% Change	Oct. 19 to Sep. 20	Oct. 18 to Sep. 19	% Change
For Sale	1260	1268	0.6% ▼	1260	2652	-52.5% ▼	1260	2652	-52.5% ▼	1260	2846	-55.7% ▼	1260	2652	-52.5% ▼
Sold	1005	1164	-13.7% ▼	1005	1004	0.1% ▲	3374	3299	2.3% ▲	1005	915	9.8% ▲	11386	11650	-2.3% ▼

Date	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	4/20	5/20	6/20	7/20	8/20	9/20
For Sale	2846	2897	2805	2563	2491	2481	2457	2553	2564	2626	2592	2662	2652	2591	2410	2120	1971	1910	2029	2053	1845	1497	1253	1268	1260
New Listing	1320	1445	1043	741	1284	1136	1416	1524	1550	1381	1452	1496	1304	1300	1029	736	1160	1118	1274	990	1167	1174	1332	1276	1267
Sold	915	972	927	853	696	684	905	1027	1170	1117	1139	1156	1004	1061	906	973	749	754	893	804	774	1098	1205	1164	1005
Pended	898	1040	758	672	834	900	1105	1184	1207	1106	1152	1129	995	1021	921	745	895	925	851	831	1138	1243	1324	1195	1220
Months of Inventory (Closed Sales)	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	2.5	2.3	2.6	2.4	1.4	1	1.1	1.3
Months of Inventory (Pended Sales)	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	2.1	2.4	2.5	1.6	1.2	0.9	1.1	1
Absorption Rate (Closed Sales) %	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	39.5	44	39.2	42	73.3	96.2	91.8	79.8
Absorption Rate (Pended Sales) %	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	48.4	41.9	40.5	61.7	83	105.7	94.2	96.8
Avg. Active Price	389	387	386	377	376	386	394	402	418	417	424	408	409	402	403	406	400	417	419	426	434	455	472	474	489
Avg. Sold Price	290	283	280	283	284	284	300	300	290	317	305	306	303	304	308	305	309	304	300	313	308	352	337	347	347
Avg. Sq. Ft. Price (Sold)	162	162	159	161	158	161	165	166	164	172	168	170	167	168	167	170	169	168	172	175	174	190	180	185	185
Sold/List Diff. %	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98	98
Sold/Orig LP Diff. %	96	96	96	96	95	96	96	97	97	97	97	96	97	96	96	96	96	96	97	97	97	97	98	98	99
Avg Days on Market	37	36	37	43	48	50	49	41	40	39	36	40	39	38	41	40	47	48	39	36	37	39	38	35	26
Avg CDOM	45	42	43	50	59	62	60	54	51	48	44	48	48	46	50	49	53	59	49	40	42	48	45	42	32
Median Sold Price	260	260	262	263	260	260	273	266	275	275	278	275	278	278	288	275	280	275	278	282	285	305	309	312	318