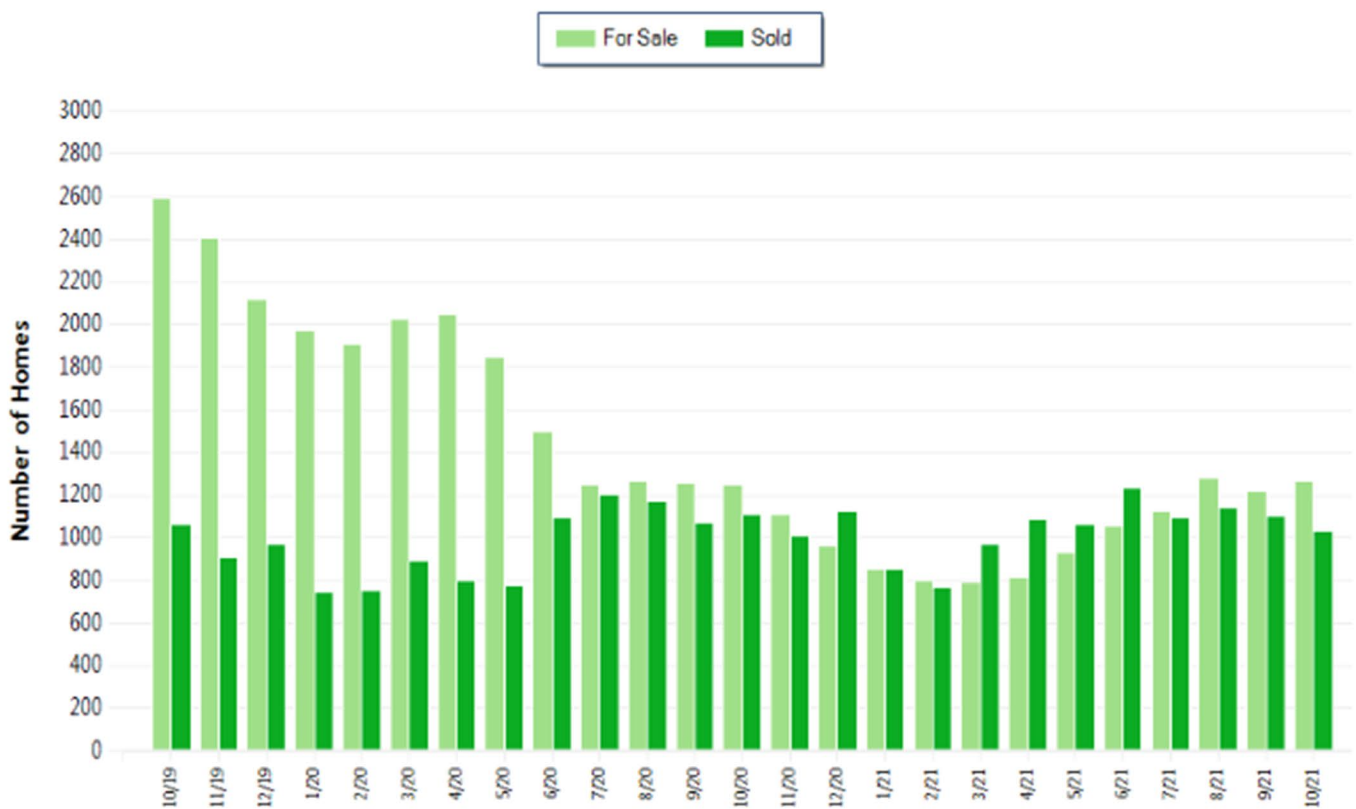




**Number of Homes For Sale vs. Sold (Last Two Years)**

|          | 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 |                    |          |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|          | Oct. 21              | Sep. 21 | % Change | Oct. 21                       | Oct. 20 | % Change | Aug. 21 to Oct. 21          | Aug. 20 to Oct. 20 | % Change | Oct. 21                        | Oct. 19 | % Change | Nov. 20 to Oct. 21                | Nov. 19 to Oct. 20 | % Change |
| For Sale | 1264                 | 1223    | 3.4% ▲   | 1264                          | 1251    | 1% ▲     | 1264                        | 1251               | 1% ▲     | 1264                           | 2591    | -51.2% ▼ | 1264                              | 1251               | 1% ▲     |
| Sold     | 1037                 | 1102    | -5.9% ▼  | 1037                          | 1113    | -6.8% ▼  | 3283                        | 3361               | -2.3% ▼  | 1037                           | 1061    | -2.3% ▼  | 12510                             | 11517              | 8.6% ▲   |

| Date                               | 10/19 | 11/19 | 12/19 | 1/20 | 2/20 | 3/20 | 4/20 | 5/20 | 6/20 | 7/20  | 8/20 | 9/20 | 10/20 | 11/20 | 12/20 | 1/21  | 2/21  | 3/21  | 4/21  | 5/21  | 6/21  | 7/21  | 8/21 | 9/21 | 10/21 |
|------------------------------------|-------|-------|-------|------|------|------|------|------|------|-------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|------|-------|
| For Sale                           | 2591  | 2410  | 2120  | 1971 | 1910 | 2029 | 2053 | 1845 | 1497 | 1253  | 1268 | 1260 | 1251  | 1114  | 963   | 854   | 799   | 795   | 816   | 933   | 1060  | 1128  | 1278 | 1223 | 1264  |
| New Listing                        | 1300  | 1029  | 736   | 1160 | 1118 | 1274 | 990  | 1167 | 1174 | 1332  | 1280 | 1294 | 1228  | 914   | 780   | 939   | 965   | 1256  | 1318  | 1353  | 1438  | 1401  | 1358 | 1322 | 1188  |
| Sold                               | 1061  | 906   | 973   | 749  | 754  | 893  | 804  | 774  | 1098 | 1205  | 1172 | 1076 | 1113  | 1011  | 1128  | 854   | 773   | 971   | 1090  | 1067  | 1236  | 1097  | 1144 | 1102 | 1037  |
| Pended                             | 1021  | 921   | 745   | 895  | 925  | 851  | 831  | 1138 | 1243 | 1324  | 1165 | 1112 | 1099  | 933   | 807   | 861   | 860   | 1123  | 1150  | 1143  | 1164  | 1175  | 1123 | 1182 | 1142  |
| Months of Inventory (Closed Sales) | 2.4   | 2.7   | 2.2   | 2.6  | 2.5  | 2.3  | 2.6  | 2.4  | 1.4  | 1     | 1.1  | 1.2  | 1.1   | 1.1   | 1.2   | 1     | 0.9   | 1     | 0.8   | 0.7   | 0.9   | 1     | 1.1  | 1    | 1.2   |
| Months of Inventory (Pended Sales) | 2.5   | 2.6   | 2.8   | 2.2  | 2.1  | 2.4  | 2.5  | 1.6  | 1.2  | 0.9   | 1.1  | 1.1  | 1.1   | 1.2   | 1.2   | 1     | 0.9   | 0.7   | 0.7   | 0.8   | 0.9   | 1     | 1.1  | 1    | 1.1   |
| Absorption Rate (Closed Sales) %   | 40.9  | 37.6  | 45.9  | 38   | 39.5 | 44   | 39.2 | 42   | 73.3 | 96.2  | 92.4 | 85.4 | 89    | 90.8  | 117.1 | 100   | 96.7  | 122.1 | 133.6 | 114.4 | 116.6 | 97.3  | 89.5 | 90.1 | 82    |
| Absorption Rate (Pended Sales) %   | 39.4  | 38.2  | 35.1  | 45.4 | 48.4 | 41.9 | 40.5 | 61.7 | 83   | 105.7 | 91.9 | 88.3 | 87.8  | 83.8  | 83.8  | 100.8 | 107.6 | 141.3 | 140.9 | 122.5 | 109.8 | 104.2 | 87.9 | 96.6 | 90.3  |
| Avg. Active Price                  | 402   | 403   | 406   | 400  | 417  | 419  | 426  | 434  | 455  | 472   | 474  | 489  | 482   | 500   | 491   | 509   | 531   | 535   | 589   | 579   | 572   | 575   | 549  | 546  | 562   |
| Avg. Sold Price                    | 304   | 308   | 305   | 309  | 304  | 300  | 313  | 308  | 352  | 337   | 347  | 344  | 355   | 345   | 356   | 347   | 367   | 381   | 383   | 405   | 396   | 394   | 402  | 402  | 413   |
| Avg. Sq. Ft. Price (Sold)          | 168   | 167   | 170   | 169  | 168  | 172  | 175  | 174  | 190  | 180   | 184  | 184  | 190   | 185   | 193   | 191   | 198   | 204   | 208   | 218   | 216   | 219   | 223  | 224  | 225   |
| Sold/List Diff. %                  | 98    | 98    | 98    | 98   | 98   | 98   | 99   | 99   | 98   | 99    | 99   | 99   | 99    | 99    | 99    | 99    | 99    | 100   | 101   | 101   | 102   | 101   | 101  | 101  | 101   |
| Sold/Orig LP Diff. %               | 96    | 96    | 96    | 96   | 96   | 97   | 97   | 97   | 97   | 98    | 98   | 99   | 99    | 98    | 99    | 99    | 98    | 99    | 100   | 100   | 101   | 101   | 101  | 100  | 99    |
| Avg Days on Market                 | 38    | 41    | 40    | 47   | 48   | 39   | 36   | 37   | 39   | 38    | 34   | 26   | 24    | 25    | 23    | 23    | 23    | 23    | 19    | 16    | 14    | 14    | 15   | 18   | 19    |
| Avg CDOM                           | 46    | 50    | 49    | 53   | 59   | 49   | 40   | 42   | 48   | 45    | 42   | 31   | 31    | 30    | 29    | 29    | 29    | 26    | 21    | 17    | 17    | 16    | 17   | 19   | 20    |
| Median Active Price                | 320   | 320   | 324   | 320  | 329  | 330  | 335  | 333  | 344  | 355   | 360  | 354  | 350   | 360   | 340   | 350   | 350   | 375   | 390   | 400   | 400   | 415   | 400  | 400  | 417   |
| Median Sold Price                  | 278   | 288   | 275   | 280  | 275  | 278  | 282  | 285  | 305  | 309   | 313  | 315  | 325   | 320   | 320   | 313   | 338   | 340   | 341   | 350   | 360   | 360   | 365  | 366  | 375   |