



|          | 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 |                    |          |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|          | Aug. 23              | Jul. 23 | % Change | Aug. 23                       | Aug. 22 | % Change | Jun. 23 to Aug. 23          | Jun. 22 to Aug. 22 | % Change | Aug. 23                        | Aug. 21 | % Change | Sep. 22 to Aug. 23                | Sep. 21 to Aug. 22 | % Change |
| For Sale | 1,613                | 1,509   | 6.9% ▲   | 1,613                         | 1,996   | -19.2% ▼ | 1,613                       | 1,996              | -19.2% ▼ | 1,613                          | 1,278   | 26.2% ▲  | 1,613                             | 1,996              | -19.2% ▼ |
| Sold     | 704                  | 809     | -13% ▼   | 704                           | 1,003   | -29.8% ▼ | 2,424                       | 3,000              | -19.2% ▼ | 704                            | 1,144   | -38.5% ▼ | 9,112                             | 12,104             | -24.7% ▼ |

| Date                               | 8/21  | 9/21  | 10/21 | 11/21 | 12/21 | 1/22  | 2/22  | 3/22  | 4/22  | 5/22  | 6/22  | 7/22  | 8/22  | 9/22  | 10/22 | 11/22 | 12/22 | 1/23  | 2/23  | 3/23  | 4/23  | 5/23  | 6/23  | 7/23  | 8/23  |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| For Sale                           | 1,278 | 1,223 | 1,264 | 1,153 | 959   | 858   | 868   | 902   | 1,019 | 1,300 | 1,680 | 1,962 | 1,996 | 2,046 | 2,099 | 1,979 | 1,834 | 1,591 | 1,510 | 1,382 | 1,280 | 1,391 | 1,427 | 1,509 | 1,613 |
| New Listing                        | 1,358 | 1,325 | 1,207 | 1,011 | 744   | 978   | 1,070 | 1,355 | 1,287 | 1,477 | 1,502 | 1,351 | 1,270 | 1,158 | 1,081 | 866   | 648   | 867   | 896   | 967   | 959   | 1,130 | 1,183 | 1,034 | 1,008 |
| Sold                               | 1,144 | 1,122 | 1,092 | 1,053 | 1,074 | 788   | 827   | 1,036 | 1,059 | 1,053 | 1,094 | 903   | 1,003 | 965   | 790   | 728   | 683   | 508   | 629   | 802   | 740   | 843   | 911   | 809   | 704   |
| Pended                             | 1,123 | 1,163 | 1,067 | 970   | 776   | 899   | 929   | 1,136 | 1,006 | 1,060 | 915   | 906   | 1,019 | 815   | 721   | 655   | 521   | 760   | 727   | 880   | 849   | 907   | 897   | 812   | 800   |
| Months of Inventory (Closed Sales) | 1.1   | 1.1   | 1.2   | 1.1   | 0.9   | 1.1   | 1     | 0.9   | 1     | 1.2   | 1.8   | 2.2   | 2     | 2.1   | 2.7   | 2.7   | 3.1   | 2.1   | 2.1   | 1.6   | 1.5   | 1.5   | 1.6   | 1.9   | 2.3   |
| Months of Inventory (Pended Sales) | 1.1   | 1.1   | 1.2   | 1.2   | 1.2   | 1     | 0.9   | 0.8   | 1     | 1.2   | 1.8   | 2.2   | 2     | 2.5   | 2.9   | 3     | 3.5   | 2.1   | 2.1   | 1.6   | 1.5   | 1.5   | 1.6   | 1.9   | 2     |
| Absorption Rate (Closed Sales) %   | 89.5  | 91.7  | 86.4  | 91.3  | 112   | 91.8  | 95.3  | 114.9 | 103.9 | 81    | 65.1  | 46    | 50.3  | 47.2  | 37.6  | 36.8  | 37.2  | 31.9  | 41.7  | 58    | 57.8  | 60.6  | 63.8  | 53.6  | 43.6  |
| Absorption Rate (Pended Sales) %   | 87.9  | 95.1  | 84.4  | 84.1  | 80.9  | 104.8 | 107   | 125.9 | 98.7  | 81.5  | 54.5  | 46.2  | 51.1  | 39.8  | 34.3  | 33.1  | 28.4  | 47.8  | 48.1  | 63.7  | 66.3  | 65.2  | 62.9  | 53.8  | 49.6  |
| Avg. Active Price                  | 549   | 546   | 562   | 564   | 563   | 542   | 550   | 573   | 569   | 566   | 545   | 537   | 523   | 517   | 514   | 513   | 516   | 525   | 528   | 547   | 569   | 554   | 571   | 578   | 575   |
| Avg. Sold Price                    | 402   | 402   | 410   | 414   | 412   | 421   | 434   | 436   | 446   | 453   | 454   | 439   | 415   | 432   | 433   | 412   | 418   | 384   | 391   | 426   | 417   | 446   | 453   | 444   | 438   |
| Avg. Sq. Ft. Price (Sold)          | 223   | 224   | 224   | 226   | 227   | 233   | 234   | 239   | 248   | 247   | 248   | 247   | 239   | 237   | 240   | 229   | 232   | 223   | 225   | 236   | 230   | 240   | 241   | 246   | 243   |
| Sold/List Diff. %                  | 101   | 101   | 101   | 100   | 100   | 100   | 101   | 101   | 102   | 101   | 100   | 100   | 99    | 99    | 98    | 98    | 97    | 98    | 99    | 99    | 99    | 99    | 100   | 100   | 99    |
| Sold/Orig LP Diff. %               | 101   | 100   | 99    | 99    | 99    | 99    | 100   | 101   | 101   | 100   | 100   | 99    | 97    | 96    | 95    | 95    | 94    | 94    | 96    | 97    | 98    | 98    | 99    | 99    | 98    |
| Avg Days on Market                 | 15    | 18    | 19    | 20    | 19    | 23    | 21    | 19    | 15    | 15    | 16    | 18    | 22    | 27    | 32    | 31    | 38    | 43    | 41    | 40    | 38    | 35    | 30    | 25    | 29    |
| Avg CDOM                           | 17    | 19    | 20    | 22    | 21    | 26    | 25    | 21    | 17    | 16    | 17    | 20    | 24    | 29    | 34    | 35    | 41    | 50    | 49    | 47    | 47    | 41    | 35    | 30    | 35    |
| Median Active Price                | 400   | 400   | 417   | 410   | 421   | 399   | 400   | 425   | 445   | 450   | 443   | 435   | 431   | 430   | 425   | 420   | 425   | 425   | 425   | 435   | 439   | 445   | 455   | 457   | 450   |
| Median Sold Price                  | 365   | 366   | 375   | 378   | 375   | 375   | 385   | 397   | 405   | 408   | 410   | 400   | 385   | 400   | 391   | 385   | 385   | 369   | 375   | 395   | 395   | 400   | 417   | 400   | 411   |