

Monthly Indicators

August 2016

Closed sales began to cool for much of the country last month, and conventional wisdom indicates that year-over-year declines are going to be present for the remainder of the year, given the low inventory situation in most markets. Demand is certainly present and has created competitive situations that have kept prices up. Rental prices are also up, which may lure more toward homeownership.

New Listings decreased 3.3 percent to 767. Pending Sales were down 27.2 percent to 399. Inventory levels shrank 0.3 percent to 2,944 units.

Prices were fairly stable. The Median Sales Price decreased 1.6 percent to \$120,000. Days on Market was up 1.2 percent to 84 days. Buyers felt empowered as Months Supply of Inventory was up 3.1 percent to 6.6 months.

As inventory continues to drop, the contradictions of today's market are evident. Sellers should feel confident enough to list homes at fair prices and receive meaningful offers in a healthy residential real estate and overall economic environment. However, there may be lingering worry over the availability of move-in ready homes to replace what was sold. On a brighter note, building permits are trending upward. That news should be weighed against the fact that the highest level of activity is in multifamily rentals.

Activity Snapshot

- 1.1%

- 1.6%

- 0.3%

One-Year Change in
Closed Sales

One-Year Change in
Median Sales Price

One-Year Change in
Homes for Sale

Residential real estate activity comprised of single-family properties and condominiums combined. Percent changes are calculated using rounded figures.

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| Inventory of Homes for Sale | 11 |
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Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

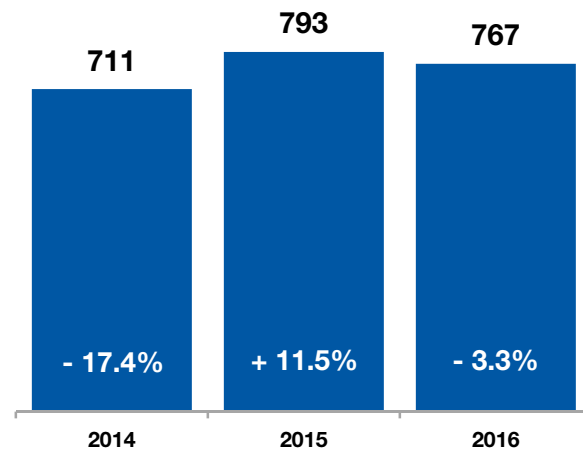


| Key Metrics | Historical Sparkbars | 8-2015 | 8-2016 | Percent Change | YTD 2015 | YTD 2016 | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 793 | 767 | - 3.3% | 6,262 | 6,275 | + 0.2% |
| Pending Sales | | 548 | 399 | - 27.2% | 4,150 | 3,938 | - 5.1% |
| Closed Sales | | 555 | 549 | - 1.1% | 3,789 | 3,770 | - 0.5% |
| Days on Market | | 83 | 84 | + 1.2% | 89 | 85 | - 4.5% |
| Median Sales Price | | \$122,000 | \$120,000 | - 1.6% | \$121,500 | \$120,000 | - 1.2% |
| Avg. Sales Price | | \$151,989 | \$141,284 | - 7.0% | \$148,898 | \$143,104 | - 3.9% |
| Pct. of Orig. Price Received | | 91.0% | 91.0% | 0.0% | 91.1% | 90.8% | - 0.3% |
| Affordability Index | | 282 | 287 | + 1.8% | 284 | 287 | + 1.1% |
| Homes for Sale | | 2,954 | 2,944 | - 0.3% | -- | -- | -- |
| Months Supply | | 6.4 | 6.6 | + 3.1% | -- | -- | -- |

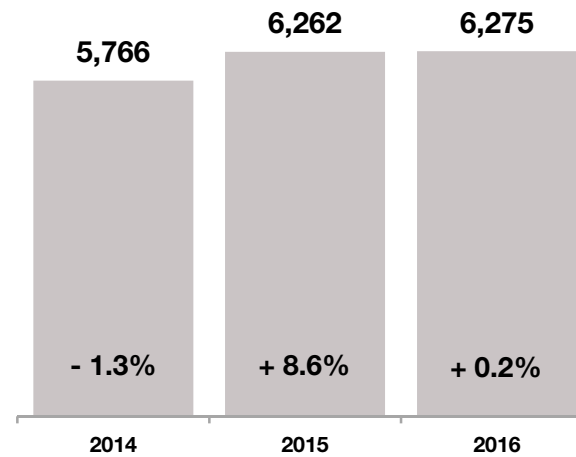
New Listings

A count of the properties that have been newly listed on the market in a given month.

August

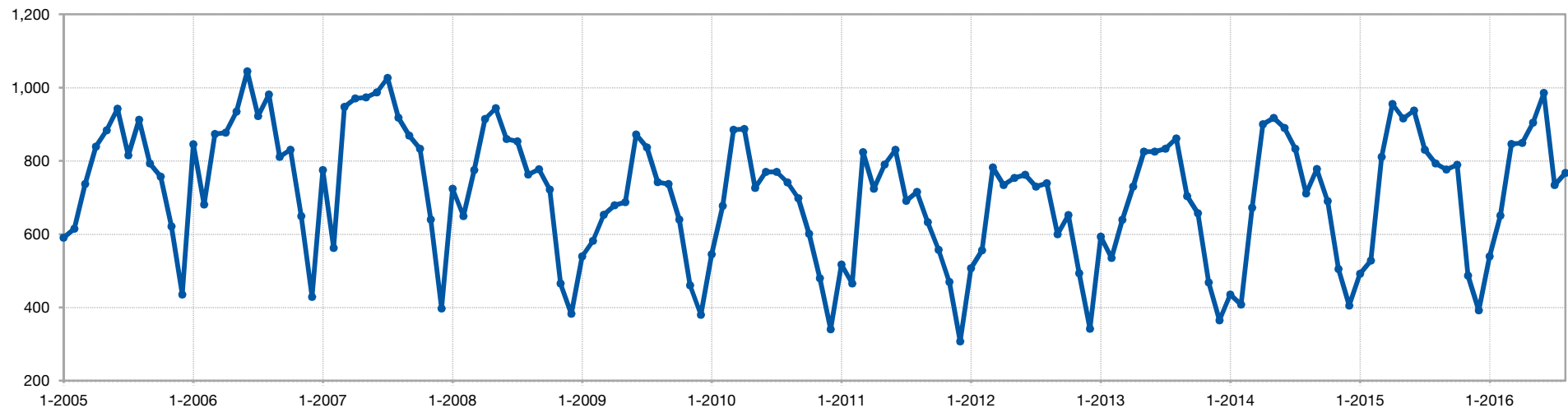


Year to Date



| | New Listings | Prior Year | Percent Change |
|--------------------|--------------|------------|----------------|
| September 2015 | 776 | 778 | -0.3% |
| October 2015 | 789 | 690 | +14.3% |
| November 2015 | 487 | 505 | -3.6% |
| December 2015 | 392 | 405 | -3.2% |
| January 2016 | 539 | 492 | +9.6% |
| February 2016 | 651 | 528 | +23.3% |
| March 2016 | 846 | 811 | +4.3% |
| April 2016 | 849 | 955 | -11.1% |
| May 2016 | 904 | 916 | -1.3% |
| June 2016 | 985 | 937 | +5.1% |
| July 2016 | 734 | 830 | -11.6% |
| August 2016 | 767 | 793 | -3.3% |
| 12-Month Avg | 727 | 720 | +1.0% |

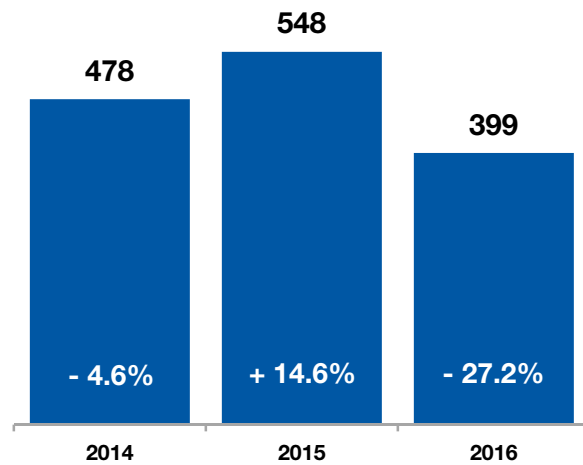
Historical New Listings by Month



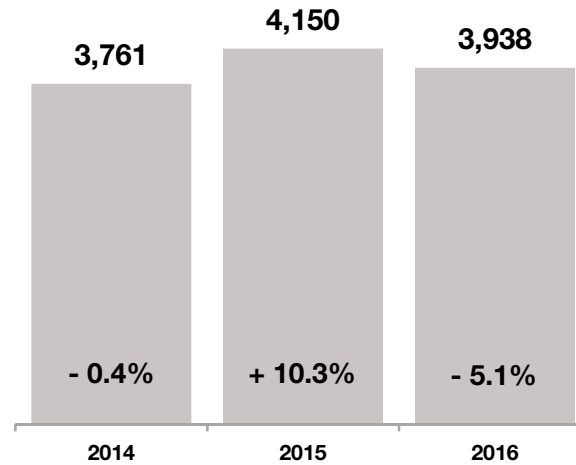
Pending Sales

A count of the properties on which offers have been accepted in a given month.

August

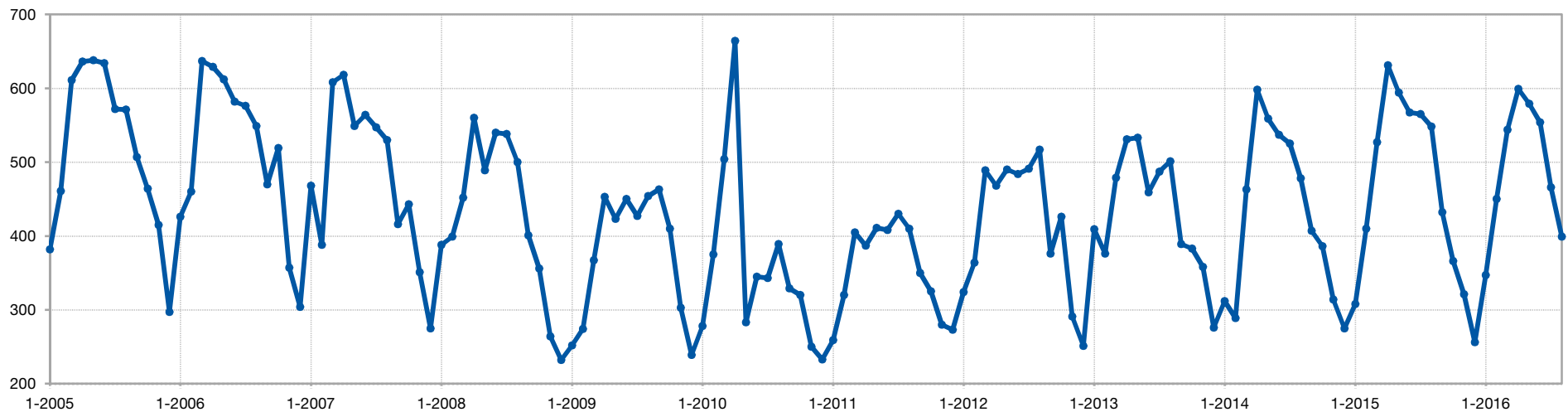


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|--------------------|---------------|------------|----------------|
| September 2015 | 432 | 407 | +6.1% |
| October 2015 | 366 | 386 | -5.2% |
| November 2015 | 321 | 314 | +2.2% |
| December 2015 | 256 | 275 | -6.9% |
| January 2016 | 347 | 308 | +12.7% |
| February 2016 | 450 | 410 | +9.8% |
| March 2016 | 544 | 527 | +3.2% |
| April 2016 | 599 | 631 | -5.1% |
| May 2016 | 579 | 594 | -2.5% |
| June 2016 | 554 | 567 | -2.3% |
| July 2016 | 466 | 565 | -17.5% |
| August 2016 | 399 | 548 | -27.2% |
| 12-Month Avg | 443 | 461 | -3.9% |

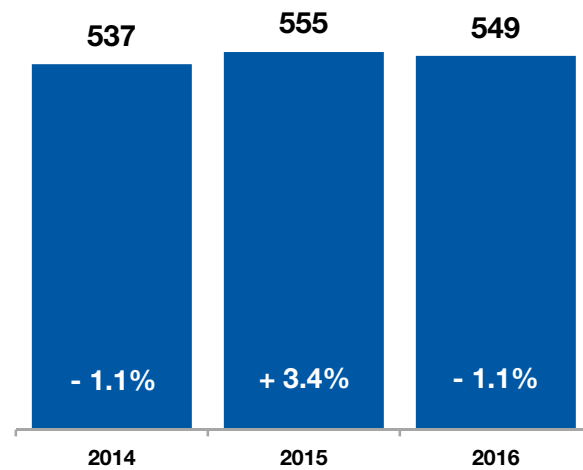
Historical Pending Sales by Month



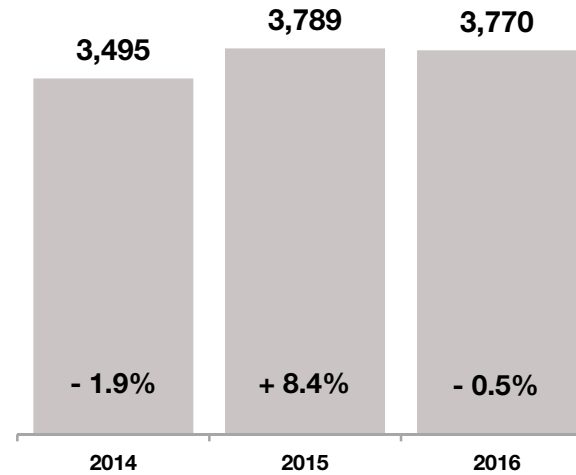
Closed Sales

A count of the actual sales that closed in a given month.

August

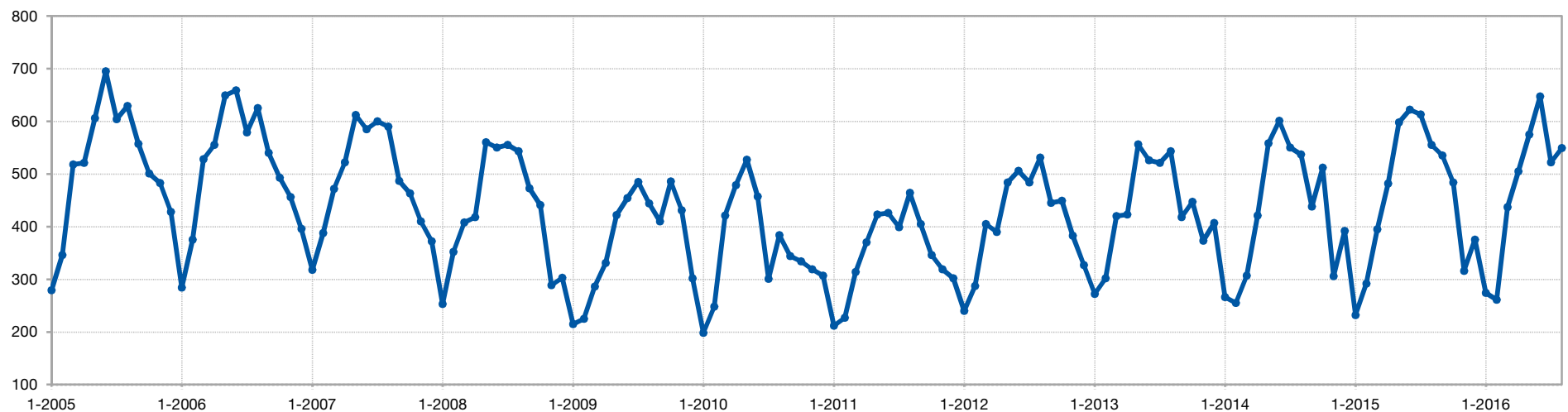


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|--------------------|--------------|------------|----------------|
| September 2015 | 535 | 438 | +22.1% |
| October 2015 | 484 | 512 | -5.5% |
| November 2015 | 316 | 306 | +3.3% |
| December 2015 | 375 | 392 | -4.3% |
| January 2016 | 274 | 232 | +18.1% |
| February 2016 | 261 | 292 | -10.6% |
| March 2016 | 437 | 395 | +10.6% |
| April 2016 | 505 | 482 | +4.8% |
| May 2016 | 575 | 598 | -3.8% |
| June 2016 | 647 | 622 | +4.0% |
| July 2016 | 522 | 613 | -14.8% |
| August 2016 | 549 | 555 | -1.1% |
| 12-Month Avg | 457 | 453 | +0.9% |

Historical Closed Sales by Month

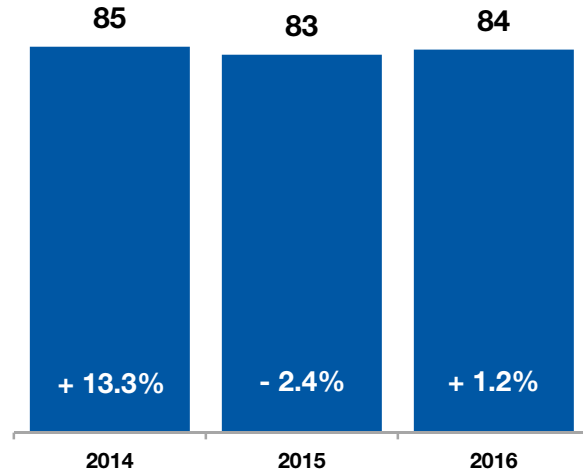


Days on Market Until Sale

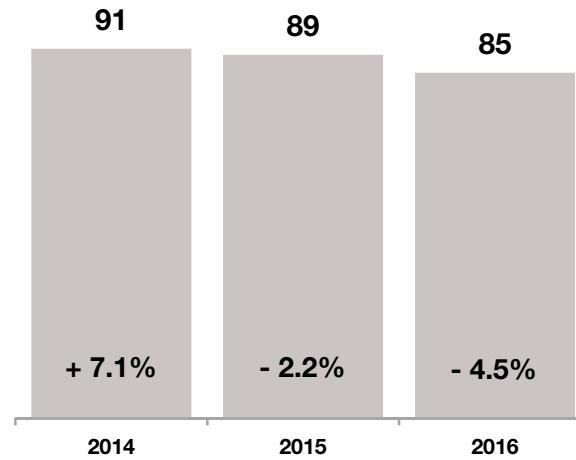
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year to Date



| Days on Market | | Prior Year | Percent Change |
|--------------------|-----------|------------|----------------|
| September 2015 | 79 | 77 | +2.6% |
| October 2015 | 83 | 84 | -1.2% |
| November 2015 | 77 | 72 | +6.9% |
| December 2015 | 80 | 81 | -1.2% |
| January 2016 | 82 | 93 | -11.8% |
| February 2016 | 93 | 90 | +3.3% |
| March 2016 | 91 | 108 | -15.7% |
| April 2016 | 88 | 96 | -8.3% |
| May 2016 | 81 | 90 | -10.0% |
| June 2016 | 89 | 92 | -3.3% |
| July 2016 | 73 | 72 | +1.4% |
| August 2016 | 84 | 83 | +1.2% |
| 12-Month Avg* | 83 | 86 | -3.5% |

* Average Days on Market of all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

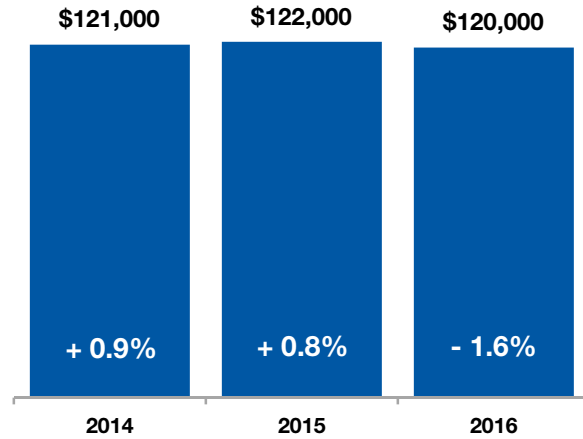


Median Sales Price

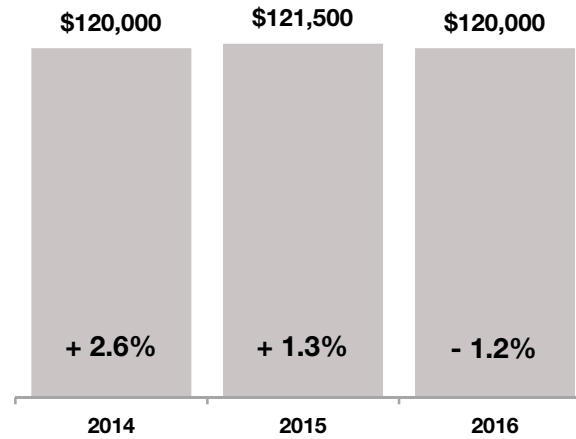
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|--------------------|--------------------|------------------|----------------|
| September 2015 | \$118,500 | \$120,000 | -1.3% |
| October 2015 | \$125,065 | \$118,500 | +5.5% |
| November 2015 | \$115,750 | \$112,000 | +3.3% |
| December 2015 | \$99,000 | \$119,000 | -16.8% |
| January 2016 | \$106,000 | \$103,750 | +2.2% |
| February 2016 | \$105,000 | \$96,000 | +9.4% |
| March 2016 | \$115,000 | \$108,250 | +6.2% |
| April 2016 | \$120,000 | \$125,000 | -4.0% |
| May 2016 | \$116,500 | \$124,250 | -6.2% |
| June 2016 | \$127,000 | \$133,000 | -4.5% |
| July 2016 | \$132,500 | \$132,000 | +0.4% |
| August 2016 | \$120,000 | \$122,000 | -1.6% |
| 12-Month Med* | \$119,000 | \$120,000 | -0.8% |

* Median Sales Price of all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month

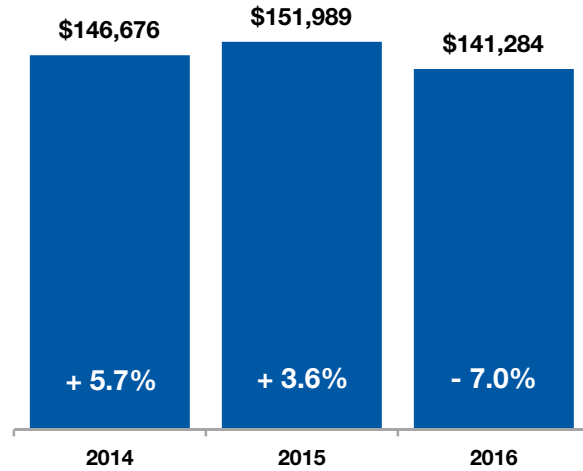


Average Sales Price

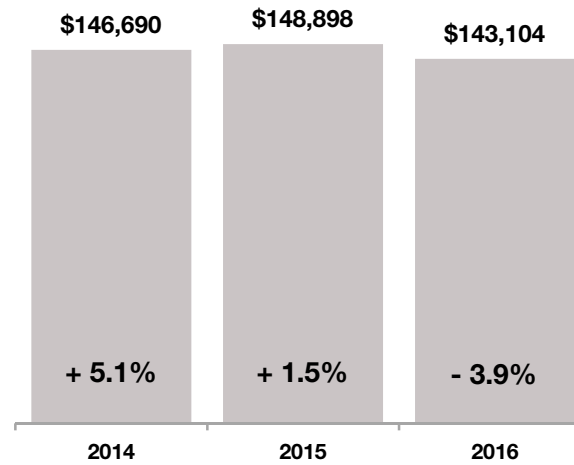
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



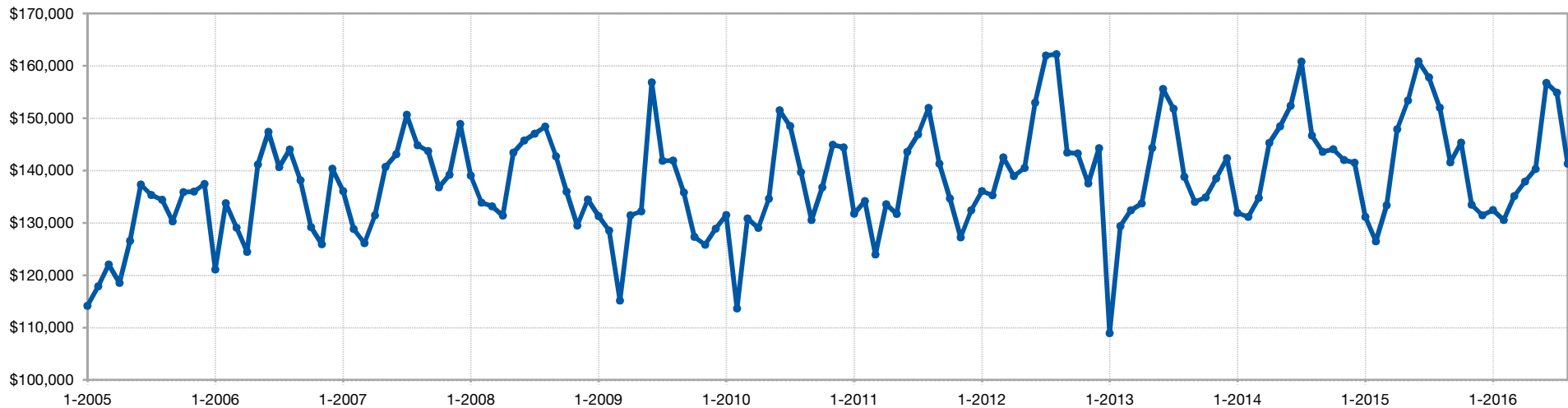
Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|--------------------|------------------|------------------|----------------|
| September 2015 | \$141,571 | \$143,543 | -1.4% |
| October 2015 | \$145,307 | \$144,055 | +0.9% |
| November 2015 | \$133,441 | \$141,997 | -6.0% |
| December 2015 | \$131,462 | \$141,482 | -7.1% |
| January 2016 | \$132,438 | \$131,121 | +1.0% |
| February 2016 | \$130,533 | \$126,446 | +3.2% |
| March 2016 | \$135,095 | \$133,374 | +1.3% |
| April 2016 | \$137,876 | \$147,891 | -6.8% |
| May 2016 | \$140,269 | \$153,361 | -8.5% |
| June 2016 | \$156,754 | \$160,870 | -2.6% |
| July 2016 | \$154,869 | \$157,789 | -1.9% |
| August 2016 | \$141,284 | \$151,989 | -7.0% |
| 12-Month Avg* | \$141,795 | \$147,087 | -3.6% |

* Avg. Sales Price of all properties from September 2015 through August 2016. This is not the average of the individual figures above.

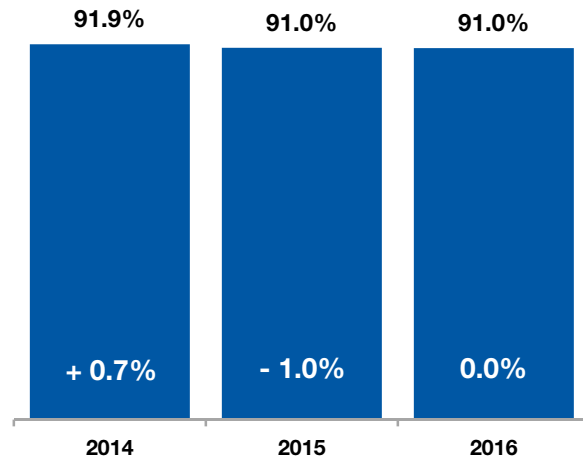
Historical Average Sales Price by Month



Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August



Year to Date



| | Pct. of Orig. Price Received | Prior Year | Percent Change |
|--------------------|------------------------------|--------------|----------------|
| September 2015 | 90.6% | 90.1% | +0.6% |
| October 2015 | 89.9% | 89.8% | +0.1% |
| November 2015 | 89.1% | 89.7% | -0.7% |
| December 2015 | 89.2% | 88.8% | +0.5% |
| January 2016 | 88.8% | 87.8% | +1.1% |
| February 2016 | 87.3% | 89.2% | -2.1% |
| March 2016 | 89.4% | 88.8% | +0.7% |
| April 2016 | 90.9% | 91.1% | -0.2% |
| May 2016 | 91.3% | 91.8% | -0.5% |
| June 2016 | 92.4% | 92.6% | -0.2% |
| July 2016 | 91.9% | 92.5% | -0.6% |
| August 2016 | 91.0% | 91.0% | 0.0% |
| 12-Month Avg* | 90.5% | 90.6% | -0.1% |

* Average Pct. of Orig. Price Received for all properties from September 2015 through August 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

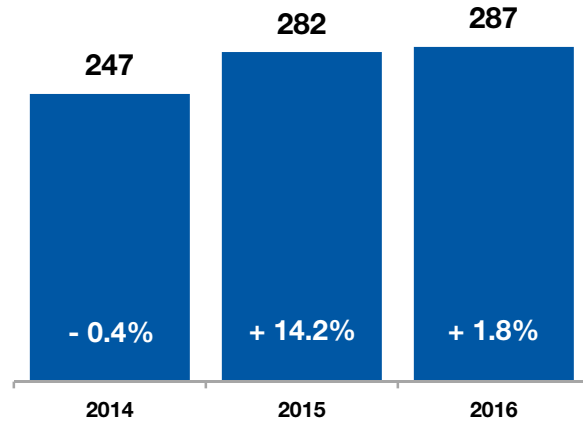


Housing Affordability Index

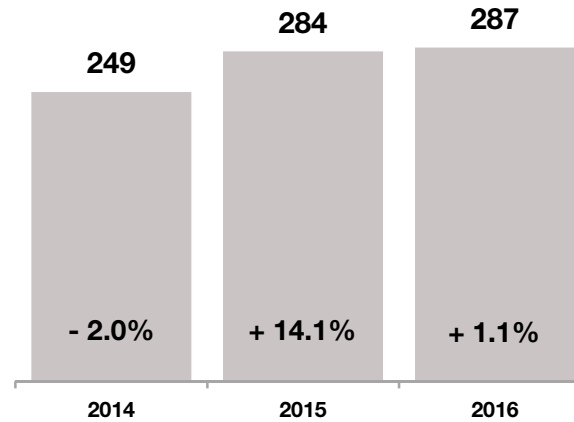
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

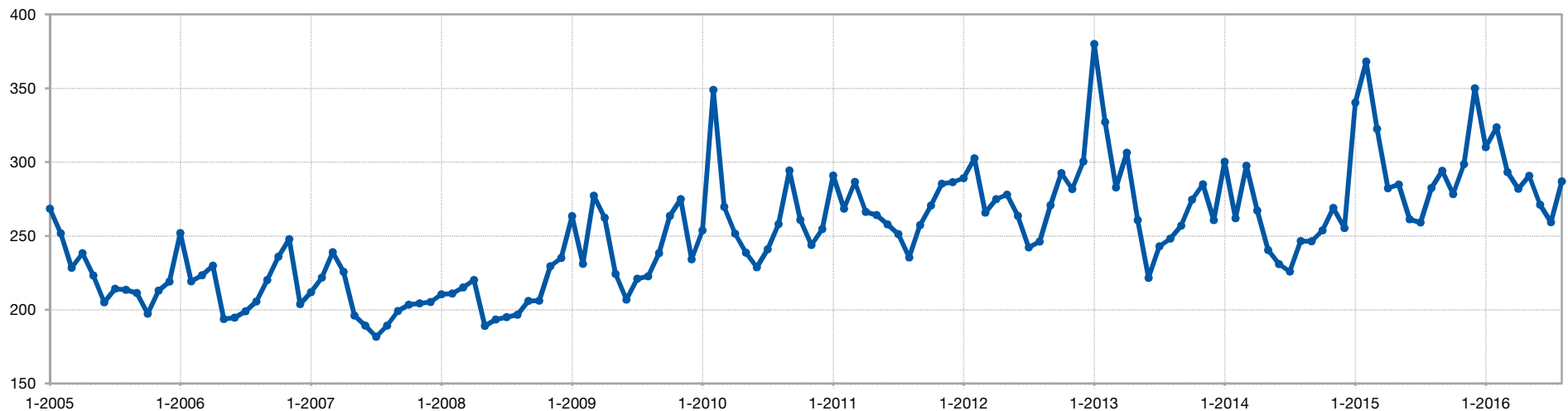


Year to Date



| | Affordability Index | Prior Year | Percent Change |
|--------------------|---------------------|------------|----------------|
| September 2015 | 294 | 246 | +19.5% |
| October 2015 | 278 | 254 | +9.4% |
| November 2015 | 298 | 269 | +10.8% |
| December 2015 | 350 | 255 | +37.3% |
| January 2016 | 310 | 340 | -8.8% |
| February 2016 | 323 | 368 | -12.2% |
| March 2016 | 293 | 322 | -9.0% |
| April 2016 | 282 | 282 | 0.0% |
| May 2016 | 291 | 285 | +2.1% |
| June 2016 | 271 | 261 | +3.8% |
| July 2016 | 259 | 259 | 0.0% |
| August 2016 | 287 | 282 | +1.8% |
| 12-Month Avg | 295 | 285 | +3.3% |

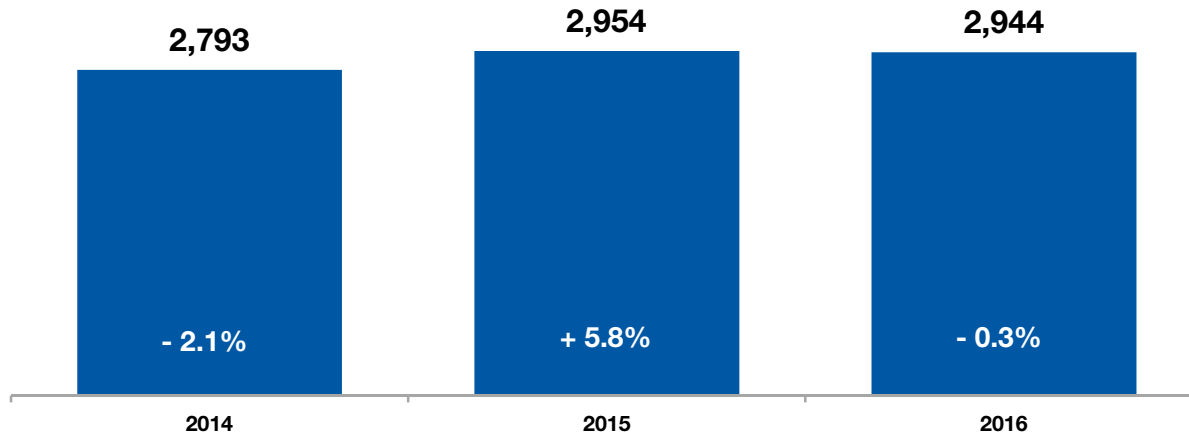
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

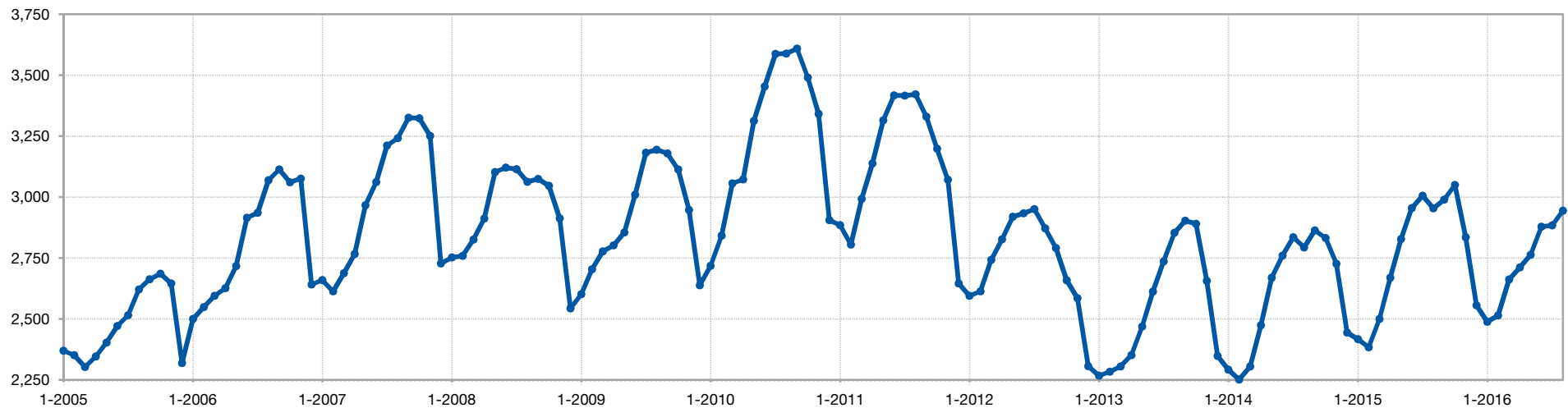
The number of properties available for sale in active status at the end of a given month.

August



| Homes for Sale | | Prior Year | Percent Change |
|--------------------|--------------|--------------|----------------|
| September 2015 | 2,989 | 2,863 | +4.4% |
| October 2015 | 3,050 | 2,832 | +7.7% |
| November 2015 | 2,836 | 2,727 | +4.0% |
| December 2015 | 2,556 | 2,444 | +4.6% |
| January 2016 | 2,489 | 2,417 | +3.0% |
| February 2016 | 2,514 | 2,384 | +5.5% |
| March 2016 | 2,662 | 2,500 | +6.5% |
| April 2016 | 2,712 | 2,670 | +1.6% |
| May 2016 | 2,763 | 2,828 | -2.3% |
| June 2016 | 2,879 | 2,955 | -2.6% |
| July 2016 | 2,884 | 3,006 | -4.1% |
| August 2016 | 2,944 | 2,954 | -0.3% |
| 12-Month Avg | 2,773 | 2,715 | +2.1% |

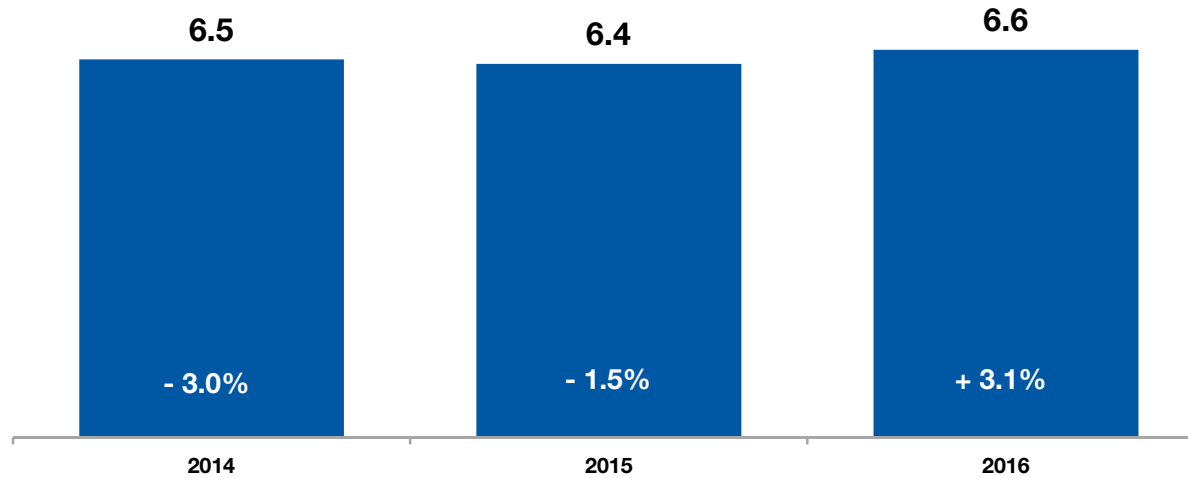
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

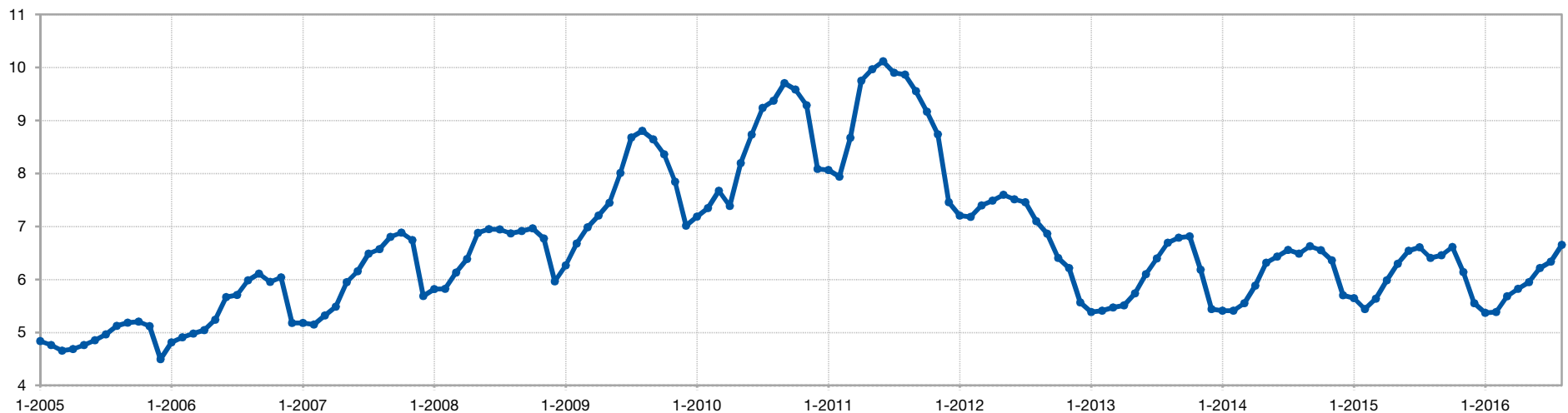
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



| | Months Supply | Prior Year | Percent Change |
|--------------------|---------------|------------|----------------|
| September 2015 | 6.5 | 6.6 | -1.5% |
| October 2015 | 6.6 | 6.6 | 0.0% |
| November 2015 | 6.1 | 6.4 | -4.7% |
| December 2015 | 5.6 | 5.7 | -1.8% |
| January 2016 | 5.4 | 5.6 | -3.6% |
| February 2016 | 5.4 | 5.4 | 0.0% |
| March 2016 | 5.7 | 5.6 | +1.8% |
| April 2016 | 5.8 | 6.0 | -3.3% |
| May 2016 | 5.9 | 6.3 | -6.3% |
| June 2016 | 6.2 | 6.5 | -4.6% |
| July 2016 | 6.3 | 6.6 | -4.5% |
| August 2016 | 6.6 | 6.4 | +3.1% |
| 12-Month Avg | 6.0 | 6.1 | -1.6% |

Historical Months Supply of Inventory by Month



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE PEORIA AREA ASSOCIATION OF REALTORS®



August 2016

Even as sales activity slows due mostly to a lack of inventory, prices continue to rise in several submarkets and days on market continues to drop. For the 12-month period spanning September 2015 through August 2016, Closed Sales in the Peoria region were up 0.8 percent overall. The price range with the largest gain in sales was the \$75,000 and Below range, where they increased 4.9 percent.

The overall Median Sales Price was down 0.8 percent to \$119,000. The property type with the largest price gain was the Condo-Townhouse Attached segment, where prices remained flat at \$137,000. The price range that tended to sell the quickest was the \$125,001 to \$175,000 range at 70 days; the price range that tended to sell the slowest was the \$300,001 to \$400,000 range at 112 days.

Market-wide, inventory levels were down 0.3 percent. The property type that gained the most inventory was the Condo-Townhouse Attached segment, where it increased 8.3 percent. That amounts to 6.6 months supply for Single-Family Detached homes and 7.9 months supply for Condo-Townhouse Attached properties.

Quick Facts

+ 4.9%

Price Range With
Strongest Sales:
\$75,000 and Below

+ 1.3%

Construction Status With
Strongest Sales:
Previously Owned

+ 1.2%

Property Type With
Strongest Sales:
Single-Family Detached

| | |
|---|----------|
| Closed Sales | 2 |
| Days on Market Until Sale | 3 |
| Median Sales Price | 4 |
| Percent of Original List Price Received | 5 |
| Inventory of Homes for Sale | 6 |
| Months Supply of Inventory | 7 |

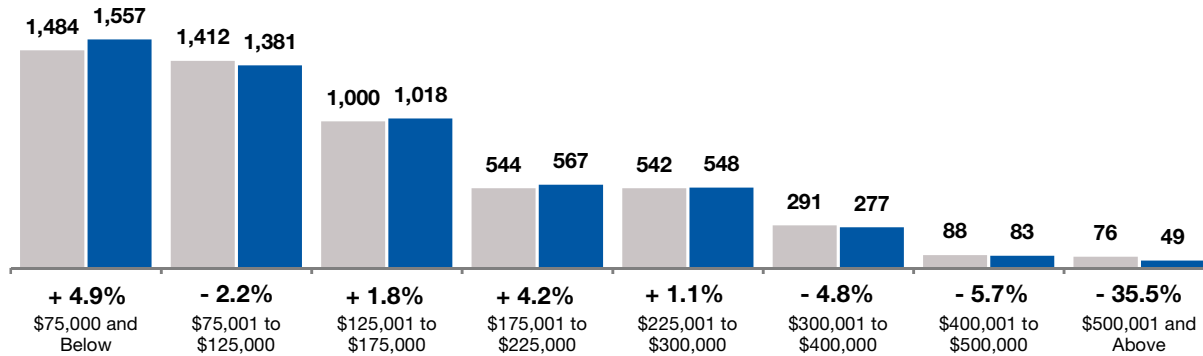
Closed Sales

A count of the actual sales that closed in a given month. Based on a rolling 12-month total.



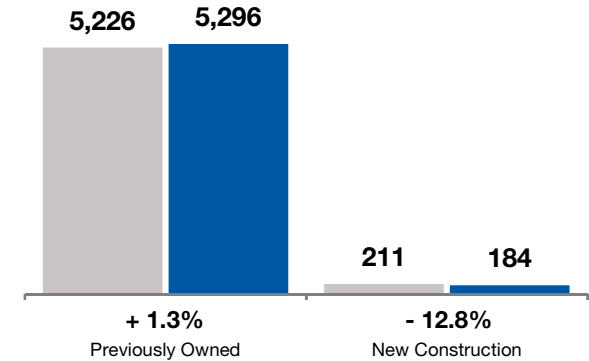
By Price Range

■ 8-2015 ■ 8-2016



By Construction Status

■ 8-2015 ■ 8-2016



All Properties

By Price Range

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 1,484 | 1,557 | + 4.9% |
| \$75,001 to \$125,000 | 1,412 | 1,381 | - 2.2% |
| \$125,001 to \$175,000 | 1,000 | 1,018 | + 1.8% |
| \$175,001 to \$225,000 | 544 | 567 | + 4.2% |
| \$225,001 to \$300,000 | 542 | 548 | + 1.1% |
| \$300,001 to \$400,000 | 291 | 277 | - 4.8% |
| \$400,001 to \$500,000 | 88 | 83 | - 5.7% |
| \$500,001 and Above | 76 | 49 | - 35.5% |
| All Price Ranges | 5,437 | 5,480 | + 0.8% |

Single-Family Detached

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 1,431 | 1,492 | + 4.3% |
| \$75,001 to \$125,000 | 1,324 | 1,308 | - 1.2% |
| \$125,001 to \$175,000 | 907 | 942 | + 3.9% |
| \$175,001 to \$225,000 | 488 | 505 | + 3.5% |
| \$225,001 to \$300,000 | 509 | 519 | + 2.0% |
| \$300,001 to \$400,000 | 283 | 269 | - 4.9% |
| \$400,001 to \$500,000 | 87 | 83 | - 4.6% |
| \$500,001 and Above | 75 | 48 | - 36.0% |
| All Price Ranges | 5,104 | 5,166 | + 1.2% |

Condo-Townhouse Attached

| | 8-2015 | 8-2016 | Change |
|-------------------------|------------|------------|---------------|
| \$75,000 and Below | 53 | 65 | + 22.6% |
| \$75,001 to \$125,000 | 88 | 73 | - 17.0% |
| \$125,001 to \$175,000 | 93 | 76 | - 18.3% |
| \$175,001 to \$225,000 | 56 | 62 | + 10.7% |
| \$225,001 to \$300,000 | 33 | 29 | - 12.1% |
| \$300,001 to \$400,000 | 8 | 8 | 0.0% |
| \$400,001 to \$500,000 | 1 | 0 | - 100.0% |
| \$500,001 and Above | 1 | 1 | 0.0% |
| All Price Ranges | 333 | 314 | - 5.7% |

By Construction Status

| | 8-2015 | 8-2016 | Change |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned | 5,226 | 5,296 | + 1.3% |
| New Construction | 211 | 184 | - 12.8% |
| All Construction Statuses | 5,437 | 5,480 | + 0.8% |

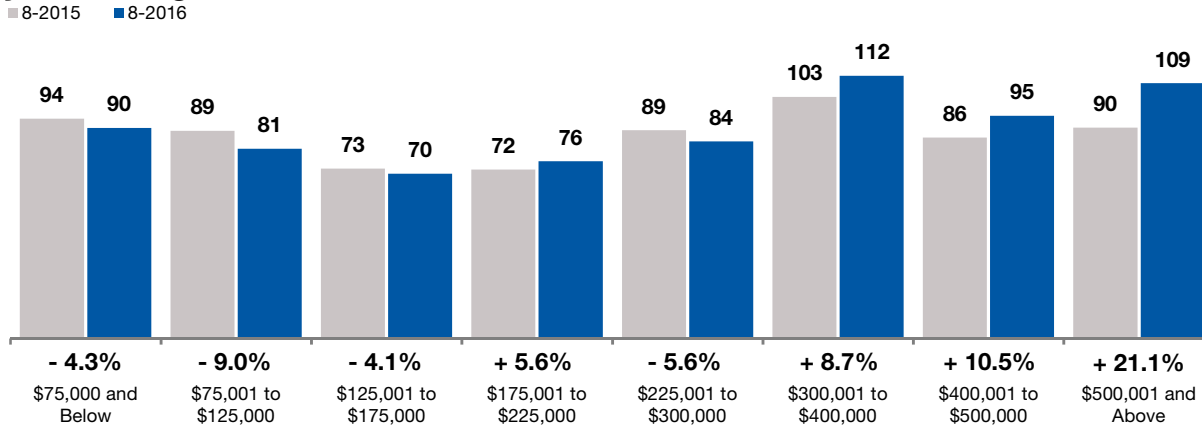
| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| Previously Owned | 4,907 | 5,001 | + 1.9% |
| New Construction | 197 | 165 | - 16.2% |
| All Price Ranges | 5,104 | 5,166 | + 1.2% |

Days on Market Until Sale

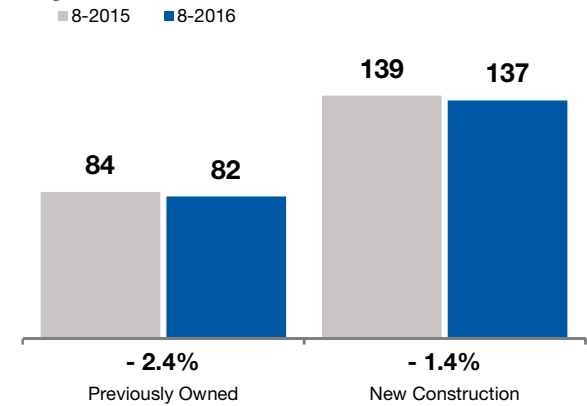
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



By Price Range



By Construction Status



All Properties

| By Price Range | 8-2015 | 8-2016 | Change |
|-------------------------|-----------|-----------|---------------|
| \$75,000 and Below | 94 | 90 | - 4.3% |
| \$75,001 to \$125,000 | 89 | 81 | - 9.0% |
| \$125,001 to \$175,000 | 73 | 70 | - 4.1% |
| \$175,001 to \$225,000 | 72 | 76 | + 5.6% |
| \$225,001 to \$300,000 | 89 | 84 | - 5.6% |
| \$300,001 to \$400,000 | 103 | 112 | + 8.7% |
| \$400,001 to \$500,000 | 86 | 95 | + 10.5% |
| \$500,001 and Above | 90 | 109 | + 21.1% |
| All Price Ranges | 86 | 83 | - 3.5% |

Single-Family Detached

| 8-2015 | 8-2016 | Change |
|-----------|-----------|---------------|
| 93 | 87 | - 6.5% |
| 87 | 79 | - 9.2% |
| 71 | 69 | - 2.8% |
| 68 | 72 | + 5.9% |
| 87 | 83 | - 4.6% |
| 103 | 112 | + 8.7% |
| 87 | 95 | + 9.2% |
| 91 | 109 | + 19.8% |
| 85 | 81 | - 4.7% |

Condo-Townhouse Attached

| 8-2015 | 8-2016 | Change |
|------------|------------|----------------|
| 123 | 146 | + 18.7% |
| 114 | 127 | + 11.4% |
| 83 | 87 | + 4.8% |
| 104 | 106 | + 1.9% |
| 115 | 99 | - 13.9% |
| 108 | 133 | + 23.1% |
| 3 | 0 | - 100.0% |
| 7 | 118 | + 1585.7% |
| 104 | 115 | + 10.6% |

By Construction Status

| 8-2015 | 8-2016 | Change |
|-----------|-----------|---------------|
| 84 | 82 | - 2.4% |
| 139 | 137 | - 1.4% |
| 86 | 83 | - 3.5% |

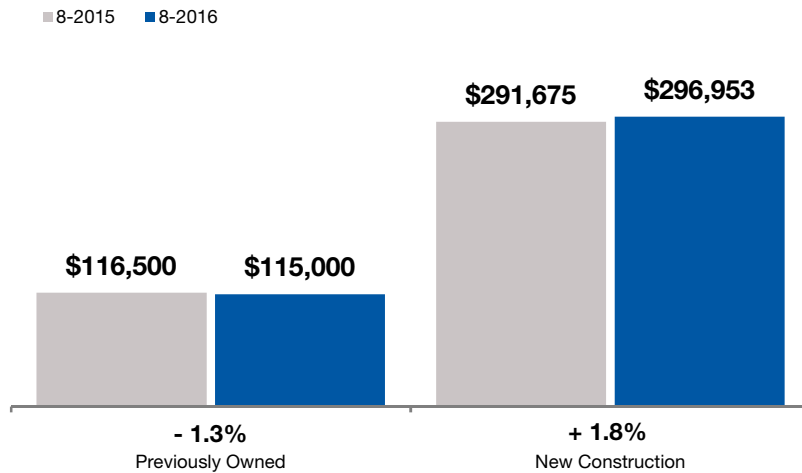
| 8-2015 | 8-2016 | Change | 8-2015 | 8-2016 | Change |
|-----------|-----------|---------------|------------|------------|----------------|
| 83 | 80 | - 3.6% | 104 | 112 | + 7.7% |
| 142 | 134 | - 5.6% | 105 | 157 | + 49.5% |
| 85 | 81 | - 4.7% | 104 | 115 | + 10.6% |

Median Sales Price

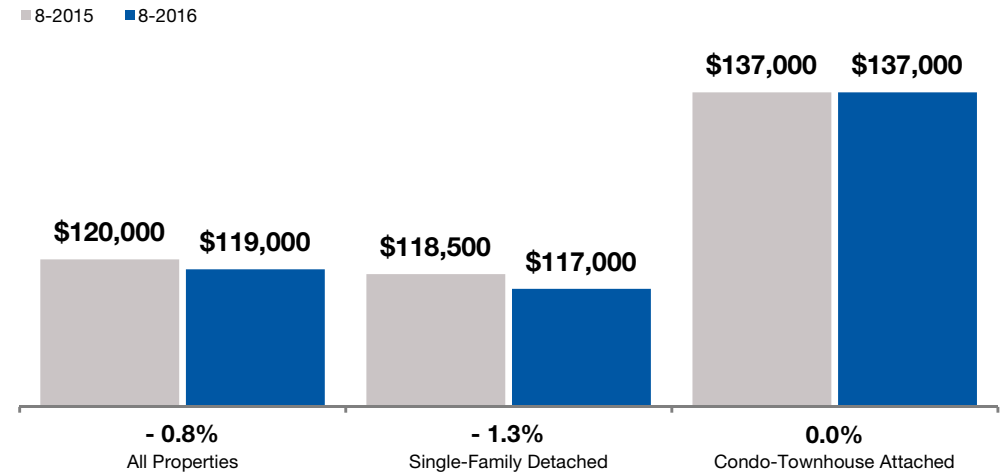
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

| By Construction Status | 8-2015 | 8-2016 | Change |
|----------------------------------|------------------|------------------|---------------|
| Previously Owned | \$116,500 | \$115,000 | - 1.3% |
| New Construction | \$291,675 | \$296,953 | + 1.8% |
| All Construction Statuses | \$120,000 | \$119,000 | - 0.8% |

Single-Family Detached

| 8-2015 | 8-2016 | Change |
|------------------|------------------|---------------|
| \$115,000 | \$114,500 | - 0.4% |
| \$297,087 | \$309,000 | + 4.0% |
| \$118,500 | \$117,000 | - 1.3% |

Condo-Townhouse Attached

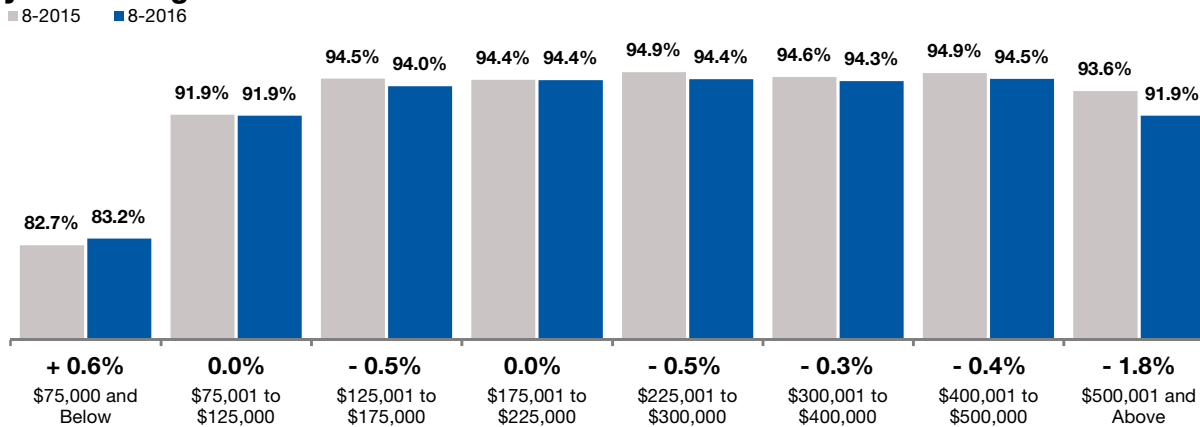
| 8-2015 | 8-2016 | Change |
|------------------|------------------|-------------|
| \$136,500 | \$135,000 | - 1.1% |
| \$203,750 | \$199,000 | - 2.3% |
| \$137,000 | \$137,000 | 0.0% |

Percent of Original List Price Received

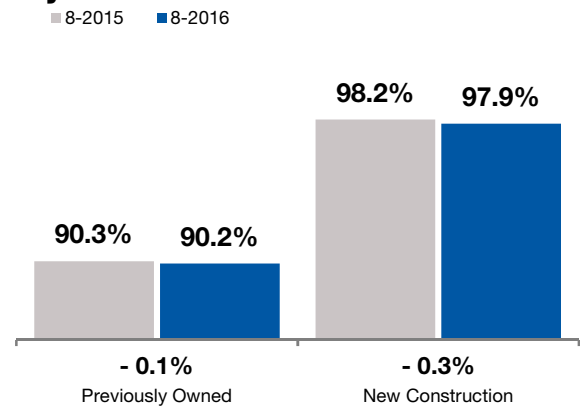
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



By Price Range



By Construction Status



All Properties

By Price Range

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 82.7% | 83.2% | + 0.6% |
| \$75,001 to \$125,000 | 91.9% | 91.9% | 0.0% |
| \$125,001 to \$175,000 | 94.5% | 94.0% | - 0.5% |
| \$175,001 to \$225,000 | 94.4% | 94.4% | 0.0% |
| \$225,001 to \$300,000 | 94.9% | 94.4% | - 0.5% |
| \$300,001 to \$400,000 | 94.6% | 94.3% | - 0.3% |
| \$400,001 to \$500,000 | 94.9% | 94.5% | - 0.4% |
| \$500,001 and Above | 93.6% | 91.9% | - 1.8% |
| All Price Ranges | 90.6% | 90.5% | - 0.1% |

Single-Family Detached

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 82.6% | 83.1% | + 0.6% |
| \$75,001 to \$125,000 | 91.9% | 92.0% | + 0.1% |
| \$125,001 to \$175,000 | 94.4% | 93.9% | - 0.5% |
| \$175,001 to \$225,000 | 94.4% | 94.4% | 0.0% |
| \$225,001 to \$300,000 | 94.9% | 94.4% | - 0.5% |
| \$300,001 to \$400,000 | 94.5% | 94.3% | - 0.2% |
| \$400,001 to \$500,000 | 94.9% | 94.5% | - 0.4% |
| \$500,001 and Above | 93.5% | 91.7% | - 1.9% |
| All Price Ranges | 90.5% | 90.4% | - 0.1% |

Condo-Townhouse Attached

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 86.0% | 84.2% | - 2.1% |
| \$75,001 to \$125,000 | 92.9% | 90.2% | - 2.9% |
| \$125,001 to \$175,000 | 94.9% | 94.2% | - 0.7% |
| \$175,001 to \$225,000 | 94.1% | 93.9% | - 0.2% |
| \$225,001 to \$300,000 | 95.4% | 95.3% | - 0.1% |
| \$300,001 to \$400,000 | 96.6% | 95.8% | - 0.8% |
| \$400,001 to \$500,000 | 90.0% | 0.0% | - 100.0% |
| \$500,001 and Above | 97.8% | 97.2% | - 0.6% |
| All Price Ranges | 92.9% | 91.3% | - 1.7% |

By Construction Status

| | 8-2015 | 8-2016 | Change |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned | 90.3% | 90.2% | - 0.1% |
| New Construction | 98.2% | 97.9% | - 0.3% |
| All Construction Statuses | 90.6% | 90.5% | - 0.1% |

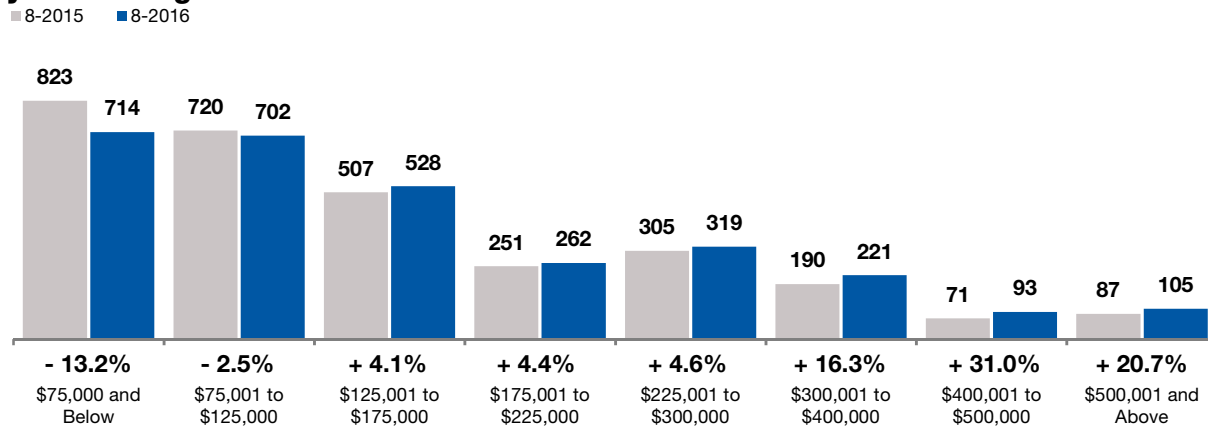
| | 8-2015 | 8-2016 | Change |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned | 90.2% | 90.2% | 0.0% |
| New Construction | 98.1% | 97.8% | - 0.3% |
| All Construction Statuses | 90.5% | 90.4% | - 0.1% |

Inventory of Homes for Sale

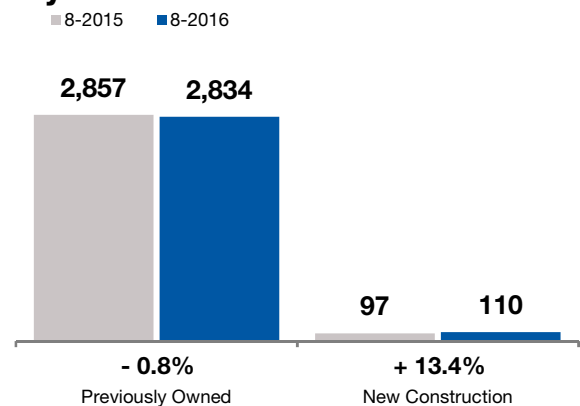
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



By Price Range



By Construction Status



All Properties

By Price Range

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 823 | 714 | - 13.2% |
| \$75,001 to \$125,000 | 720 | 702 | - 2.5% |
| \$125,001 to \$175,000 | 507 | 528 | + 4.1% |
| \$175,001 to \$225,000 | 251 | 262 | + 4.4% |
| \$225,001 to \$300,000 | 305 | 319 | + 4.6% |
| \$300,001 to \$400,000 | 190 | 221 | + 16.3% |
| \$400,001 to \$500,000 | 71 | 93 | + 31.0% |
| \$500,001 and Above | 87 | 105 | + 20.7% |
| All Price Ranges | 2,954 | 2,944 | - 0.3% |

Single-Family Detached

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| \$75,000 and Below | 772 | 666 | - 13.7% |
| \$75,001 to \$125,000 | 674 | 647 | - 4.0% |
| \$125,001 to \$175,000 | 467 | 482 | + 3.2% |
| \$175,001 to \$225,000 | 226 | 238 | + 5.3% |
| \$225,001 to \$300,000 | 285 | 299 | + 4.9% |
| \$300,001 to \$400,000 | 183 | 208 | + 13.7% |
| \$400,001 to \$500,000 | 69 | 91 | + 31.9% |
| \$500,001 and Above | 86 | 105 | + 22.1% |
| All Price Ranges | 2,762 | 2,736 | - 0.9% |

Condo-Townhouse Attached

| | 8-2015 | 8-2016 | Change |
|-------------------------|------------|------------|---------------|
| \$75,000 and Below | 51 | 48 | - 5.9% |
| \$75,001 to \$125,000 | 46 | 55 | + 19.6% |
| \$125,001 to \$175,000 | 40 | 46 | + 15.0% |
| \$175,001 to \$225,000 | 25 | 24 | - 4.0% |
| \$225,001 to \$300,000 | 20 | 20 | 0.0% |
| \$300,001 to \$400,000 | 7 | 13 | + 85.7% |
| \$400,001 to \$500,000 | 2 | 2 | 0.0% |
| \$500,001 and Above | 1 | 0 | - 100.0% |
| All Price Ranges | 192 | 208 | + 8.3% |

By Construction Status

| | 8-2015 | 8-2016 | Change |
|----------------------------------|--------------|--------------|---------------|
| Previously Owned | 2,857 | 2,834 | - 0.8% |
| New Construction | 97 | 110 | + 13.4% |
| All Construction Statuses | 2,954 | 2,944 | - 0.3% |

| | 8-2015 | 8-2016 | Change |
|-------------------------|--------------|--------------|---------------|
| Previously Owned | 2,682 | 2,637 | - 1.7% |
| New Construction | 80 | 99 | + 23.8% |
| All Price Ranges | 2,762 | 2,736 | - 0.9% |

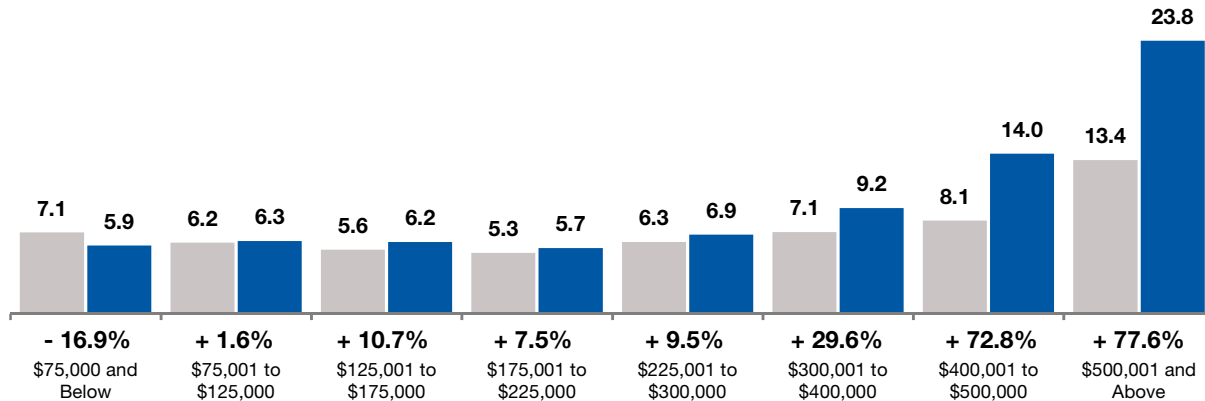
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



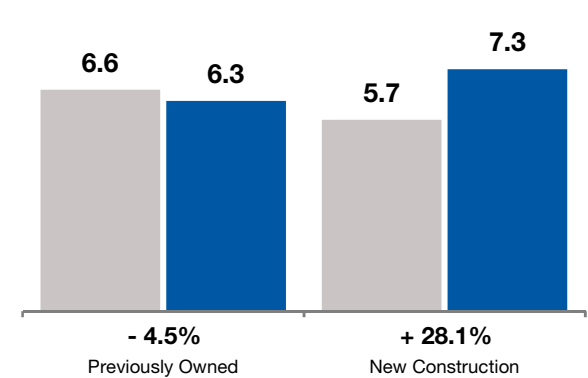
By Price Range

■ 8-2015 ■ 8-2016



By Construction Status

■ 8-2015 ■ 8-2016



All Properties

By Price Range

| | 8-2015 | 8-2016 | Change |
|-------------------------|------------|------------|--------------|
| \$75,000 and Below | 7.1 | 5.9 | -16.9% |
| \$75,001 to \$125,000 | 6.2 | 6.3 | +1.6% |
| \$125,001 to \$175,000 | 5.6 | 6.2 | +10.7% |
| \$175,001 to \$225,000 | 5.3 | 5.7 | +7.5% |
| \$225,001 to \$300,000 | 6.3 | 6.9 | +9.5% |
| \$300,001 to \$400,000 | 7.1 | 9.2 | +29.6% |
| \$400,001 to \$500,000 | 8.1 | 14.0 | +72.8% |
| \$500,001 and Above | 13.4 | 23.8 | +77.6% |
| All Price Ranges | 6.4 | 6.6 | +3.1% |

Single-Family Detached

| | 8-2015 | 8-2016 | Change |
|-------------------------|------------|------------|--------------|
| \$75,000 and Below | 6.9 | 5.8 | -15.9% |
| \$75,001 to \$125,000 | 6.1 | 6.2 | +1.6% |
| \$125,001 to \$175,000 | 5.6 | 6.2 | +10.7% |
| \$175,001 to \$225,000 | 5.3 | 5.9 | +11.3% |
| \$225,001 to \$300,000 | 6.2 | 6.8 | +9.7% |
| \$300,001 to \$400,000 | 7.1 | 9.0 | +26.8% |
| \$400,001 to \$500,000 | 8.0 | 13.8 | +72.5% |
| \$500,001 and Above | 13.4 | 24.2 | +80.6% |
| All Price Ranges | 6.4 | 6.6 | +3.1% |

Condo-Townhouse Attached

| | 8-2015 | 8-2016 | Change |
|-------------------------|------------|------------|---------------|
| \$75,000 and Below | 11.2 | 9.3 | -17.0% |
| \$75,001 to \$125,000 | 7.4 | 9.6 | +29.7% |
| \$125,001 to \$175,000 | 5.1 | 6.9 | +35.3% |
| \$175,001 to \$225,000 | 5.5 | 4.7 | -14.5% |
| \$225,001 to \$300,000 | 5.4 | 7.7 | +42.6% |
| \$300,001 to \$400,000 | 4.7 | 7.8 | +66.0% |
| \$400,001 to \$500,000 | 2.0 | 0.0 | -100.0% |
| \$500,001 and Above | 1.0 | 0.0 | -100.0% |
| All Price Ranges | 7.1 | 7.9 | +11.3% |

By Construction Status

| | 8-2015 | 8-2016 | Change |
|----------------------------------|------------|------------|--------------|
| Previously Owned | 6.6 | 6.3 | -4.5% |
| New Construction | 5.7 | 7.3 | +28.1% |
| All Construction Statuses | 6.4 | 6.6 | +3.1% |

| | 8-2015 | 8-2016 | Change |
|----------------------------------|------------|------------|--------------|
| Previously Owned | 6.6 | 6.2 | -6.1% |
| New Construction | 5.0 | 7.2 | +44.0% |
| All Construction Statuses | 6.4 | 6.6 | +3.1% |