

### New Listing Market Watch

| 14 Day Period through date | New Single Family Listings | New Single Family Listings in Contract | % of New Single Family Listings in Contract | New Condo Listings | New Condo Listings in Contract | % of New Condo Listings in Contract | Single Family Homes Price Reductions | Condo Price Reductions |
|----------------------------|----------------------------|--|---|--------------------|--------------------------------|-------------------------------------|--------------------------------------|------------------------|
| Jul 27, 2013               | 334                        | 51                                     | 15.3%                                       |                    |                                |                                     |                                      |                        |
| Aug 18, 2013               | 132                        | 14                                     | 10.6%                                       | 178                | 31                             | 17.4%                               |                                      |                        |
| Aug 27, 2013               | 125                        | 14                                     | 11.2%                                       | 126                | 26                             | 20.6%                               |                                      |                        |
| Sep 5, 2013                | 121                        | 12                                     | 9.9%  | 136                | 16                             | 11.8%                               |                                      |                        |
| Sep 16, 2013               | 200                        | 19                                     | 9.5%  | 287                | 31                             | 10.8%                               |                                      |                        |
| Sep 24, 2013               | 165                        | 4                                      | 2.4%  | 238                | 23                             | 9.7%                                |                                      |                        |
| Oct 1, 2013                | 160                        | 15                                     | 9.4%  | 209                | 40                             | 19.1%                               |                                      |                        |
| Oct 14, 2013               | 147                        | 11                                     | 7.5%  | 195                | 17                             | 8.7%                                |                                      |                        |
| Oct 31, 2013               | 144                        | 22                                     | 15.3%                                       | 148                | 28                             | 18.9%                               | 48                                   | 45                     |
| Nov 12, 2013               | 122                        | 16                                     | 13.1%                                       | 145                | 26                             | 17.9%                               | 37                                   | 23                     |
| Nov 26, 2013               | 77                         | 18                                     | 23.4%                                       | 107                | 39                             | 36.4%                               | 7                                    | 5                      |
| Dec 22, 2013               | 58                         | 20                                     | 34.5%                                       | 55                 | 14                             | 25.5%                               | 12                                   | 9                      |
| Jan 6, 2014                | 41                         | 6                                      | 14.6%                                       | 45                 | 4                              | 8.9%                                | 2                                    | 3                      |
| Jan 20, 2014               | 111                        | 20                                     | 18.0%                                       | 171                | 40                             | 23.4%                               | 11                                   | 11                     |
| Feb 3, 2014                | 95                         | 29                                     | 30.5%                                       | 145                | 35                             | 24.1%                               | 9                                    | 9                      |
| Feb 17, 2014               | 115                        | 19                                     | 16.5%                                       | 159                | 30                             | 18.9%                               | 6                                    | 5                      |
| Mar 2, 2014                | 114                        | 23                                     | 20.2%                                       | 159                | 39                             | 24.5%                               | 8                                    | 9                      |
| Mar 17, 2014               | 128                        | 31                                     | 24.2%                                       | 159                | 32                             | 20.1%                               | 9                                    | 13                     |
| Mar 31, 2014               | 134                        | 23                                     | 17.2%                                       | 161                | 45                             | 28.0%                               | 13                                   | 11                     |
| Apr 15, 2014               | 121                        | 20                                     | 16.5%                                       | 187                | 36                             | 19.3%                               | 10                                   | 12                     |
| Apr 28, 2014               | 119                        | 11                                     | 9.2%  | 181                | 25                             | 13.8%                               | 8                                    | 17                     |
| May 12, 2014               | 146                        | 25                                     | 17.1%                                       | 178                | 34                             | 19.1%                               | 4                                    | 15                     |
| May 27, 2014               | 108                        | 30                                     | 27.8%                                       | 176                | 39                             | 22.2%                               | 15                                   | 23                     |
| Jun 9, 2014                | 157                        | 19                                     | 12.1%                                       | 205                | 45                             | 22.0%                               | 11                                   | 18                     |
| Jun 24, 2014               | 155                        | 19                                     | 12.3%                                       | 194                | 31                             | 16.0%                               | 10                                   | 22                     |
| Jul 8, 2014                | 107                        | 16                                     | 15.0%                                       | 122                | 35                             | 28.7%                               | 15                                   | 17                     |
| Jul 21, 2014               | 137                        | 10                                     | 7.3%  | 246                | 43                             | 17.5%                               | 15                                   | 30                     |
| Aug 4, 2014                | 133                        | 13                                     | 9.8%  | 157                | 16                             | 10.2%                               | 8                                    | 23                     |
| Aug 19, 2014               | 104                        | 11                                     | 10.6%                                       | 149                | 29                             | 19.5%                               | 16                                   | 20                     |
| Sep 2, 2014                | 110                        | 21                                     | 19.1%                                       | 90                 | 12                             | 13.3%                               | 15                                   | 7                      |
| Sep 15, 2014               | 220                        | 27                                     | 12.3%                                       | 253                | 24                             | 9.5%                                | 18                                   | 31                     |
| Sep 30, 2014               | 163                        | 18                                     | 11.0%                                       | 187                | 31                             | 16.6%                               | 27                                   | 18                     |
| Oct 13, 2014               | 190                        | 7                                      | 3.7%  | 159                | 15                             | 9.4%                                | 40                                   | 26                     |
| Oct 27, 2014               | 139                        | 22                                     | 15.8%                                       | 175                | 23                             | 13.1%                               | 33                                   | 37                     |
| Nov 10, 2014               | 159                        | 14                                     | 8.8%  | 188                | 25                             | 13.3%                               | 50                                   | 39                     |
| Nov 24, 2014               | 93                         | 21                                     | 22.6%                                       | 101                | 20                             | 19.8%                               | 13                                   | 20                     |
| Dec 8, 2014                | 60                         | 5                                      | 8.3%  | 70                 | 8                              | 11.4%                               | 8                                    | 10                     |
| Dec 22, 2014               | 31                         | 5                                      | 16.1%                                       | 39                 | 17                             | 43.6%                               | 5                                    | 1                      |
| Jan 5, 2015                | 21                         | 4                                      | 19.0%                                       | 34                 | 10                             | 29.4%                               | 6                                    | 3                      |
| Jan 19, 2015               | 94                         | 26                                     | 27.7%                                       | 128                | 36                             | 28.1%                               | 6                                    | 4                      |
| Feb 2, 2015                | 85                         | 18                                     | 21.2%                                       | 130                | 38                             | 29.2%                               |                                      |                        |
| Feb 16, 2015               | 117                        | 20                                     | 17.1%                                       | 146                | 31                             | 21.2%                               | 4                                    | 8                      |
| Mar 2, 2015                | 117                        | 18                                     | 15.4%                                       | 159                | 30                             | 18.9%                               | 14                                   | 11                     |
| Mar 16, 2015               | 121                        | 23                                     | 19.0%                                       | 168                | 33                             | 19.6%                               | 10                                   | 5                      |
| Mar 30, 2015               | 119                        | 29                                     | 24.4%                                       | 157                | 38                             | 24.2%                               | 9                                    | 12                     |
| Apr 13, 2015               | 116                        | 29                                     | 25.0%                                       | 167                | 31                             | 18.6%                               | 11                                   | 13                     |



