



By the Numbers – Far West August 2019

| FAR WEST | Aug 2018 | Aug 2019 | % CHANGE |
|----------------------------|-----------------|-----------------|----------|
| AVAILABLE INVENTORY | | | |
| 97006 | 82 | 95 | 15.9% |
| 97007 | 163 | 181 | 11.0% |
| 97123 | 156 | 192 | 23.1% |
| 97124 | 98 | 99 | 1.0% |
| 97132 | 149 | 148 | -0.7% |
| 97140 | 129 | 102 | -20.9% |
| AVERAGE LIST PRICE | (\$,000) | (\$,000) | |
| 97006 | 385.7 | 394.6 | 2.3% |
| 97007 | 622.2 | 553.9 | -11.0% |
| 97123 | 572.1 | 548.7 | -4.1% |
| 97124 | 613.3 | 585.2 | -4.6% |
| 97132 | 653.6 | 650.9 | -0.4% |
| 97140 | 889.9 | 999.1 | 12.3% |
| AVERAGE DAYS ON MKT | | | |
| 97006 | 24 | 24 | 0.0% |
| 97007 | 27 | 31 | 14.8% |
| 97123 | 32 | 45 | 40.6% |
| 97124 | 27 | 24 | -11.1% |
| 97132 | 20 | 42 | 110.0% |
| 97140 | 23 | 34 | 47.8% |
| SOLD VS. LIST PRICE | | | |
| 97006 | 99.9% | 99.2% | -0.7% |
| 97007 | 99.8% | 99.7% | 0.0% |
| 97123 | 99.9% | 100.1% | 0.2% |
| 97124 | 97.7% | 99.8% | 2.1% |
| 97132 | 99.7% | 99.5% | -0.1% |
| 97140 | 100.0% | 99.2% | -0.9% |
| MONTHS OF INVENTORY | | | |
| 97006 | 1.2 | 2 | 66.7% |
| 97007 | 1.5 | 2.5 | 66.7% |
| 97123 | 2.4 | 2 | -16.7% |
| 97124 | 1.8 | 1.3 | -27.8% |
| 97132 | 2.3 | 2.2 | -4.3% |
| 97140 | 2.3 | 2.1 | -8.7% |

| Year to Date | 2018 | 2019 | % CHANGE |
|----------------------------|----------------|----------------|----------|
| CLOSED SALES | | | |
| 97006 | 400 | 356 | -11.0% |
| 97007 | 619 | 605 | -2.3% |
| 97123 | 535 | 539 | 0.7% |
| 97124 | 431 | 422 | -2.1% |
| 97132 | 383 | 402 | 5.0% |
| 97140 | 372 | 333 | -10.5% |
| AVERAGE SALES PRICE | (\$000) | (\$000) | |
| 97006 | 379.7 | 379.9 | 0.1% |
| 97007 | 440.0 | 459.5 | 4.4% |
| 97123 | 400.3 | 435.4 | 8.8% |
| 97124 | 414.7 | 418.9 | 1.0% |
| 97132 | 421.5 | 420.9 | -0.1% |
| 97140 | 531.1 | 477.9 | -10.0% |