

Monthly Survey of Real Estate Agents – December 2017

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Holidays and the Deep East Coast Freeze Leave Buyers in the Cold:

In order to better assess conditions across the largest housing markets in the US, we surveyed ~500 real estate agents. For December, our Buyer Traffic Index rose 5pts sequentially to 43, slightly lower vs the November gain of 7pts but ahead of October's +2pts. Realtor commentary suggests most areas saw a typical seasonal slowdown, furthered in some parts of the country—like the North and Southeast—by the colder than usual weather. Conversely, warmer temps benefitted areas like Denver and Phoenix. Looking past this, inventory remains tight, giving the remaining would-be buyers few options. Regionally, Raleigh, Denver, and Austin saw the largest gains, while Nashville, Houston, and Dallas decreased from November.

Affordability Continues to Influence Demand Trends:

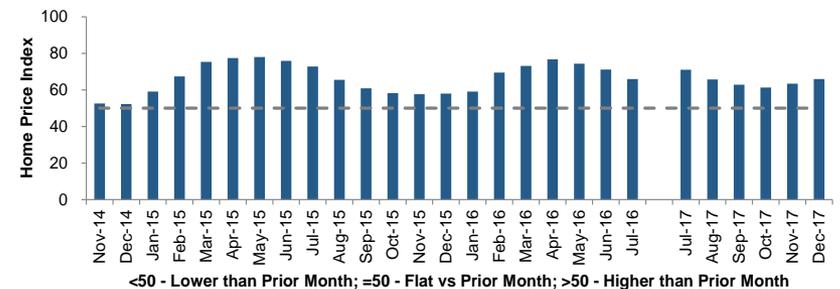
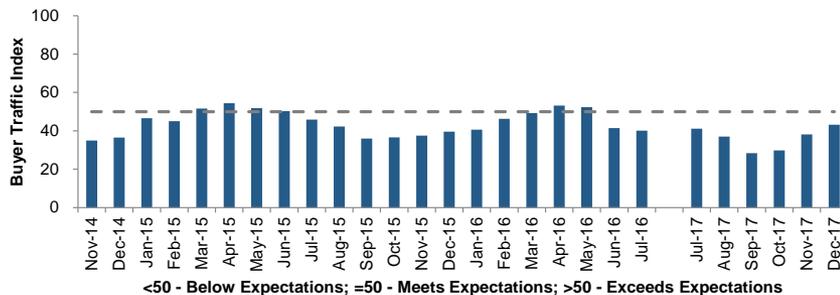
Consumer confidence along with the prospect of higher rates is keeping younger buyers on the hunt with relative strength for homes priced below ~\$500,000. As such, most of those surveyed expect activity levels to rebound to their 2017 strength as we move into the spring selling season.

Thesis Intact—Maintain Positive Outlook for Housing in 2018:

We believe the housing upturn remains intact into 2018 and look for the gradual re-emergence of entry-level and first-time buyers to drive much of the growth. Our top picks are DHI and PHM.

Executive Summary: Holidays and Weather Reflected in Survey Results

- December Buyer Traffic Index Rises 5pts Sequentially to 43 led by Markets with Affordable Product:** Results of our latest Realtor Survey show traffic levels this month were influenced by seasonality as well as the colder than usual weather in areas of the North and Southeast, which sidelined many would-be buyers. This was furthered by the persistent lack of inventory, especially at the entry-level price points. That said, demand appears steady as we head into the 2018 selling season with traffic up sequentially in 12 of the top 20 markets:
 - The Index rose 10+ points in 6 MSAs (Raleigh, Denver, Austin, the Inland Empire, Orlando and San Antonio), was down 5pts to up 10 points in 11 (Phoenix, Seattle, Miami, Los Angeles, Tampa, New York, Las Vegas, Atlanta, Washington DC, Charlotte and Jacksonville), and was down 5+ points in the remaining 3 (Nashville, Houston and Dallas).
 - Realtors in areas with greater relative affordability—including Las Vegas, Phoenix, and parts of Florida—are expecting this to drive further activity in the new year. This is especially evident among snow birds seeking out the lifestyle and cost effective nature of these MSAs.
 - Looking across markets, demand remains strongest for homes priced below ~\$500,000 as entry level and first time buyers look to enter homeownership. Several realtors noted units within these bands continue to sell at a “brisk pace.” This is consistent with our view that the remainder of the housing cycle will be driven by first-time buyer demand for affordable product.
- Home Price Index Rises 3pts from November and Time to Sell Increases 2pts:** The inventory shortage, cold weather and affordability concerns limited overall closings. The time to sell a home lengthened reflecting the impact of the holiday season as well as continued price appreciation, inhibiting affordability. (December marks our 6th consecutive month over month increase).
- Realtors Provide On-the-Ground Read on Conditions:** We survey local agents on a monthly basis in order to better gauge changes in supply and demand. Results are used to calculate a diffusion index, with a reading of 50+ indicating an improvement.



Note: Please see appendix for a detailed description of our survey and index calculation methodology.
Source: Credit Suisse

December Top 20 Market Summary:

Cold Weather in the East and Lack of Supply Keep Buyers on the Sidelines

Rank	Top 20 MSAs	Buyer Traffic Index	Prior Month Rank	Home Price Index	Home Listings Index	Sell Time Index	Builder Incentives Index	Agent Highlights
1	Raleigh, NC	60 (+60)	9(+16)	90 (+7)	50 (-38)	60 (+23)	50 (+13)	Raleigh's buyer traffic index came in ahead of expectations for December despite the shortage of inventory and cold weather. Buyer demand remains strong and is expected to rise given increased confidence in the economy as a result of changes to tax legislation.
2	Denver, CO	58 (+33)	10(+16)	66 (+39)	74 (+6)	44 (+31)	42 (+10)	Good weather in December drove greater than expected foot traffic in Denver. Realtors are seeing pent up demand from younger, entry level buyers. Prices continue to rise as a result of the tight supply and buyers are hard-pressed to find affordable inventory in the market.
3	Austin, TX	50 (+30)	14(+16)	81 (+41)	19 (-21)	31 (+24)	44 (+20)	Realtors in Austin cite job growth and buyer confidence driving traffic into the MSA, despite rising prices and tight resale supply. Uncertainties around tax changes are keeping some on the sidelines particularly in the luxury market, which is experiencing slowness.
4	Inland Empire, CA	44 (+29)	19(+12)	64 (-6)	75 (+15)	63 (+23)	38 (-3)	Buyer traffic increased sequentially but came in below agents' expectations. Despite pent up buyer interest, lack of affordable inventory as well as initial negative reactions to tax changes are weighing on traffic levels.
5	Orlando, FL	44 (+27)	17(+9)	59 (+9)	66 (+9)	34 (-9)	50 (-13)	Though the index rose, traffic still fell below agents' expectations. Home prices remain elevated and agents are having difficulty finding homes priced under \$400K. Given the tightness in supply however, buyers are motivated to act on any opportunity.
6	San Antonio, TX	50 (+14)	11(+6)	88 (+21)	88 (+29)	50 (+42)	25 (+17)	Traffic levels met expectations this month as the holiday slowdown gave the market a chance to catch its breath. Agents expect the strength experienced over the last several years to continue into 2018, though at a slightly slower pace.
7	Phoenix, AZ	54 (+10)	7(-1)	65 (-11)	71 (+13)	44 (-14)	48 (0)	Winter weather is increasing snowbird traffic in Phoenix and despite a continued lack of supply, agents note optimism surrounding the economy is motivating buyers to enter the market before home prices push higher.
8	Seattle, WA	45 (+7)	2(+7)	68 (-5)	91 (+14)	55 (+5)	60 (+25)	Traffic levels continue to fall short of agents' expectations. Buyer frustration persists given the environment of limited inventory coupled with rising prices and interest rates.
9	Miami, FL	33 (+6)	8(+2)	50 (+2)	48 (+1)	25 (-8)	33 (+3)	Despite the sequential increase, buyer traffic fell below expectations largely due to the seasonal slow down and lower levels of tourism. Affordability remains a concern as homes priced over \$500K struggle to sell resulting in pricing weakness.
10	Los Angeles, CA	43 (+5)	16(-6)	64 (+9)	74 (+21)	48 (+5)	48 (+4)	Holiday distractions and uncertainty concerning the effects of tax reform contributed to traffic levels below agents' expectations. Low inventory and a high cost of living are causing buyers to move further inland or out of state.
11	Tampa, FL	32 (+5)	4(+2)	86 (+23)	77 (+9)	59 (+26)	50 (+15)	Buyer traffic fell below realtors' expectations as low inventory plagues activity levels. Despite a pick up in investor demand, rising home prices continue to keep buyers out of the market.
12	New York-Northern NJ	34 (+3)	5(-3)	61 (-4)	81 (+13)	59 (+12)	57 (0)	Poor weather and a lack of affordable inventory kept buyer traffic below expectations. Confusion surrounding the impact of tax reform and elevated home prices is causing hesitation from would-be buyers.
13	Las Vegas, NV	62 (-1)	12(-10)	88 (+1)	73 (+11)	58 (+13)	46 (+4)	Realtors in Las Vegas saw strong traffic levels going into the holiday season. Relative affordability and benefits from tax law changes were cited as drivers for the increased demand.
14	Atlanta, GA	33 (-3)	18(-4)	77 (+23)	83 (+10)	47 (+3)	27 (-5)	Traffic remains depressed in Atlanta as bad weather and the holidays weigh on activity. Agents highlighted significant slowness in the mid luxury (\$500K-\$1mn) part of the market, though lower priced homes are selling at a brisk pace.
15	Washington, DC	63 (-4)	20(-14)	44 (-1)	63 (-26)	41 (+7)	41 (-4)	Buyer traffic in the DC area was ahead of realtors' expectations as rising rents pressured apartment dwellers into homeownership, despite the lack of inventory.
16	Charlotte, NC	33 (-4)	13(-11)	75 (-8)	69 (-3)	31 (-24)	50 (+13)	A continued lack of quality inventory and weakness in higher priced homes are keeping traffic levels low in Charlotte, irrespective of strong demand for entry level homes and a sense of urgency among buyers due to rising interest rates and home prices.
17	Jacksonville, FL	25 (-4)	1(+3)	56 (-15)	56 (-8)	44 (-13)	31 (+10)	Activity levels dropped off in Jacksonville, given colder weather and a shortage of inventory. Out of state buyer interest is expected to pick-up given Florida's low taxes and relative affordability.
18	Nashville, TN	50 (-7)	15(-16)	63 (+5)	56 (-15)	50 (+14)	31 (+3)	The slow holiday traffic levels were in-line with agents' expectations. Buyer demand largely came from an influx of job relocations and move-up buyers. Inventory levels remain low going into 2018.
19	Houston, TX	42 (-8)	3(-11)	46 (-10)	75 (+19)	36 (-1)	41 (+16)	Despite the strong local economy, Houston's traffic fell below expectations. Concerns about inventory impacted from Hurricane Harvey as well as holiday slowness kept most out of the market in December.
20	Dallas, TX	30 (-30)	6(-13)	65 (-25)	60 (+30)	35 (-5)	28 (-12)	Though corporations continue to relocate into the MSA, buyer traffic fell below agent expectations. The current inventory shortage as well as uncertainty around tax legislation are leading many buyers to hold-off on purchasing until after the holiday season.

Note: Markets ranked according to sequential change in buyer traffic index Source: Credit Suisse

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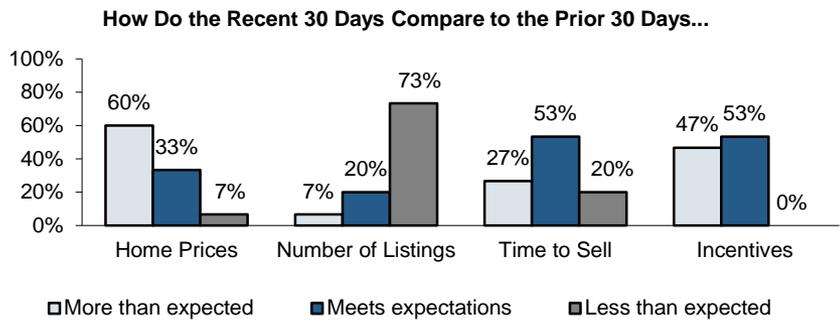
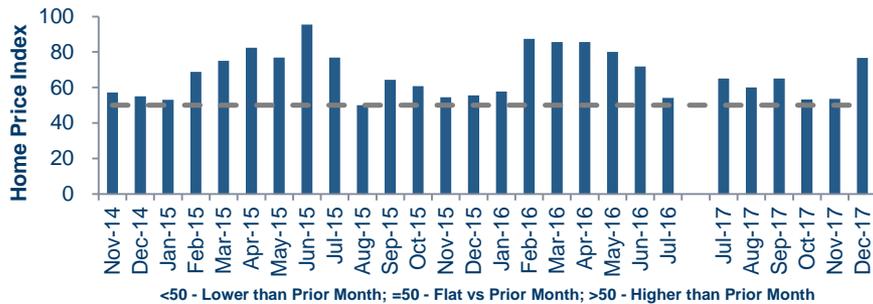
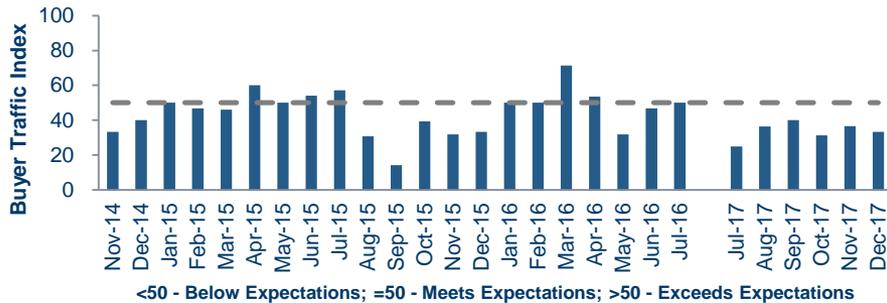
Key Housing Markets Continued:

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Atlanta, GA



Key Takeaways:

- **The Buyer Traffic Index was 33 down from 37 in November:** Traffic declined sequentially, but agents saw strong pent up demand for affordable homes.
- **The Home Price Index increased to 77 from 54 last month**

Comments from Real Estate Agents

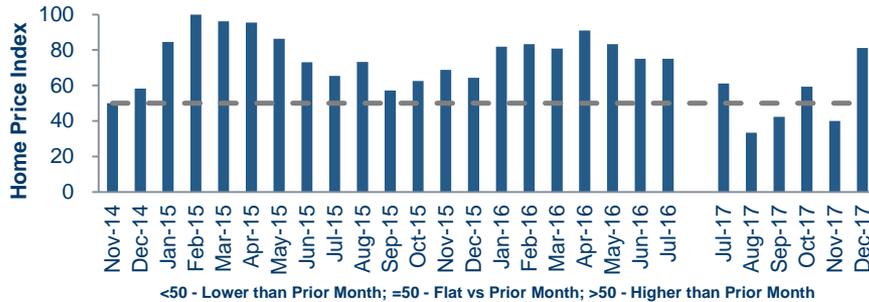
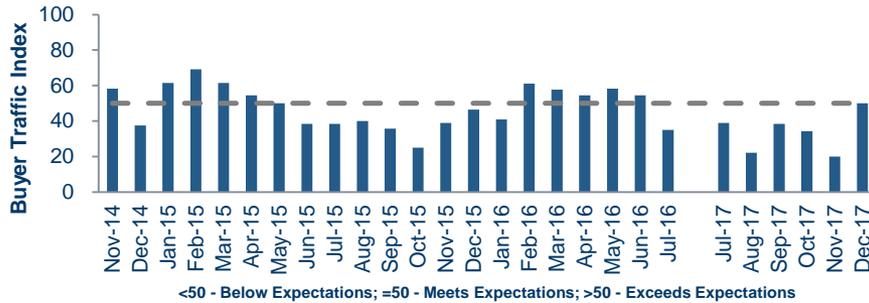
- “Luxury market has slowed dramatically while affordable homes (under \$300K) continue to sell at a brisk pace.”
- “Pent up buyer demand and limited inventory driving multiple offers on the good listings.”
- “Anticipate a slight negative impact from tax changes in the +\$800K price range and it could hurt first-time buyer affordability.”
- “Tax reform may increase home buying and buyer confidence.”

Market Overview and Builder Exposure

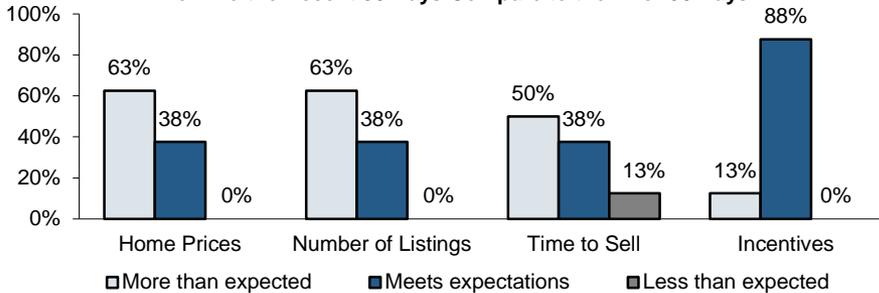
- 3rd largest market in the country
- 2016 single family permits: 22,931

Rank	Top 10 Builders	Closings 2016	Market Share	Atlanta as a % of Total Closings
1	D.R. Horton	3,014	16.8%	7.2%
2	Century Communities	1,265	7.0%	44.8%
3	PulteGroup	863	4.8%	4.3%
4	Smith Douglas Communities	594	3.3%	
5	Lennar Corp.	553	3.1%	2.1%
6	Taylor Morrison	528	2.9%	7.2%
7	Wilson Parker Homes	507	2.8%	
8	Rocklyn Homes	504	2.8%	
9	Ashton Woods Homes	475	2.6%	
10	CalAtlantic Group	448	2.5%	3.1%
Top 10 Totals		8,751	48.6%	

Austin, TX



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index rose to 50 from 20 in November:** Demand met expectations despite a sequential rise in prices.
- **The Home Price Index increased to 81 from 40 last month**

Comments from Real Estate Agents

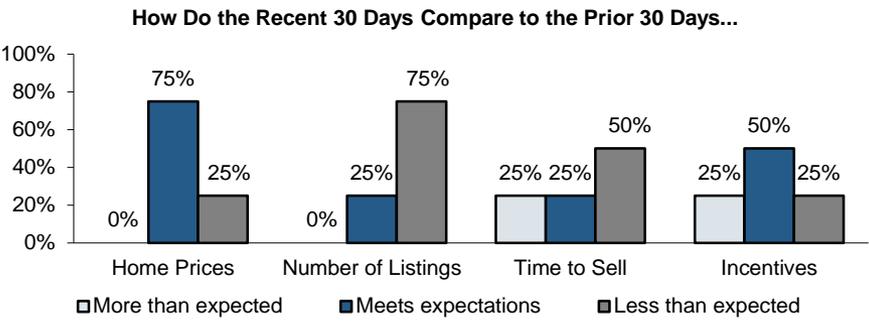
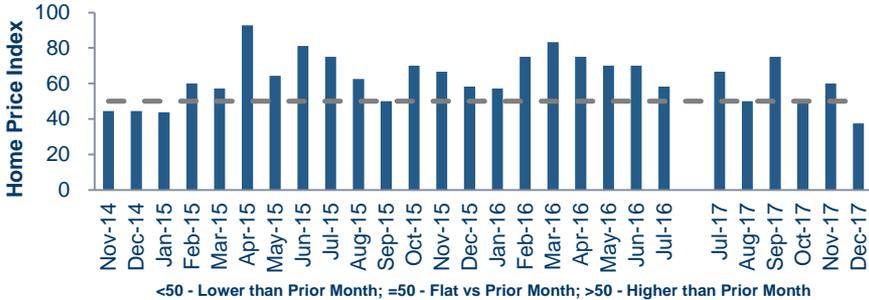
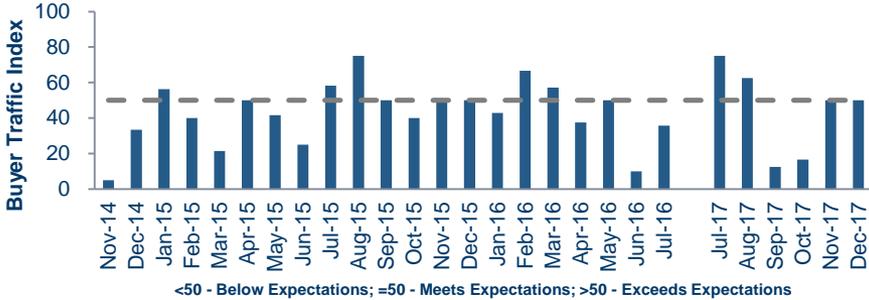
- "Jobs continue to drive the influx of new residents to the MSA."
- "Expected seasonal adjustments and holiday related slowdown."
- "Too soon to tell the impact of tax reform."

Market Overview and Builder Exposure

- 5th largest market in the country
- 2016 single family permits: 13,609

Rank	Top 10 Builders	Closings 2016	Market Share	Austin as a % of Total Closings
1	D.R. Horton	2,159	16.4%	5.2%
2	KB Home	1,056	8.0%	10.7%
3	CalAtlantic Group	868	6.6%	6.1%
4	Milestone Community Builders	797	6.0%	
5	PulteGroup	787	6.0%	3.9%
6	Lennar Corp.	666	5.0%	2.5%
7	Pacesetter Homes	460	3.5%	
8	Gehan Homes	426	3.2%	
9	Taylor Morrison	376	2.8%	5.1%
10	Castlerock Communities	355	2.7%	
Top 10 Totals		7,950	60.2%	

Baltimore, MD



Key Takeaways:

- **The Buyer Traffic Index remained unchanged this month:** Demand met realtor expectations with lack of available inventory remaining an issue.
- **The Home Price Index decreased to 38 from 60 last month**

Comments from Real Estate Agents

- "Last minute efforts to get into a house before the end of the year."
- "Inventory remains scarce."
- "Tax reform is perceived as making mortgages more costly."
- "Tax changes should not have any effect on the market, except at the very high end."

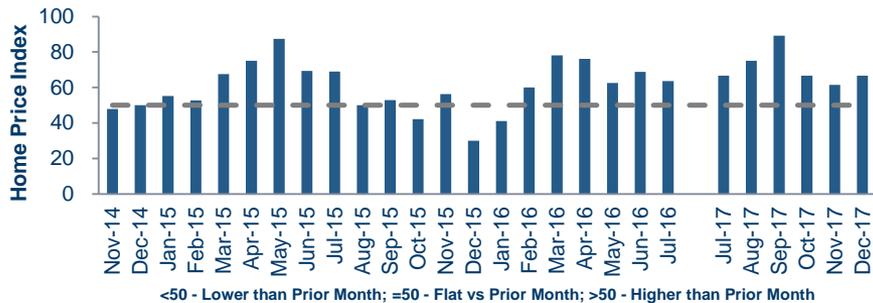
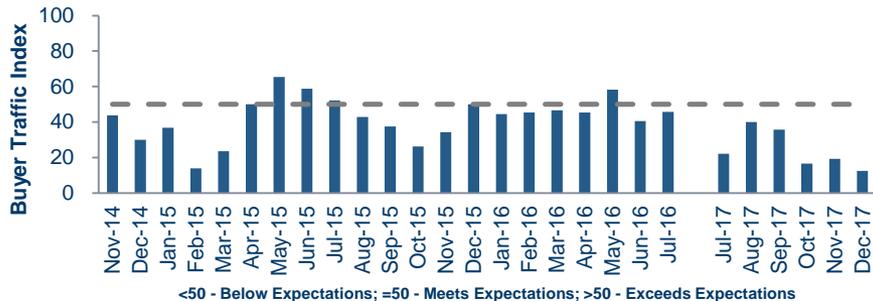
Market Overview and Builder Exposure

- 33rd largest market in the country
- 2016 single family permits: 4,697

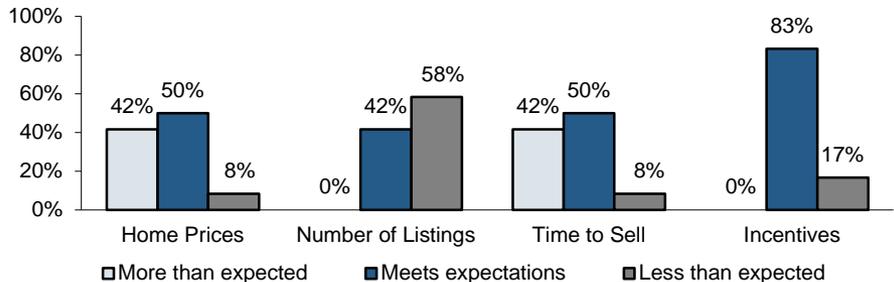
Rank	Top 10 Builders	Closings 2016	Market Share	Baltimore as a % of Total Closings
1	NVR	1,233	34.7%	8.3%
2	Beazer Homes	370	10.4%	6.8%
3	Lennar Corp.	369	10.4%	1.4%
4	M.D.C. Holdings/Richmond American Homes	230	6.5%	
5	CalAtlantic Group	163	4.6%	1.1%
6	Hovnarian Enterprises	124	3.5%	2.0%
6	Bob Ward Companies	124	3.5%	
8	The Bozzuto Group	101	2.8%	
9	Toll Brothers	93	2.6%	1.5%
10	D.R. Horton	74	2.1%	0.2%
Top 10 Totals		2,881	81.1%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

Boston, MA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index decreased slightly to 13 from 19 in November:** Agents noted severe winter weather and snow discouraged prospective buyers this month.
- **The Home Price Index rose to 67 from 62 last month**

Comments from Real Estate Agents

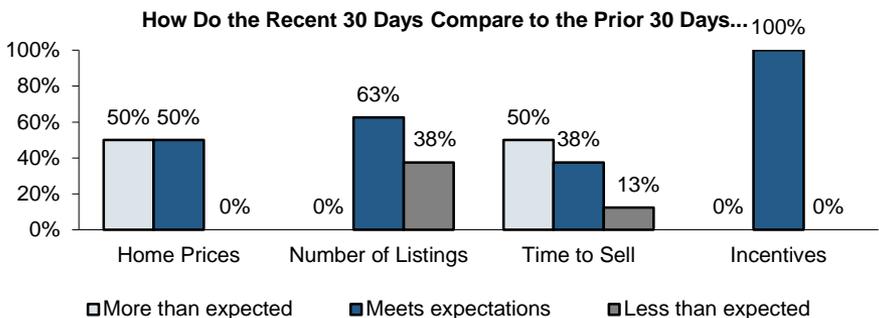
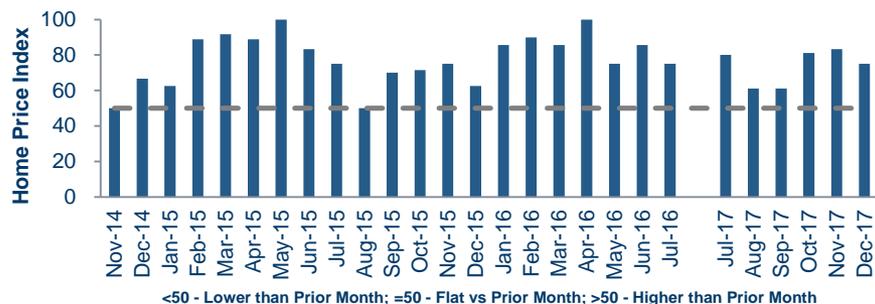
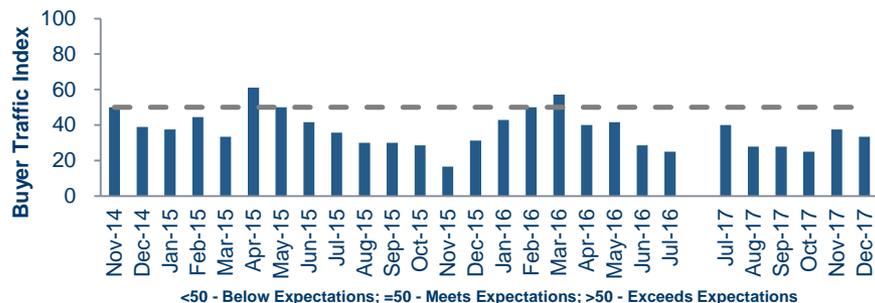
- “Extreme cold temperatures and 12 inches of snow slowed the market this month.”
- “Many homes taken off the market due to Christmas, compounding the lack of available inventory.”
- “Middle to low end buyer will be relatively unaffected by tax reform.”
- “Tax changes might impact the \$1mn+ market, but other factors (work, school, marriage) typically drive these purchases.”

Market Overview and Builder Exposure

- 32nd largest market in the country
- 2016 single family permits: 5,268

Rank	Top 10 Builders	Closings 2016	Market Share	Boston as a % of Total Closings
1	PulteGroup	302	8.5%	1.5%
2	Brendon Properties	90	2.5%	
3	Toll Brothers	89	2.5%	1.4%
4	Chinburg Builders	63	1.8%	
5	Lewis Builders Development	50	1.4%	
6	Valle Group	37	1.0%	
7	A & M Land Corp	36	1.0%	
8	Katz Development Corp.	35	1.0%	
8	Keystone Builders	35	1.0%	
10	Thorndike Development	30	0.8%	
Top 10 Totals		767	21.5%	

Charlotte, NC



Key Takeaways:

- **The Buyer Traffic Index lowered to 33 from 38 in November:** The market remains bifurcated with high demand in the lower price ranges compared to a slow luxury segment.
- **The Home Price Index fell to 75 from 83 last month**

Comments from Real Estate Agents

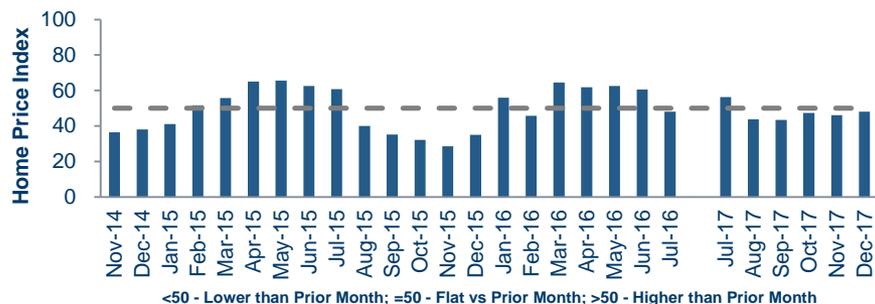
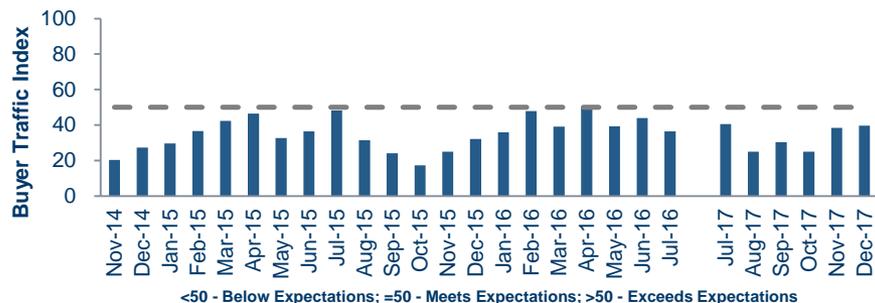
- “Steady traffic with homes under \$400K moving quickly and homes above \$500K slowing.”
- “Buyers motivated by prospect of increasing rates.”
- “Once the public understands the tax reform, there should be no change in buyer traffic.”
- “Perhaps buyers will use more cash on purchases since fewer people will be itemizing their tax returns.”

Market Overview and Builder Exposure

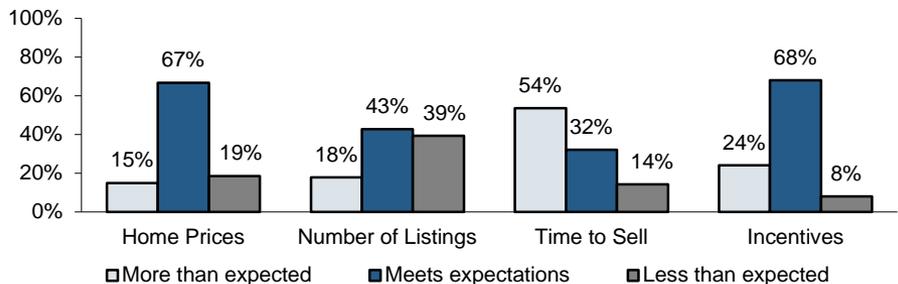
- 8th largest market in the country
- 2016 single family permits: 12,989

Rank	Top 10 Builders	Closings 2016	Market Share	Charlotte as a % of Total Closings
1	True Homes	1,057	10.5%	
2	Lennar Corp.	1,039	10.3%	3.9%
3	D.R. Horton	925	9.2%	2.2%
4	PulteGroup	796	7.9%	4.0%
5	CalAtlantic Group	733	7.3%	5.2%
6	NVR	596	5.9%	4.0%
7	AV Homes	558	5.6%	22.6%
8	M/I Homes	460	4.6%	10.3%
9	Meritage Homes	422	4.2%	5.7%
10	Eastwood Homes	363	3.6%	
Top 10 Totals		6,949	69.1%	

Chicago, IL



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index increased marginally to 40 from 39 last month:** Agents expect tax reform to draw buyers away from the state as demand stays below expectations.
- **The Home Price Index ticked up to 48 from 46 in the prior month**

Comments from Real Estate Agents

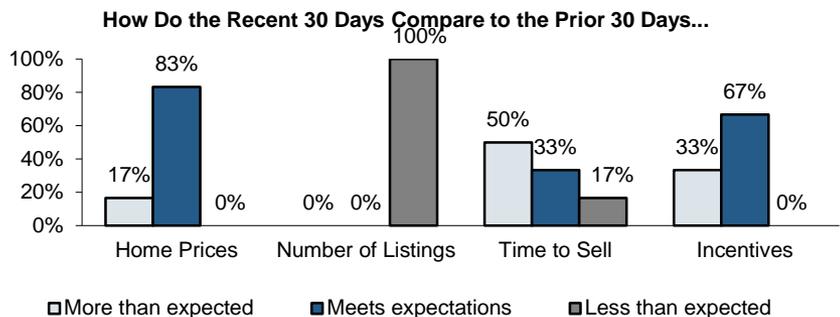
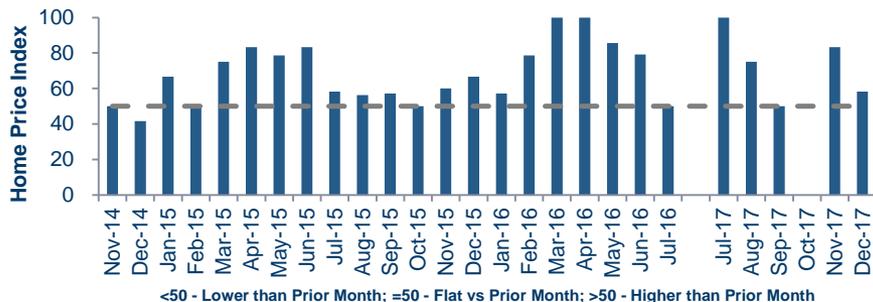
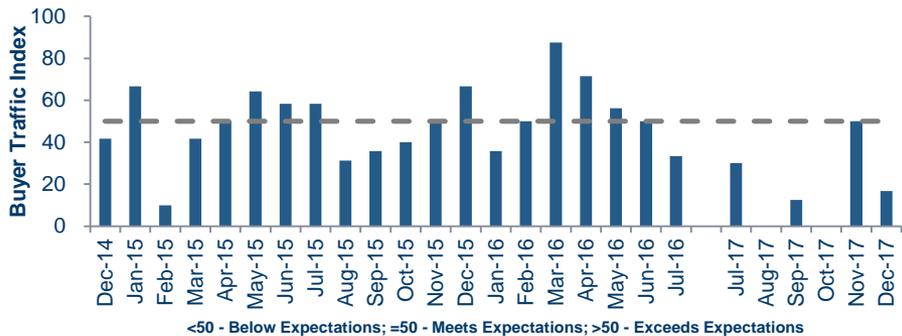
- “Frigid December temperatures and holidays put the market into hibernation – expected for the season.”
- “Concerns about being able to deduct high property taxes.”
- “Tax reform may discourage move-up buyers, but will have minimal effect on first-time buyers.”
- “Overall decreased interest in Illinois – buyers headed to Wisconsin.”

Market Overview and Builder Exposure

- 23rd largest market in the country
- 2016 single family permits: 8,118

Rank	Top 10 Builders	Closings 2016	Market Share	Chicago as a % of Total Closings
1	D.R. Horton	643	12.3%	1.5%
2	CalAtlantic Group	630	12.1%	4.4%
3	M/I Homes	394	7.5%	8.8%
4	PulteGroup	367	7.0%	1.8%
5	Olthof Homes	304	5.8%	
6	Hovnanian Enterprises	270	5.2%	4.3%
7	NVR	145	2.8%	1.0%
8	Providence Real Estate Development	137	2.6%	
9	Edward R. James Homes	105	2.0%	
10	Lexington Homes	96	1.8%	
Top 10 Totals		3,091	59.1%	

Cincinnati, OH



Key Takeaways:

- **The Buyer Traffic Index fell to 17 from 50 last month:** Traffic in the area fell below realtors' expectations as December weather made home viewing difficult.
- **The Home Price Index decreased to 58 from 83 in November**

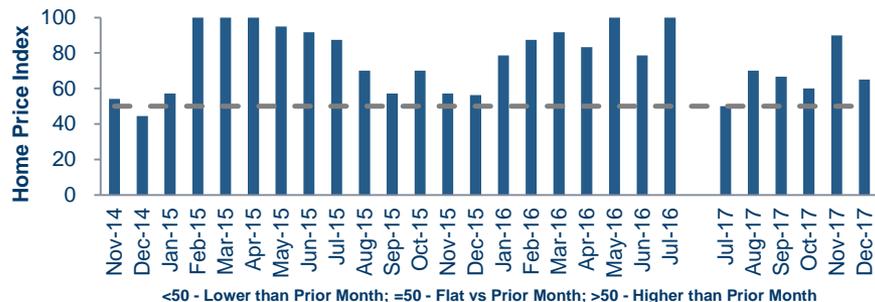
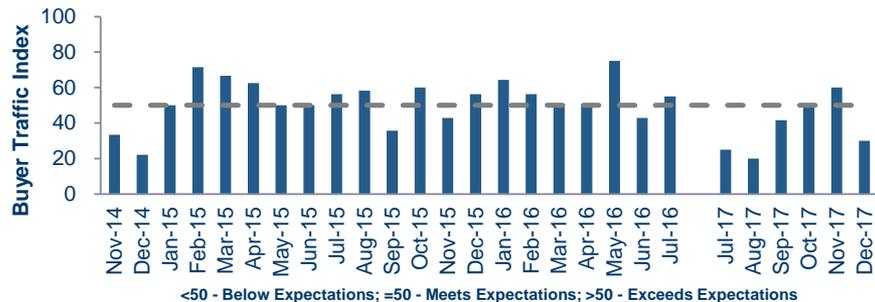
Comments from Real Estate Agents

- "Tempering of overall buyer activity."
- "Rents rising and seeing pent up demand for housing."
- "Extreme cold weather hampering showings."
- "Tax reform will cause home prices at the high end of the market to drop."
- "Minimal effect of tax changes will be felt by the general buyer."

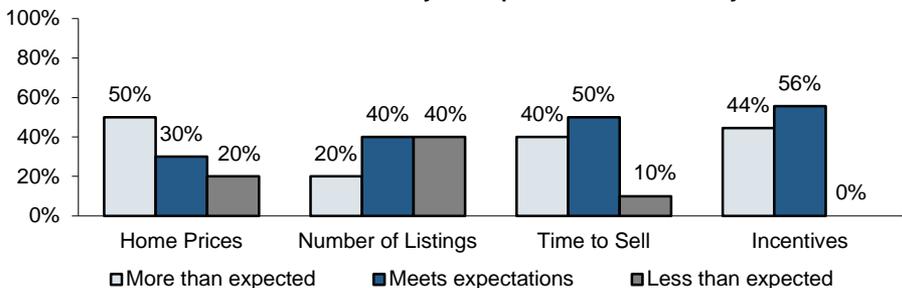
Market Overview and Builder Exposure

- 2016 single family permits: 3,932

Dallas, TX



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index dropped to 30 from 60 in November:** Buyer traffic fell beneath agents' expectations though the area continues to benefit from corporate relocations.
- **The Home Price Index declined to 65 from 90 last month**

Comments from Real Estate Agents

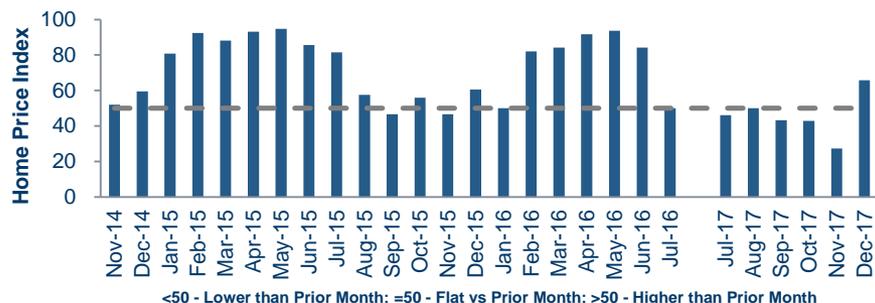
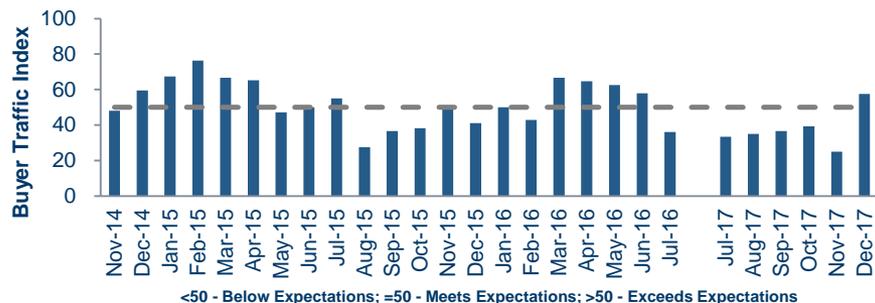
- "Strong demand in the entry level price range far exceeds available inventory."
- "Strong corporate relocations though traffic slowed due to the holiday period."
- "Not much effect from tax reform due to price range of homes and lack of state income tax."
- "Tax changes may cause a slight slowing in home price appreciation."

Market Overview and Builder Exposure

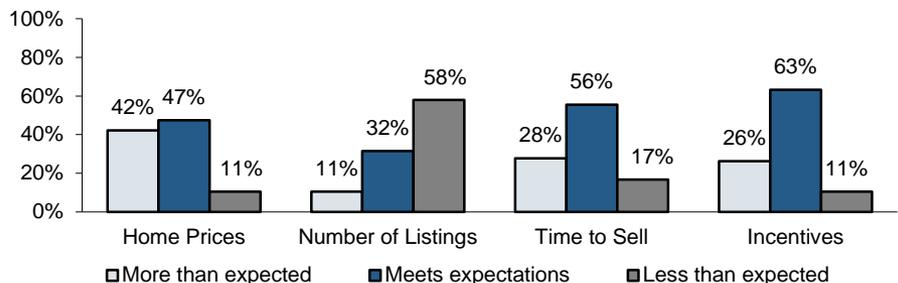
- Largest market in the country
- 2016 single family permits: 29,846

Rank	Top 10 Builders	Closings 2016	Market Share	Dallas as a % of Total Closings
1	D.R. Horton	4,320	15.7%	10.4%
2	Highland Homes	1,456	5.3%	
3	Lennar Corp.	1,321	4.8%	5.0%
4	PulteGroup	1,053	3.8%	5.3%
5	Bloomfield Homes	1,029	3.7%	
6	First Texas Homes	985	3.6%	
7	Hovnanian Enterprises	834	3.0%	13.2%
8	HistoryMaker Homes	800	2.9%	
9	LGI Homes	792	2.9%	19.0%
10	Megatel Homes	757	2.8%	
Top 10 Totals		13,347	48.5%	

Denver, CO



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index rose to 58 from 25 in November:** Agents cited increased consumer confidence and frustrated buyers returning to the market amidst a low supply environment.
- **The Home Price Index lifted to 66 from 27 last month**

Comments from Real Estate Agents

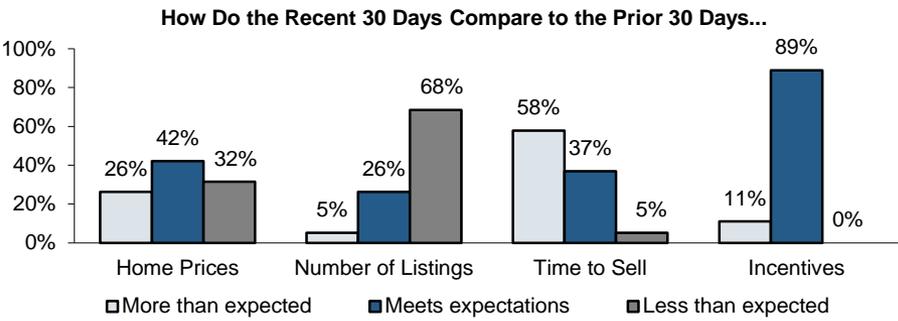
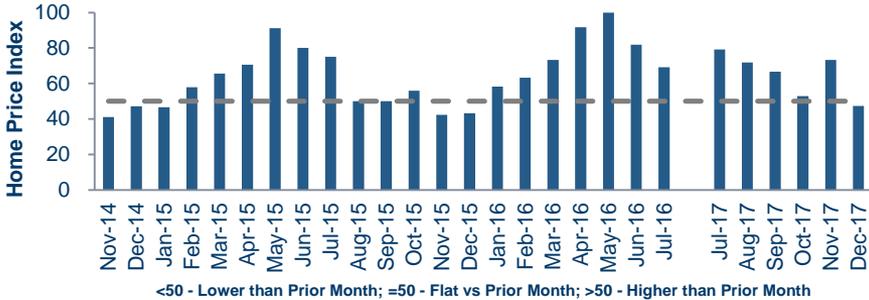
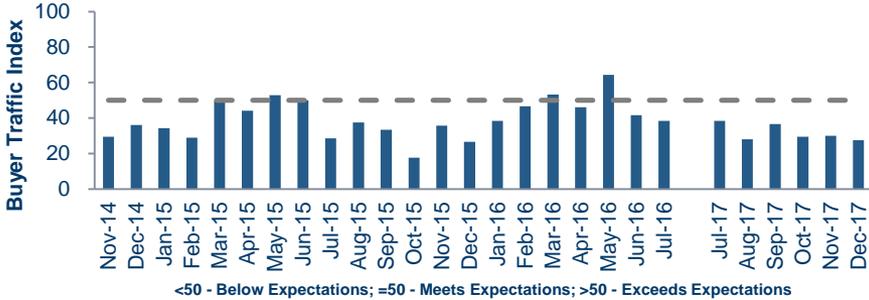
- "Frustrated summer and fall buyers returned to the market."
- "Colorado weather warm and mild for December."
- "Shortage of inventory with demand higher than normal."
- "Consumer confidence is up for the future."
- "Little impact due to tax reform, as most look to own homes in order to control their costs."
- "Perhaps some effect on high end properties from tax changes."

Market Overview and Builder Exposure

- 12th largest market in the country
- 2016 single family permits: 10,211

Rank	Top 10 Builders	Closings 2016	Market Share	Denver as a % of Total Closings
1	M.D.C. Holdings	1,143	13.5%	22.6%
2	Lennar Corp.	811	9.6%	3.1%
3	CalAtlantic Group	705	8.3%	5.0%
4	Century Communities	661	7.8%	23.4%
5	Oakwood Homes	547	6.5%	
6	KB Home	540	6.4%	5.5%
7	Meritage Homes	318	3.8%	4.3%
8	Shea Homes	317	3.7%	
9	D.R. Horton	287	3.4%	0.7%
10	Taylor Morrison	235	2.8%	3.2%
Top 10 Totals		5,564	65.8%	

Detroit, MI



Key Takeaways:

- **The Buyer Traffic Index fell slightly to 28 from 30 in November:** Limited amount of quality available inventory is restricting broader demand.
- **The Home Price Index dropped to 47 from 73 last month**

Comments from Real Estate Agents

- “Cold winter weather has slowed the market.”
- “Still have a shortage of good inventory and pent up buyer demand.”
- “Sustained job growth in auto and tech industry is key to the housing market here.”
- “Most buyers don’t purchase based on taxes.”
- “Tax changes might effect the high end and second home purchases.”

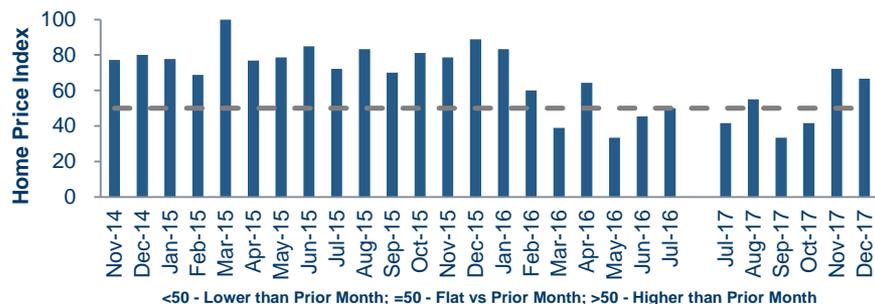
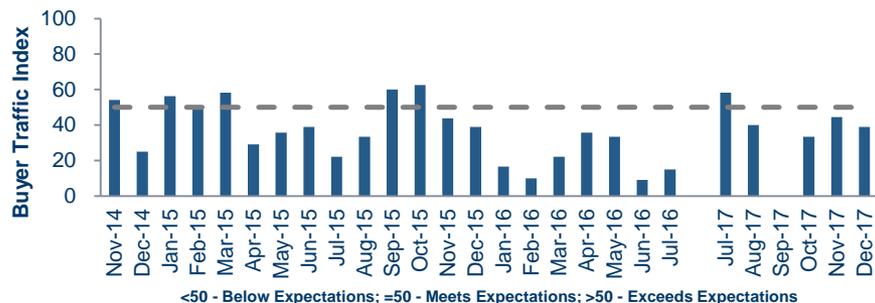
Market Overview and Builder Exposure

- 39th largest market in the country
- 2016 single family permits: 5,728

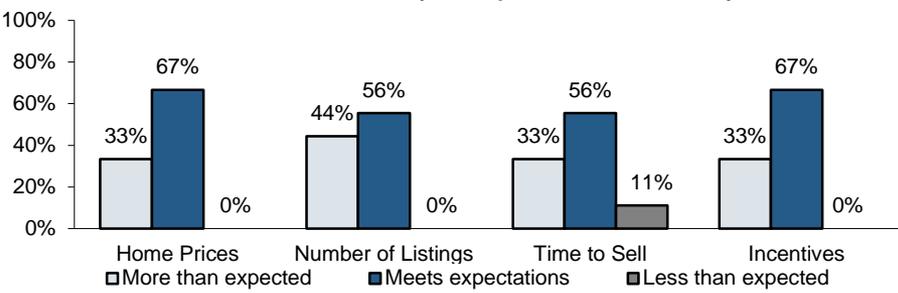
Rank	Top 10 Builders	Closings 2016	Market Share	Detroit as a % of Total Closings
1	PulteGroup	611	20.2%	3.1%
2	Lombardo Homes	313	10.3%	
3	MJC Cos.	159	5.3%	
4	Pinnacle Homes	148	4.9%	
5	Robertson Brothers Corp.	124	4.1%	
6	Infinity Homes	115	3.8%	
7	Toll Brothers	112	3.7%	1.8%
8	Clearview Homes	107	3.5%	
9	Hunter Pasteur Homes	82	2.7%	
10	Triangle Development	43	1.4%	
Top 10 Totals		1,814	59.9%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

Fort Myers, FL



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- The Buyer Traffic Index lowered to 39 from 44 last month
- The Home Price Index fell to 67 from 72 in November: While the rate of home appreciation slowed, prices still rose sequentially.

Comments from Real Estate Agents

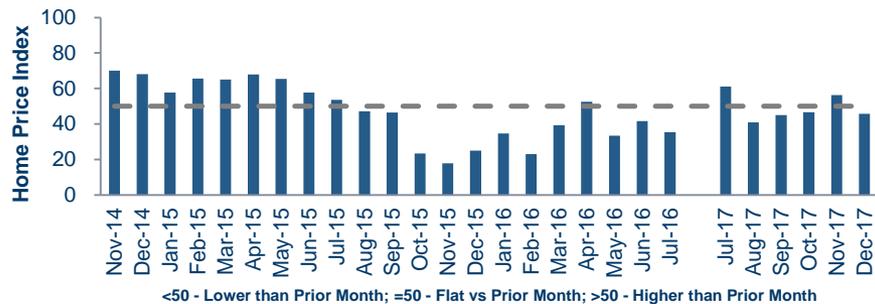
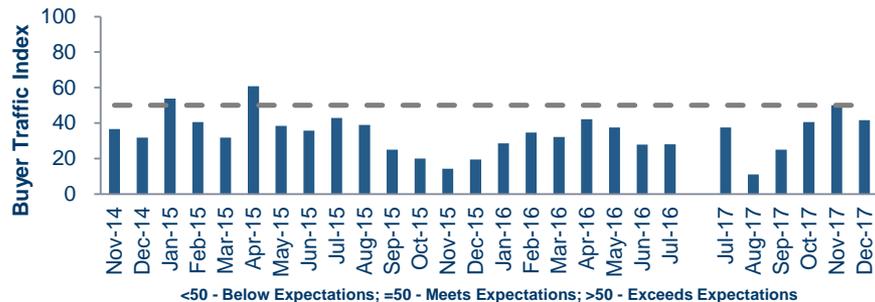
- "Typical seasonal slowdown due to the holidays."
- "Low inventory and higher prices."
- "Still feeling effects of Irma and uncertainty remains regarding FEMA authorizations."
- "Tax reform should cause increased demand in Florida since the state has no income tax."
- "Reduction in sales tax on commercial leases is a positive."

Market Overview and Builder Exposure

- 36th largest market in the country
- 2016 single family permits: 4,092

Rank	Top 10 Builders	Closings 2016	Market Share	Ft. Myers as a % of Total Closings
1	D.R. Horton	692	20.8%	1.7%
2	Lennar Corp.	505	15.2%	1.9%
3	PulteGroup	484	14.6%	2.4%
4	WCI Communities	313	9.4%	34.5%
5	GL Homes	189	5.7%	
6	LGI Homes	184	5.5%	4.4%
7	Neal Communities of Southwest Florida	156	4.7%	
8	Adams Homes	133	4.0%	
9	Stock Development	120	3.6%	
10	Taylor Morrison	110	3.3%	1.5%
Top 10 Totals		2,886	86.8%	

Houston, TX



Key Takeaways:

- **The Buyer Traffic Index decreased to 42 from 50 in November:** Demand fell slightly in the off-season though economic growth in the area is encouraging for 2018.
- **The Home Price Index fell to 46 from 56 in the prior month**

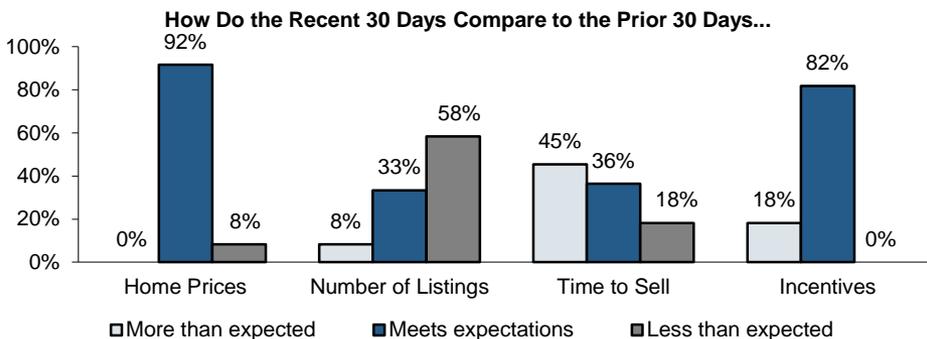
Comments from Real Estate Agents

- "Off season and typical holiday slowdown."
- "Lingering concern over inventory impacted by Harvey."
- "Continuing economic growth in the area."
- "Limited impact from tax reform, perhaps a small effect on homes above \$750K."

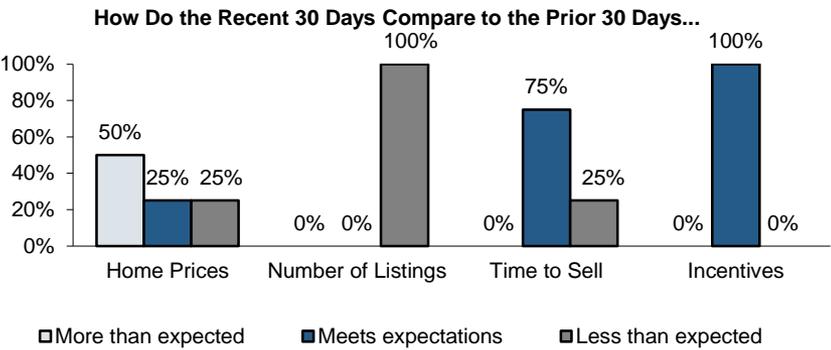
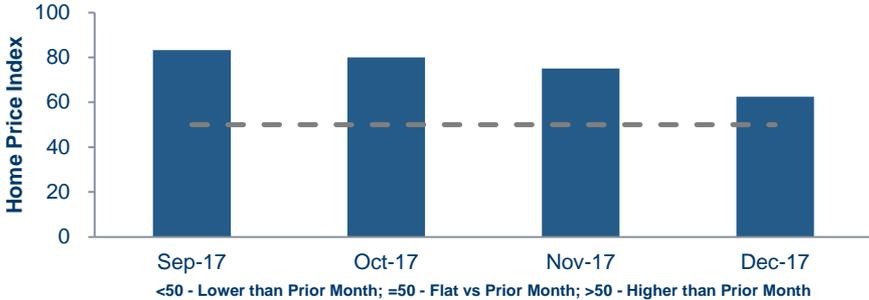
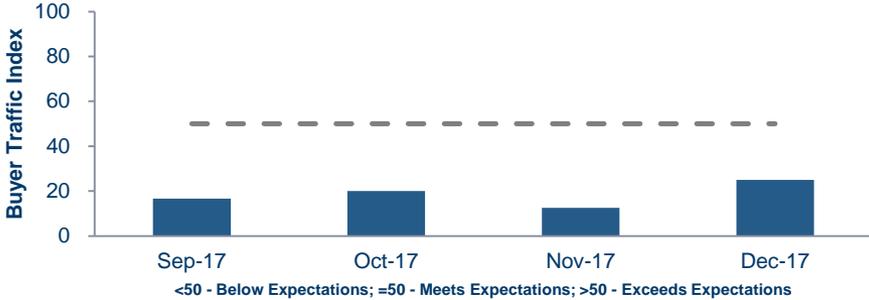
Market Overview and Builder Exposure

- 2nd largest market in the country
- 2016 single family permits: 35,397

Rank	Top 10 Builders	Closings 2016	Market Share	Houston as a % of Total Closings
1	D.R. Horton	2,728	10.7%	6.6%
2	Lennar Corp.	2,334	9.1%	8.8%
3	Perry Homes	1,467	5.7%	
4	Hovnanian Enterprises	1,394	5.5%	22.0%
5	Long Lake Limited	1,226	4.8%	
6	Taylor Morrison	1,084	4.2%	14.7%
4	KB Home	996	3.9%	10.1%
8	PulteGroup	885	3.5%	4.4%
9	Beazer Homes	818	3.2%	15.1%
10	Meritage Homes	805	3.2%	10.9%
Top 10 Totals		13,737	53.8%	



Indianapolis, IN



Key Takeaways:

- **The Buyer Traffic Index rose to 25 from 13 in November:** Buyer traffic increased sequentially though remained below expectations as agents noted a decline in the number of listings.
- **The Home Price Index declined to 63 from 75 in the prior month**

Comments from Real Estate Agents

- "Holidays and cold weather."
- "Lack of available inventory."
- "Tax reform should cause an increase in buyer traffic as buyers receive more income."
- "Little to no impact from tax law changes in our market."

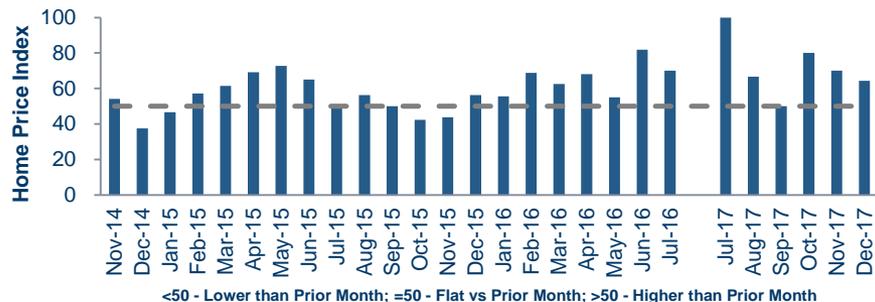
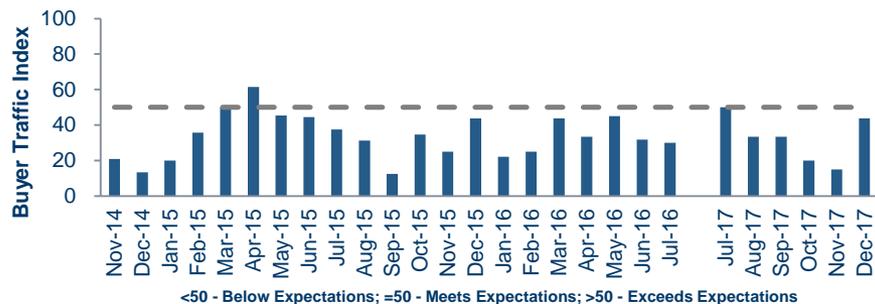
Market Overview and Builder Exposure

- 26th largest market in the country
- 2016 single family permits: 5,643

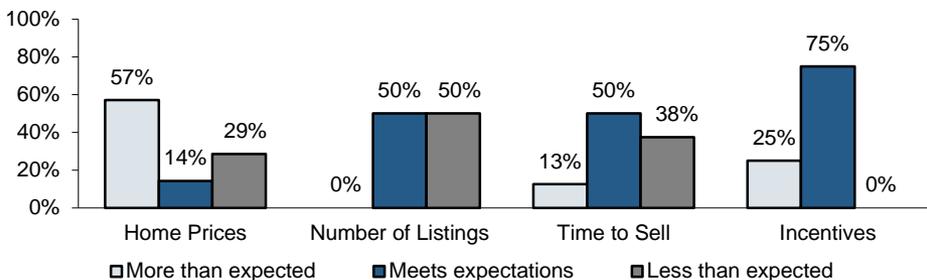
Rank	Top 10 Builders	Closings 2016	Market Share	Indianapolis as a % of Total Closings
1	Arbor Homes	798	16.8%	
2	PulteGroup	724	15.2%	3.6%
3	CalAtlantic Group	720	15.1%	5.1%
4	M/I Homes	381	8.0%	8.5%
5	Westport Homes	371	7.8%	
6	The Fischer Group	312	6.6%	
7	Beazer Homes	236	5.0%	4.4%
8	NVR	156	3.3%	1.0%
9	David Weekley Homes	117	2.5%	
10	Davis Building Group	111	2.3%	
Top 10 Totals		3,926	82.6%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

Inland Empire, CA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- The Buyer Traffic Index increased to 44 from 15 in November
- The Home Price Index lowered to 64 from 70 last month: While the index fell, home prices are still higher sequentially as affordability concerns mount following the tax law changes.

Comments from Real Estate Agents

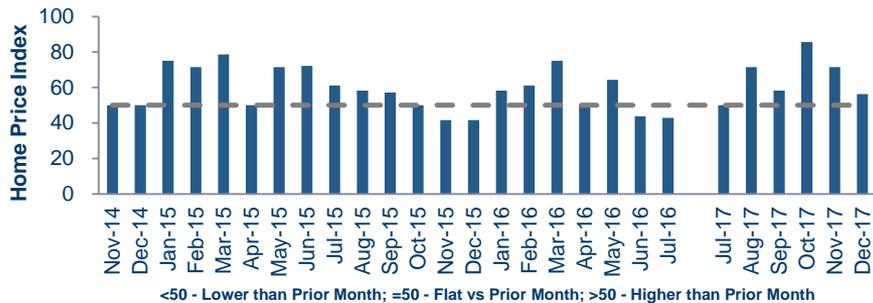
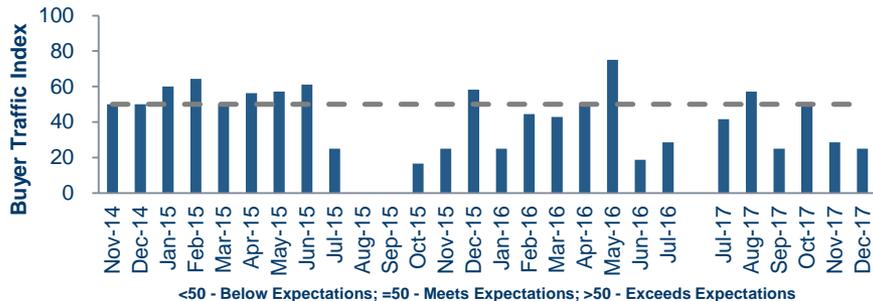
- "Saw pent up buyer interest, but inventory still low."
- "Traffic still below expectations due to holidays."
- "Tax law changes will have a negative impact on sales volume."
- "Tax reform hurts our market significantly."
- "Top end buyers will react to tax reform in the same way as gas prices – if they can afford a luxury home, they can afford the taxes."

Market Overview and Builder Exposure

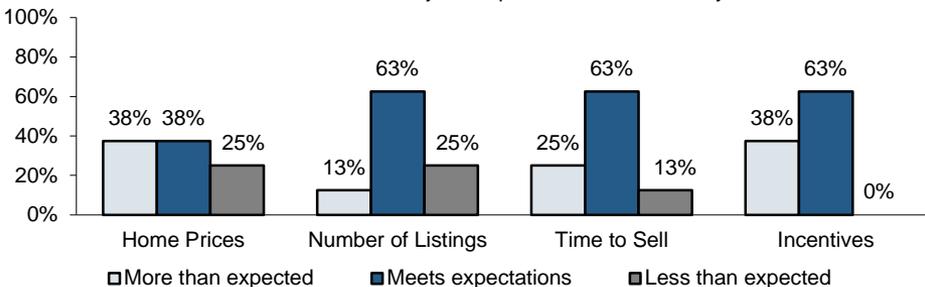
- 16th largest market in the country
- 2016 single family permits: 7,930

Rank	Top 10 Builders	Closings 2016	Market Share	Inland Empire as a % of Total Closings
1	Lennar Corp.	1,535	20.1%	5.8%
2	D.R. Horton	1,065	13.9%	2.6%
3	KB Home	846	11.1%	8.5%
4	TRI Pointe Group	756	9.9%	18.0%
5	CalAtlantic Group	509	6.7%	3.6%
6	PulteGroup	335	4.4%	1.7%
7	Frontier Communities	316	4.1%	
8	Woodside Homes	301	3.9%	
9	Meritage Homes	263	3.4%	3.6%
10	Brookfield Homes	262	3.4%	
Top 10 Totals		6,188	80.9%	

Jacksonville, FL



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

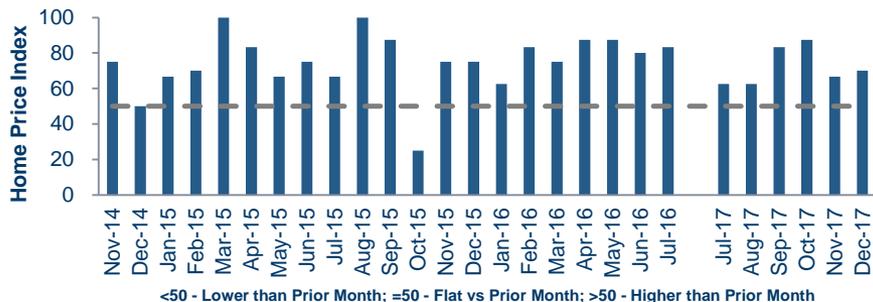
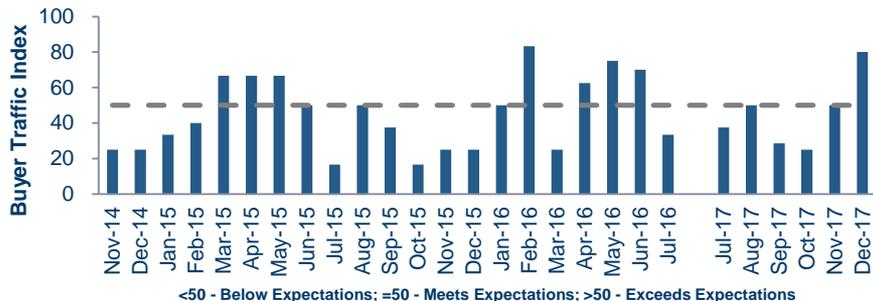
- **The Buyer Traffic Index declined slightly to 25 from 29 in November:** Traffic levels weakened during the holiday season, though agents are optimistic that tax reform will drive buyer interest in the area.
 - **The Home Price Index fell to 56 from 71 last month**
- ### Comments from Real Estate Agents
- "Very slow activity due to holidays."
 - "Continued inventory shortage."
 - "Tax changes may drive buyers to Florida and Texas due to a lack of state and local taxes."
 - "Tax changes will leave buyers with more money and a belief in a stronger economy."

Market Overview and Builder Exposure

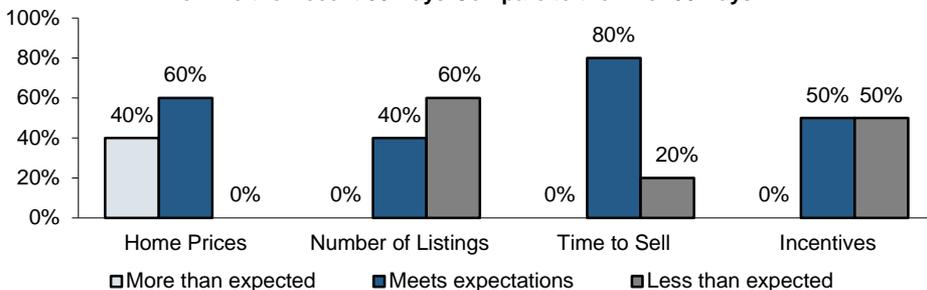
- 20th largest market in the country
- 2016 single family permits: 8,499

Rank	Top 10 Builders	Closings 2016	Market Share	Jacksonville as a % of Total Closings
1	D.R. Horton	1,588	26.9%	3.8%
2	Dream Finders Homes	849	14.4%	
3	Lennar Corp.	594	10.1%	2.2%
4	Mattamy Homes	451	7.6%	
5	KB Home	382	6.5%	3.9%
6	PulteGroup	370	6.3%	1.9%
7	David Weekley Homes	284	4.8%	
8	M.D.C. Holdings	211	3.6%	4.2%
9	CalAtlantic Group	188	3.2%	1.3%
10	ICI Homes	181	3.1%	
Top 10 Totals		5,098	86.5%	

Kansas City, MO



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index lifted to 80 from 50 in November:** Traffic levels rose above realtors' expectations given increasing competition among a limited supply of homes.
- **The Home Price Index increased slightly to 70 from 67 last month**

Comments from Real Estate Agents

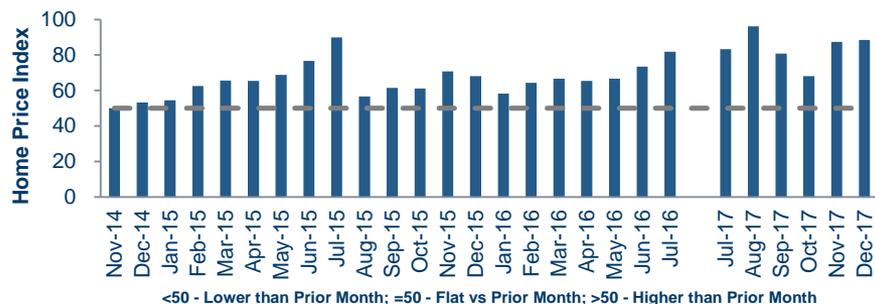
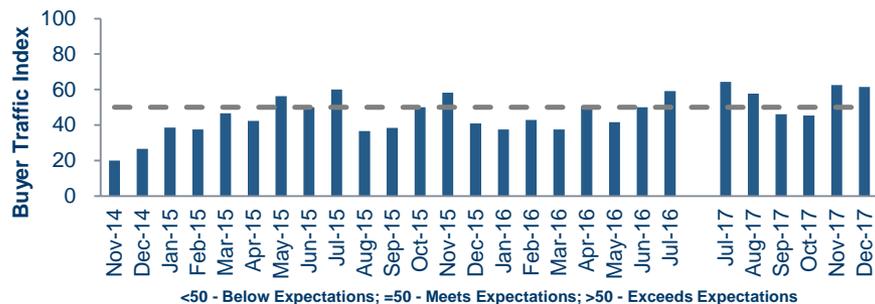
- "Fewer homes on the market."
- "High demand with buyers frustrated at losing homes due to competing offers."
- "Bitter cold weather."
- "Tax reform will have very little impact as most people buy a home simply because they want to own."
- "Slight effect from lowering of mortgage interest deduction."

Market Overview and Builder Exposure

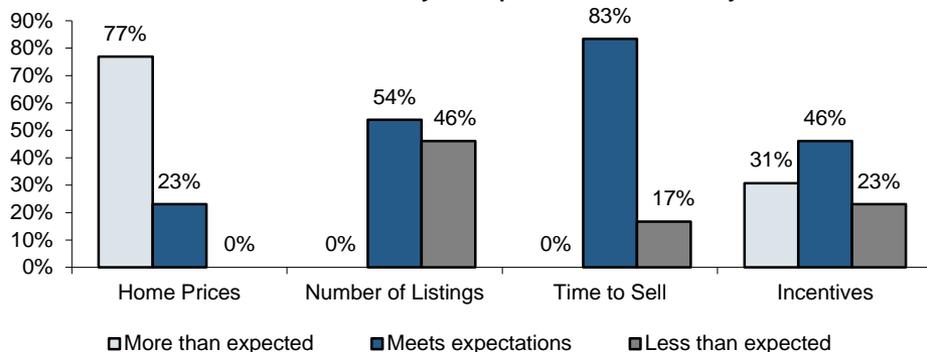
- 34th largest market in the country
- 2016 single family permits: 5,248

Rank	Top 10 Builders	Closings 2016	Market Share
1	Summit Custom Homes	232	6.6%
2	Rodrock Homes	114	3.2%
3	James Engle Custom Homes	113	3.2%
4	Hearthside Homes of Kansas City	92	2.6%
4	Don Julian Builders	92	2.6%
6	Prieb Homes	81	2.3%
7	Randy Sallee Custom Homes	80	2.3%
8	Robertson Construction	75	2.1%
9	SAB Construction	60	1.7%
10	Integrity Homebuilders	57	1.6%
Top 10 Totals		996	28.2%

Las Vegas, NV



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index fell marginally to 62 from 63 in November:** Demand remained above realtors' expectations as relative affordability continues to drive buyer traffic.
- **The Home Price Index ticked up to 89 from 88 last month**

Comments from Real Estate Agents

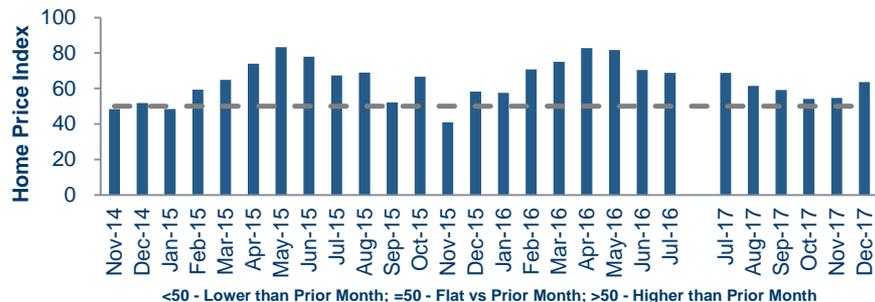
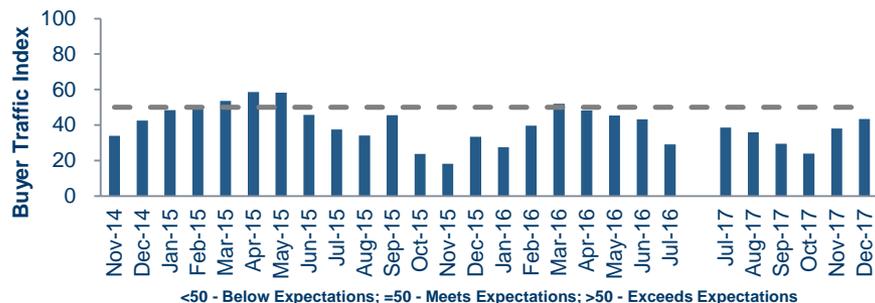
- "Las Vegas is finally being recognized as having more to offer than gaming."
- "Seeing increase in buyers from California"
- "Believe tax reform will increase buyer traffic from higher tax states."
- "Buyers will be able to qualify for higher loan amounts."
- "Lower deduction limits should impact only a small portion of the Nevada population."

Market Overview and Builder Exposure

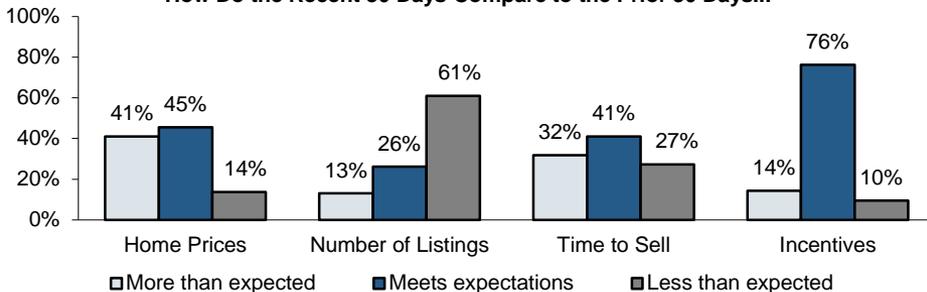
- 18th largest market in the country
- 2016 single family permits: 8,805

Rank	Top 10 Builders	Closings 2016	Market Share	Las Vegas as a % of Total Closings
1	D.R. Horton	1,088	14.4%	2.6%
2	Lennar Corp.	938	12.4%	3.5%
3	KB Home	853	11.3%	8.6%
4	CalAtlantic Group	704	9.3%	4.9%
5	M.D.C. Holdings	683	9.0%	13.5%
6	PulteGroup	569	7.5%	2.9%
7	TRI Pointe Group	460	6.1%	10.9%
8	Century Communities	408	5.4%	14.4%
9	American West Homes	382	5.0%	
10	Woodside Homes	313	4.1%	
Top 10 Totals		6,398	84.5%	

Los Angeles, CA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index increased to 44 from 38 in November:** With prices rising, slow demand persists as buyers contemplate the full impact of tax reform changes.
- **The Home Price Index rose to 64 from 55**

Comments from Real Estate Agents

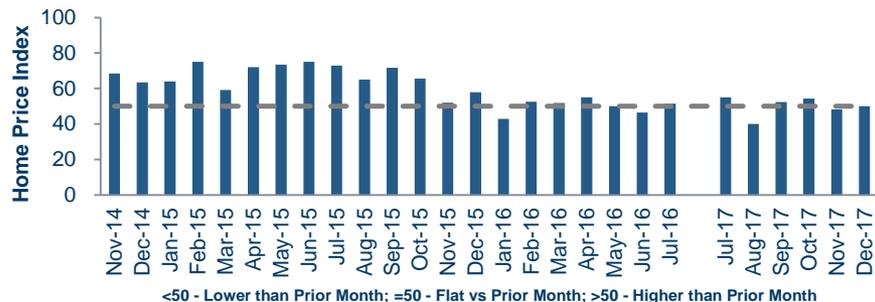
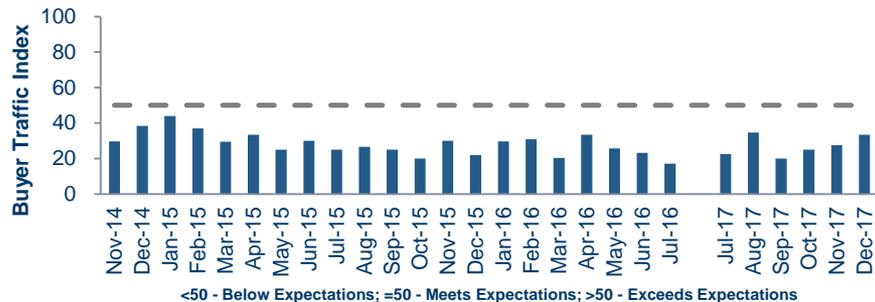
- “Although traffic is slow, it meets holiday season expectations.”
- “Continued low inventory – especially in desirable areas.”
- “Prices are too high and people are leaving for cheaper states.”
- “Tax reform will cause higher priced homes to sit on the market.”
- “Over \$1mn, most homeowners were already impacted by AMT and did not receive the full SALT deductions on federal returns.”
- “Tax changes may affect affordability while increasing demand for entry-level homes.”

Market Overview and Builder Exposure

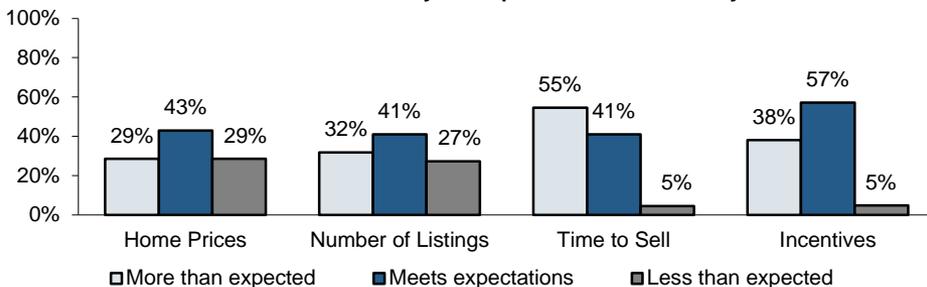
- 17th largest market in the country
- 2016 single family permits: 9,307

Rank	Top 10 Builders	Closings 2016	Market Share	Los Angeles as a % of Total Closings
1	CalAtlantic Group	664	8.7%	4.7%
2	The Irvine Co.	626	8.2%	
3	KB Home	546	7.2%	5.5%
4	Lennar Corp.	479	6.3%	1.8%
5	Toll Brothers	404	5.3%	6.4%
6	Brookfield Homes	323	4.2%	
7	California Pacific Homes	298	3.9%	
8	William Lyon Homes	279	3.7%	10.0%
9	City Ventures	278	3.6%	
10	Taylor Morrison	263	3.5%	3.6%
Top 10 Totals		4,160	54.6%	

Miami, FL



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index increased slightly to 33 from 28 in November:** Traffic remains below agent expectations given a lack of affordable inventory.
- **The Home Price Index rose to 50 from 48 last month:** Home prices were flat sequentially in December.

Comments from Real Estate Agents

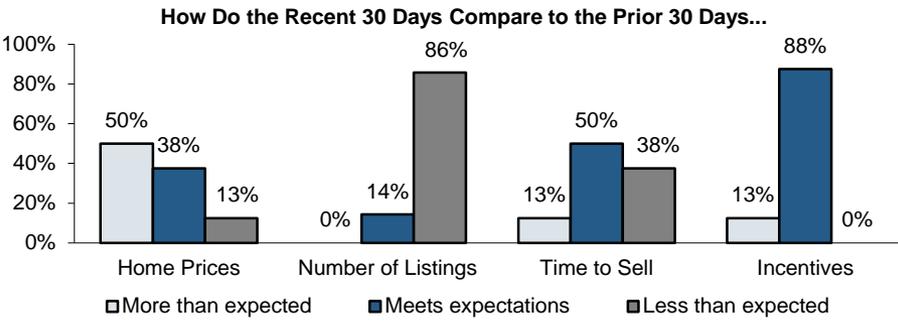
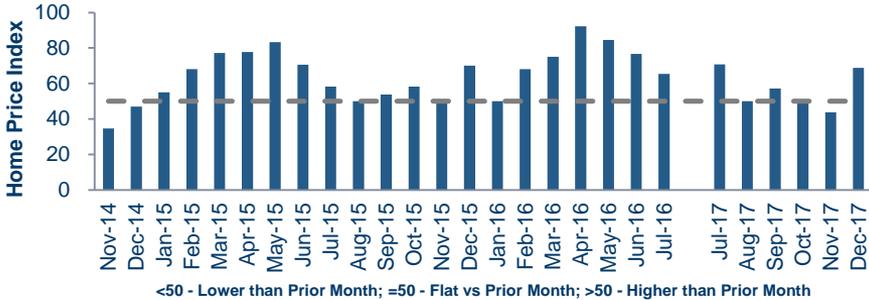
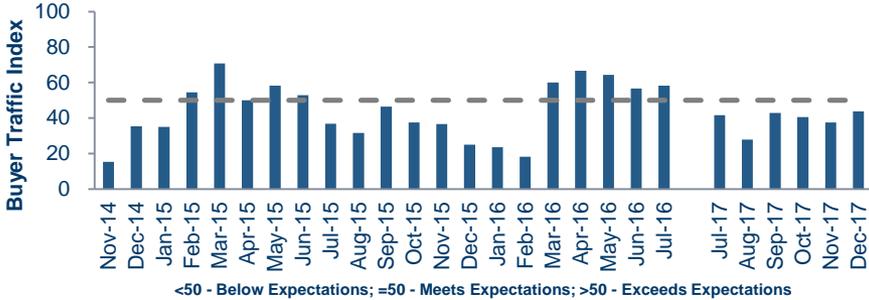
- "Holidays spur efforts to close-out existing deals before year end."
- "Demand bottleneck due to high prices and lack of affordable inventory."
- "Snowbirds back in town."
- "Tax reform will negatively impact high end sales and even some medium level sales."

Market Overview and Builder Exposure

- 11th largest market in the country
- 2016 single family permits: 6,688

Rank	Top 10 Builders	Closings 2016	Market Share	Miami - Ft. Lauderdale as a % of Total Closings
1	Lennar Corp.	2,312	25.7%	8.7%
2	GL Homes	737	8.2%	
3	D.R. Horton	618	6.9%	1.5%
4	The Related Group	533	5.9%	
5	CalAtlantic Group	415	4.6%	2.9%
6	Codina Group	411	4.6%	
7	Newgard Development Group	323	3.6%	
8	Rilea Group	281	3.1%	
9	Swire Properties	255	2.8%	
10	Key International	232	2.6%	
Top 10 Totals		6,117	68.0%	

Minneapolis, MN



Key Takeaways:

- **The Buyer Traffic Index increased to 44 from 38 in November:** Cold weather, holidays and lack of quality inventory have buyers holding off on purchases.
- **The Home Price Index rose to 69 from 44 last month**

Comments from Real Estate Agents

- "Extremely cold weather."
- "Holidays and minimal inventory."
- "Homes over \$750K is only a small percentage of our market, approximately 5%."
- "Won't see any impact from tax law changes."

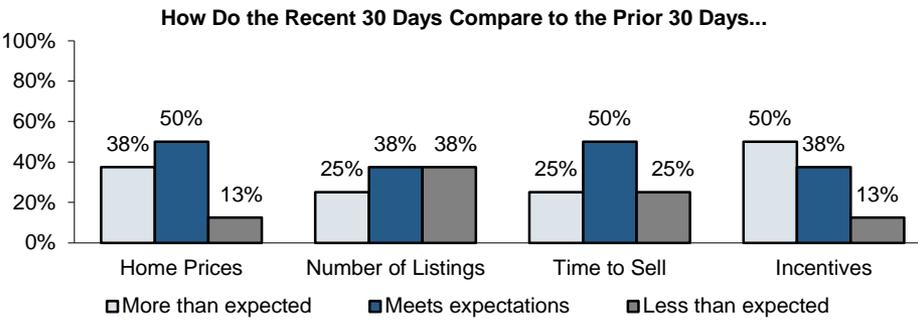
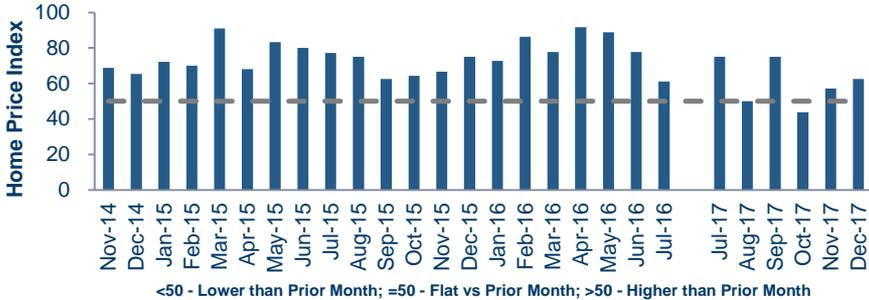
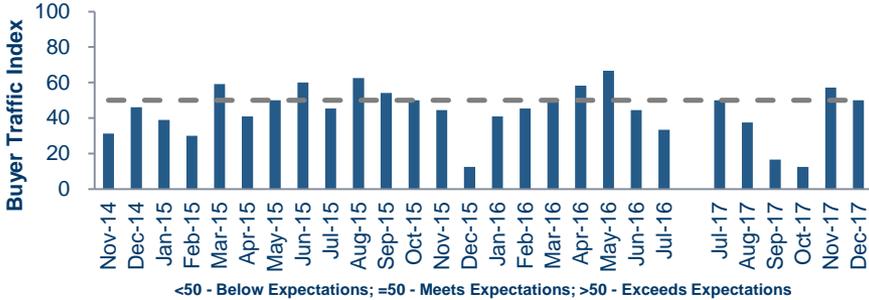
Market Overview and Builder Exposure

- 25th largest market in the country
- 2016 single family permits: 7,761

Rank	Top 10 Builders	Closings 2016	Market Share	Minneapolis as a % of Total Closings
1	Lennar Corp.	575	11.2%	2.2%
2	CalAtlantic Group	503	9.8%	3.5%
3	PulteGroup	373	7.2%	1.9%
4	D.R. Horton	350	6.8%	0.8%
5	Mattamy Homes	228	4.4%	
6	Centra Homes	174	3.4%	
7	M/I Homes	144	2.8%	3.2%
8	Capstone Homes	140	2.7%	
9	Robert Thomas Homes	127	2.5%	
10	Hovnanian Enterprises	125	2.4%	2.0%
Top 10 Totals		2,739	53.2%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

Nashville, TN



Key Takeaways:

- **The Buyer Traffic Index dropped to 50 from 57 last month:** Buyer traffic met realtors' expectations as the influx of buyers into the area persists.
- **The Home Price Index was higher this month at 63 vs 57 in November**

Comments from Real Estate Agents

- "Seeing new movers into the area alongside move-up buyers."
- "Low inventory and increasing Nashville population."
- "Publicity surrounding tax law creates uneasiness among first-time buyers. This will slow the pipeline."
- "Assume tax reform will give buyers confidence."

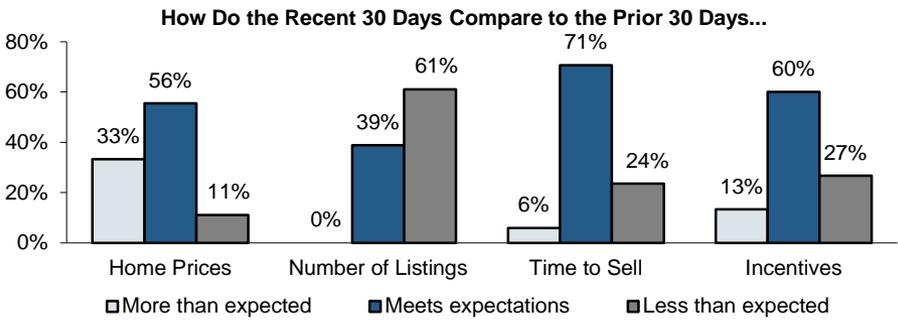
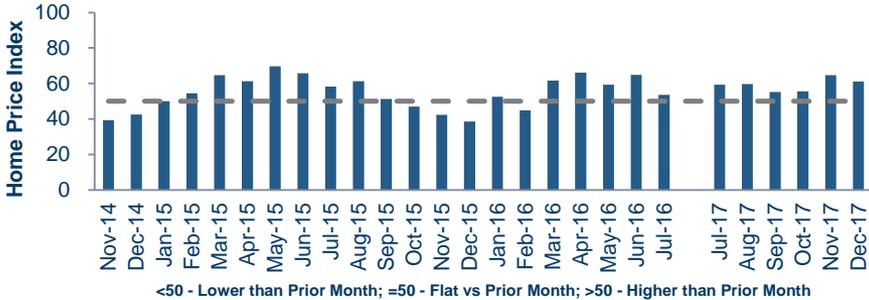
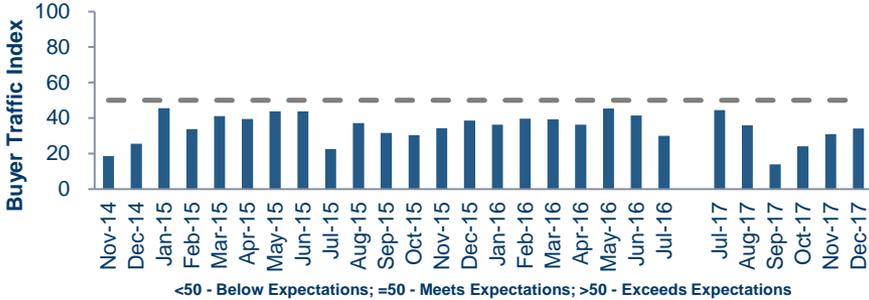
Market Overview and Builder Exposure

- 13th largest market in the country
- 2016 single family permits: 12,014

Rank	Top 10 Builders	Closings 2016	Market Share	Nashville as a % of Total Closings
1	Ole South Properties	696	8.3%	
2	NVR	480	5.8%	3.2%
3	Goodall Homes	447	5.4%	
4	Regent Homes	357	4.3%	
5	The Jones Co. of Tennessee	308	3.7%	
6	Beazer Homes	297	3.6%	5.5%
7	PulteGroup	239	2.9%	1.2%
8	D.R. Horton	231	2.8%	0.6%
9	Meritage Homes	217	2.6%	3.0%
10	Signature Homes	166	2.0%	
Top 10 Totals		3,438	41.4%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

New York – Northern NJ



Key Takeaways:

- The Buyer Traffic Index rose to 34 in December from 31
- The Home Price Index lowered to 61 vs 65 last month: Though the rate of appreciation slowed slightly, this marks the 6th month of sequential price increases.

Comments from Real Estate Agents

- “Quiet due to holiday season and cold weather.”
- “Continued low interest rates and low supply.”
- “Millennials on the fence given new tax concerns.”
- “No urgency to buy with prices up and high property taxes.”
- “Buyer traffic likely to remain the same following tax reform but affordability will suffer.”
- “Tax changes could result in fewer move-up buyers.”

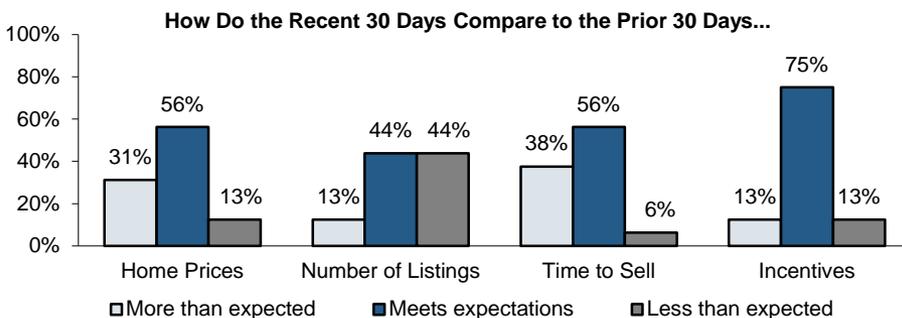
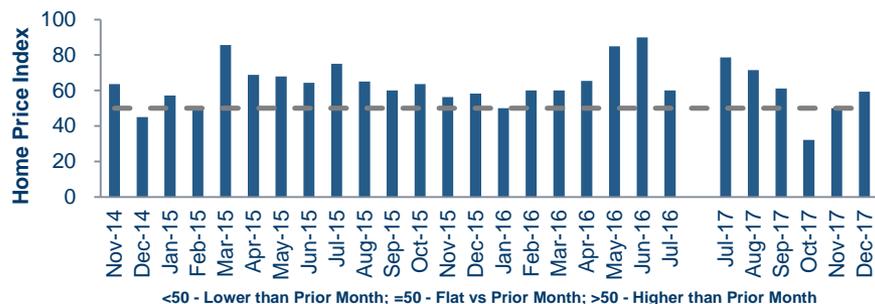
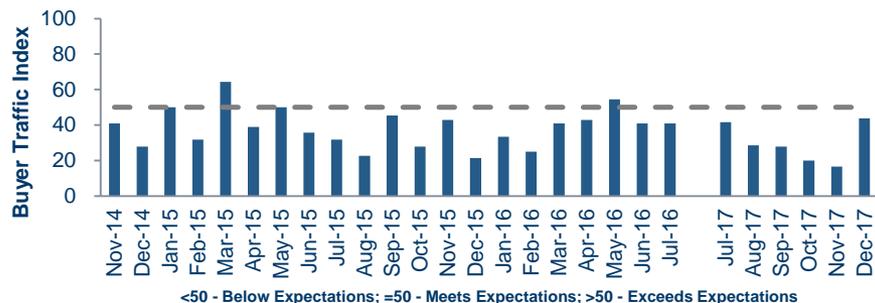
Market Overview and Builder Exposure

- 10th largest market in the country
- 2016 single family permits: 9,987

Rank	Top 10 Builders	Closings 2016	Market Share	NY - Northern NJ - Long Island as a % of Total Closings
1	Toll Brothers	671	7.4%	10.7%
2	Hovnanian Enterprises	478	5.2%	7.5%
3	PulteGroup	421	4.6%	2.1%
4	Lennar Corp.	328	3.6%	1.2%
5	The Beechwood Organization	196	2.2%	
6	HFZ Capital Group	194	2.1%	
7	The Related Cos.	185	2.0%	
8	NVR	178	2.0%	1.2%
9	Rudin Family and Global Holdings	139	1.5%	
10	Atzei Tymurim Gardens	116	1.3%	
Top 10 Totals		2,906	31.9%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

Orlando, FL



Key Takeaways:

- **The Buyer Traffic Index increased to 44 from 17 in November:** Realtors expected slow demand levels, in-line with seasonal trends.
- **The Home Price Index reached 59 from 50 last month**

Comments from Real Estate Agents

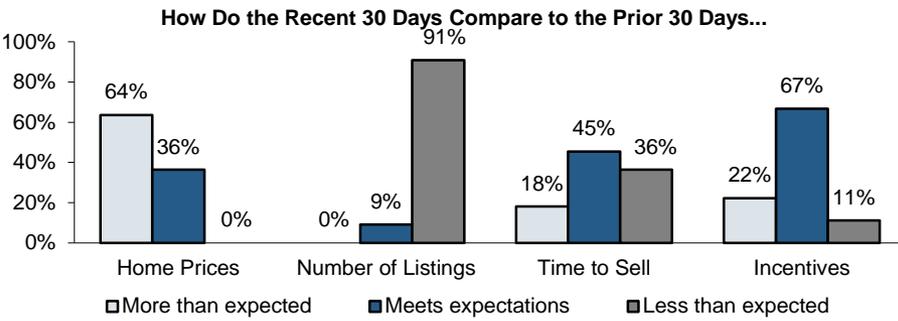
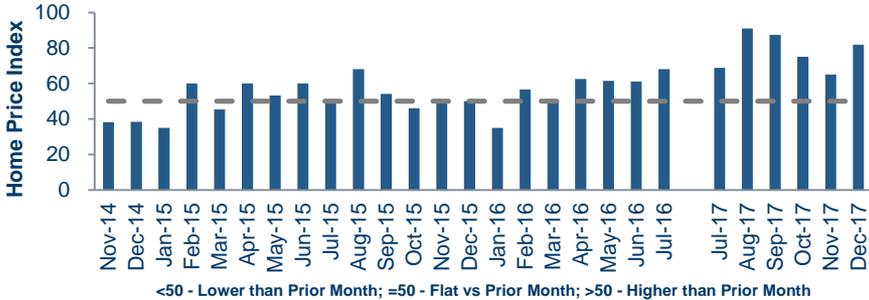
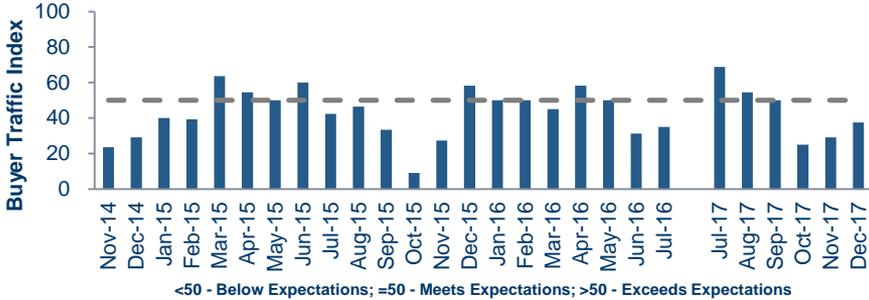
- "Typical seasonal slowdown in traffic was expected."
- "Low inventories and holiday season distractions."
- "Traffic should pick up with the arrival of snowbirds."
- "Buyers in high tax states will have more incentive to retire in Florida following the tax reform."
- "Tax changes could increase volumes if middle class feels they have more take home pay."

Market Overview and Builder Exposure

- 7th largest market in the country
- 2016 single family permits: 14,208

Rank	Top 10 Builders	Closings 2016	Market Share	Orlando as a % of Total Closings
1	Lennar Corp.	1,424	12.7%	5.4%
2	CalAtlantic Group	916	8.2%	6.4%
3	D.R. Horton	856	7.6%	2.1%
4	The Villages of Lake Sumter	781	7.0%	
5	Meritage Homes	765	6.8%	10.4%
6	AV Homes	720	6.4%	29.2%
7	PulteGroup	638	5.7%	3.2%
8	Mattamy Homes	504	4.5%	
9	Taylor Morrison	501	4.5%	6.8%
10	Ashton Woods Homes	428	3.8%	
Top 10 Totals		7,533	67.2%	

Philadelphia – Southern NJ



Key Takeaways:

- **The Buyer Traffic Index increased to 38 from 29 in November:** Significantly low inventory levels coupled with rising home prices is causing a demand bottleneck.
- **The Home Price Index rose to 82 from 65 last month:** December is the 6th month of price appreciation in the area.

Comments from Real Estate Agents

- “Limited inventory choking out prospective buyers.”
- “Low inventory is posing challenges.”
- “Buyers getting out to see anything on the market for fear of missing out.”
- “Could see negative price pressure on any home with real estate taxes above the \$10,000 limit.”
- “Little, if any, impact from tax reform on market.”

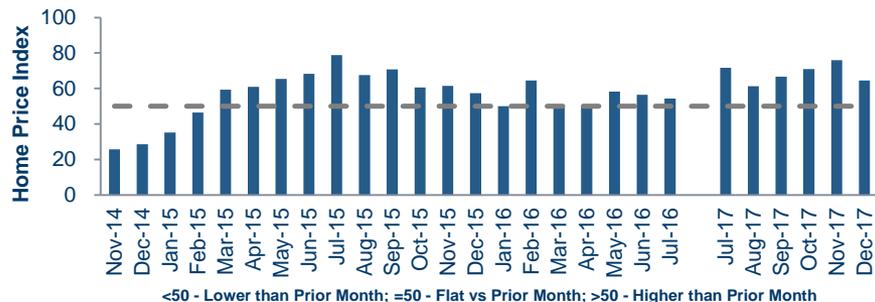
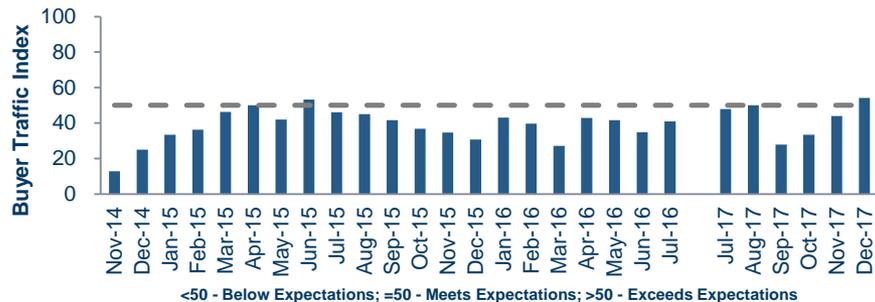
Market Overview and Builder Exposure

- 21st largest market in the country
- 2016 single family permits: 6,820

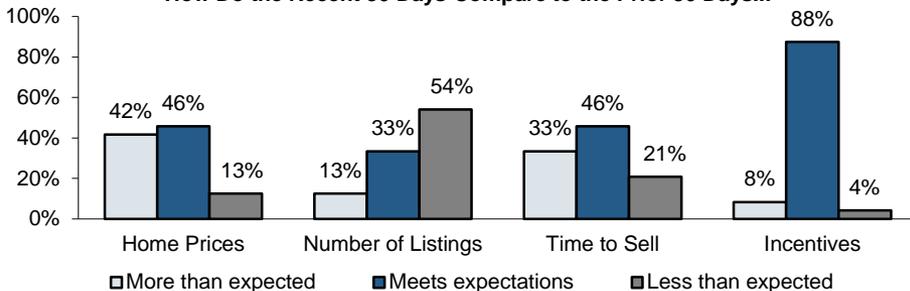
Rank	Top 10 Builders	Closings 2016	Market Share	Philadelphia as a % of Total Closings
1	NVR	1,146	21.4%	7.7%
2	Toll Brothers	563	10.5%	9.0%
3	CalAtlantic Group	286	5.4%	2.0%
4	D.R. Horton	207	3.9%	0.5%
5	Hovnanian Enterprises	160	3.0%	2.5%
6	Blenheim Homes	140	2.6%	
7	W.B. Homes	118	2.2%	
8	Lennar Corp.	117	2.2%	0.4%
9	Judd Builders and Developers	101	1.9%	
10	T.H. Properties	85	1.6%	
Top 10 Totals		2,923	54.7%	

Source: Credit Suisse; Census Bureau, Builder Magazine, Metrostudy, Company Data

Phoenix, AZ



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

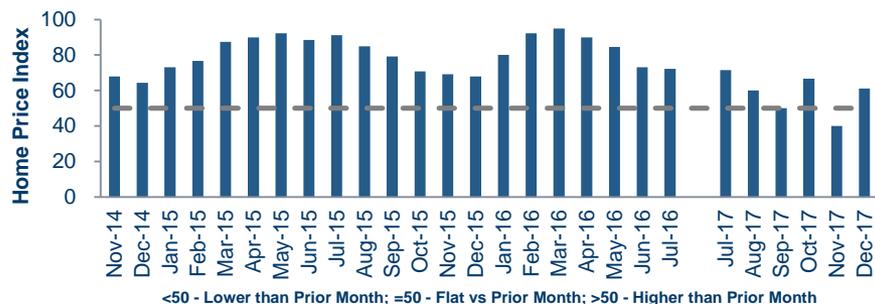
- **The Buyer Traffic Index rose to 54 from 44 in November:** Traffic exceeded agents' expectations for the season as snowbird traffic picked up and the area benefits from relative affordability vs the coastal markets.
 - **The Home Price Index fell to 65 from 76 last month**
- ### Comments from Real Estate Agents
- "Snowbird traffic returning and seeing move-up buyers."
 - "Low inventory and more competition."
 - "General consumer optimism and the threat of rising rates."
 - "People looking to downsize into retirement communities with lower taxes."
 - "Tax reform is great for Arizona due to low SALT."
 - "High-end properties could be affected by tax changes."

Market Overview and Builder Exposure

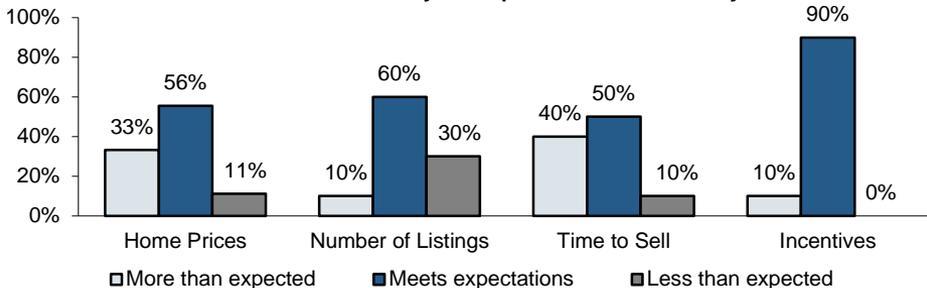
- 4th largest market in the country
- 2016 single family permits: 18,577

Rank	Top 10 Builders	Closings 2016	Market Share	Phoenix as a % of Total Closings
1	PulteGroup	1,134	7.6%	5.7%
2	CalAtlantic Group	1,014	6.8%	7.1%
3	Taylor Morrison	998	6.6%	13.5%
4	D.R. Horton	979	6.5%	2.4%
5	Meritage Homes	958	6.4%	13.0%
6	Shea Homes	866	5.8%	
7	Lennar Corp.	729	4.9%	2.8%
8	KB Home	571	3.8%	5.8%
9	Fulton Homes	542	3.6%	
10	M.D.C. Holdings	532	3.5%	10.5%
Top 10 Totals		8,323	55.5%	

Portland, OR



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index rose to 35 from 25 in November:** Demand remains soft with agents expecting minimal impact from the newly enacted tax law.
- **The Home Price Index increased to 61 from 40 last month**

Comments from Real Estate Agents

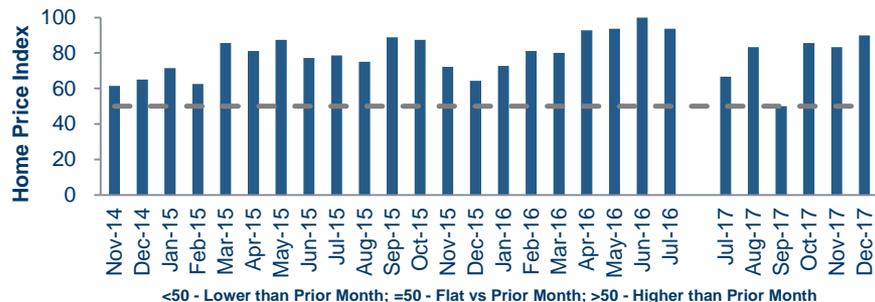
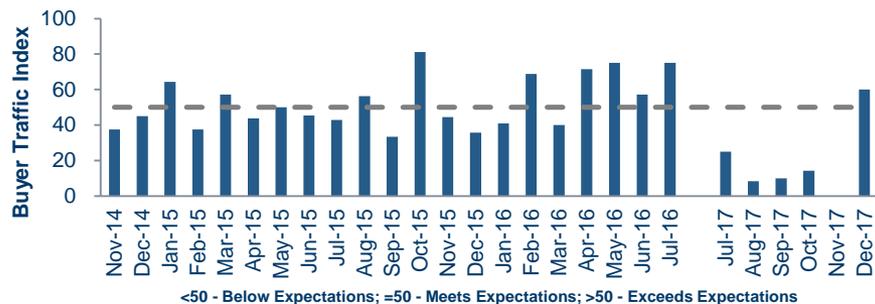
- “Buyers trying to beat rising interest rates and higher home prices.”
- “Should be no impact from tax reform at the entry level – middle and upper priced homes may see a slight effect.”
- “Sellers may look to downsize from their higher priced homes due to the changing tax code.”

Market Overview and Builder Exposure

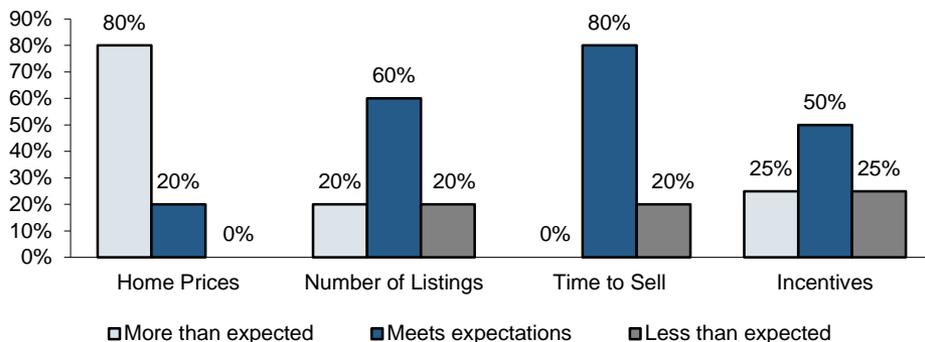
- 24th largest market in the country
- 2016 single family permits: 7,344

Rank	Top 10 Builders	Closings 2016	Market Share	Portland as a % of Total Closings
1	D.R. Horton	820	15.8%	2.0%
2	William Lyon Homes	715	13.8%	25.7%
3	Lennar Corp.	340	6.6%	1.3%
4	New Tradition Homes	191	3.7%	
5	Pacific Lifestyle Homes	190	3.7%	
6	Manor Homes	173	3.3%	
7	Hoyt Street Properties	144	2.8%	
8	Urban NW Homes	114	2.2%	
9	Stonebridge Homes	98	1.9%	
10	Renaissance Custom Homes	97	1.9%	
Top 10 Totals		2,882	55.7%	

Raleigh, NC



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index lifted to 60 from 0 in November:** Demand returned, ahead of agents' expectations for the season.
- **The Home Price Index elevated to 90 from 83 last month:** The inventory shortage continues to support home price appreciation.

Comments from Real Estate Agents

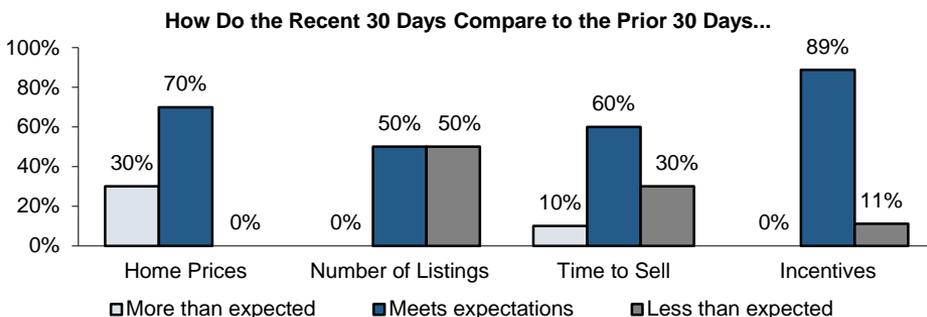
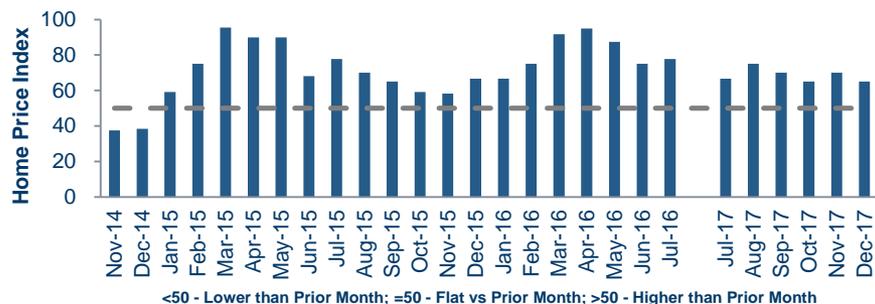
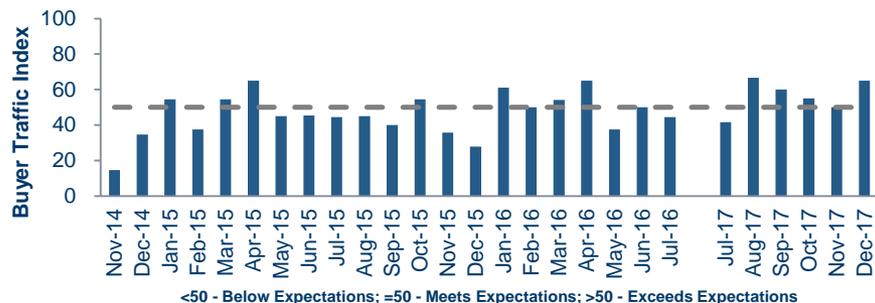
- "Lack of inventory and buyer reluctance over higher prices."
- "Continued demand for existing housing pushed down by lack of inventory."
- "No expected impact from tax reform."
- "Tax changes may have a positive effect for investors looking to rent out homes."

Market Overview and Builder Exposure

- 19th largest market in the country
- 2016 single family permits: 9,435

Rank	Top 10 Builders	Closings 2016	Market Share	Raleigh as a % of Total Closings
1	Lennar Corp.	596	8.3%	2.3%
2	CalAtlantic Group	559	7.8%	3.9%
3	PulteGroup	478	6.6%	2.4%
4	M/I Homes	411	5.7%	9.2%
5	Dan Ryan Builders	406	5.6%	
6	Royal Oaks Building Group	314	4.4%	
7	KB Home	213	3.0%	2.2%
8	D.R. Horton	212	2.9%	0.5%
9	Wade Journey Homes	208	2.9%	
10	Beazer Homes	195	2.7%	3.6%
Top 10 Totals		3,592	49.9%	

Sacramento, CA



Key Takeaways:

- **The Buyer Traffic Index increased to 65 from 50 last month:** Strong traffic is fueled by a lack of available inventory motivating buyers to make quickly offers on properties.
- **The Home Price Index fell to 65 from 70 in November**

Comments from Real Estate Agents

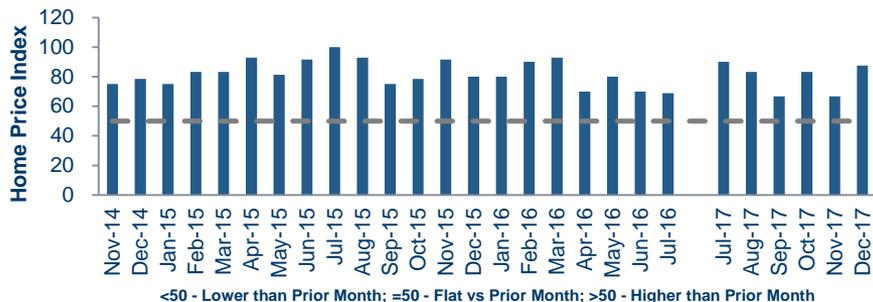
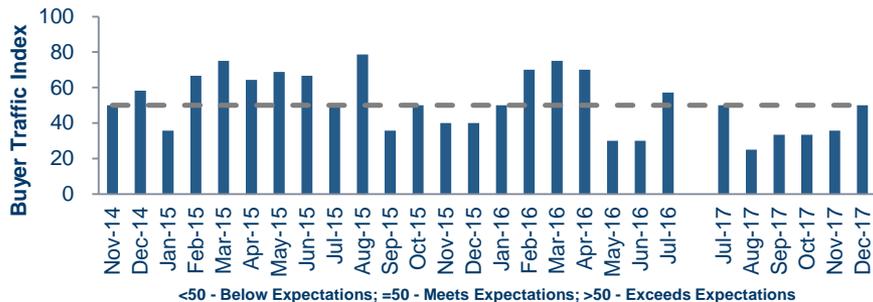
- “Lack of inventory and rising rates causing multiple offer situations.”
- “Tax reform will not change the intense demand at our average price range of ~\$350K.”
- “Tax reform may have a negative effect on homes that sell for more than \$1mn.”
- “More buyers will look out of state for properties.”

Market Overview and Builder Exposure

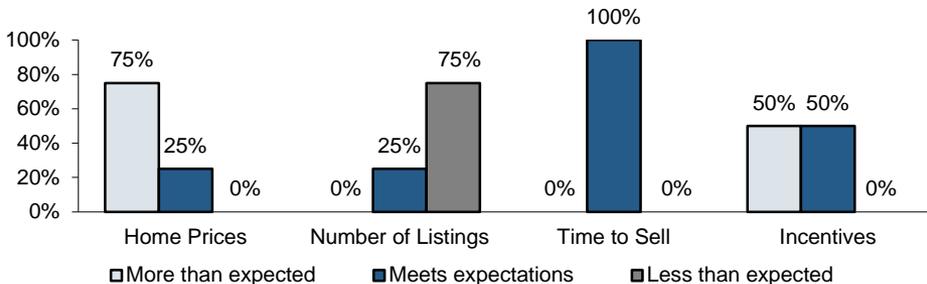
- 28th largest market in the country
- 2016 single family permits: 6,148

Rank	Top 10 Builders	Closings 2016	Market Share	Sacramento as a % of Total Closings
1	Lennar Corp.	751	16.4%	2.8%
2	Taylor Morrison	422	9.2%	5.7%
3	D.R. Horton	363	7.9%	0.9%
4	CalAtlantic Group	298	6.5%	2.1%
5	KB Home	254	5.5%	2.6%
6	JMC Homes	250	5.5%	
7	Elliott Homes	243	5.3%	
8	Meritage Homes	232	5.1%	3.2%
9	PulteGroup	213	4.6%	1.1%
9	Hovnanian Enterprises	213	4.6%	3.4%
Top 10 Totals		3,239	70.6%	

San Antonio, TX



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- The Buyer Traffic Index increased to 50 vs 36 in the prior month
- The Home Price Index elevated to 88 from 67 in November: This is the 6th consecutive month of rising home prices in the area.

Comments from Real Estate Agents

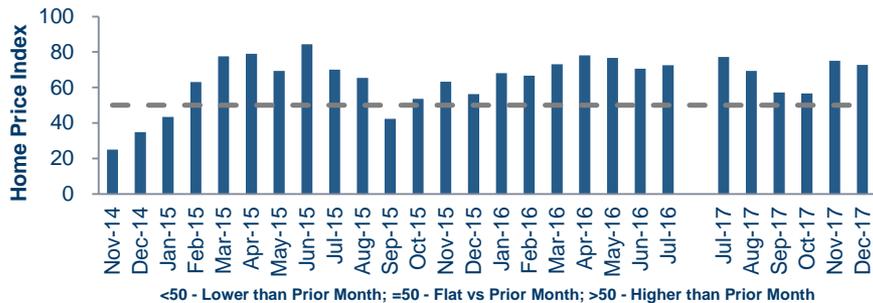
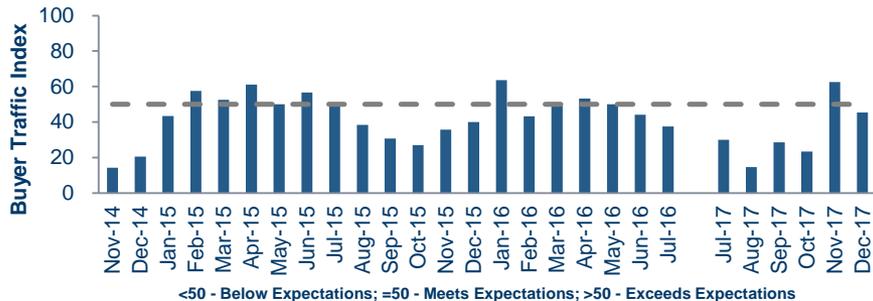
- “More people wanting to move to San Antonio as a result of the climate and low cost of living.”
- “Exceptionally strong local and regional economy.”
- “Buyers concerned about being priced out of the market in the coming year.”
- “Too early to project the impact from tax reform.”

Market Overview and Builder Exposure

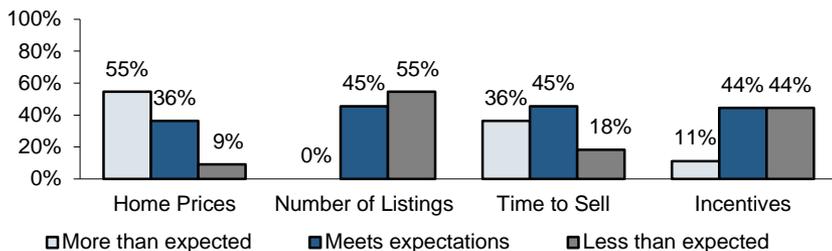
- 9th largest market in the country
- 2016 single family permits: 6,441

Rank	Top 10 Builders	Closings 2016	Market Share	San Antonio as a % of Total Closings
1	D.R. Horton	1,765	18.1%	4.2%
2	KB Home	964	9.9%	9.7%
3	PulteGroup	828	8.5%	4.2%
4	Lennar Corp.	612	6.3%	2.3%
5	Meritage Homes	475	4.9%	6.5%
6	Chesmar Homes	389	4.0%	
7	Armadillo Homes	345	3.5%	
8	LGI Homes	343	3.5%	8.2%
9	David Weekley Homes	317	3.3%	
10	Perry Homes	303	3.1%	
Top 10 Totals		6,341	65.1%	

San Diego, CA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index was lower at 46 vs 63 in November:** Despite the seasonal slowdown, limited available inventory motivated buyers during the holidays.
- **The Home Price Index fell marginally to 73 from 75 last month**

Comments from Real Estate Agents

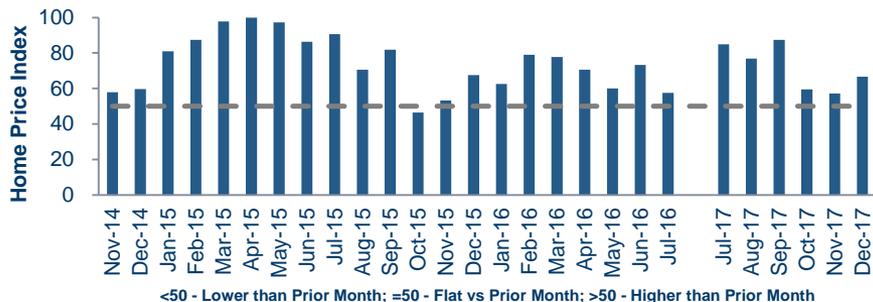
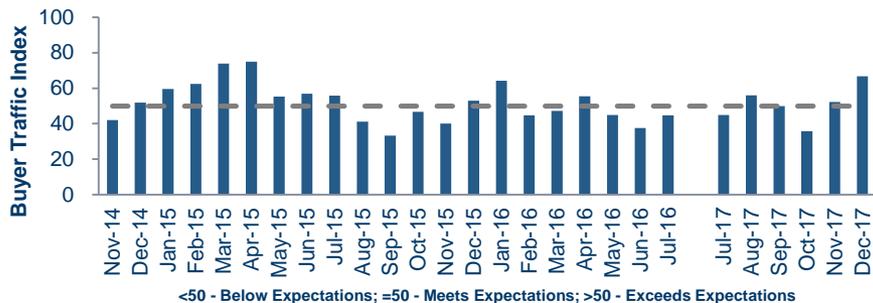
- "Seasonal slowdown."
- "Short supply has led buyers to keep moving, even during the holidays."
- "Tax reform could cause a slowing among high-end buyers."
- "We will see a negative effect on homes above \$750K."

Market Overview and Builder Exposure

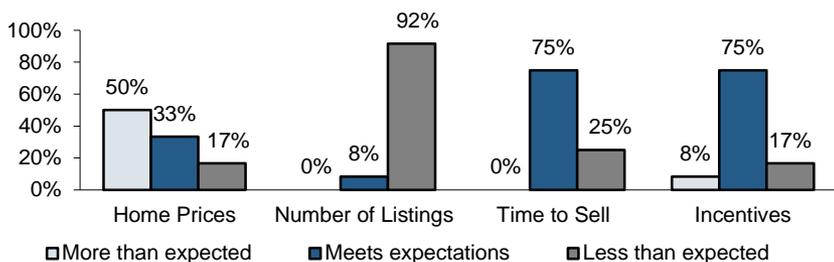
- 48th largest market in the country
- 2016 single family permits: 2,341

Rank	Top 10 Builders	Closings 2016	Market Share	San Diego as a % of Total Closings
1	CalAtlantic Group	559	21.1%	3.9%
2	TRI Pointe Group	300	11.3%	7.1%
3	KB Home	190	7.2%	1.9%
4	Baldwin & Sons	173	6.5%	
5	Lennar Corp.	160	6.0%	0.6%
6	Shea Homes	156	5.9%	
7	Taylor Morrison	143	5.4%	1.9%
8	New Pointe Communities	87	3.3%	
9	D.R. Horton	85	3.2%	0.2%
10	Cornerstone Communities	84	3.2%	
Top 10 Totals		1,937	73.1%	

San Francisco, CA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index increased to 67 from 52 in the prior month:** Traffic was above agents' expectations as concerns over interest rate hikes pushed buyers to close before year end.
- **The Home Price Index rose to 67 from 57 in November**

Comments from Real Estate Agents

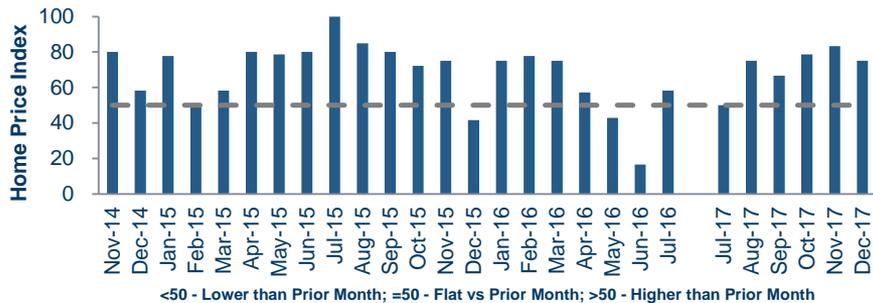
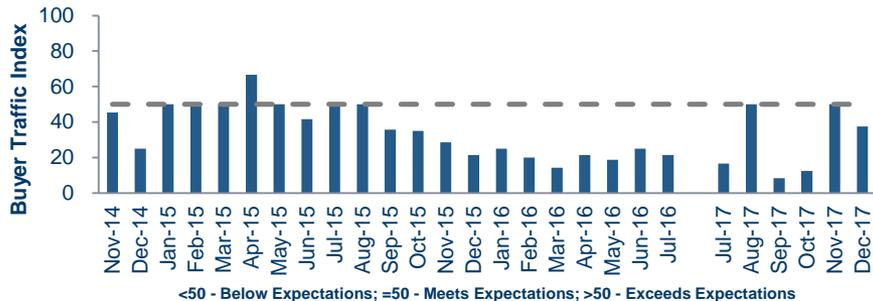
- "Fear of an uptick in interest rates and tax changes made for a frisky December."
- "Lack of inventory and continued demand allows sellers to command a higher price for existing homes."
- "Tax deductions are not the main factor driving home purchases though the changes may slow the high-end."
- "Tax reform may cause stagnation in the luxury market."

Market Overview and Builder Exposure

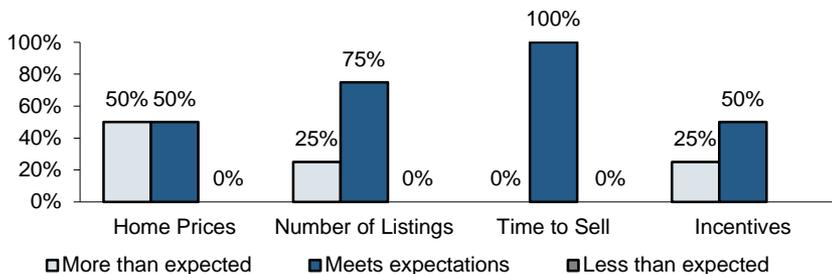
- 22nd largest market in the country
- 2016 single family permits: 4,927

Rank	Top 10 Builders	Closings 2016	Market Share	San Francisco as a % of Total Closings
1	Toll Brothers	491	9.2%	7.8%
2	Tishman Speyer	464	8.7%	
3	KB Home	395	7.4%	4.0%
4	Lennar Corp.	319	6.0%	1.2%
5	Shea Homes	317	6.0%	
6	A.D. Seeno Construction Co.	260	4.9%	
7	TRI Pointe Group	233	4.4%	5.5%
8	CalAtlantic Group	231	4.3%	1.6%
9	PulteGroup	218	4.1%	1.1%
10	Oyster Development	211	4.0%	
Top 10 Totals		3,139	59.0%	

Sarasota, FL



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic index dropped to 38 vs 50 in November:** Traffic fell below realtors' expectations as the holiday season slump hit Sarasota.
- **The Home Price Index lowered to 75 from 83 last month**

Comments from Real Estate Agents

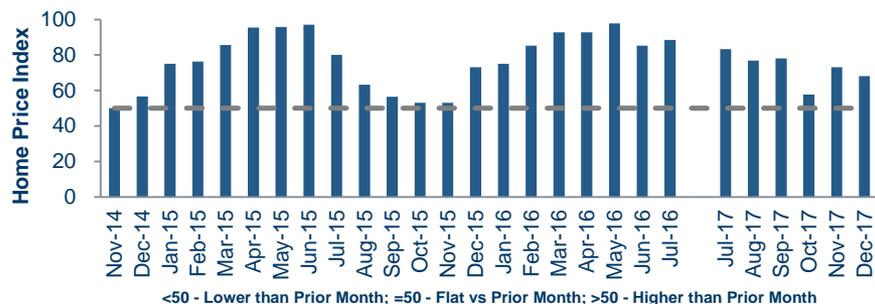
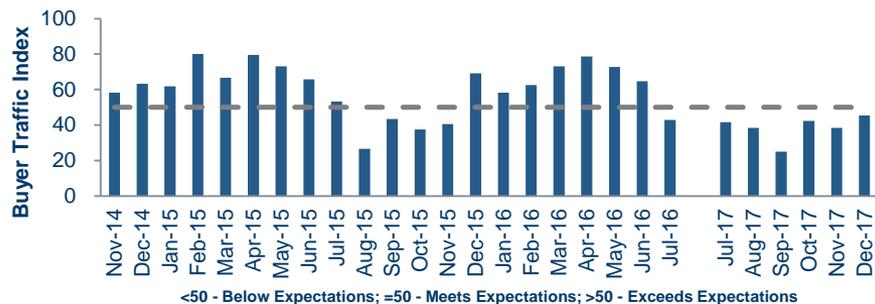
- "Slow and typical holiday season."
- "Tax changes most likely to impact the higher end buyer – we should not see any effect on our market."

Market Overview and Builder Exposure

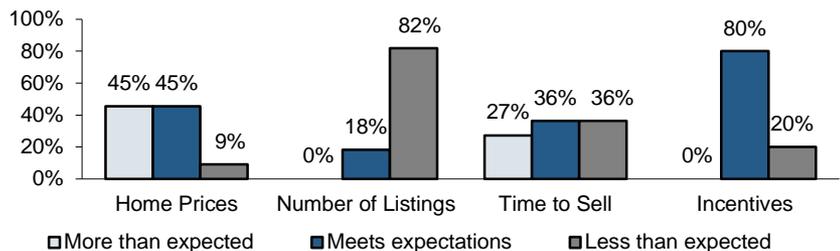
- 27th largest market in the country
- 2016 single family permits: 5,821

Rank	Top 10 Builders	Closings 2016	Market Share	Sarasota as a % of Total Closings
1	Neal Communities of Southwest Florida	861	18.7%	
2	D.R. Horton	789	17.2%	1.9%
3	Lennar Corp.	697	15.2%	2.6%
4	PulteGroup	612	13.3%	3.1%
5	WCI Communities	417	9.1%	46.0%
6	Taylor Morrison	357	7.8%	4.8%
7	CalAtlantic Group	178	3.9%	1.3%
8	Mattamy Homes	145	3.2%	
9	Medallion Homes	131	2.8%	
10	M/I Homes	60	1.3%	1.3%
Top 10 Totals		4,247	92.5%	

Seattle, WA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- The Buyer Traffic Index rose to 46 from 39 last month
- The Home Price Index fell to 68 from 73 in November: Despite sequential decline, this is the 6th month of rising prices in the area, driving the move to peripheral areas.

Comments from Real Estate Agents

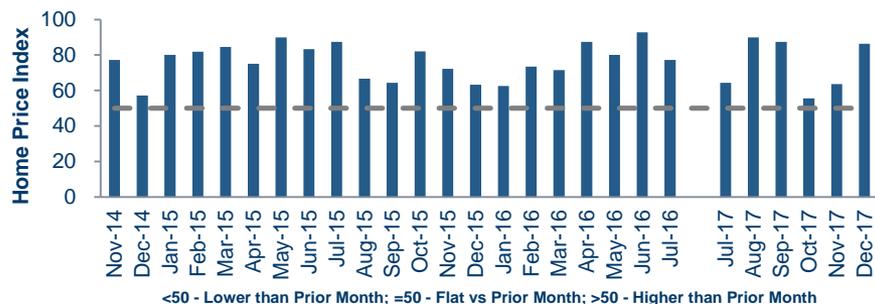
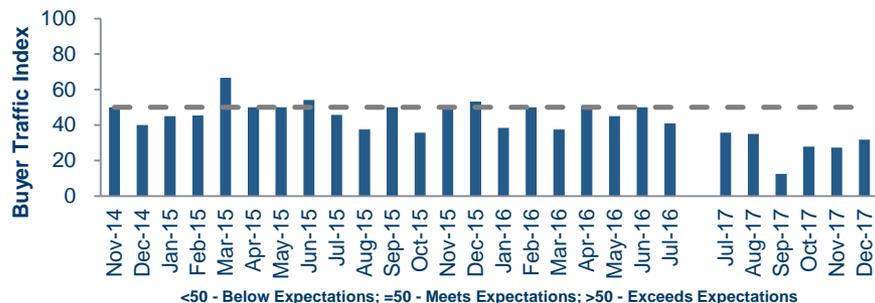
- “Very low inventory and high price appreciation.”
- “Increasing numbers of baby boomers wanting to relocate.”
- “Buyers continue to seek new homes in this environment of limited inventory coupled with rising prices and rates.”
- “Displacement of buyers from higher priced areas to suburbs.”
- “Unsure of tax reform impact as buyers need time to digest.”
- “Likely tax changes will hurt the high-end and 2nd home purchases.”

Market Overview and Builder Exposure

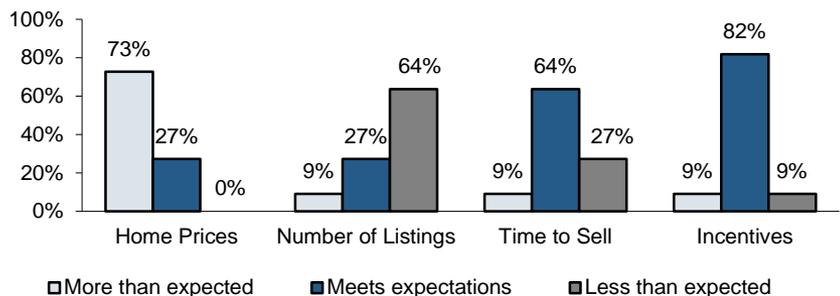
- 15th largest market in the country
- 2016 single family permits: 9,396

Rank	Top 10 Builders	Closings 2016	Market Share	Seattle as a % of Total Closings
1	D.R. Horton	959	11.8%	2.3%
2	Bosa Development	388	4.8%	
3	M.D.C. Holdings	327	4.0%	6.5%
4	Lennar Corp.	324	4.0%	1.2%
5	Toll Brothers	292	3.6%	4.7%
6	William Lyon Homes	289	3.5%	10.4%
7	Mainvue Homes	280	3.4%	
8	TRI Pointe Group	249	3.1%	5.9%
9	PulteGroup	177	2.2%	0.9%
10	Cornerstone Homes	154	1.9%	
Top 10 Totals		3,439	42.3%	

Tampa, FL



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- The Buyer Traffic Index lifted to 32 vs 27 in November
- The Home Price Index rose to 86 from 64 last month: This is the 6th month of sequentially rising home prices and the rate of appreciation in the area increased.

Comments from Real Estate Agents

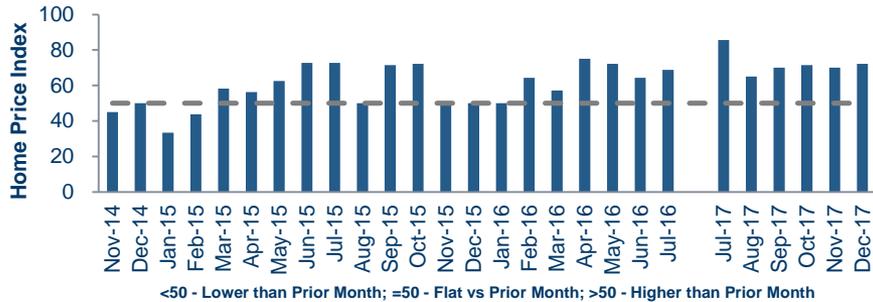
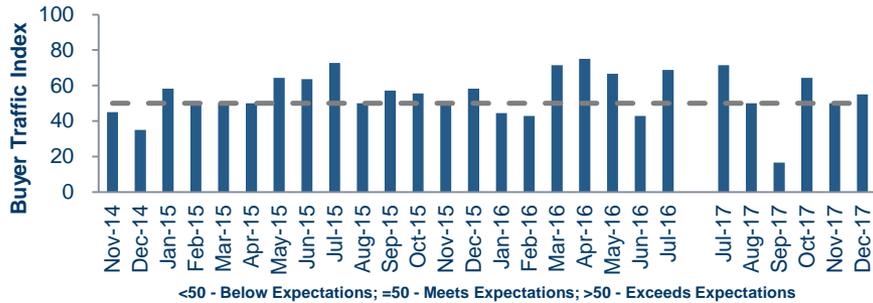
- "December is a traditionally slow month."
- "Investors are back in the market."
- "Low inventory."
- "Some higher end 2nd home buyers will hesitate to purchase based on tax reform."
- "No change to market from tax law changes."

Market Overview and Builder Exposure

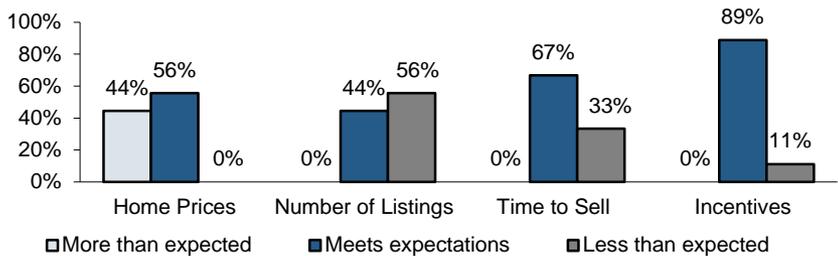
- 14th largest market in the country
- 2016 single family permits: 10,683

Rank	Top 10 Builders	Closings 2016	Market Share	Tampa as a % of Total Closings
1	Lennar Corp.	1,869	22.6%	7.1%
2	CalAtlantic Group	834	10.1%	5.9%
3	D.R. Horton	761	9.2%	1.8%
4	Taylor Morrison	532	6.4%	7.2%
5	PulteGroup	409	4.9%	2.1%
6	Homes by Westbay	392	4.7%	
7	M/I Homes	360	4.3%	8.0%
8	NVR	336	4.1%	2.3%
9	David Weekley Homes	290	3.5%	
10	GL Homes	246	3.0%	
Top 10 Totals		6,029	72.8%	

Tucson, AZ



How Do the Recent 30 Days Compare to the Prior 30 Days...



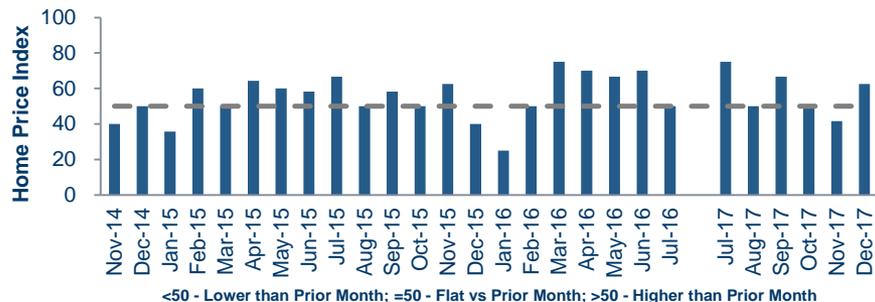
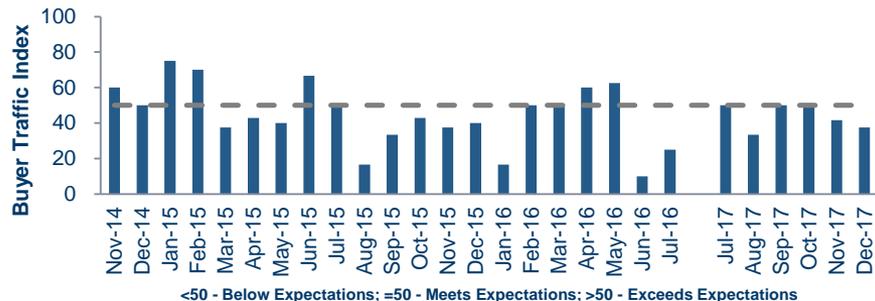
Key Takeaways:

- **The Buyer Traffic Index elevated to 55 from 50 in November:** Traffic just exceeded realtors' expectations for the season as snowbirds re-enter the market and tax reform highlight's the area's relative affordability.
 - **The Home Price Index rose 2pts this month to 72**
- ### Comments from Real Estate Agents
- "Snowbirds returning."
 - "Holidays slowed traffic – as expected."
 - "Tax reform should make Tucson a more attractive relocation site."
 - "Minimal or neutral impact from tax law changes."

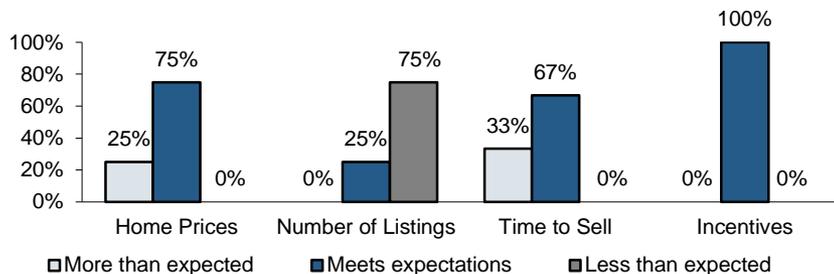
Market Overview and Builder Exposure

- 2016 single family permits: 2,164

Virginia Beach, VA



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index fell to 38 from 42 in the prior month:** The combination of cold weather and the holiday season led to traffic levels below agents' expectations.
- **The Home Price Index rose to 63 from 42 in November:**

Comments from Real Estate Agents

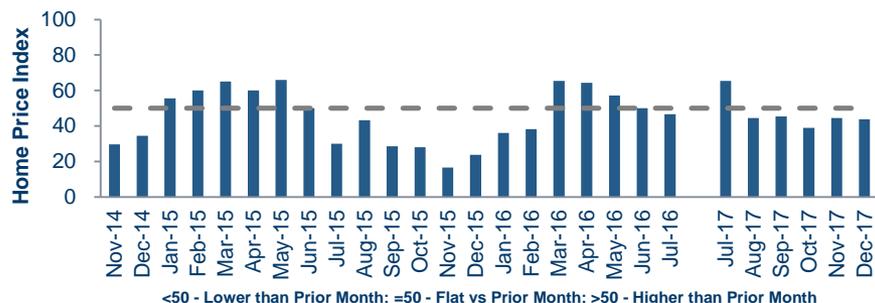
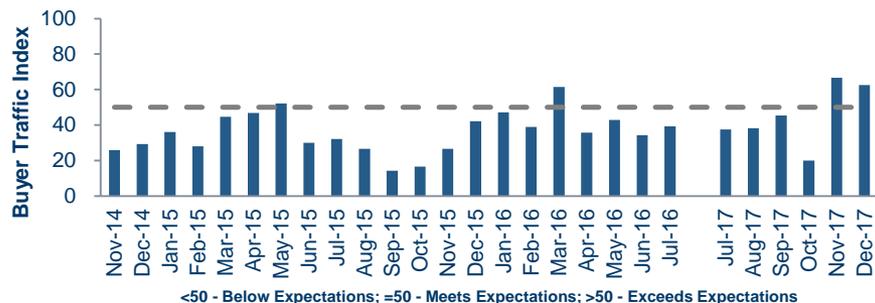
- "Cold, snow and holidays."
- "Buyers concerned over further interest rate hikes."
- "Cap on mortgage interest deduction effects very few in our area."
- "Mid-range buyers could see more money in their pockets and qualify for higher priced homes, as long as rates don't increase too quickly or dramatically."

Market Overview and Builder Exposure

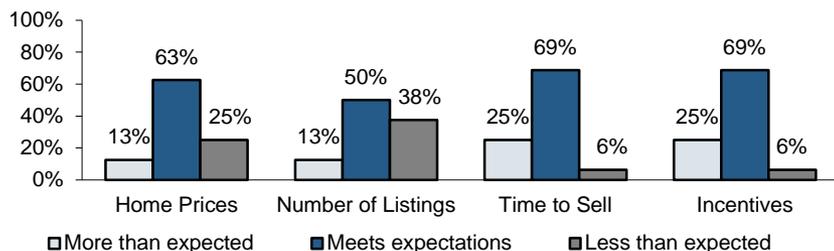
- 45th largest market in the country
- 2016 single family permits: 4,011

Rank	Top 10 Builders	Closings 2016	Market Share	Virginia Beach as a % of Total Closings
1	NVR	548	20.1%	3.7%
2	The Dragas Companies	220	8.1%	
3	Chesapeake Homes	193	7.1%	
4	HHHunt Corp.	125	4.6%	
5	Equity Development	82	3.0%	
6	Napolitano Homes	70	2.6%	
7	Lee Wetherington Homes	65	2.4%	
7	Lennar Corp.	65	2.4%	0.2%
9	Eagle Construction of Virginia	64	2.3%	
10	Terry-Peterson Residential Cos.	60	2.2%	
Top 10 Totals		1,492	54.8%	

Washington D.C.



How Do the Recent 30 Days Compare to the Prior 30 Days...



Key Takeaways:

- **The Buyer Traffic Index fell to 63 from 67 in November:**
The lack of available inventory has kept buyers looking at a broader range of homes, stimulating demand.
- **The Home Price Index remained unchanged at 44**

Comments from Real Estate Agents

- "Unsatisfied buyer demand."
- "Shortage of inventory so buyers look at anything that might meet their needs."
- "Upcoming tax law changes will negatively impact our market and may have pushed some buyers to close in 2017."
- "Tax reform might adversely effect sales in the area, but paying over \$5,000 per month for rent does not make economic sense."

Market Overview and Builder Exposure

- 6th largest market in the country
- 2016 single family permits: 12,974

Rank	Top 10 Builders	Closings 2016	Market Share	Washington D.C. as a % of Total Closings
1	NVR	2,912	25.7%	19.5%
2	Toll Brothers	796	7.0%	12.7%
3	Hovnanian Enterprises	613	5.4%	9.7%
4	PulteGroup	592	5.2%	3.0%
5	Stanley Martin Homes	547	4.8%	
6	Lennar Corp.	443	3.9%	1.7%
7	TRI Pointe Group	420	3.7%	10.0%
8	Van Metre Cos.	411	3.6%	
9	D.R. Horton	377	3.3%	0.9%
10	CalAtlantic Group	284	2.5%	2.0%
Top 10 Totals		7,395	65.1%	

Appendix:

Historical Trends: Buyer Traffic Index																										
BUYER TRAFFIC INDEX	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Atlanta, GA	40.0	50.0	46.9	46.2	60.0	50.0	54.2	57.1	30.8	14.3	39.3	31.8	33.3	50.0	50.0	71.4	53.6	31.8	46.9	50.0	25.0	36.4	40.0	31.3	36.7	33.3
Austin, TX	37.5	61.5	69.2	61.5	54.5	50.0	38.5	38.5	40.0	35.7	25.0	38.9	46.4	40.9	61.1	57.7	54.5	58.3	54.5	35.0	38.9	22.2	38.5	34.4	20.0	50.0
Baltimore, MD	33.3	56.3	40.0	21.4	50.0	41.7	25.0	58.3	75.0	50.0	40.0	50.0	50.0	42.9	66.7	57.1	37.5	50.0	10.0	35.7	75.0	62.5	12.5	16.7	50.0	50.0
Boston, MA	30.0	36.8	13.9	23.5	50.0	65.4	58.8	52.3	42.9	37.5	26.3	34.4	50.0	44.4	45.5	46.7	45.5	58.3	40.6	45.8	22.2	40.0	35.7	16.7	19.2	12.5
Charleston, SC	42.9	40.0	50.0	62.5	50.0	50.0	64.3	41.7	60.0	30.0	37.5	50.0	14.3	33.3	8.3	31.3	25.0	41.7	35.7	31.3	41.7	50.0	12.5	16.7		
Charlotte, NC	38.9	37.5	44.4	33.3	61.1	50.0	41.7	35.7	30.0	30.0	28.6	16.7	31.3	42.9	50.0	57.1	40.0	41.7	28.6	25.0	40.0	27.8	27.8	25.0	37.5	33.3
Chicago, IL	27.4	29.6	36.7	42.3	46.6	32.8	36.4	48.2	31.5	24.1	17.3	25.0	32.1	36.0	47.8	39.1	50.0	39.3	43.9	36.5	40.6	25.0	30.4	25.0	38.5	39.7
Cincinnati, OH	41.7	66.7	10.0	41.7	50.0	64.3	58.3	58.3	31.3	35.7	40.0	50.0	66.7	35.7	50.0	87.5	71.4	56.3	50.0	33.3	30.0	0.0	12.5		50.0	16.7
Columbus, OH	38.9	8.3	41.7	50.0	55.6	65.0	50.0	70.0	50.0	28.6	42.9	40.0	50.0	50.0	66.7	61.1	90.0	92.9	61.1	56.3	33.3	37.5	30.0	16.7		
Dallas, TX	22.2	50.0	71.4	66.7	62.5	50.0	50.0	56.3	58.3	35.7	60.0	42.9	56.3	64.3	56.3	50.0	50.0	75.0	42.9	55.0	25.0	20.0	41.7	50.0	60.0	30.0
Denver, CO	59.5	67.3	76.3	66.7	65.2	47.2	50.0	55.0	27.5	36.7	38.2	50.0	41.2	50.0	42.9	66.7	64.7	62.5	57.9	36.1	33.3	35.0	36.7	39.3	25.0	57.5
Detroit, MI	36.1	34.4	28.9	50.0	44.1	52.9	50.0	28.6	37.5	33.3	17.6	35.7	26.7	38.5	46.7	53.3	46.2	64.3	41.7	38.5	38.5	28.1	36.7	29.4	30.0	27.5
Fort Myers, FL	25.0	56.3	50.0	58.3	29.2	35.7	38.9	22.2	33.3	60.0	62.5	43.8	38.9	16.7	10.0	22.2	35.7	33.3	9.1	15.0	58.3	40.0	0.0	33.3	44.4	38.9
Houston, TX	31.8	53.8	40.6	31.8	60.7	38.5	35.7	42.9	38.9	25.0	20.0	14.3	19.4	28.6	34.6	32.1	42.1	37.5	27.8	28.1	37.5	11.1	25.0	40.6	50.0	41.7
Indianapolis, IN																							16.7	20.0	12.5	25.0
Inland Empire, CA	13.3	20.0	35.7	50.0	61.5	45.5	44.4	37.5	31.3	12.5	34.6	25.0	43.8	22.2	25.0	43.8	33.3	45.0	31.8	30.0	50.0	33.3	33.3	20.0	15.0	43.8
Jacksonville, FL	50.0	60.0	64.3	50.0	56.3	57.1	61.1	25.0	0.0	0.0	16.7	25.0	58.3	25.0	44.4	42.9	50.0	75.0	18.8	28.6	41.7	57.1	25.0	50.0	28.6	25.0
Kansas City, KS	25.0	33.3	40.0	66.7	66.7	66.7	50.0	16.7	50.0	37.5	16.7	25.0	25.0	50.0	83.3	25.0	62.5	75.0	70.0	33.3	37.5	50.0	28.6	25.0	50.0	80.0
Las Vegas, NV	26.7	38.6	37.5	46.7	42.3	56.3	50.0	60.0	36.7	38.5	50.0	58.3	40.9	37.5	42.9	37.5	50.0	41.7	50.0	59.1	64.3	57.7	46.2	45.5	62.5	61.5
Los Angeles, CA	42.6	48.4	50.0	53.7	58.7	58.3	45.8	37.5	34.1	45.7	23.7	18.2	33.3	27.5	39.6	52.0	48.3	45.3	43.2	29.2	38.6	36.0	29.5	23.9	38.1	43.5
Miami, FL	38.5	44.0	37.0	29.5	33.3	25.0	30.0	25.0	26.6	25.0	20.0	30.0	22.0	29.6	31.0	20.4	33.3	25.8	23.2	17.2	22.5	34.6	20.0	25.0	27.6	33.3
Minneapolis, MN	35.3	35.0	54.5	70.8	50.0	58.3	52.9	36.8	31.6	46.4	37.5	36.7	25.0	23.5	18.2	60.0	66.7	64.3	56.7	58.3	41.7	27.8	42.9	40.6	37.5	43.8
Nashville, TN	46.2	38.9	30.0	59.1	40.9	50.0	60.0	45.5	62.5	54.2	50.0	44.4	12.5	40.9	45.5	50.0	58.3	66.7	44.4	33.3	50.0	37.5	16.7	12.5	57.1	50.0
New York-Northern NJ	25.6	45.7	33.7	41.1	39.5	43.8	43.8	22.6	37.2	31.6	30.3	34.3	38.6	36.3	39.7	39.3	36.2	45.3	41.4	30.0	44.4	35.9	13.9	24.1	30.9	34.2
Orlando, FL	27.8	50.0	31.8	64.3	38.9	50.0	35.7	31.8	22.7	45.5	27.8	42.9	21.4	33.3	25.0	40.9	42.9	54.5	40.9	40.9	41.7	28.6	27.8	20.0	16.7	43.8
Phila.-Southern NJ	29.2	40.0	39.3	63.6	54.5	50.0	60.0	42.3	46.4	33.3	9.1	27.3	58.3	50.0	50.0	45.0	58.3	50.0	31.3	35.0	68.8	54.5	50.0	25.0	29.2	37.5
Phoenix, AZ	25.0	33.3	36.2	46.3	50.0	42.0	53.2	46.2	45.0	41.7	36.8	34.6	30.8	43.1	39.6	27.1	42.9	41.7	34.8	40.9	47.8	50.0	27.8	33.3	44.0	54.2
Portland, OR	53.8	61.5	60.0	59.1	57.1	61.5	69.2	62.5	68.2	54.2	53.8	70.8	53.8	50.0	65.4	80.0	75.0	61.5	58.3	37.5	37.5	25.0	6.3	16.7	25.0	35.0
Raleigh, NC	45.0	64.3	37.5	57.1	43.8	50.0	45.5	42.9	56.3	33.3	81.3	44.4	35.7	40.9	68.8	40.0	71.4	75.0	57.1	75.0	25.0	8.3	10.0	14.3	0.0	60.0
Sacramento, CA	34.6	54.5	37.5	54.5	65.0	45.0	45.5	44.4	45.0	40.0	54.5	35.7	27.8	61.1	50.0	54.2	65.0	37.5	50.0	44.4	41.7	66.7	60.0	55.0	50.0	65.0
San Antonio, TX	58.3	35.7	66.7	75.0	64.3	68.8	66.7	50.0	78.6	35.7	50.0	40.0	40.0	50.0	70.0	75.0	70.0	30.0	30.0	57.1	50.0	25.0	33.3	33.3	35.7	50.0
San Diego, CA	20.5	43.5	57.5	52.5	61.1	50.0	56.7	50.0	38.5	30.8	26.9	35.7	40.0	63.6	43.3	50.0	53.3	50.0	44.1	37.5	30.0	14.7	28.6	23.3	62.5	45.5
San Francisco, CA	51.9	59.5	62.5	73.8	75.0	55.3	56.8	55.9	41.2	33.3	46.7	40.0	52.9	64.3	44.7	47.2	55.6	45.0	37.5	44.7	45.0	56.0	50.0	35.7	52.3	66.7
Sarasota, FL	25.0	50.0	50.0	50.0	66.7	50.0	41.7	50.0	50.0	35.7	35.0	28.6	21.4	25.0	20.0	14.3	21.4	18.8	25.0	21.4	16.7	50.0	8.3	12.5	50.0	37.5
Seattle, WA	63.3	61.8	80.0	66.7	79.5	73.1	65.8	53.3	26.7	43.5	37.5	40.6	69.2	58.3	62.5	73.1	78.6	72.7	64.7	42.9	41.7	38.5	25.0	42.3	38.5	45.5
Tampa, FL	40.0	45.0	45.5	66.7	50.0	50.0	54.2	45.8	37.5	50.0	35.7	50.0	53.3	38.5	50.0	37.5	50.0	45.0	50.0	40.9	35.7	35.0	12.5	27.8	27.3	31.8
Tucson, AZ	35.0	58.3	50.0	50.0	50.0	64.3	63.6	72.7	50.0	57.1	55.6	50.0	58.3	44.4	42.9	71.4	75.0	66.7	42.9	68.8	71.4	50.0	16.7	64.3	50.0	55.0
Virginia Beach, VA	50.0	75.0	70.0	37.5	42.9	40.0	66.7	50.0	16.7	33.3	42.9	37.5	40.0	16.7	50.0	50.0	60.0	62.5	10.0	25.0	50.0	33.3	50.0	50.0	41.7	37.5
Washington, DC	29.3	36.1	28.0	44.7	46.9	52.3	30.0	32.1	26.7	14.3	16.7	26.7	42.1	47.2	38.9	61.5	35.7	42.9	34.4	39.3	37.5	38.2	45.5	20.0	66.7	62.5
Total	36.5	46.6	45.0	51.6	54.4	51.8	50.2	45.9	42.2	35.9	36.6	37.5	39.5	40.6	46.3	49.3	53.2	52.3	41.4	40.1	41.1	37.0	28.3	29.7	38.1	43.2
Source: Credit Suisse																										

Historical Trends: Home Price Index

HOME PRICE INDEX	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Atlanta, GA	55.0	53.1	68.8	75.0	82.4	76.9	95.5	76.9	50.0	64.3	60.7	54.5	55.6	57.7	87.5	85.7	85.7	80.0	71.9	54.2	65.0	60.0	65.0	53.3	53.6	76.7
Austin, TX	58.3	84.6	100.0	96.2	95.5	86.4	73.1	65.4	73.3	57.1	62.5	68.8	64.3	81.8	83.3	80.8	90.9	83.3	75.0	75.0	61.1	33.3	42.3	59.4	40.0	81.3
Baltimore, MD	44.4	43.8	60.0	57.1	92.9	64.3	81.3	75.0	62.5	50.0	70.0	66.7	58.3	57.1	75.0	83.3	75.0	70.0	70.0	58.3	66.7	50.0	75.0	50.0	60.0	37.5
Boston, MA	50.0	55.3	52.8	67.6	75.0	87.5	69.4	69.0	50.0	52.9	42.1	56.3	30.0	41.2	60.0	78.1	76.1	62.5	68.8	63.6	66.7	75.0	89.3	66.7	61.5	66.7
Charleston, SC	56.3	75.0	80.0	83.3	85.7	75.0	85.7	83.3	100.0	75.0	68.8	85.7	85.7	75.0	75.0	83.3	75.0	91.7	75.0	81.3	83.3	100.0	62.5	50.0		
Charlotte, NC	66.7	62.5	88.9	91.7	88.9	100.0	83.3	75.0	50.0	70.0	71.4	75.0	62.5	85.7	90.0	85.7	100.0	75.0	85.7	75.0	80.0	61.1	61.1	81.3	83.3	75.0
Chicago, IL	38.1	41.1	51.7	55.8	65.0	65.5	62.5	60.7	40.0	35.2	32.1	28.6	35.0	56.0	45.8	64.5	61.9	62.5	60.6	48.1	56.3	43.8	43.5	47.4	46.2	48.1
Cincinnati, OH	41.7	66.7	50.0	75.0	83.3	78.6	83.3	58.3	56.3	57.1	50.0	60.0	66.7	57.1	78.6	100.0	100.0	85.7	79.2	50.0	100.0	75.0	50.0		83.3	58.3
Columbus, OH	61.1	50.0	50.0	91.7	88.9	90.0	85.7	61.1	91.7	57.1	57.1	50.0	50.0	50.0	58.3	72.2	100.0	100.0	94.4	81.3	83.3	50.0	40.0	33.3		
Dallas, TX	44.4	57.1	100.0	100.0	100.0	95.0	91.7	87.5	70.0	57.1	70.0	57.1	56.3	78.6	87.5	91.7	83.3	100.0	78.6	100.0	50.0	70.0	66.7	60.0	90.0	65.0
Denver, CO	59.5	80.8	92.5	88.1	93.2	94.7	85.7	81.6	57.5	46.7	55.9	46.7	60.5	50.0	82.1	84.2	91.7	93.8	84.2	50.0	46.2	50.0	43.3	42.9	27.3	65.8
Detroit, MI	47.2	46.7	57.9	65.6	70.6	91.2	80.0	75.0	50.0	50.0	55.9	42.3	43.3	58.3	63.3	73.3	91.7	100.0	81.8	69.2	79.2	71.9	66.7	52.9	73.3	47.4
Fort Myers, FL	80.0	77.8	68.8	100.0	76.9	78.6	85.0	72.2	83.3	70.0	81.3	78.6	88.9	83.3	60.0	38.9	64.3	33.3	45.5	50.0	41.7	55.0	33.3	41.7	72.2	66.7
Houston, TX	68.2	57.7	65.6	65.0	67.9	65.4	57.7	53.6	47.2	46.4	23.3	17.9	25.0	34.6	23.1	39.3	52.6	33.3	41.7	35.3	61.1	40.9	45.0	46.7	56.3	45.8
Indianapolis, IN																							83.3	80.0	75.0	62.5
Inland Empire, CA	37.5	46.7	57.1	61.5	69.2	72.7	65.0	50.0	56.3	50.0	42.3	43.8	56.3	55.6	68.8	62.5	68.2	55.0	81.8	70.0	100.0	66.7	50.0	80.0	70.0	64.3
Jacksonville, FL	50.0	75.0	71.4	78.6	50.0	71.4	72.2	61.1	58.3	57.1	50.0	41.7	41.7	58.3	61.1	75.0	50.0	64.3	43.8	42.9	50.0	71.4	58.3	85.7	71.4	56.3
Kansas City, KS	50.0	66.7	70.0	100.0	83.3	66.7	75.0	66.7	100.0	87.5	25.0	75.0	75.0	62.5	83.3	75.0	87.5	87.5	80.0	83.3	62.5	62.5	83.3	87.5	66.7	70.0
Las Vegas, NV	53.3	54.5	62.5	65.6	65.4	68.8	76.7	90.0	56.7	61.5	61.1	70.8	68.2	58.3	64.3	66.7	65.4	66.7	73.5	81.8	83.3	96.2	80.8	68.2	87.5	88.5
Los Angeles, CA	51.9	48.4	59.4	64.8	74.0	83.3	78.0	67.3	69.0	52.2	66.7	40.9	58.3	57.5	70.8	75.0	82.8	81.7	70.5	68.8	68.8	61.5	59.1	54.2	54.8	63.6
Miami, FL	63.5	64.0	75.0	59.1	72.0	73.5	75.0	72.9	65.2	71.7	65.5	51.9	58.0	42.9	52.5	51.9	55.0	50.0	46.6	51.6	55.0	40.0	52.4	54.3	48.2	50.0
Minneapolis, MN	47.1	55.0	68.2	77.3	77.8	83.3	70.6	58.3	50.0	53.8	58.3	50.0	70.0	50.0	68.2	75.0	92.3	84.6	76.7	65.4	70.8	50.0	57.1	50.0	43.8	68.8
Nashville, TN	65.4	72.2	70.0	90.9	68.2	83.3	80.0	77.3	75.0	62.5	64.3	66.7	75.0	72.7	86.4	77.8	91.7	88.9	77.8	61.1	75.0	50.0	75.0	43.8	57.1	62.5
New York-Northern NJ	42.6	50.0	54.5	64.8	61.3	69.7	65.8	58.3	61.3	51.4	47.1	42.4	38.6	52.6	44.8	61.7	66.1	59.4	64.9	53.7	59.3	59.7	55.3	55.6	64.7	61.1
Orlando, FL	45.0	57.1	50.0	85.7	68.8	67.9	64.3	75.0	65.0	60.0	63.6	56.3	58.3	50.0	60.0	60.0	65.4	85.0	90.0	60.0	78.6	71.4	61.1	32.1	50.0	59.4
Phila.-Southern NJ	38.5	35.0	60.0	45.5	60.0	53.3	60.0	50.0	68.2	54.2	46.2	50.0	50.0	35.0	56.7	50.0	62.5	61.5	61.1	68.2	68.8	90.9	87.5	75.0	65.0	81.8
Phoenix, AZ	28.6	35.2	46.6	59.3	60.9	65.4	68.3	78.8	67.5	70.8	60.5	61.5	57.4	50.0	64.6	50.0	50.0	58.3	56.5	54.3	71.7	61.3	66.7	71.1	76.0	64.6
Portland, OR	64.3	73.1	76.7	87.5	90.0	92.3	88.5	91.2	85.0	79.2	70.8	69.2	67.9	80.0	92.3	95.0	90.0	84.6	73.1	72.2	71.4	60.0	50.0	66.7	40.0	61.1
Raleigh, NC	65.0	71.4	62.5	85.7	81.3	87.5	77.3	78.6	75.0	88.9	87.5	72.2	64.3	72.7	81.3	80.0	92.9	93.8	100.0	93.8	66.7	83.3	50.0	85.7	83.3	90.0
Sacramento, CA	38.5	59.1	75.0	95.5	90.0	90.0	68.2	77.8	70.0	65.0	59.1	58.3	66.7	66.7	75.0	91.7	95.0	87.5	75.0	77.8	66.7	75.0	70.0	65.0	70.0	65.0
San Antonio, TX	78.6	75.0	83.3	83.3	92.9	81.3	91.7	100.0	92.9	75.0	78.6	91.7	80.0	80.0	90.0	92.9	70.0	80.0	70.0	68.8	90.0	83.3	66.7	83.3	66.7	87.5
San Diego, CA	34.8	43.5	63.2	77.5	78.9	69.4	84.4	70.0	65.4	42.3	53.6	63.3	56.3	68.2	66.7	73.1	78.1	76.7	70.6	72.5	77.3	69.4	57.1	56.7	75.0	72.7
San Francisco, CA	59.6	81.0	87.5	97.7	100.0	97.2	86.4	90.6	70.6	81.8	46.4	53.3	67.6	62.5	78.9	77.8	70.6	60.0	73.3	57.5	85.0	76.9	87.5	59.5	57.1	66.7
Sarasota, FL	58.3	77.8	50.0	58.3	80.0	78.6	80.0	100.0	85.0	80.0	72.2	75.0	41.7	75.0	77.8	75.0	57.1	42.9	16.7	58.3	50.0	75.0	66.7	78.6	83.3	75.0
Seattle, WA	56.7	75.0	76.3	85.7	95.5	95.8	97.1	80.0	63.3	56.5	53.1	53.1	73.1	75.0	85.3	92.9	92.9	97.7	85.3	88.5	83.3	76.9	78.1	57.7	73.1	68.2
Tampa, FL	57.1	80.0	81.8	84.6	75.0	90.0	83.3	87.5	66.7	64.3	82.1	72.2	63.3	62.5	73.5	71.4	87.5	80.0	92.9	77.3	64.3	90.0	87.5	55.6	63.6	86.4
Tucson, AZ	50.0	33.3	43.8	58.3	56.3	62.5	72.7	72.7	50.0	71.4	72.2	50.0	50.0	50.0	64.3	57.1	75.0	72.2	64.3	68.8	85.7	65.0	70.0	71.4	70.0	72.2
Virginia Beach, VA	50.0	35.7	60.0	50.0	64.3	60.0	58.3	66.7	50.0	58.3	50.0	62.5	40.0	25.0	50.0	75.0	70.0	66.7	70.0	50.0	75.0	50.0	66.7	50.0	41.7	62.5
Washington, DC	34.5	55.6	60.0	65.0	60.0	65.9	50.0	30.0	43.3	28.6	28.1	16.7	23.7	36.1	38.2	65.4	64.3	57.1	50.0	46.7	65.4	44.4	45.5	38.9	44.4	43.8
Total	52.3	59.1	67.4	75.4	77.5	78.0	75.8	72.8	65.5	60.8	58.2	57.6	58.0	59.1	69.5	73.2	76.8	74.3	71.1	66.0	71.0	65.7	62.8	61.3	63.4	65.9

Historical Trends: Incentive Index

INCENTIVE INDEX	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Atlanta, GA	25.0	35.7	37.5	50.0	46.7	53.8	45.5	33.3	36.4	39.3	30.8	22.7	38.9	15.4	33.3	23.1	26.9	40.0	30.0	31.8	35.0	36.4	45.5	31.8	32.1	26.7
Austin, TX	37.5	30.8	38.5	61.5	50.0	45.5	42.3	50.0	33.3	17.9	20.8	16.7	30.8	36.4	33.3	30.8	31.8	33.3	30.0	30.0	33.3	22.2	31.8	18.8	23.3	43.8
Baltimore, MD	44.4	43.8	40.0	35.7	50.0	42.9	43.8	50.0	50.0	50.0	37.5	50.0	50.0	42.9	41.7	50.0	50.0	50.0	50.0	50.0	50.0	50.0	37.5	50.0	50.0	50.0
Boston, MA	55.9	58.3	50.0	61.8	55.9	61.5	61.8	57.5	56.7	53.1	55.6	50.0	45.2	55.9	60.0	56.3	56.5	50.0	56.3	45.8	66.7	60.0	57.1	56.3	53.8	58.3
Charleston, SC	31.3	40.0	50.0	33.3	50.0	40.0	58.3	37.5	37.5	50.0	28.6	33.3	20.0	30.0	30.0	37.5	37.5	50.0	62.5	35.7	25.0	0.0	16.7	33.3		
Charlotte, NC	27.8	43.8	44.4	40.0	33.3	41.7	41.7	43.8	37.5	30.0	50.0	33.3	35.7	50.0	60.0	42.9	60.0	33.3	57.1	50.0	50.0	43.8	25.0	50.0	37.5	50.0
Chicago, IL	46.1	38.0	46.2	39.1	52.1	44.2	51.6	50.0	50.0	42.0	46.0	45.8	48.1	52.2	43.8	48.3	44.7	46.3	46.4	52.1	33.3	39.6	40.5	44.4	38.5	42.0
Cincinnati, OH	33.3	50.0	40.0	50.0	41.7	41.7	50.0	58.3	43.8	42.9	41.7	30.0	41.7	42.9	35.7	37.5	42.9	43.8	54.2	50.0	40.0	25.0	37.5		33.3	33.3
Columbus, OH	50.0	50.0	41.7	50.0	44.4	50.0	42.9	55.0	50.0	50.0	41.7	41.7	40.0	40.0	50.0	43.8	50.0	58.3	62.5	56.3	33.3	50.0	60.0	16.7		
Dallas, TX	25.0	42.9	42.9	40.0	43.8	60.0	58.3	56.3	66.7	42.9	37.5	42.9	41.7	35.7	43.8	33.3	58.3	62.5	57.1	55.0	58.3	30.0	25.0	40.0	40.0	27.8
Denver, CO	42.1	56.0	42.1	52.4	52.2	50.0	50.0	57.9	41.2	43.3	37.5	42.9	50.0	38.2	39.3	50.0	47.2	53.3	57.9	38.2	37.5	38.9	33.3	42.9	31.8	42.1
Detroit, MI	53.1	46.4	50.0	46.2	43.8	53.3	53.8	46.2	45.5	45.8	50.0	45.5	34.6	45.8	41.7	53.6	50.0	57.1	54.5	37.5	59.1	53.8	50.0	43.3	42.3	44.4
Fort Myers, FL	35.0	38.9	42.9	60.0	42.3	42.9	40.0	38.9	41.7	50.0	37.5	50.0	33.3	41.7	40.0	43.8	42.9	33.3	15.0	40.0	33.3	20.0	33.3	25.0	38.9	33.3
Houston, TX	22.7	33.3	39.3	33.3	25.0	31.8	28.6	35.7	22.2	17.9	10.7	14.3	11.1	10.7	15.4	38.5	26.3	31.3	29.4	23.5	22.2	40.9	54.5	30.0	25.0	40.9
Indianapolis, IN																							33.3	50.0	37.5	50.0
Inland Empire, CA	36.7	35.7	45.8	29.2	34.6	40.0	31.3	36.4	28.6	37.5	41.7	21.4	43.8	50.0	37.5	50.0	40.9	45.0	40.9	40.0	50.0	33.3	66.7	40.0	40.0	37.5
Jacksonville, FL	30.0	20.0	35.7	50.0	37.5	21.4	44.4	44.4	41.7	33.3	33.3	33.3	33.3	33.3	31.3	28.6	25.0	25.0	31.3	28.6	50.0	28.6	50.0	28.6	21.4	31.3
Kansas City, KS	50.0	33.3	20.0	50.0	66.7	50.0	50.0	66.7	33.3	50.0	0.0	25.0	37.5	50.0	66.7	25.0	62.5	62.5	37.5	75.0	50.0	37.5	41.7	50.0	40.0	75.0
Las Vegas, NV	23.3	31.8	31.3	43.8	23.1	37.5	40.0	35.0	39.3	26.9	33.3	29.2	36.4	29.2	28.6	37.5	37.5	33.3	38.2	36.4	42.9	38.5	42.3	31.8	41.7	46.2
Los Angeles, CA	48.0	44.4	53.8	47.9	45.7	60.7	54.5	52.4	47.4	47.5	50.0	47.4	47.7	47.1	50.0	58.3	52.1	50.0	41.7	42.5	47.6	52.0	44.4	36.1	43.3	47.6
Miami, FL	34.0	35.4	47.7	47.5	43.5	48.5	38.2	33.3	42.2	40.9	39.7	39.6	39.1	39.3	37.5	32.7	30.4	29.3	30.0	33.9	39.5	30.8	27.5	35.4	30.8	33.3
Minneapolis, MN	35.3	40.0	31.8	45.8	27.8	44.1	32.4	39.5	18.4	33.3	29.2	26.7	30.0	31.3	50.0	45.5	42.3	46.2	46.2	38.5	41.7	50.0	46.2	31.3	37.5	43.8
Nashville, TN	54.2	55.6	44.4	54.5	54.5	60.0	60.0	59.1	62.5	54.2	71.4	50.0	62.5	55.0	63.6	55.6	66.7	44.4	55.6	62.5	100.0	37.5	25.0	31.3	28.6	31.3
New York-Northern NJ	50.0	43.9	55.7	58.5	52.6	54.3	53.0	43.8	48.5	56.3	50.0	55.4	50.0	59.7	50.0	41.3	51.9	55.6	53.3	56.0	58.7	53.8	50.0	59.1	56.9	56.7
Orlando, FL	30.0	35.7	40.0	42.9	31.3	35.7	42.9	44.4	50.0	33.3	40.9	35.7	50.0	50.0	50.0	50.0	42.3	40.0	35.0	50.0	50.0	50.0	42.9	35.7	62.5	50.0
Phila.-Southern NJ	36.4	35.0	43.3	50.0	40.0	53.8	53.6	46.2	45.5	50.0	50.0	50.0	54.2	50.0	46.4	50.0	40.9	45.8	50.0	45.5	66.7	55.0	64.3	50.0	55.0	44.4
Phoenix, AZ	37.9	37.5	32.7	38.9	40.9	45.7	48.3	48.0	57.5	47.8	38.9	42.0	42.6	33.9	32.6	36.4	44.2	39.6	40.5	45.7	45.2	45.2	42.6	44.4	47.8	47.9
Portland, OR	42.3	46.2	50.0	54.5	60.0	57.7	57.7	50.0	50.0	58.3	53.8	50.0	53.6	62.5	54.2	55.0	66.7	65.4	53.8	55.6	41.7	40.0	44.4	50.0	45.0	45.0
Raleigh, NC	30.0	58.3	37.5	57.1	68.8	64.3	50.0	50.0	50.0	55.6	50.0	38.9	50.0	50.0	56.3	60.0	66.7	64.3	71.4	68.8	33.3	41.7	37.5	57.1	37.5	50.0
Sacramento, CA	25.0	27.3	50.0	40.0	50.0	37.5	40.0	35.7	42.9	31.3	35.0	33.3	37.5	42.9	50.0	40.9	56.3	50.0	35.7	43.8	50.0	58.3	50.0	50.0	50.0	55.6
San Antonio, TX	42.9	50.0	50.0	58.3	57.1	37.5	41.7	41.7	35.7	41.7	35.7	16.7	40.0	20.0	40.0	58.3	50.0	30.0	30.0	50.0	30.0	8.3	33.3	0.0	8.3	25.0
San Diego, CA	42.1	41.7	44.4	52.8	63.3	55.9	60.0	50.0	50.0	40.0	57.1	38.5	39.3	50.0	50.0	45.5	50.0	57.7	40.6	46.4	63.6	53.3	53.6	62.5	62.5	66.7
San Francisco, CA	57.1	53.1	66.7	63.9	60.0	64.3	64.7	57.7	58.3	50.0	45.8	59.1	46.7	50.0	69.4	57.1	50.0	53.6	42.3	50.0	71.4	50.0	57.1	57.1	54.8	54.2
Sarasota, FL	50.0	56.3	40.0	41.7	50.0	42.9	25.0	37.5	40.0	50.0	61.1	50.0	50.0	43.8	27.8	33.3	35.7	21.4	16.7	50.0	12.5	37.5	50.0	35.7	50.0	50.0
Seattle, WA	42.3	40.0	53.1	60.7	71.1	50.0	63.3	60.7	46.2	52.6	50.0	50.0	62.5	45.0	59.4	54.2	73.1	62.5	53.6	50.0	58.3	53.8	53.1	40.9	34.6	60.0
Tampa, FL	42.9	45.0	45.0	38.5	57.7	55.0	58.3	41.7	37.5	46.2	45.5	57.1	46.2	34.6	41.2	50.0	50.0	45.0	42.9	40.9	41.7	37.5	33.3	37.5	35.0	50.0
Tucson, AZ	40.0	41.7	56.3	50.0	37.5	50.0	40.9	55.0	50.0	57.1	56.3	50.0	41.7	50.0	35.7	50.0	38.9	42.9	50.0	35.7	64.3	55.0	70.0	42.9	50.0	55.6
Virginia Beach, VA	42.9	33.3	40.0	33.3	58.3	37.5	40.0	41.7	33.3	0.0	50.0	35.7	37.5	40.0	40.0	50.0	25.0	50.0	25.0	33.3	25.0	50.0	50.0	37.5	40.0	50.0
Washington, DC	42.9	35.3	45.7	41.7	50.0	50.0	39.5	40.0	35.7	50.0	40.6	50.0	35.3	36.1	47.2	57.7	42.1	50.0	31.3	32.1	53.8	43.3	54.5	33.3	44.4	40.6
Total	39.2	41.9	44.8	47.1	47.8	47.8	47.1	47.0	43.3	42.1	41.3	39.7	42.0	41.7	44.6	45.9	47.1	46.3	43.5	44.9	46.6	41.0	43.4	36.0	38.5	42.8

Historical Trends: Home Listings Index																										
HOME LISTINGS INDEX	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Atlanta, GA	40.0	62.5	46.9	46.2	40.0	57.7	50.0	42.9	53.8	50.0	57.1	60.0	61.1	53.8	62.5	60.7	42.9	35.0	46.9	50.0	80.0	72.7	59.1	80.0	73.3	83.3
Austin, TX	45.8	46.2	61.5	61.5	36.4	40.9	34.6	33.3	43.3	42.9	37.5	33.3	60.7	50.0	33.3	45.8	45.5	25.0	45.0	15.0	44.4	22.2	38.5	34.4	40.0	18.8
Baltimore, MD	72.2	31.3	30.0	21.4	35.7	35.7	18.8	25.0	25.0	37.5	50.0	50.0	83.3	78.6	83.3	50.0	37.5	50.0	50.0	42.9	50.0	87.5	62.5	66.7	90.0	87.5
Boston, MA	77.5	76.3	86.1	64.7	38.9	34.6	47.2	59.1	60.0	50.0	58.3	56.3	81.0	76.5	60.0	62.5	50.0	37.5	43.8	45.8	77.8	55.0	64.3	38.9	88.5	79.2
Charleston, SC	62.5	58.3	60.0	66.7	64.3	70.0	78.6	66.7	50.0	83.3	50.0	71.4	75.0	75.0	50.0	38.9	70.0	66.7	60.0	64.3	66.7	0.0	50.0	100.0		
Charlotte, NC	68.8	56.3	66.7	75.0	72.2	83.3	66.7	62.5	50.0	40.0	64.3	75.0	62.5	78.6	50.0	50.0	60.0	33.3	50.0	58.3	40.0	66.7	50.0	56.3	72.2	68.8
Chicago, IL	63.4	39.3	51.7	44.2	35.0	33.3	45.5	37.0	43.8	36.5	50.0	57.7	82.8	56.0	50.0	41.7	40.5	46.4	48.5	51.9	62.5	54.3	38.6	61.1	65.4	60.7
Cincinnati, OH	91.7	75.0	80.0	66.7	16.7	64.3	41.7	58.3	68.8	78.6	66.7	90.0	83.3	78.6	78.6	50.0	16.7	56.3	70.8	100.0	90.0	50.0	87.5		83.3	100.0
Columbus, OH	83.3	50.0	50.0	33.3	50.0	35.0	42.9	55.0	66.7	57.1	50.0	58.3	66.7	80.0	16.7	61.1	20.0	50.0	66.7	43.8	100.0	50.0	62.5	66.7		
Dallas, TX	75.0	71.4	66.7	64.3	62.5	55.0	58.3	75.0	41.7	50.0	30.0	57.1	50.0	50.0	68.8	25.0	66.7	75.0	78.6	65.0	33.3	60.0	58.3	40.0	30.0	60.0
Denver, CO	88.1	80.0	72.5	81.0	50.0	50.0	35.7	30.0	25.0	28.6	50.0	53.3	52.6	58.3	53.6	63.2	55.9	56.3	44.7	17.6	26.9	34.2	33.3	42.9	68.2	73.7
Detroit, MI	52.8	56.3	55.6	43.8	38.2	41.2	46.7	50.0	33.3	37.5	41.2	45.8	56.7	46.2	46.7	57.1	75.0	57.1	58.3	50.0	50.0	46.9	43.3	55.9	56.7	81.6
Fort Myers, FL	60.0	50.0	57.1	37.5	65.4	78.6	80.0	88.9	66.7	50.0	78.6	64.3	68.8	25.0	60.0	43.8	50.0	50.0	30.0	40.0	66.7	60.0	66.7	50.0	50.0	27.8
Houston, TX	80.0	46.2	50.0	45.0	46.4	38.5	42.9	17.9	19.4	13.3	23.3	21.4	27.8	39.3	42.3	28.6	26.3	25.0	19.4	23.5	5.6	31.8	54.5	50.0	56.3	75.0
Indianapolis, IN																							66.7	62.5	100.0	100.0
Inland Empire, CA	37.5	33.3	42.3	50.0	41.7	31.8	27.8	33.3	43.8	37.5	23.1	50.0	31.3	44.4	18.8	25.0	31.8	30.0	36.4	30.0	66.7	61.1	83.3	60.0	60.0	75.0
Jacksonville, FL	41.7	50.0	50.0	42.9	64.3	71.4	50.0	62.5	66.7	42.9	66.7	50.0	66.7	66.7	27.8	50.0	70.0	50.0	43.8	42.9	58.3	64.3	75.0	64.3	64.3	56.3
Kansas City, KS	75.0	50.0	70.0	66.7	50.0	33.3	66.7	83.3	83.3	50.0	50.0	50.0	87.5	50.0	83.3	100.0	50.0	62.5	30.0	100.0	75.0	25.0	58.3	87.5	83.3	80.0
Las Vegas, NV	33.3	27.3	18.8	28.1	30.8	36.7	26.7	30.0	30.0	19.2	22.2	50.0	31.8	37.5	35.7	50.0	45.8	58.3	47.1	45.5	64.3	65.4	66.7	59.1	62.5	73.1
Los Angeles, CA	68.0	45.2	46.9	44.2	42.3	58.3	28.0	32.7	35.7	43.5	36.1	40.5	66.7	75.0	58.3	44.2	46.0	43.5	34.1	22.9	52.1	67.3	52.3	60.4	52.5	73.9
Miami, FL	52.0	36.0	36.4	40.9	42.0	50.0	45.7	43.8	42.4	43.5	33.3	34.6	44.0	46.4	42.1	46.3	40.0	37.5	33.9	45.2	39.5	25.0	38.6	58.3	46.4	47.7
Minneapolis, MN	61.8	65.0	50.0	29.2	61.1	58.8	55.9	55.3	61.1	61.5	50.0	63.3	80.0	76.5	50.0	58.3	62.5	61.5	70.0	65.4	66.7	50.0	75.0	80.0	75.0	92.9
Nashville, TN	75.0	61.1	85.0	86.4	54.5	53.3	70.0	54.5	75.0	58.3	78.6	72.2	75.0	72.7	63.6	83.3	75.0	77.8	61.1	83.3	50.0	37.5	58.3	68.8	71.4	56.3
New York-Northern NJ	71.3	59.6	56.7	48.9	34.1	42.1	39.7	46.6	43.8	45.9	47.1	46.9	77.1	61.8	43.1	38.3	51.7	37.5	42.9	60.7	67.3	58.1	66.7	59.3	67.6	80.6
Orlando, FL	20.0	28.6	18.2	33.3	50.0	39.3	28.6	44.4	55.6	45.0	54.5	56.3	75.0	50.0	66.7	50.0	46.2	80.0	65.0	70.0	78.6	64.3	66.7	53.6	56.3	65.6
Phila.-Southern NJ	61.5	45.0	53.3	50.0	55.0	50.0	60.7	50.0	58.3	58.3	80.8	72.7	76.9	85.0	67.9	50.0	58.3	75.0	66.7	59.1	81.3	72.7	75.0	75.0	65.0	95.5
Phoenix, AZ	38.6	40.7	36.2	40.7	52.2	69.2	66.7	70.0	57.5	62.5	50.0	38.5	48.1	51.7	41.3	29.2	46.6	43.8	56.5	63.0	78.3	72.6	70.4	68.4	58.0	70.8
Portland, OR	57.1	73.1	60.0	58.3	66.7	76.9	57.7	76.5	54.5	58.3	76.9	80.8	64.3	72.2	69.2	65.0	70.0	42.3	33.3	33.3	28.6	20.0	44.4	61.1	70.0	60.0
Raleigh, NC	65.0	78.6	87.5	57.1	81.3	75.0	81.8	71.4	87.5	55.6	62.5	77.8	71.4	50.0	87.5	65.0	64.3	56.3	78.6	75.0	66.7	75.0	90.0	71.4	87.5	50.0
Sacramento, CA	53.8	45.0	62.5	54.5	70.0	70.0	22.7	27.8	55.0	60.0	63.6	71.4	66.7	77.8	81.3	79.2	40.0	31.3	37.5	44.4	25.0	41.7	40.0	55.0	80.0	75.0
San Antonio, TX	78.6	42.9	66.7	58.3	64.3	62.5	50.0	33.3	42.9	33.3	57.1	66.7	80.0	40.0	50.0	50.0	30.0	50.0	30.0	62.5	30.0	50.0	33.3	83.3	58.3	87.5
San Diego, CA	45.7	50.0	57.9	52.6	44.7	44.4	43.8	40.9	50.0	34.6	42.9	40.0	71.9	60.0	60.0	69.2	53.1	66.7	59.4	45.0	50.0	41.7	61.5	53.6	81.3	77.3
San Francisco, CA	88.5	81.0	75.0	47.7	70.6	44.4	34.1	53.1	65.6	25.0	17.9	60.0	76.5	63.9	52.6	36.1	41.2	25.0	33.3	21.1	77.8	73.1	56.3	42.1	81.0	95.8
Sarasota, FL	66.7	55.6	70.0	75.0	70.0	78.6	60.0	93.8	80.0	100.0	50.0	41.7	66.7	43.8	38.9	8.3	42.9	28.6	0.0	41.7	37.5	25.0	66.7	57.1	83.3	37.5
Seattle, WA	70.0	76.5	76.3	56.7	68.2	72.7	55.9	46.7	56.7	59.1	65.6	68.8	92.3	75.0	76.5	79.2	71.4	66.7	50.0	50.0	75.0	57.7	43.8	80.8	76.9	90.9
Tampa, FL	50.0	50.0	40.9	57.7	64.3	65.0	77.3	58.3	66.7	71.4	75.0	61.1	60.0	62.5	61.8	62.5	75.0	70.0	41.7	65.0	64.3	80.0	100.0	72.2	68.2	77.3
Tucson, AZ	40.0	41.7	56.3	41.7	50.0	43.8	68.2	72.7	75.0	78.6	43.8	33.3	58.3	50.0	57.1	42.9	40.0	83.3	75.0	75.0	92.9	80.0	70.0	71.4	70.0	77.8
Virginia Beach, VA	64.3	50.0	60.0	37.5	21.4	20.0	33.3	33.3	57.1	50.0	28.6	50.0	60.0	66.7	58.3	62.5	60.0	62.5	30.0	50.0	50.0	50.0	58.3	50.0	66.7	87.5
Washington, DC	55.0	33.3	40.0	27.5	25.0	13.6	28.6	20.0	16.7	21.4	32.1	30.0	60.5	47.1	41.7	42.3	45.2	35.7	37.5	40.0	46.2	50.0	45.5	45.0	88.9	62.5
Total	60.5	53.4	56.2	50.7	50.2	52.8	48.7	51.5	53.5	49.3	50.1	55.5	65.7	59.1	56.0	51.9	50.8	50.6	48.1	52.1	59.1	52.5	57.8	60.6	67.4	66.1
Source: Credit Suisse																										

Historical Trends: Time to Sell Index

TIME TO SELL INDEX	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Atlanta, GA	35.0	46.9	50.0	61.5	86.7	65.4	59.1	46.4	41.7	35.7	50.0	30.0	38.9	58.3	70.8	75.0	67.9	50.0	50.0	45.8	40.0	40.9	36.4	56.7	43.3	46.7
Austin, TX	20.8	53.8	65.4	69.2	50.0	54.5	53.8	37.5	43.3	17.9	25.0	11.1	28.6	50.0	61.1	57.7	54.5	58.3	40.0	25.0	22.2	16.7	19.2	12.5	7.1	31.3
Baltimore, MD	27.8	31.3	20.0	21.4	92.9	64.3	75.0	66.7	62.5	25.0	30.0	16.7	33.3	35.7	83.3	75.0	75.0	80.0	60.0	50.0	25.0	75.0	75.0	33.3	50.0	62.5
Boston, MA	42.5	50.0	22.2	55.9	78.1	61.5	47.2	54.5	40.0	35.3	36.8	28.1	38.1	38.2	55.0	60.0	63.0	50.0	46.9	50.0	55.6	45.0	50.0	27.8	42.3	33.3
Charleston, SC	50.0	66.7	50.0	66.7	71.4	75.0	71.4	66.7	62.5	58.3	31.3	57.1	50.0	70.0	50.0	50.0	40.0	58.3	62.5	58.3	70.0	50.0	50.0	50.0		
Charlotte, NC	66.7	50.0	72.2	91.7	83.3	100.0	75.0	62.5	50.0	10.0	50.0	41.7	50.0	78.6	100.0	71.4	80.0	66.7	71.4	50.0	40.0	55.6	75.0	62.5	55.6	31.3
Chicago, IL	29.8	33.9	46.7	63.5	60.3	50.0	50.0	50.0	29.2	17.3	21.4	9.6	29.3	32.0	41.7	61.3	42.9	41.4	50.0	42.0	37.5	25.0	15.2	18.4	30.8	30.4
Cincinnati, OH	41.7	58.3	50.0	91.7	75.0	78.6	75.0	58.3	43.8	57.1	50.0	60.0	58.3	42.9	71.4	100.0	85.7	93.8	79.2	16.7	60.0	50.0	37.5		58.3	33.3
Columbus, OH	44.4	33.3	41.7	58.3	71.4	70.0	85.7	55.0	41.7	35.7	35.7	16.7	25.0	30.0	25.0	66.7	90.0	100.0	77.8	68.8	66.7	33.3	40.0	33.3		
Dallas, TX	44.4	57.1	50.0	85.7	87.5	85.0	75.0	81.3	50.0	42.9	60.0	57.1	37.5	57.1	68.8	83.3	83.3	68.8	64.3	65.0	50.0	70.0	41.7	30.0	40.0	35.0
Denver, CO	52.4	64.0	75.0	83.3	80.4	73.7	66.7	45.0	35.0	26.7	23.5	23.3	34.2	36.1	42.3	65.8	66.7	62.5	50.0	29.4	34.6	28.9	20.0	28.6	13.6	44.4
Detroit, MI	25.0	31.3	36.8	62.5	52.9	50.0	53.3	42.9	33.3	22.7	29.4	33.3	32.1	38.5	42.9	64.3	79.2	78.6	50.0	50.0	53.8	37.5	23.3	26.5	25.0	23.7
Fort Myers, FL	60.0	61.1	42.9	62.5	53.8	35.7	55.0	50.0	66.7	66.7	68.8	57.1	44.4	50.0	40.0	33.3	21.4	33.3	25.0	25.0	50.0	30.0	16.7	25.0	55.6	38.9
Houston, TX	54.5	38.5	46.9	35.0	42.9	46.2	39.3	35.7	30.6	26.7	13.3	21.4	11.8	14.3	19.2	26.9	26.3	21.9	22.2	14.7	38.9	22.7	45.5	43.3	37.5	36.4
Indianapolis, IN																							50.0	62.5	50.0	62.5
Inland Empire, CA	14.3	35.7	26.9	42.3	38.5	50.0	44.4	36.4	31.3	18.8	19.2	18.8	31.3	44.4	12.5	37.5	40.9	40.0	40.9	30.0	66.7	50.0	16.7	50.0	40.0	62.5
Jacksonville, FL	58.3	50.0	64.3	35.7	57.1	50.0	83.3	62.5	66.7	42.9	33.3	25.0	58.3	50.0	38.9	64.3	50.0	62.5	50.0	42.9	58.3	71.4	41.7	78.6	57.1	43.8
Kansas City, KS	0.0	50.0	40.0	83.3	100.0	83.3	50.0	50.0	66.7	62.5	50.0	75.0	75.0	37.5	83.3	100.0	37.5	87.5	60.0	66.7	50.0	50.0	33.3	25.0	50.0	60.0
Las Vegas, NV	26.7	20.5	43.8	21.9	26.9	50.0	42.9	27.8	21.4	19.2	27.8	45.8	27.3	37.5	35.7	41.7	57.7	66.7	43.8	40.9	71.4	61.5	53.8	50.0	45.8	58.3
Los Angeles, CA	30.0	42.2	37.5	40.7	57.7	58.3	36.0	26.9	28.6	32.6	19.4	6.8	31.3	50.0	41.7	62.5	57.1	40.3	25.0	20.8	37.0	34.0	27.3	31.3	42.5	47.7
Miami, FL	34.0	25.0	34.1	28.6	30.0	43.9	41.2	36.0	30.3	26.1	27.6	26.0	30.8	19.6	22.5	25.9	29.3	24.2	24.1	20.0	20.0	13.3	25.0	32.6	32.7	25.0
Minneapolis, MN	29.4	27.8	50.0	62.5	50.0	75.0	73.5	57.9	50.0	60.7	45.8	53.3	25.0	44.1	77.3	66.7	80.8	79.2	66.7	73.1	58.3	50.0	46.4	50.0	43.8	62.5
Nashville, TN	62.5	66.7	55.0	77.3	77.3	80.0	75.0	72.7	83.3	75.0	64.3	50.0	62.5	59.1	65.0	81.3	91.7	83.3	72.2	38.9	75.0	62.5	75.0	43.8	35.7	50.0
New York-Northern NJ	33.0	42.6	46.5	60.2	56.3	60.3	56.4	50.0	39.7	39.2	39.7	31.3	38.2	39.5	43.1	40.0	62.9	50.0	48.6	35.2	57.4	48.3	46.9	48.1	47.1	58.8
Orlando, FL	25.0	42.9	31.8	71.4	50.0	32.1	57.1	44.4	44.4	45.0	45.5	37.5	33.3	28.6	50.0	38.9	50.0	75.0	65.0	55.0	57.1	42.9	55.6	28.6	43.8	34.4
Phila.-Southern NJ	38.5	35.0	60.0	54.5	60.0	50.0	71.4	67.9	75.0	58.3	61.5	50.0	46.2	50.0	56.7	61.1	62.5	80.8	55.6	50.0	62.5	77.3	68.8	50.0	70.0	59.1
Phoenix, AZ	16.2	18.5	25.0	38.5	40.9	50.0	65.0	53.7	57.5	43.8	39.5	32.7	33.3	50.0	39.1	34.8	29.3	41.7	36.4	35.7	50.0	55.0	57.4	50.0	58.0	43.8
Portland, OR	50.0	65.4	76.7	66.7	80.0	88.5	79.2	73.5	81.8	66.7	46.2	57.7	60.7	70.0	88.5	70.0	75.0	61.5	61.5	38.9	35.7	30.0	27.8	5.6	25.0	35.0
Raleigh, NC	45.0	57.1	75.0	85.7	75.0	62.5	77.3	75.0	75.0	61.1	78.6	61.1	42.9	50.0	56.3	80.0	78.6	93.8	78.6	100.0	75.0	30.0	20.0	57.1	37.5	60.0
Sacramento, CA	19.2	40.0	12.5	59.1	70.0	60.0	27.3	27.8	45.0	25.0	20.0	28.6	44.4	50.0	75.0	75.0	65.0	68.8	50.0	44.4	8.3	41.7	50.0	30.0	12.5	60.0
San Antonio, TX	64.3	64.3	66.7	83.3	78.6	50.0	66.7	75.0	28.6	20.0	33.3	41.7	40.0	40.0	60.0	71.4	80.0	50.0	50.0	56.3	50.0	16.7	33.3	33.3	8.3	50.0
San Diego, CA	17.4	29.5	44.7	62.5	69.4	58.3	62.5	53.8	38.5	19.2	21.4	25.0	34.4	45.0	50.0	50.0	56.3	50.0	47.1	42.9	55.0	32.4	35.7	33.3	62.5	40.9
San Francisco, CA	44.0	67.5	71.9	75.0	65.6	63.9	45.2	59.4	55.9	18.2	19.2	21.4	44.1	52.6	52.6	52.8	47.1	31.6	30.0	22.5	65.0	44.2	53.1	42.5	43.2	62.5
Sarasota, FL	25.0	61.1	30.0	50.0	40.0	71.4	70.0	78.6	65.0	75.0	50.0	16.7	25.0	43.8	33.3	8.3	28.6	21.4	0.0	33.3	12.5	25.0	25.0	28.6	33.3	50.0
Seattle, WA	60.0	55.9	86.8	86.7	88.6	86.4	79.4	56.7	53.3	42.9	40.6	46.9	73.1	63.6	79.4	80.8	89.3	84.1	67.6	41.7	66.7	42.3	37.5	46.2	50.0	54.5
Tampa, FL	39.3	55.0	50.0	61.5	53.6	75.0	45.8	63.6	54.2	50.0	64.3	61.1	50.0	57.7	61.8	62.5	59.1	65.0	50.0	68.2	35.7	65.0	87.5	55.6	33.3	59.1
Tucson, AZ	40.0	30.0	31.3	58.3	62.5	56.3	36.4	68.2	50.0	50.0	55.6	41.7	50.0	44.4	42.9	50.0	55.0	75.0	56.3	81.3	85.7	85.0	60.0	78.6	60.0	66.7
Virginia Beach, VA	50.0	25.0	60.0	50.0	57.1	50.0	25.0	25.0	42.9	33.3	50.0	43.8	30.0	41.7	58.3	62.5	80.0	62.5	30.0	37.5	25.0	50.0	58.3	25.0	50.0	33.3
Washington, DC	12.5	22.2	28.0	42.1	46.7	45.2	23.8	23.3	30.0	15.4	7.1	6.7	27.8	38.9	30.6	61.5	42.9	39.3	46.7	33.3	53.8	27.8	40.9	15.0	33.3	40.6
Total	37.1	44.9	46.8	59.8	63.3	62.7	59.2	54.3	49.5	38.6	38.5	36.7	40.3	45.0	52.3	59.6	60.1	60.3	50.5	45.9	49.4	45.3	41.7	40.3	42.4	44.4

Agent Recommendations

<u>Rank</u>	<u>Ticker</u>	<u>Company Name</u>	<u>Net Recommendation</u>
1	TOL	Toll Brothers	25%
2	MTH	Meritage Homes	19%
3	LEN	Lennar Corp.	17%
4	PHM	Pulte Group	13%
5	CAA	CalAtlantic Homes	13%
6	DHI	D.R. Horton	11%
7	MDC	MDC Holdings	9%
8	NVR	NVR, Inc.	8%
9	TMHC	Taylor Morrison	5%
10	WLH	William Lyon Homes	2%
11	HOV	Hovnanian Enterprises	1%
12	BZH	Beazer Homes	-10%
13	KBH	KB Home	-15%

Agent Recommendations

Which of the following homebuilders would you most highly recommend to clients?

Which of the following homebuilders would you most strongly discourage clients from buying?

Market	BZH	DHI	HOV	KBH	LEN	MDC	MTH	NVR	PHM	CAL	TMHC	TOL	WLH	Market	BZH	DHI	HOV	KBH	LEN	MDC	MTH	NVR	PHM	CAL	TMHC	TOL	WLH
Phoenix, AZ	13%	25%	29%	8%	21%	21%	50%	--	42%	8%	42%	54%	25%	Phoenix, AZ	17%	17%	17%	63%	4%	--	--	--	8%	4%	--	4%	--
Tucson, AZ	--	20%	10%	10%	20%	30%	80%	--	50%	--	--	30%	--	Tucson, AZ	--	30%	--	50%	10%	--	--	--	--	--	--	--	--
Los Angeles, CA	9%	9%	9%	30%	30%	--	9%	--	9%	4%	--	13%	4%	Los Angeles, CA	4%	4%	4%	9%	4%	--	4%	--	--	--	--	9%	9%
Inland Empire, CA	--	13%	--	25%	38%	--	--	--	38%	13%	--	25%	--	Inland Empire, CA	--	--	--	13%	--	--	--	--	13%	--	--	13%	--
Sacramento, CA	--	30%	--	20%	20%	--	10%	--	30%	--	10%	10%	10%	Sacramento, CA	30%	--	10%	20%	--	--	--	--	10%	--	--	--	--
San Diego, CA	--	--	9%	9%	--	--	18%	--	--	--	9%	--	--	San Diego, CA	--	--	--	--	--	9%	--	--	9%	--	--	--	--
San Francisco, CA	--	8%	--	--	--	--	17%	--	8%	--	--	42%	--	San Francisco, CA	--	17%	17%	25%	8%	--	--	--	8%	--	--	--	--
Denver, CO	--	10%	--	15%	25%	5%	30%	--	5%	35%	15%	10%	10%	Denver, CO	--	10%	--	15%	5%	20%	--	--	10%	10%	--	--	--
Washington D.C.	13%	6%	6%	--	13%	13%	--	38%	50%	6%	--	50%	--	Washington D.C.	25%	25%	6%	13%	13%	6%	--	--	13%	--	6%	6%	6%
Fort Myers, FL	22%	56%	--	--	44%	--	--	--	44%	--	22%	33%	11%	Fort Myers, FL	11%	--	11%	33%	11%	--	11%	--	--	--	--	--	--
Jacksonville, FL	13%	13%	--	--	38%	--	--	--	13%	13%	13%	38%	--	Jacksonville, FL	--	13%	--	38%	--	--	--	--	25%	--	--	--	--
Miami, FL	--	9%	--	9%	55%	--	--	--	14%	--	5%	9%	--	Miami, FL	--	9%	5%	--	18%	5%	--	--	9%	--	--	5%	--
Orlando, FL	6%	19%	6%	6%	6%	6%	25%	--	13%	--	19%	31%	--	Orlando, FL	--	6%	--	31%	19%	--	--	--	6%	--	--	6%	--
Port St. Lucie, FL	--	--	--	--	25%	--	--	--	--	--	--	25%	--	Port St. Lucie, FL	--	--	--	--	25%	--	--	--	25%	--	--	--	--
Sarasota, FL	--	--	--	--	25%	--	--	--	--	--	--	25%	--	Sarasota, FL	--	25%	--	--	--	--	--	--	25%	--	--	--	--
Tampa, FL	18%	9%	9%	9%	18%	--	9%	--	36%	27%	18%	--	--	Tampa, FL	9%	--	--	9%	--	--	--	--	--	--	--	--	--
Atlanta, GA	20%	27%	7%	20%	27%	--	--	--	33%	20%	7%	20%	--	Atlanta, GA	20%	27%	--	20%	7%	--	--	--	13%	--	--	--	--
Chicago, IL	3%	14%	17%	10%	17%	--	--	3%	21%	3%	10%	21%	3%	Chicago, IL	--	7%	--	3%	3%	--	--	--	7%	3%	--	3%	--
Indianapolis, IN	--	--	--	--	50%	50%	--	--	50%	--	--	--	--	Indianapolis, IN	100%	--	--	50%	--	--	--	--	25%	--	--	--	--
Kansas City, MO	--	--	--	--	--	--	40%	--	40%	--	--	40%	--	Kansas City, MO	--	--	--	40%	--	--	--	--	20%	--	--	--	--
Boston, MA	--	--	--	--	--	--	--	--	17%	--	--	42%	--	Boston, MA	--	--	--	--	--	--	--	--	--	--	8%	17%	--
Baltimore, MD	--	--	--	--	--	--	--	--	25%	--	--	25%	--	Baltimore, MD	--	25%	25%	--	50%	25%	--	50%	--	--	--	--	--
Detroit, MI	--	--	--	5%	--	--	--	--	45%	--	--	70%	--	Detroit, MI	--	--	--	--	--	--	--	--	30%	--	--	10%	--
Minneapolis, MN	--	38%	13%	13%	38%	--	13%	--	25%	25%	--	25%	--	Minneapolis, MN	--	--	--	--	--	--	--	--	13%	--	--	--	--
Charlotte, NC	--	33%	11%	22%	56%	--	33%	22%	33%	33%	--	22%	--	Charlotte, NC	44%	33%	--	11%	--	--	--	--	--	11%	--	--	--
Raleigh, NC	--	--	--	--	20%	--	--	--	--	20%	--	40%	--	Raleigh, NC	20%	20%	40%	40%	--	20%	20%	20%	--	--	20%	20%	20%
Wilmington, NC	--	--	--	--	--	--	--	--	--	--	--	--	--	Wilmington, NC	--	--	--	--	--	--	--	--	--	--	--	--	--
New York - Northern New Jersey	--	--	21%	--	11%	--	--	11%	26%	--	--	37%	--	New York - Northern New Jersey	--	5%	5%	--	5%	--	--	16%	5%	--	--	5%	--
Philadelphia - Southern New Jersey	8%	--	8%	--	8%	--	33%	50%	--	--	--	17%	--	Philadelphia - Southern New Jersey	--	--	--	--	8%	--	--	17%	--	--	--	8%	--
Albuquerque, NM	--	--	--	--	--	--	--	--	--	--	--	100%	--	Albuquerque, NM	--	--	--	--	--	--	--	--	100%	--	--	--	--
Las Vegas, NV	8%	23%	--	31%	15%	--	--	--	31%	8%	--	38%	31%	Las Vegas, NV	8%	--	--	15%	--	8%	--	8%	--	--	--	--	--
Cincinnati, OH	--	11%	--	--	--	--	--	11%	--	--	--	11%	--	Cincinnati, OH	--	--	--	--	--	--	--	--	--	--	--	--	--
Columbus, OH	--	--	--	--	--	--	--	--	--	--	--	33%	--	Columbus, OH	--	--	--	--	--	--	--	--	--	--	--	--	--
Portland, OR	--	60%	--	--	30%	--	--	--	20%	--	--	--	--	Portland, OR	--	--	--	--	--	--	--	--	--	--	--	--	--
Charleston, SC	33%	33%	--	--	33%	--	--	--	33%	33%	--	33%	--	Charleston, SC	--	33%	--	--	--	--	--	--	33%	--	--	--	--
Nashville, TN	25%	13%	--	--	--	--	13%	--	13%	--	--	--	--	Nashville, TN	13%	--	--	13%	--	--	--	13%	13%	--	--	--	--
Austin, TX	13%	75%	--	25%	75%	--	63%	--	88%	63%	63%	75%	--	Austin, TX	--	--	--	75%	--	--	--	--	--	--	25%	25%	--
Dallas, TX	--	40%	30%	--	10%	--	20%	--	20%	10%	10%	30%	10%	Dallas, TX	--	10%	--	40%	10%	--	20%	--	10%	--	--	--	--
Houston, TX	8%	25%	25%	17%	33%	--	17%	--	17%	8%	17%	33%	--	Houston, TX	--	8%	8%	33%	8%	8%	--	8%	17%	8%	8%	8%	--
San Antonio, TX	--	75%	--	--	75%	--	100%	--	100%	75%	--	75%	--	San Antonio, TX	--	--	--	75%	--	--	--	--	--	25%	--	--	--
Virginia Beach, VA	--	50%	--	--	--	--	--	75%	--	--	--	--	--	Virginia Beach, VA	--	--	--	50%	--	--	--	--	--	--	--	--	--
Seattle, WA	--	45%	--	18%	18%	18%	--	--	9%	--	--	36%	9%	Seattle, WA	--	9%	--	--	--	--	--	9%	9%	--	--	--	--
Other	3%	8%	3%	3%	6%	--	4%	3%	9%	6%	3%	10%	1%	Other	1%	4%	5%	5%	4%	3%	3%	5%	4%	1%	3%	4%	1%

Total 13% 27% 13% 15% 29% 20% 30% 24% 31% 22% 17% 35% 12%

Total 23% 16% 13% 30% 12% 11% 12% 16% 18% 9% 12% 10% 9%

Survey Methodology

We survey real estate agents, as we believe agents provide an accurate assessment of local housing market trends in both the new and existing home markets. We view an understanding of the existing home market as crucial to homebuilders as it represents ~90% of total sales, and trends in the existing home market often dictate trends in the new home market.

Each month, we survey agents about trends in buyer traffic levels, home prices, incentives, inventory levels, and the length of time needed to sell a home. This month, we received responses from ~500 real estate agents across the country. We review responses and calculate a diffusion index for each of the questions with levels above 50 indicating positive trends, levels below 50 indicating negative trends, and a level of 50 indicating a neutral trend. We have removed Charleston, SC, Columbus, OH and St. Louis, MO due to limited number of respondents. We will be expanding our distribution list in these regions before adding them back into the survey results.

1) How does the homebuyer traffic over the past 30 days compare with what is typical seasonally? Because of seasonality to traffic trends – generally more traffic in Spring and less in Fall/Winter – we ask about traffic relative to the expectations for this time of year rather than how traffic compared to the prior month. A Buyer Traffic Index above 50 means that traffic was above the expectations of agents, a Buyer Traffic Index of 50 means that traffic was in-line with expectations, and a Buyer Traffic Index below 50 means that traffic was below expectations.

2) Have prices remained the same, increased, or decreased over the past 30 days? A Home Price Index above 50 indicates that prices increased over the past 30 days, a Home Price Index of 50 indicates that prices were flat, and a Home Price Index below 50 indicates that prices decreased.

3) Have incentives remained the same, increased, or decreased over the past 30 days? An Incentive index above 50 indicates that incentives decreased over the past 30 days, an incentive index of 50 indicates that incentives were unchanged, and an incentive index below 50 indicates that incentives increased.

4) Do you see the same, more, or fewer, listings as compared with 30 days ago? An inventory (listings) index above 50 indicates that the inventory of homes for sale decreased over the past 30 days, an inventory index of 50 indicates that inventories were unchanged, and an inventory index below 50 indicates that inventories increased.

5) Does it take the same, more, or less time to sell a house? A time to sell index above 50 indicates that the time needed to sell a home decreased over the past 30 days, a time to sell index of 50 indicates that the time needed to sell a home was unchanged, and a time to sell index below 50 indicates that the time needed to sell a home increased.

Source: Credit Suisse

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Companies Mentioned *(Price as of 11-Jan-2018)*

- Beazer Homes USA** (BZH.N, \$20.7)
- CalAtlantic Group Inc** (CAA.N, \$62.27)
- D.R. Horton Inc.** (DHI.N, \$52.04)
- Hovnanian Enterprises** (HOV.N, \$3.0)
- KB Home** (KBH.N, \$38.58)
- Lennar Corp** (LEN.N, \$69.57)
- M.D.C. Holdings, Inc.** (MDC.N, \$34.34)
- Meritage Homes Corp** (MTH.N, \$53.45)
- NVR Inc.** (NVR.N, \$3550.89)
- PulteGroup Inc** (PHM.N, \$34.52)
- Taylor Morrison** (TMHC.N, \$28.41)
- Toll Brothers Inc** (TOL.N, \$51.81)
- William Lyon Homes** (WLH.N, \$32.36)

Disclosure Appendix

Analyst Certification

I, Susan Maklari, certify that (1) the views expressed in this report accurately reflect my personal views about all of the subject companies and securities and (2) no part of my compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this report.

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Outperform (O) : The stock's total return is expected to outperform the relevant benchmark* over the next 12 months.

Neutral (N) : The stock's total return is expected to be in line with the relevant benchmark* over the next 12 months.

Underperform (U) : The stock's total return is expected to underperform the relevant benchmark* over the next 12 months.

**Relevant benchmark by region: As of 10th December 2012, Japanese ratings are based on a stock's total return relative to the analyst's coverage universe which consists of all companies covered by the analyst within the relevant sector, with Outperforms representing the most attractive, Neutrals the less attractive, and Underperforms the least attractive investment opportunities. As of 2nd October 2012, U.S. and Canadian as well as European ratings are based on a stock's total return relative to the analyst's coverage universe which consists of all companies covered by the analyst within the relevant sector, with Outperforms representing the most attractive, Neutrals the less attractive, and Underperforms the least attractive investment opportunities. For Latin American and Asia stocks (excluding Japan and Australia), ratings are based on a stock's total return relative to the average total return of the relevant country or regional benchmark (India - S&P BSE Sensex Index); prior to 2nd October 2012 U.S. and Canadian ratings were based on (1) a stock's absolute total return potential to its current share price and (2) the relative attractiveness of a stock's total return potential within an analyst's coverage universe. For Australian and New Zealand stocks, the expected total return (ETR) calculation includes 12-month rolling dividend yield. An Outperform rating is assigned where an ETR is greater than or equal to 7.5%; Underperform where an ETR less than or equal to 5%. A Neutral may be assigned where the ETR is between -5% and 15%. The overlapping rating range allows analysts to assign a rating that puts ETR in the context of associated risks. Prior to 18 May 2015, ETR ranges for Outperform and Underperform ratings did not overlap with Neutral thresholds between 15% and 7.5%, which was in operation from 7 July 2011.*

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Market Weight : The analyst's expectation for the sector's fundamentals and/or valuation is neutral over the next 12 months.

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Rating	Versus universe (%)	Of which banking clients (%)
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Underperform/Sell*	13%	(55% banking clients)
Restricted	2%	

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