

Market Share Analysis

2/1/2018 - 1/31/2019

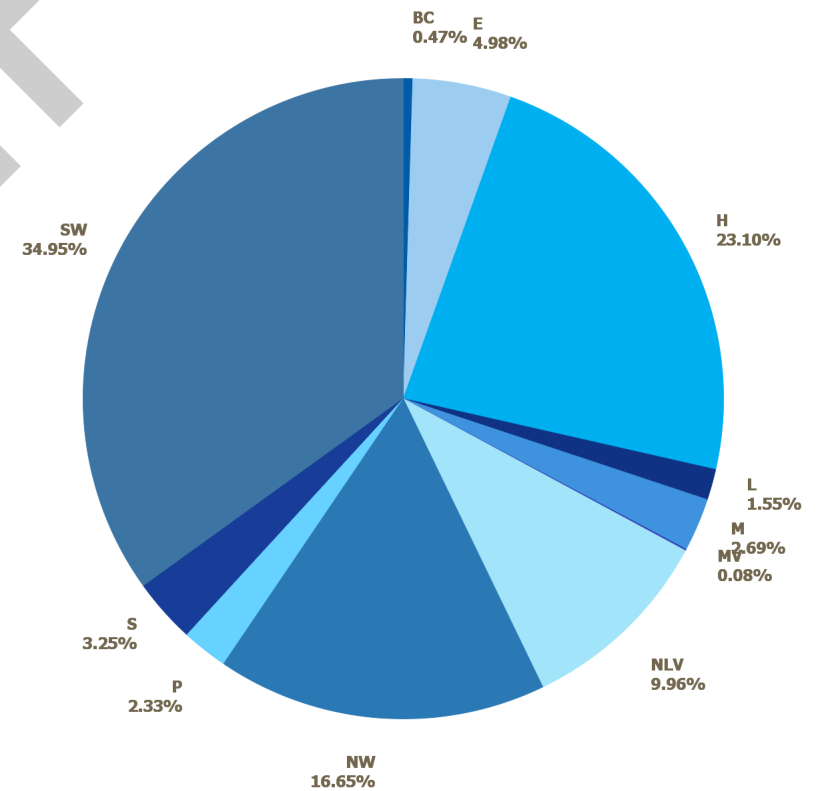
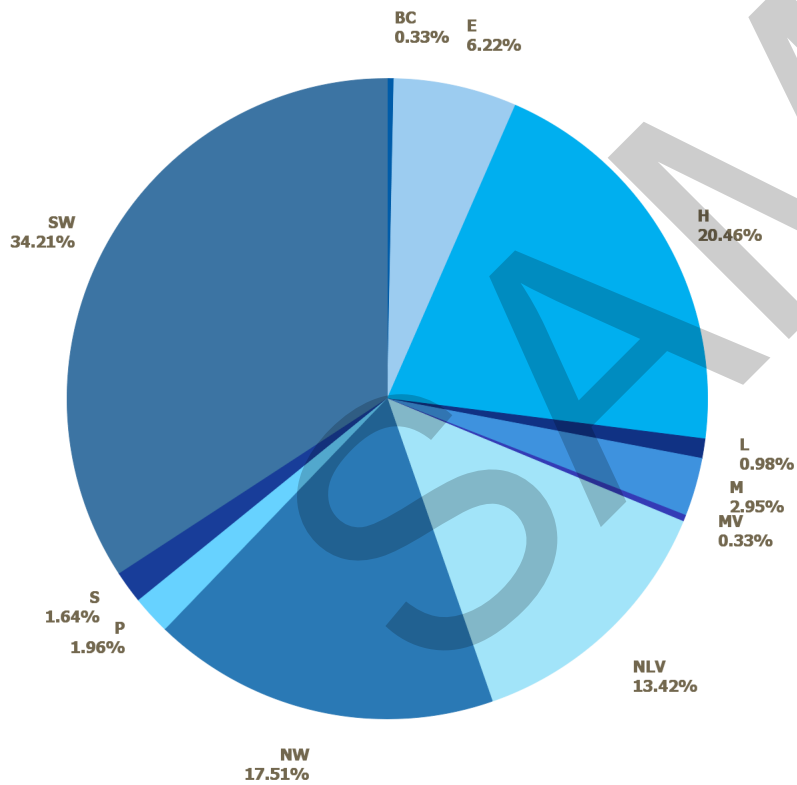


LAS VEGAS OVERALL TOTALS

	Subs with a New Home Closings	New Home Closings	Avg Closings per Subdivision
January	180	611	3.39
All Period	384	10570	27.53

January

Overall Period



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Builder	Avg Sales Price		Type	Lot			Zoning	Subdivision	Closings			Share in Area		Share in Price Rng in Area
	JAN	Total		Width	Size	Total			JAN	Overall Period	Avg/MO	JAN	last 12 MO	

SOUTHWEST

	Subs with a New Home Closings			New Home Closings			Avg Closings per Subdivision		
January	61			209			3		
All Period	125			3694			30		

\$750,000+

Richmond American Homes	\$1,067,998	\$1,018,957	DET		75	R-2	Onyx Point	4	22	1.83	1.91%	0.59%	25.00%	
Toll Brothers, Inc	\$903,212	\$925,849	ATT		99	R-3	Fairway Hills 2	3	14	1.17	1.44%	0.38%	18.75%	
Richmond American Homes	\$1,032,167	\$850,729	DET	12400	40	R-2	Highland Hills - Stirling Manor	2	24	2.00	0.96%	0.65%	12.50%	
Toll Brothers, Inc	\$813,113	\$857,155	DET	65	8000	77	R-2	Ironwood	1	34	2.83	0.48%	0.91%	6.25%
Toll Brothers, Inc	\$1,197,073	\$1,269,343	DET	70	8400	85	R-2	Granite Heights	1	30	2.50	0.48%	0.81%	6.25%
William Lyon Homes	\$1,743,000	\$1,743,246	DET	90	11700	83	R-1A	Silver Ridge	1	29	2.42	0.48%	0.78%	6.25%
Toll Brothers, Inc	\$1,231,889	\$759,943	DET	75	7125	93	R-2	Regency Pinnacle	1	19	1.58	0.48%	0.51%	6.25%
Pardee Homes	\$610,000	\$779,753	DET	120	19800	62	R-E	Meridian	1	18	1.50	0.48%	0.48%	6.25%
Lennar Homes	\$2,139,427	\$1,470,643	DET	100	19000	74	R-2	Olympia Ridge	1	16	1.33	0.48%	0.43%	6.25%
Touchstone Living	\$715,000	\$779,753	DET	100	20000	24	R-E	Homestead	1	7	0.58	0.48%	0.19%	6.25%
Pardee Homes		\$995,719	DET	65	7500	108	R-2	Nova Ridge		38	3.17		1.02%	
William Lyon Homes		\$1,027,149	DET	65	7800	137	R-2	Sterling Ridge - Grand		23	1.92		0.62%	
William Lyon Homes		\$928,934	DET	65	11375	76	R-2	Tuscan Cliffs		10	0.83		0.27%	
Pinnacle Homes		\$1,027,234	DET			8	R-E	Skyline Mesa		5	0.42		0.13%	
Christopher Homes		\$2,087,658	DET	100	15000	46	R-2	Boulder Ridge		5	0.42		0.16%	

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	JAN	Total		Width	Size	Total			JAN	Overall Period	Avg/MO	JAN	last 12 MO	
\$200,000-\$299,999														
Lennar Homes	\$250,558	\$237,240	ATT		134	R-3	Watermarke		5	87	7.25	2.39%	2.47%	50.00%
Kb Home	\$290,291	\$290,291	ATT		116	RUD	Autumn Winds		3	3	0.25	1.44%	0.08%	30.00%
Dr Horton	\$316,056	\$298,578	DET	35	3500	31	R-2	Serenity Bay - Express Homes	2	31	2.58	0.96%	0.83%	20.00%
Dr Horton		\$291,743	DET	35	3325	150	R-2	Blue Nile Trails - Express Homes		72	6.00		1.96%	
William Lyon Homes		\$282,264	ATT			192	R-4	Affinity - Moda		55	4.58		1.51%	
Calatlantic Homes		\$291,659	ATT			88	R-3	Beacon Hill Th		37	3.08		0.99%	
Warmington Residential		\$288,693	DET	37	2775	100	R-3	Rockpointe		35	2.92		0.94%	
Calatlantic Homes		\$282,706	DET	35	2975	144	RUD	Quintessa		19	1.58		0.54%	
Kb Home		\$273,026	DET	40	2800	139	RUD	Denali By Kb		9	0.75		0.24%	
Kb Home		\$290,555	DET	40	4800	32	R-2	Addison		1	0.08		0.03%	
									10	349	29.08	4.78%	9.60%	100.00%