

Monthly Indicators



March 2019

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

Activity Snapshot

- 11.9% **+ 8.7%** **- 11.4%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in New Listings
---	---	---

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Activity Overview

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



Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		9,850	8,732	- 11.4%	22,837	20,929	- 8.4%
Pending Sales		7,430	6,286	- 15.4%	17,175	15,533	- 9.6%
Closed Sales		5,722	5,043	- 11.9%	13,507	12,811	- 5.2%
Days on Market		57	60	+ 5.3%	63	63	0.0%
Median Sales Price		\$230,000	\$249,900	+ 8.7%	\$225,000	\$240,000	+ 6.7%
Avg. Sales Price		\$267,416	\$283,937	+ 6.2%	\$262,305	\$276,981	+ 5.6%
Pct. of Orig. Price Received		97.8%	97.4%	- 0.4%	96.8%	96.6%	- 0.2%
Affordability Index		172	160	- 7.0%	176	167	- 5.1%
Homes for Sale*		17,126	15,963	- 6.8%	--	--	--
Months Supply*		2.4	2.3	- 4.2%	--	--	--

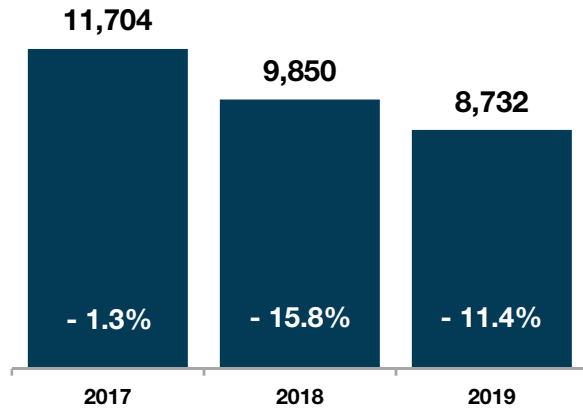
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

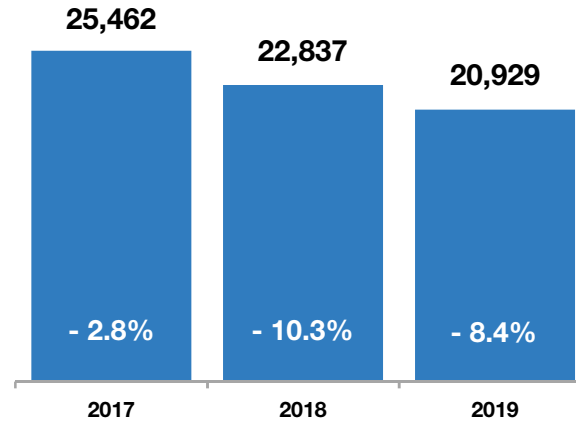
A count of the properties that have been newly listed on the market in a given month.



March

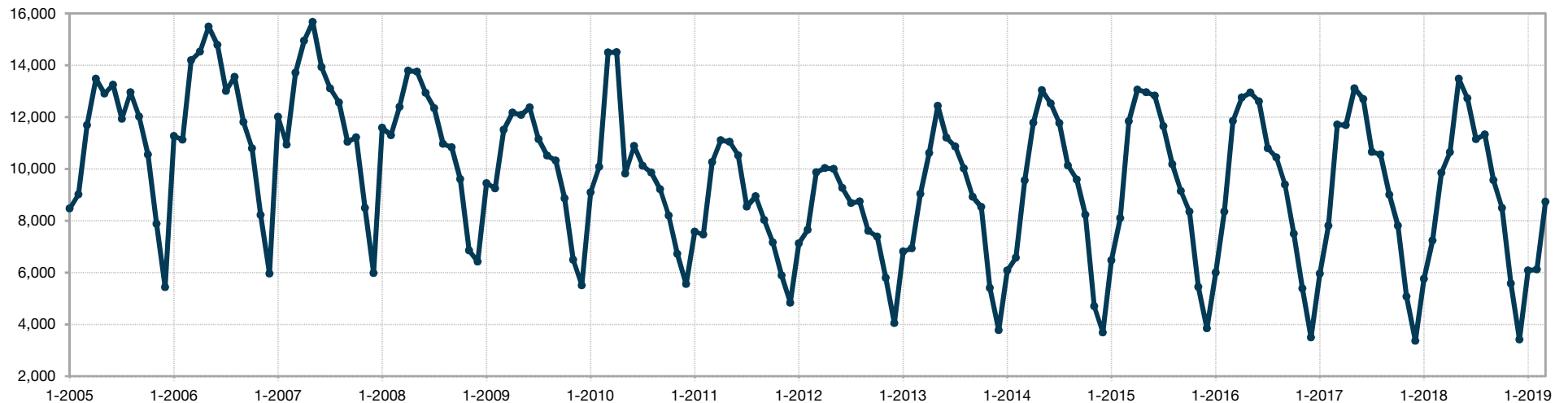


Year to Date



	New Listings	Prior Year	Percent Change
April 2018	10,643	11,690	-9.0%
May 2018	13,473	13,103	+2.8%
June 2018	12,722	12,689	+0.3%
July 2018	11,141	10,650	+4.6%
August 2018	11,323	10,554	+7.3%
September 2018	9,568	9,005	+6.3%
October 2018	8,490	7,806	+8.8%
November 2018	5,572	5,073	+9.8%
December 2018	3,416	3,362	+1.6%
January 2019	6,078	5,756	+5.6%
February 2019	6,119	7,231	-15.4%
March 2019	8,732	9,850	-11.4%
12-Month Avg	8,940	8,897	+0.5%

Historical New Listings by Month

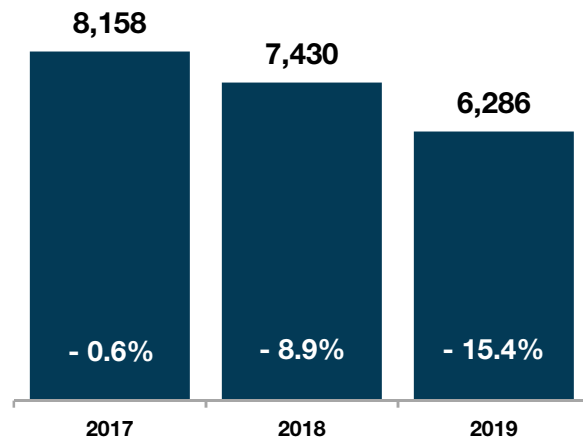


Pending Sales

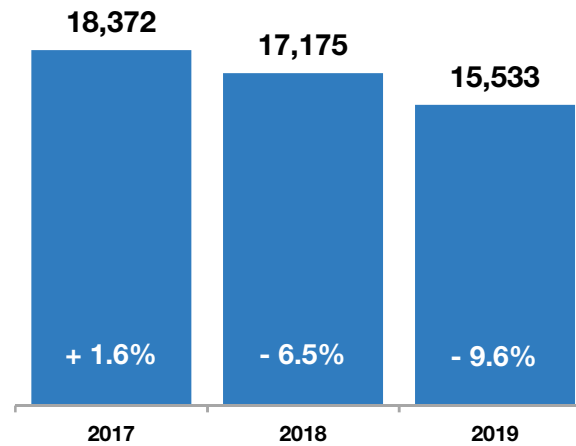
A count of the properties on which offers have been accepted in a given month.



March

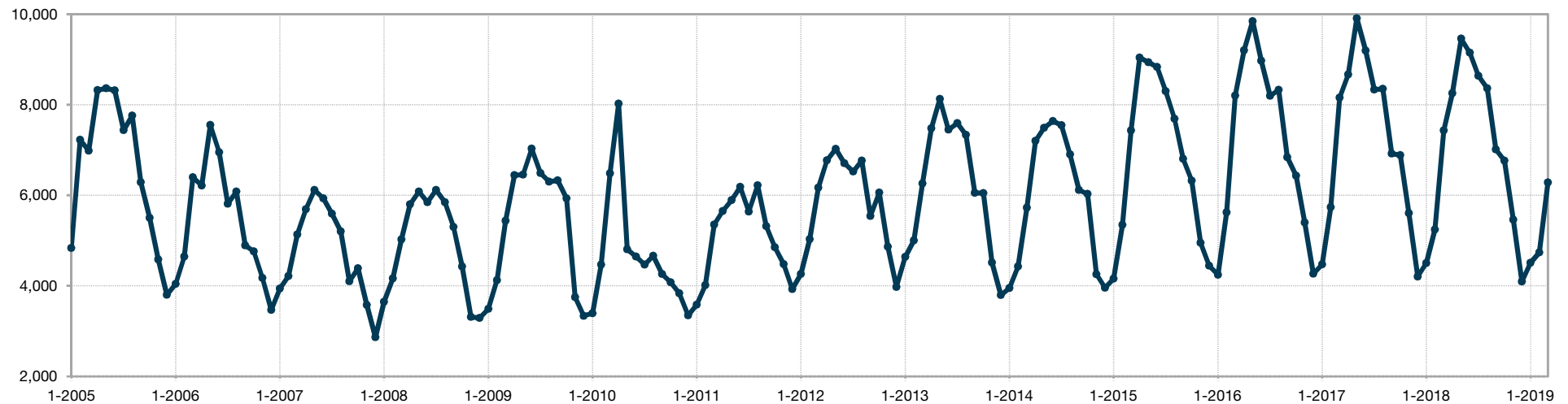


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
April 2018	8,252	8,667	-4.8%
May 2018	9,462	9,907	-4.5%
June 2018	9,149	9,194	-0.5%
July 2018	8,638	8,334	+3.6%
August 2018	8,364	8,354	+0.1%
September 2018	7,011	6,921	+1.3%
October 2018	6,766	6,885	-1.7%
November 2018	5,463	5,607	-2.6%
December 2018	4,093	4,202	-2.6%
January 2019	4,508	4,500	+0.2%
February 2019	4,739	5,245	-9.6%
March 2019	6,286	7,430	-15.4%
12-Month Avg	6,894	7,104	-3.0%

Historical Pending Sales by Month

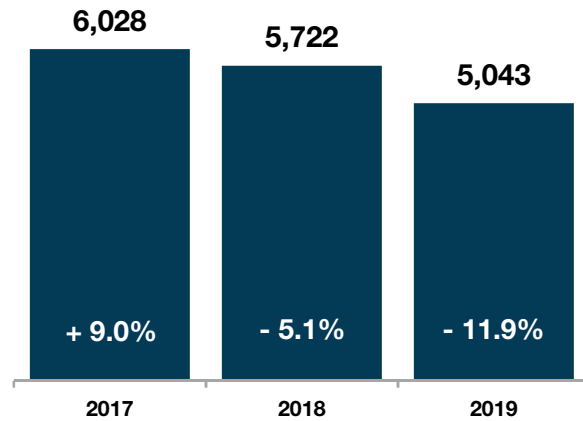


Closed Sales

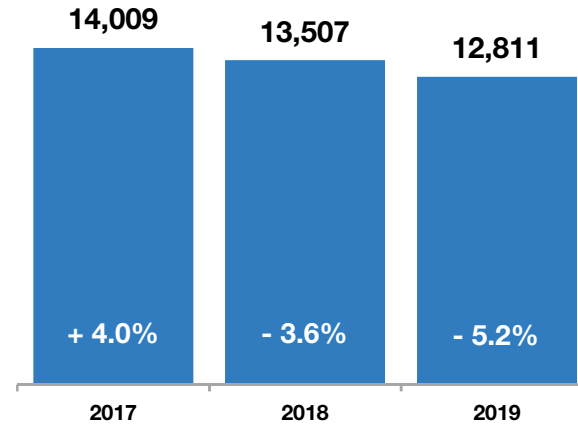
A count of the actual sales that closed in a given month.



March



Year to Date



	Closed Sales	Prior Year	Percent Change
April 2018	6,551	6,624	-1.1%
May 2018	8,314	9,188	-9.5%
June 2018	10,244	10,927	-6.3%
July 2018	9,002	8,770	+2.6%
August 2018	9,754	9,324	+4.6%
September 2018	7,509	7,845	-4.3%
October 2018	7,703	7,368	+4.5%
November 2018	6,755	6,731	+0.4%
December 2018	5,247	5,782	-9.3%
January 2019	3,840	4,009	-4.2%
February 2019	3,928	3,776	+4.0%
March 2019	5,043	5,722	-11.9%
12-Month Avg	6,991	7,172	-2.5%

Historical Closed Sales by Month

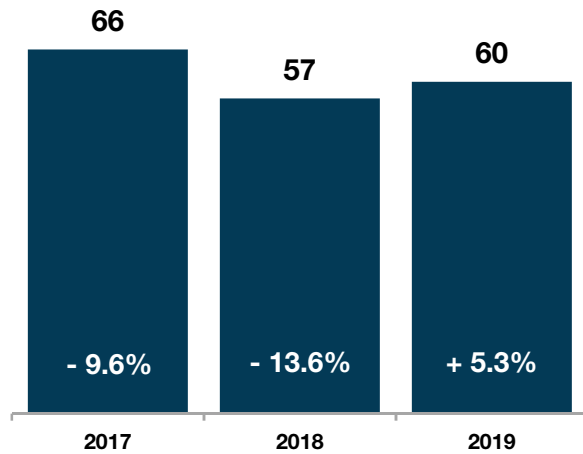


Days on Market Until Sale

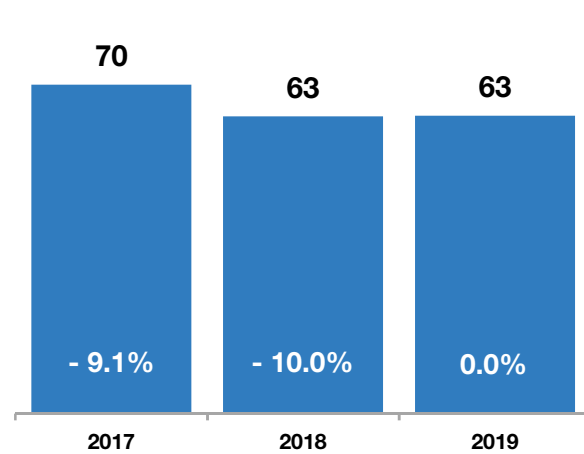
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year to Date



Days on Market	Prior Year	Percent Change	
April 2018	51	57	-10.5%
May 2018	48	50	-4.0%
June 2018	42	47	-10.6%
July 2018	42	46	-8.7%
August 2018	46	49	-6.1%
September 2018	48	53	-9.4%
October 2018	53	55	-3.6%
November 2018	54	58	-6.9%
December 2018	57	62	-8.1%
January 2019	66	68	-2.9%
February 2019	65	68	-4.4%
March 2019	60	57	+5.3%
12-Month Avg	53	56	-5.4%

Historical Days on Market Until Sale by Month

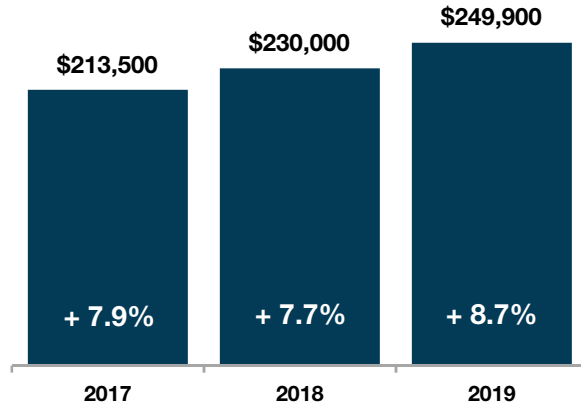


Median Sales Price

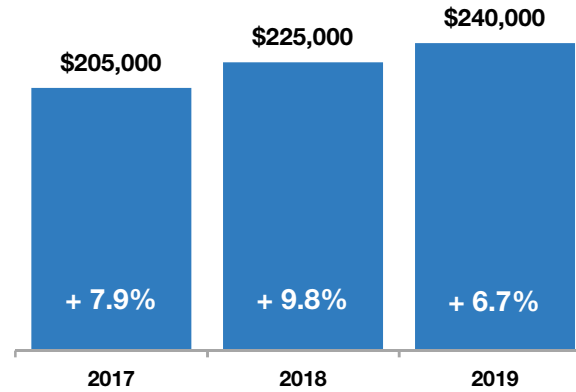
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

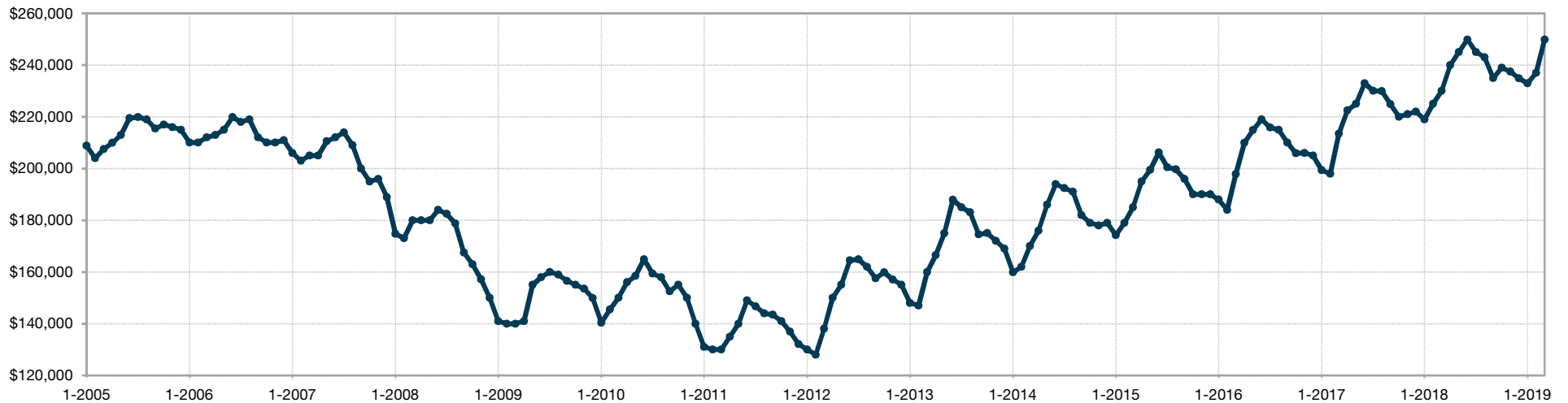


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
April 2018	\$240,000	\$222,500	+7.9%
May 2018	\$245,000	\$225,000	+8.9%
June 2018	\$249,900	\$233,000	+7.3%
July 2018	\$245,000	\$230,000	+6.5%
August 2018	\$243,000	\$229,900	+5.7%
September 2018	\$235,000	\$224,900	+4.5%
October 2018	\$239,000	\$220,000	+8.6%
November 2018	\$237,500	\$221,000	+7.5%
December 2018	\$234,900	\$222,000	+5.8%
January 2019	\$233,000	\$219,000	+6.4%
February 2019	\$237,000	\$225,000	+5.3%
March 2019	\$249,900	\$230,000	+8.7%
12-Month Avg	\$240,767	\$225,192	+6.9%

Historical Median Sales Price by Month

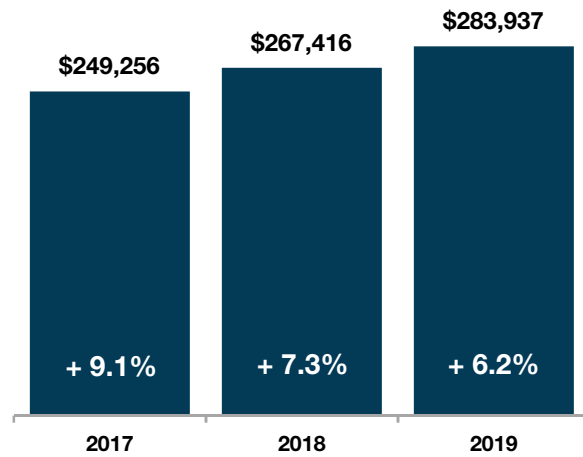


Average Sales Price

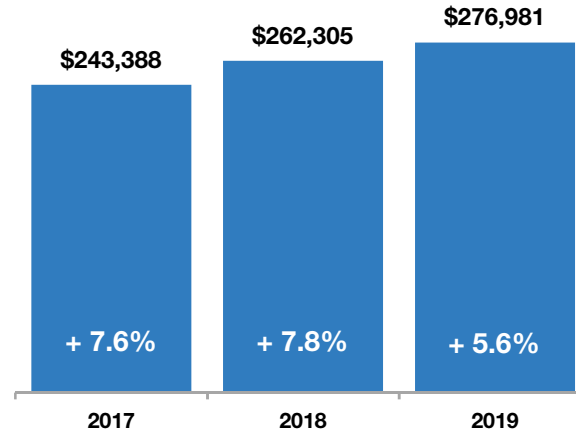
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

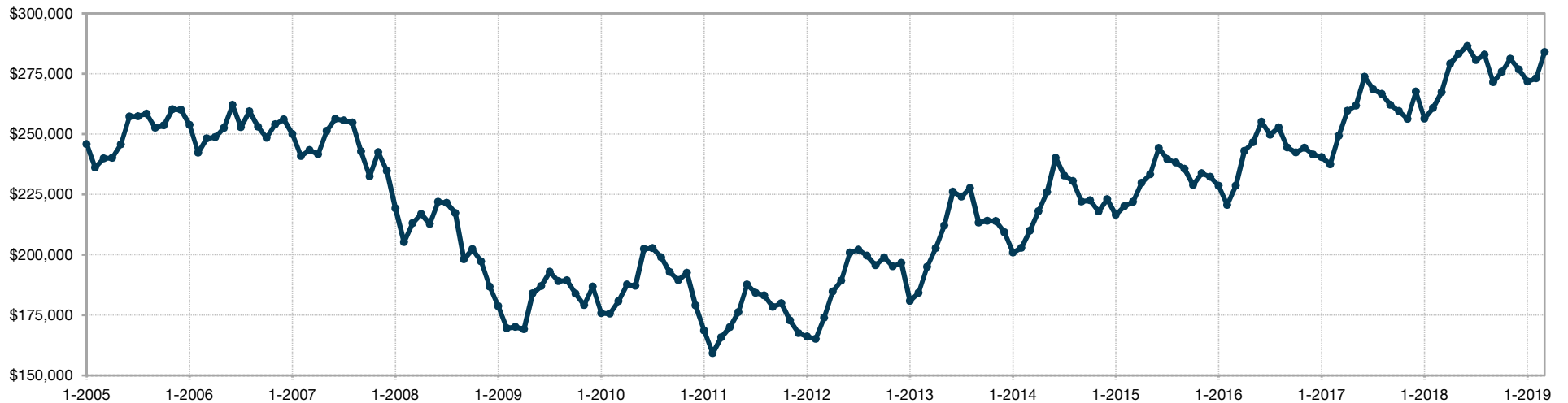


Year to Date



	Average Sales Price	Prior Year	Percent Change
April 2018	\$279,133	\$259,657	+7.5%
May 2018	\$283,364	\$261,801	+8.2%
June 2018	\$286,494	\$273,723	+4.7%
July 2018	\$280,646	\$268,601	+4.5%
August 2018	\$282,850	\$266,659	+6.1%
September 2018	\$271,412	\$262,046	+3.6%
October 2018	\$275,800	\$259,488	+6.3%
November 2018	\$281,129	\$256,293	+9.7%
December 2018	\$276,708	\$267,559	+3.4%
January 2019	\$271,800	\$256,421	+6.0%
February 2019	\$273,079	\$260,801	+4.7%
March 2019	\$283,937	\$267,416	+6.2%
12-Month Avg	\$278,863	\$263,372	+5.9%

Historical Average Sales Price by Month

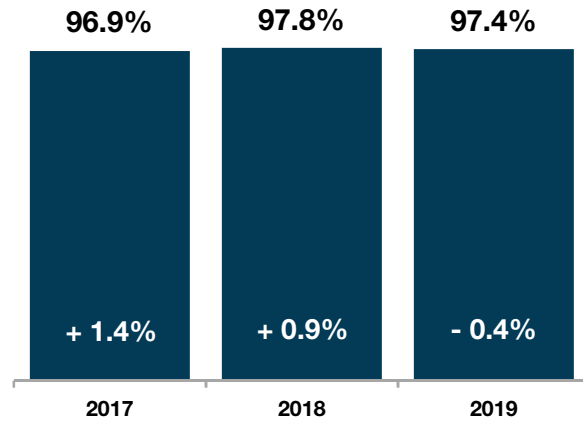


Percent of Original List Price Received

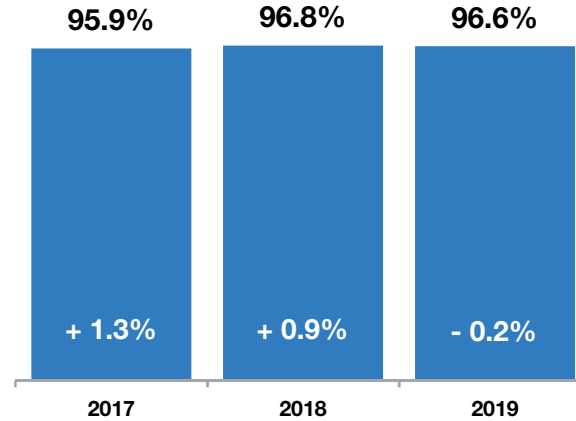
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

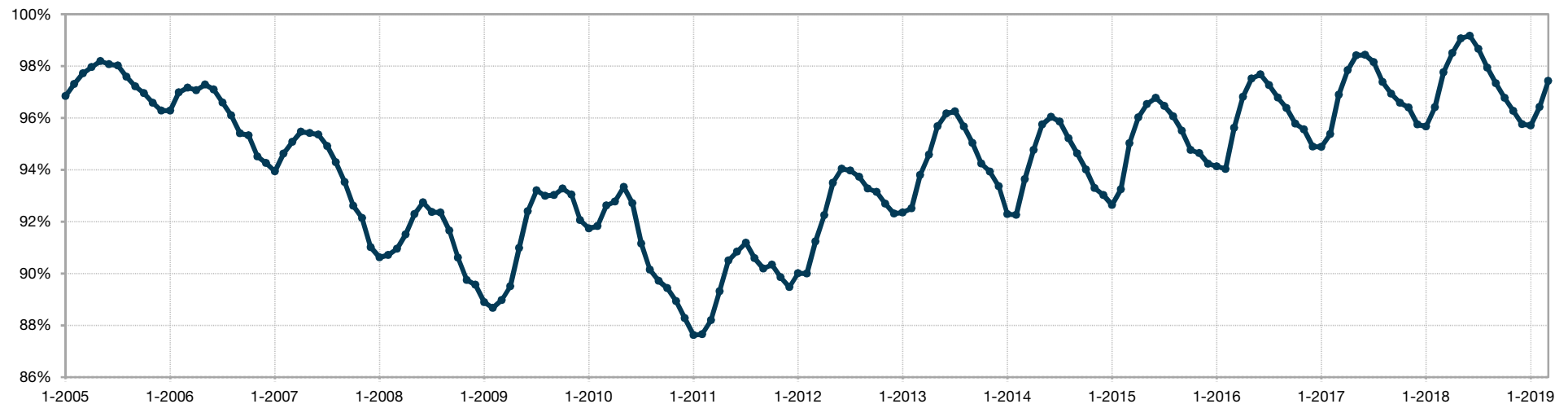


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2018	98.5%	97.8%	+0.7%
May 2018	99.1%	98.4%	+0.7%
June 2018	99.2%	98.4%	+0.8%
July 2018	98.7%	98.2%	+0.5%
August 2018	97.9%	97.4%	+0.5%
September 2018	97.3%	96.9%	+0.4%
October 2018	96.8%	96.6%	+0.2%
November 2018	96.3%	96.4%	-0.1%
December 2018	95.8%	95.8%	0.0%
January 2019	95.7%	95.7%	0.0%
February 2019	96.4%	96.4%	0.0%
March 2019	97.4%	97.8%	-0.4%
12-Month Avg	97.4%	97.1%	+0.3%

Historical Percent of Original List Price Received by Month

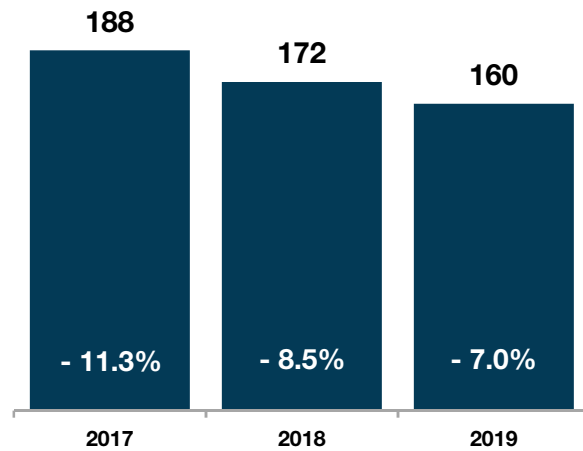


Housing Affordability Index

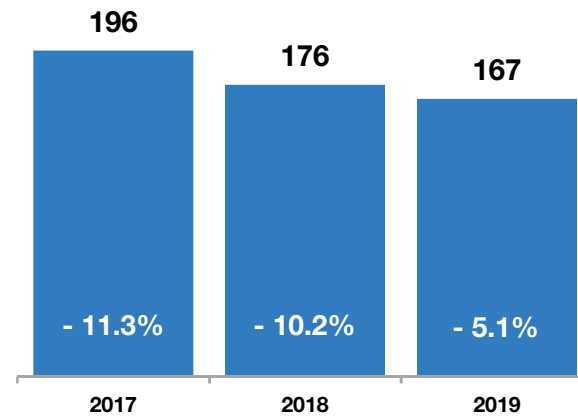
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March



Year to Date



	Affordability Index	Prior Year	Percent Change
April 2018	162	185	-12.4%
May 2018	159	184	-13.6%
June 2018	157	178	-11.8%
July 2018	160	180	-11.1%
August 2018	160	182	-12.1%
September 2018	160	186	-14.0%
October 2018	148	187	-20.9%
November 2018	153	188	-18.6%
December 2018	167	185	-9.7%
January 2019	169	182	-7.1%
February 2019	168	176	-4.5%
March 2019	160	172	-7.0%
12-Month Avg	160	182	-12.1%

Historical Housing Affordability Index by Month

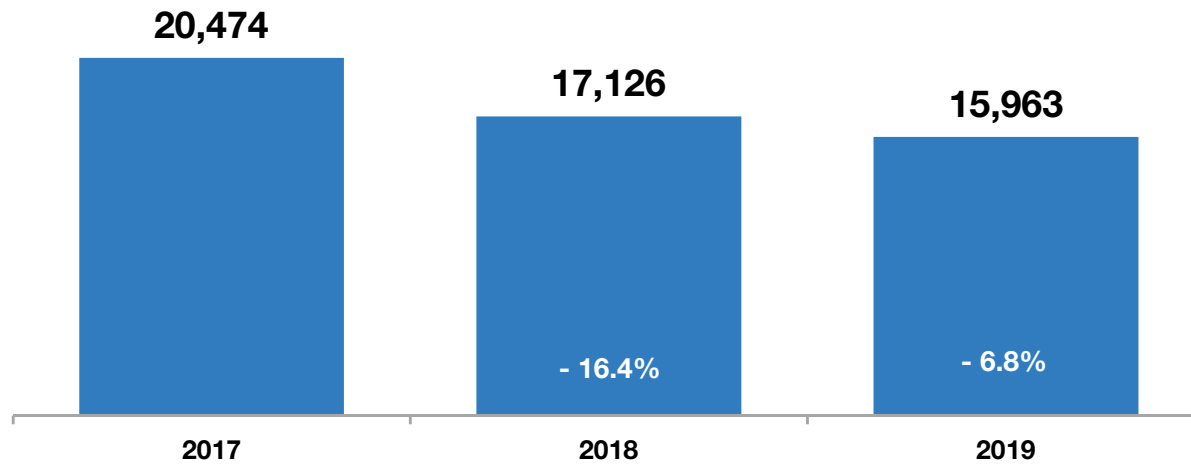


Inventory of Homes for Sale

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

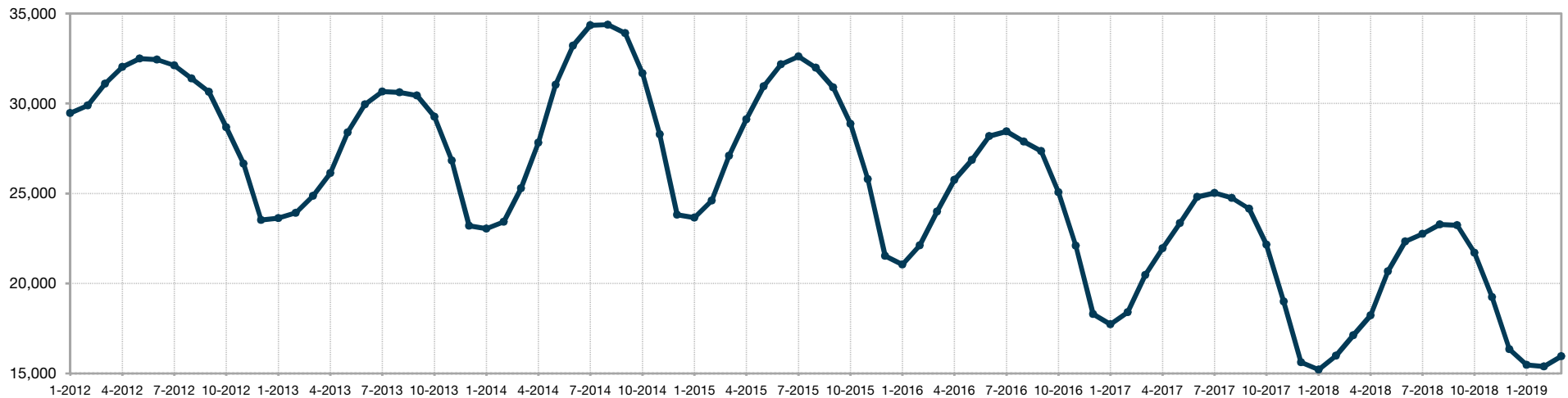


March



Homes for Sale		Prior Year	Percent Change
April 2018	18,228	21,951	-17.0%
May 2018	20,671	23,360	-11.5%
June 2018	22,339	24,816	-10.0%
July 2018	22,760	25,032	-9.1%
August 2018	23,283	24,754	-5.9%
September 2018	23,234	24,152	-3.8%
October 2018	21,713	22,153	-2.0%
November 2018	19,248	18,999	+1.3%
December 2018	16,354	15,625	+4.7%
January 2019	15,478	15,219	+1.7%
February 2019	15,387	15,990	-3.8%
March 2019	15,963	17,126	-6.8%

Historical Inventory of Homes for Sale by Month



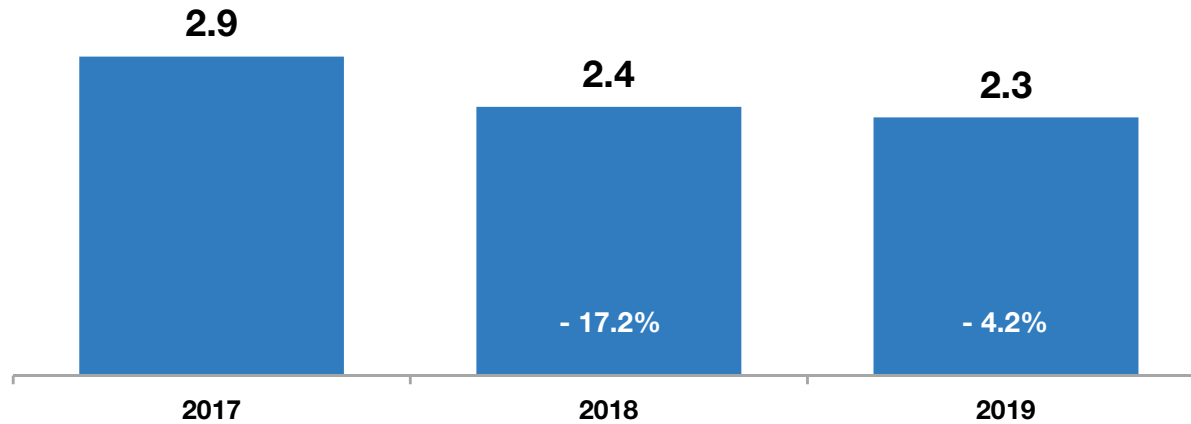
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

Months Supply of Inventory

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

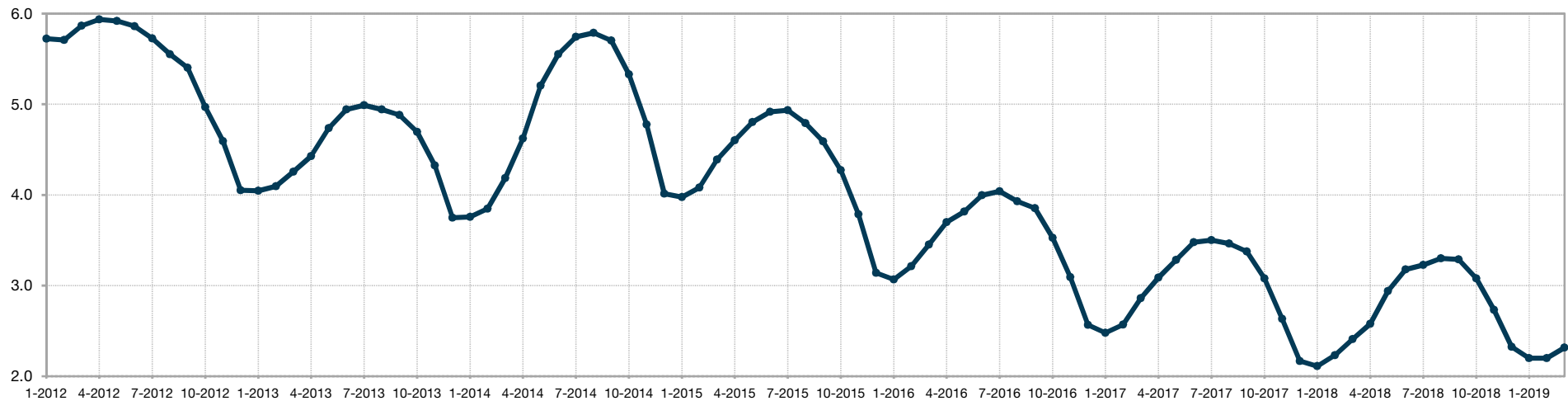


March



Months Supply		Prior Year	Percent Change
April 2018	2.6	3.1	-16.1%
May 2018	2.9	3.3	-12.1%
June 2018	3.2	3.5	-8.6%
July 2018	3.2	3.5	-8.6%
August 2018	3.3	3.5	-5.7%
September 2018	3.3	3.4	-2.9%
October 2018	3.1	3.1	0.0%
November 2018	2.7	2.6	+3.8%
December 2018	2.3	2.2	+4.5%
January 2019	2.2	2.1	+4.8%
February 2019	2.2	2.2	0.0%
March 2019	2.3	2.4	-4.2%

Historical Months Supply of Inventory by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.