

Monthly Indicators



December 2020

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

Activity Snapshot

+ 21.9% **+ 10.4%** **+ 14.9%**

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



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

Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		3,555	4,086	+ 14.9%	109,832	106,873	- 2.7%
Pending Sales		4,295	5,118	+ 19.2%	85,436	94,474	+ 10.6%
Closed Sales		5,987	7,300	+ 21.9%	85,389	92,576	+ 8.4%
Days on Market		55	43	- 21.8%	49	45	- 8.2%
Median Sales Price		\$251,000	\$277,000	+ 10.4%	\$253,945	\$275,000	+ 8.3%
Avg. Sales Price		\$291,781	\$320,551	+ 9.9%	\$291,189	\$315,348	+ 8.3%
Pct. of Orig. Price Received		96.2%	98.5%	+ 2.4%	97.6%	98.6%	+ 1.0%
Affordability Index		168	168	0.0%	166	169	+ 1.8%
Homes for Sale*		15,584	8,403	- 46.1%	--	--	--
Months Supply*		2.2	1.1	- 50.0%	--	--	--

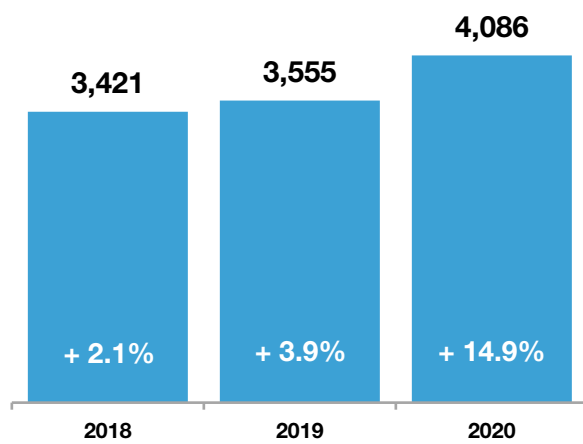
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

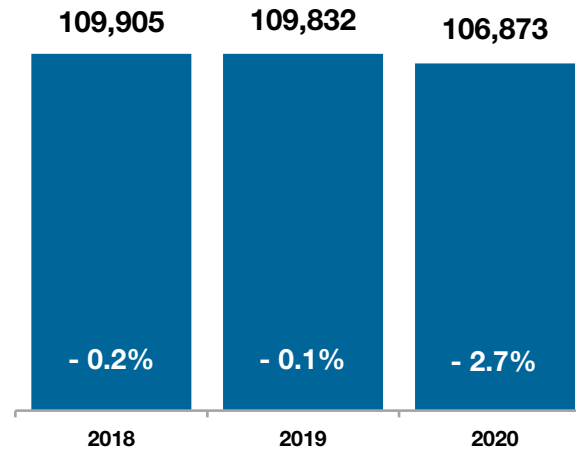
A count of the properties that have been newly listed on the market in a given month.



December

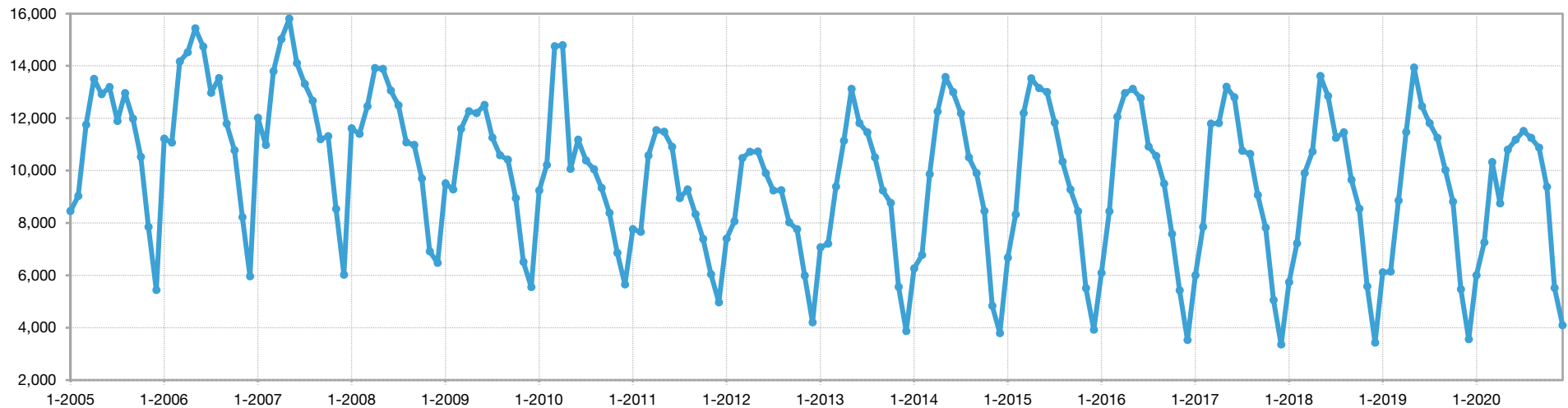


Year to Date



	New Listings	Prior Year	Percent Change
January 2020	5,999	6,102	-1.7%
February 2020	7,257	6,138	+18.2%
March 2020	10,324	8,847	+16.7%
April 2020	8,740	11,463	-23.8%
May 2020	10,788	13,928	-22.5%
June 2020	11,171	12,456	-10.3%
July 2020	11,508	11,808	-2.5%
August 2020	11,242	11,246	-0.0%
September 2020	10,872	10,017	+8.5%
October 2020	9,375	8,811	+6.4%
November 2020	5,511	5,461	+0.9%
December 2020	4,086	3,555	+14.9%
12-Month Avg	8,906	9,153	-2.7%

Historical New Listings by Month

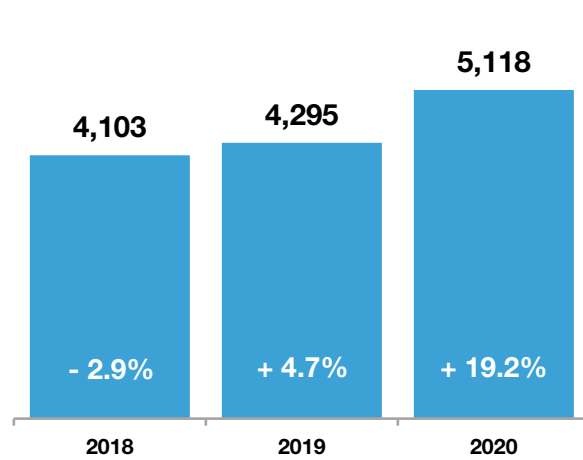


Pending Sales

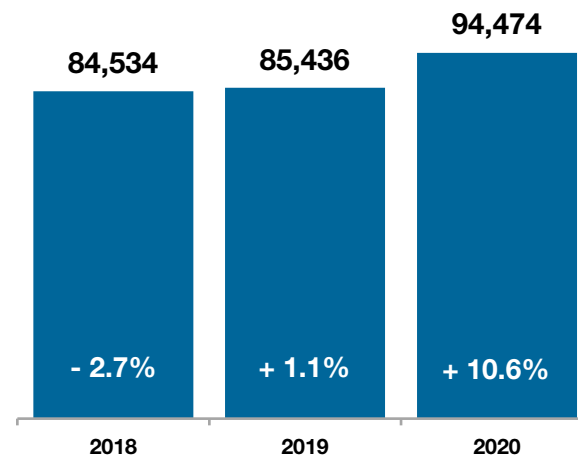
A count of the properties on which offers have been accepted in a given month.



December

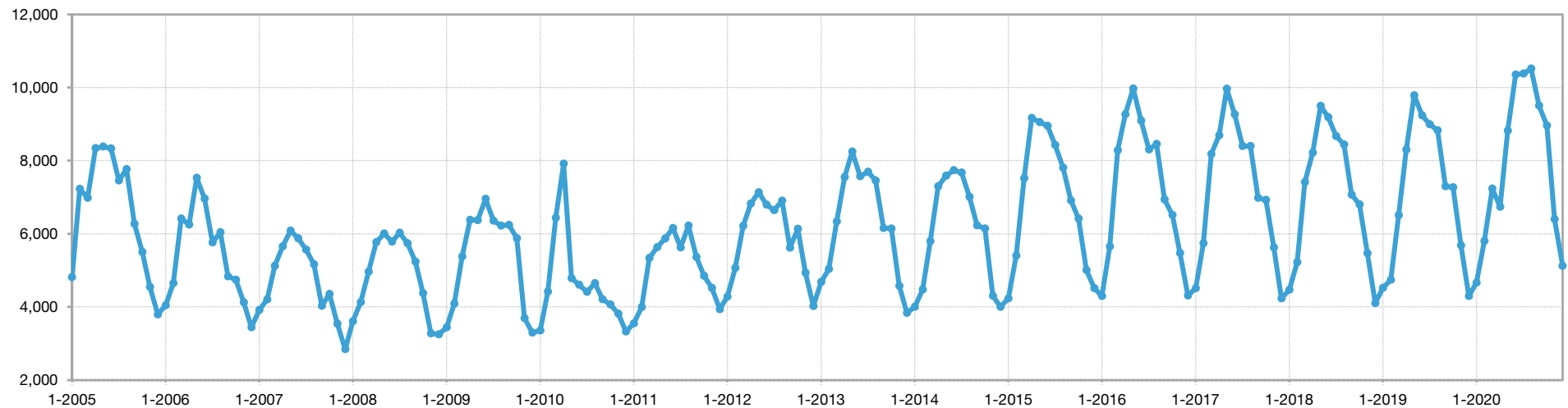


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2020	4,664	4,515	+3.3%
February 2020	5,806	4,740	+22.5%
March 2020	7,234	6,507	+11.2%
April 2020	6,738	8,299	-18.8%
May 2020	8,818	9,782	-9.9%
June 2020	10,346	9,237	+12.0%
July 2020	10,378	8,993	+15.4%
August 2020	10,512	8,829	+19.1%
September 2020	9,504	7,293	+30.3%
October 2020	8,954	7,265	+23.2%
November 2020	6,402	5,681	+12.7%
December 2020	5,118	4,295	+19.2%
12-Month Avg	7,873	7,120	+10.6%

Historical Pending Sales by Month

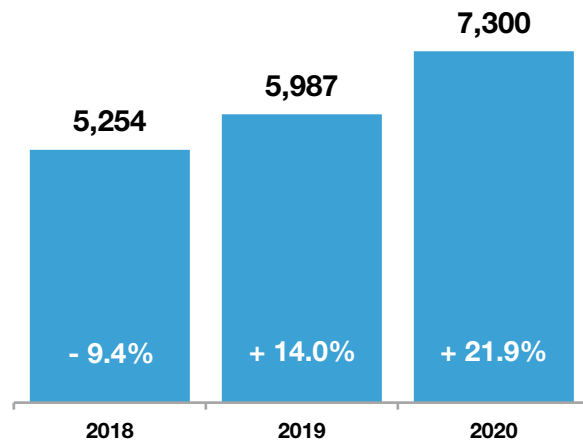


Closed Sales

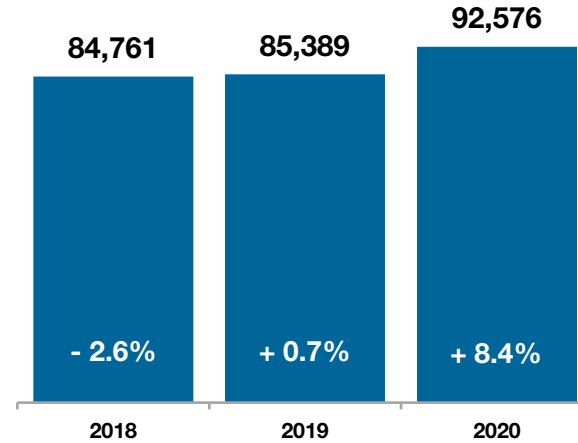
A count of the actual sales that closed in a given month.



December

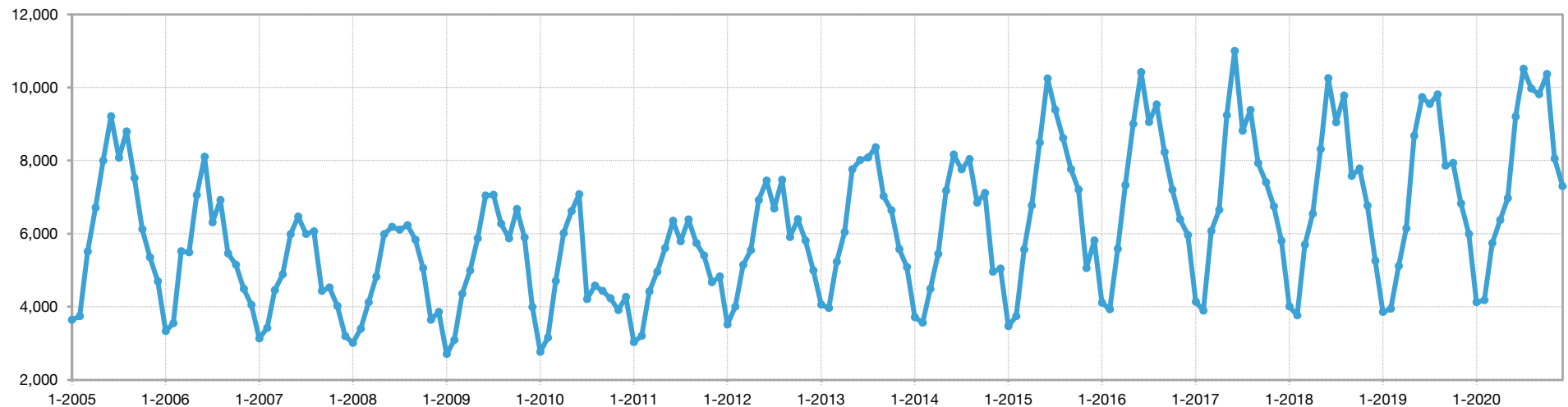


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2020	4,120	3,853	+6.9%
February 2020	4,180	3,941	+6.1%
March 2020	5,740	5,113	+12.3%
April 2020	6,367	6,139	+3.7%
May 2020	6,968	8,674	-19.7%
June 2020	9,200	9,733	-5.5%
July 2020	10,508	9,545	+10.1%
August 2020	9,971	9,801	+1.7%
September 2020	9,808	7,857	+24.8%
October 2020	10,362	7,927	+30.7%
November 2020	8,052	6,819	+18.1%
December 2020	7,300	5,987	+21.9%
12-Month Avg	7,715	7,116	+8.4%

Historical Closed Sales by Month

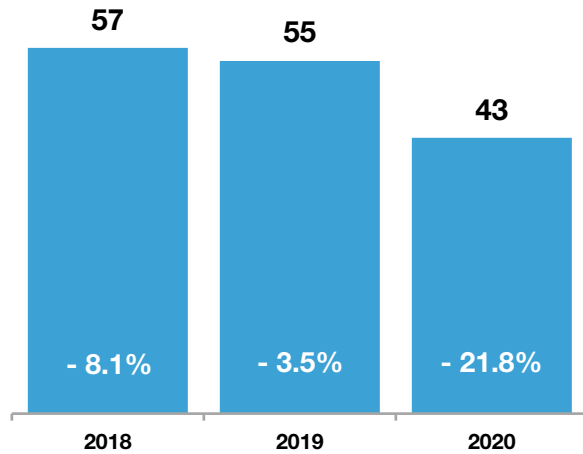


Days on Market Until Sale

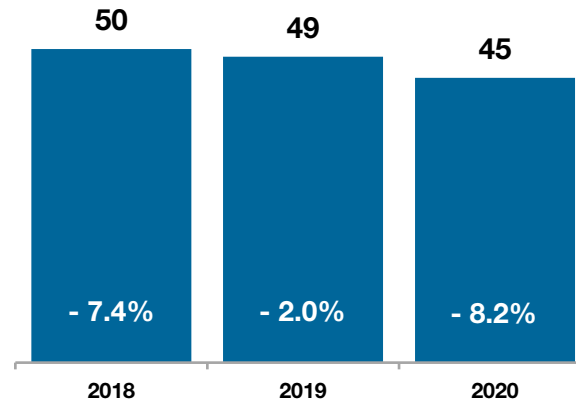


Average number of days between when a property is listed and when an offer is accepted in a given month.

December

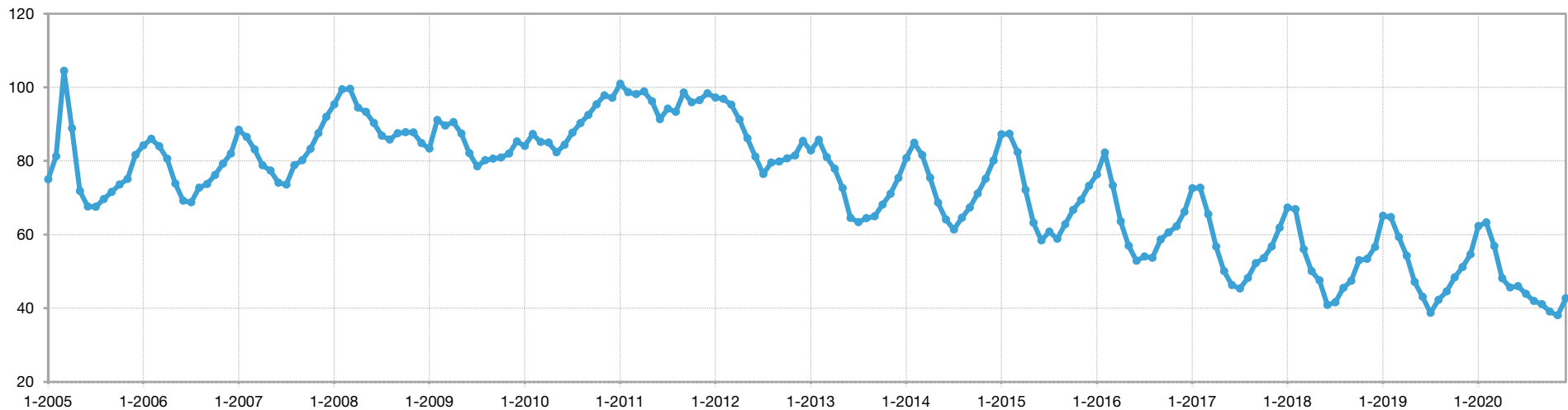


Year to Date



Days on Market	Prior Year	Percent Change	
January 2020	62	65	-4.6%
February 2020	63	65	-3.1%
March 2020	57	59	-3.4%
April 2020	48	54	-11.1%
May 2020	46	47	-2.1%
June 2020	46	43	+7.0%
July 2020	44	39	+12.8%
August 2020	42	42	0.0%
September 2020	41	45	-8.9%
October 2020	39	48	-18.8%
November 2020	38	51	-25.5%
December 2020	43	55	-21.8%
12-Month Avg	47	51	-7.8%

Historical Days on Market Until Sale by Month

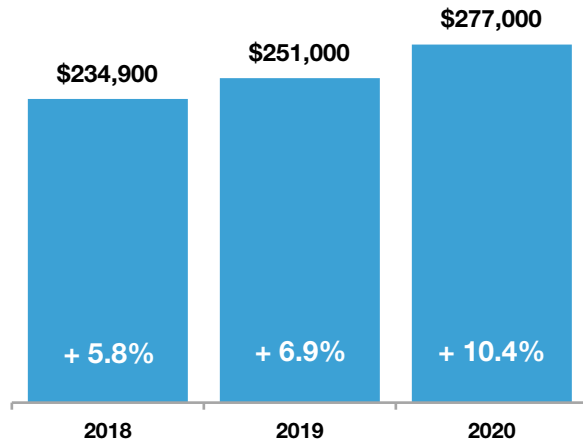


Median Sales Price

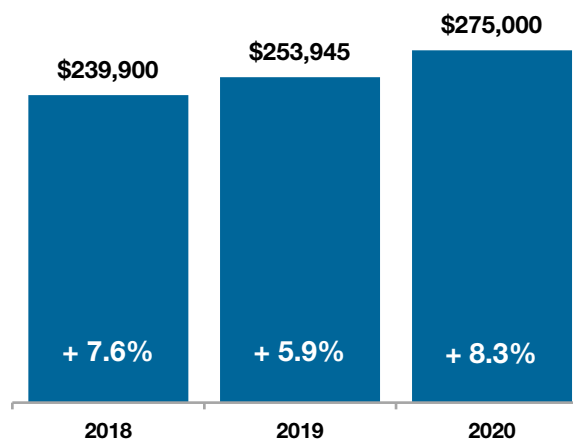


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

December

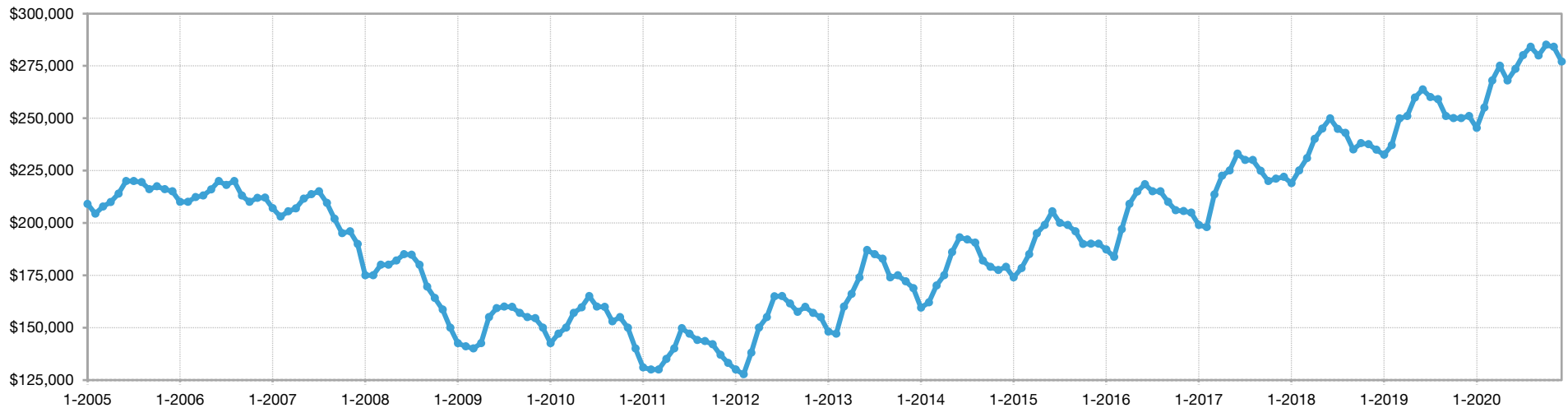


Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2020	\$245,325	\$232,575	+5.5%
February 2020	\$255,000	\$237,000	+7.6%
March 2020	\$268,000	\$249,900	+7.2%
April 2020	\$275,000	\$251,000	+9.6%
May 2020	\$268,000	\$259,850	+3.1%
June 2020	\$273,450	\$263,750	+3.7%
July 2020	\$280,000	\$260,000	+7.7%
August 2020	\$284,000	\$259,000	+9.7%
September 2020	\$279,900	\$251,000	+11.5%
October 2020	\$285,000	\$250,000	+14.0%
November 2020	\$284,000	\$250,000	+13.6%
December 2020	\$277,000	\$251,000	+10.4%
12-Month Avg	\$272,890	\$251,256	+8.6%

Historical Median Sales Price by Month

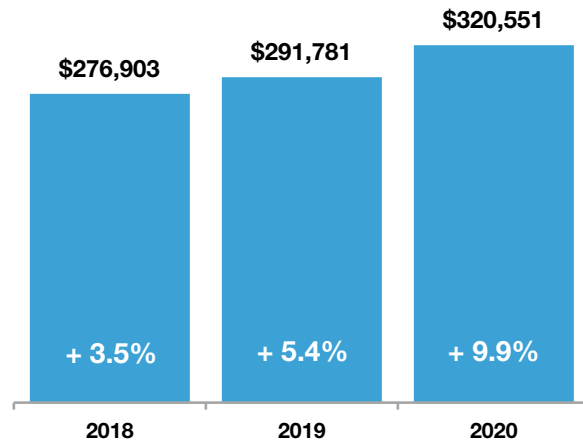


Average Sales Price

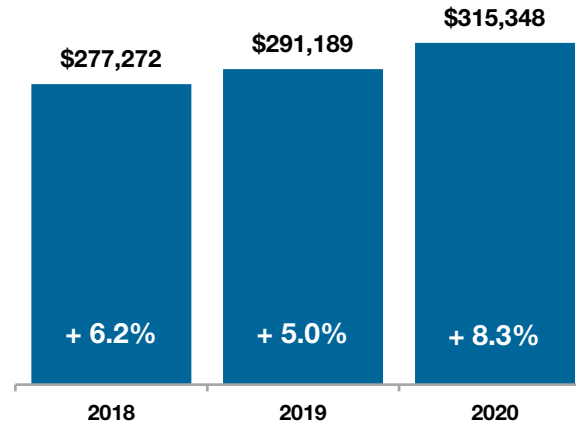
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Average Sales Price	Prior Year	Percent Change
January 2020	\$286,773	\$271,711	+5.5%
February 2020	\$289,370	\$273,237	+5.9%
March 2020	\$302,713	\$284,524	+6.4%
April 2020	\$306,346	\$289,946	+5.7%
May 2020	\$299,678	\$294,567	+1.7%
June 2020	\$308,292	\$301,239	+2.3%
July 2020	\$318,796	\$294,982	+8.1%
August 2020	\$323,872	\$296,708	+9.2%
September 2020	\$322,069	\$292,426	+10.1%
October 2020	\$334,798	\$289,424	+15.7%
November 2020	\$328,146	\$286,893	+14.4%
December 2020	\$320,551	\$291,781	+9.9%
12-Month Avg	\$311,784	\$288,953	+7.9%

Historical Average Sales Price by Month

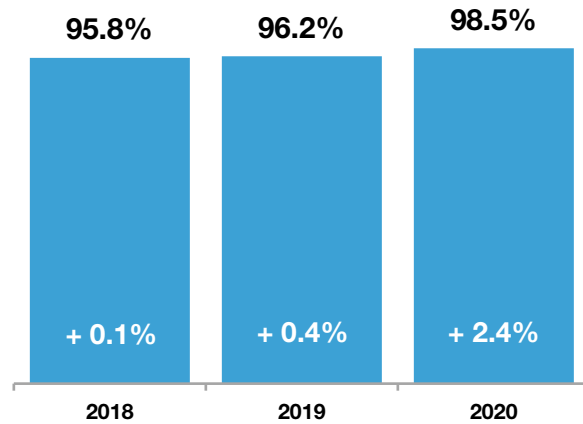


Percent of Original List Price Received

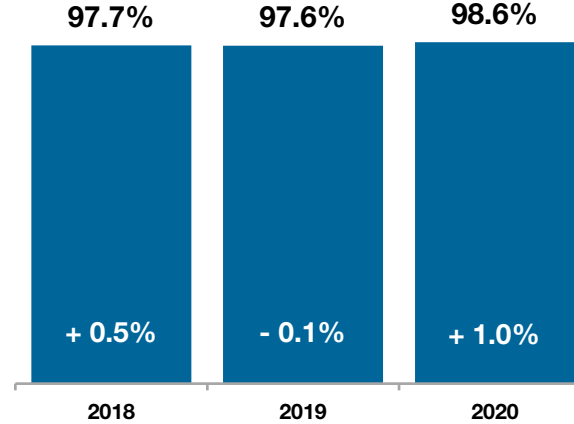


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

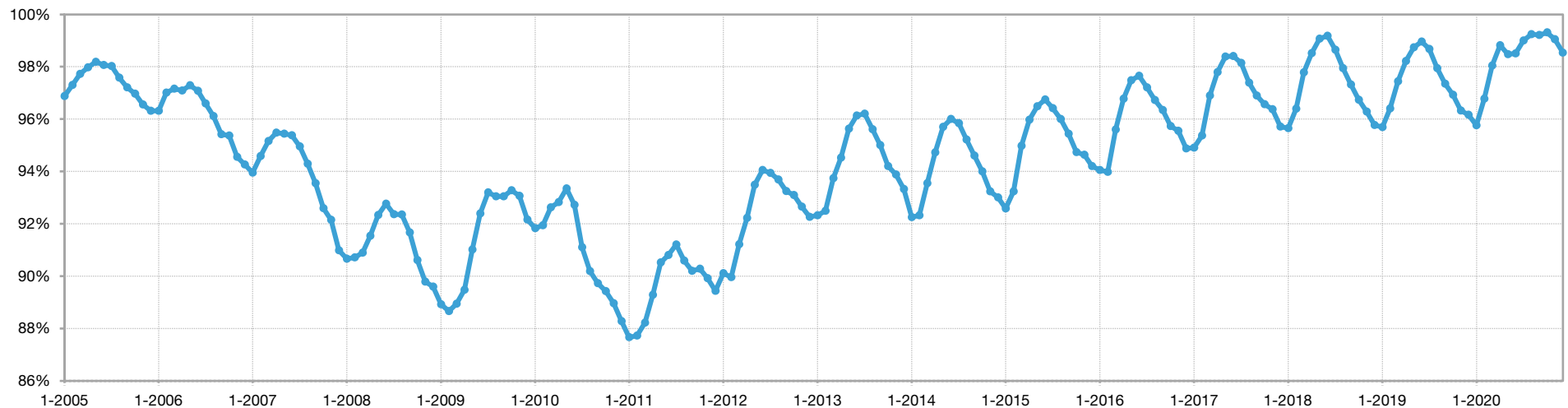


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2020	95.8%	95.7%	+0.1%
February 2020	96.8%	96.4%	+0.4%
March 2020	98.0%	97.4%	+0.6%
April 2020	98.8%	98.2%	+0.6%
May 2020	98.5%	98.7%	-0.2%
June 2020	98.5%	99.0%	-0.5%
July 2020	99.0%	98.7%	+0.3%
August 2020	99.2%	97.9%	+1.3%
September 2020	99.2%	97.4%	+1.8%
October 2020	99.3%	96.9%	+2.5%
November 2020	99.0%	96.3%	+2.8%
December 2020	98.5%	96.2%	+2.4%
12-Month Avg	98.4%	97.4%	+1.0%

Historical Percent of Original List Price Received by Month

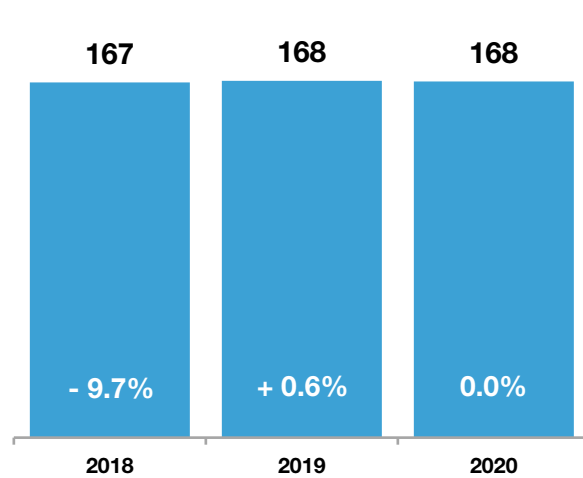


Housing Affordability Index

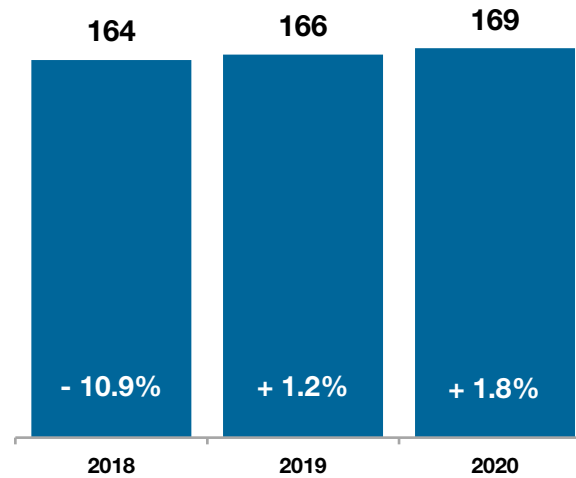


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December



Year to Date



	Affordability Index	Prior Year	Percent Change
January 2020	176	169	+4.1%
February 2020	171	168	+1.8%
March 2020	157	160	-1.9%
April 2020	161	161	0.0%
May 2020	164	156	+5.1%
June 2020	164	153	+7.2%
July 2020	162	159	+1.9%
August 2020	161	167	-3.6%
September 2020	163	170	-4.1%
October 2020	162	173	-6.4%
November 2020	163	169	-3.6%
December 2020	168	168	0.0%
12-Month Avg	164	164	0.0%

Historical Housing Affordability Index by Month

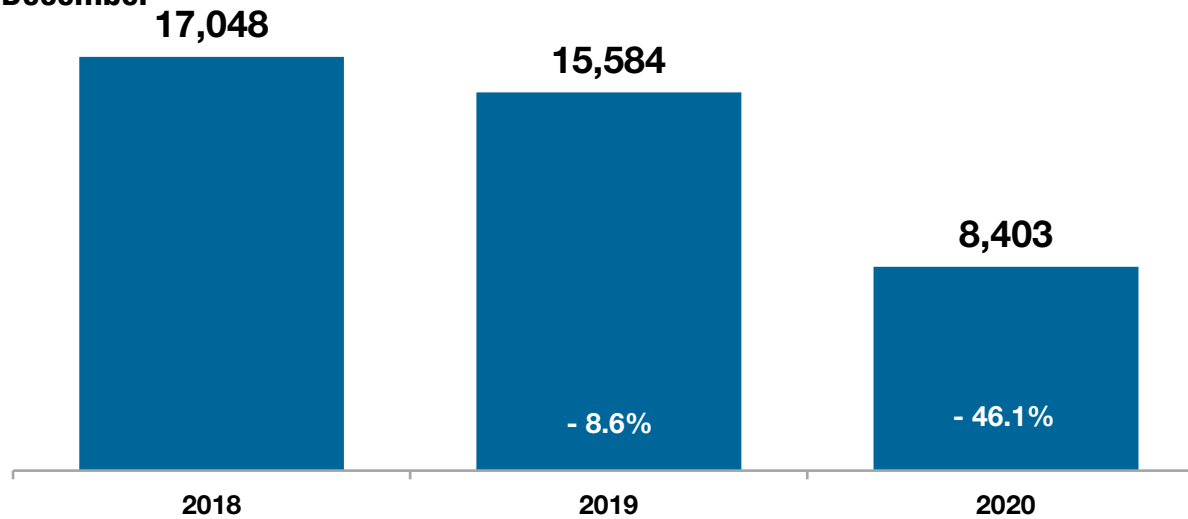


Inventory of Homes for Sale

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

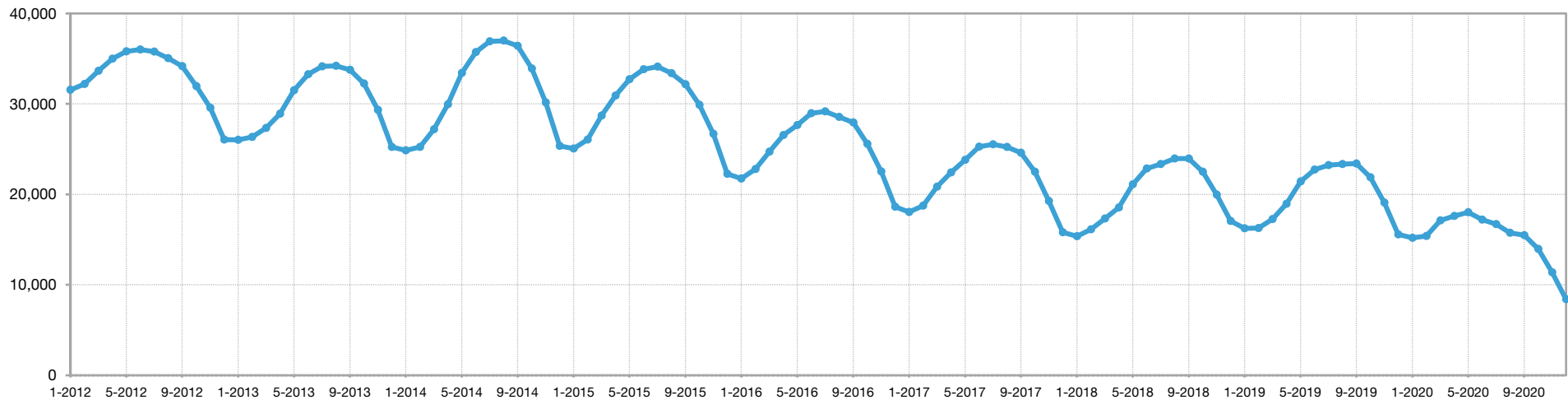


December



Homes for Sale		Prior Year	Percent Change
January 2020	15,206	16,249	-6.4%
February 2020	15,407	16,283	-5.4%
March 2020	17,102	17,262	-0.9%
April 2020	17,599	18,949	-7.1%
May 2020	18,014	21,415	-15.9%
June 2020	17,203	22,741	-24.4%
July 2020	16,703	23,237	-28.1%
August 2020	15,752	23,337	-32.5%
September 2020	15,491	23,392	-33.8%
October 2020	13,957	21,893	-36.2%
November 2020	11,367	19,097	-40.5%
December 2020	8,403	15,584	-46.1%

Historical Inventory of Homes for Sale by Month



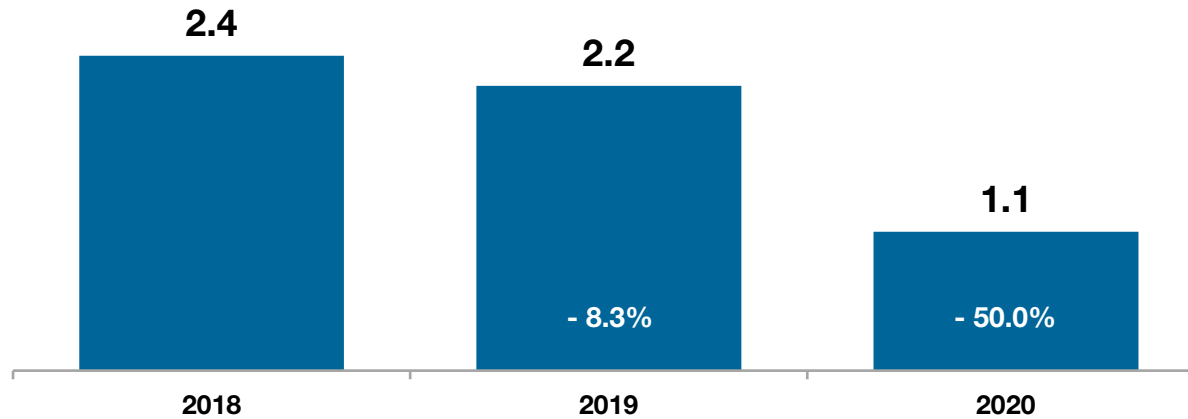
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

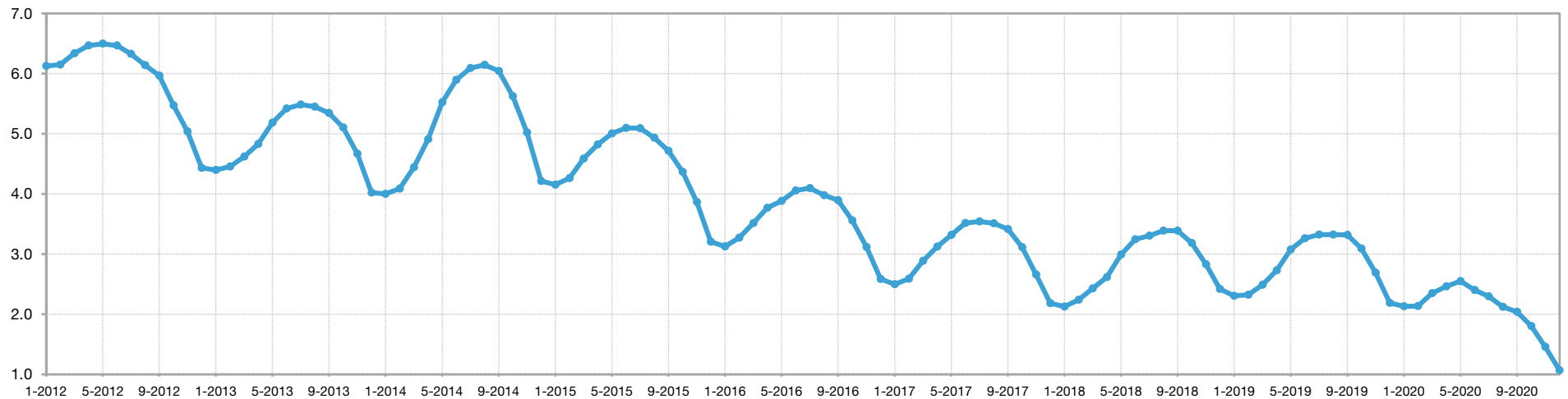


December



Months Supply		Prior Year	Percent Change
January 2020	2.1	2.3	-8.7%
February 2020	2.1	2.3	-8.7%
March 2020	2.3	2.5	-8.0%
April 2020	2.5	2.7	-7.4%
May 2020	2.5	3.1	-19.4%
June 2020	2.4	3.3	-27.3%
July 2020	2.3	3.3	-30.3%
August 2020	2.1	3.3	-36.4%
September 2020	2.0	3.3	-39.4%
October 2020	1.8	3.1	-41.9%
November 2020	1.5	2.7	-44.4%
December 2020	1.1	2.2	-50.0%

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.