

Monthly Indicators



July 2022

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

Activity Snapshot

- 19.2% **+ 7.9%** **- 14.2%**

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	7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		11,608	9,958	- 14.2%	66,512	62,876	- 5.5%
Pending Sales		9,064	7,298	- 19.5%	56,625	49,128	- 13.2%
Closed Sales		9,781	7,904	- 19.2%	51,205	45,619	- 10.9%
Days on Market		26	25	- 3.8%	33	31	- 6.1%
Median Sales Price		\$315,000	\$339,900	+ 7.9%	\$305,000	\$330,000	+ 8.2%
Avg. Sales Price		\$359,561	\$391,958	+ 9.0%	\$349,242	\$382,568	+ 9.5%
Pct. of Orig. Price Received		102.7%	101.0%	- 1.7%	101.8%	101.7%	- 0.1%
Affordability Index		142	107	- 24.6%	147	110	- 25.2%
Homes for Sale*		12,729	13,539	+ 6.4%	--	--	--
Months Supply*		1.6	1.9	+ 18.8%	--	--	--

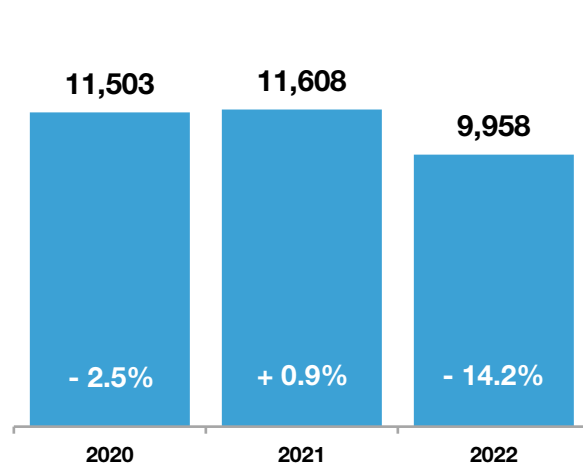
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

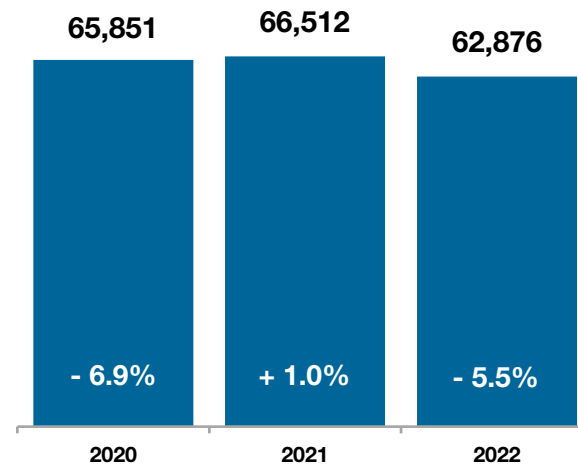
A count of the properties that have been newly listed on the market in a given month.



July

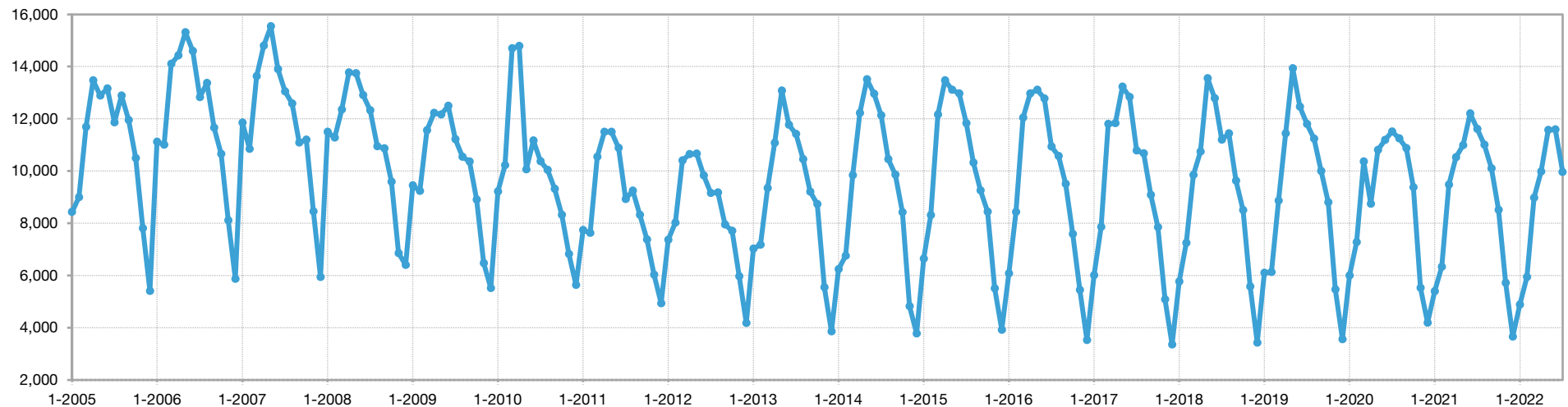


Year to Date



	New Listings	Prior Year	Percent Change
August 2021	11,005	11,242	-2.1%
September 2021	10,102	10,871	-7.1%
October 2021	8,506	9,373	-9.2%
November 2021	5,710	5,520	+3.4%
December 2021	3,656	4,182	-12.6%
January 2022	4,884	5,392	-9.4%
February 2022	5,935	6,331	-6.3%
March 2022	8,976	9,477	-5.3%
April 2022	9,976	10,517	-5.1%
May 2022	11,564	10,987	+5.3%
June 2022	11,583	12,200	-5.1%
July 2022	9,958	11,608	-14.2%
12-Month Avg	8,488	8,975	-5.4%

Historical New Listings by Month

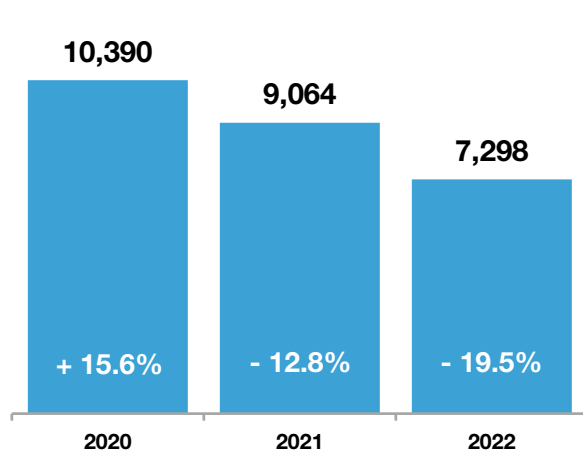


Pending Sales

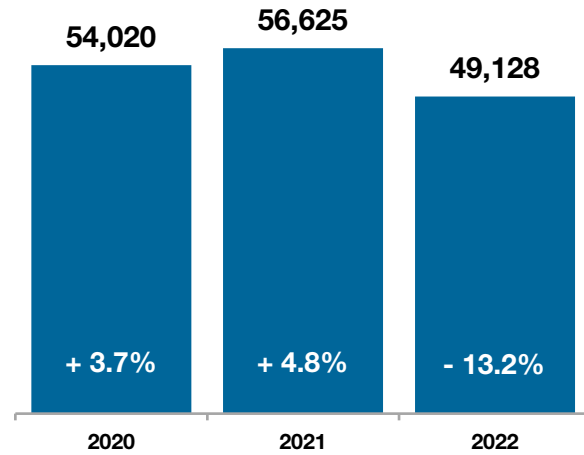
A count of the properties on which offers have been accepted in a given month.



July

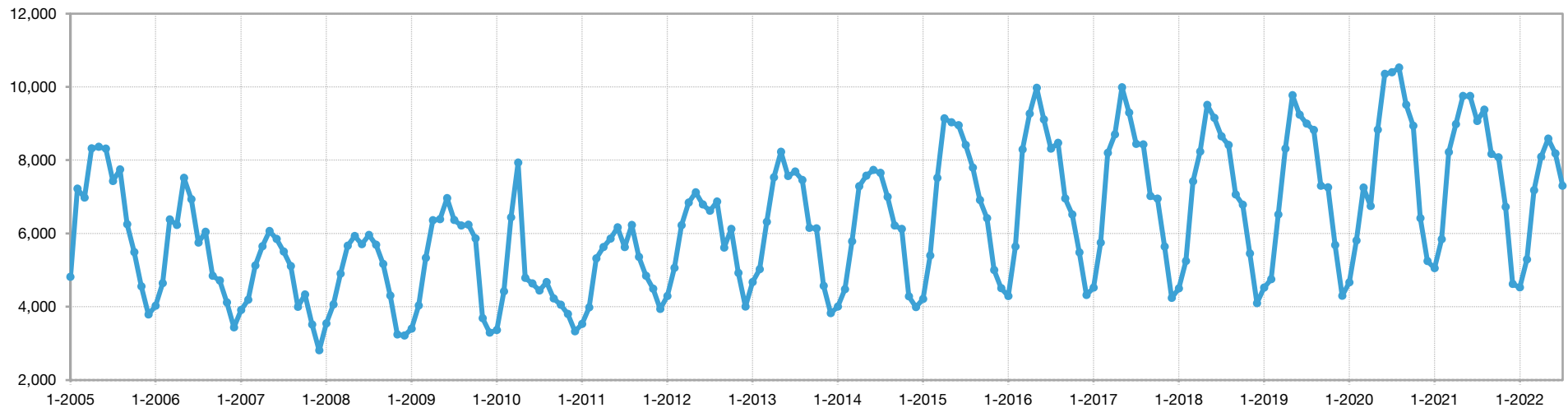


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2021	9,375	10,520	-10.9%
September 2021	8,163	9,509	-14.2%
October 2021	8,074	8,934	-9.6%
November 2021	6,725	6,411	+4.9%
December 2021	4,620	5,243	-11.9%
January 2022	4,521	5,045	-10.4%
February 2022	5,282	5,836	-9.5%
March 2022	7,175	8,216	-12.7%
April 2022	8,090	8,975	-9.9%
May 2022	8,585	9,745	-11.9%
June 2022	8,177	9,744	-16.1%
July 2022	7,298	9,064	-19.5%
12-Month Avg	7,174	8,104	-11.5%

Historical Pending Sales by Month

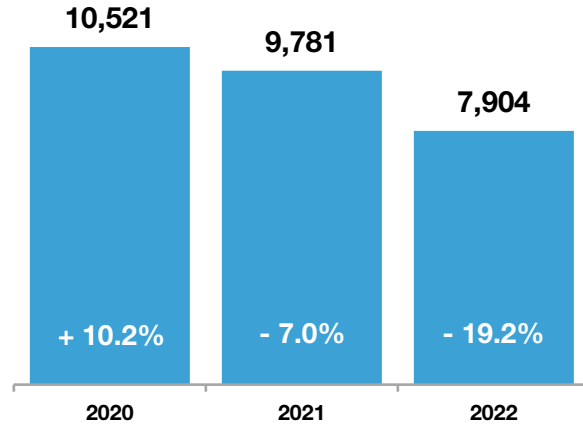


Closed Sales

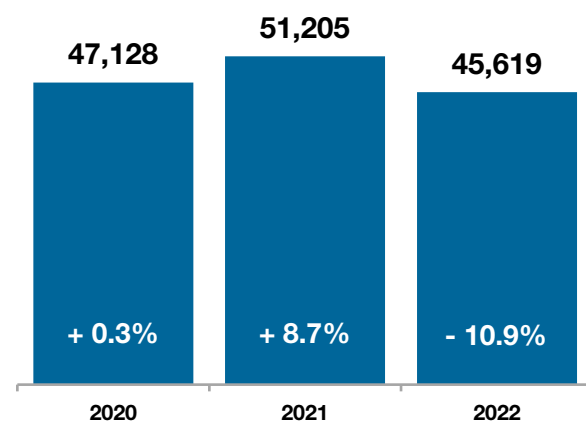
A count of the actual sales that closed in a given month.



July

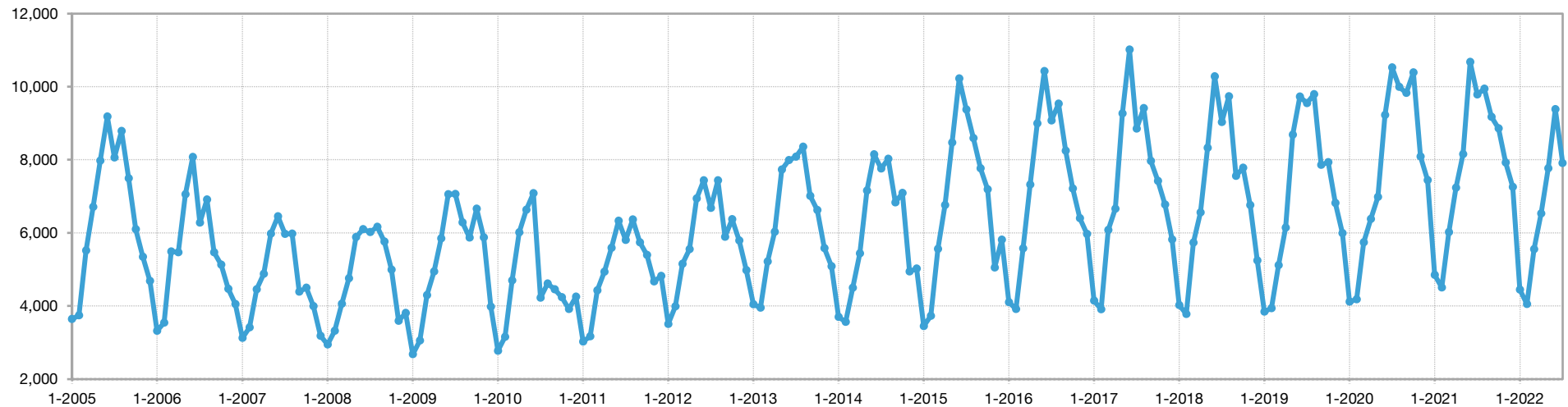


Year to Date



	Closed Sales	Prior Year	Percent Change
August 2021	9,940	9,989	-0.5%
September 2021	9,174	9,827	-6.6%
October 2021	8,853	10,388	-14.8%
November 2021	7,923	8,089	-2.1%
December 2021	7,251	7,438	-2.5%
January 2022	4,443	4,846	-8.3%
February 2022	4,048	4,502	-10.1%
March 2022	5,553	6,016	-7.7%
April 2022	6,529	7,233	-9.7%
May 2022	7,762	8,152	-4.8%
June 2022	9,380	10,675	-12.1%
July 2022	7,904	9,781	-19.2%
12-Month Avg	7,397	8,078	-8.4%

Historical Closed Sales by Month

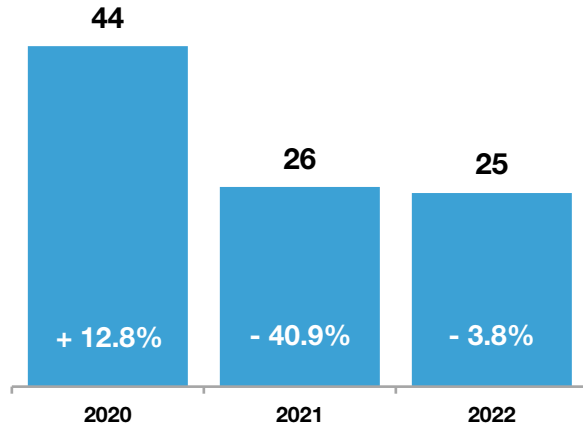


Days on Market Until Sale

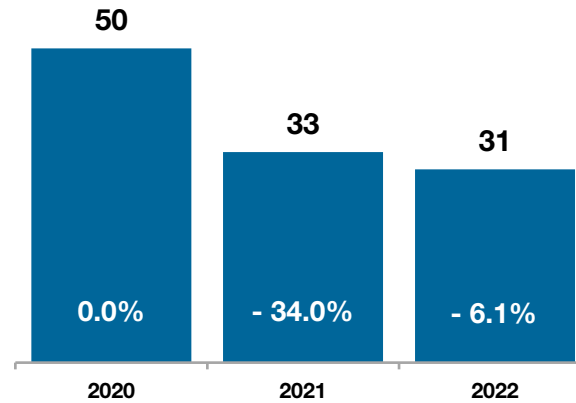


Average number of days between when a property is listed and when an offer is accepted in a given month.

July

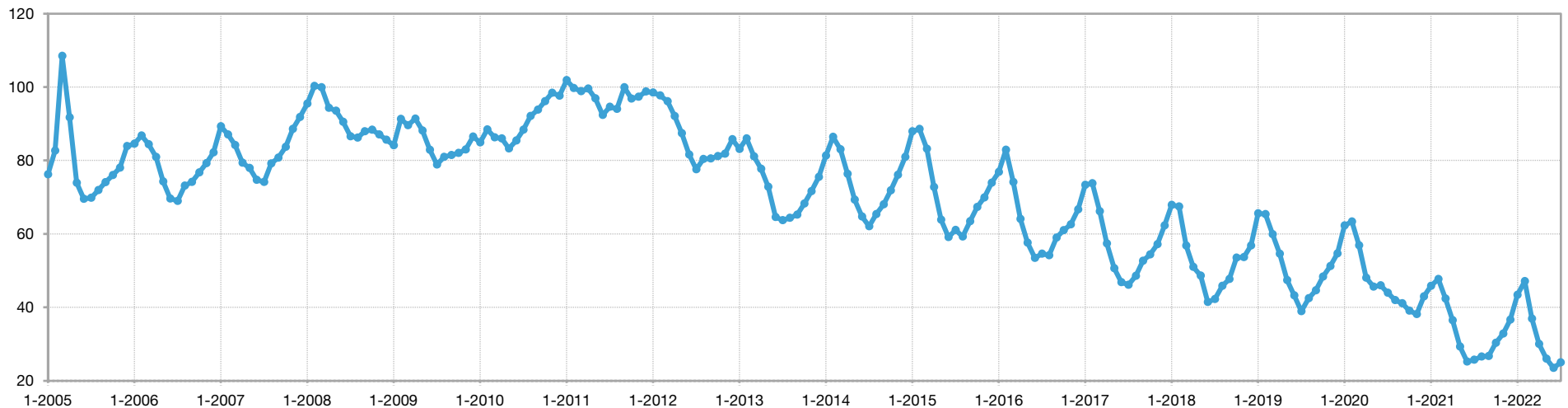


Year to Date



Month	Days on Market	Prior Year	Percent Change
August 2021	27	42	-35.7%
September 2021	27	41	-34.1%
October 2021	30	39	-23.1%
November 2021	33	38	-13.2%
December 2021	37	43	-14.0%
January 2022	43	46	-6.5%
February 2022	47	48	-2.1%
March 2022	37	42	-11.9%
April 2022	30	36	-16.7%
May 2022	26	29	-10.3%
June 2022	23	25	-8.0%
July 2022	25	26	-3.8%
12-Month Avg	32	38	-15.8%

Historical Days on Market Until Sale by Month

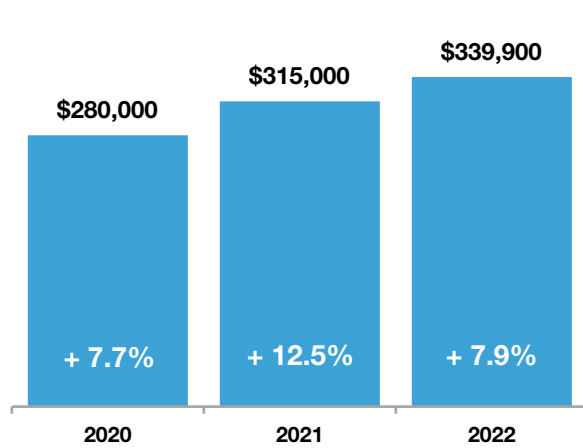


Median Sales Price

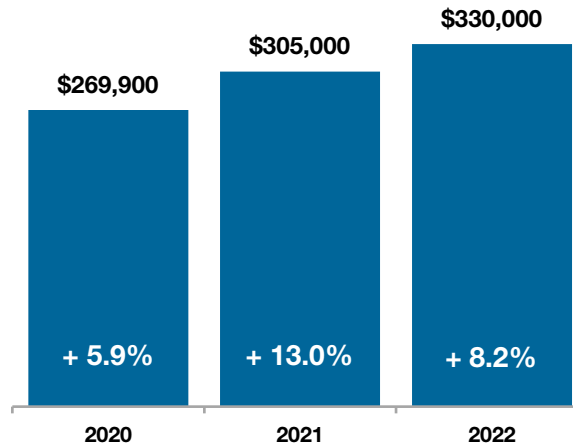


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

July

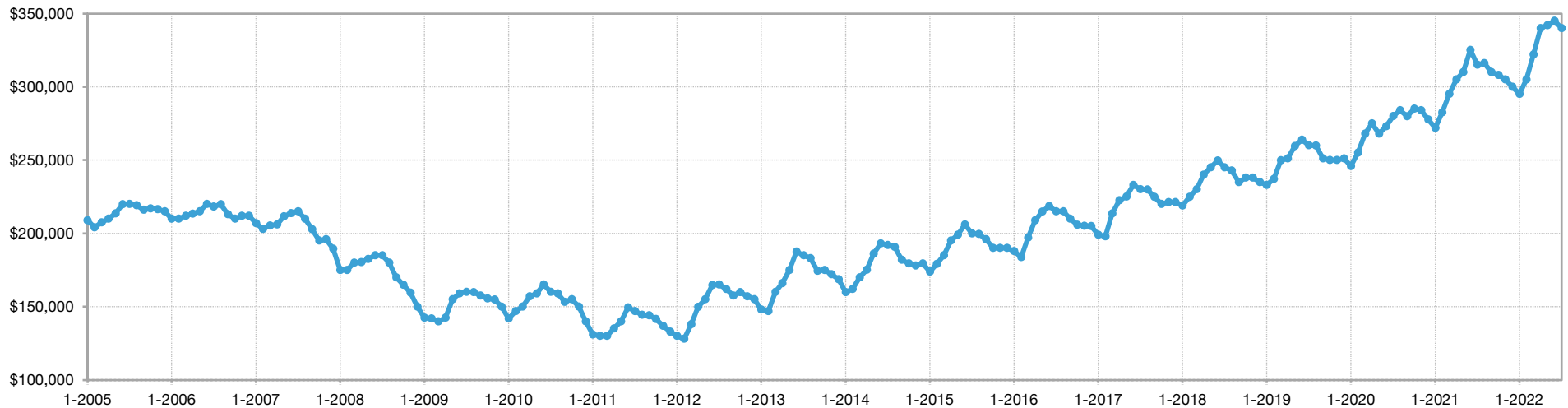


Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2021	\$316,000	\$284,000	+11.3%
September 2021	\$310,000	\$279,900	+10.8%
October 2021	\$308,000	\$285,000	+8.1%
November 2021	\$304,900	\$284,000	+7.4%
December 2021	\$300,000	\$277,750	+8.0%
January 2022	\$295,000	\$272,000	+8.5%
February 2022	\$305,000	\$282,500	+8.0%
March 2022	\$322,000	\$295,000	+9.2%
April 2022	\$340,000	\$305,000	+11.5%
May 2022	\$342,000	\$310,000	+10.3%
June 2022	\$345,000	\$325,000	+6.2%
July 2022	\$339,900	\$315,000	+7.9%
12-Month Avg	\$318,983	\$292,929	+8.9%

Historical Median Sales Price by Month

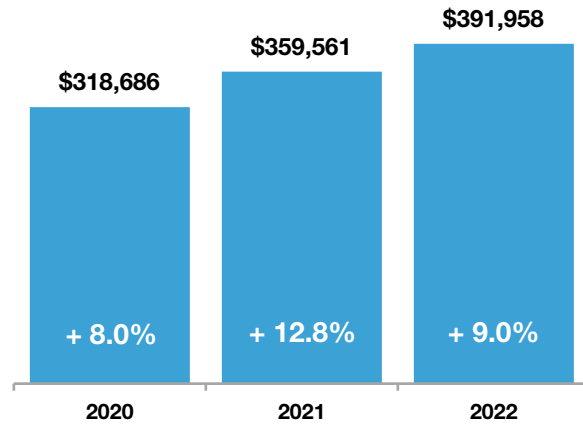


Average Sales Price

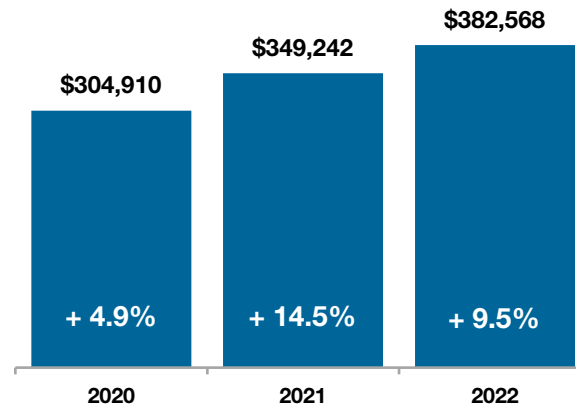
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

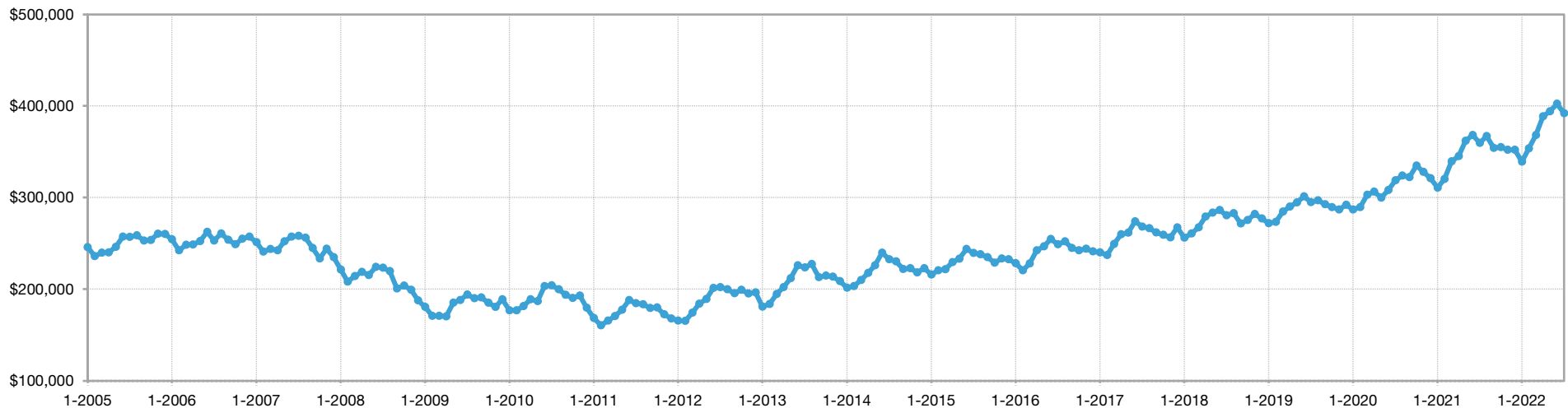


Year to Date



	Average Sales Price	Prior Year	Percent Change
August 2021	\$366,940	\$323,925	+13.3%
September 2021	\$354,134	\$322,181	+9.9%
October 2021	\$355,049	\$334,752	+6.1%
November 2021	\$352,011	\$327,894	+7.4%
December 2021	\$351,954	\$321,052	+9.6%
January 2022	\$339,295	\$310,662	+9.2%
February 2022	\$353,468	\$320,234	+10.4%
March 2022	\$368,263	\$339,551	+8.5%
April 2022	\$388,673	\$345,056	+12.6%
May 2022	\$394,034	\$361,816	+8.9%
June 2022	\$402,235	\$368,255	+9.2%
July 2022	\$391,958	\$359,561	+9.0%
12-Month Avg	\$368,168	\$336,245	+9.5%

Historical Average Sales Price by Month

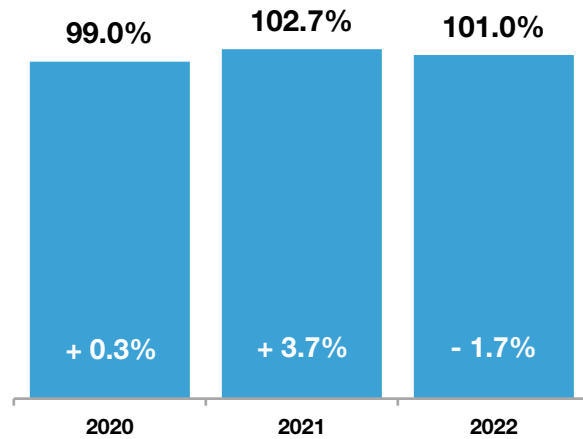


Percent of Original List Price Received

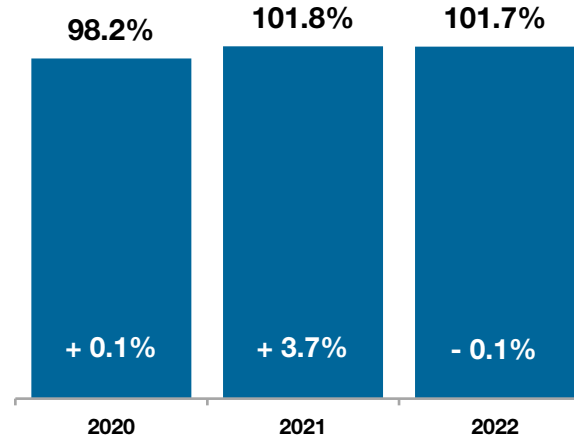


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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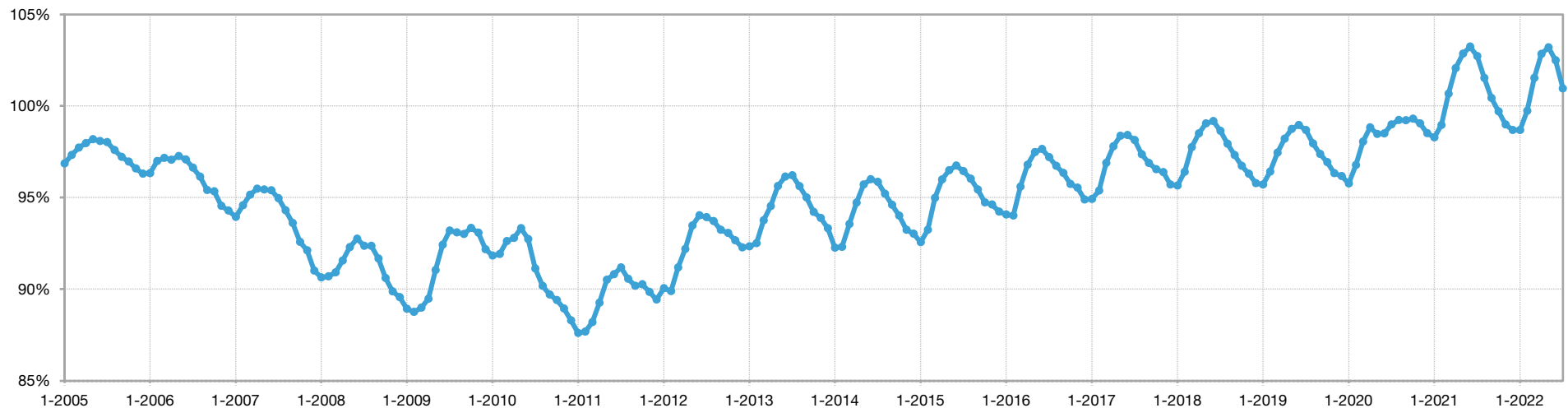


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
August 2021	101.5%	99.2%	+2.3%
September 2021	100.4%	99.2%	+1.2%
October 2021	99.7%	99.3%	+0.4%
November 2021	99.0%	99.0%	0.0%
December 2021	98.7%	98.5%	+0.2%
January 2022	98.7%	98.3%	+0.4%
February 2022	99.7%	99.0%	+0.7%
March 2022	101.5%	100.7%	+0.8%
April 2022	102.8%	102.1%	+0.7%
May 2022	103.2%	102.9%	+0.3%
June 2022	102.5%	103.2%	-0.7%
July 2022	101.0%	102.7%	-1.7%
12-Month Avg	100.7%	100.3%	+0.4%

Historical Percent of Original List Price Received by Month

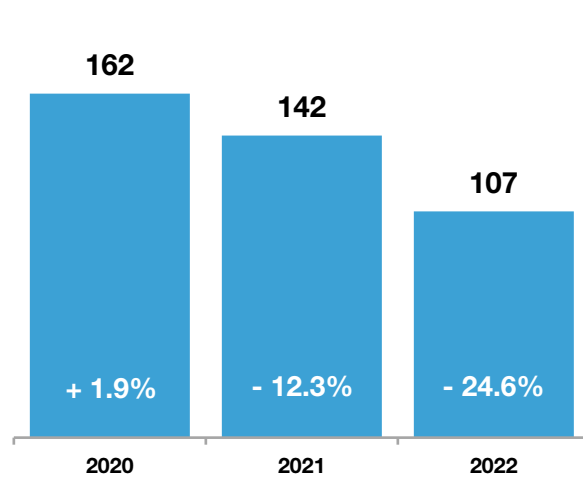


Housing Affordability Index

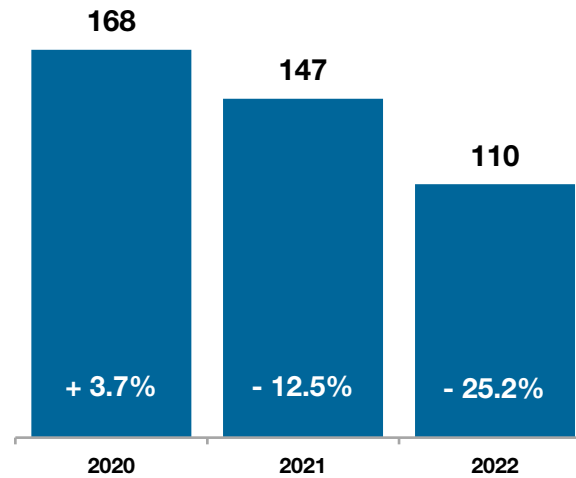


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July



Year to Date



	Affordability Index	Prior Year	Percent Change
August 2021	142	161	-11.8%
September 2021	144	163	-11.7%
October 2021	145	162	-10.5%
November 2021	150	163	-8.0%
December 2021	145	167	-13.2%
January 2022	143	169	-15.4%
February 2022	136	155	-12.3%
March 2022	118	148	-20.3%
April 2022	104	147	-29.3%
May 2022	105	144	-27.1%
June 2022	100	137	-27.0%
July 2022	107	142	-24.6%
12-Month Avg	128	155	-17.4%

Historical Housing Affordability Index by Month

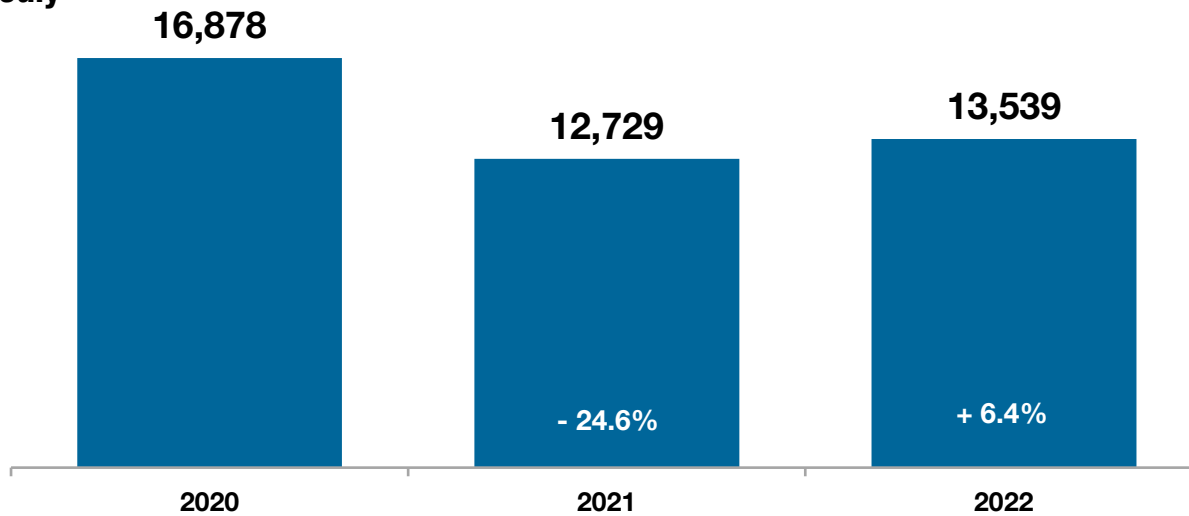


Inventory of Homes for Sale

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

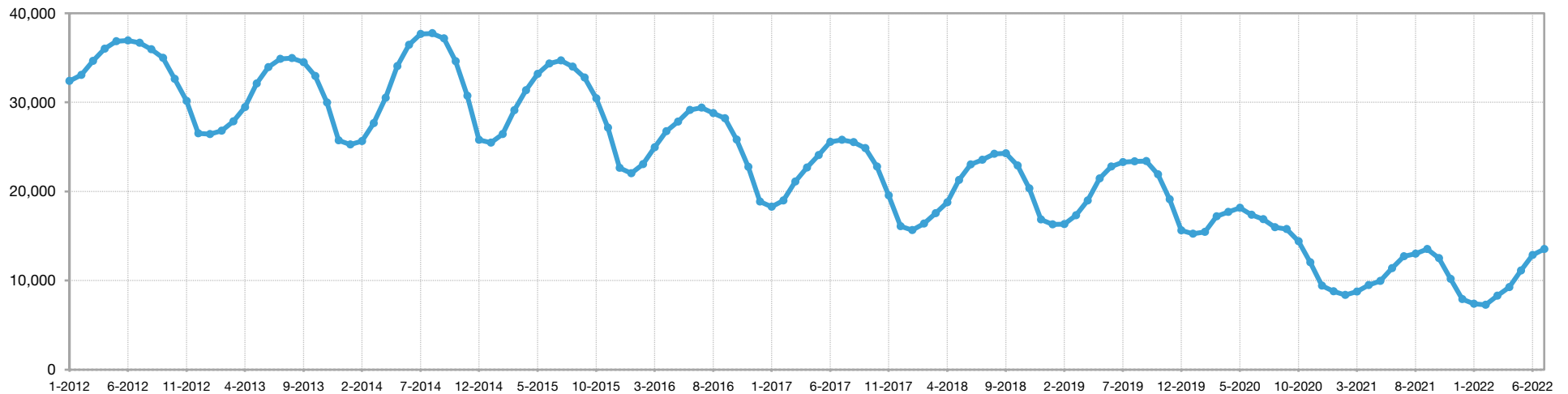


July



Homes for Sale		Prior Year	Percent Change
August 2021	12,997	15,967	-18.6%
September 2021	13,529	15,775	-14.2%
October 2021	12,514	14,399	-13.1%
November 2021	10,189	12,042	-15.4%
December 2021	7,918	9,439	-16.1%
January 2022	7,383	8,785	-16.0%
February 2022	7,287	8,374	-13.0%
March 2022	8,283	8,754	-5.4%
April 2022	9,263	9,488	-2.4%
May 2022	11,111	9,942	+11.8%
June 2022	12,863	11,364	+13.2%
July 2022	13,539	12,729	+6.4%

Historical Inventory of Homes for Sale by Month



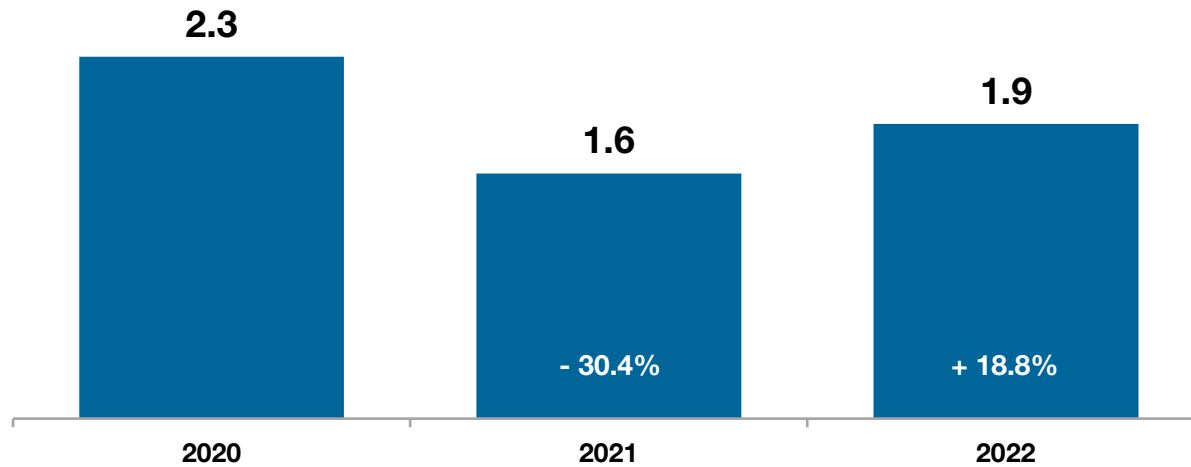
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

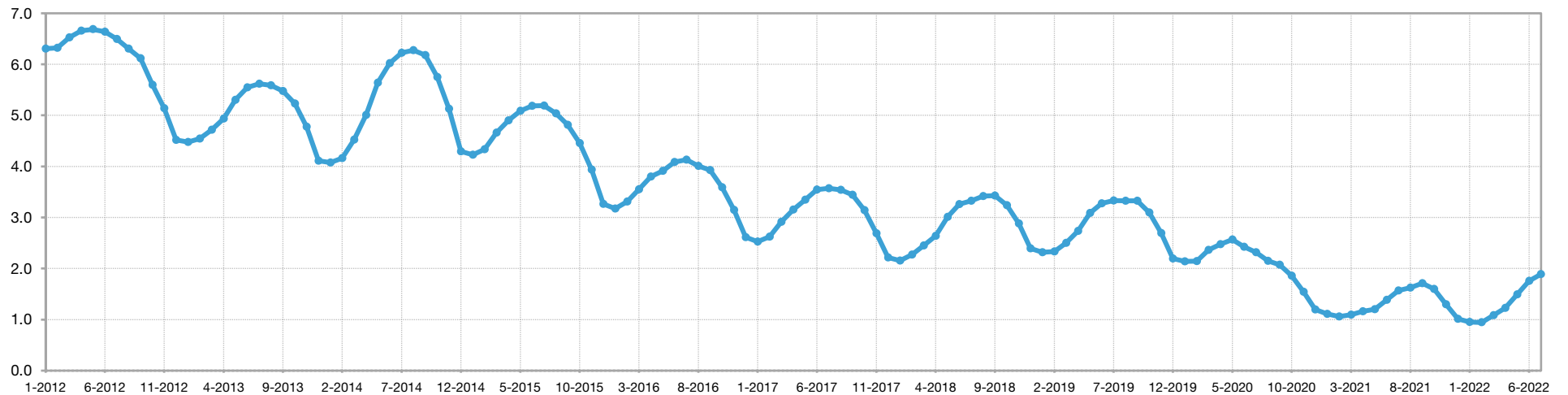


July



Months Supply		Prior Year	Percent Change
August 2021	1.6	2.2	-27.3%
September 2021	1.7	2.1	-19.0%
October 2021	1.6	1.9	-15.8%
November 2021	1.3	1.5	-13.3%
December 2021	1.0	1.2	-16.7%
January 2022	1.0	1.1	-9.1%
February 2022	0.9	1.1	-18.2%
March 2022	1.1	1.1	0.0%
April 2022	1.2	1.2	0.0%
May 2022	1.5	1.2	+25.0%
June 2022	1.8	1.4	+28.6%
July 2022	1.9	1.6	+18.8%

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.