

Monthly Indicators



October 2022

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

Activity Snapshot

- 30.7% **+ 3.8%** **- 19.1%**

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	10-2021	10-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		8,506	6,883	- 19.1%	96,125	87,511	- 9.0%
Pending Sales		8,074	5,373	- 33.5%	82,233	68,215	- 17.0%
Closed Sales		8,855	6,137	- 30.7%	79,182	67,944	- 14.2%
Days on Market		30	36	+ 20.0%	31	31	0.0%
Median Sales Price		\$308,250	\$320,000	+ 3.8%	\$308,700	\$330,000	+ 6.9%
Avg. Sales Price		\$355,082	\$374,990	+ 5.6%	\$352,681	\$381,727	+ 8.2%
Pct. of Orig. Price Received		99.7%	97.5%	- 2.2%	101.3%	100.6%	- 0.7%
Affordability Index		144	98	- 31.9%	144	95	- 34.0%
Homes for Sale*		12,538	13,231	+ 5.5%	--	--	--
Months Supply*		1.6	2.0	+ 25.0%	--	--	--

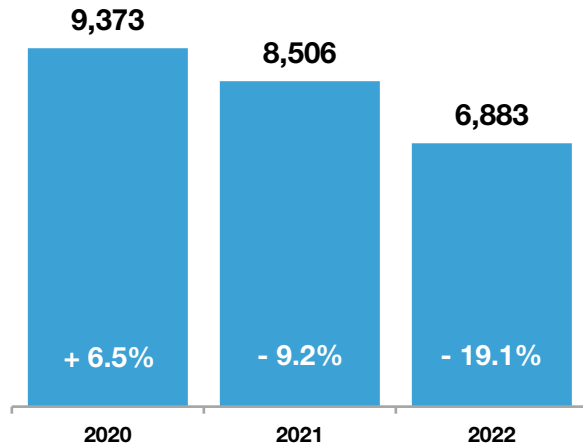
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

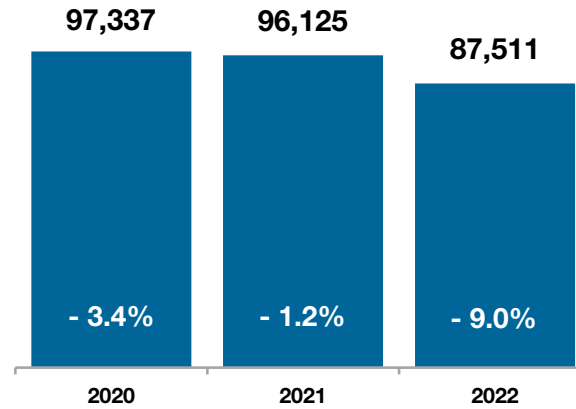
A count of the properties that have been newly listed on the market in a given month.



October

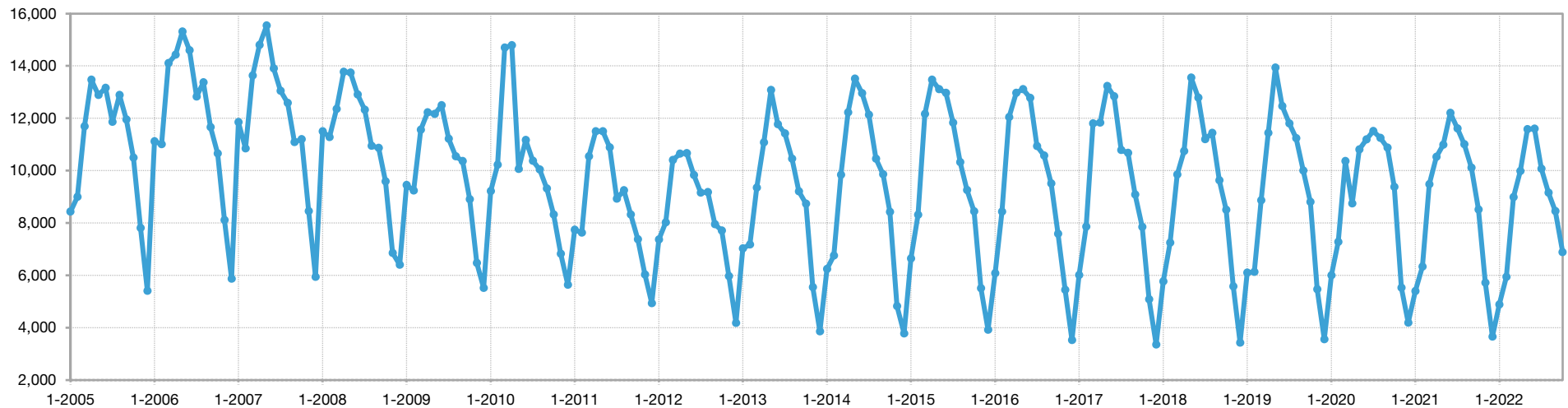


Year to Date



	New Listings	Prior Year	Percent Change
November 2021	5,710	5,520	+3.4%
December 2021	3,657	4,182	-12.6%
January 2022	4,885	5,392	-9.4%
February 2022	5,937	6,331	-6.2%
March 2022	8,981	9,477	-5.2%
April 2022	9,980	10,517	-5.1%
May 2022	11,573	10,987	+5.3%
June 2022	11,596	12,199	-4.9%
July 2022	10,071	11,608	-13.2%
August 2022	9,154	11,004	-16.8%
September 2022	8,451	10,104	-16.4%
October 2022	6,883	8,506	-19.1%
12-Month Avg	8,073	8,819	-8.5%

Historical New Listings by Month

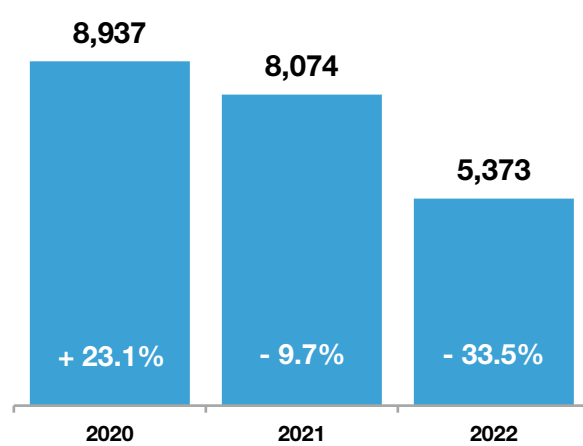


Pending Sales

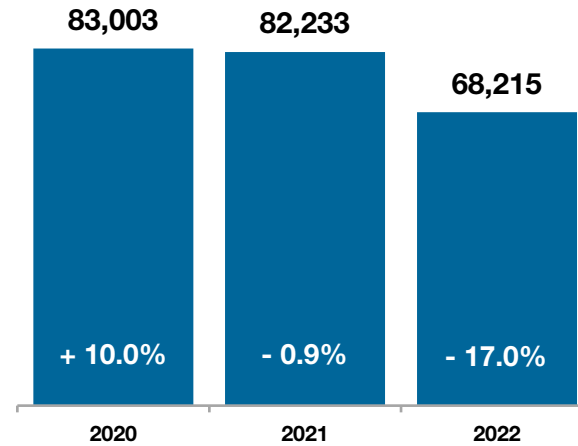
A count of the properties on which offers have been accepted in a given month.



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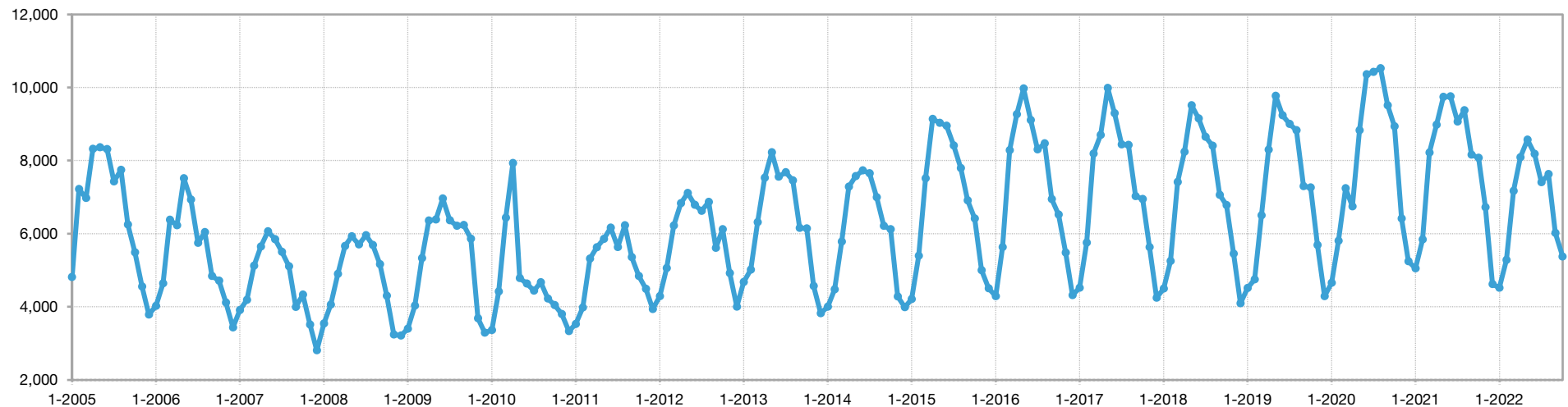


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2021	6,720	6,411	+4.8%
December 2021	4,617	5,244	-12.0%
January 2022	4,516	5,046	-10.5%
February 2022	5,277	5,836	-9.6%
March 2022	7,169	8,215	-12.7%
April 2022	8,090	8,975	-9.9%
May 2022	8,568	9,737	-12.0%
June 2022	8,177	9,751	-16.1%
July 2022	7,405	9,064	-18.3%
August 2022	7,625	9,374	-18.7%
September 2022	6,015	8,161	-26.3%
October 2022	5,373	8,074	-33.5%
12-Month Avg	6,629	7,824	-15.3%

Historical Pending Sales by Month

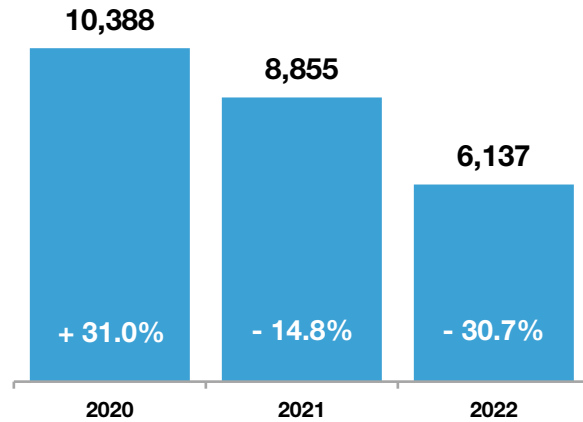


Closed Sales

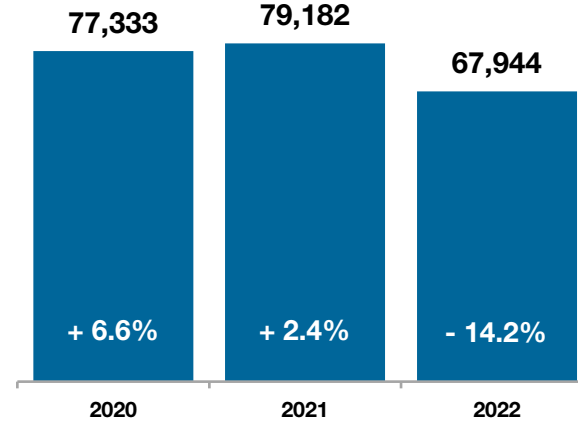
A count of the actual sales that closed in a given month.



October

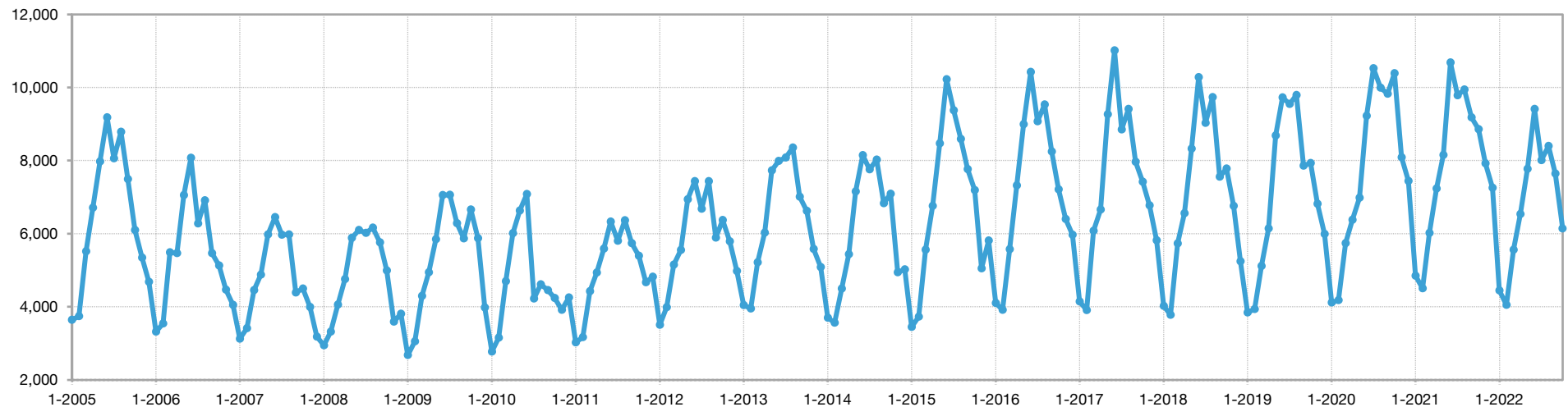


Year to Date



	Closed Sales	Prior Year	Percent Change
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	4,047	4,502	-10.1%
March 2022	5,555	6,016	-7.7%
April 2022	6,538	7,234	-9.6%
May 2022	7,771	8,152	-4.7%
June 2022	9,409	10,677	-11.9%
July 2022	8,007	9,784	-18.2%
August 2022	8,395	9,941	-15.6%
September 2022	7,642	9,175	-16.7%
October 2022	6,137	8,855	-30.7%
12-Month Avg	6,927	7,892	-12.2%

Historical Closed Sales by Month

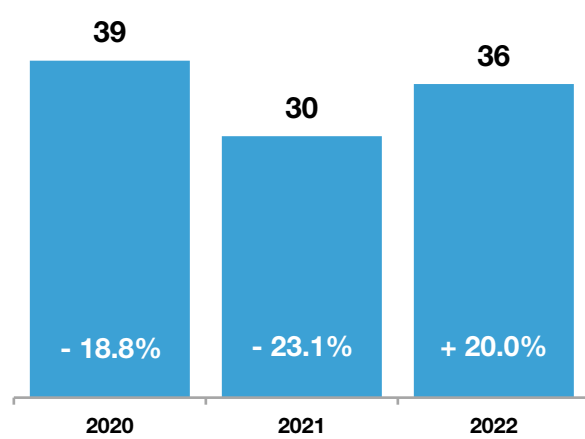


Days on Market Until Sale

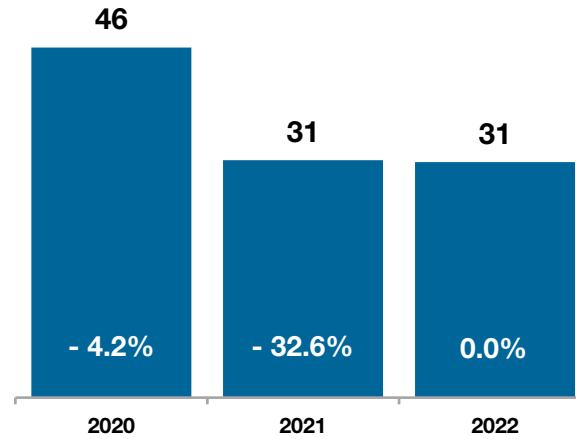
Average number of days between when a property is listed and when an offer is accepted in a given month.



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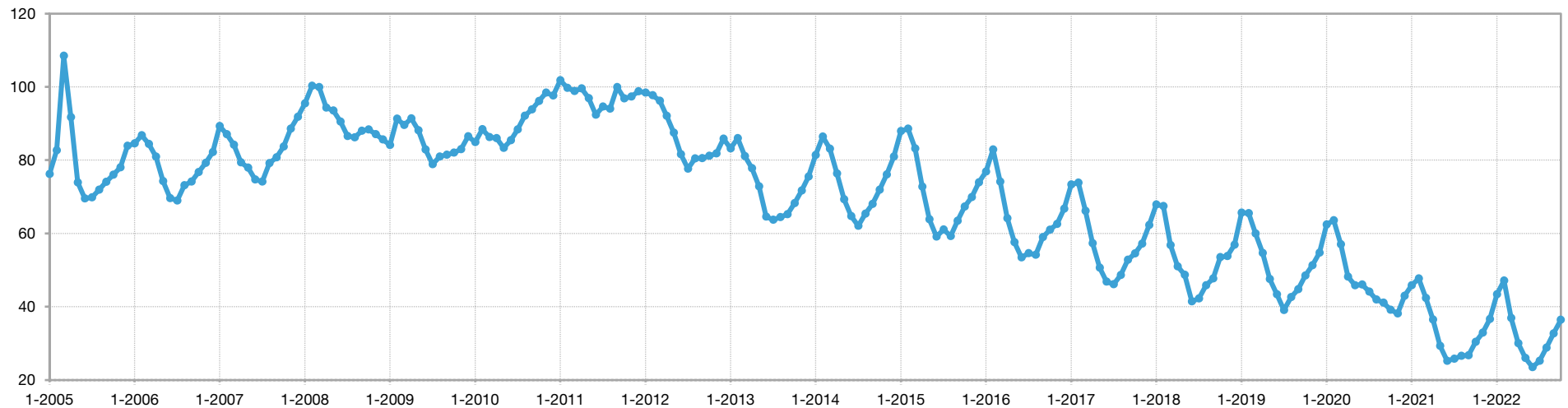


Year to Date



Days on Market		Prior Year	Percent Change
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	24	25	-4.0%
July 2022	25	26	-3.8%
August 2022	29	27	+7.4%
September 2022	33	27	+22.2%
October 2022	36	30	+20.0%
12-Month Avg	33	35	-5.7%

Historical Days on Market Until Sale by Month

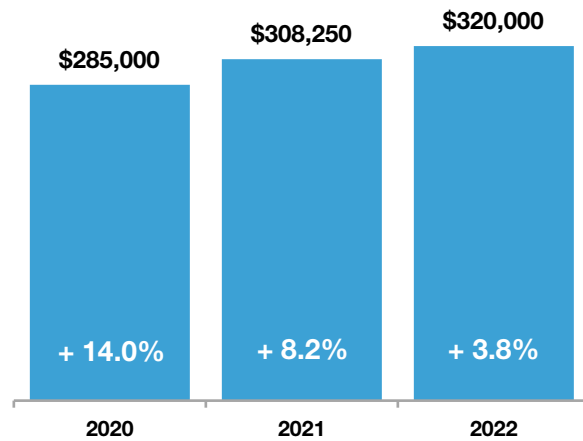


Median Sales Price

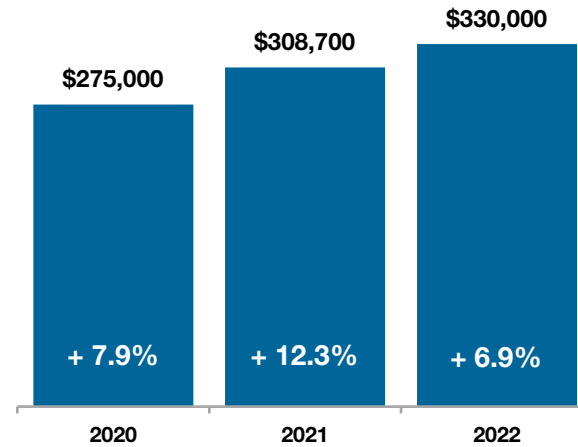
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
August 2022	\$331,000	\$316,000	+4.7%
September 2022	\$325,000	\$310,000	+4.8%
October 2022	\$320,000	\$308,250	+3.8%
12-Month Avg	\$322,483	\$300,042	+7.5%

Historical Median Sales Price by Month

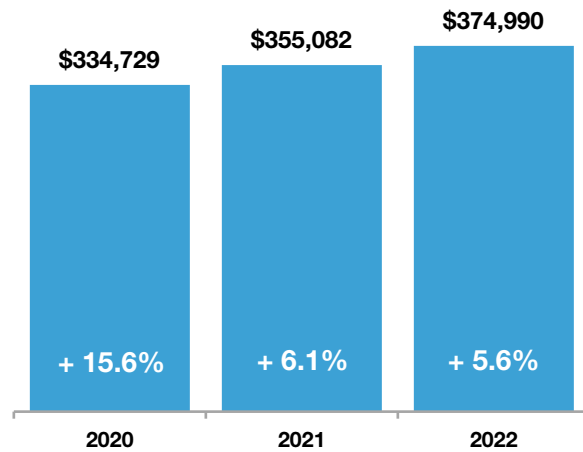


Average Sales Price

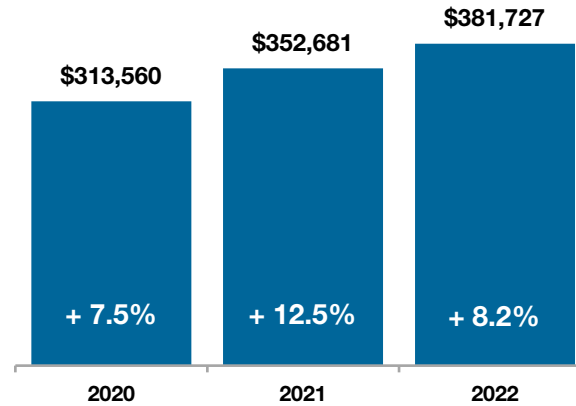
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

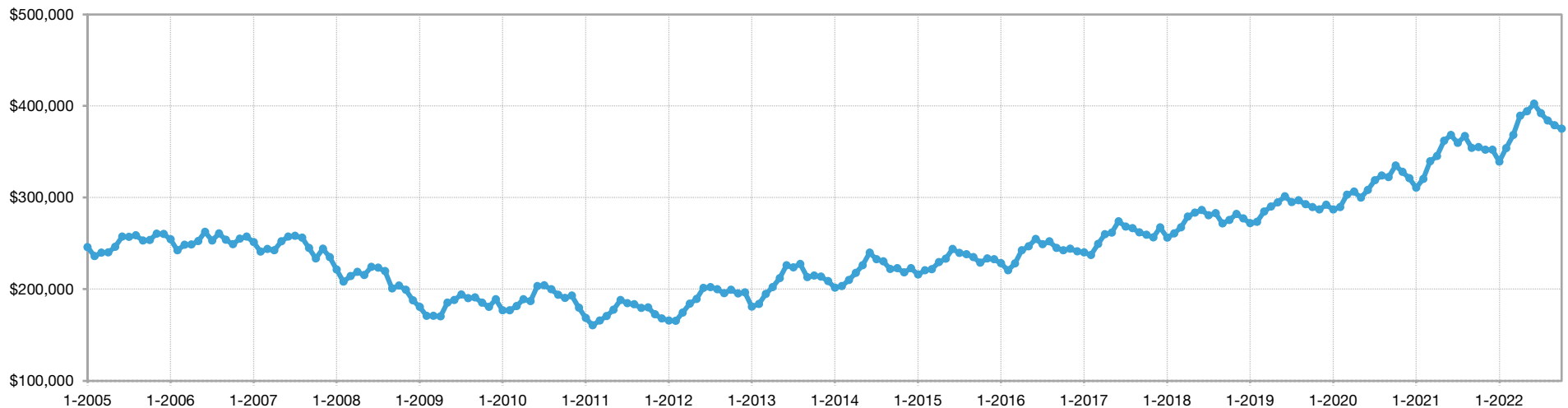


Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$353,665	\$320,234	+10.4%
March 2022	\$368,221	\$339,551	+8.4%
April 2022	\$389,065	\$345,092	+12.7%
May 2022	\$394,157	\$361,816	+8.9%
June 2022	\$402,229	\$368,238	+9.2%
July 2022	\$392,025	\$359,556	+9.0%
August 2022	\$383,932	\$366,919	+4.6%
September 2022	\$378,924	\$354,136	+7.0%
October 2022	\$374,990	\$355,082	+5.6%
12-Month Avg	\$373,372	\$344,186	+8.5%

Historical Average Sales Price by Month

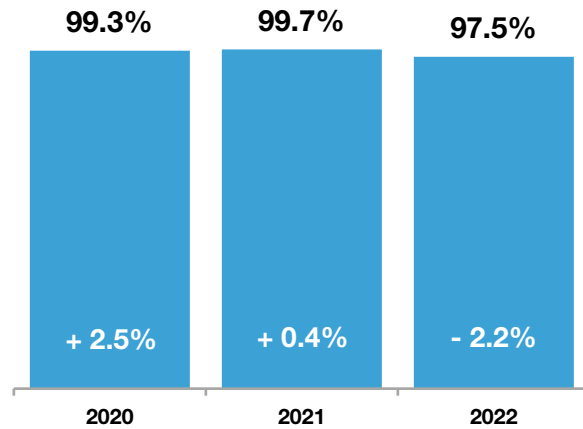


Percent of Original List Price Received

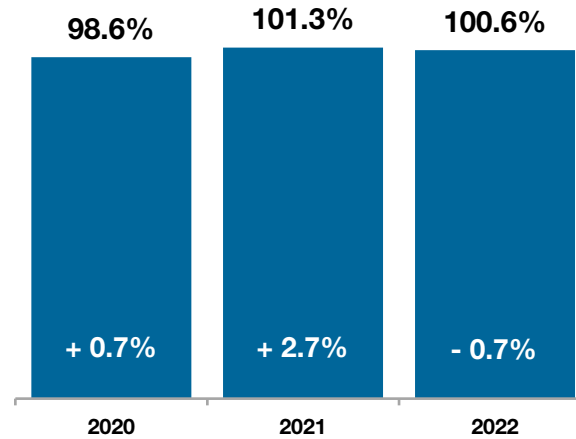


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October

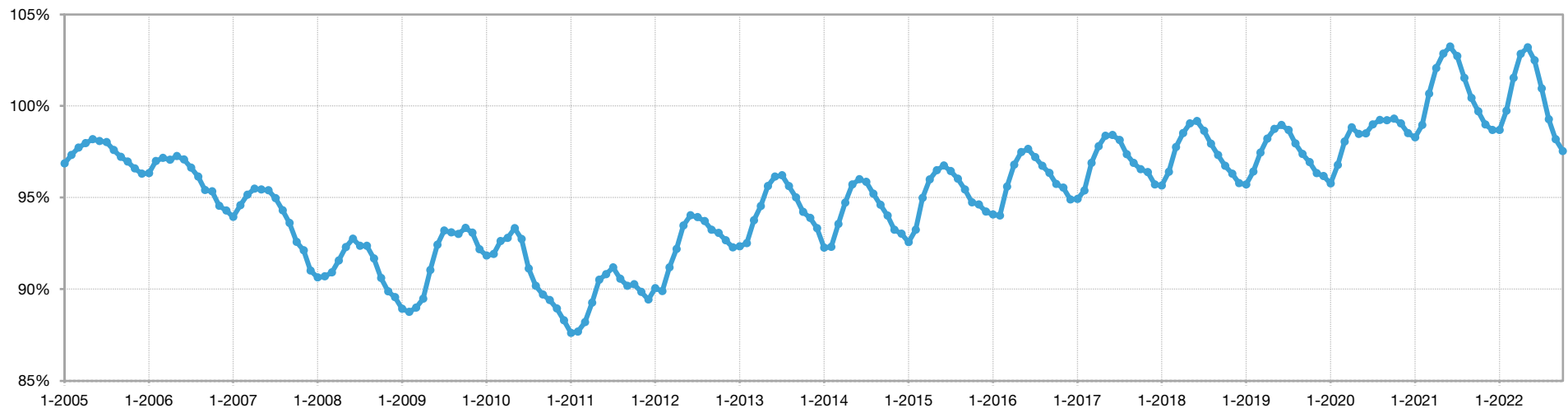


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
August 2022	99.3%	101.5%	-2.2%
September 2022	98.2%	100.4%	-2.2%
October 2022	97.5%	99.7%	-2.2%
12-Month Avg	100.2%	100.7%	-0.5%

Historical Percent of Original List Price Received by Month

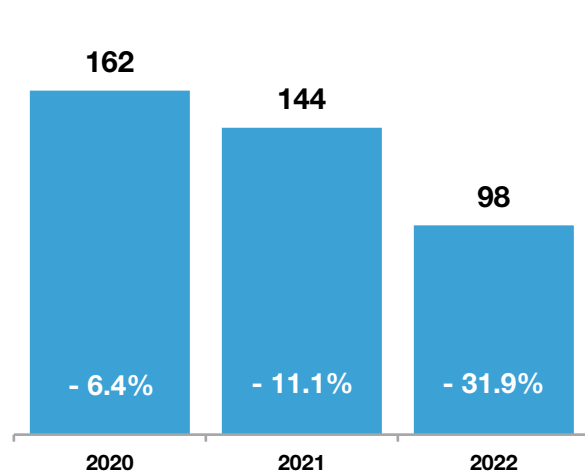


Housing Affordability Index

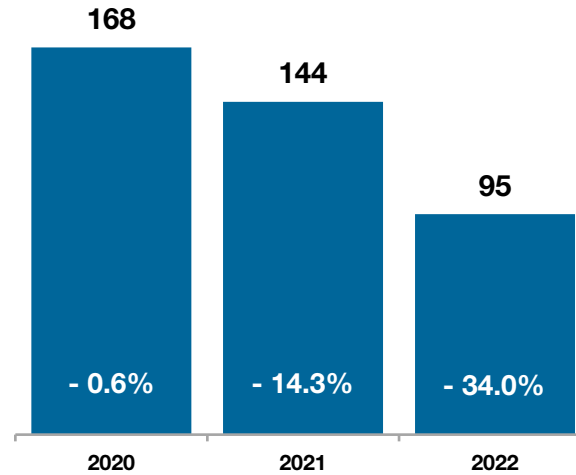


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

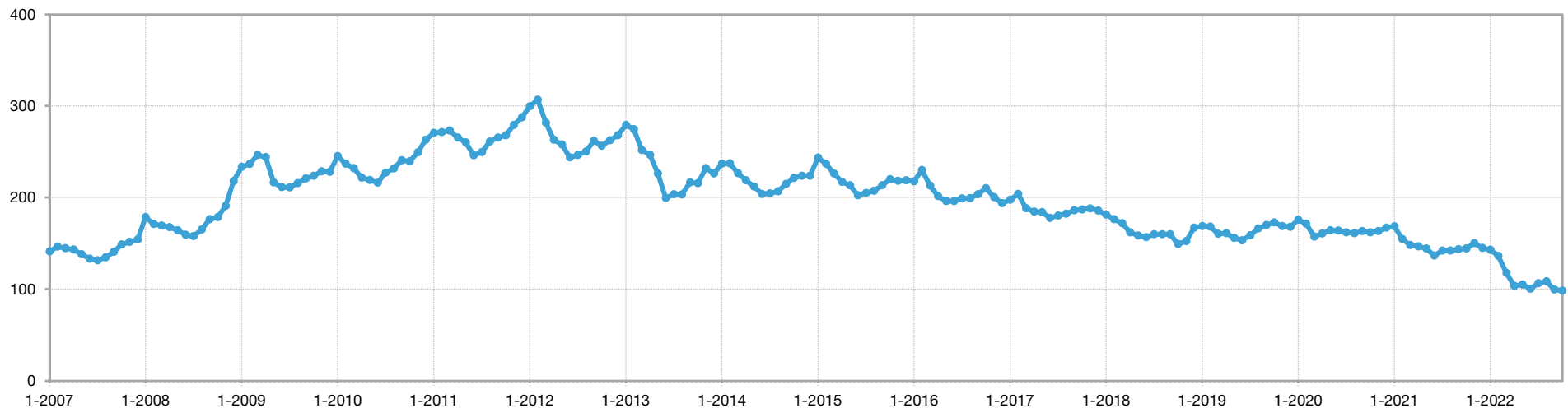


Year to Date



Affordability Index		Prior Year	Percent Change
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%
August 2022	108	142	-23.9%
September 2022	99	144	-31.3%
October 2022	98	144	-31.9%
12-Month Avg	118	150	-21.3%

Historical Housing Affordability Index by Month

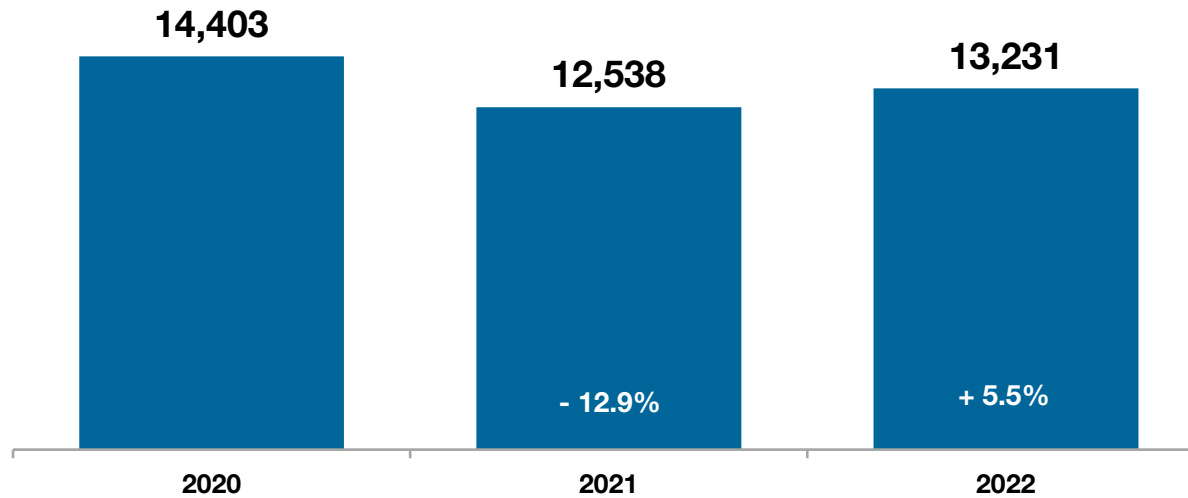


Inventory of Homes for Sale

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

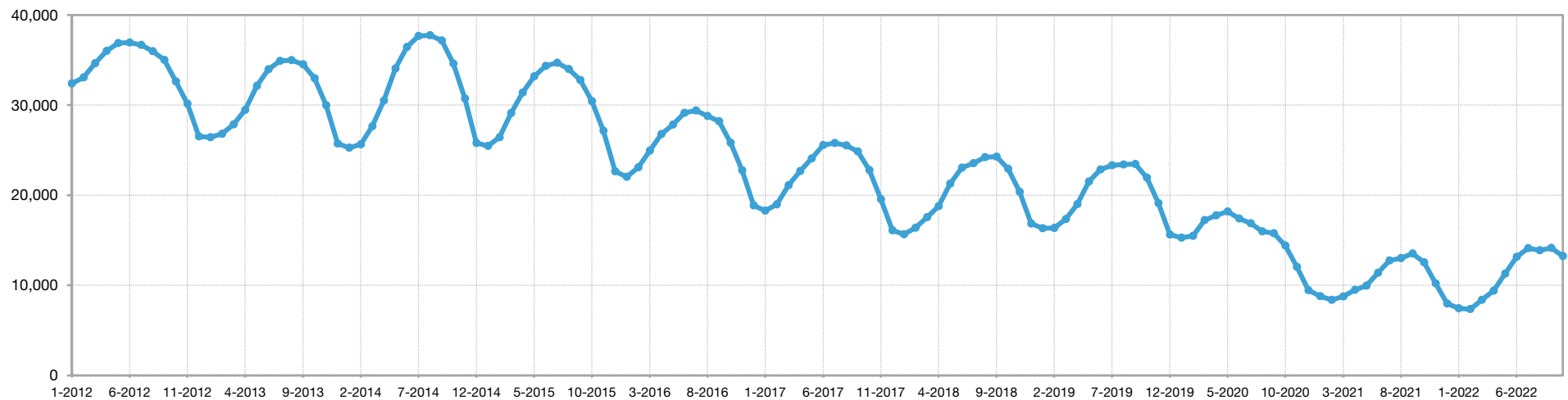


October



	Homes for Sale	Prior Year	Percent Change
November 2021	10,225	12,046	-15.1%
December 2021	7,962	9,443	-15.7%
January 2022	7,441	8,788	-15.3%
February 2022	7,354	8,377	-12.2%
March 2022	8,378	8,758	-4.3%
April 2022	9,387	9,493	-1.1%
May 2022	11,299	9,953	+13.5%
June 2022	13,165	11,369	+15.8%
July 2022	14,112	12,736	+10.8%
August 2022	13,879	13,006	+6.7%
September 2022	14,150	13,545	+4.5%
October 2022	13,231	12,538	+5.5%

Historical Inventory of Homes for Sale by Month



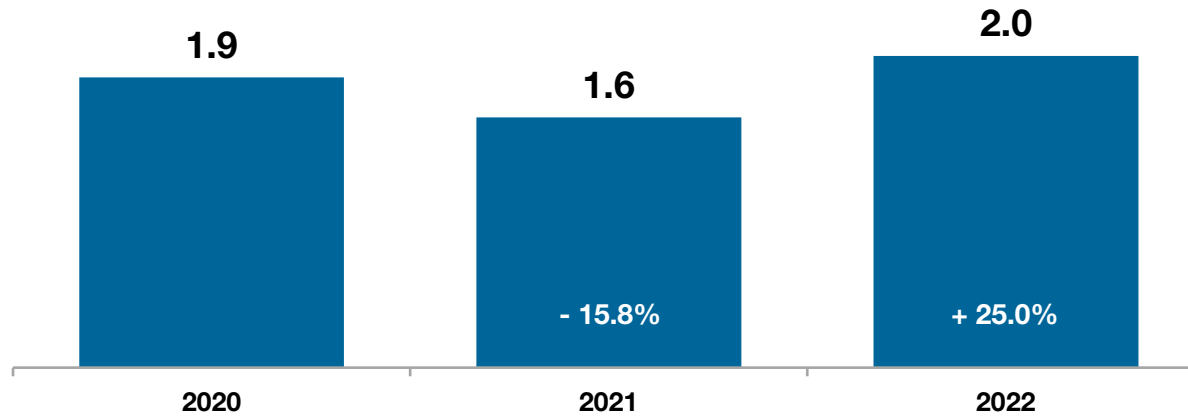
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

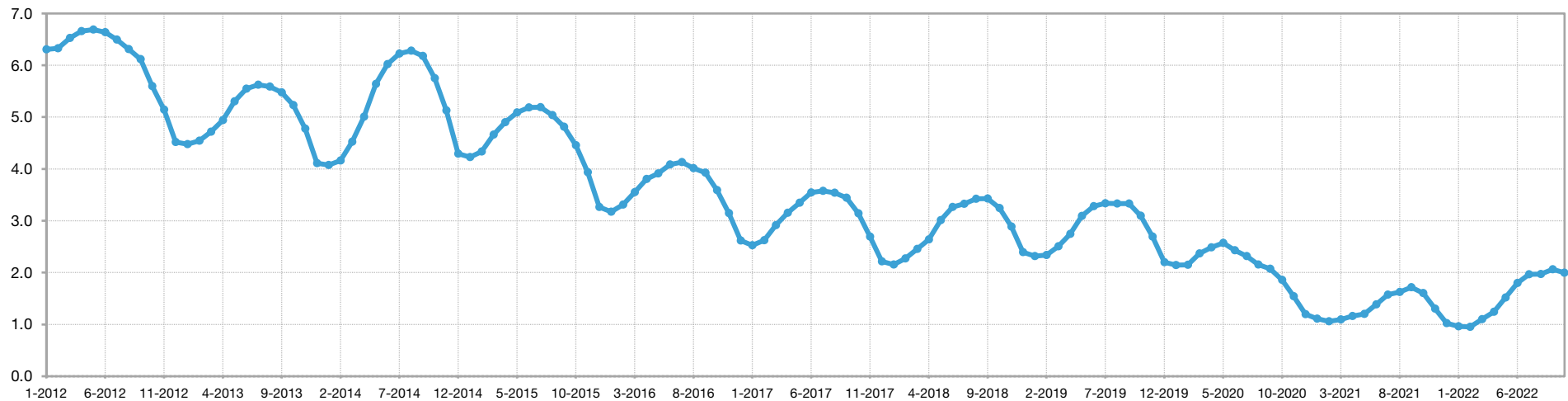


October



Months Supply		Prior Year	Percent Change
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	1.0	1.1	-9.1%
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	2.0	1.6	+25.0%
August 2022	2.0	1.6	+25.0%
September 2022	2.1	1.7	+23.5%
October 2022	2.0	1.6	+25.0%

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.