



## August 2018 Residential Sales

Date: September 12, 2018

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **August 1 through August 31, 2018**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

### Quick Facts

<b>+2.5%</b>	<b>+3.5%</b>	<b>+ 8.4%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

*This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.*

Rising home prices, higher interest rates, and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in middle to high-middle price ranges.

New Listings increased 14.9 percent for Single Family homes and 53.3 percent for Townhouse-Condo homes. Pending Sales increased 12.6 percent for Single Family homes and 17.3 percent for Townhouse-Condo homes. Inventory increased 8.4 percent for Single Family homes and 8.5 percent for Townhouse-Condo homes.

#### Months' Supply of Inventory Increases



**Month's Supply of Inventory increased** 2.8 percent for Single Family homes but 2.6 percent for Townhouse-Condo homes.

#### Median Sales Price Increases



**Median Sales Price increased** 4.5 percent to \$172,500 for Single Family homes and 15.2 percent to \$121,750 for Townhouse-Condo homes.

#### Average Days on Market Decreases



**Days on Market decreased** 13.5 percent for Single Family homes but increased 2.8 percent for Townhouse-Condo homes.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.



Below you will find copies of the MLS Statistical Reports for

**August 2018**

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Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **August 2018** as compared to **July 2018** and **August 2017**. These statistics are supplied by MLSOK, Inc.

Should you have any questions, please email [mlstechsupport@okcmar.org](mailto:mlstechsupport@okcmar.org).

	<b>August 2018</b>	<b>July 2018</b>	<b>August 2017</b>
<b>TOTAL CLOSED</b>	2382	2366	2211
<b>TOTAL \$ VOLUME</b>	\$ 482,478,236	\$ 490,087,893	\$ 429,157,114
<b>AVERAGE PRICE</b>	\$ 202,552	\$ 207,138	\$ 194,101
<b>MEDIAN PRICE</b>	\$ 169,900	\$ 174,108	\$ 163,800
<b>% SELLING PRICE TO LIST PRICE</b>	97 %	97 %	98 %
<b>DAYS ON MARKET</b>	45	43	52
<b>NUMBER OF LISTINGS</b>	7455	7660	8325

<b>TOTAL CLOSED</b>	2382
<b>TOTAL \$ VOLUME</b>	\$ 482,478,236
<b>AVERAGE SELLING PRICE</b>	\$ 202,552
<b>% SELLING PRICE TO LIST PRICE</b>	97 %
<b>MEDIAN PRICE</b>	\$ 169,900
<b>AVERAGE DAYS ON MARKET</b>	45
<b># OF ACTIVE LISTINGS CURRENTLY</b>	7455
<b>TOTAL UNDER CONTRACT (Pending)</b>	1645
<b>AVERAGE VALUE (Pending)</b>	\$ 199,697



**RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:**

Condos  
Half Duplexes  
Manufactured Homes  
Patio Homes  
Single Family Homes  
Townhouses

<b>MONTH</b>	<b>TOTAL CLOSED</b>	<b>DOLLAR VOLUME</b>	<b>RESIDENTIAL LISTINGS PROCESSED</b>
January	1317	\$ 248,169,710	2800
February	1493	\$ 275,791,254	2989
March	2099	\$409,345,790	4149
April	2091	\$407,116,732	4155
May	2467	\$491,072,523	4318
June	2412	\$489,195,080	4323
July	2366	\$490,087,893	4156
August	2382	\$482,478,236	4027

## All MLSOK

### Entire MLSOK Market Area

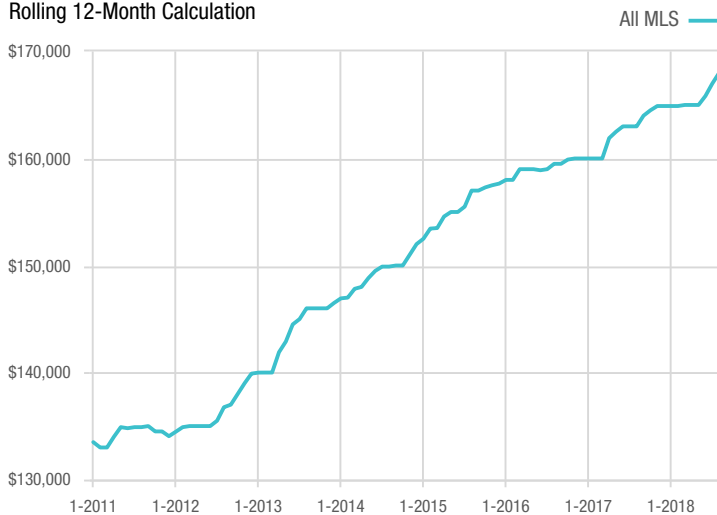
Single Family	August			Year to Date		
	2017	2018	% Change	Thru 8-2017	Thru 8-2018	% Change
<b>Key Metrics</b>						
New Listings	2,530	<b>2,906</b>	+ 14.9%	20,810	<b>22,391</b>	+ 7.6%
Pending Sales	1,990	<b>2,241</b>	+ 12.6%	16,249	<b>17,425</b>	+ 7.2%
Closed Sales	2,198	<b>2,262</b>	+ 2.9%	15,459	<b>16,288</b>	+ 5.4%
Days on Market Until Sale	52	<b>45</b>	- 13.5%	57	<b>53</b>	- 7.0%
Median Sales Price*	\$165,000	<b>\$172,500</b>	+ 4.5%	\$164,999	<b>\$169,900</b>	+ 3.0%
Average Sales Price*	\$195,392	<b>\$205,173</b>	+ 5.0%	\$193,436	<b>\$200,553</b>	+ 3.7%
Percent of List Price Received*	97.5%	<b>97.6%</b>	+ 0.1%	97.7%	<b>97.7%</b>	0.0%
Inventory of Homes for Sale	6,763	<b>7,331</b>	+ 8.4%	—	—	—
Months Supply of Inventory	3.6	<b>3.7</b>	+ 2.8%	—	—	—

Townhouse-Condo	August			Year to Date		
	2017	2018	% Change	Thru 8-2017	Thru 8-2018	% Change
<b>Key Metrics</b>						
New Listings	60	<b>92</b>	+ 53.3%	595	<b>642</b>	+ 7.9%
Pending Sales	52	<b>61</b>	+ 17.3%	448	<b>474</b>	+ 5.8%
Closed Sales	69	<b>62</b>	- 10.1%	431	<b>444</b>	+ 3.0%
Days on Market Until Sale	49	<b>57</b>	+ 16.3%	55	<b>53</b>	- 3.6%
Median Sales Price*	\$105,700	<b>\$121,750</b>	+ 15.2%	\$109,000	<b>\$110,000</b>	+ 0.9%
Average Sales Price*	\$148,920	<b>\$148,860</b>	0.0%	\$131,340	<b>\$135,871</b>	+ 3.4%
Percent of List Price Received*	93.7%	<b>95.4%</b>	+ 1.8%	95.5%	<b>95.9%</b>	+ 0.4%
Inventory of Homes for Sale	200	<b>217</b>	+ 8.5%	—	—	—
Months Supply of Inventory	3.9	<b>4.0</b>	+ 2.6%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

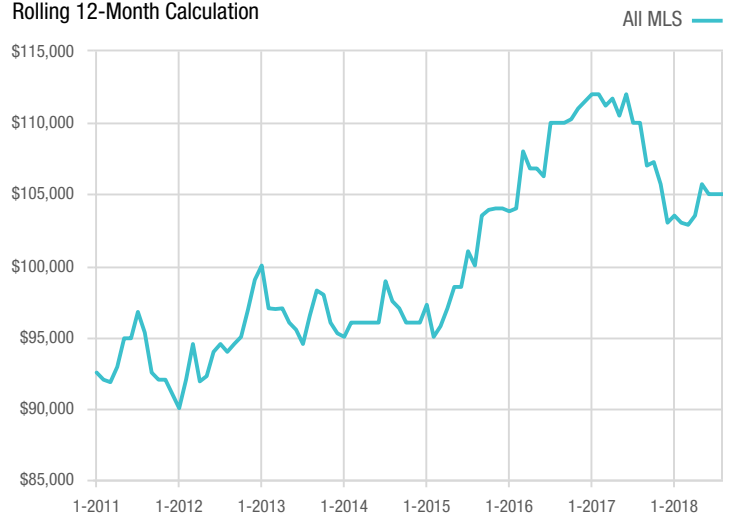
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Monthly Indicators



## August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

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Median Sales Price increased 4.5 percent to \$172,500 for Single Family homes and 15.2 percent to \$121,750 for Townhouse-Condo homes. Days on Market decreased 13.5 percent for Single Family homes but increased 16.3 percent for Townhouse-Condo homes. Months Supply of Inventory increased 2.8 percent for Single Family homes and 2.6 percent for Townhouse-Condo homes.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

## Quick Facts

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Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	8-2017	8-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		2,530	<b>2,906</b>	+ 14.9%	20,810	<b>22,391</b>	+ 7.6%
<b>Pending Sales</b>		1,990	<b>2,241</b>	+ 12.6%	16,249	<b>17,425</b>	+ 7.2%
<b>Closed Sales</b>		2,198	<b>2,262</b>	+ 2.9%	15,459	<b>16,288</b>	+ 5.4%
<b>Days on Market Until Sale</b>		52	<b>45</b>	- 13.5%	57	<b>53</b>	- 7.0%
<b>Median Sales Price</b>		\$165,000	<b>\$172,500</b>	+ 4.5%	\$164,999	<b>\$169,900</b>	+ 3.0%
<b>Average Sales Price</b>		\$195,392	<b>\$205,173</b>	+ 5.0%	\$193,436	<b>\$200,553</b>	+ 3.7%
<b>Percent of List Price Received</b>		97.5%	<b>97.6%</b>	+ 0.1%	97.7%	<b>97.7%</b>	0.0%
<b>Housing Affordability Index</b>		185	<b>166</b>	- 10.3%	185	<b>168</b>	- 9.2%
<b>Inventory of Homes for Sale</b>		6,763	<b>7,331</b>	+ 8.4%	—	—	—
<b>Months Supply of Inventory</b>		3.6	<b>3.7</b>	+ 2.8%	—	—	—

# Townhouse-Condo Market Overview

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



Key Metrics	Historical Sparkbars	8-2017	8-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		60	92	+ 53.3%	595	642	+ 7.9%
<b>Pending Sales</b>		52	61	+ 17.3%	448	474	+ 5.8%
<b>Closed Sales</b>		69	62	- 10.1%	431	444	+ 3.0%
<b>Days on Market Until Sale</b>		49	57	+ 16.3%	55	53	- 3.6%
<b>Median Sales Price</b>		\$105,700	\$121,750	+ 15.2%	\$109,000	\$110,000	+ 0.9%
<b>Average Sales Price</b>		\$148,920	\$148,860	0.0%	\$131,340	\$135,871	+ 3.4%
<b>Percent of List Price Received</b>		93.7%	95.4%	+ 1.8%	95.5%	95.9%	+ 0.4%
<b>Housing Affordability Index</b>		308	247	- 19.8%	299	274	- 8.4%
<b>Inventory of Homes for Sale</b>		200	217	+ 8.5%	—	—	—
<b>Months Supply of Inventory</b>		3.9	4.0	+ 2.6%	—	—	—

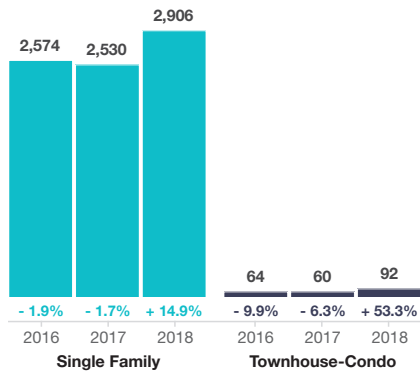


# New Listings

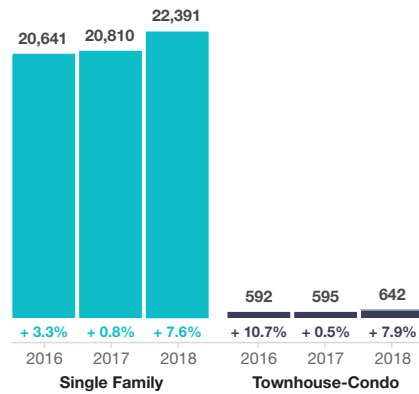
A count of the properties that have been newly listed on the market in a given month.



## August

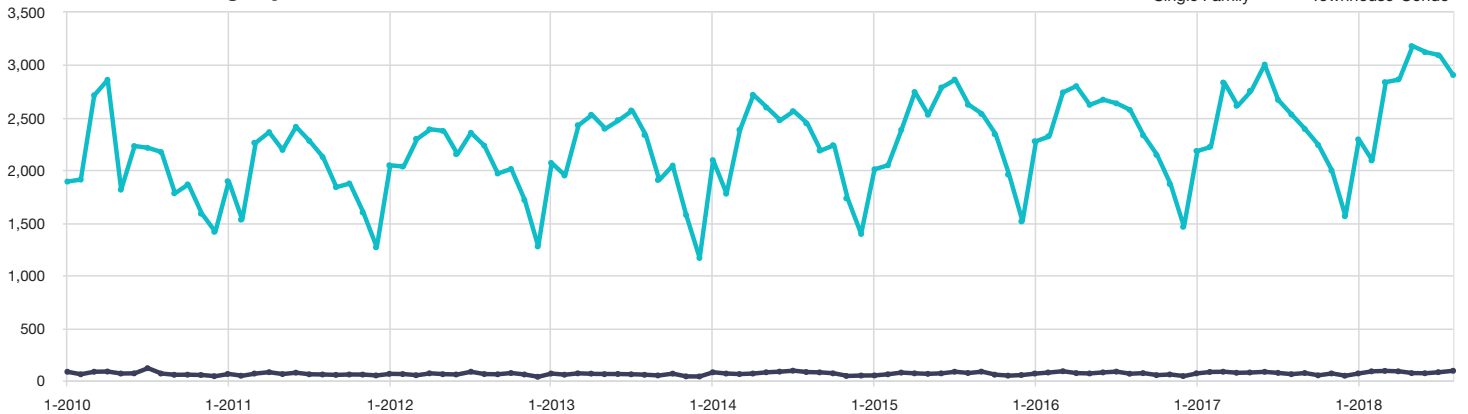


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	2,392	+ 2.6%	71	+ 1.4%
Oct-2017	2,240	+ 4.4%	49	- 3.9%
Nov-2017	1,997	+ 6.9%	67	+ 17.5%
Dec-2017	1,563	+ 6.9%	45	+ 7.1%
Jan-2018	2,293	+ 5.0%	67	- 1.5%
Feb-2018	2,093	- 5.8%	87	+ 7.4%
Mar-2018	2,838	+ 0.1%	91	+ 9.6%
Apr-2018	2,863	+ 9.6%	87	+ 19.2%
May-2018	3,181	+ 15.5%	70	- 7.9%
Jun-2018	3,123	+ 3.9%	69	- 15.9%
Jul-2018	3,094	+ 15.9%	79	+ 9.7%
<b>Aug-2018</b>	<b>2,906</b>	<b>+ 14.9%</b>	<b>92</b>	<b>+ 53.3%</b>
12-Month Avg	2,549	+ 6.9%	73	+ 7.4%

## Historical New Listings by Month

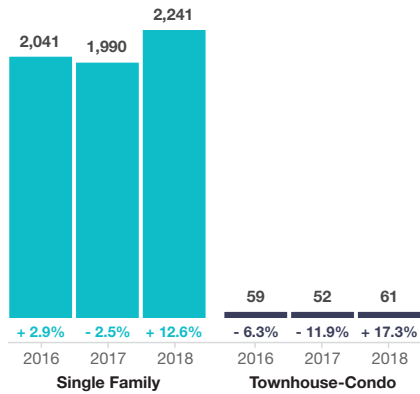


# Pending Sales

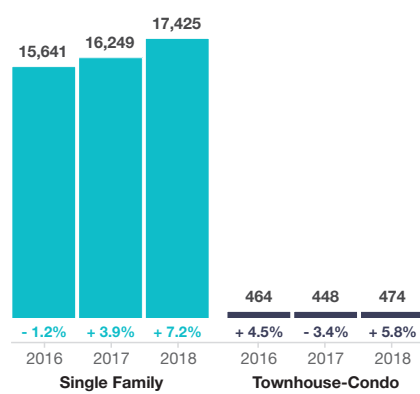
A count of the properties on which offers have been accepted in a given month.



## August

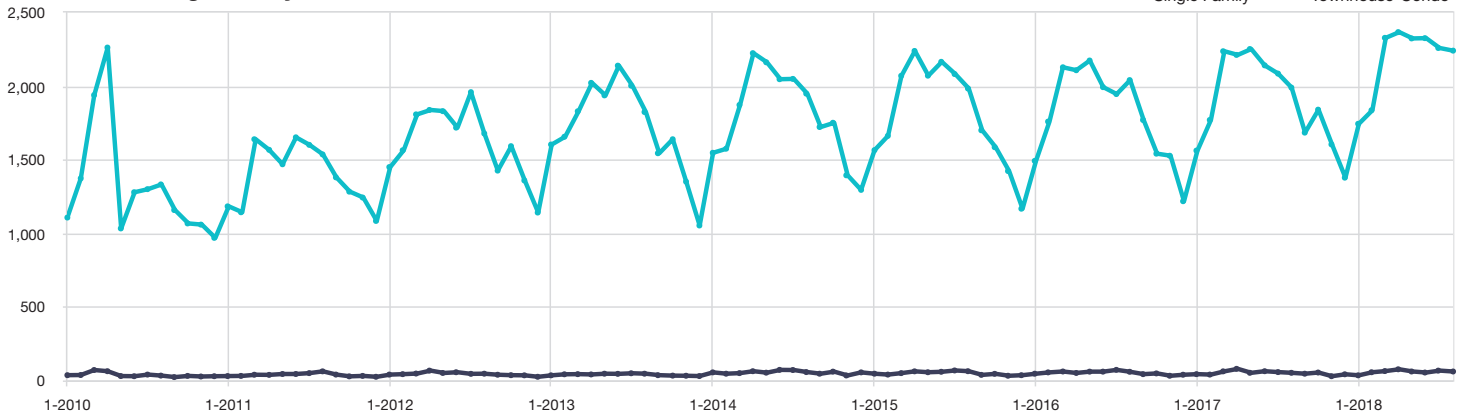


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	1,684	- 4.9%	46	+ 7.0%
Oct-2017	1,840	+ 19.4%	54	+ 12.5%
Nov-2017	1,604	+ 5.0%	29	- 9.4%
Dec-2017	1,378	+ 13.1%	42	+ 7.7%
Jan-2018	1,744	+ 11.7%	35	- 18.6%
Feb-2018	1,836	+ 3.7%	56	+ 40.0%
Mar-2018	2,328	+ 4.1%	64	+ 3.2%
Apr-2018	2,367	+ 7.0%	76	- 3.8%
May-2018	2,324	+ 3.2%	61	+ 17.3%
Jun-2018	2,326	+ 8.6%	54	- 14.3%
Jul-2018	2,259	+ 8.3%	67	+ 17.5%
<b>Aug-2018</b>	<b>2,241</b>	<b>+ 12.6%</b>	<b>61</b>	<b>+ 17.3%</b>
12-Month Avg	1,994	+ 7.3%	54	+ 5.9%

## Historical Pending Sales by Month

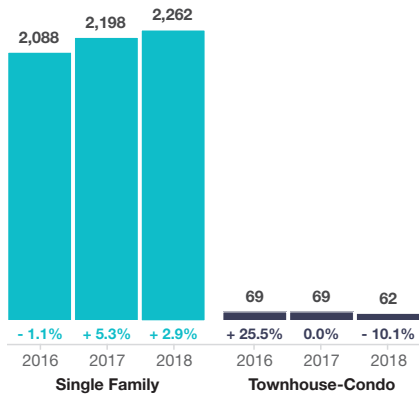


# Closed Sales

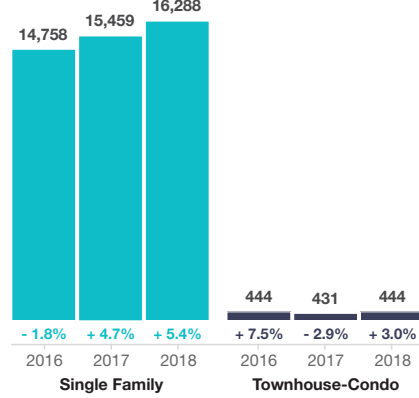
A count of the actual sales that closed in a given month.



## August

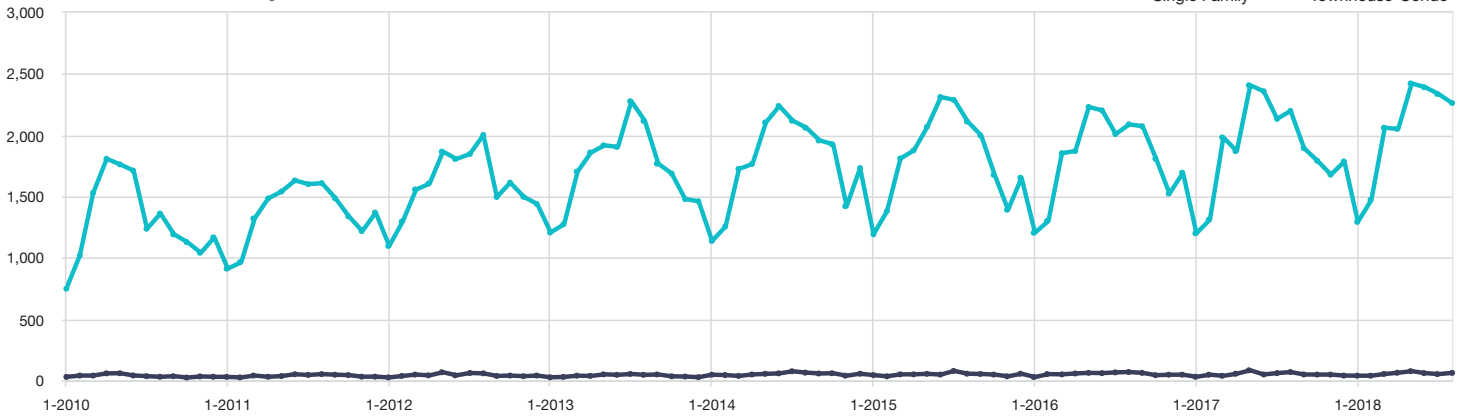


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	1,894	-8.6%	49	-21.0%
Oct-2017	1,791	-0.9%	48	+11.6%
Nov-2017	1,678	+10.1%	48	+2.1%
Dec-2017	1,786	+5.4%	40	-14.9%
Jan-2018	1,293	+7.8%	39	+30.0%
Feb-2018	1,472	+12.3%	39	-17.0%
Mar-2018	2,061	+4.0%	53	+39.5%
Apr-2018	2,051	+9.7%	63	+14.5%
May-2018	2,422	+0.6%	76	-8.4%
Jun-2018	2,391	+1.4%	60	+22.4%
Jul-2018	2,336	+9.5%	52	-13.3%
<b>Aug-2018</b>	<b>2,262</b>	<b>+2.9%</b>	<b>62</b>	<b>-10.1%</b>
12-Month Avg	1,953	+3.9%	52	-1.9%

## Historical Closed Sales by Month

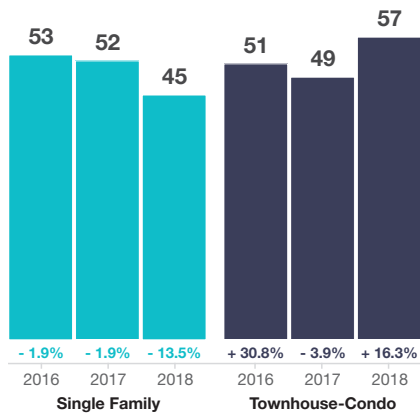


# Days on Market Until Sale

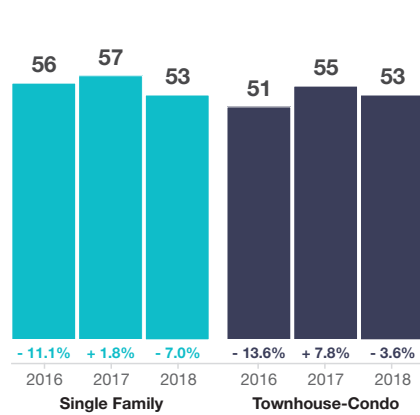
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



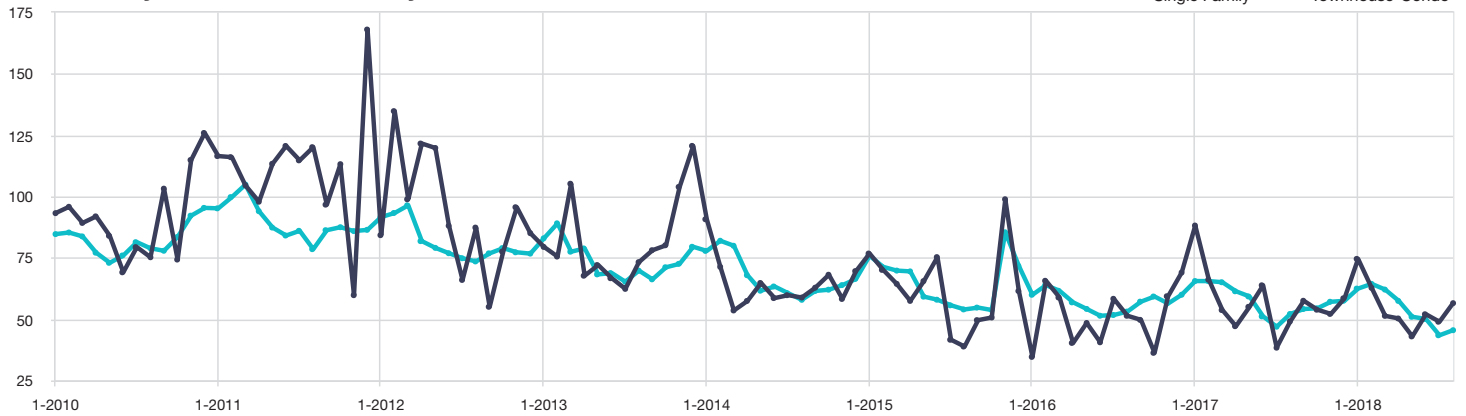
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	54	-5.3%	57	+14.0%
Oct-2017	54	-8.5%	54	+50.0%
Nov-2017	57	+1.8%	52	-11.9%
Dec-2017	57	-5.0%	59	-14.5%
Jan-2018	62	-6.1%	75	-14.8%
Feb-2018	64	-3.0%	63	-4.5%
Mar-2018	62	-4.6%	51	-5.6%
Apr-2018	57	-6.6%	50	+6.4%
May-2018	51	-13.6%	43	-21.8%
Jun-2018	50	-2.0%	52	-18.8%
Jul-2018	43	-8.5%	49	+28.9%
<b>Aug-2018</b>	<b>45</b>	<b>-13.5%</b>	<b>57</b>	<b>+16.3%</b>
12-Month Avg*	54	-6.1%	54	-1.3%

\* Days on Market for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

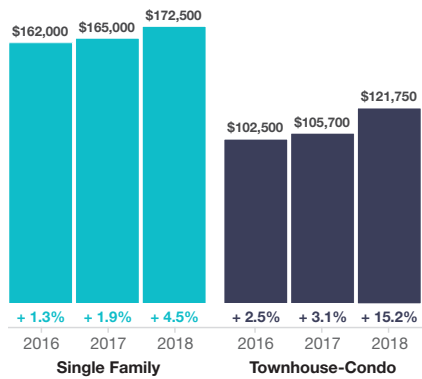


# Median Sales Price

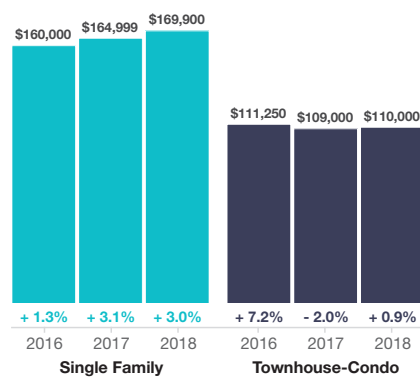
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



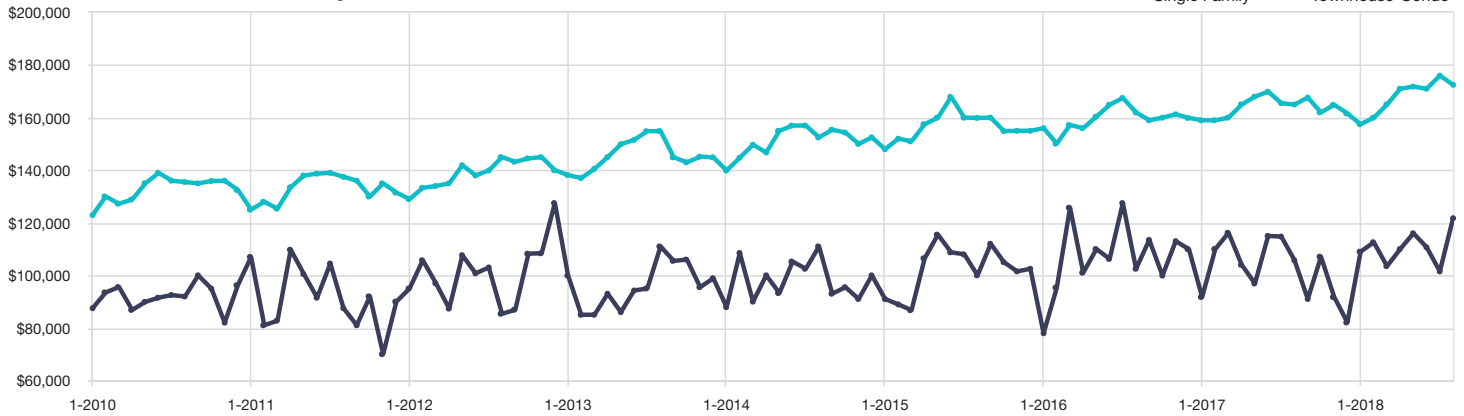
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	\$167,645	+ 5.4%	\$91,000	- 19.8%
Oct-2017	\$162,000	+ 1.3%	\$107,105	+ 7.2%
Nov-2017	\$164,900	+ 2.2%	\$91,750	- 18.8%
Dec-2017	\$161,597	+ 1.1%	\$82,075	- 25.4%
Jan-2018	\$157,500	- 0.9%	\$109,000	+ 18.8%
Feb-2018	\$160,000	+ 0.6%	\$112,600	+ 2.4%
Mar-2018	\$165,000	+ 3.1%	\$103,500	- 10.9%
Apr-2018	\$171,000	+ 3.6%	\$110,000	+ 5.8%
May-2018	\$171,818	+ 2.3%	\$116,000	+ 19.7%
Jun-2018	\$171,000	+ 0.6%	\$110,700	- 3.7%
Jul-2018	\$176,000	+ 6.3%	\$101,500	- 11.5%
<b>Aug-2018</b>	<b>\$172,500</b>	<b>+ 4.5%</b>	<b>\$121,750</b>	<b>+ 15.2%</b>
12-Month Avg*	\$168,000	+ 3.1%	\$105,000	- 4.5%

\* Median Sales Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

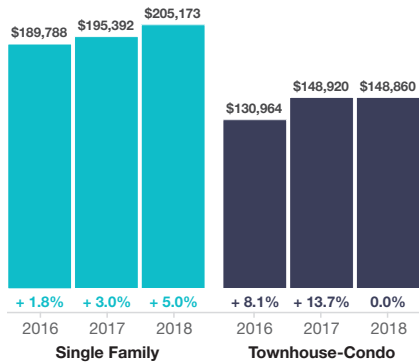


# Average Sales Price

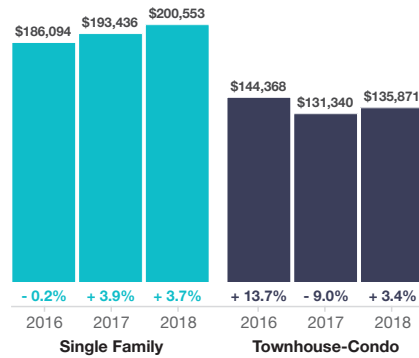
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



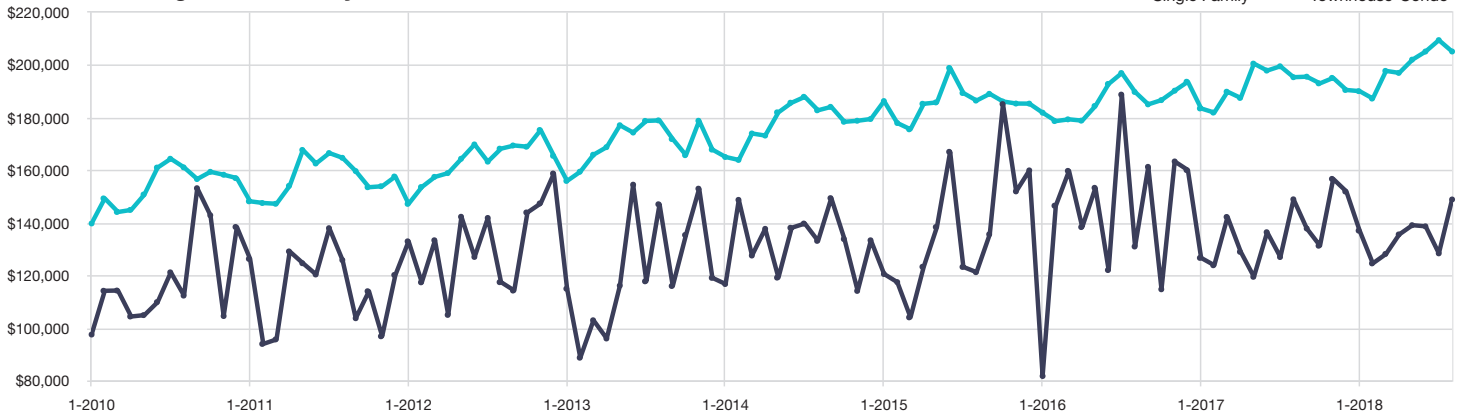
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	\$195,587	+ 5.7%	\$137,826	- 14.5%
Oct-2017	\$193,048	+ 3.4%	\$131,272	+ 14.5%
Nov-2017	\$195,127	+ 2.6%	\$156,697	- 4.1%
Dec-2017	\$190,527	- 1.6%	\$151,896	- 5.1%
Jan-2018	\$190,087	+ 3.6%	\$137,024	+ 8.2%
Feb-2018	\$187,265	+ 2.9%	\$124,549	+ 0.6%
Mar-2018	\$197,791	+ 4.2%	\$128,136	- 9.9%
Apr-2018	\$197,027	+ 5.1%	\$135,561	+ 5.1%
May-2018	\$202,065	+ 0.7%	\$139,086	+ 16.4%
Jun-2018	\$205,161	+ 3.7%	\$138,649	+ 1.6%
Jul-2018	\$209,500	+ 5.0%	\$128,366	+ 1.1%
<b>Aug-2018</b>	<b>\$205,173</b>	<b>+ 5.0%</b>	<b>\$148,860</b>	<b>0.0%</b>
12-Month Avg*	\$198,425	+ 3.4%	\$138,281	+ 0.4%

\* Avg. Sales Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

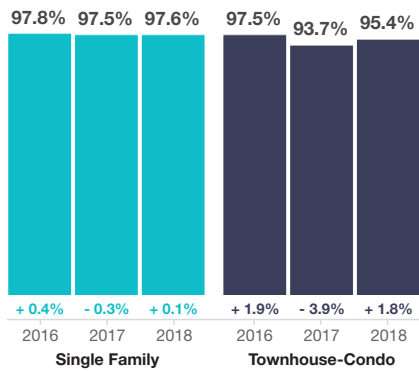


# Percent of List Price Received

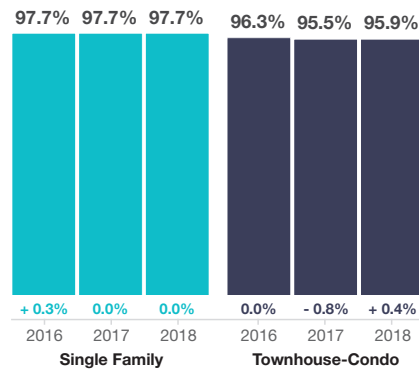
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



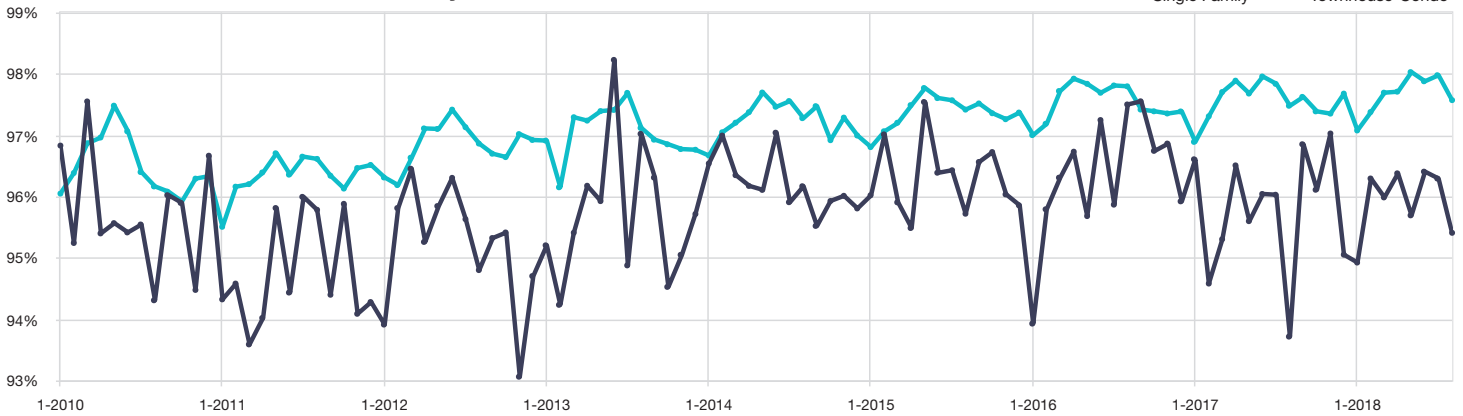
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	97.6%	+ 0.2%	96.9%	- 0.7%
Oct-2017	97.4%	0.0%	96.1%	- 0.6%
Nov-2017	97.4%	0.0%	97.0%	+ 0.1%
Dec-2017	97.7%	+ 0.3%	95.1%	- 0.8%
Jan-2018	97.1%	+ 0.2%	94.9%	- 1.8%
Feb-2018	97.4%	+ 0.1%	96.3%	+ 1.8%
Mar-2018	97.7%	0.0%	96.0%	+ 0.7%
Apr-2018	97.7%	- 0.2%	96.4%	- 0.1%
May-2018	98.0%	+ 0.3%	95.7%	+ 0.1%
Jun-2018	97.9%	- 0.1%	96.4%	+ 0.4%
Jul-2018	98.0%	+ 0.2%	96.3%	+ 0.3%
<b>Aug-2018</b>	<b>97.6%</b>	<b>+ 0.1%</b>	<b>95.4%</b>	<b>+ 1.8%</b>
12-Month Avg*	97.7%	+ 0.1%	96.0%	+ 0.2%

\* Pct. of List Price Received for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

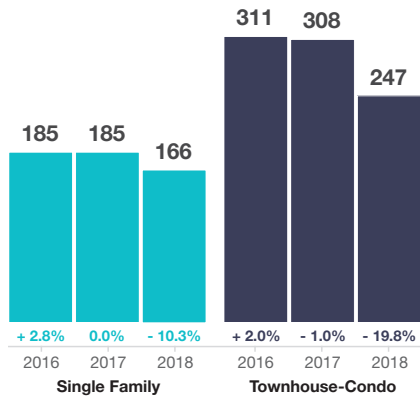


# Housing Affordability Index

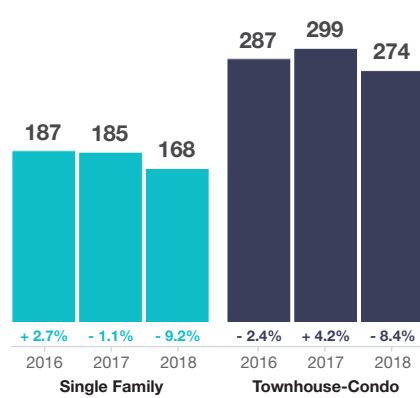
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

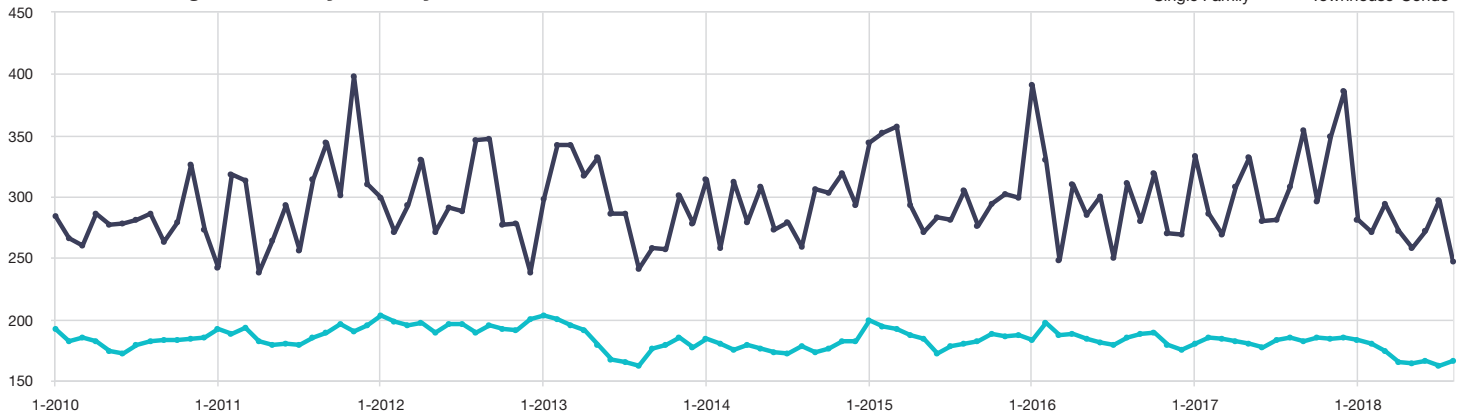


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	182	-3.2%	354	+26.4%
Oct-2017	185	-2.1%	296	-7.2%
Nov-2017	184	+2.8%	349	+29.3%
Dec-2017	185	+5.7%	386	+43.5%
Jan-2018	183	+1.7%	281	-15.6%
Feb-2018	180	-2.7%	271	-5.2%
Mar-2018	174	-5.4%	294	+9.3%
Apr-2018	165	-9.3%	272	-11.7%
May-2018	164	-8.9%	258	-22.3%
Jun-2018	166	-6.2%	272	-2.9%
Jul-2018	162	-11.5%	297	+5.7%
<b>Aug-2018</b>	<b>166</b>	<b>-10.3%</b>	<b>247</b>	<b>-19.8%</b>
12-Month Avg	175	-3.8%	298	+1.0%

## Historical Housing Affordability Index by Month



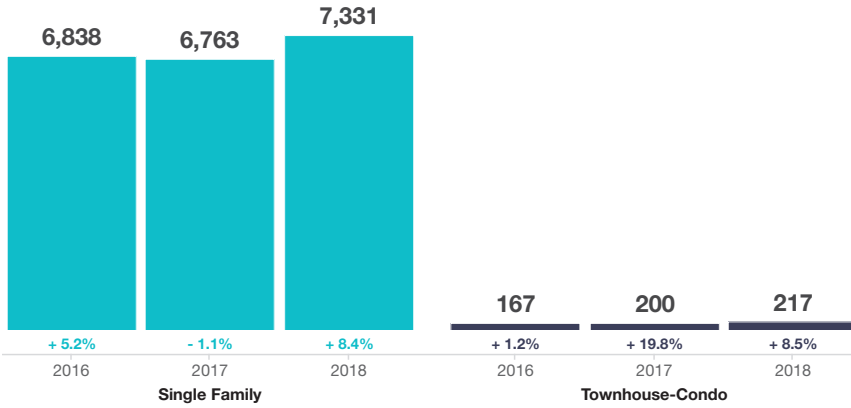


# Inventory of Homes for Sale

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

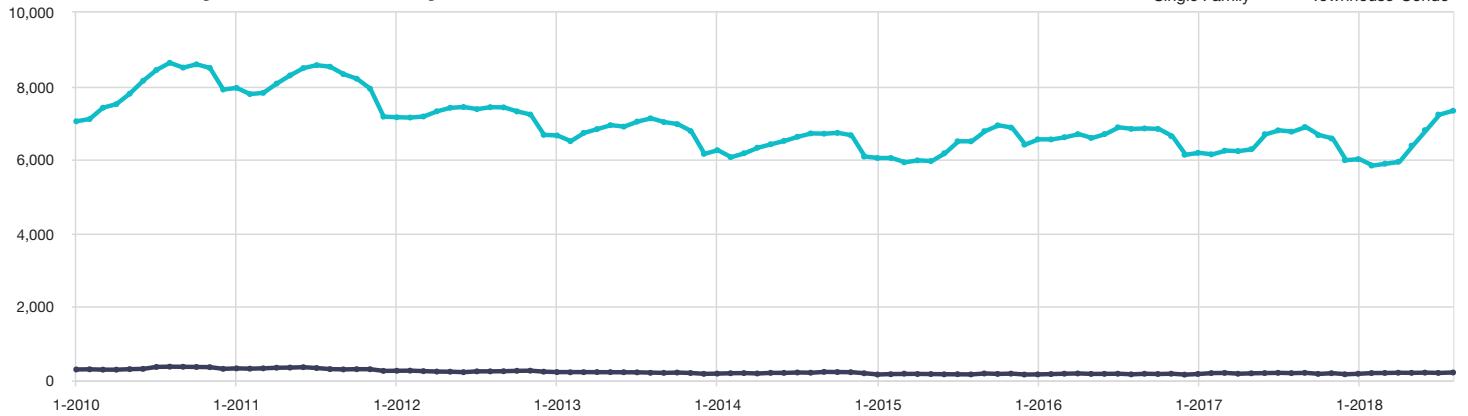


## August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	6,888	+ 0.6%	207	+ 13.7%
Oct-2017	6,669	- 2.4%	179	+ 1.7%
Nov-2017	6,577	- 0.9%	198	+ 8.2%
Dec-2017	5,988	- 2.4%	169	+ 6.3%
Jan-2018	6,016	- 2.7%	183	+ 3.4%
Feb-2018	5,841	- 5.0%	202	+ 0.5%
Mar-2018	5,892	- 5.7%	204	- 0.5%
Apr-2018	5,943	- 4.7%	210	+ 14.8%
May-2018	6,384	+ 1.5%	207	+ 6.2%
Jun-2018	6,804	+ 1.7%	213	+ 6.0%
Jul-2018	7,226	+ 6.3%	205	- 1.0%
<b>Aug-2018</b>	<b>7,331</b>	<b>+ 8.4%</b>	<b>217</b>	<b>+ 8.5%</b>
12-Month Avg	6,463	- 0.3%	200	+ 5.8%

## Historical Inventory of Homes for Sale by Month

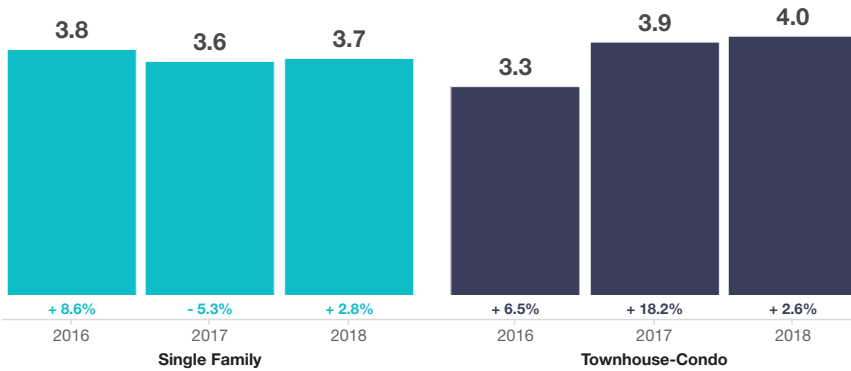


# Months Supply of Inventory

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.



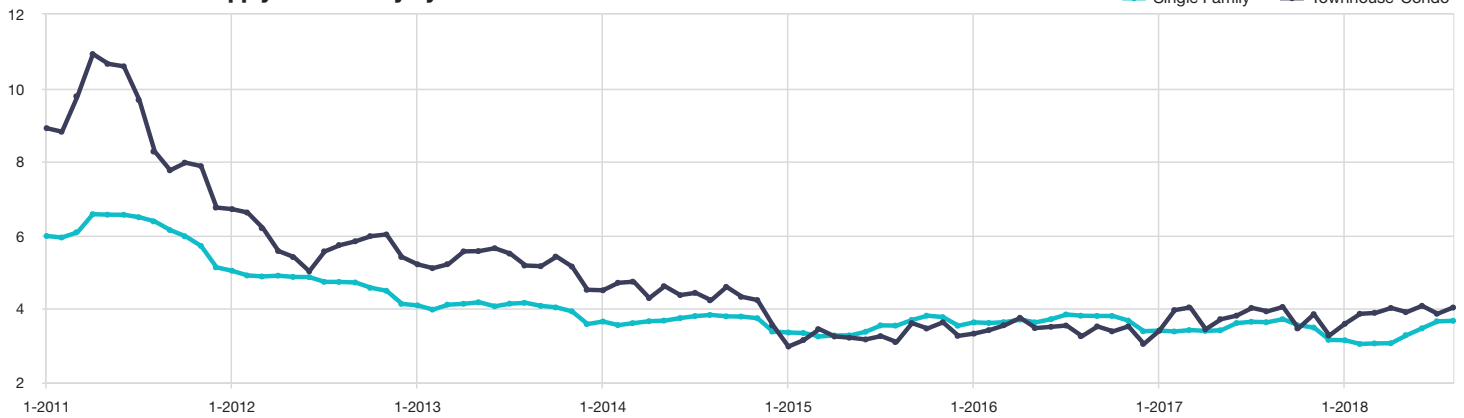
## August



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2017	3.7	-2.6%	4.1	+17.1%
Oct-2017	3.6	-5.3%	3.5	+2.9%
Nov-2017	3.5	-5.4%	3.9	+11.4%
Dec-2017	3.2	-5.9%	3.3	+10.0%
Jan-2018	3.1	-8.8%	3.6	+5.9%
Feb-2018	3.0	-11.8%	3.9	-2.5%
Mar-2018	3.1	-8.8%	3.9	-2.5%
Apr-2018	3.1	-8.8%	4.0	+17.6%
May-2018	3.3	-2.9%	3.9	+5.4%
Jun-2018	3.5	-2.8%	4.1	+7.9%
Jul-2018	3.7	+2.8%	3.9	-2.5%
<b>Aug-2018</b>	<b>3.7</b>	<b>+2.8%</b>	<b>4.0</b>	<b>+2.6%</b>
12-Month Avg*	3.4	-5.4%	3.8	+4.8%

\* Months Supply for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined

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



Key Metrics	Historical Sparkbars	8-2017	8-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		2,590	<b>2,998</b>	+ 15.8%	21,405	<b>23,033</b>	+ 7.6%
<b>Pending Sales</b>		2,042	<b>2,302</b>	+ 12.7%	16,697	<b>17,899</b>	+ 7.2%
<b>Closed Sales</b>		2,267	<b>2,324</b>	+ 2.5%	15,890	<b>16,732</b>	+ 5.3%
<b>Days on Market Until Sale</b>		52	<b>46</b>	- 11.5%	57	<b>53</b>	- 7.0%
<b>Median Sales Price</b>		\$164,210	<b>\$170,000</b>	+ 3.5%	\$163,000	<b>\$168,000</b>	+ 3.1%
<b>Average Sales Price</b>		\$193,977	<b>\$203,666</b>	+ 5.0%	\$191,749	<b>\$198,834</b>	+ 3.7%
<b>Percent of List Price Received</b>		97.4%	<b>97.5%</b>	+ 0.1%	97.6%	<b>97.7%</b>	+ 0.1%
<b>Housing Affordability Index</b>		185	<b>168</b>	- 9.2%	187	<b>170</b>	- 9.1%
<b>Inventory of Homes for Sale</b>		6,963	<b>7,548</b>	+ 8.4%	—	—	—
<b>Months Supply of Inventory</b>		3.6	<b>3.7</b>	+ 2.8%	—	—	—