



## February 2019 Residential Sales

Date: March 12, 2019

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **February 1 through February 28, 2019**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

### Quick Facts

<b>+1.3%</b>	<b>+6.3%</b>	<b>-2.0%</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.*

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings increased 11.5 percent for Single Family homes but decreased 12.3 percent for Townhouse-Condo homes. Pending sales increased 16.5 percent for Single Family homes but decreased 7.3 percent for Townhouse-Condo homes. Inventory decreased 1.5 percent for Single Family homes and 15.6 percent for Townhouse-Condo homes.

#### Months' Supply of Inventory Decreases



**Month's Supply of Inventory decreased** 6.7 percent for Single Family homes and 19.4 percent for Townhouse-Condo homes.

#### Median Sales Price Increases



**Median Sales Price increased** 7.5 percent to \$172,000 for Single Family homes but decreased 15.2 to \$95,500 for Townhouse-Condo homes.

#### Average Days on Market Decreases



**Days on Market decreased** 4.7 percent for Single Family homes but increased 19.0 percent for Townhouse-Condo homes.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.



Below you will find copies of the MLS Statistical Reports for  
**February 2019**

**PLEASE NOTE**

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Based on information from MLSOK, Inc for the period **(02/01/2019) through (02/28/2019)**, while information is deemed reliable it is not guaranteed.

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Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **February 2019** as compared to **January 2019** and **February 2018**. These statistics are supplied by MLSOK, Inc.

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

	<b>January 2019</b>	<b>January 2019</b>	<b>February 2018</b>
<b>TOTAL CLOSED</b>	1560	1292	1493
<b>TOTAL \$ VOLUME</b>	\$307,734,194	\$ 252,792,146	\$ 275,791,254
<b>AVERAGE PRICE</b>	\$ 197,266	\$ 195,660	\$ 184,723
<b>MEDIAN PRICE</b>	\$ 169,900	\$ 162,445	\$ 159,800
<b>% SELLING PRICE TO LIST PRICE</b>	97 %	97 %	97 %
<b>DAYS ON MARKET</b>	62	62	64
<b>NUMBER OF LISTINGS</b>	5917	6080	6909

<b>TOTAL CLOSED</b>	1560
<b>TOTAL \$ VOLUME</b>	\$ 307,734,194
<b>AVERAGE SELLING PRICE</b>	\$ 197,266
<b>% SELLING PRICE TO LIST PRICE</b>	97 %
<b>MEDIAN PRICE</b>	\$ 169,900
<b>AVERAGE DAYS ON MARKET</b>	62
<b># OF ACTIVE LISTINGS CURRENTLY</b>	5917
<b>TOTAL UNDER CONTRACT (Pending)</b>	1644
<b>AVERAGE VALUE (Pending)</b>	\$ 214,994



**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	1292	\$ 252,792,146	2700
February	1560	\$ 307,734,194	3204

## All MLSOK

Entire MLSOK Market Area

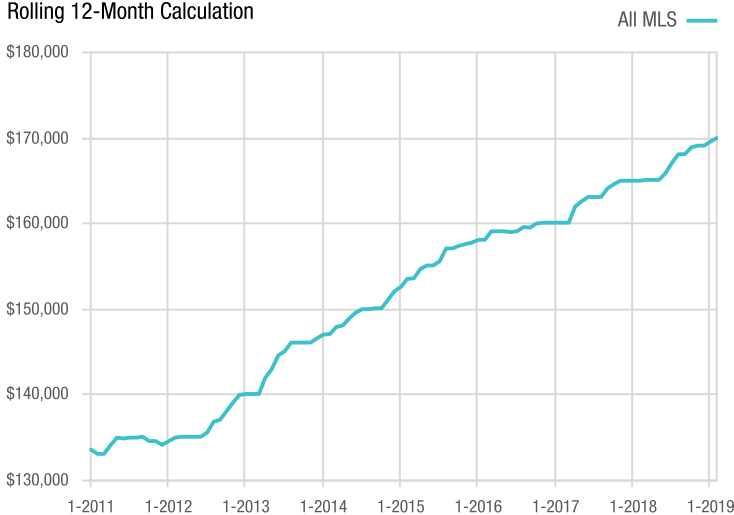
Single Family	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	2,065	<b>2,303</b>	+ 11.5%	4,337	<b>4,735</b>	+ 9.2%
Pending Sales	1,830	<b>2,132</b>	+ 16.5%	3,570	<b>3,911</b>	+ 9.6%
Closed Sales	1,474	<b>1,493</b>	+ 1.3%	2,768	<b>2,767</b>	0.0%
Days on Market Until Sale	64	<b>61</b>	- 4.7%	63	<b>62</b>	- 1.6%
Median Sales Price*	\$160,000	<b>\$172,000</b>	+ 7.5%	\$159,900	<b>\$168,000</b>	+ 5.1%
Average Sales Price*	\$187,084	<b>\$199,343</b>	+ 6.6%	\$188,467	<b>\$198,902</b>	+ 5.5%
Percent of List Price Received*	97.3%	<b>97.4%</b>	+ 0.1%	97.2%	<b>97.2%</b>	0.0%
Inventory of Homes for Sale	5,735	<b>5,648</b>	- 1.5%	—	—	—
Months Supply of Inventory	3.0	<b>2.8</b>	- 6.7%	—	—	—

Townhouse-Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	73	<b>64</b>	- 12.3%	140	<b>138</b>	- 1.4%
Pending Sales	55	<b>51</b>	- 7.3%	90	<b>98</b>	+ 8.9%
Closed Sales	39	<b>39</b>	0.0%	78	<b>67</b>	- 14.1%
Days on Market Until Sale	63	<b>75</b>	+ 19.0%	69	<b>68</b>	- 1.4%
Median Sales Price*	\$112,600	<b>\$95,500</b>	- 15.2%	\$111,300	<b>\$118,500</b>	+ 6.5%
Average Sales Price*	\$124,549	<b>\$153,607</b>	+ 23.3%	\$130,786	<b>\$164,007</b>	+ 25.4%
Percent of List Price Received*	96.3%	<b>95.4%</b>	- 0.9%	95.6%	<b>95.2%</b>	- 0.4%
Inventory of Homes for Sale	186	<b>157</b>	- 15.6%	—	—	—
Months Supply of Inventory	3.6	<b>2.9</b>	- 19.4%	—	—	—

\* 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.

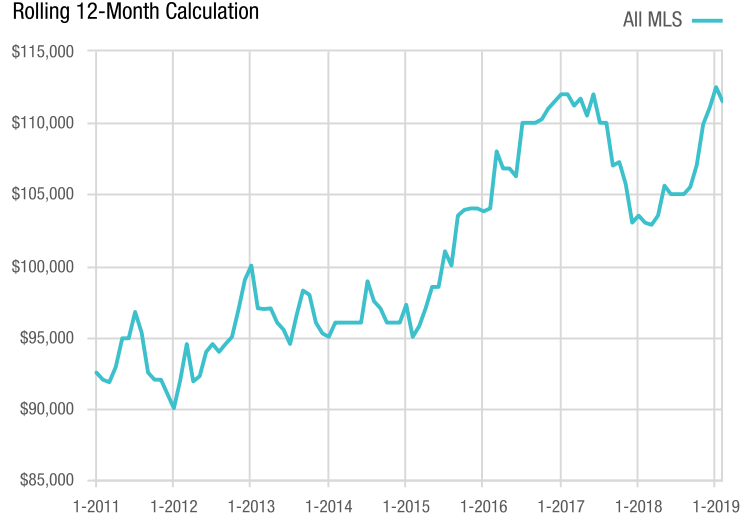
### Median Sales Price - Single Family

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



## February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

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## 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	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		2,065	<b>2,303</b>	+ 11.5%	4,337	<b>4,735</b>	+ 9.2%
<b>Pending Sales</b>		1,830	<b>2,132</b>	+ 16.5%	3,570	<b>3,911</b>	+ 9.6%
<b>Closed Sales</b>		1,474	<b>1,493</b>	+ 1.3%	2,768	<b>2,767</b>	0.0%
<b>Days on Market Until Sale</b>		64	<b>61</b>	- 4.7%	63	<b>62</b>	- 1.6%
<b>Median Sales Price</b>		\$160,000	<b>\$172,000</b>	+ 7.5%	\$159,900	<b>\$168,000</b>	+ 5.1%
<b>Average Sales Price</b>		\$187,084	<b>\$199,343</b>	+ 6.6%	\$188,467	<b>\$198,902</b>	+ 5.5%
<b>Percent of List Price Received</b>		97.3%	<b>97.4%</b>	+ 0.1%	97.2%	<b>97.2%</b>	0.0%
<b>Housing Affordability Index</b>		180	<b>166</b>	- 7.8%	180	<b>170</b>	- 5.6%
<b>Inventory of Homes for Sale</b>		5,735	<b>5,648</b>	- 1.5%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>2.8</b>	- 6.7%	—	—	—

# 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	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		73	64	- 12.3%	140	138	- 1.4%
<b>Pending Sales</b>		55	51	- 7.3%	90	98	+ 8.9%
<b>Closed Sales</b>		39	39	0.0%	78	67	- 14.1%
<b>Days on Market Until Sale</b>		63	75	+ 19.0%	69	68	- 1.4%
<b>Median Sales Price</b>		\$112,600	\$95,500	- 15.2%	\$111,300	\$118,500	+ 6.5%
<b>Average Sales Price</b>		\$124,549	\$153,607	+ 23.3%	\$130,786	\$164,007	+ 25.4%
<b>Percent of List Price Received</b>		96.3%	95.4%	- 0.9%	95.6%	95.2%	- 0.4%
<b>Housing Affordability Index</b>		271	319	+ 17.7%	274	257	- 6.2%
<b>Inventory of Homes for Sale</b>		186	157	- 15.6%	—	—	—
<b>Months Supply of Inventory</b>		3.6	2.9	- 19.4%	—	—	—

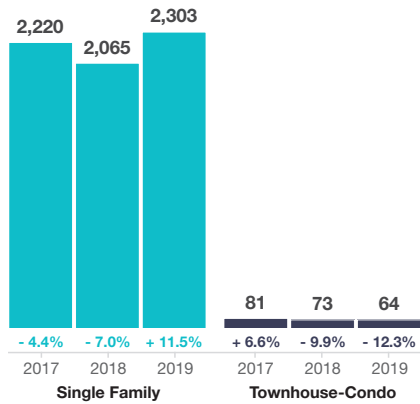


# New Listings

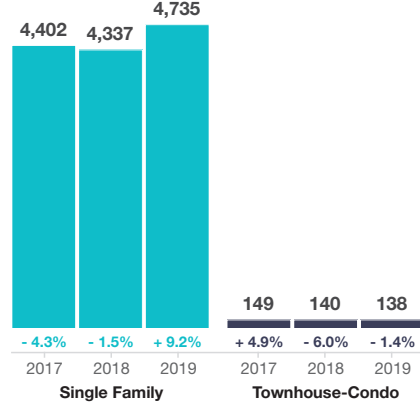
A count of the properties that have been newly listed on the market in a given month.



## February

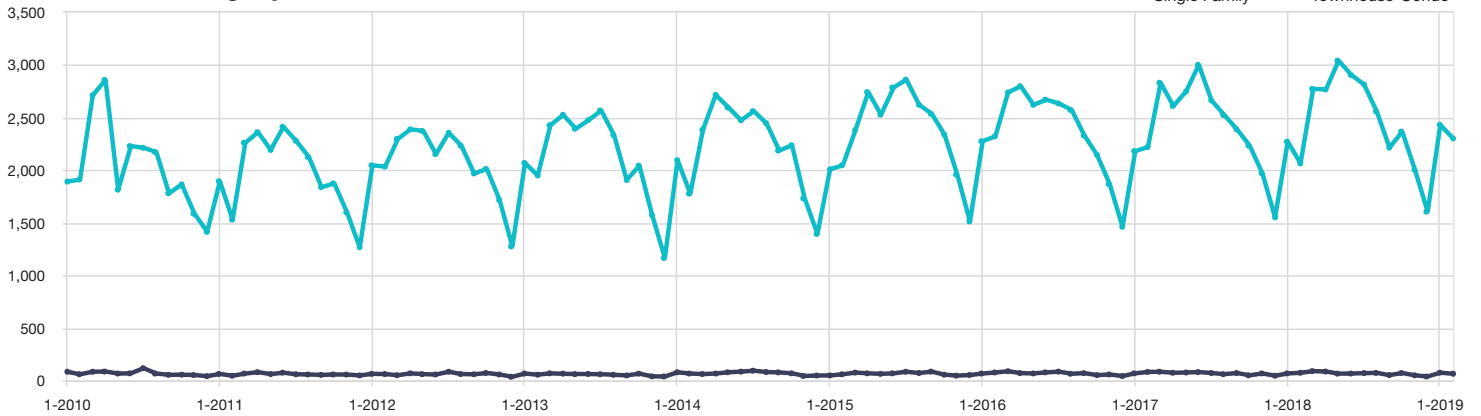


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	2,774	- 2.0%	89	+ 7.2%
Apr-2018	2,768	+ 6.0%	85	+ 16.4%
May-2018	3,042	+ 10.7%	65	- 14.5%
Jun-2018	2,907	- 3.2%	66	- 17.5%
Jul-2018	2,815	+ 5.7%	70	- 1.4%
Aug-2018	2,559	+ 1.3%	72	+ 20.0%
Sep-2018	2,215	- 7.3%	51	- 28.2%
Oct-2018	2,368	+ 6.0%	71	+ 44.9%
Nov-2018	2,004	+ 1.7%	49	- 26.9%
Dec-2018	1,606	+ 3.5%	38	- 15.6%
Jan-2019	2,432	+ 7.0%	74	+ 10.4%
<b>Feb-2019</b>	<b>2,303</b>	<b>+ 11.5%</b>	<b>64</b>	<b>- 12.3%</b>
12-Month Avg	2,483	+ 3.2%	66	- 2.9%

## Historical New Listings by Month

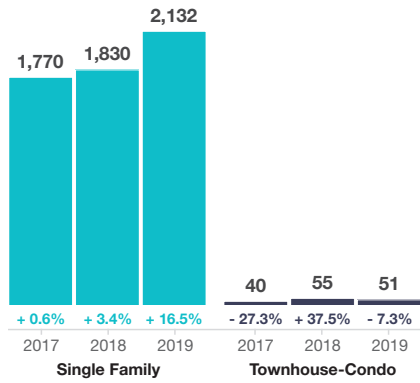


# Pending Sales

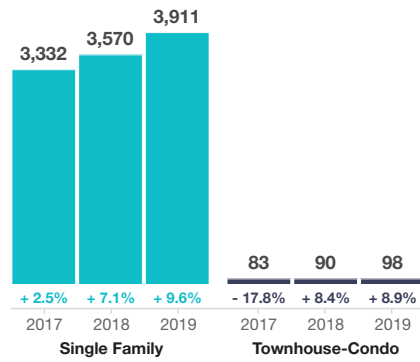
A count of the properties on which offers have been accepted in a given month.



## February

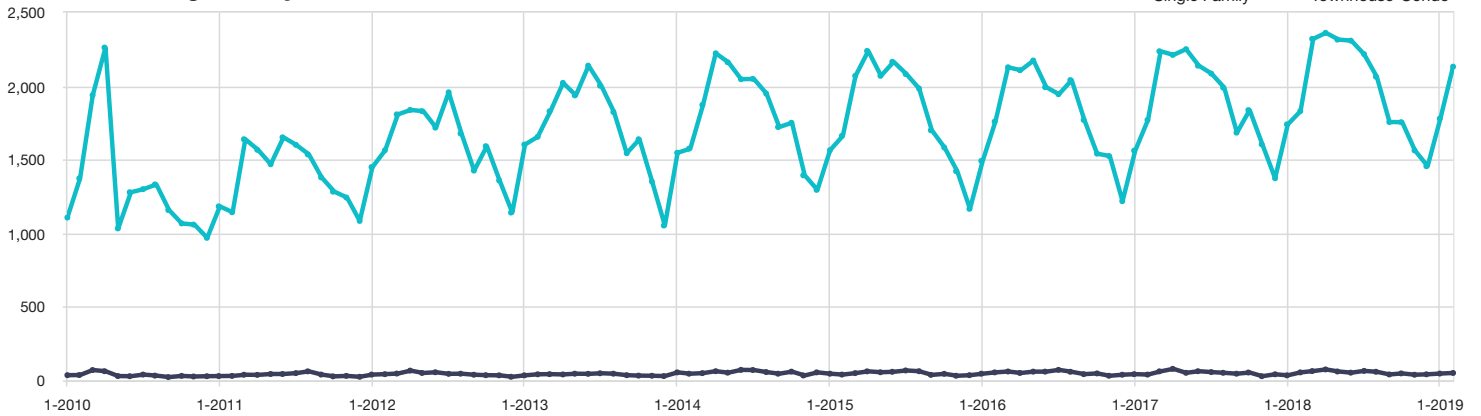


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	2,321	+ 3.8%	64	+ 3.2%
Apr-2018	2,362	+ 6.8%	75	- 5.1%
May-2018	2,316	+ 2.9%	61	+ 17.3%
Jun-2018	2,309	+ 7.9%	53	- 15.9%
Jul-2018	2,217	+ 6.3%	65	+ 14.0%
Aug-2018	2,064	+ 3.7%	59	+ 13.5%
Sep-2018	1,756	+ 4.3%	41	- 10.9%
Oct-2018	1,755	- 4.5%	48	- 11.1%
Nov-2018	1,563	- 2.6%	39	+ 34.5%
Dec-2018	1,456	+ 6.0%	42	0.0%
Jan-2019	1,779	+ 2.2%	47	+ 34.3%
<b>Feb-2019</b>	<b>2,132</b>	<b>+ 16.5%</b>	<b>51</b>	<b>- 7.3%</b>
12-Month Avg	2,003	+ 4.6%	54	+ 3.8%

## Historical Pending Sales by Month

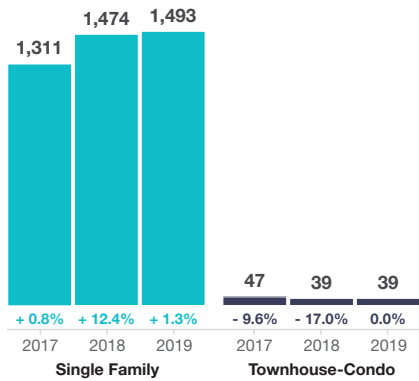


# Closed Sales

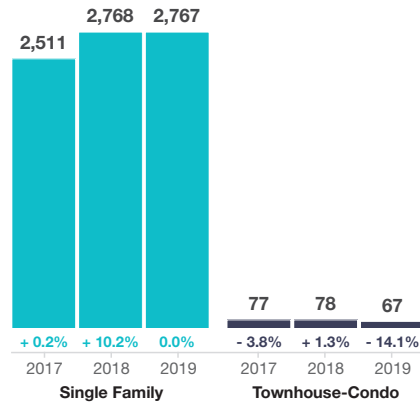
A count of the actual sales that closed in a given month.



## February

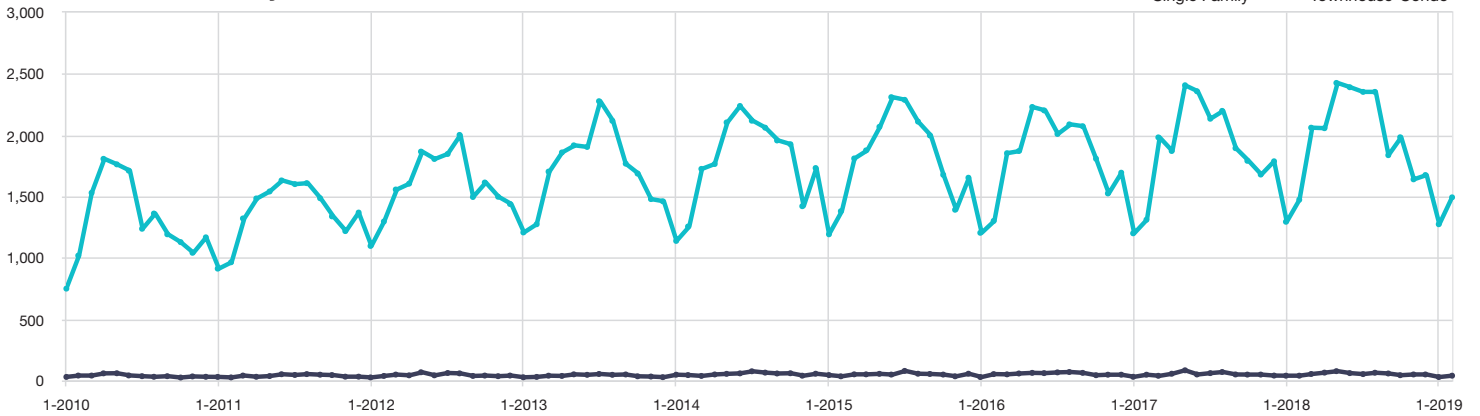


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	2,061	+ 4.0%	53	+ 39.5%
Apr-2018	2,057	+ 9.9%	64	+ 16.4%
May-2018	2,426	+ 0.8%	76	- 8.4%
Jun-2018	2,391	+ 1.4%	60	+ 22.4%
Jul-2018	2,353	+ 10.3%	52	- 13.3%
Aug-2018	2,353	+ 7.1%	63	- 8.7%
Sep-2018	1,837	- 3.0%	57	+ 16.3%
Oct-2018	1,983	+ 10.7%	43	- 10.4%
Nov-2018	1,640	- 2.3%	49	+ 2.1%
Dec-2018	1,675	- 6.3%	49	+ 22.5%
Jan-2019	1,274	- 1.5%	28	- 28.2%
<b>Feb-2019</b>	<b>1,493</b>	<b>+ 1.3%</b>	<b>39</b>	<b>0.0%</b>
12-Month Avg	1,962	+ 2.9%	53	+ 3.9%

## Historical Closed Sales by Month

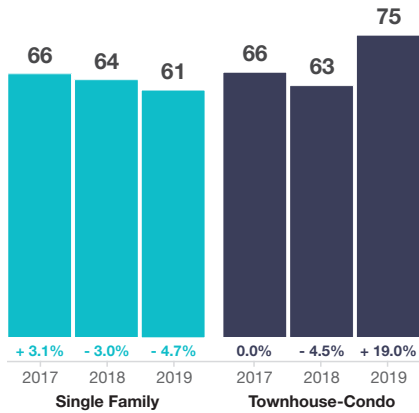


# Days on Market Until Sale

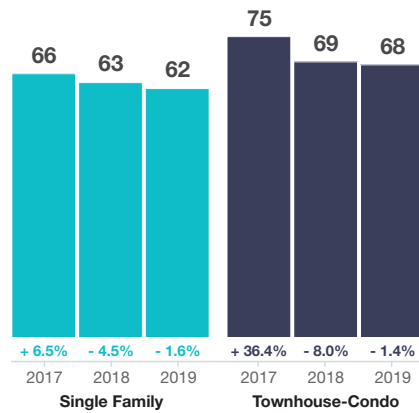
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



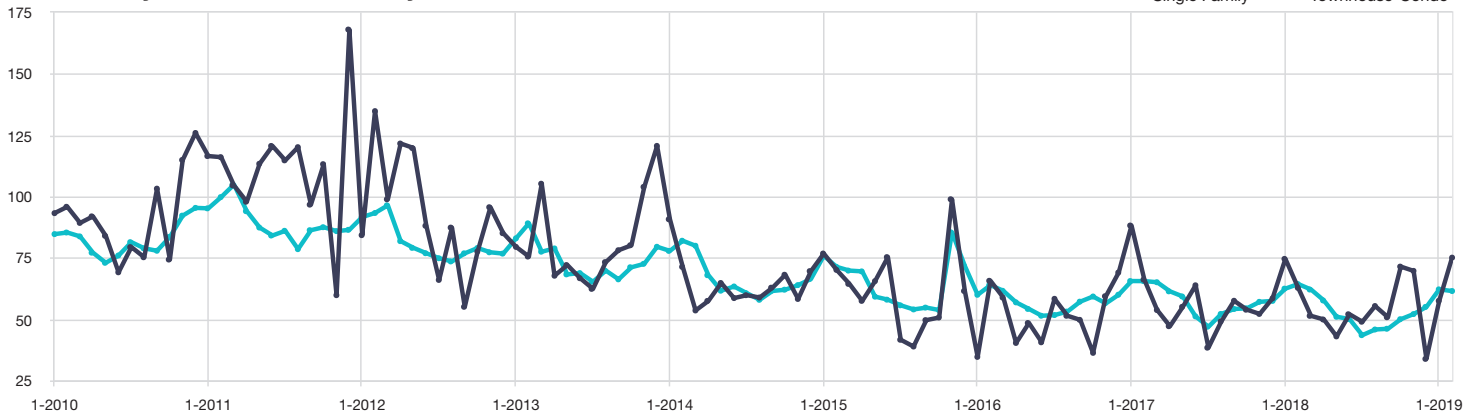
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	62	-4.6%	51	-5.6%
Apr-2018	58	-4.9%	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%
Aug-2018	46	-11.5%	55	+12.2%
Sep-2018	46	-14.8%	51	-10.5%
Oct-2018	50	-7.4%	71	+31.5%
Nov-2018	52	-8.8%	70	+34.6%
Dec-2018	55	-3.5%	34	-42.4%
Jan-2019	62	0.0%	57	-24.0%
<b>Feb-2019</b>	<b>61</b>	<b>-4.7%</b>	<b>75</b>	<b>+19.0%</b>
12-Month Avg*	52	-7.6%	54	-1.7%

\* Days on Market for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

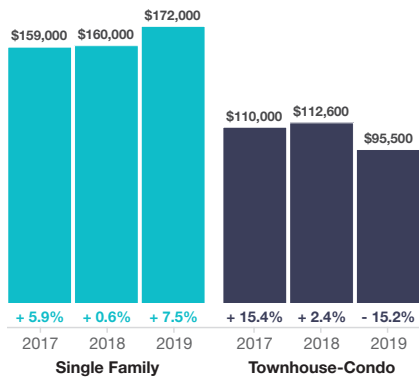


# Median Sales Price

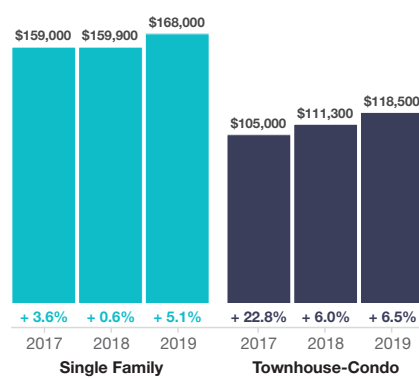
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



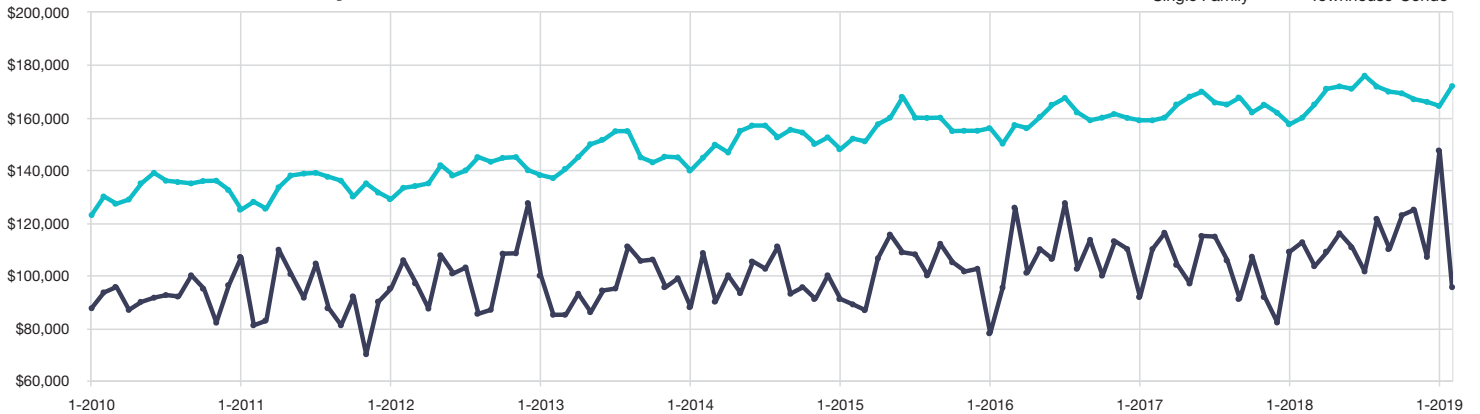
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	\$165,000	+ 3.1%	\$103,500	- 10.9%
Apr-2018	\$171,000	+ 3.6%	\$109,000	+ 4.8%
May-2018	\$171,900	+ 2.3%	\$116,000	+ 19.7%
Jun-2018	\$171,000	+ 0.6%	\$110,700	- 3.7%
Jul-2018	\$175,950	+ 6.2%	\$101,500	- 11.5%
Aug-2018	\$171,836	+ 4.1%	\$121,500	+ 14.9%
Sep-2018	\$169,900	+ 1.3%	\$110,000	+ 20.9%
Oct-2018	\$169,250	+ 4.5%	\$122,900	+ 14.7%
Nov-2018	\$167,000	+ 1.3%	\$125,000	+ 36.2%
Dec-2018	\$166,000	+ 2.6%	\$107,000	+ 30.4%
Jan-2019	\$164,458	+ 4.4%	\$147,500	+ 35.3%
<b>Feb-2019</b>	<b>\$172,000</b>	<b>+ 7.5%</b>	<b>\$95,500</b>	<b>- 15.2%</b>
12-Month Avg*	\$169,900	+ 3.0%	\$111,500	+ 8.3%

\* Median Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

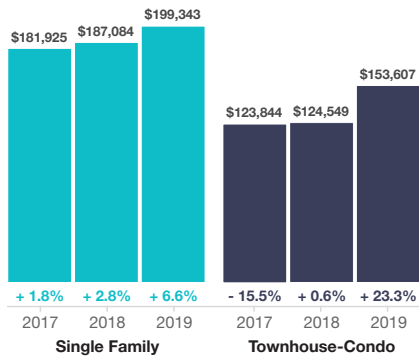


# Average Sales Price

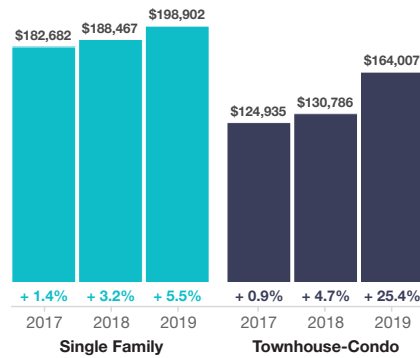
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



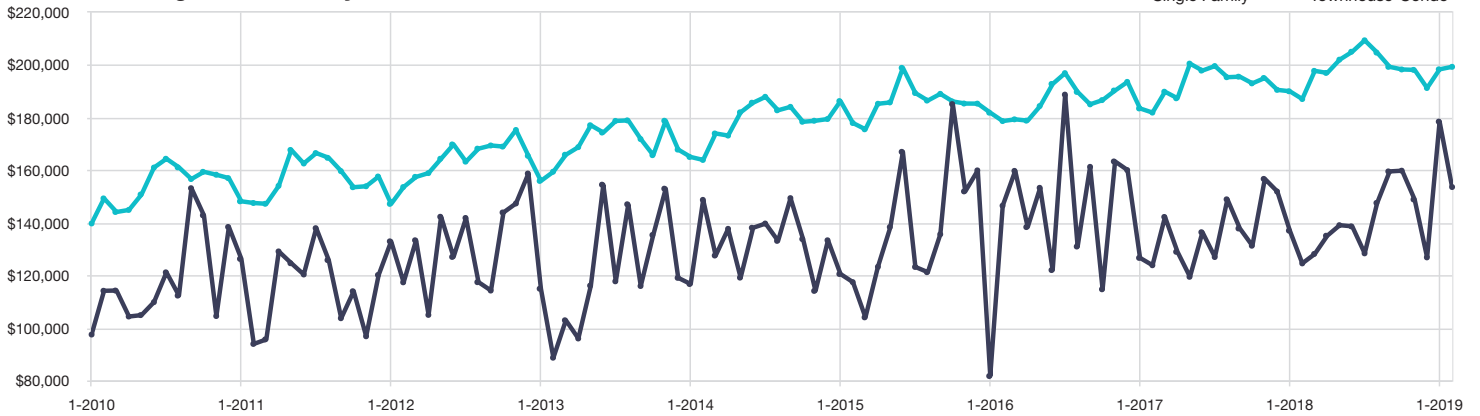
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	\$197,801	+ 4.2%	\$128,136	- 9.9%
Apr-2018	\$197,016	+ 5.1%	\$135,068	+ 4.7%
May-2018	\$202,067	+ 0.7%	\$139,086	+ 16.4%
Jun-2018	\$205,069	+ 3.6%	\$138,649	+ 1.6%
Jul-2018	\$209,427	+ 4.9%	\$128,366	+ 1.1%
Aug-2018	\$204,765	+ 4.8%	\$147,553	- 0.9%
Sep-2018	\$199,332	+ 1.9%	\$159,545	+ 15.8%
Oct-2018	\$198,337	+ 2.7%	\$159,823	+ 21.7%
Nov-2018	\$198,172	+ 1.6%	\$148,877	- 5.0%
Dec-2018	\$191,286	+ 0.4%	\$126,837	- 16.5%
Jan-2019	\$198,384	+ 4.4%	\$178,493	+ 30.3%
<b>Feb-2019</b>	<b>\$199,343</b>	<b>+ 6.6%</b>	<b>\$153,607</b>	<b>+ 23.3%</b>
12-Month Avg*	\$200,625	+ 3.4%	\$143,382	+ 5.5%

\* Avg. Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

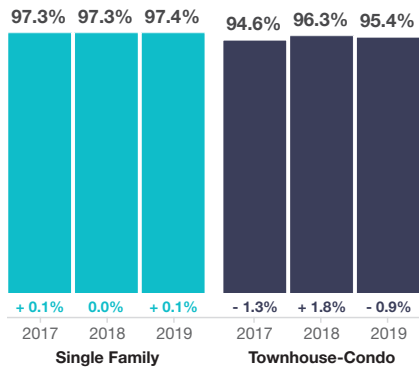


# Percent of List Price Received

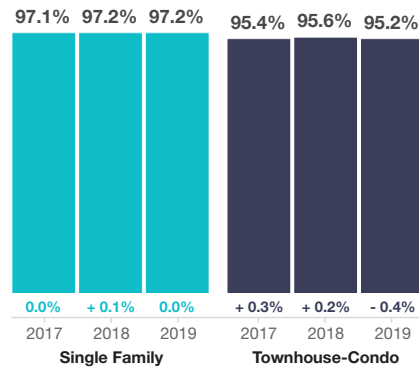
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



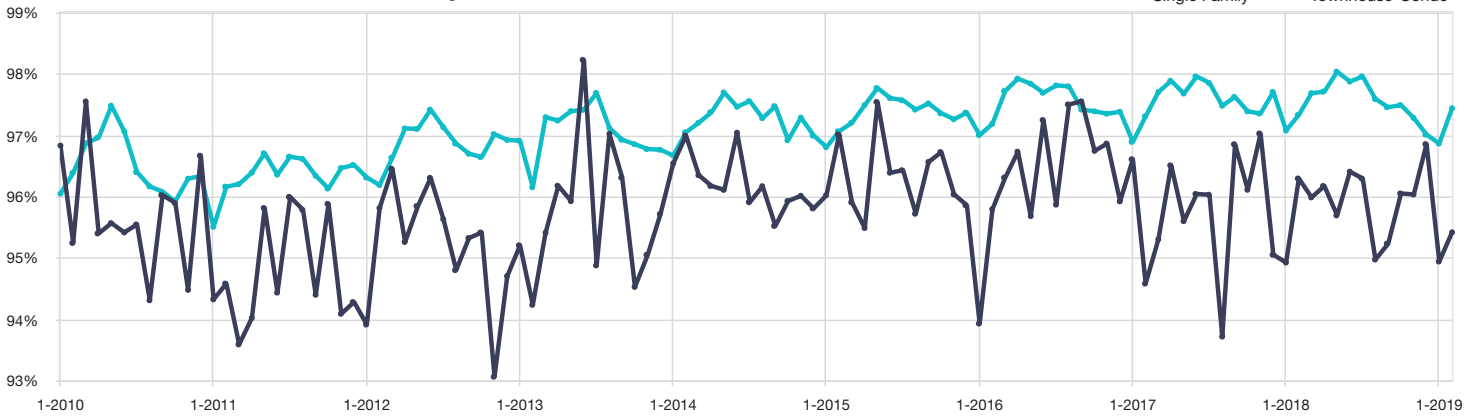
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	97.7%	0.0%	96.0%	+ 0.7%
Apr-2018	97.7%	- 0.2%	96.2%	- 0.3%
May-2018	98.0%	+ 0.3%	95.7%	+ 0.1%
Jun-2018	97.9%	- 0.1%	96.4%	+ 0.4%
Jul-2018	98.0%	+ 0.1%	96.3%	+ 0.3%
Aug-2018	97.6%	+ 0.1%	95.0%	+ 1.4%
Sep-2018	97.5%	- 0.1%	95.2%	- 1.8%
Oct-2018	97.5%	+ 0.1%	96.0%	- 0.1%
Nov-2018	97.3%	- 0.1%	96.0%	- 1.0%
Dec-2018	97.0%	- 0.7%	96.9%	+ 1.9%
Jan-2019	96.9%	- 0.2%	94.9%	0.0%
<b>Feb-2019</b>	<b>97.4%</b>	<b>+ 0.1%</b>	<b>95.4%</b>	<b>- 0.9%</b>
12-Month Avg*	97.6%	0.0%	95.9%	+ 0.1%

\* Pct. of List Price Received for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

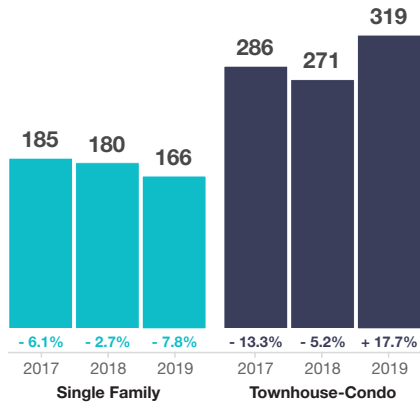


# Housing Affordability Index

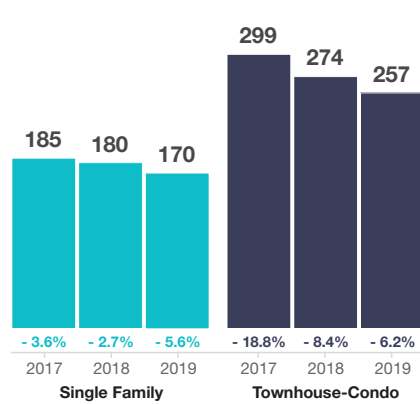
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

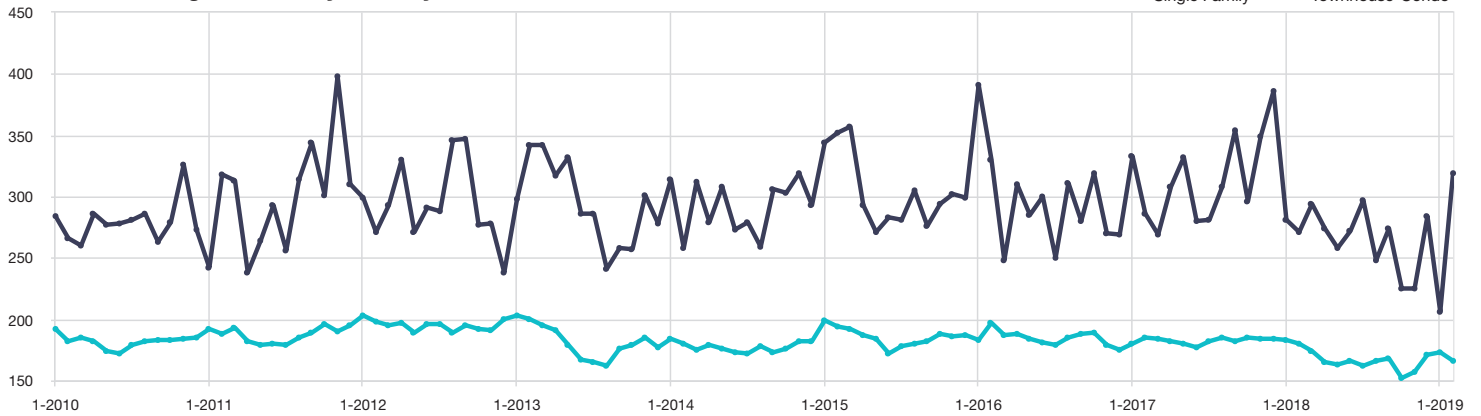


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	174	-5.4%	294	+9.3%
Apr-2018	165	-9.3%	274	-11.0%
May-2018	163	-9.4%	258	-22.3%
Jun-2018	166	-6.2%	272	-2.9%
Jul-2018	162	-11.0%	297	+5.7%
Aug-2018	166	-10.3%	248	-19.5%
Sep-2018	168	-7.7%	274	-22.6%
Oct-2018	152	-17.8%	225	-24.0%
Nov-2018	157	-14.7%	225	-35.5%
Dec-2018	171	-7.1%	284	-26.4%
Jan-2019	173	-5.5%	206	-26.7%
<b>Feb-2019</b>	<b>166</b>	<b>-7.8%</b>	<b>319</b>	<b>+17.7%</b>
12-Month Avg	165	-9.3%	265	-14.5%

## Historical Housing Affordability Index by Month



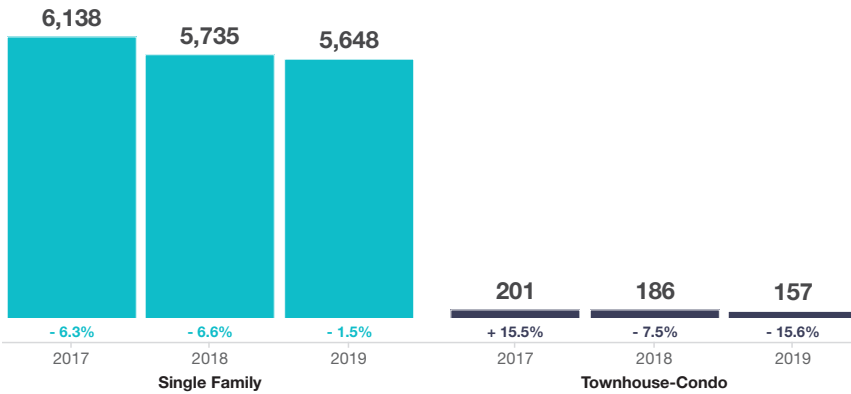


# Inventory of Homes for Sale

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

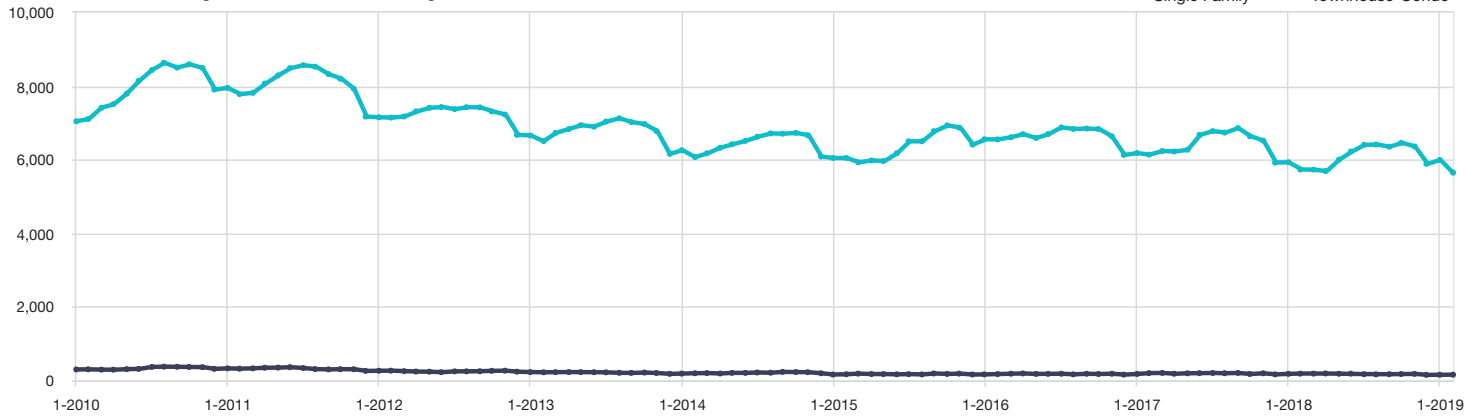


## February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	5,729	-8.1%	186	-9.3%
Apr-2018	5,690	-8.6%	191	+4.4%
May-2018	6,000	-4.3%	183	-6.2%
Jun-2018	6,220	-6.8%	186	-6.5%
Jul-2018	6,405	-5.5%	171	-16.2%
Aug-2018	6,411	-4.9%	167	-15.2%
Sep-2018	6,355	-7.3%	172	-15.7%
Oct-2018	6,457	-2.7%	175	-0.6%
Nov-2018	6,359	-2.5%	178	-8.7%
Dec-2018	5,888	-0.6%	152	-8.4%
Jan-2019	5,993	+1.0%	155	-13.9%
<b>Feb-2019</b>	<b>5,648</b>	<b>-1.5%</b>	<b>157</b>	<b>-15.6%</b>
12-Month Avg	6,096	-4.4%	173	-9.4%

## Historical Inventory of Homes for Sale by Month

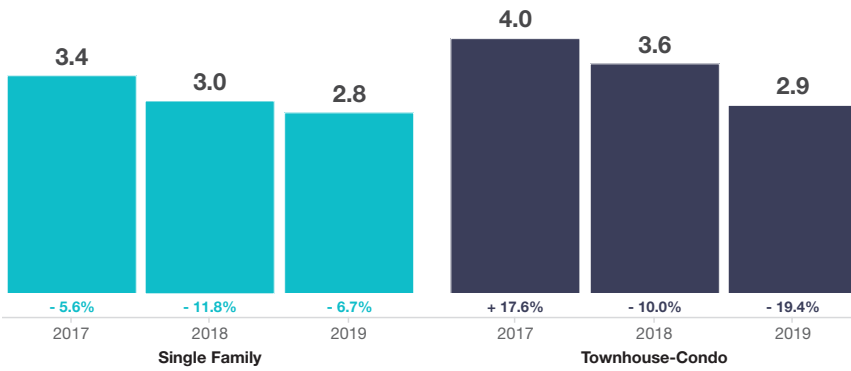


# Months Supply of Inventory

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.



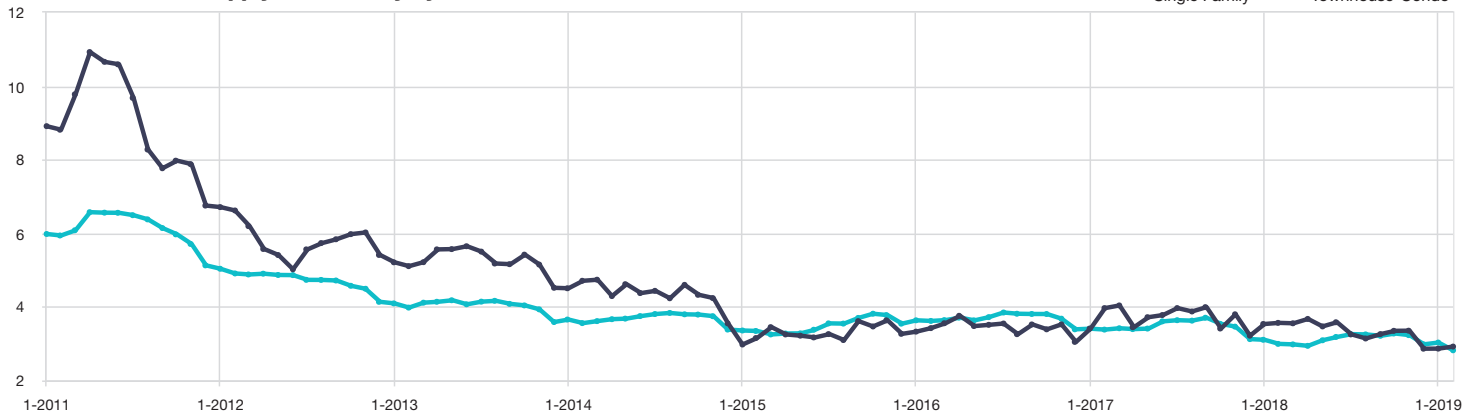
## February



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	3.0	- 11.8%	3.6	- 10.0%
Apr-2018	2.9	- 14.7%	3.7	+ 8.8%
May-2018	3.1	- 8.8%	3.5	- 5.4%
Jun-2018	3.2	- 11.1%	3.6	- 5.3%
Jul-2018	3.3	- 8.3%	3.3	- 17.5%
Aug-2018	3.3	- 8.3%	3.1	- 20.5%
Sep-2018	3.2	- 13.5%	3.3	- 17.5%
Oct-2018	3.3	- 5.7%	3.3	- 2.9%
Nov-2018	3.2	- 8.6%	3.4	- 10.5%
Dec-2018	3.0	- 3.2%	2.9	- 9.4%
Jan-2019	3.0	- 3.2%	2.9	- 17.1%
<b>Feb-2019</b>	<b>2.8</b>	<b>- 6.7%</b>	<b>2.9</b>	<b>- 19.4%</b>
12-Month Avg*	3.1	- 9.2%	3.3	- 11.4%

\* Months Supply for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Overview

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



Key Metrics	Historical Sparkbars	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		2,138	<b>2,367</b>	+ 10.7%	4,477	<b>4,873</b>	+ 8.8%
<b>Pending Sales</b>		1,885	<b>2,183</b>	+ 15.8%	3,660	<b>4,009</b>	+ 9.5%
<b>Closed Sales</b>		1,513	<b>1,532</b>	+ 1.3%	2,846	<b>2,834</b>	- 0.4%
<b>Days on Market Until Sale</b>		64	<b>62</b>	- 3.1%	64	<b>62</b>	- 3.1%
<b>Median Sales Price</b>		\$160,000	<b>\$170,000</b>	+ 6.3%	\$158,365	<b>\$166,700</b>	+ 5.3%
<b>Average Sales Price</b>		\$185,470	<b>\$198,175</b>	+ 6.9%	\$186,884	<b>\$198,074</b>	+ 6.0%
<b>Percent of List Price Received</b>		97.3%	<b>97.4%</b>	+ 0.1%	97.2%	<b>97.1%</b>	- 0.1%
<b>Housing Affordability Index</b>		180	<b>168</b>	- 6.7%	182	<b>171</b>	- 6.0%
<b>Inventory of Homes for Sale</b>		5,921	<b>5,805</b>	- 2.0%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>2.8</b>	- 6.7%	—	—	—