



July 2018 Residential Sales

Date: August 10, 2018

RE: For immediate Release

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

Quick Facts

+5.9%	+5.5%	+ 7.9%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

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

Housing price bubble chatter has increased this summer, as market observers attempt to predict the next residential real estate shift. It is too early to predict a change from higher prices and lower inventory, but the common markers that caused the last housing cooldown are present. Wages are up but not at the same pace as home prices, leading to the kind of affordability concerns that can cause fewer sales at lower prices. At the same time, demand is still outpacing what is available for sale in many markets.

New Listings increased 18.4 percent for Single Family homes and 13.9 percent for Townhouse-Condo homes. Pending Sales increased 13.7 percent for Single Family homes and 31.6 percent for Townhouse-Condo homes. Inventory increased 8.2 percent for Single Family homes but decreased 1.0 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases

Month's Supply of Inventory remained flat for Single Family homes but decreased 5.0 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 5.7 percent to \$175,000 for Single Family homes but decreased 17.2 percent to \$95,000 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 6.4 percent for Single Family homes but increased 21.1 percent for Townhouse-Condo homes.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.



Below you will find copies of the MLS Statistical Reports for

July 2018

PLEASE NOTE

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Use of information from MLS compilation of current listing information, from the association's statistical report, or from any sold or comparable report of the association or MLS for public mass-media advertising by an MLS participant or in other public representations, may not be prohibited.

However, any print or non-print forms of advertising or other forms of public representations based in whole or in part on information supplied by the Association or its MLS must clearly demonstrate the period of time over which such claims are based and must include the following, or substantially similar, notice:

Based on information from MLSOK, Inc for the period **(07/01/2018) through (07/31/2018)**, while information is deemed reliable it is not guaranteed.

MLSOK, Inc. shall have no liability or responsibility for the truth or accuracy of any data or information contained in any advertising or other public representation made or sponsored by a Participant and/or by any of its affiliated Licensees, and each of such Participant and its affiliated Licensees hereby agrees to indemnify MLSOK, Inc. and to hold the MLS harmless from and against any liability, damage, cost and expense arising from or out of any such advertising or other public representation.



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

Should you have any questions, please email mlstechsupport@okcmar.org.

	<u>July 2018</u>	<u>June 2018</u>	<u>July 2017</u>
TOTAL CLOSED	2366	2412	2168
TOTAL \$ VOLUME	\$ 490,087,893	\$ 489,195,080	\$ 430,580,858
AVERAGE PRICE	\$ 207,138	\$ 202,688	\$ 198,607
MEDIAN PRICE	\$ 174,108	\$ 170,000	\$ 164,900
% SELLING PRICE TO LIST PRICE	97 %	97 %	98 %
DAYS ON MARKET	43	50	46
NUMBER OF LISTINGS	7660	7451	8407

TOTAL CLOSED	2366
TOTAL \$ VOLUME	\$ 490,087,893
AVERAGE SELLING PRICE	\$ 207,138
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 174,108
AVERAGE DAYS ON MARKET	43
# OF ACTIVE LISTINGS CURRENTLY	7660
TOTAL UNDER CONTRACT (Pending)	1790
AVERAGE VALUE (Pending)	\$ 203,319



RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:

- Condos
- Half Duplexes
- Manufactured Homes
- Patio Homes
- Single Family Homes
- Townhouses

MONTH	TOTAL CLOSED	DOLLAR VOLUME	RESIDENTIAL LISTINGS PROCESSED
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

All MLSOK

Entire MLSOK Market Area

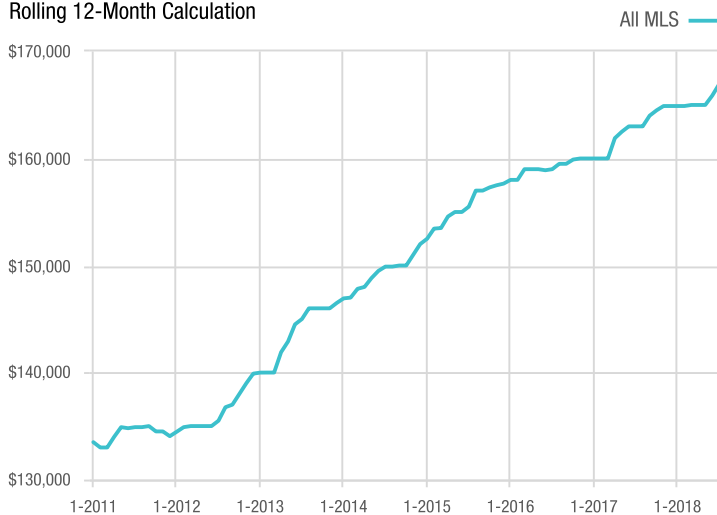
Single Family	July			Year to Date		
	2017	2018	% Change	Thru 7-2017	Thru 7-2018	% Change
New Listings	2,671	3,162	+ 18.4%	18,297	19,831	+ 8.4%
Pending Sales	2,085	2,370	+ 13.7%	14,259	15,346	+ 7.6%
Closed Sales	2,133	2,274	+ 6.6%	13,261	13,950	+ 5.2%
Days on Market Until Sale	47	44	- 6.4%	58	55	- 5.2%
Median Sales Price*	\$165,500	\$175,000	+ 5.7%	\$164,900	\$169,000	+ 2.5%
Average Sales Price*	\$199,545	\$208,983	+ 4.7%	\$193,112	\$199,727	+ 3.4%
Percent of List Price Received*	97.8%	98.0%	+ 0.2%	97.7%	97.7%	0.0%
Inventory of Homes for Sale	6,817	7,377	+ 8.2%	—	—	—
Months Supply of Inventory	3.7	3.7	0.0%	—	—	—

Townhouse-Condo	July			Year to Date		
	2017	2018	% Change	Thru 7-2017	Thru 7-2018	% Change
New Listings	72	82	+ 13.9%	535	559	+ 4.5%
Pending Sales	57	75	+ 31.6%	396	421	+ 6.3%
Closed Sales	60	49	- 18.3%	362	379	+ 4.7%
Days on Market Until Sale	38	46	+ 21.1%	56	52	- 7.1%
Median Sales Price*	\$114,750	\$95,000	- 17.2%	\$109,950	\$109,000	- 0.9%
Average Sales Price*	\$126,966	\$123,715	- 2.6%	\$127,989	\$133,204	+ 4.1%
Percent of List Price Received*	96.0%	96.3%	+ 0.3%	95.8%	96.0%	+ 0.2%
Inventory of Homes for Sale	207	205	- 1.0%	—	—	—
Months Supply of Inventory	4.0	3.8	- 5.0%	—	—	—

* 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.

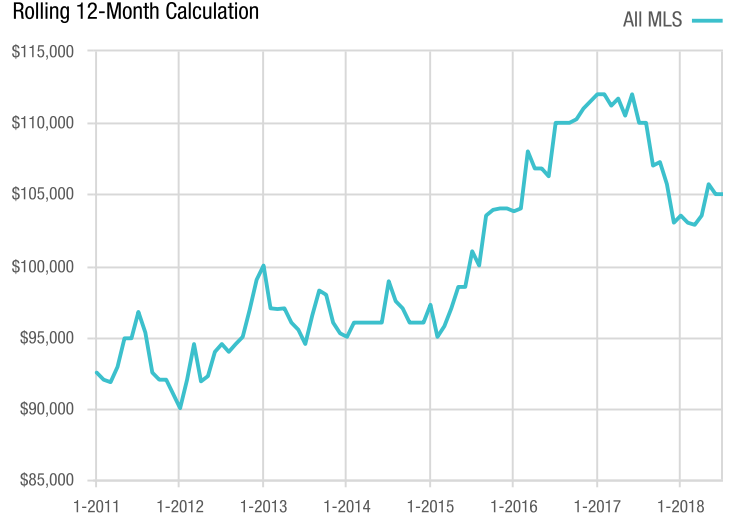
Median Sales Price - Single Family

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



July 2018

Housing price bubble chatter has increased this summer, as market observers attempt to predict the next residential real estate shift. It is too early to predict a change from higher prices and lower inventory, but the common markers that caused the last housing cooldown are present. Wages are up but not at the same pace as home prices, leading to the kind of affordability concerns that can cause fewer sales at lower prices. At the same time, demand is still outpacing what is available for sale in many markets.

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Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale 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	7-2017	7-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,671	3,162	+ 18.4%	18,297	19,831	+ 8.4%
Pending Sales		2,085	2,370	+ 13.7%	14,259	15,346	+ 7.6%
Closed Sales		2,133	2,274	+ 6.6%	13,261	13,950	+ 5.2%
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Average Sales Price		\$199,545	\$208,983	+ 4.7%	\$193,112	\$199,727	+ 3.4%
Percent of List Price Received		97.8%	98.0%	+ 0.2%	97.7%	97.7%	0.0%
Housing Affordability Index		183	163	- 10.9%	183	169	- 7.7%
Inventory of Homes for Sale		6,817	7,377	+ 8.2%	—	—	—
Months Supply of Inventory		3.7	3.7	0.0%	—	—	—

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.



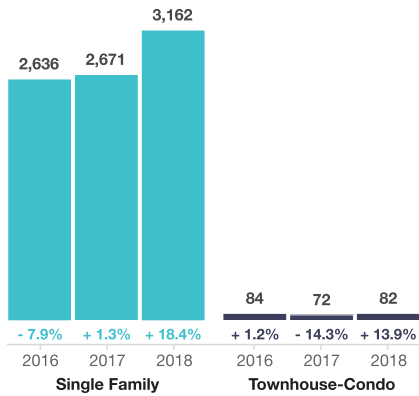
Key Metrics	Historical Sparkbars	7-2017	7-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		72	82	+ 13.9%	535	559	+ 4.5%
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Closed Sales		60	49	- 18.3%	362	379	+ 4.7%
Days on Market Until Sale		38	46	+ 21.1%	56	52	- 7.1%
Median Sales Price		\$114,750	\$95,000	- 17.2%	\$109,950	\$109,000	- 0.9%
Average Sales Price		\$126,966	\$123,715	- 2.6%	\$127,989	\$133,204	+ 4.1%
Percent of List Price Received		96.0%	96.3%	+ 0.3%	95.8%	96.0%	+ 0.2%
Housing Affordability Index		281	317	+ 12.8%	294	276	- 6.1%
Inventory of Homes for Sale		207	205	- 1.0%	—	—	—
Months Supply of Inventory		4.0	3.8	- 5.0%	—	—	—

New Listings

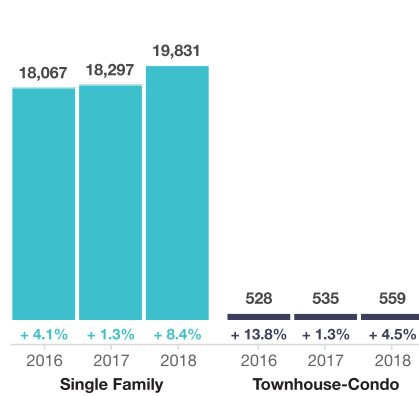
A count of the properties that have been newly listed on the market in a given month.



July

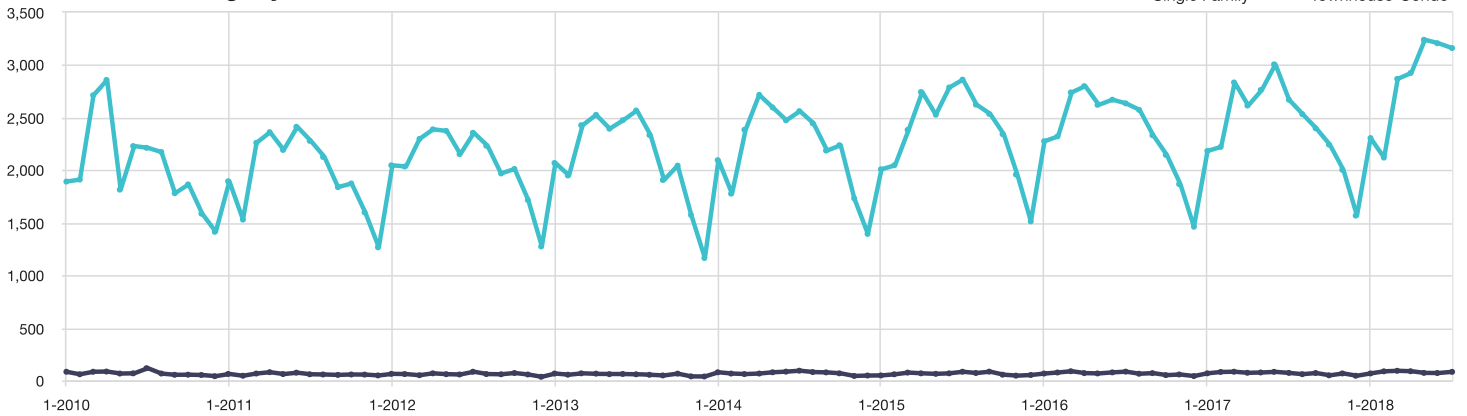


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	2,534	- 1.6%	60	- 6.3%
Sep-2017	2,399	+ 2.8%	71	+ 1.4%
Oct-2017	2,244	+ 4.6%	49	- 3.9%
Nov-2017	2,004	+ 7.3%	67	+ 17.5%
Dec-2017	1,568	+ 7.3%	45	+ 7.1%
Jan-2018	2,306	+ 5.6%	67	- 1.5%
Feb-2018	2,120	- 4.6%	87	+ 7.4%
Mar-2018	2,869	+ 1.2%	92	+ 10.8%
Apr-2018	2,925	+ 11.9%	88	+ 20.5%
May-2018	3,241	+ 17.3%	72	- 5.3%
Jun-2018	3,208	+ 6.7%	71	- 13.4%
Jul-2018	3,162	+ 18.4%	82	+ 13.9%
12-Month Avg	2,548	+ 6.6%	71	+ 4.4%

Historical New Listings by Month

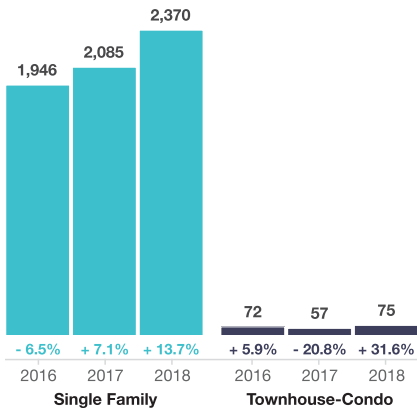


Pending Sales

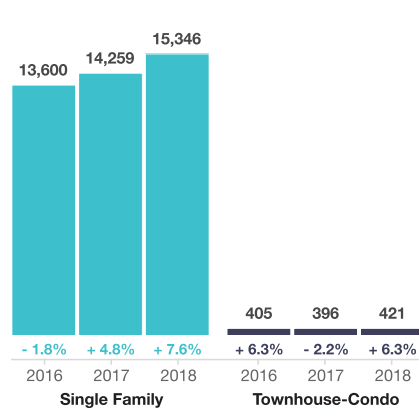
A count of the properties on which offers have been accepted in a given month.



July

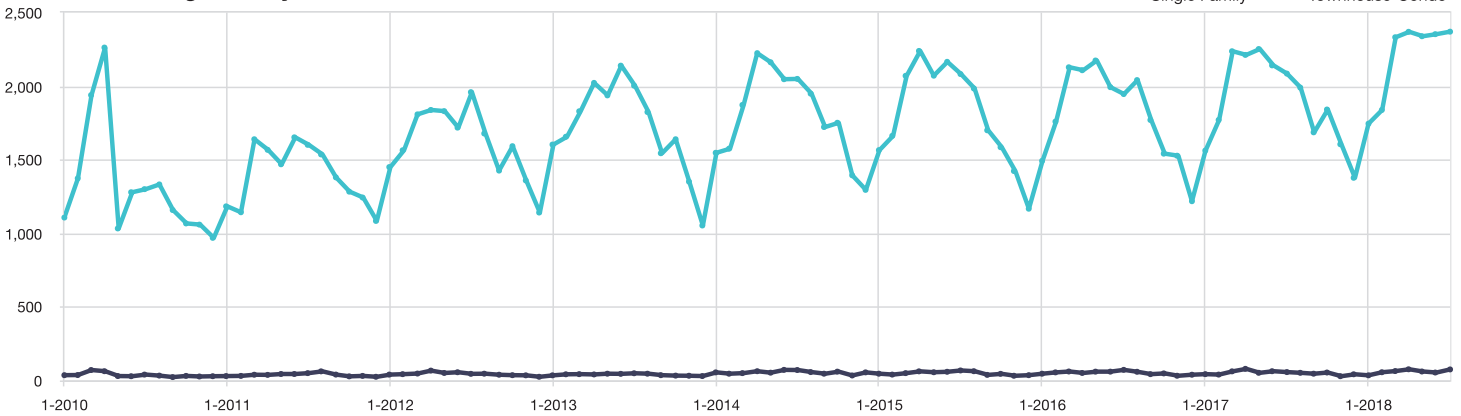


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	1,990	- 2.5%	52	- 11.9%
Sep-2017	1,686	- 4.7%	46	+ 7.0%
Oct-2017	1,841	+ 19.5%	54	+ 12.5%
Nov-2017	1,605	+ 5.1%	29	- 9.4%
Dec-2017	1,377	+ 13.1%	42	+ 7.7%
Jan-2018	1,745	+ 11.7%	35	- 18.6%
Feb-2018	1,838	+ 3.8%	56	+ 40.0%
Mar-2018	2,332	+ 4.2%	64	+ 3.2%
Apr-2018	2,369	+ 7.1%	76	- 3.8%
May-2018	2,339	+ 3.9%	61	+ 17.3%
Jun-2018	2,353	+ 9.9%	54	- 14.3%
Jul-2018	2,370	+ 13.7%	75	+ 31.6%
12-Month Avg	1,987	+ 6.7%	54	+ 5.9%

Historical Pending Sales by Month

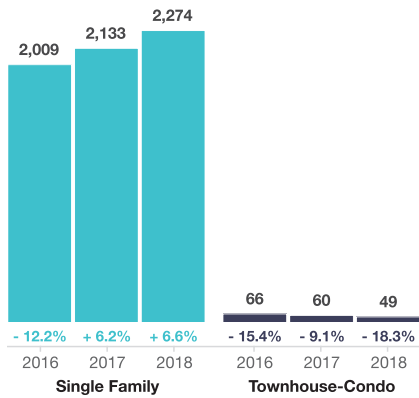


Closed Sales

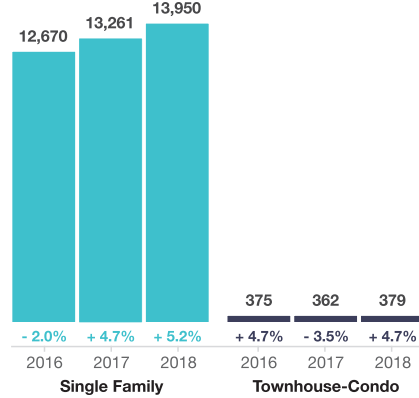
A count of the actual sales that closed in a given month.



July

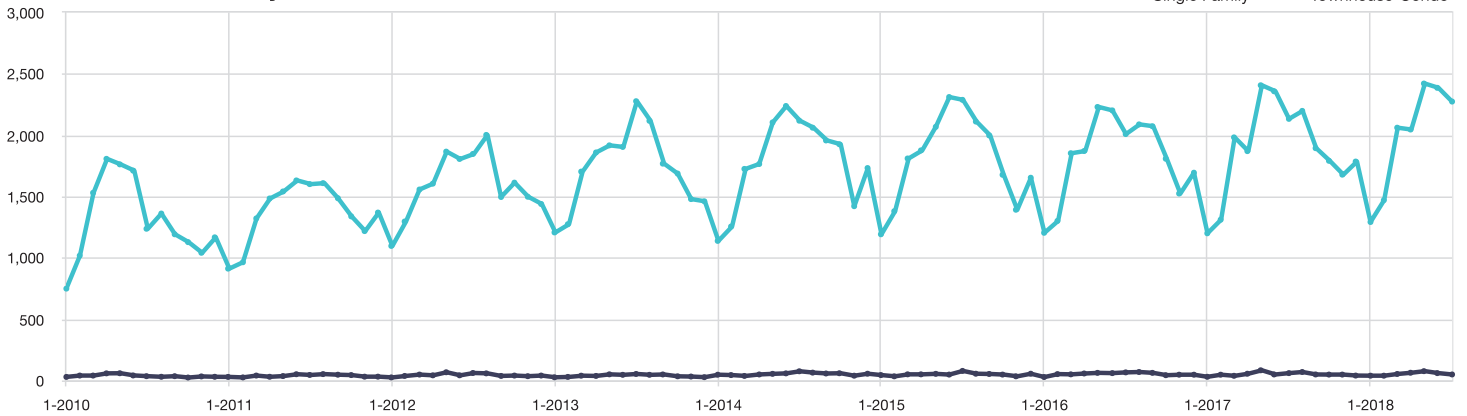


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	2,198	+ 5.3%	69	0.0%
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	1,785	+ 5.4%	40	- 14.9%
Jan-2018	1,292	+ 7.7%	39	+ 30.0%
Feb-2018	1,470	+ 12.1%	39	- 17.0%
Mar-2018	2,061	+ 4.0%	53	+ 39.5%
Apr-2018	2,046	+ 9.4%	63	+ 14.5%
May-2018	2,421	+ 0.6%	76	- 8.4%
Jun-2018	2,386	+ 1.2%	60	+ 22.4%
Jul-2018	2,274	+ 6.6%	49	- 18.3%
12-Month Avg	1,941	+ 3.7%	53	0.0%

Historical Closed Sales by Month

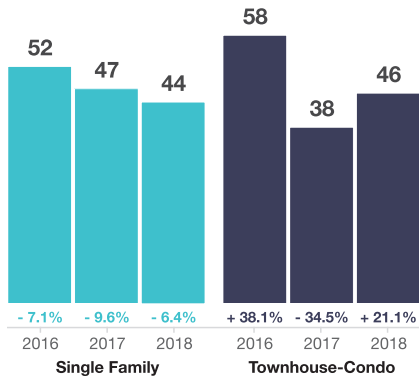


Days on Market Until Sale

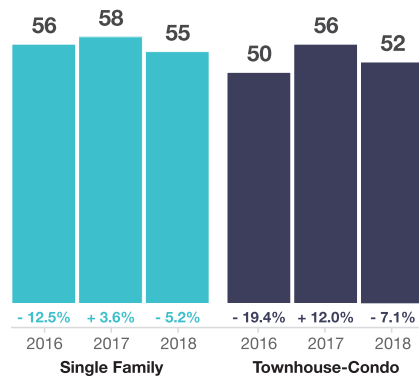
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



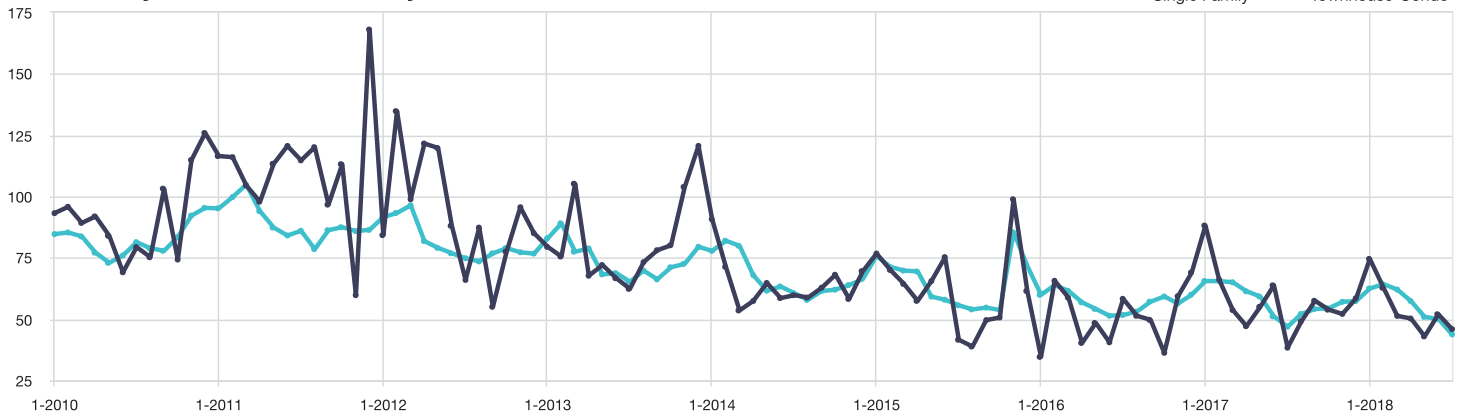
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	52	- 1.9%	49	- 3.9%
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	63	- 4.5%	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	44	- 6.4%	46	+ 21.1%
12-Month Avg*	55	- 5.1%	53	- 3.6%

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

Historical Days on Market Until Sale by Month

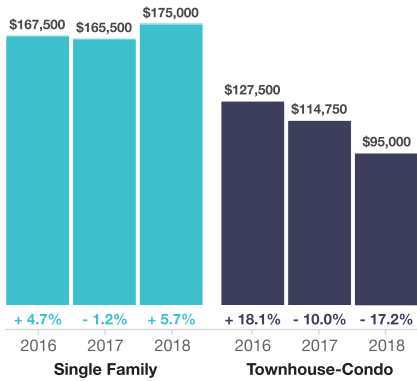


Median Sales Price

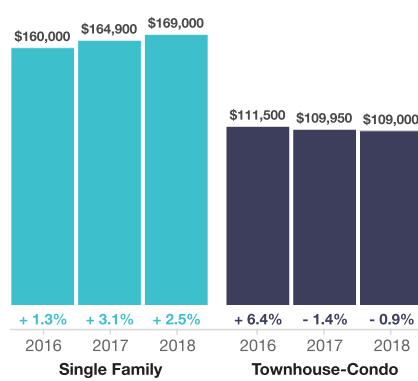
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



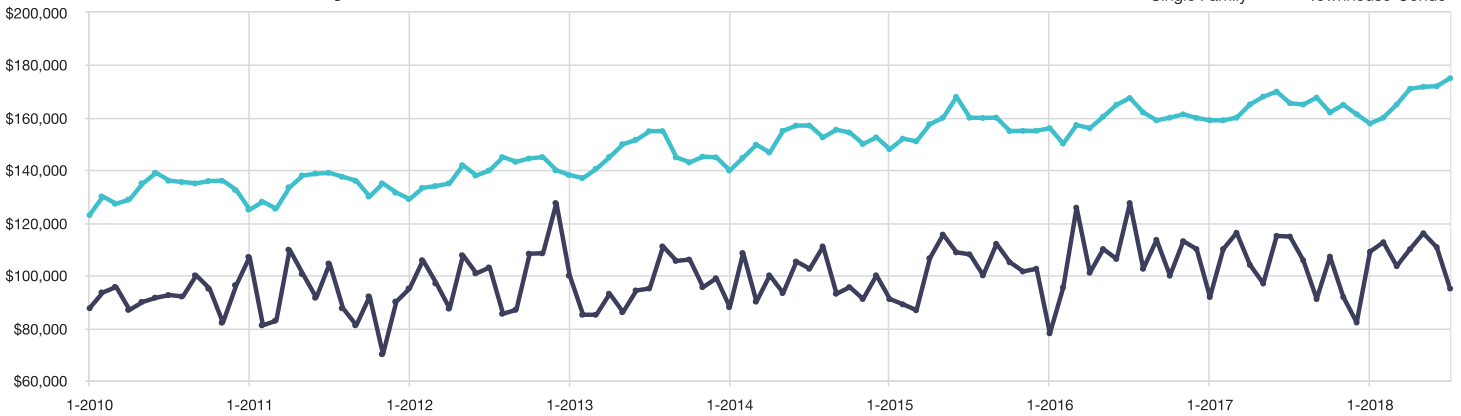
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	\$165,000	+ 1.9%	\$105,700	+ 3.1%
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	\$161,299	+ 0.9%	\$82,075	- 25.4%
Jan-2018	\$157,750	- 0.8%	\$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	\$171,735	+ 2.2%	\$116,000	+ 19.7%
Jun-2018	\$171,963	+ 1.2%	\$110,700	- 3.7%
Jul-2018	\$175,000	+ 5.7%	\$95,000	- 17.2%
12-Month Avg*	\$166,945	+ 2.4%	\$105,000	- 4.5%

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

Historical Median Sales Price by Month

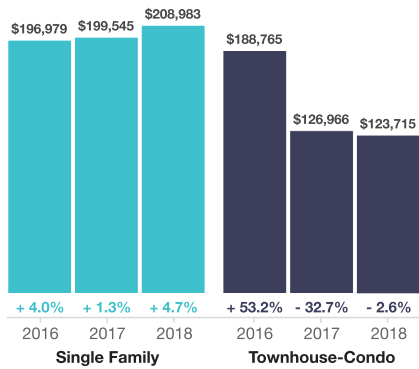


Average Sales Price

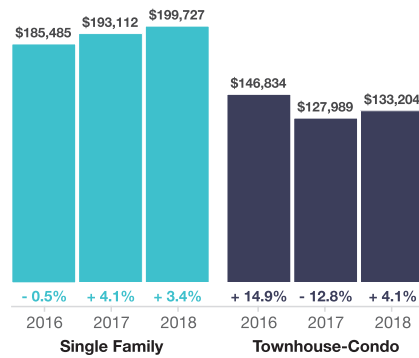
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



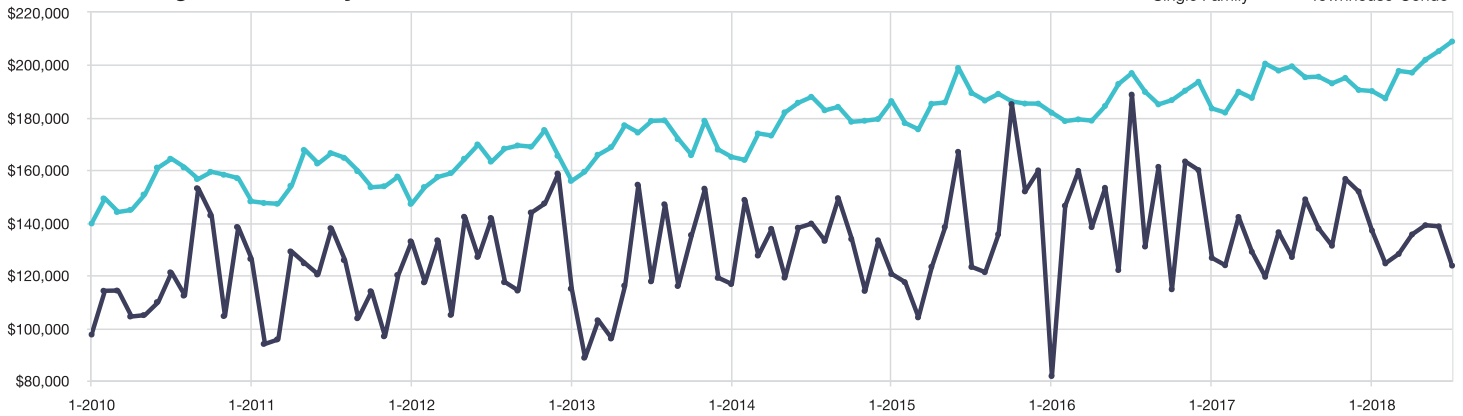
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	\$195,392	+ 3.0%	\$148,920	+ 13.7%
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	\$190,539	- 1.6%	\$151,896	- 5.1%
Jan-2018	\$190,118	+ 3.6%	\$137,024	+ 8.2%
Feb-2018	\$187,329	+ 3.0%	\$124,549	+ 0.6%
Mar-2018	\$197,791	+ 4.2%	\$128,136	- 9.9%
Apr-2018	\$197,137	+ 5.1%	\$135,561	+ 5.1%
May-2018	\$202,027	+ 0.7%	\$139,086	+ 16.4%
Jun-2018	\$205,311	+ 3.7%	\$138,649	+ 1.6%
Jul-2018	\$208,983	+ 4.7%	\$123,715	- 2.6%
12-Month Avg*	\$197,432	+ 3.2%	\$138,091	+ 1.8%

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

Historical Average Sales Price by Month

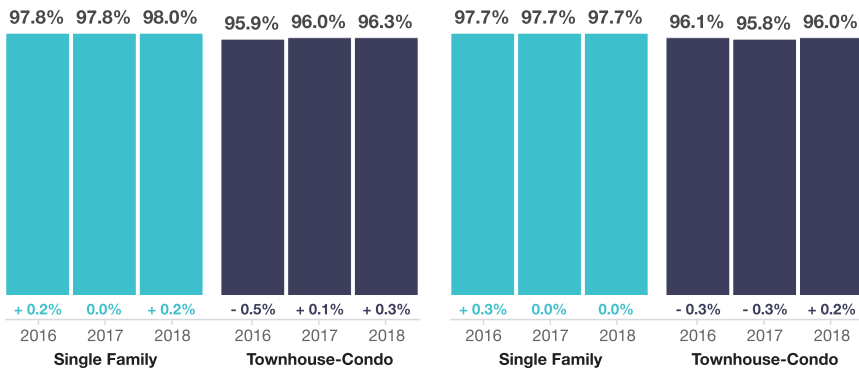


Percent of List Price Received

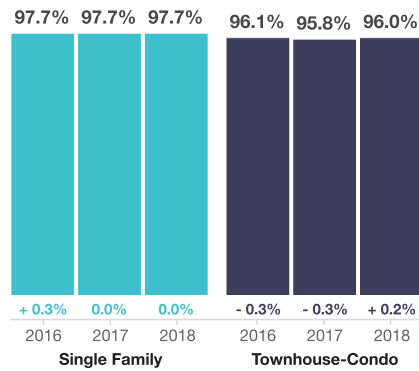
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



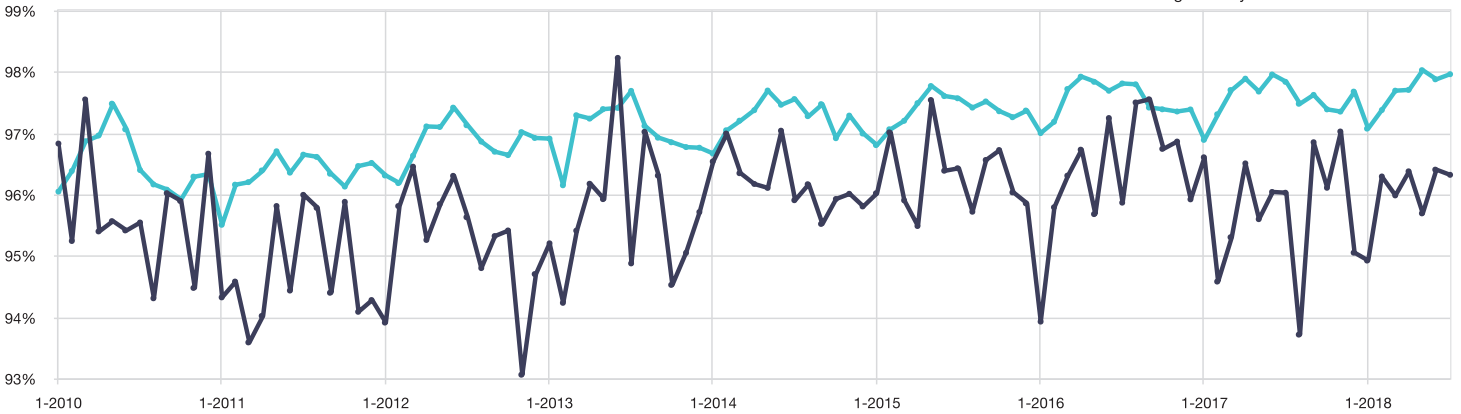
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	97.5%	- 0.3%	93.7%	- 3.9%
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%
12-Month Avg*	97.6%	+ 0.0%	95.9%	- 0.5%

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

Historical Percent of List Price Received by Month

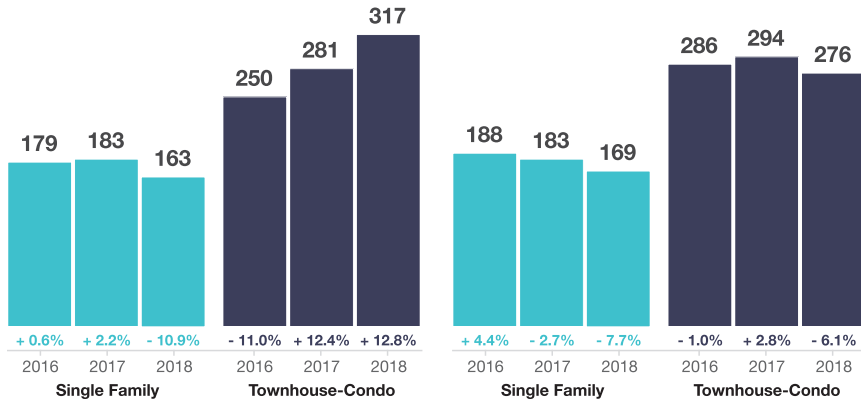


Housing Affordability Index

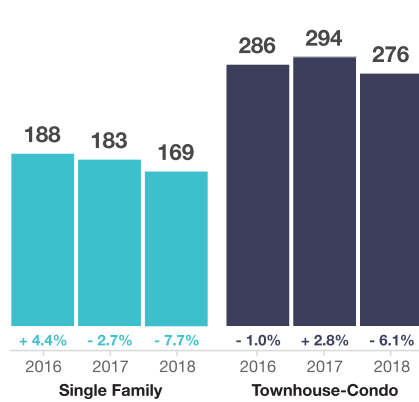
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

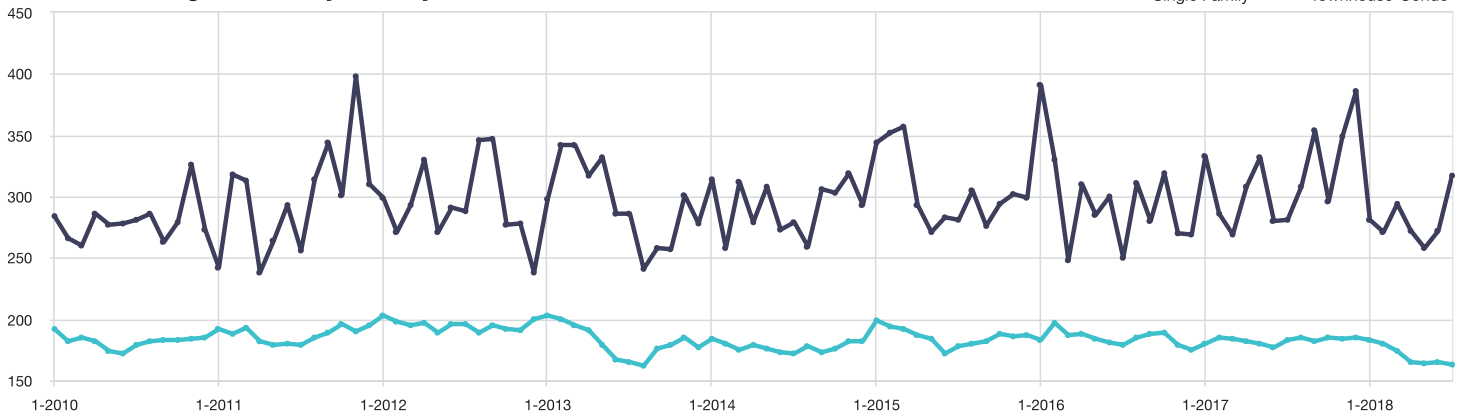


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	185	0.0%	308	-1.0%
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	165	-6.8%	272	-2.9%
Jul-2018	163	-10.9%	317	+12.8%
12-Month Avg	176	-3.3%	305	+3.4%

Historical Housing Affordability Index by Month

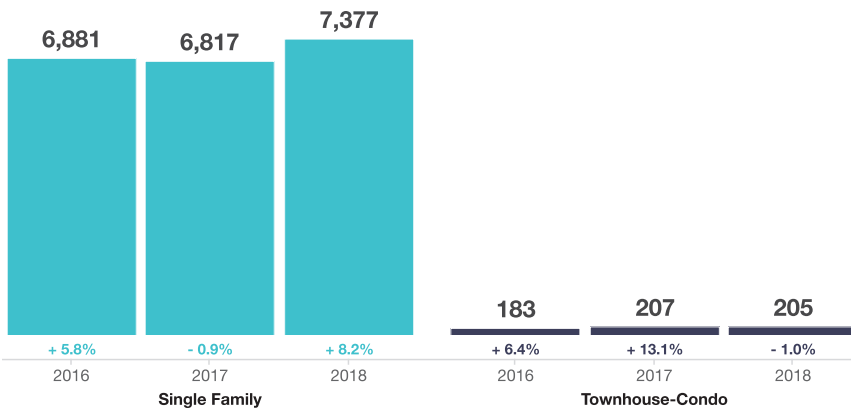


Inventory of Homes for Sale

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

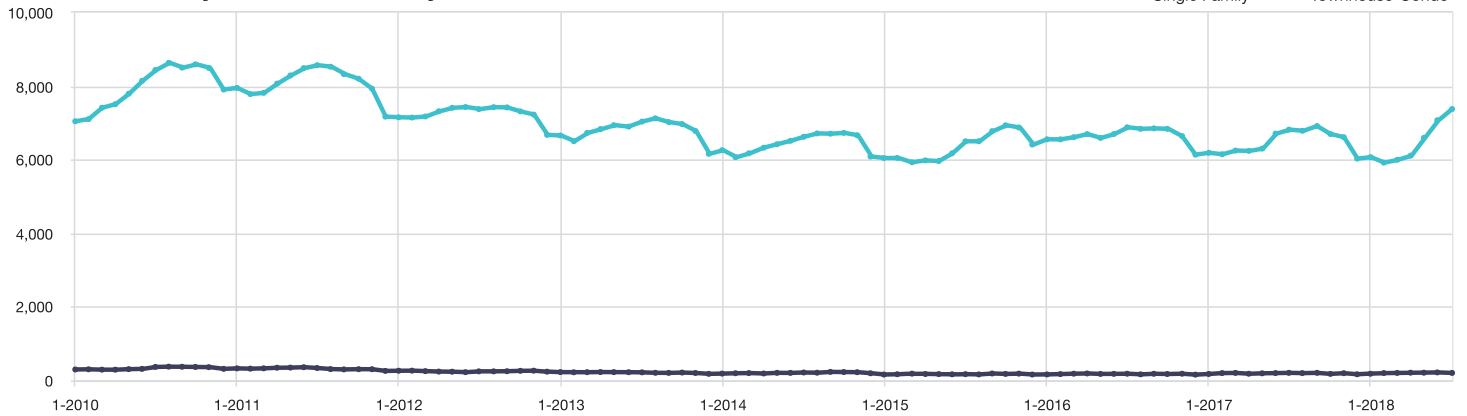


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	6,786	- 0.8%	200	+ 19.8%
Sep-2017	6,916	+ 0.9%	207	+ 13.7%
Oct-2017	6,699	- 2.0%	179	+ 1.7%
Nov-2017	6,613	- 0.4%	198	+ 8.2%
Dec-2017	6,030	- 1.7%	169	+ 6.3%
Jan-2018	6,070	- 1.9%	183	+ 3.4%
Feb-2018	5,920	- 3.7%	202	+ 0.5%
Mar-2018	5,998	- 4.0%	205	0.0%
Apr-2018	6,110	- 2.1%	212	+ 15.8%
May-2018	6,595	+ 4.6%	211	+ 8.2%
Jun-2018	7,072	+ 5.4%	219	+ 9.0%
Jul-2018	7,377	+ 8.2%	205	- 1.0%
12-Month Avg	6,516	+ 0.3%	199	+ 7.0%

Historical Inventory of Homes for Sale by Month

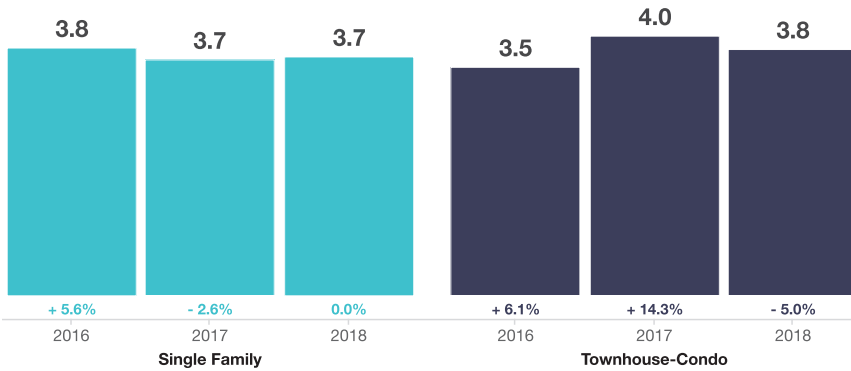


Months Supply of Inventory

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.



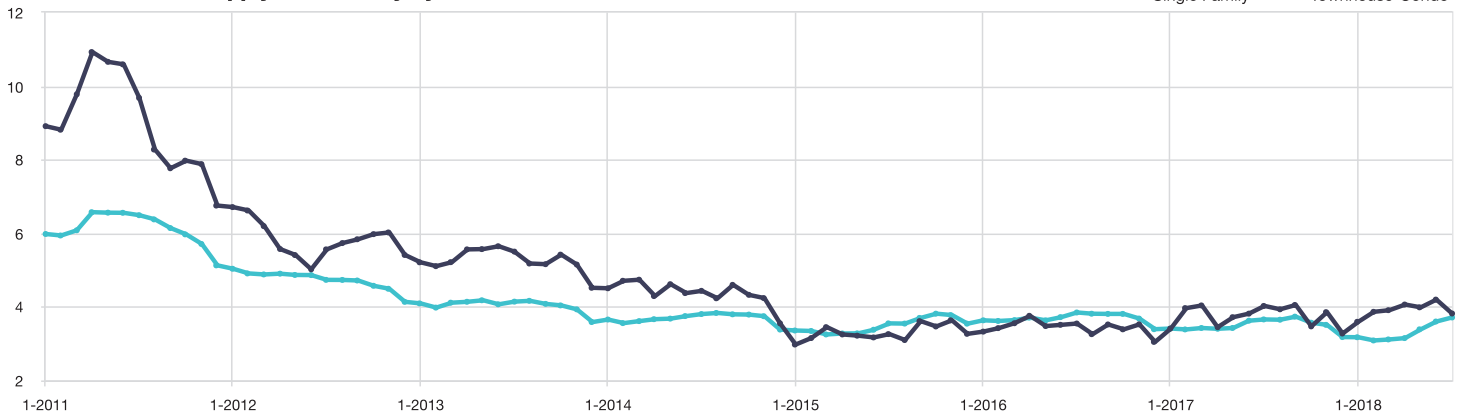
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2017	3.7	-2.6%	3.9	+18.2%
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	3.2	-5.9%	3.6	+5.9%
Feb-2018	3.1	-8.8%	3.9	-2.5%
Mar-2018	3.1	-8.8%	3.9	-2.5%
Apr-2018	3.2	-5.9%	4.1	+20.6%
May-2018	3.4	0.0%	4.0	+8.1%
Jun-2018	3.6	0.0%	4.2	+10.5%
Jul-2018	3.7	0.0%	3.8	-5.0%
12-Month Avg*	3.4	-4.6%	3.8	+6.6%

* Months Supply for all properties from August 2017 through July 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	7-2017	7-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,743	3,244	+ 18.3%	18,832	20,390	+ 8.3%
Pending Sales		2,142	2,445	+ 14.1%	14,655	15,767	+ 7.6%
Closed Sales		2,193	2,323	+ 5.9%	13,623	14,329	+ 5.2%
Days on Market Until Sale		47	44	- 6.4%	58	55	- 5.2%
Median Sales Price		\$165,000	\$174,108	+ 5.5%	\$163,000	\$167,000	+ 2.5%
Average Sales Price		\$197,560	\$207,181	+ 4.9%	\$191,379	\$197,964	+ 3.4%
Percent of List Price Received		97.8%	97.9%	+ 0.1%	97.6%	97.7%	+ 0.1%
Housing Affordability Index		183	164	- 10.4%	185	171	- 7.6%
Inventory of Homes for Sale		7,024	7,582	+ 7.9%	—	—	—
Months Supply of Inventory		3.7	3.7	0.0%	—	—	—