



## March 2019 Residential Sales

Date: April 11, 2019  
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **March 1 through March 31, 2019**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

### Quick Facts

<b>- 3.2%</b>	<b>+ 6.7%</b>	<b>- 0.8%</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.*

In addition to the quandary of ongoing housing pricing increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

New Listings increased 7.3 percent for Single Family homes but decreased 9.0 percent for Townhouse-Condo homes. Pending sales increased 0.6 percent for Single Family homes and 1.6 percent for Townhouse-Condo homes. Inventory decreased 0.4 percent for Single Family homes and 11.8 percent for Townhouse-Condo homes.

#### Months' Supply of Inventory Decreases



**Month's Supply of Inventory decreased** 3.3 percent for Single Family homes and 13.9 percent for Townhouse-Condo homes.

#### Median Sales Price Increases



**Median Sales Price increased** 7.3 percent to \$177,000 for Single Family homes but decreased 16.2 to \$86,750 for Townhouse-Condo homes.

#### Average Days on Market Decreases



**Days on Market decreased** 6.5 percent for Single Family homes and 2.0 percent for Townhouse-Condo homes.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.



Below you will find copies of the MLS Statistical Reports for

**March 2019**

**PLEASE NOTE**

If you are going to be utilizing the MLS Statistical information for public mass-media advertisement or in other public representations, use of that information must be in accordance with MLSOK Rules and Regulations.

**Limitations on Use of MLS Information**

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 **(03/01/2019) through (03/31/2019)**, 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 **March 2019** as compared to **February 2019** and **March 2018**. These statistics are supplied by MLSOK, Inc.

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

	<b>March 2019</b>	<b>February 2019</b>	<b>March2018</b>
<b>TOTAL CLOSED</b>	2068	1560	2099
<b>TOTAL \$ VOLUME</b>	\$ 426,767,034	\$ 307,734,194	\$ 409,345,790
<b>AVERAGE PRICE</b>	\$ 206,367	\$ 197,266	\$ 195,019
<b>MEDIAN PRICE</b>	\$ 174,198	\$ 169,900	\$ 163,000
<b>% SELLING PRICE TO LIST PRICE</b>	97 %	97 %	97 %
<b>DAYS ON MARKET</b>	58	62	61
<b>NUMBER OF LISTINGS</b>	6014	5917	6935

<b>TOTAL CLOSED</b>	2068
<b>TOTAL \$ VOLUME</b>	\$ 426,767,034
<b>AVERAGE SELLING PRICE</b>	\$ 206,367
<b>% SELLING PRICE TO LIST PRICE</b>	97 %
<b>MEDIAN PRICE</b>	\$ 174,198
<b>AVERAGE DAYS ON MARKET</b>	58
<b># OF ACTIVE LISTINGS CURRENTLY</b>	6014
<b>TOTAL UNDER CONTRACT (Pending)</b>	1834
<b>AVERAGE VALUE (Pending)</b>	\$ 211,441



**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
March	2068	\$ 426,767,034	3902

## All MLSOK

Entire MLSOK Market Area

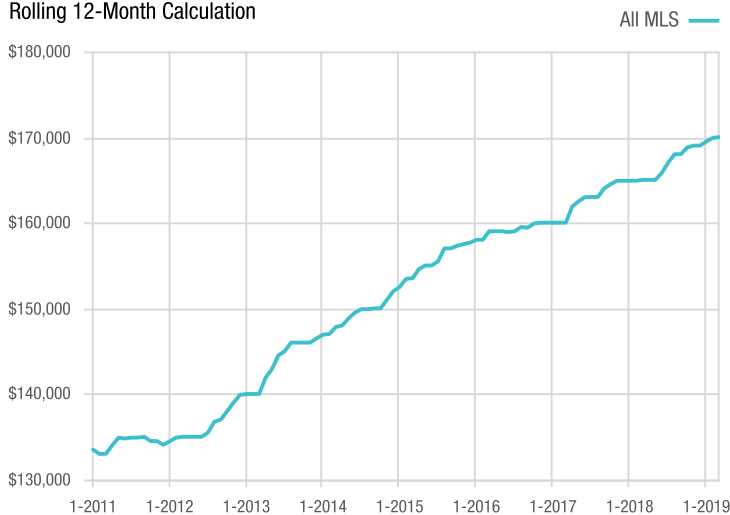
Single Family	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	2,769	<b>2,976</b>	+ 7.5%	7,098	<b>7,609</b>	+ 7.2%
Pending Sales	2,320	<b>2,335</b>	+ 0.6%	5,887	<b>6,099</b>	+ 3.6%
Closed Sales	2,061	<b>1,986</b>	- 3.6%	4,829	<b>4,803</b>	- 0.5%
Days on Market Until Sale	62	<b>58</b>	- 6.5%	63	<b>60</b>	- 4.8%
Median Sales Price*	\$165,000	<b>\$177,000</b>	+ 7.3%	\$162,000	<b>\$171,695</b>	+ 6.0%
Average Sales Price*	\$197,801	<b>\$209,508</b>	+ 5.9%	\$192,449	<b>\$203,180</b>	+ 5.6%
Percent of List Price Received*	97.7%	<b>97.8%</b>	+ 0.1%	97.4%	<b>97.4%</b>	0.0%
Inventory of Homes for Sale	5,717	<b>5,705</b>	- 0.2%	—	—	—
Months Supply of Inventory	3.0	<b>2.9</b>	- 3.3%	—	—	—

Townhouse-Condo	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	89	<b>81</b>	- 9.0%	229	<b>220</b>	- 3.9%
Pending Sales	64	<b>65</b>	+ 1.6%	154	<b>160</b>	+ 3.9%
Closed Sales	53	<b>60</b>	+ 13.2%	131	<b>128</b>	- 2.3%
Days on Market Until Sale	51	<b>50</b>	- 2.0%	62	<b>59</b>	- 4.8%
Median Sales Price*	\$103,500	<b>\$86,750</b>	- 16.2%	\$109,000	<b>\$100,000</b>	- 8.3%
Average Sales Price*	\$128,136	<b>\$123,662</b>	- 3.5%	\$129,714	<b>\$145,345</b>	+ 12.1%
Percent of List Price Received*	96.0%	<b>95.5%</b>	- 0.5%	95.8%	<b>95.4%</b>	- 0.4%
Inventory of Homes for Sale	186	<b>164</b>	- 11.8%	—	—	—
Months Supply of Inventory	3.6	<b>3.1</b>	- 13.9%	—	—	—

\* 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.

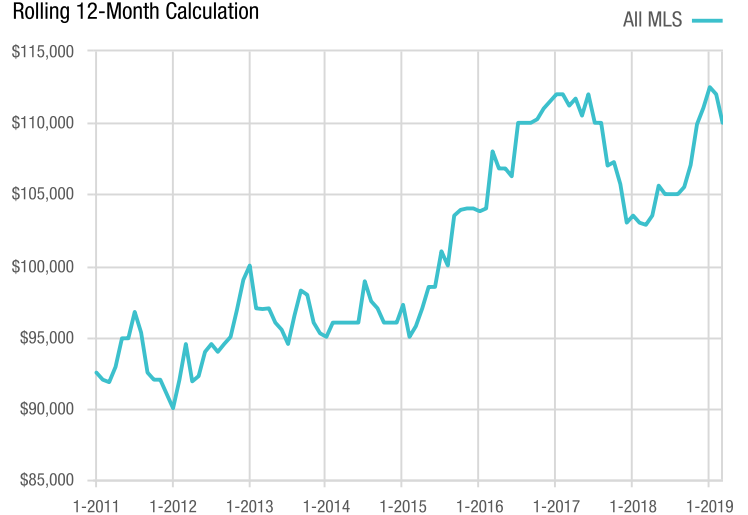
### Median Sales Price - Single Family

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



## March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

New Listings increased 7.3 percent for Single Family homes but decreased 9.0 percent for Townhouse-Condo homes. Pending Sales increased 0.6 percent for Single Family homes and 1.6 percent for Townhouse-Condo homes. Inventory decreased 0.4 percent for Single Family homes and 11.8 percent for Townhouse-Condo homes.

Median Sales Price increased 7.3 percent to \$177,000 for Single Family homes but decreased 16.2 percent to \$86,750 for Townhouse-Condo homes. Days on Market decreased 6.5 percent for Single Family homes and 2.0 percent for Townhouse-Condo homes. Months Supply of Inventory decreased 3.3 percent for Single Family homes and 13.9 percent for Townhouse-Condo homes.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

## Quick Facts

<b>- 3.2%</b>	<b>+ 6.7%</b>	<b>- 0.8%</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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
	14



# 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	3-2018	3-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		2,774	<b>2,976</b>	+ 7.3%	7,098	<b>7,609</b>	+ 7.2%
<b>Pending Sales</b>		2,321	<b>2,335</b>	+ 0.6%	5,887	<b>6,099</b>	+ 3.6%
<b>Closed Sales</b>		2,061	<b>1,986</b>	- 3.6%	4,829	<b>4,803</b>	- 0.5%
<b>Days on Market Until Sale</b>		62	<b>58</b>	- 6.5%	63	<b>60</b>	- 4.8%
<b>Median Sales Price</b>		\$165,000	<b>\$177,000</b>	+ 7.3%	\$162,000	<b>\$171,695</b>	+ 6.0%
<b>Average Sales Price</b>		\$197,801	<b>\$209,508</b>	+ 5.9%	\$192,449	<b>\$203,180</b>	+ 5.6%
<b>Percent of List Price Received</b>		97.7%	<b>97.8%</b>	+ 0.1%	97.4%	<b>97.4%</b>	0.0%
<b>Housing Affordability Index</b>		174	<b>161</b>	- 7.5%	177	<b>166</b>	- 6.2%
<b>Inventory of Homes for Sale</b>		5,729	<b>5,705</b>	- 0.4%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>2.9</b>	- 3.3%	—	—	—

# 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	3-2018	3-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		89	81	- 9.0%	229	220	- 3.9%
<b>Pending Sales</b>		64	65	+ 1.6%	154	160	+ 3.9%
<b>Closed Sales</b>		53	60	+ 13.2%	131	128	- 2.3%
<b>Days on Market Until Sale</b>		51	50	- 2.0%	62	59	- 4.8%
<b>Median Sales Price</b>		\$103,500	\$86,750	- 16.2%	\$109,000	\$100,000	- 8.3%
<b>Average Sales Price</b>		\$128,136	\$123,662	- 3.5%	\$129,714	\$145,345	+ 12.1%
<b>Percent of List Price Received</b>		96.0%	95.5%	- 0.5%	95.8%	95.4%	- 0.4%
<b>Housing Affordability Index</b>		294	351	+ 19.4%	279	304	+ 9.0%
<b>Inventory of Homes for Sale</b>		186	164	- 11.8%	—	—	—
<b>Months Supply of Inventory</b>		3.6	3.1	- 13.9%	—	—	—

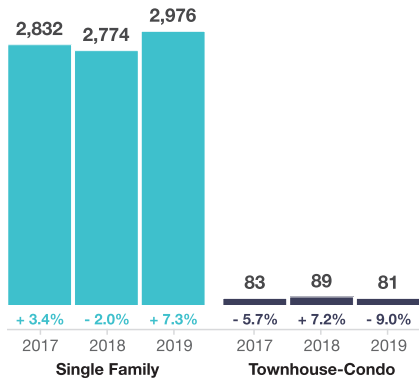


# New Listings

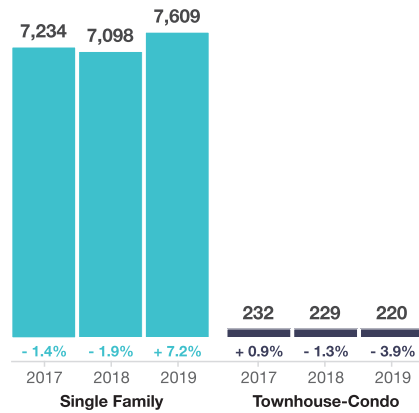
A count of the properties that have been newly listed on the market in a given month.



## March

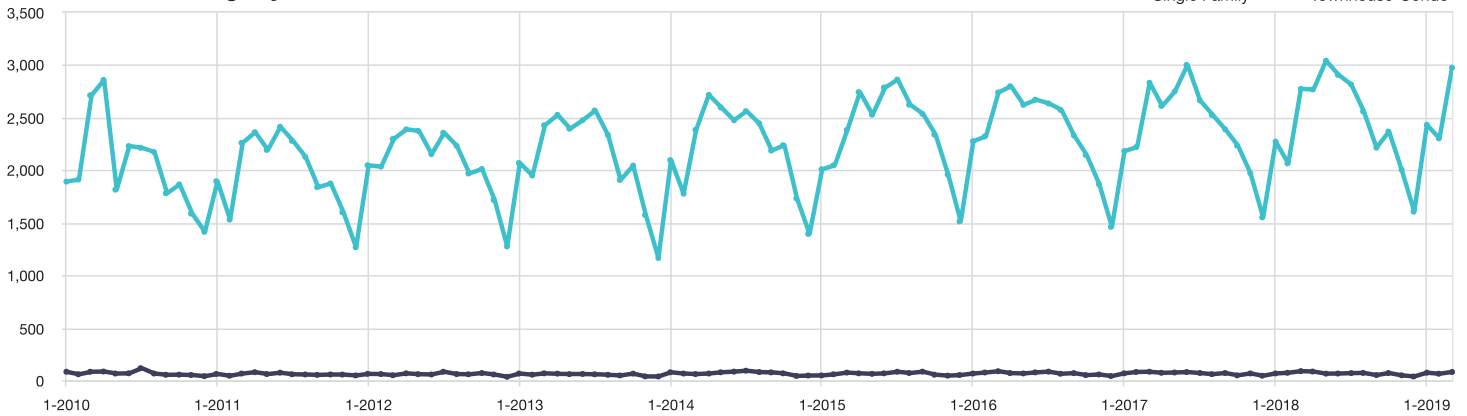


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	2,303	+ 11.5%	64	- 12.3%
<b>Mar-2019</b>	<b>2,976</b>	<b>+ 7.3%</b>	<b>81</b>	<b>- 9.0%</b>
12-Month Avg	2,500	+ 4.1%	66	- 2.9%

## Historical New Listings by Month

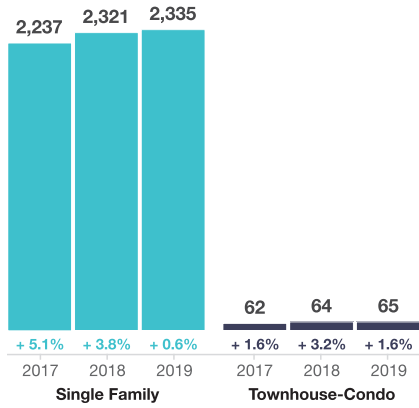


# Pending Sales

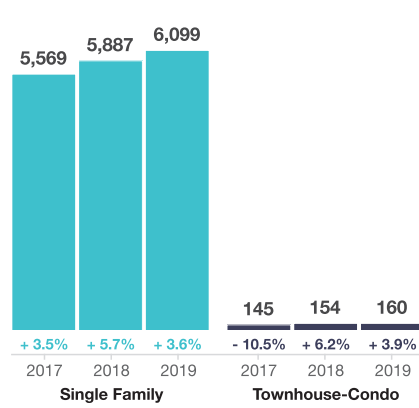
A count of the properties on which offers have been accepted in a given month.



## March

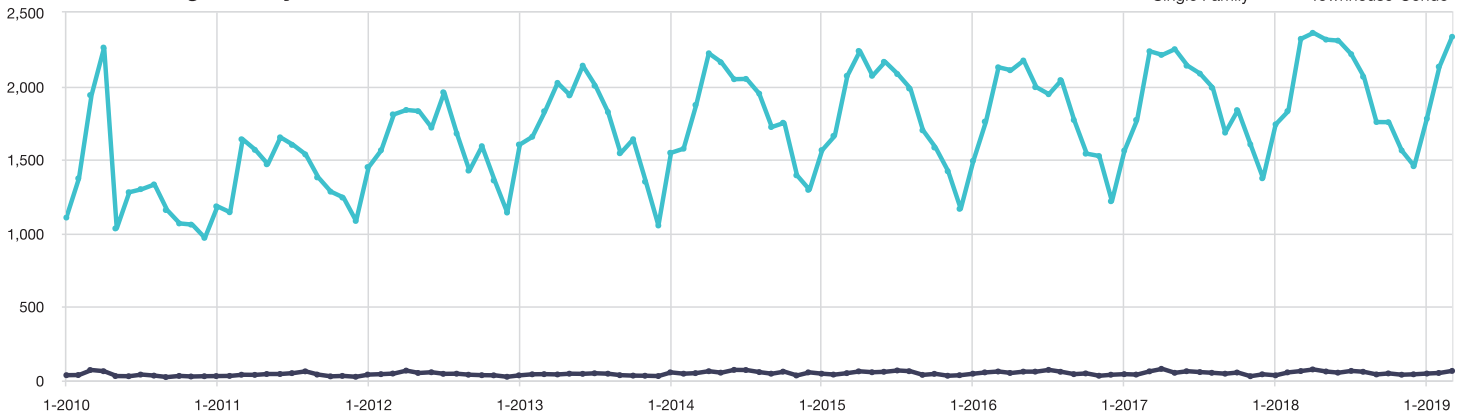


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	2,132	+ 16.5%	51	- 7.3%
<b>Mar-2019</b>	<b>2,335</b>	<b>+ 0.6%</b>	<b>65</b>	<b>+ 1.6%</b>
12-Month Avg	2,004	+ 4.3%	54	+ 3.8%

## Historical Pending Sales by Month

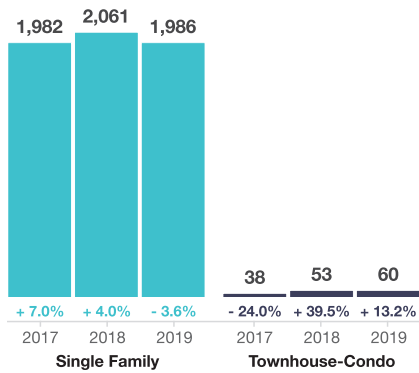


# Closed Sales

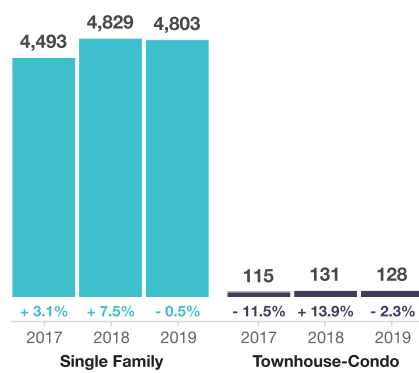
A count of the actual sales that closed in a given month.



## March

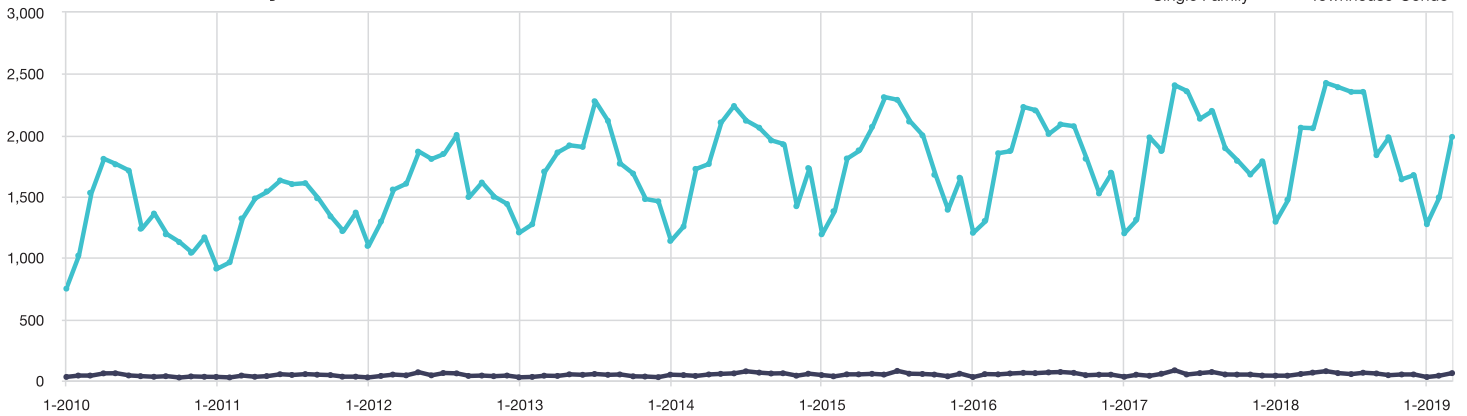


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	1,493	+ 1.3%	39	0.0%
<b>Mar-2019</b>	<b>1,986</b>	<b>- 3.6%</b>	<b>60</b>	<b>+ 13.2%</b>
12-Month Avg	1,956	+ 2.3%	53	0.0%

## Historical Closed Sales by Month

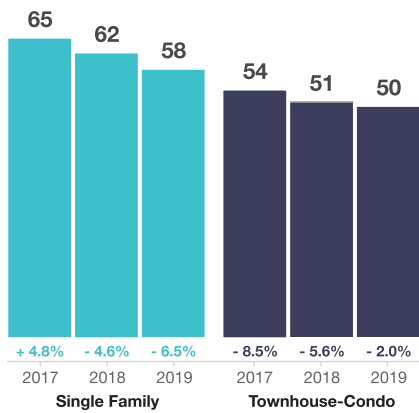


# Days on Market Until Sale

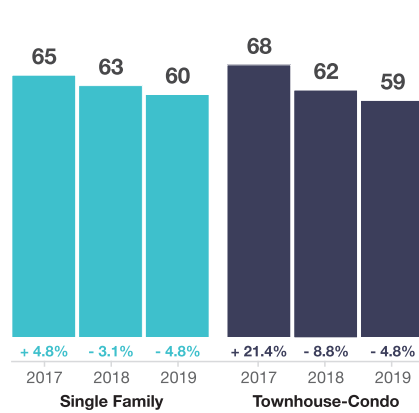
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



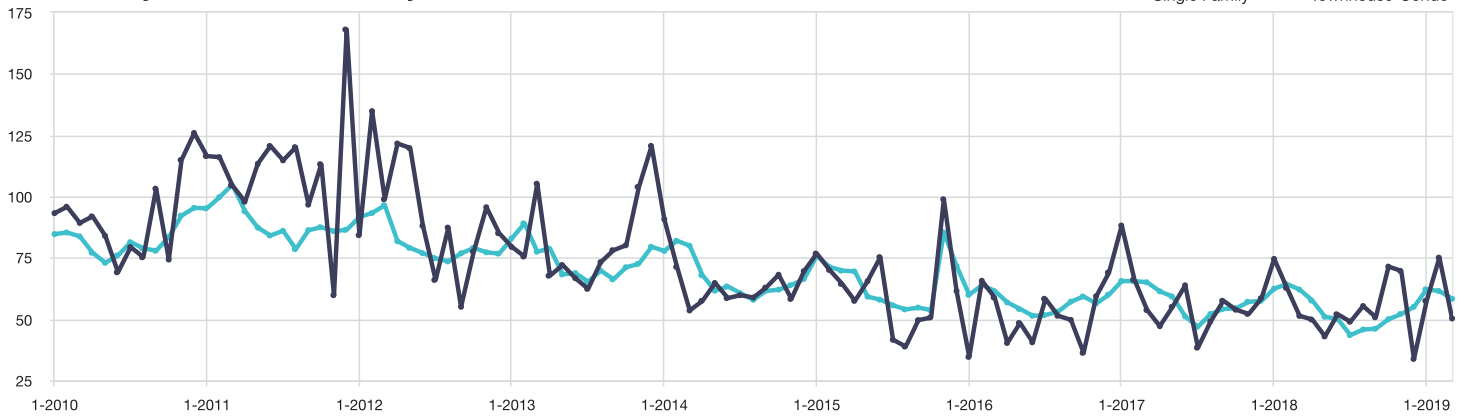
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	61	- 4.7%	75	+ 19.0%
<b>Mar-2019</b>	<b>58</b>	<b>- 6.5%</b>	<b>50</b>	<b>- 2.0%</b>
12-Month Avg*	52	- 7.8%	53	- 1.7%

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

## Historical Days on Market Until Sale by Month

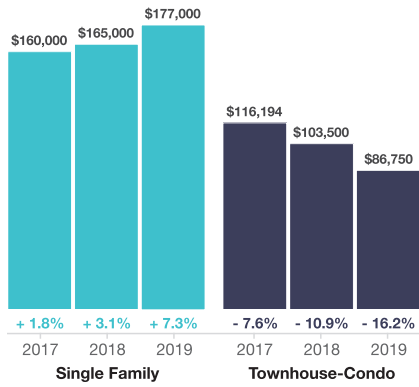


# Median Sales Price

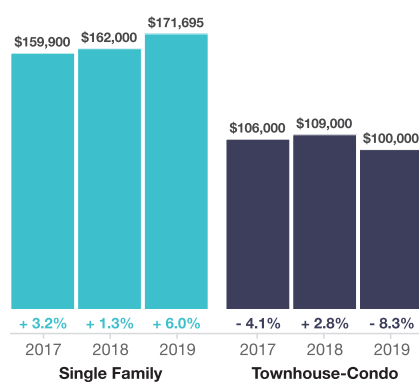
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



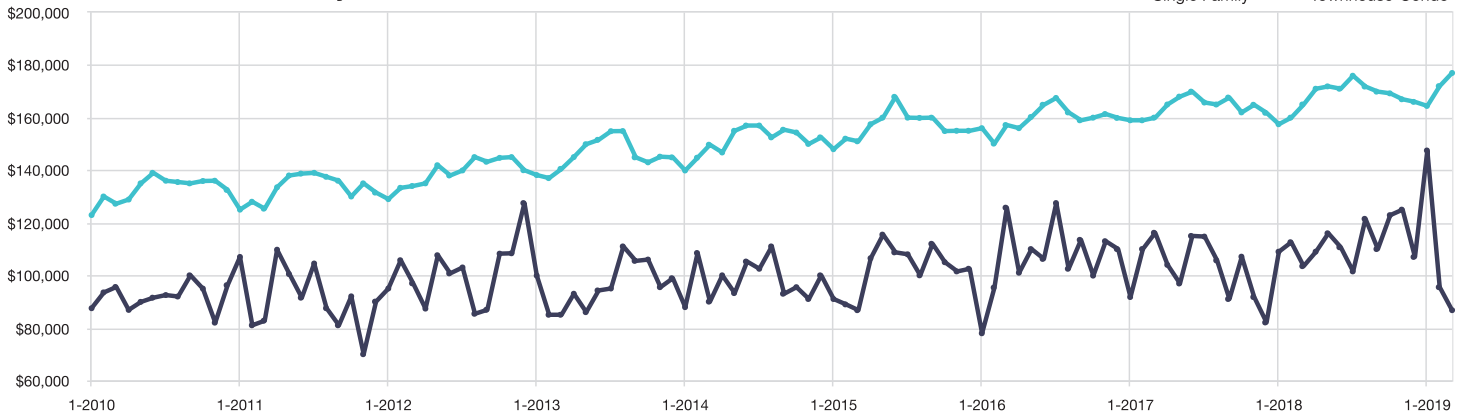
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	\$172,000	+ 7.5%	\$95,500	- 15.2%
<b>Mar-2019</b>	<b>\$177,000</b>	<b>+ 7.3%</b>	<b>\$86,750</b>	<b>- 16.2%</b>
12-Month Avg*	\$170,000	+ 3.0%	\$110,000	+ 7.0%

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

## Historical Median Sales Price by Month

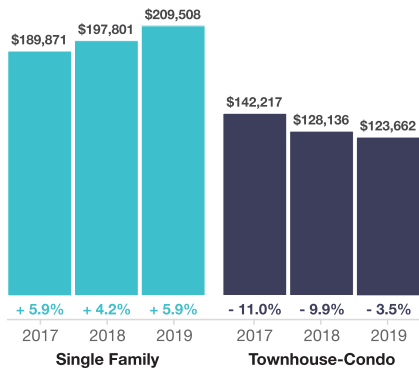


# Average Sales Price

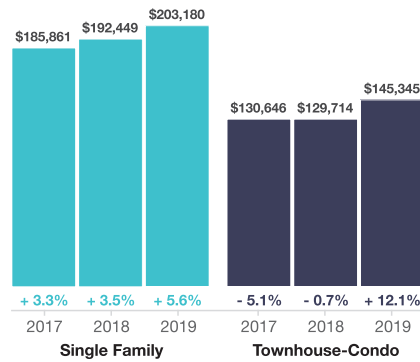
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



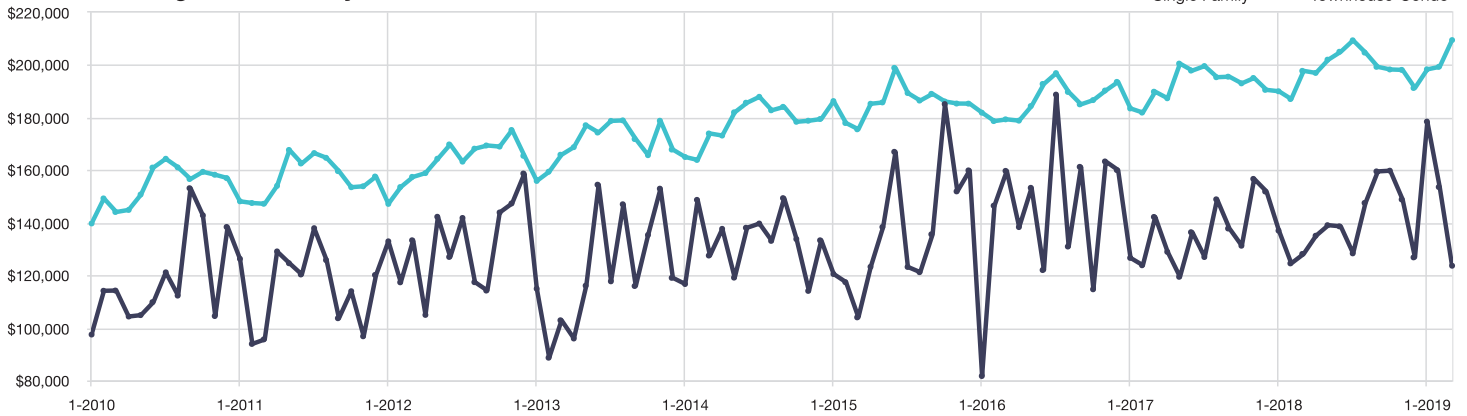
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	\$199,343	+ 6.6%	\$153,607	+ 23.3%
<b>Mar-2019</b>	<b>\$209,508</b>	<b>+ 5.9%</b>	<b>\$123,662</b>	<b>- 3.5%</b>
12-Month Avg*	\$201,607	+ 3.5%	\$142,879	+ 6.0%

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

## Historical Average Sales Price by Month

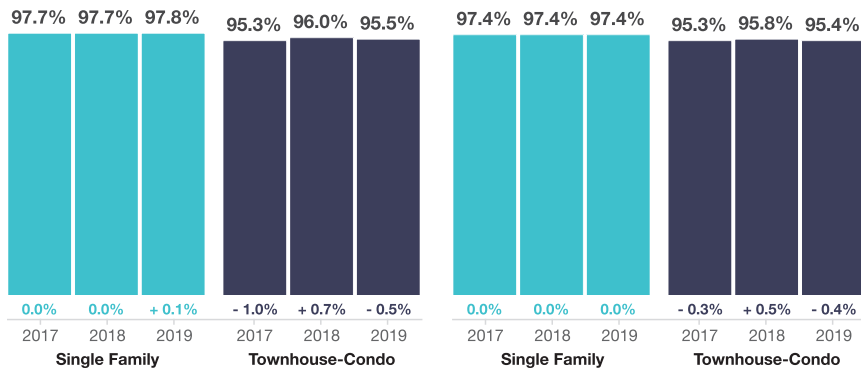


# Percent of List Price Received

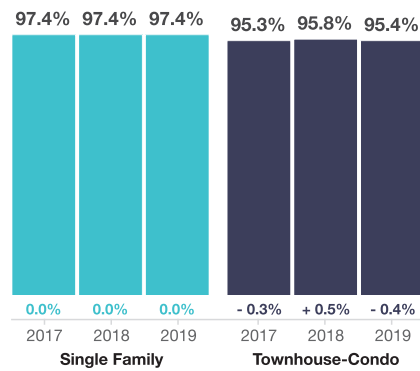
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



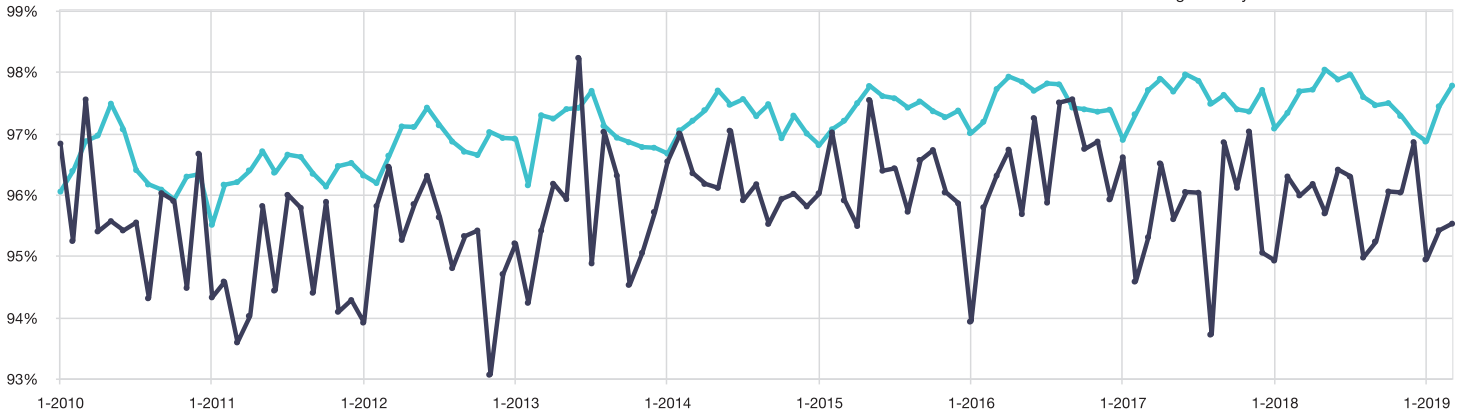
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	97.4%	+ 0.1%	95.4%	- 0.9%
<b>Mar-2019</b>	<b>97.8%</b>	<b>+ 0.1%</b>	<b>95.5%</b>	<b>- 0.5%</b>
12-Month Avg*	97.6%	0.0%	95.8%	+ 0.0%

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

## Historical Percent of List Price Received by Month

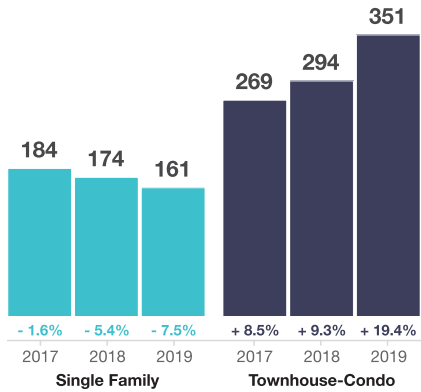


# Housing Affordability Index

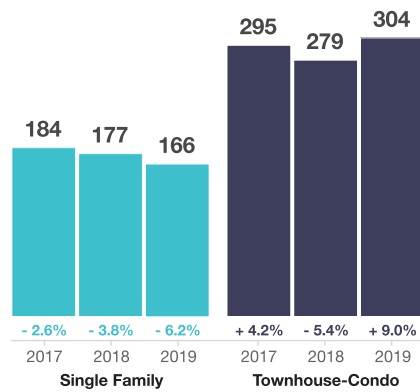
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

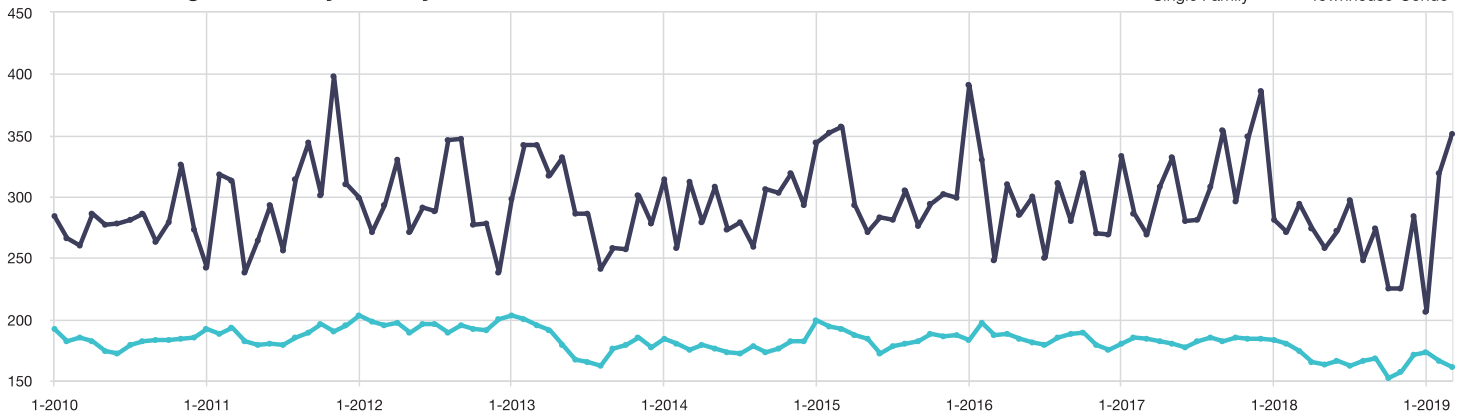


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	166	-7.8%	319	+17.7%
<b>Mar-2019</b>	<b>161</b>	<b>-7.5%</b>	<b>351</b>	<b>+19.4%</b>
12-Month Avg	164	-9.9%	269	-13.8%

## Historical Housing Affordability Index by Month



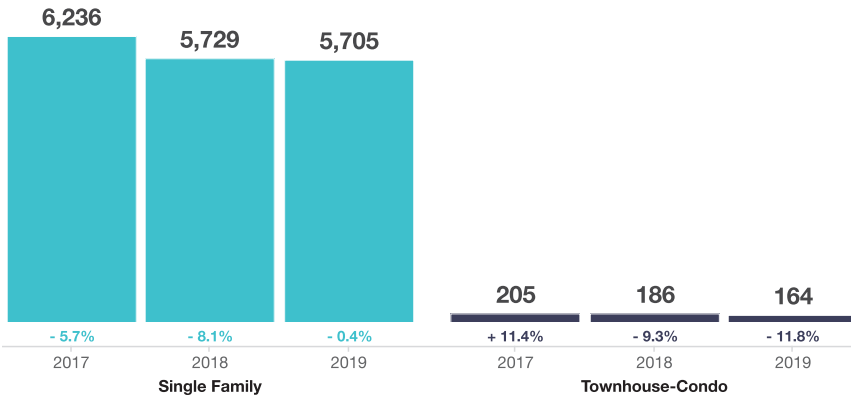


# Inventory of Homes for Sale

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

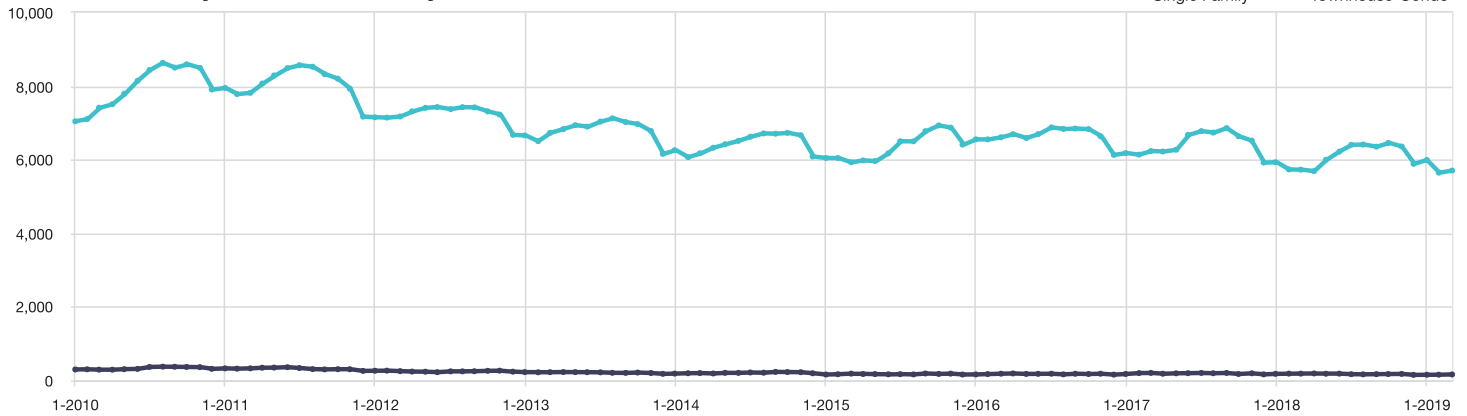


## March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	5,648	- 1.5%	157	- 15.6%
<b>Mar-2019</b>	<b>5,705</b>	<b>- 0.4%</b>	<b>164</b>	<b>- 11.8%</b>
12-Month Avg	6,094	- 3.8%	171	- 9.5%

## Historical Inventory of Homes for Sale by Month

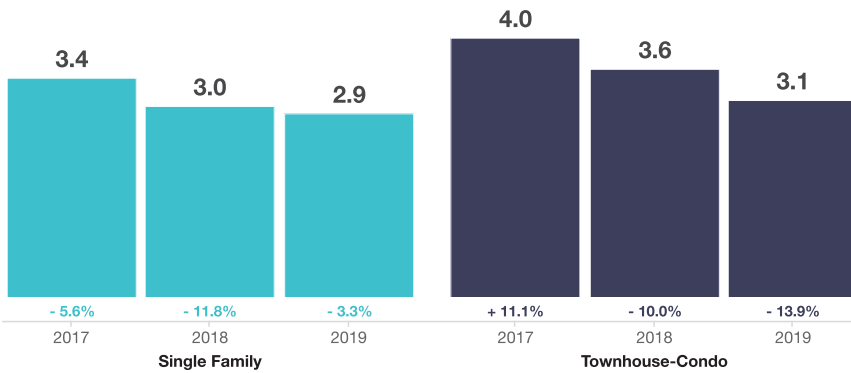


# Months Supply of Inventory

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.



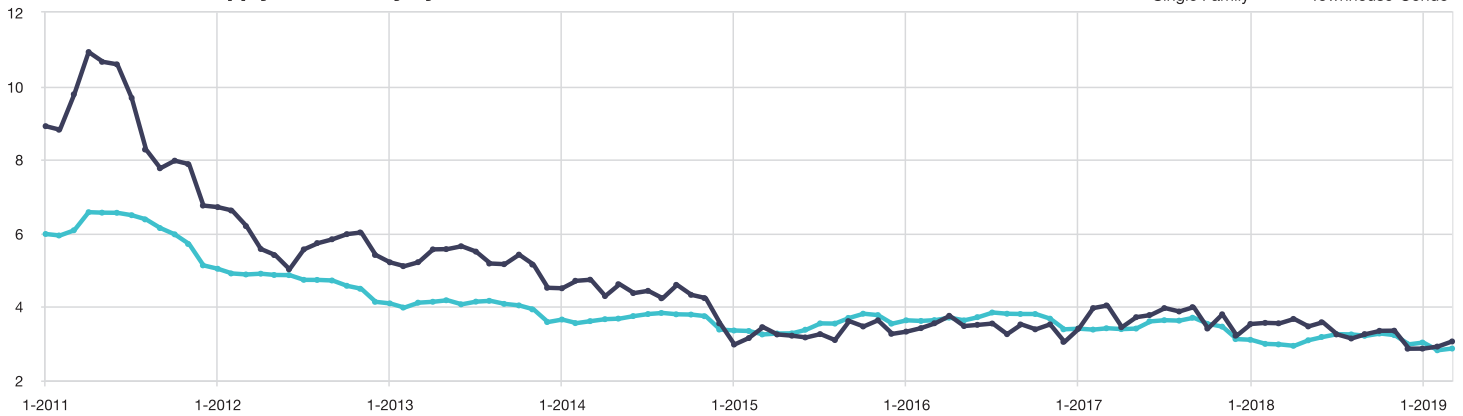
## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Feb-2019	2.8	-6.7%	2.9	-19.4%
<b>Mar-2019</b>	<b>2.9</b>	<b>-3.3%</b>	<b>3.1</b>	<b>-13.9%</b>
12-Month Avg*	3.1	-9.5%	3.2	-12.0%

\* Months Supply for all properties from April 2018 through March 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	3-2018	3-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		2,863	<b>3,057</b>	+ 6.8%	7,327	<b>7,829</b>	+ 6.9%
<b>Pending Sales</b>		2,385	<b>2,400</b>	+ 0.6%	6,041	<b>6,259</b>	+ 3.6%
<b>Closed Sales</b>		2,114	<b>2,046</b>	- 3.2%	4,960	<b>4,931</b>	- 0.6%
<b>Days on Market Until Sale</b>		62	<b>58</b>	- 6.5%	63	<b>60</b>	- 4.8%
<b>Median Sales Price</b>		\$164,000	<b>\$175,000</b>	+ 6.7%	\$160,000	<b>\$170,000</b>	+ 6.3%
<b>Average Sales Price</b>		\$196,050	<b>\$206,986</b>	+ 5.6%	\$190,789	<b>\$201,674</b>	+ 5.7%
<b>Percent of List Price Received</b>		97.6%	<b>97.7%</b>	+ 0.1%	97.4%	<b>97.4%</b>	0.0%
<b>Housing Affordability Index</b>		175	<b>163</b>	- 6.9%	179	<b>168</b>	- 6.1%
<b>Inventory of Homes for Sale</b>		5,915	<b>5,869</b>	- 0.8%	—	—	—
<b>Months Supply of Inventory</b>		3.0	<b>2.9</b>	- 3.3%	—	—	—