



May 2018 Residential Sales

Date: May 13, 2018
RE: For immediate Release

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

Quick Facts

-1.5%	+3.0%	+ 10.9%
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.

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

New Listings increased 23.2 percent for Single Family homes and 9.4 percent for Townhouse-Condo homes. Pending Sales increased 10.2 percent for Single Family homes and 29.3 percent for Townhouse-Condo homes. Inventory increased 11.3 percent for Single Family homes and 1.2 percent for Townhouse-Condo homes.

Months' Supply of Inventory Is Even



Month's Supply of Inventory increased 2.9 percent for Single Family homes but decreased 4.8 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 2.2 percent to \$171,675 for Single Family homes and 19.7 percent to \$116,000 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 13.8 percent for Single Family homes and 21.4 percent for Townhouse-Condo homes.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.



Below you will find copies of the MLS Statistical Reports for

May 2018

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.

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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.

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Based on information from MLSOK, Inc for the period **(05/01/2018) through (05/31/2018)**, 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 **May 2018** as compared to **April 2018** and **May 2017**. These statistics are supplied by MLSOK, Inc.

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

	May 2018	April 2018	May 2017
TOTAL CLOSED	2467	2091	2441
TOTAL \$ VOLUME	\$ 491,072,5223	\$ 407,116,732	\$ 482,191,475
AVERAGE PRICE	\$ 199,057	\$ 194,700	\$ 197,538
MEDIAN PRICE	\$ 169,900	\$ 169,000	\$ 165,000
% SELLING PRICE TO LIST PRICE	97 %	97 %	98 %
DAYS ON MARKET	51	57	59
NUMBER OF LISTINGS	7335	7075	7939

TOTAL CLOSED	2467
TOTAL \$ VOLUME	\$ 491,072,523
AVERAGE SELLING PRICE	\$ 199,057
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 169,900
AVERAGE DAYS ON MARKET	51
# OF ACTIVE LISTINGS CURRENTLY	7335
TOTAL UNDER CONTRACT (Pending)	1851
AVERAGE VALUE (Pending)	\$ 209,688



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

All MLSOK

Entire MLSOK Market Area

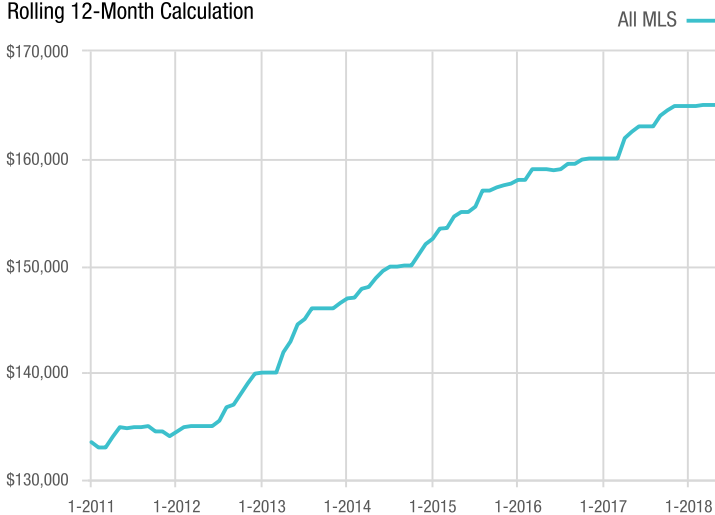
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	2,957	3,650	+ 23.4%	13,326	14,908	+ 11.9%
Pending Sales	2,402	2,651	+ 10.4%	10,577	11,629	+ 9.9%
Closed Sales	2,541	2,501	- 1.6%	9,286	9,960	+ 7.3%
Days on Market Until Sale	58	50	- 13.8%	63	58	- 7.9%
Median Sales Price*	\$168,000	\$171,675	+ 2.2%	\$163,000	\$166,000	+ 1.8%
Average Sales Price*	\$200,566	\$201,783	+ 0.6%	\$190,271	\$195,868	+ 2.9%
Percent of List Price Received*	97.7%	98.0%	+ 0.3%	97.6%	97.6%	0.0%
Inventory of Homes for Sale	6,582	7,332	+ 11.4%	—	—	—
Months Supply of Inventory	3.4	3.5	+ 2.9%	—	—	—

Townhouse-Condo	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	84	93	+ 10.7%	455	469	+ 3.1%
Pending Sales	58	75	+ 29.3%	307	339	+ 10.4%
Closed Sales	86	86	0.0%	279	310	+ 11.1%
Days on Market Until Sale	56	44	- 21.4%	58	54	- 6.9%
Median Sales Price*	\$96,900	\$116,000	+ 19.7%	\$104,000	\$110,000	+ 5.8%
Average Sales Price*	\$119,439	\$139,086	+ 16.4%	\$126,601	\$133,901	+ 5.8%
Percent of List Price Received*	95.6%	95.7%	+ 0.1%	95.7%	95.9%	+ 0.2%
Inventory of Homes for Sale	243	248	+ 2.1%	—	—	—
Months Supply of Inventory	4.2	4.0	- 4.8%	—	—	—

* 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.

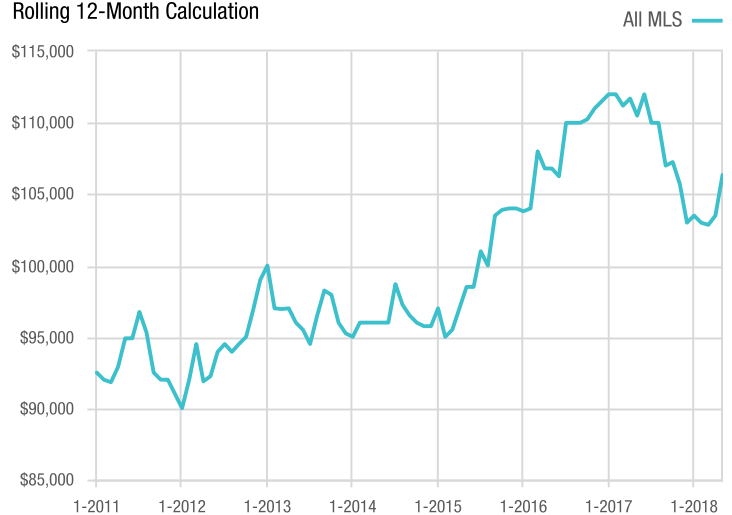
Median Sales Price - Single Family

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



May 2018

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

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Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Quick Facts

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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	5-2017	5-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,962	3,650	+ 23.2%	13,326	14,908	+ 11.9%
Pending Sales		2,406	2,651	+ 10.2%	10,577	11,629	+ 9.9%
Closed Sales		2,541	2,501	- 1.6%	9,286	9,960	+ 7.3%
Days on Market Until Sale		58	50	- 13.8%	63	58	- 7.9%
Median Sales Price		\$168,000	\$171,675	+ 2.2%	\$163,000	\$166,000	+ 1.8%
Average Sales Price		\$200,566	\$201,783	+ 0.6%	\$190,271	\$195,868	+ 2.9%
Percent of List Price Received		97.7%	98.0%	+ 0.3%	97.6%	97.6%	0.0%
Housing Affordability Index		180	167	- 7.2%	185	173	- 6.5%
Inventory of Homes for Sale		6,589	7,332	+ 11.3%	—	—	—
Months Supply of Inventory		3.4	3.5	+ 2.9%	—	—	—

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.



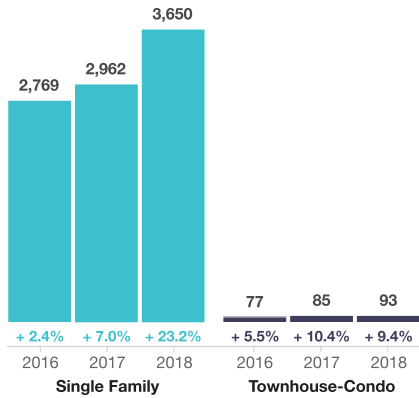
Key Metrics	Historical Sparkbars	5-2017	5-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		85	93	+ 9.4%	455	469	+ 3.1%
Pending Sales		58	75	+ 29.3%	307	339	+ 10.4%
Closed Sales		86	86	0.0%	279	310	+ 11.1%
Days on Market Until Sale		56	44	- 21.4%	58	54	- 6.9%
Median Sales Price		\$96,900	\$116,000	+ 19.7%	\$104,000	\$110,000	+ 5.8%
Average Sales Price		\$119,439	\$139,086	+ 16.4%	\$126,601	\$133,901	+ 5.8%
Percent of List Price Received		95.6%	95.7%	+ 0.1%	95.7%	95.9%	+ 0.2%
Housing Affordability Index		332	264	- 20.5%	310	278	- 10.3%
Inventory of Homes for Sale		245	248	+ 1.2%	—	—	—
Months Supply of Inventory		4.2	4.0	- 4.8%	—	—	—

New Listings

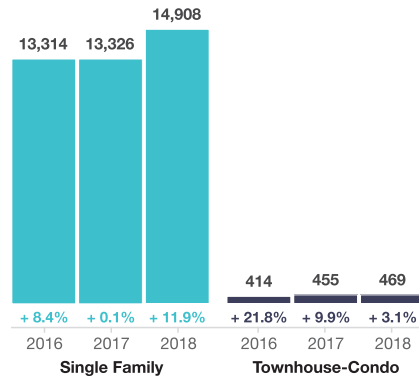
A count of the properties that have been newly listed on the market in a given month.



May

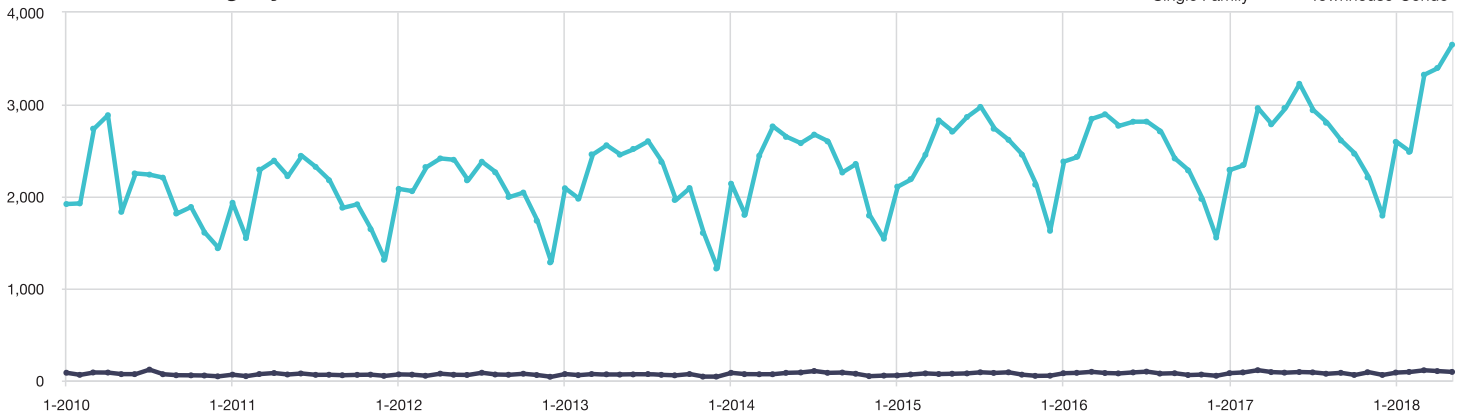


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	3,225	+ 14.6%	92	+ 4.5%
Jul-2017	2,938	+ 4.4%	88	- 8.3%
Aug-2017	2,802	+ 3.5%	73	- 2.7%
Sep-2017	2,610	+ 8.1%	83	+ 5.1%
Oct-2017	2,466	+ 8.0%	60	+ 1.7%
Nov-2017	2,208	+ 11.9%	90	+ 40.6%
Dec-2017	1,792	+ 15.3%	60	+ 17.6%
Jan-2018	2,594	+ 13.3%	86	+ 7.5%
Feb-2018	2,485	+ 6.2%	93	+ 5.7%
Mar-2018	3,324	+ 12.3%	111	- 0.9%
Apr-2018	3,397	+ 22.0%	102	+ 12.1%
May-2018	3,650	+ 23.2%	93	+ 9.4%
12-Month Avg	2,791	+ 12.0%	86	+ 6.2%

Historical New Listings by Month

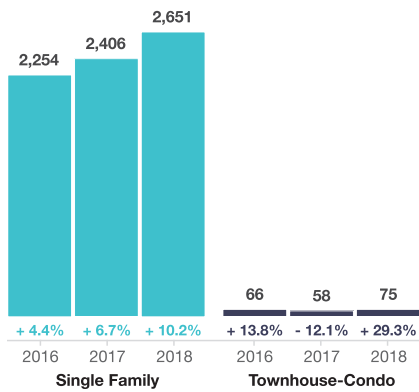


Pending Sales

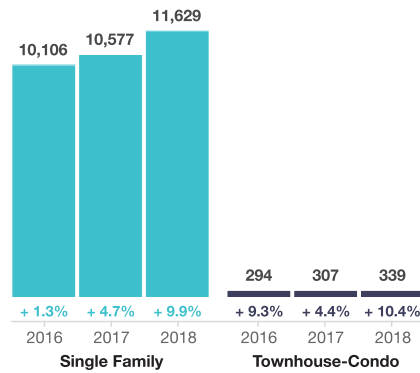
A count of the properties on which offers have been accepted in a given month.



May

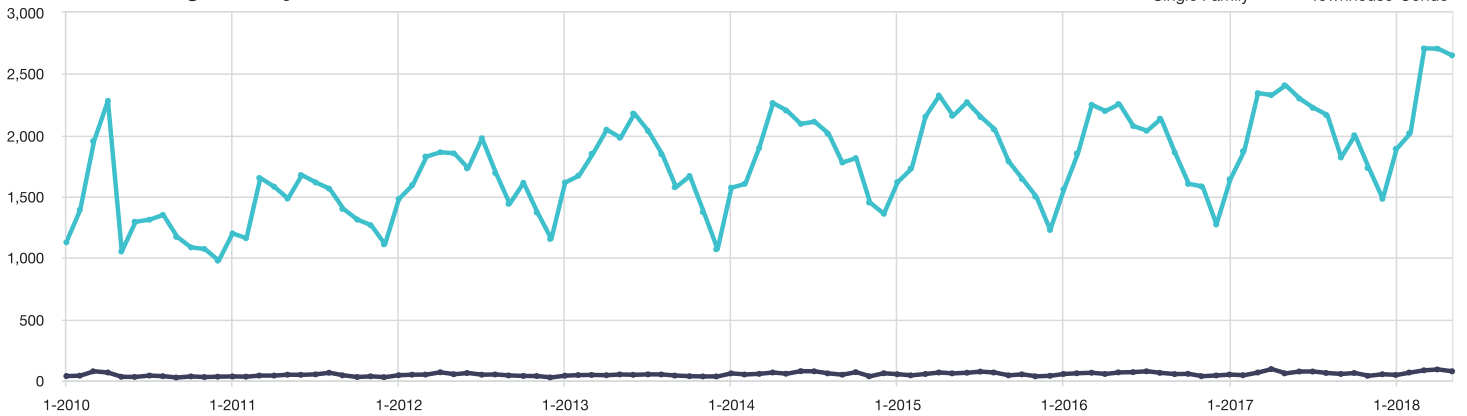


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	2,299	+ 10.8%	73	+ 7.4%
Jul-2017	2,223	+ 9.2%	73	- 2.7%
Aug-2017	2,165	+ 1.5%	61	- 1.6%
Sep-2017	1,818	- 2.2%	53	+ 1.9%
Oct-2017	1,999	+ 24.7%	61	+ 13.0%
Nov-2017	1,732	+ 9.5%	38	+ 8.6%
Dec-2017	1,481	+ 16.4%	51	+ 24.4%
Jan-2018	1,888	+ 15.1%	45	- 6.3%
Feb-2018	2,016	+ 7.9%	65	+ 51.2%
Mar-2018	2,708	+ 15.6%	83	+ 27.7%
Apr-2018	2,705	+ 16.2%	90	- 3.2%
May-2018	2,651	+ 10.2%	75	+ 29.3%
12-Month Avg	2,140	+ 10.9%	64	+ 10.3%

Historical Pending Sales by Month

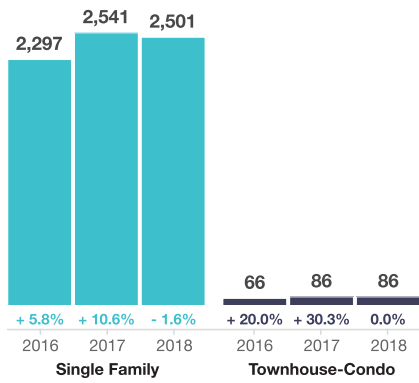


Closed Sales

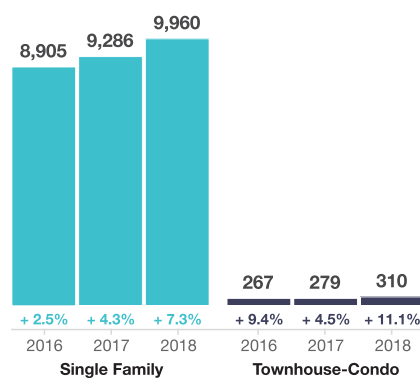
A count of the actual sales that closed in a given month.



May

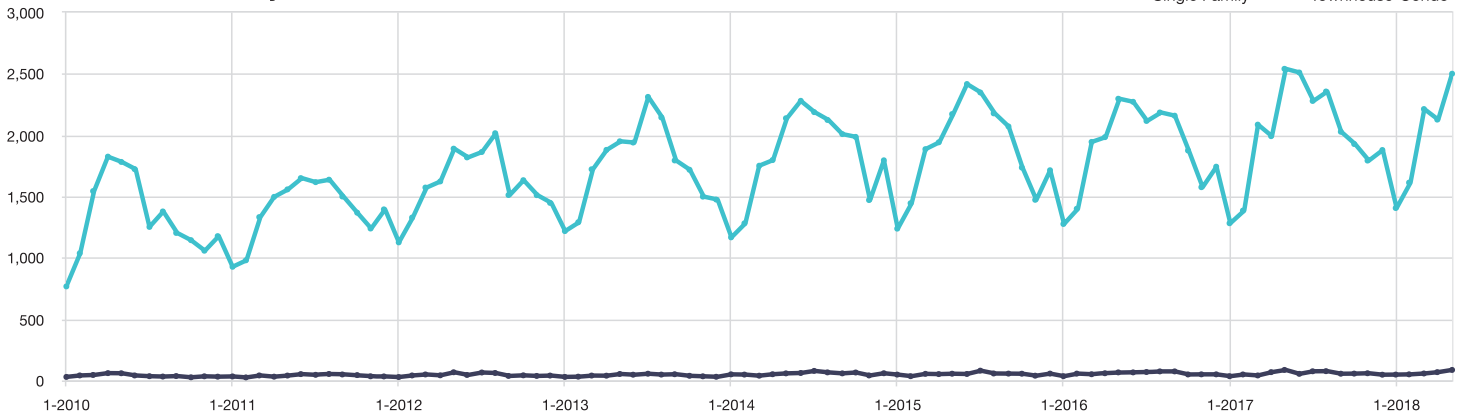


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	2,511	+ 10.5%	54	- 18.2%
Jul-2017	2,279	+ 7.7%	75	+ 8.7%
Aug-2017	2,356	+ 7.8%	76	+ 2.7%
Sep-2017	2,028	- 6.1%	55	- 25.7%
Oct-2017	1,928	+ 2.8%	56	+ 14.3%
Nov-2017	1,793	+ 13.8%	59	+ 18.0%
Dec-2017	1,879	+ 7.8%	47	- 6.0%
Jan-2018	1,406	+ 9.7%	48	+ 37.1%
Feb-2018	1,613	+ 16.5%	50	+ 2.0%
Mar-2018	2,213	+ 6.1%	57	+ 39.0%
Apr-2018	2,127	+ 6.8%	68	0.0%
May-2018	2,501	- 1.6%	86	0.0%
12-Month Avg	2,053	+ 6.2%	61	+ 3.4%

Historical Closed Sales by Month

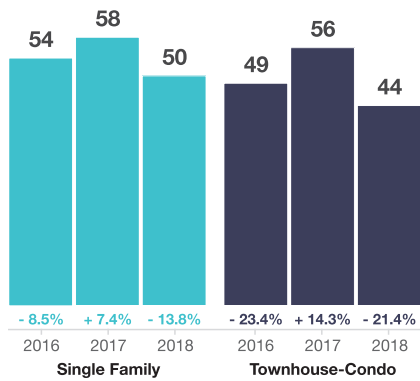


Days on Market Until Sale

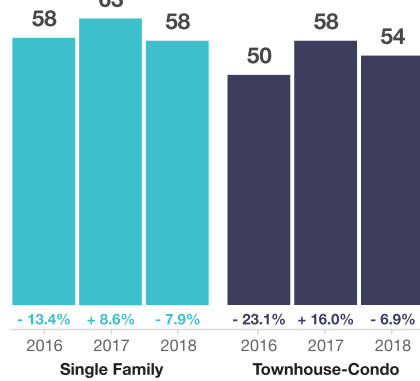
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



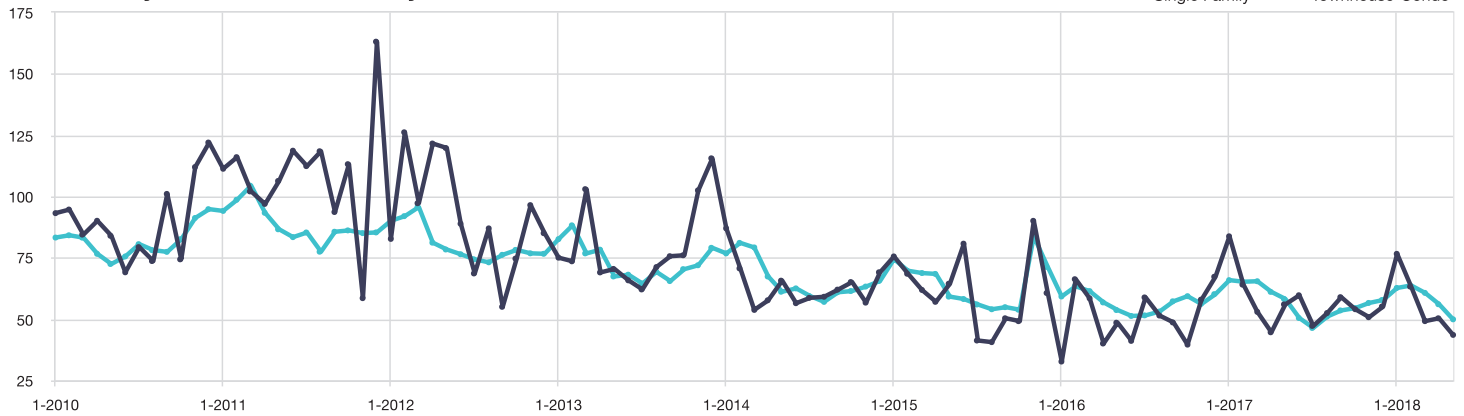
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	50	-2.0%	60	+46.3%
Jul-2017	46	-11.5%	47	-20.3%
Aug-2017	51	-3.8%	52	+2.0%
Sep-2017	54	-5.3%	59	+20.4%
Oct-2017	55	-6.8%	54	+35.0%
Nov-2017	57	+1.8%	51	-12.1%
Dec-2017	58	-3.3%	55	-17.9%
Jan-2018	63	-4.5%	77	-8.3%
Feb-2018	64	-1.5%	63	-1.6%
Mar-2018	61	-6.2%	49	-7.5%
Apr-2018	56	-8.2%	50	+11.1%
May-2018	50	-13.8%	44	-21.4%
12-Month Avg*	55	-6.1%	54	-0.3%

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

Historical Days on Market Until Sale by Month

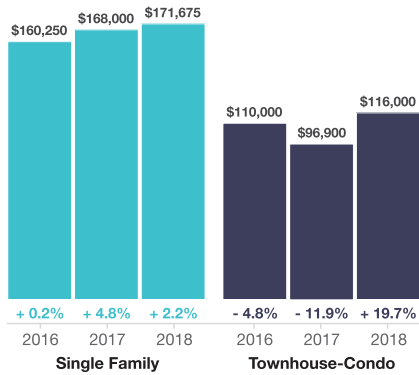


Median Sales Price

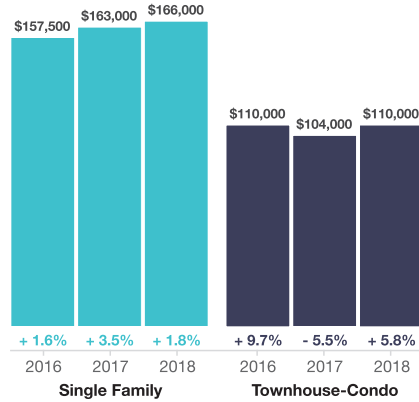
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



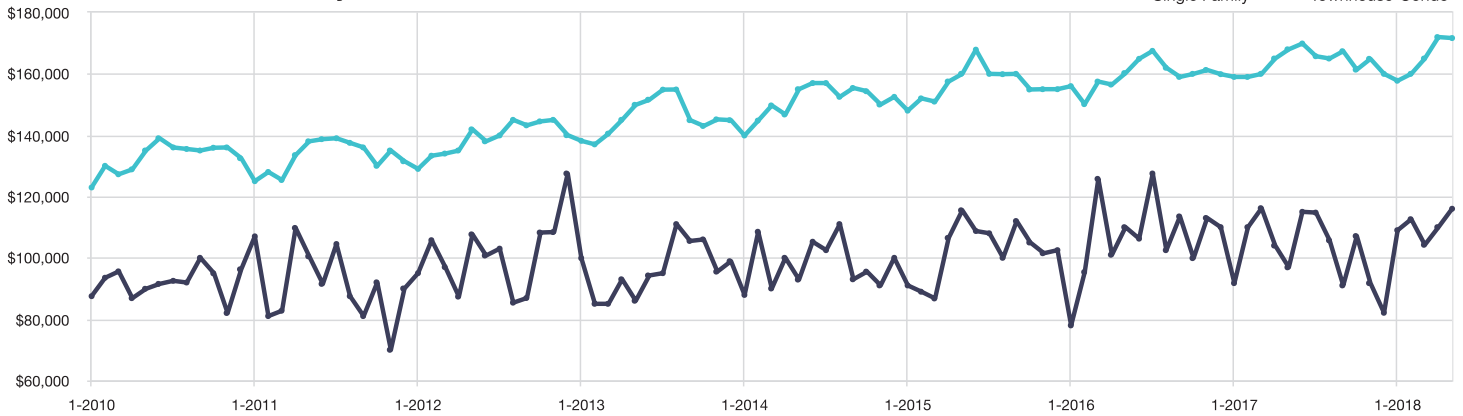
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	\$169,900	+ 3.0%	\$115,000	+ 8.2%
Jul-2017	\$165,750	- 1.0%	\$114,750	- 10.0%
Aug-2017	\$165,000	+ 1.9%	\$105,700	+ 3.1%
Sep-2017	\$167,390	+ 5.3%	\$91,000	- 19.8%
Oct-2017	\$161,375	+ 0.9%	\$107,105	+ 7.2%
Nov-2017	\$164,900	+ 2.2%	\$91,750	- 18.8%
Dec-2017	\$160,000	+ 0.1%	\$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%	\$104,250	- 10.3%
Apr-2018	\$172,000	+ 4.2%	\$110,000	+ 5.8%
May-2018	\$171,675	+ 2.2%	\$116,000	+ 19.7%
12-Month Avg*	\$165,000	+ 1.5%	\$106,350	- 3.8%

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

Historical Median Sales Price by Month

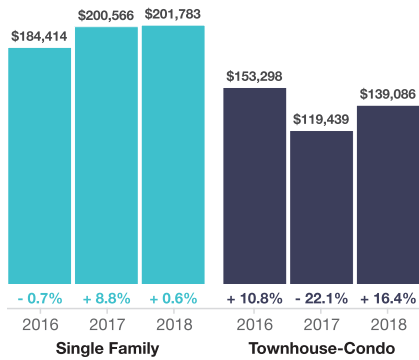


Average Sales Price

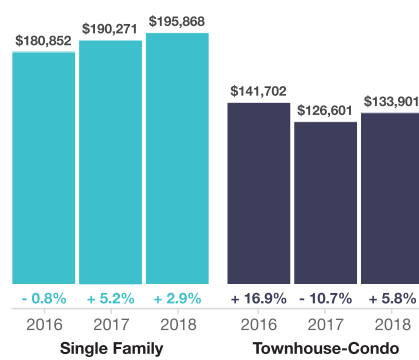
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



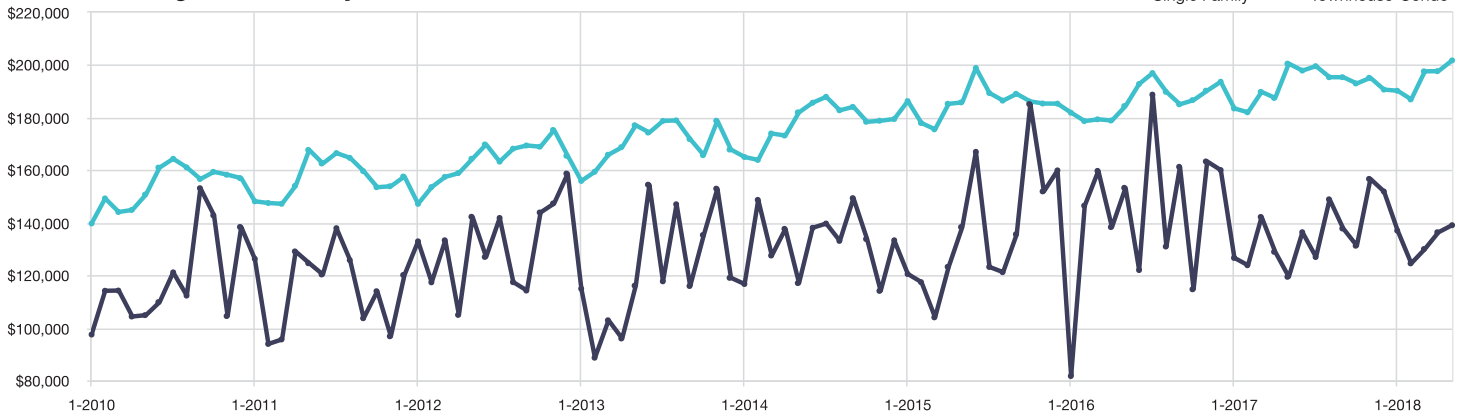
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	\$197,911	+ 2.6%	\$136,408	+ 11.8%
Jul-2017	\$199,602	+ 1.3%	\$126,966	- 32.7%
Aug-2017	\$195,392	+ 2.9%	\$148,920	+ 13.7%
Sep-2017	\$195,394	+ 5.6%	\$137,826	- 14.5%
Oct-2017	\$193,017	+ 3.4%	\$131,272	+ 14.5%
Nov-2017	\$195,162	+ 2.6%	\$156,697	- 4.1%
Dec-2017	\$190,672	- 1.5%	\$151,896	- 5.1%
Jan-2018	\$190,246	+ 3.7%	\$137,024	+ 8.2%
Feb-2018	\$186,938	+ 2.7%	\$124,549	+ 0.6%
Mar-2018	\$197,626	+ 4.1%	\$130,004	- 8.6%
Apr-2018	\$197,689	+ 5.4%	\$136,392	+ 5.8%
May-2018	\$201,783	+ 0.6%	\$139,086	+ 16.4%
12-Month Avg*	\$195,666	+ 2.7%	\$138,052	- 1.8%

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

Historical Average Sales Price by Month

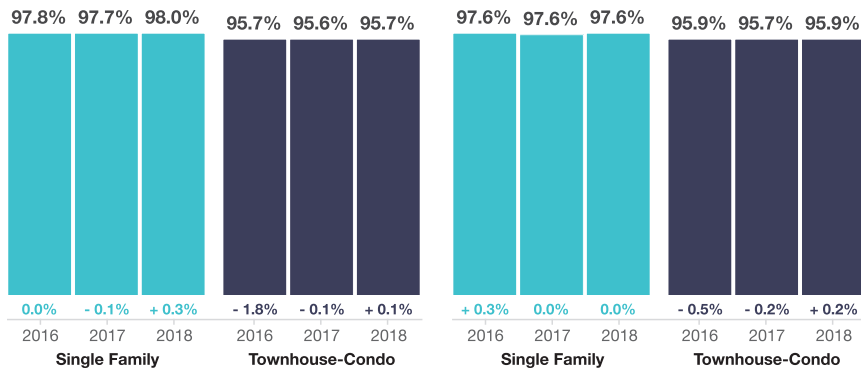


Percent of List Price Received

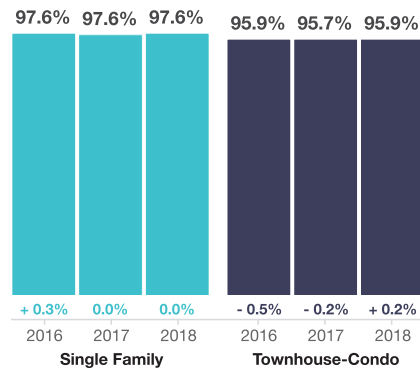
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



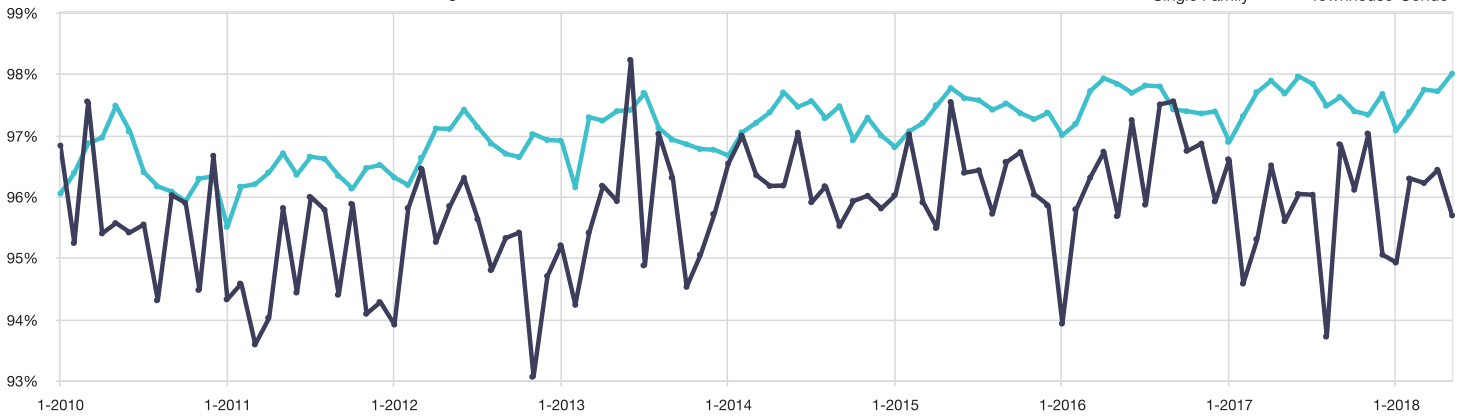
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	98.0%	+ 0.3%	96.0%	- 1.2%
Jul-2017	97.8%	0.0%	96.0%	+ 0.1%
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	97.3%	- 0.1%	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%	96.2%	+ 0.9%
Apr-2018	97.7%	- 0.2%	96.4%	- 0.1%
May-2018	98.0%	+ 0.3%	95.7%	+ 0.1%
12-Month Avg*	97.6%	+ 0.1%	95.8%	- 0.6%

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

Historical Percent of List Price Received by Month

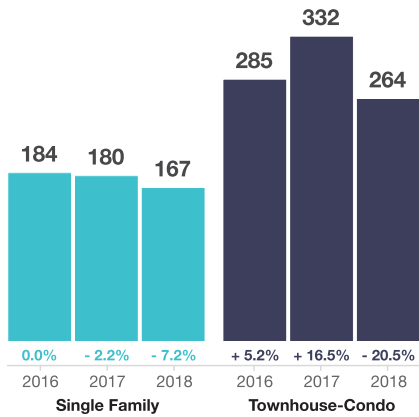


Housing Affordability Index

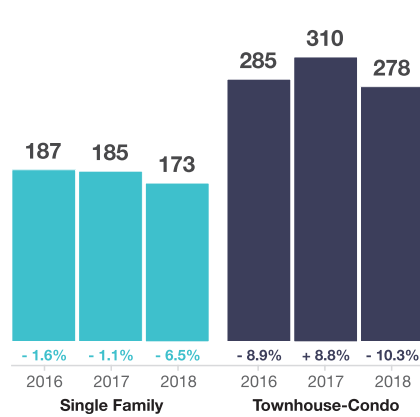
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



May

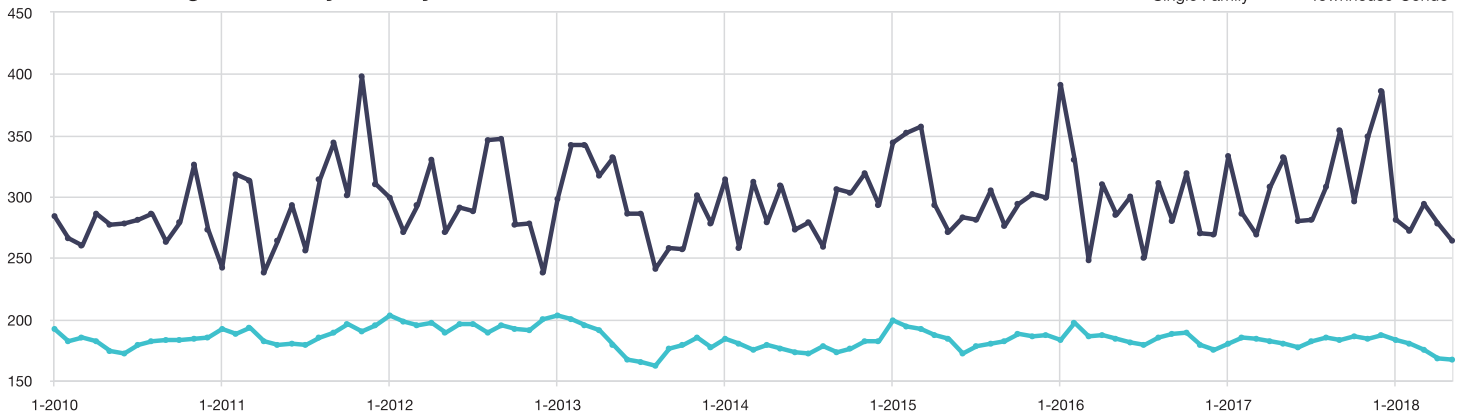


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	177	- 2.2%	280	- 6.7%
Jul-2017	182	+ 1.7%	281	+ 12.4%
Aug-2017	185	0.0%	308	- 1.0%
Sep-2017	183	- 2.7%	354	+ 26.4%
Oct-2017	186	- 1.6%	296	- 7.2%
Nov-2017	184	+ 2.8%	349	+ 29.3%
Dec-2017	187	+ 6.9%	386	+ 43.5%
Jan-2018	183	+ 1.7%	281	- 15.6%
Feb-2018	180	- 2.7%	272	- 4.9%
Mar-2018	175	- 4.9%	294	+ 9.3%
Apr-2018	168	- 7.7%	278	- 9.7%
May-2018	167	- 7.2%	264	- 20.5%
12-Month Avg	180	- 1.1%	304	+ 3.4%

Historical Housing Affordability Index by Month

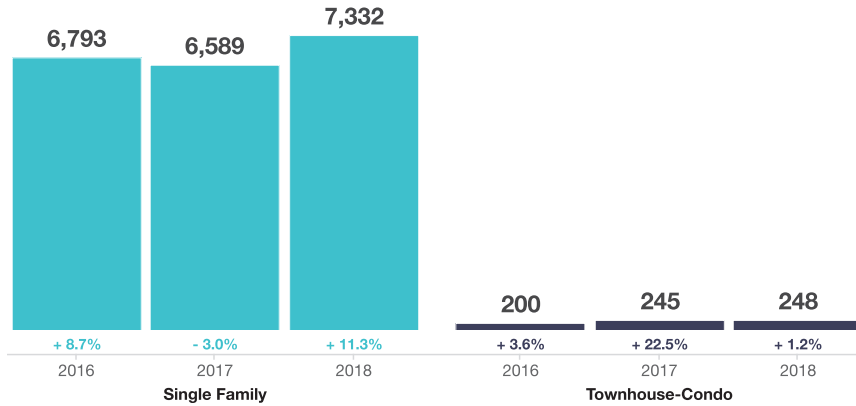


Inventory of Homes for Sale

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

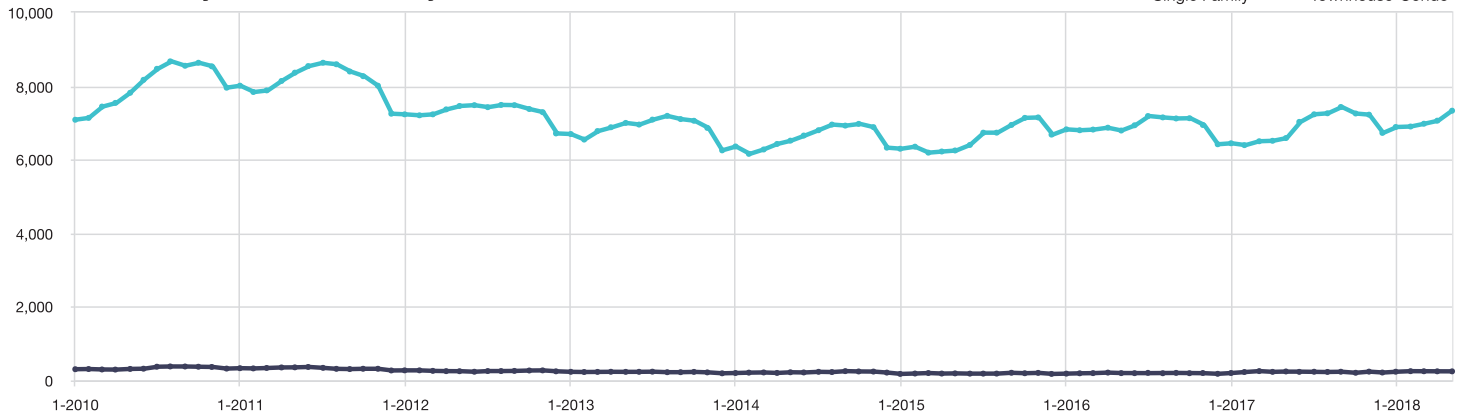


May



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	7,028	+ 1.3%	234	+ 17.6%
Jul-2017	7,234	+ 0.7%	237	+ 14.5%
Aug-2017	7,262	+ 1.6%	232	+ 17.8%
Sep-2017	7,433	+ 4.4%	237	+ 15.0%
Oct-2017	7,256	+ 1.8%	209	+ 5.6%
Nov-2017	7,224	+ 4.0%	240	+ 18.2%
Dec-2017	6,728	+ 4.8%	216	+ 19.3%
Jan-2018	6,889	+ 6.9%	238	+ 17.2%
Feb-2018	6,902	+ 7.9%	253	+ 10.0%
Mar-2018	6,978	+ 7.3%	251	- 1.6%
Apr-2018	7,061	+ 8.4%	249	+ 6.4%
May-2018	7,332	+ 11.3%	248	+ 1.2%
12-Month Avg	7,111	+ 4.9%	237	+ 11.3%

Historical Inventory of Homes for Sale by Month

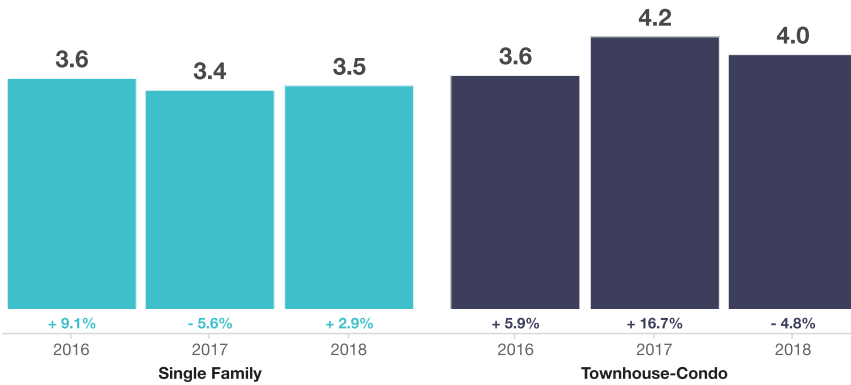


Months Supply of Inventory

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.



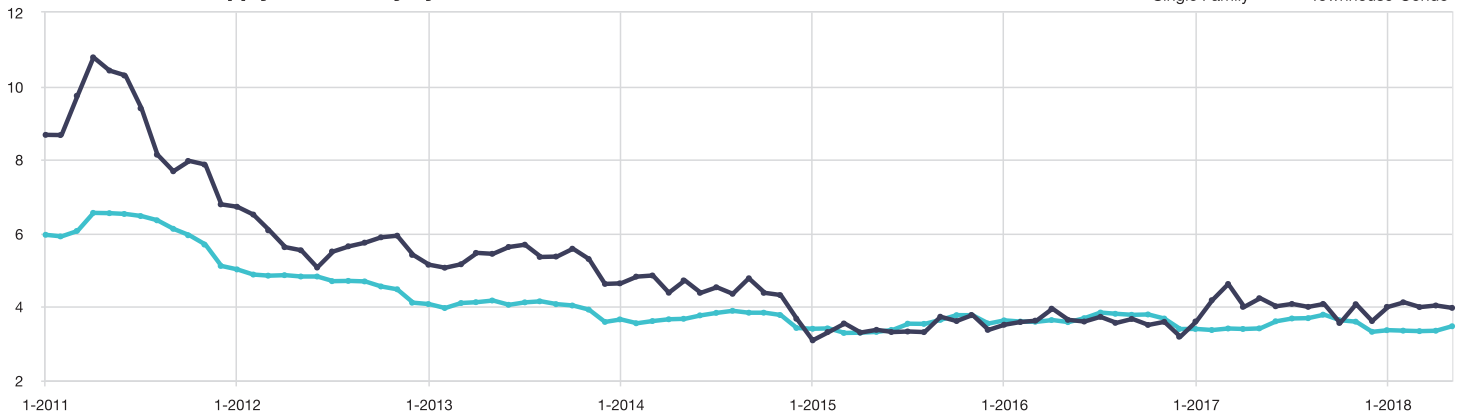
May



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jun-2017	3.6	-2.7%	4.0	+11.1%
Jul-2017	3.7	-2.6%	4.1	+10.8%
Aug-2017	3.7	-2.6%	4.0	+11.1%
Sep-2017	3.8	0.0%	4.1	+10.8%
Oct-2017	3.6	-5.3%	3.6	+2.9%
Nov-2017	3.6	-2.7%	4.1	+13.9%
Dec-2017	3.3	-2.9%	3.6	+12.5%
Jan-2018	3.4	0.0%	4.0	+11.1%
Feb-2018	3.4	0.0%	4.1	-2.4%
Mar-2018	3.3	-2.9%	4.0	-13.0%
Apr-2018	3.4	0.0%	4.0	0.0%
May-2018	3.5	+2.9%	4.0	-4.8%
12-Month Avg*	3.4	-4.1%	3.9	+3.6%

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

Historical Months Supply of Inventory by Month



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



Key Metrics	Historical Sparkbars	5-2017	5-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		3,047	3,743	+ 22.8%	13,781	15,377	+ 11.6%
Pending Sales		2,464	2,726	+ 10.6%	10,884	11,968	+ 10.0%
Closed Sales		2,627	2,587	- 1.5%	9,565	10,270	+ 7.4%
Days on Market Until Sale		58	50	- 13.8%	62	58	- 6.5%
Median Sales Price		\$165,000	\$169,950	+ 3.0%	\$160,440	\$165,000	+ 2.8%
Average Sales Price		\$197,861	\$199,819	+ 1.0%	\$188,482	\$194,108	+ 3.0%
Percent of List Price Received		97.6%	97.9%	+ 0.3%	97.5%	97.6%	+ 0.1%
Housing Affordability Index		183	169	- 7.7%	188	174	- 7.4%
Inventory of Homes for Sale		6,834	7,580	+ 10.9%	—	—	—
Months Supply of Inventory		3.4	3.5	+ 2.9%	—	—	—