



September 2018 Residential Sales

Date: October 11, 2018

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **September 1 through September 30, 2018**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

-6.4%	+1.2%	+ 4.4%
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.

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

New Listings increased 3.3 percent for Single Family homes but decreased 22.5 percent for Townhouse-Condo homes. Pending Sales increased 10.9 percent for Single Family homes but decreased 4.3 percent for Townhouse-Condo homes. Inventory increased 4.6 percent for Single Family homes but decreased 3.4 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Month's Supply of Inventory decreased 2.7 percent for Single Family homes and 9.8 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 1.1 percent to \$169,500 for Single Family homes and 18.1 percent to \$107,500 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 14.8 percent for Single Family homes and 17.5 percent for Townhouse-Condo homes.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.



Below you will find copies of the MLS Statistical Reports for
September 2018

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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 **(09/01/2018) through (09/30/2018)**, 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 **September 2018** as compared to **August 2018** and **September 2017**. These statistics are supplied by MLSOK, Inc.

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

	September 2018	August 2018	September 2017
TOTAL CLOSED	1841	2382	1896
TOTAL \$ VOLUME	\$ 363,822,487	\$ 482,478,236	\$ 366,856,457
AVERAGE PRICE	\$ 197,622	\$ 202,552	\$ 193,490
MEDIAN PRICE	\$ 167,000	\$ 169,900	\$ 165,000
% SELLING PRICE TO LIST PRICE	97 %	97 %	98 %
DAYS ON MARKET	46	45	54
NUMBER OF LISTINGS	7482	7455	8179

TOTAL CLOSED	1841
TOTAL \$ VOLUME	\$ 363,822,487
AVERAGE SELLING PRICE	\$ 197,622
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 167,000
AVERAGE DAYS ON MARKET	46
# OF ACTIVE LISTINGS CURRENTLY	7482
TOTAL UNDER CONTRACT (Pending)	1413
AVERAGE VALUE (Pending)	\$ 207,645



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
August	2382	\$482,478,236	4027
September	1841	\$363,822,487	3254

All MLSOK

Entire MLSOK Market Area

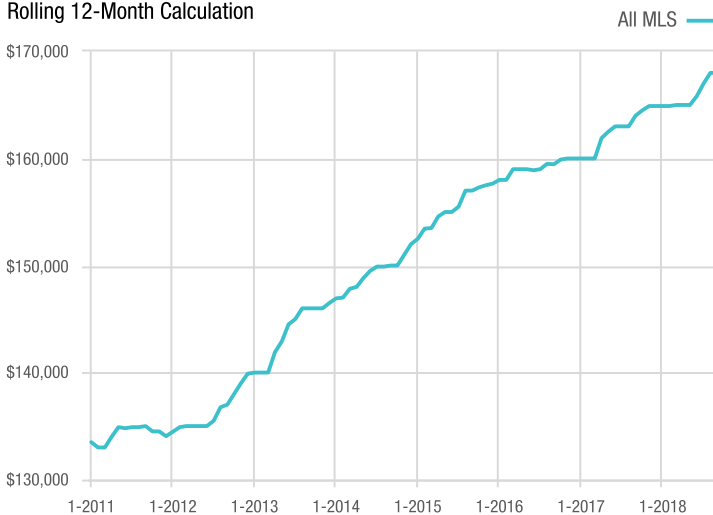
Single Family	September			Year to Date		
	2017	2018	% Change	Thru 9-2017	Thru 9-2018	% Change
New Listings	2,390	2,471	+ 3.4%	23,195	24,493	+ 5.6%
Pending Sales	1,684	1,867	+ 10.9%	17,932	19,123	+ 6.6%
Closed Sales	1,894	1,763	- 6.9%	17,353	18,134	+ 4.5%
Days on Market Until Sale	54	46	- 14.8%	57	53	- 7.0%
Median Sales Price*	\$167,645	\$169,500	+ 1.1%	\$165,000	\$169,839	+ 2.9%
Average Sales Price*	\$195,587	\$199,596	+ 2.0%	\$193,677	\$200,439	+ 3.5%
Percent of List Price Received*	97.6%	97.5%	- 0.1%	97.6%	97.7%	+ 0.1%
Inventory of Homes for Sale	6,883	7,202	+ 4.6%	—	—	—
Months Supply of Inventory	3.7	3.6	- 2.7%	—	—	—

Townhouse-Condo	September			Year to Date		
	2017	2018	% Change	Thru 9-2017	Thru 9-2018	% Change
New Listings	71	55	- 22.5%	663	674	+ 1.7%
Pending Sales	46	44	- 4.3%	494	517	+ 4.7%
Closed Sales	49	55	+ 12.2%	480	501	+ 4.4%
Days on Market Until Sale	57	47	- 17.5%	55	52	- 5.5%
Median Sales Price*	\$91,000	\$107,500	+ 18.1%	\$105,850	\$110,000	+ 3.9%
Average Sales Price*	\$137,826	\$158,956	+ 15.3%	\$132,002	\$138,144	+ 4.7%
Percent of List Price Received*	96.9%	95.2%	- 1.8%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	204	197	- 3.4%	—	—	—
Months Supply of Inventory	4.0	3.7	- 7.5%	—	—	—

* 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.

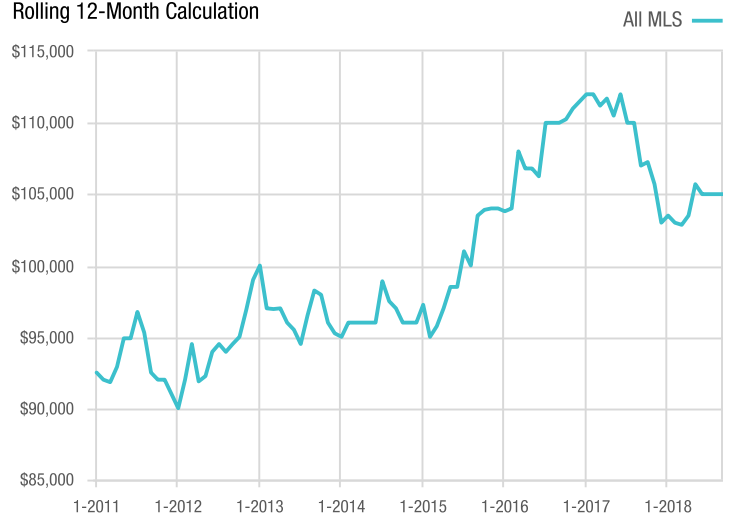
Median Sales Price - Single Family

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



September 2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

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Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

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	9-2017	9-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,392	2,471	+ 3.3%	23,195	24,493	+ 5.6%
Pending Sales		1,684	1,867	+ 10.9%	17,932	19,123	+ 6.6%
Closed Sales		1,894	1,763	- 6.9%	17,353	18,134	+ 4.5%
Days on Market Until Sale		54	46	- 14.8%	57	53	- 7.0%
Median Sales Price		\$167,645	\$169,500	+ 1.1%	\$165,000	\$169,839	+ 2.9%
Average Sales Price		\$195,587	\$199,596	+ 2.0%	\$193,677	\$200,439	+ 3.5%
Percent of List Price Received		97.6%	97.5%	- 0.1%	97.6%	97.7%	+ 0.1%
Housing Affordability Index		182	168	- 7.7%	185	168	- 9.2%
Inventory of Homes for Sale		6,888	7,202	+ 4.6%	—	—	—
Months Supply of Inventory		3.7	3.6	- 2.7%	—	—	—

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.



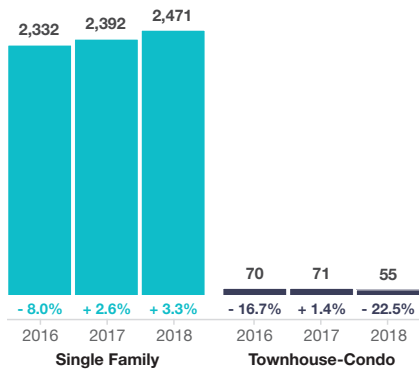
Key Metrics	Historical Sparkbars	9-2017	9-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		71	55	- 22.5%	663	674	+ 1.7%
Pending Sales		46	44	- 4.3%	494	517	+ 4.7%
Closed Sales		49	55	+ 12.2%	480	501	+ 4.4%
Days on Market Until Sale		57	47	- 17.5%	55	52	- 5.5%
Median Sales Price		\$91,000	\$107,500	+ 18.1%	\$105,850	\$110,000	+ 3.9%
Average Sales Price		\$137,826	\$158,956	+ 15.3%	\$132,002	\$138,144	+ 4.7%
Percent of List Price Received		96.9%	95.2%	- 1.8%	95.6%	95.8%	+ 0.2%
Housing Affordability Index		354	280	- 20.9%	304	274	- 9.9%
Inventory of Homes for Sale		204	197	- 3.4%	—	—	—
Months Supply of Inventory		4.1	3.7	- 9.8%	—	—	—

New Listings

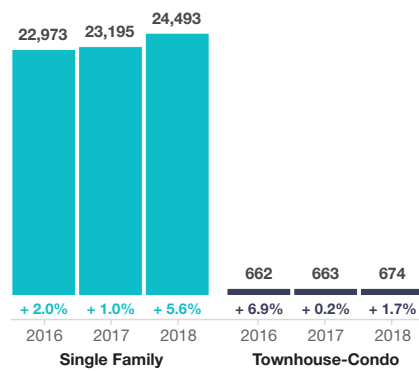
A count of the properties that have been newly listed on the market in a given month.



September

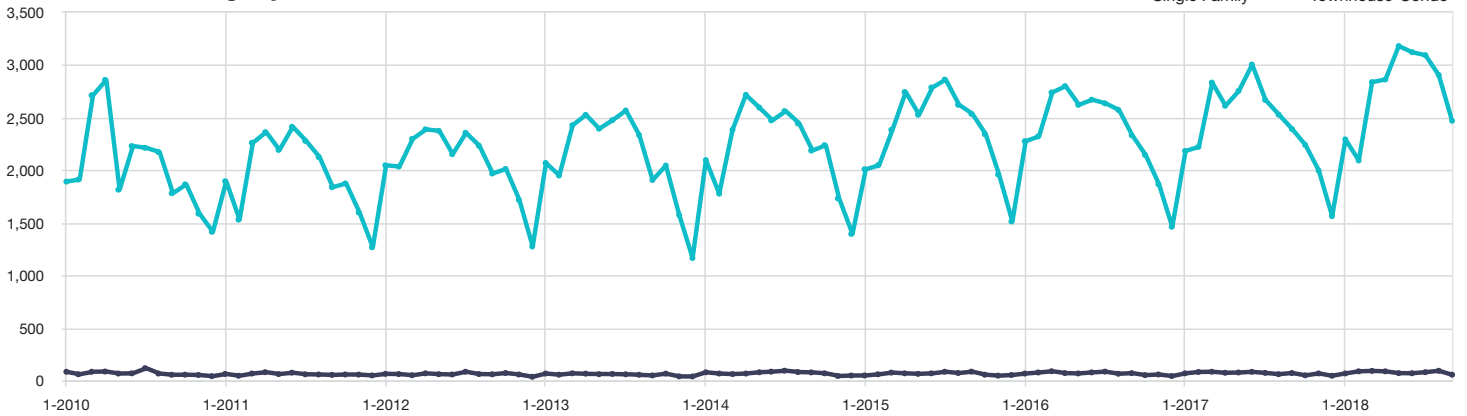


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	2,240	+ 4.4%	49	- 3.9%
Nov-2017	1,997	+ 6.9%	67	+ 17.5%
Dec-2017	1,563	+ 6.9%	45	+ 7.1%
Jan-2018	2,293	+ 5.0%	67	- 1.5%
Feb-2018	2,093	- 5.8%	87	+ 7.4%
Mar-2018	2,838	+ 0.1%	91	+ 9.6%
Apr-2018	2,863	+ 9.6%	87	+ 19.2%
May-2018	3,181	+ 15.5%	70	- 7.9%
Jun-2018	3,123	+ 3.9%	69	- 15.9%
Jul-2018	3,094	+ 15.9%	79	+ 9.7%
Aug-2018	2,906	+ 14.9%	92	+ 53.3%
Sep-2018	2,471	+ 3.3%	55	- 22.5%
12-Month Avg	2,555	+ 6.9%	72	+ 5.9%

Historical New Listings by Month

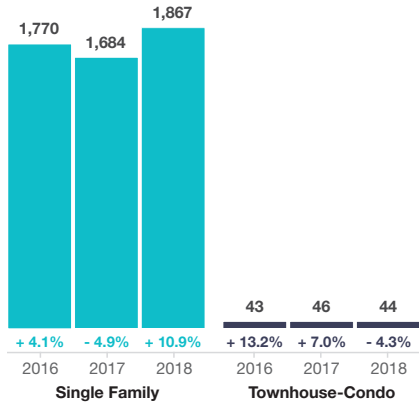


Pending Sales

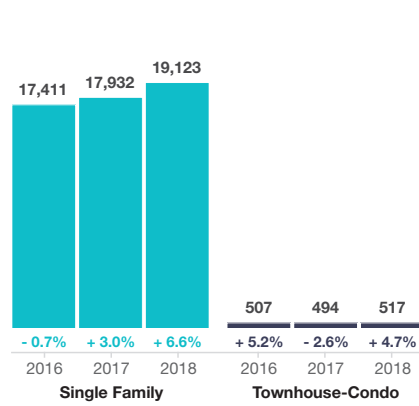
A count of the properties on which offers have been accepted in a given month.



September

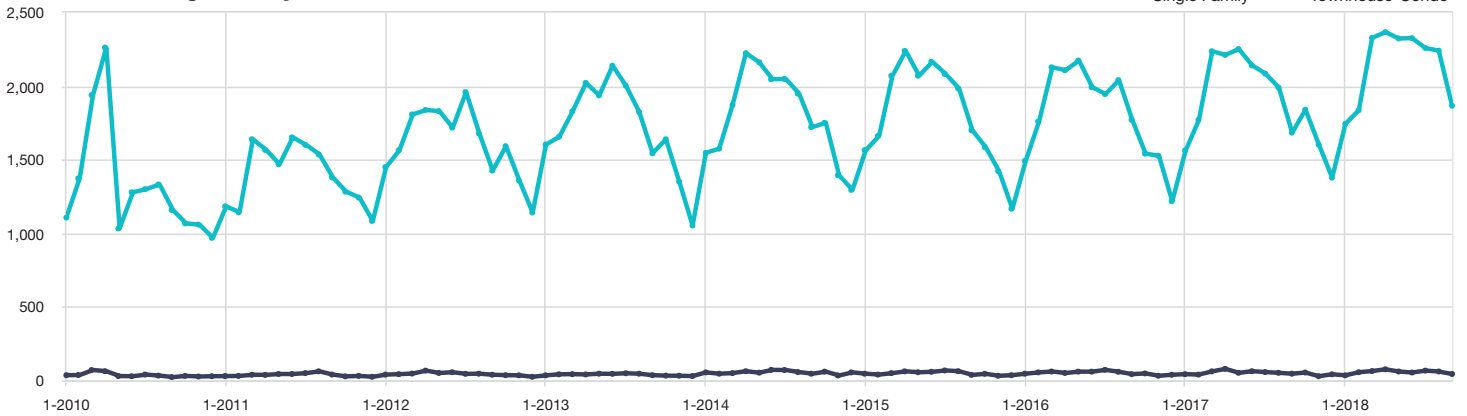


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	1,840	+ 19.4%	54	+ 12.5%
Nov-2017	1,604	+ 5.0%	29	- 9.4%
Dec-2017	1,378	+ 13.1%	42	+ 7.7%
Jan-2018	1,744	+ 11.7%	35	- 18.6%
Feb-2018	1,836	+ 3.7%	56	+ 40.0%
Mar-2018	2,328	+ 4.1%	64	+ 3.2%
Apr-2018	2,367	+ 7.0%	76	- 3.8%
May-2018	2,324	+ 3.2%	61	+ 17.3%
Jun-2018	2,326	+ 8.6%	54	- 14.3%
Jul-2018	2,259	+ 8.3%	67	+ 17.5%
Aug-2018	2,241	+ 12.6%	61	+ 17.3%
Sep-2018	1,867	+ 10.9%	44	- 4.3%
12-Month Avg	2,010	+ 8.5%	54	+ 5.9%

Historical Pending Sales by Month

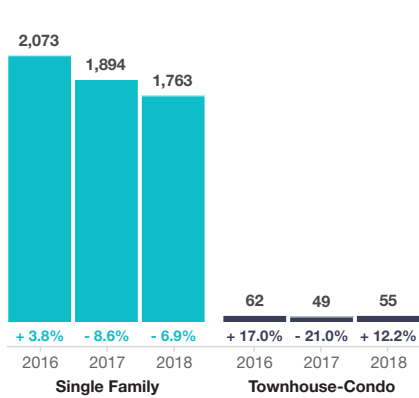


Closed Sales

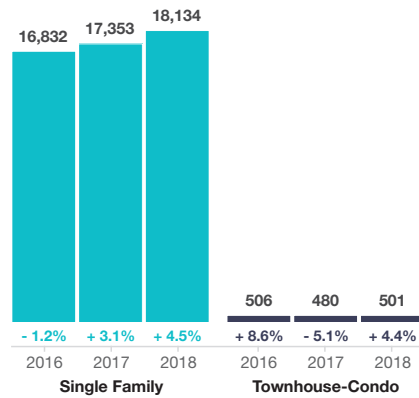
A count of the actual sales that closed in a given month.



September

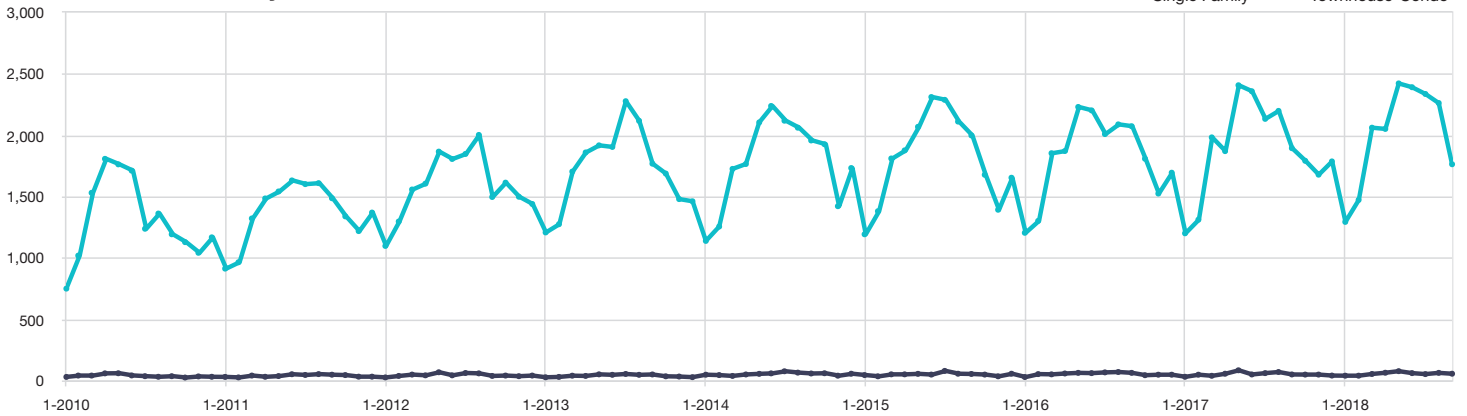


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	1,791	- 0.9%	48	+ 11.6%
Nov-2017	1,678	+ 10.1%	48	+ 2.1%
Dec-2017	1,786	+ 5.4%	40	- 14.9%
Jan-2018	1,293	+ 7.8%	39	+ 30.0%
Feb-2018	1,472	+ 12.3%	39	- 17.0%
Mar-2018	2,061	+ 4.0%	53	+ 39.5%
Apr-2018	2,051	+ 9.7%	63	+ 14.5%
May-2018	2,422	+ 0.6%	76	- 8.4%
Jun-2018	2,391	+ 1.4%	60	+ 22.4%
Jul-2018	2,336	+ 9.5%	52	- 13.3%
Aug-2018	2,262	+ 2.9%	62	- 10.1%
Sep-2018	1,763	- 6.9%	55	+ 12.2%
12-Month Avg	1,942	+ 4.1%	53	+ 3.9%

Historical Closed Sales by Month

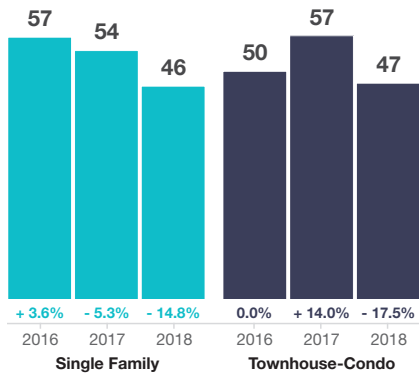


Days on Market Until Sale

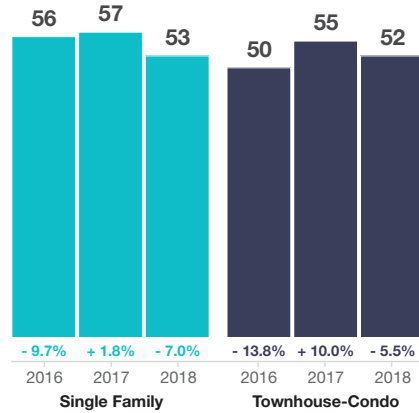
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



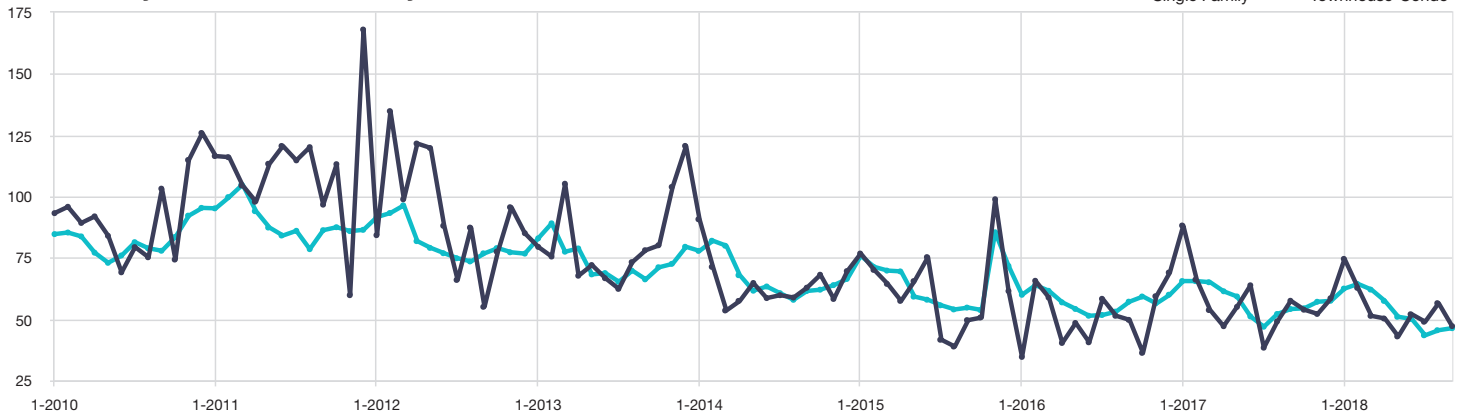
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	54	-8.5%	54	+50.0%
Nov-2017	57	+1.8%	52	-11.9%
Dec-2017	57	-5.0%	59	-14.5%
Jan-2018	62	-6.1%	75	-14.8%
Feb-2018	64	-3.0%	63	-4.5%
Mar-2018	62	-4.6%	51	-5.6%
Apr-2018	57	-6.6%	50	+6.4%
May-2018	51	-13.6%	43	-21.8%
Jun-2018	50	-2.0%	52	-18.8%
Jul-2018	43	-8.5%	49	+28.9%
Aug-2018	45	-13.5%	57	+16.3%
Sep-2018	46	-14.8%	47	-17.5%
12-Month Avg*	53	-6.8%	53	-4.4%

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

Historical Days on Market Until Sale by Month

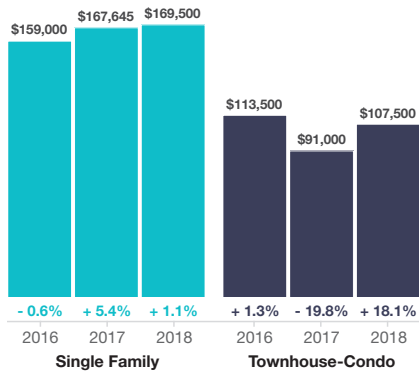


Median Sales Price

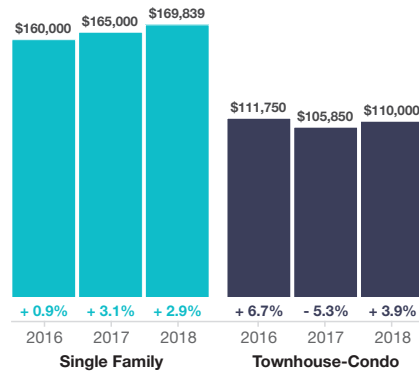
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



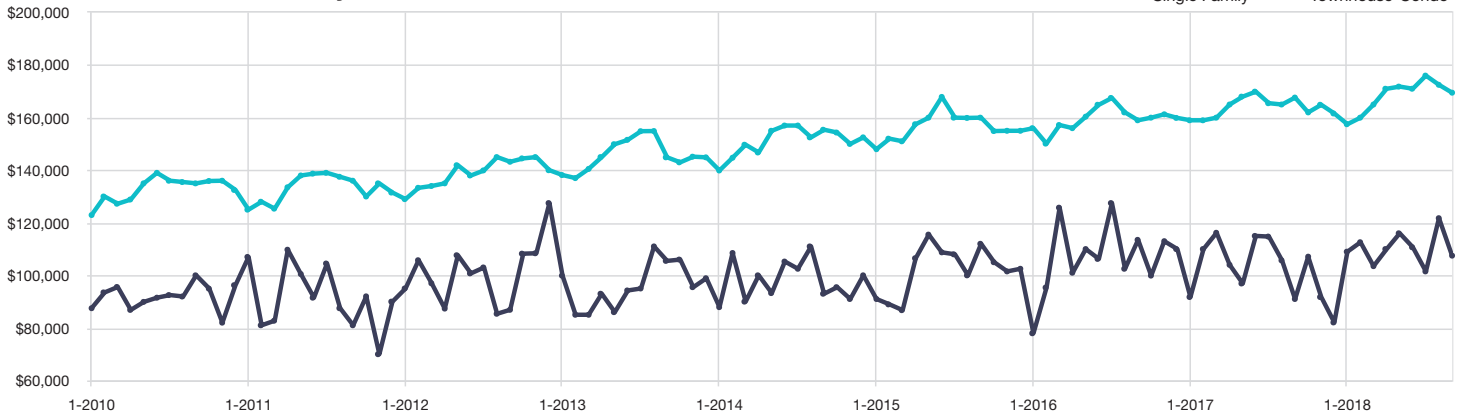
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	\$162,000	+ 1.3%	\$107,105	+ 7.2%
Nov-2017	\$164,900	+ 2.2%	\$91,750	- 18.8%
Dec-2017	\$161,597	+ 1.1%	\$82,075	- 25.4%
Jan-2018	\$157,500	- 0.9%	\$109,000	+ 18.8%
Feb-2018	\$160,000	+ 0.6%	\$112,600	+ 2.4%
Mar-2018	\$165,000	+ 3.1%	\$103,500	- 10.9%
Apr-2018	\$171,000	+ 3.6%	\$110,000	+ 5.8%
May-2018	\$171,818	+ 2.3%	\$116,000	+ 19.7%
Jun-2018	\$171,000	+ 0.6%	\$110,700	- 3.7%
Jul-2018	\$176,000	+ 6.3%	\$101,500	- 11.5%
Aug-2018	\$172,500	+ 4.5%	\$121,750	+ 15.2%
Sep-2018	\$169,500	+ 1.1%	\$107,500	+ 18.1%
12-Month Avg*	\$168,000	+ 2.4%	\$105,000	- 1.9%

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

Historical Median Sales Price by Month

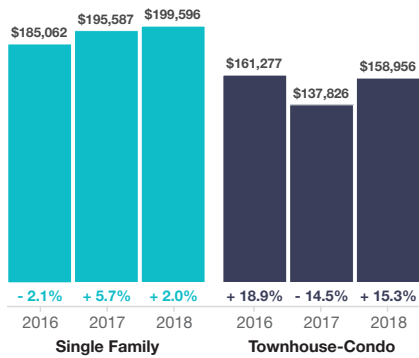


Average Sales Price

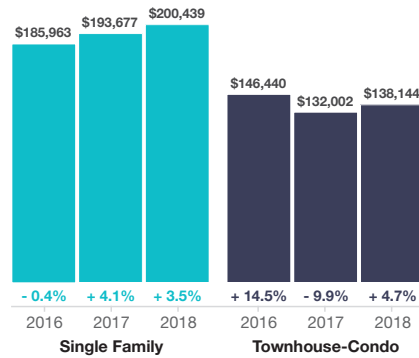
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



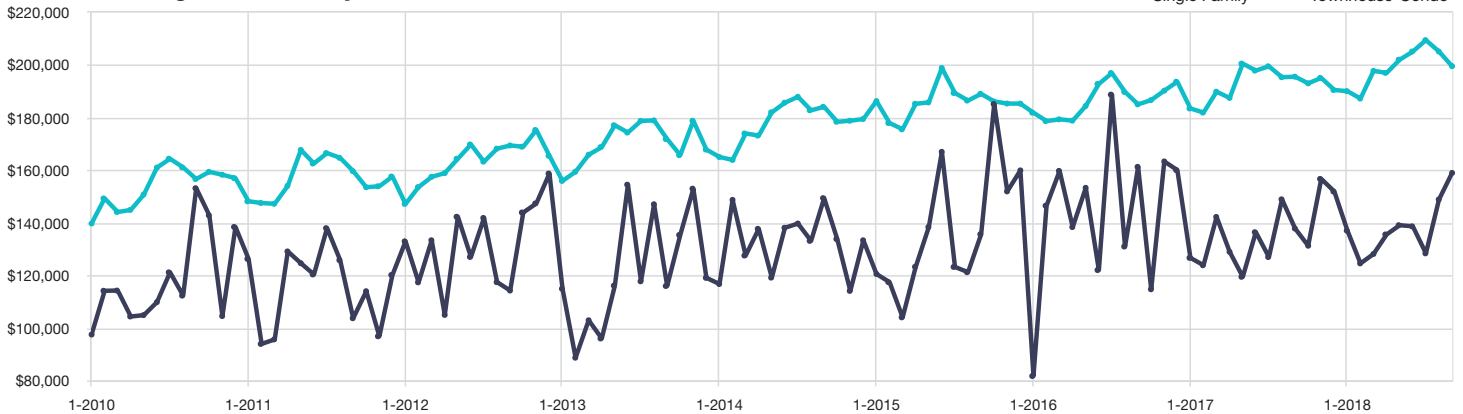
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	\$193,048	+ 3.4%	\$131,272	+ 14.5%
Nov-2017	\$195,127	+ 2.6%	\$156,697	- 4.1%
Dec-2017	\$190,527	- 1.6%	\$151,896	- 5.1%
Jan-2018	\$190,087	+ 3.6%	\$137,024	+ 8.2%
Feb-2018	\$187,265	+ 2.9%	\$124,549	+ 0.6%
Mar-2018	\$197,791	+ 4.2%	\$128,136	- 9.9%
Apr-2018	\$197,027	+ 5.1%	\$135,561	+ 5.1%
May-2018	\$202,065	+ 0.7%	\$139,086	+ 16.4%
Jun-2018	\$205,161	+ 3.7%	\$138,649	+ 1.6%
Jul-2018	\$209,500	+ 5.0%	\$128,366	+ 1.1%
Aug-2018	\$205,173	+ 5.0%	\$148,860	0.0%
Sep-2018	\$199,596	+ 2.0%	\$158,956	+ 15.3%
12-Month Avg*	\$198,734	+ 3.0%	\$139,888	+ 3.4%

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

Historical Average Sales Price by Month

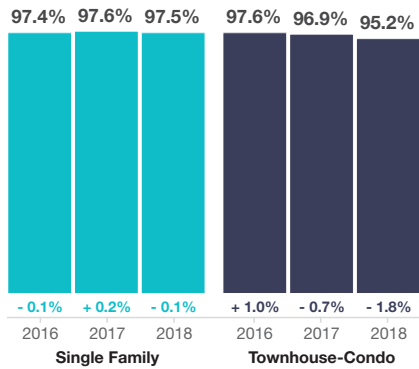


Percent of List Price Received

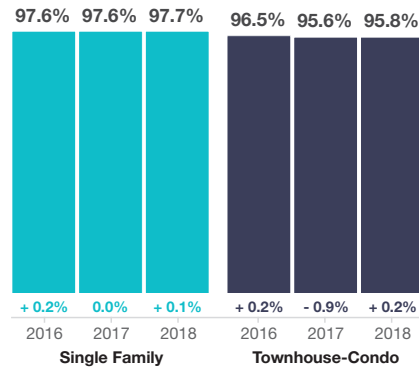
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



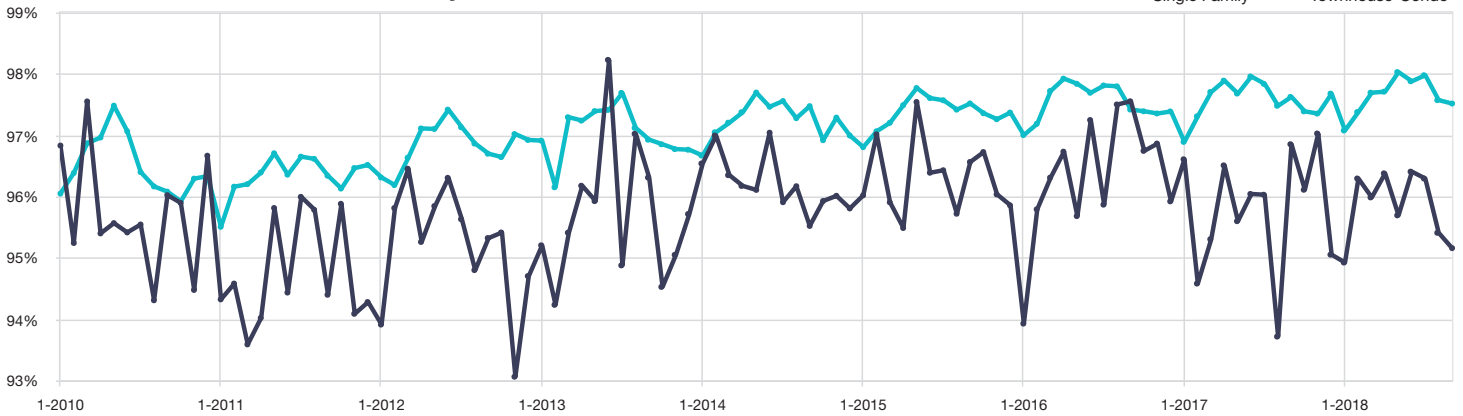
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Aug-2018	97.6%	+ 0.1%	95.4%	+ 1.8%
Sep-2018	97.5%	- 0.1%	95.2%	- 1.8%
12-Month Avg*	97.6%	+ 0.1%	95.9%	+ 0.1%

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

Historical Percent of List Price Received by Month

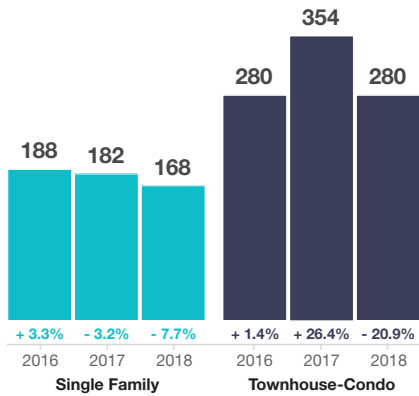


Housing Affordability Index

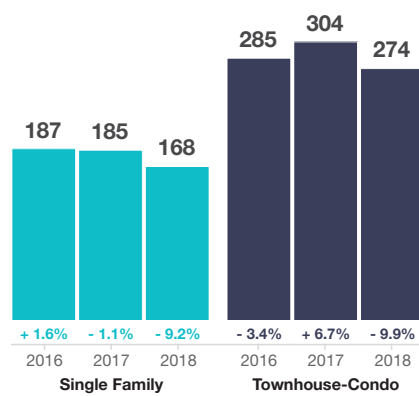
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

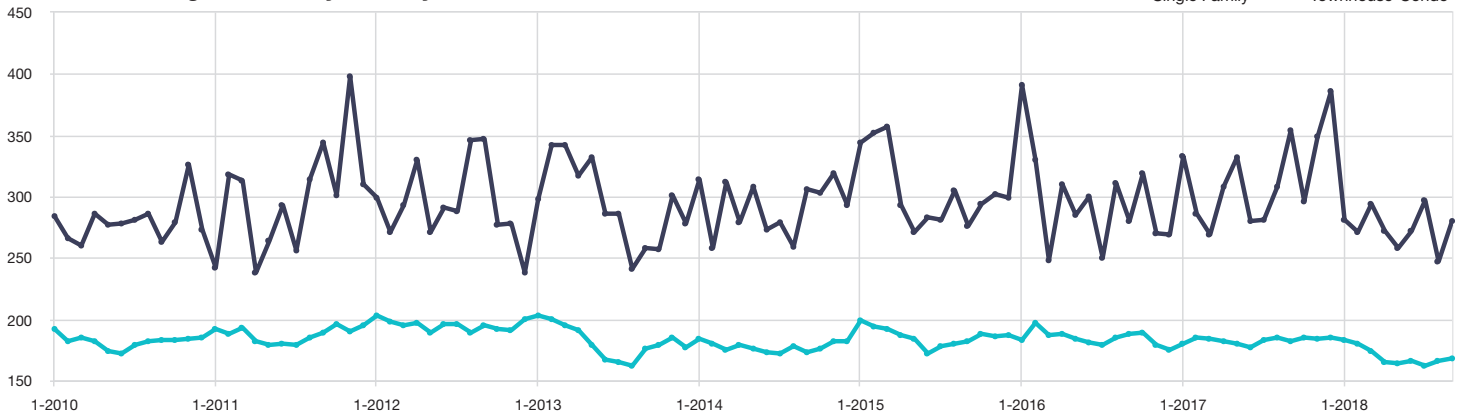


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	185	- 2.1%	296	- 7.2%
Nov-2017	184	+ 2.8%	349	+ 29.3%
Dec-2017	185	+ 5.7%	386	+ 43.5%
Jan-2018	183	+ 1.7%	281	- 15.6%
Feb-2018	180	- 2.7%	271	- 5.2%
Mar-2018	174	- 5.4%	294	+ 9.3%
Apr-2018	165	- 9.3%	272	- 11.7%
May-2018	164	- 8.9%	258	- 22.3%
Jun-2018	166	- 6.2%	272	- 2.9%
Jul-2018	162	- 11.5%	297	+ 5.7%
Aug-2018	166	- 10.3%	247	- 19.8%
Sep-2018	168	- 7.7%	280	- 20.9%
12-Month Avg	174	- 4.4%	292	- 3.0%

Historical Housing Affordability Index by Month

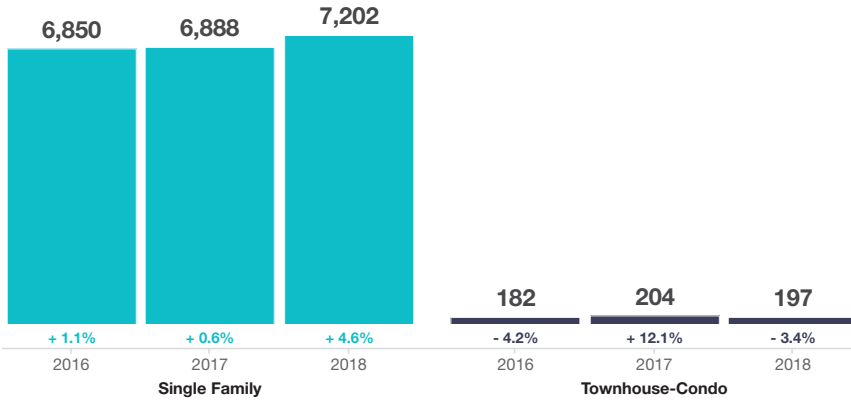


Inventory of Homes for Sale

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

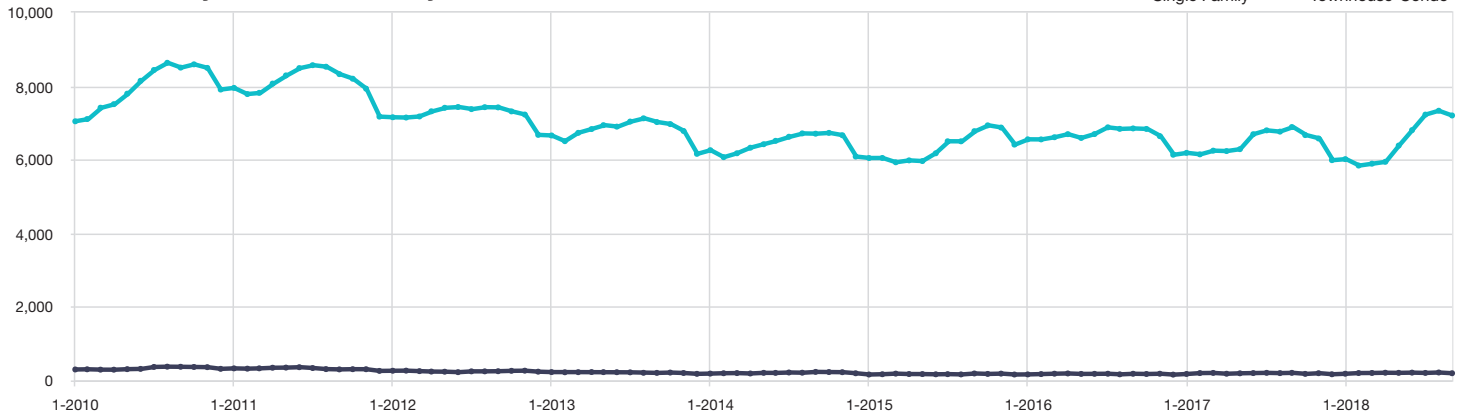


September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	6,669	- 2.4%	179	+ 1.7%
Nov-2017	6,577	- 0.9%	198	+ 8.2%
Dec-2017	5,988	- 2.4%	169	+ 6.3%
Jan-2018	6,016	- 2.7%	183	+ 3.4%
Feb-2018	5,841	- 5.0%	202	+ 0.5%
Mar-2018	5,892	- 5.7%	204	- 0.5%
Apr-2018	5,943	- 4.7%	210	+ 14.8%
May-2018	6,384	+ 1.5%	207	+ 6.2%
Jun-2018	6,804	+ 1.7%	213	+ 6.0%
Jul-2018	7,226	+ 6.3%	205	- 1.0%
Aug-2018	7,331	+ 8.4%	217	+ 8.5%
Sep-2018	7,202	+ 4.6%	197	- 3.4%
12-Month Avg	6,489	+ 0.0%	199	+ 4.2%

Historical Inventory of Homes for Sale by Month

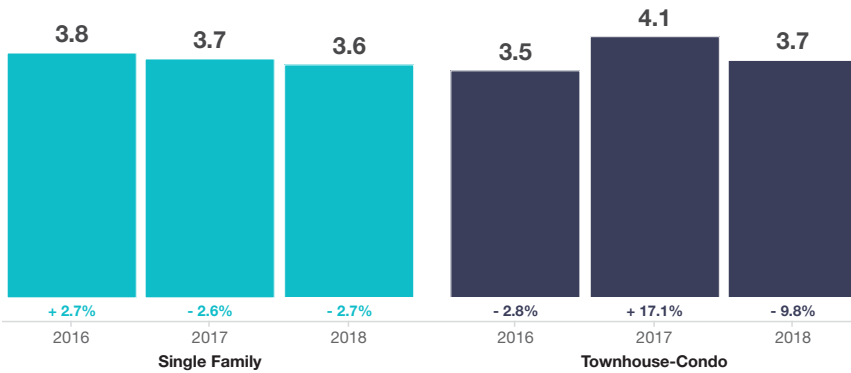


Months Supply of Inventory

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.



September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2017	3.6	-5.3%	3.5	+2.9%
Nov-2017	3.5	-5.4%	3.9	+11.4%
Dec-2017	3.2	-5.9%	3.3	+10.0%
Jan-2018	3.1	-8.8%	3.6	+5.9%
Feb-2018	3.0	-11.8%	3.9	-2.5%
Mar-2018	3.1	-8.8%	3.9	-2.5%
Apr-2018	3.1	-8.8%	4.0	+17.6%
May-2018	3.3	-2.9%	3.9	+5.4%
Jun-2018	3.5	-2.8%	4.1	+7.9%
Jul-2018	3.7	+2.8%	3.9	-2.5%
Aug-2018	3.7	+2.8%	4.0	+2.6%
Sep-2018	3.6	-2.7%	3.7	-9.8%
12-Month Avg*	3.3	-6.5%	3.6	-3.3%

* Months Supply for all properties from October 2017 through September 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	9-2017	9-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		2,463	2,526	+ 2.6%	23,858	25,167	+ 5.5%
Pending Sales		1,730	1,911	+ 10.5%	18,426	19,640	+ 6.6%
Closed Sales		1,943	1,818	- 6.4%	17,833	18,635	+ 4.5%
Days on Market Until Sale		54	46	- 14.8%	57	53	- 7.0%
Median Sales Price		\$165,000	\$167,000	+ 1.2%	\$163,000	\$168,000	+ 3.1%
Average Sales Price		\$194,129	\$198,361	+ 2.2%	\$192,014	\$198,761	+ 3.5%
Percent of List Price Received		97.6%	97.4%	- 0.2%	97.6%	97.6%	0.0%
Housing Affordability Index		185	170	- 8.1%	187	169	- 9.6%
Inventory of Homes for Sale		7,087	7,399	+ 4.4%	—	—	—
Months Supply of Inventory		3.7	3.6	- 2.7%	—	—	—