



April 2019 Residential Sales

Date: May 13, 2019
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **April 1 through April 30, 2019**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

- 4.4%	+ 4.2%	+ 2.3%
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.

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings increased 22.1 percent for Single Family homes but decreased 1.2 percent for Townhouse-Condo homes. Pending Sales increased 16.7 percent for Single Family homes but remained flat for Townhouse-Condo homes. Inventory increased 2.8 percent for Single Family homes but decreased 13.7 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases

Month's Supply of Inventory remained flat for Single Family homes but decreased 16.2 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 4.1 percent to \$178,000 for Single Family homes and 6.4 percent to \$116,000 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 13.8 percent for Single Family homes but increased 18.0 percent for Townhouse-Condo homes.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.



Below you will find copies of the MLS Statistical Reports for

April 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.

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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 **(04/01/2019) through (04/30/2019)**, while information is deemed reliable it is not guaranteed.

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

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

	<u>April 2019</u>	<u>March 2019</u>	<u>April 2018</u>
TOTAL CLOSED	2081	2068	2091
TOTAL \$ VOLUME	\$ 425,791,653	\$ 426,767,034	\$ 407,116,732
AVERAGE PRICE	\$ 204,609	\$ 206,367	\$ 194,700
MEDIAN PRICE	\$ 175,000	\$ 174,198	\$ 169,000
% SELLING PRICE TO LIST PRICE	97 %	97 %	97 %
DAYS ON MARKET	51	58	57
NUMBER OF LISTINGS	6040	6014	7075

TOTAL CLOSED	2081
TOTAL \$ VOLUME	\$ 425,791,653
AVERAGE SELLING PRICE	\$ 204,609
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 175,000
AVERAGE DAYS ON MARKET	51
# OF ACTIVE LISTINGS CURRENTLY	6040
TOTAL UNDER CONTRACT (Pending)	2935
AVERAGE VALUE (Pending)	\$ 216,363



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	1292	\$ 252,792,146	2700
February	1560	\$ 307,734,194	3204
March	2068	\$ 426,767,034	3902
April	2081	\$ 425,791,653	5016

All MLSOK

Entire MLSOK Market Area

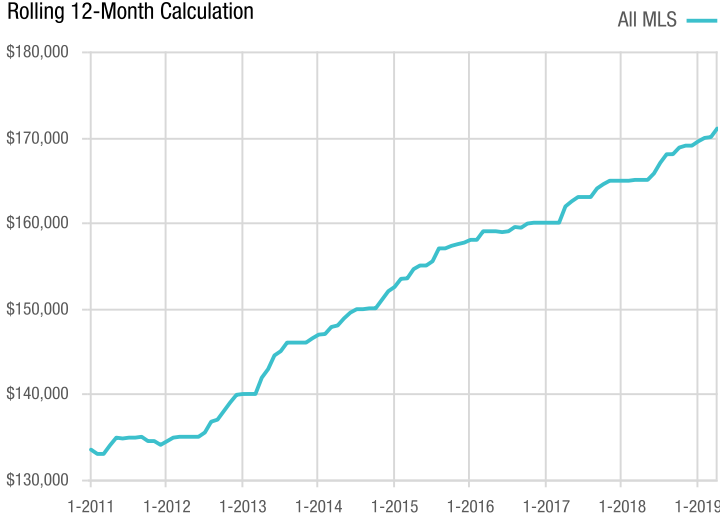
Single Family	April			Year to Date		
	2018	2019	% Change	Thru 4-2018	Thru 4-2019	% Change
New Listings	2,757	3,366	+ 22.1%	9,847	10,790	+ 9.6%
Pending Sales	2,360	2,755	+ 16.7%	8,247	8,701	+ 5.5%
Closed Sales	2,058	1,980	- 3.8%	6,887	6,835	- 0.8%
Days on Market Until Sale	58	50	- 13.8%	61	57	- 6.6%
Median Sales Price*	\$171,000	\$178,000	+ 4.1%	\$165,000	\$174,650	+ 5.8%
Average Sales Price*	\$196,960	\$207,825	+ 5.5%	\$193,798	\$204,946	+ 5.8%
Percent of List Price Received*	97.7%	98.1%	+ 0.4%	97.5%	97.6%	+ 0.1%
Inventory of Homes for Sale	5,659	5,819	+ 2.8%	—	—	—
Months Supply of Inventory	2.9	2.9	0.0%	—	—	—

Townhouse-Condo	April			Year to Date		
	2018	2019	% Change	Thru 4-2018	Thru 4-2019	% Change
New Listings	85	84	- 1.2%	313	303	- 3.2%
Pending Sales	75	75	0.0%	229	232	+ 1.3%
Closed Sales	64	49	- 23.4%	195	179	- 8.2%
Days on Market Until Sale	50	59	+ 18.0%	58	59	+ 1.7%
Median Sales Price*	\$109,000	\$116,000	+ 6.4%	\$109,000	\$105,000	- 3.7%
Average Sales Price*	\$135,068	\$153,403	+ 13.6%	\$131,471	\$147,561	+ 12.2%
Percent of List Price Received*	96.2%	95.9%	- 0.3%	95.9%	95.6%	- 0.3%
Inventory of Homes for Sale	190	164	- 13.7%	—	—	—
Months Supply of Inventory	3.7	3.1	- 16.2%	—	—	—

* 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.

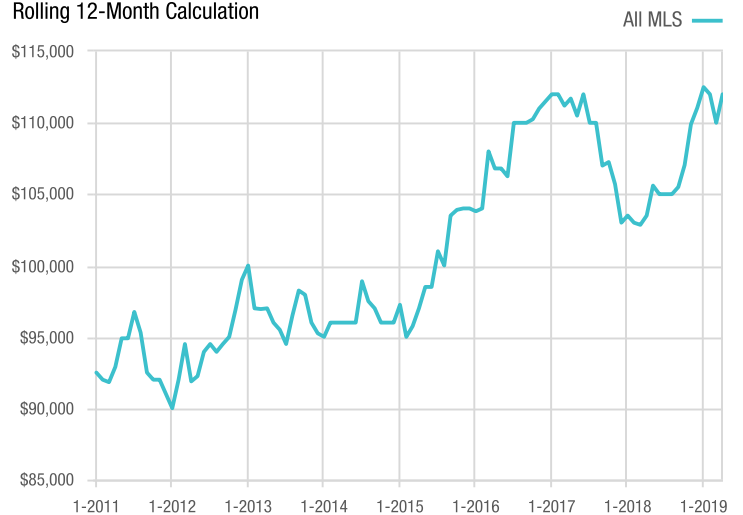
Median Sales Price - Single Family

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



April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

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The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

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	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		2,757	3,366	+ 22.1%	9,847	10,790	+ 9.6%
Pending Sales		2,360	2,755	+ 16.7%	8,247	8,701	+ 5.5%
Closed Sales		2,058	1,980	- 3.8%	6,887	6,835	- 0.8%
Days on Market Until Sale		58	50	- 13.8%	61	57	- 6.6%
Median Sales Price		\$171,000	\$178,000	+ 4.1%	\$165,000	\$174,650	+ 5.8%
Average Sales Price		\$196,960	\$207,825	+ 5.5%	\$193,798	\$204,946	+ 5.8%
Percent of List Price Received		97.7%	98.1%	+ 0.4%	97.5%	97.6%	+ 0.1%
Housing Affordability Index		165	160	- 3.0%	171	163	- 4.7%
Inventory of Homes for Sale		5,659	5,819	+ 2.8%	—	—	—
Months Supply of Inventory		2.9	2.9	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.



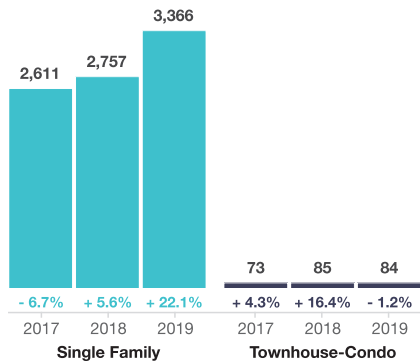
Key Metrics	Historical Sparkbars	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		85	84	- 1.2%	313	303	- 3.2%
Pending Sales		75	75	0.0%	229	232	+ 1.3%
Closed Sales		64	49	- 23.4%	195	179	- 8.2%
Days on Market Until Sale		50	59	+ 18.0%	58	59	+ 1.7%
Median Sales Price		\$109,000	\$116,000	+ 6.4%	\$109,000	\$105,000	- 3.7%
Average Sales Price		\$135,068	\$153,403	+ 13.6%	\$131,471	\$147,561	+ 12.2%
Percent of List Price Received		96.2%	95.9%	- 0.3%	95.9%	95.6%	- 0.3%
Housing Affordability Index		274	262	- 4.4%	274	290	+ 5.8%
Inventory of Homes for Sale		190	164	- 13.7%	—	—	—
Months Supply of Inventory		3.7	3.1	- 16.2%	—	—	—

New Listings

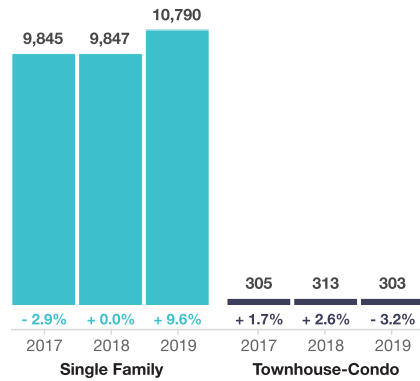
A count of the properties that have been newly listed on the market in a given month.



April

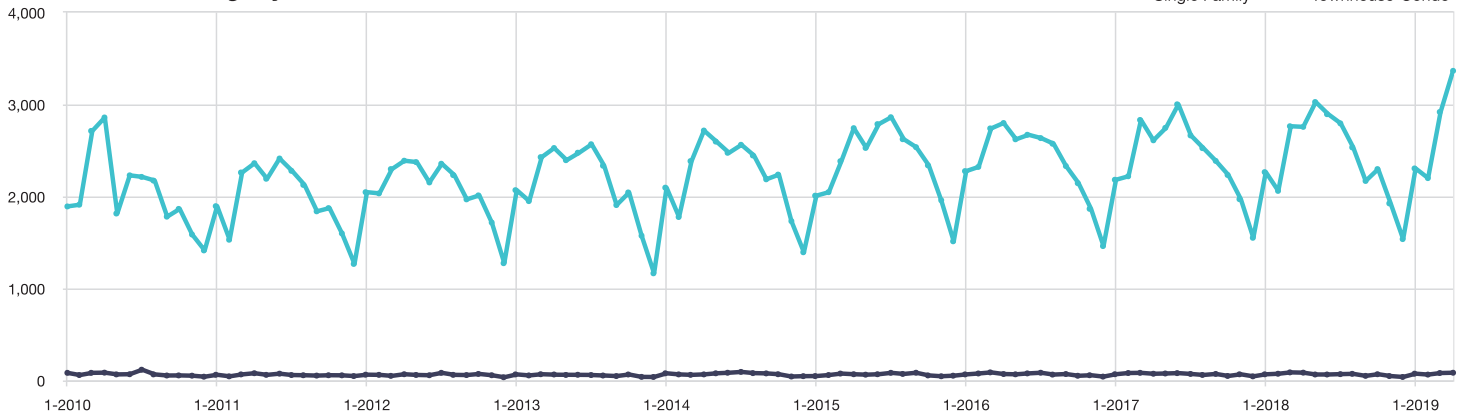


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	3,027	+ 10.2%	65	- 14.5%
Jun-2018	2,895	- 3.6%	65	- 18.8%
Jul-2018	2,795	+ 4.9%	69	- 2.8%
Aug-2018	2,534	+ 0.3%	72	+ 20.0%
Sep-2018	2,169	- 9.1%	50	- 29.6%
Oct-2018	2,298	+ 2.9%	68	+ 38.8%
Nov-2018	1,925	- 2.3%	48	- 28.4%
Dec-2018	1,537	- 0.9%	38	- 15.6%
Jan-2019	2,305	+ 1.8%	74	+ 10.4%
Feb-2019	2,200	+ 6.7%	64	- 12.3%
Mar-2019	2,919	+ 5.6%	81	- 8.0%
Apr-2019	3,366	+ 22.1%	84	- 1.2%
12-Month Avg	2,498	+ 3.6%	65	- 5.8%

Historical New Listings by Month

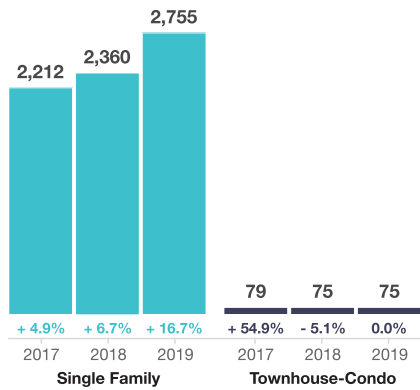


Pending Sales

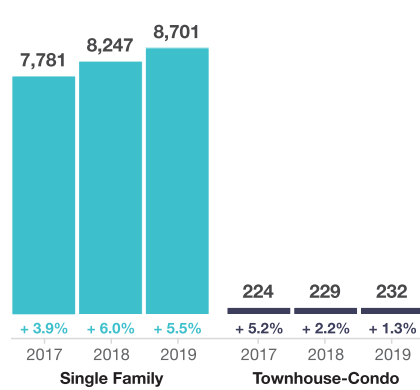
A count of the properties on which offers have been accepted in a given month.



April

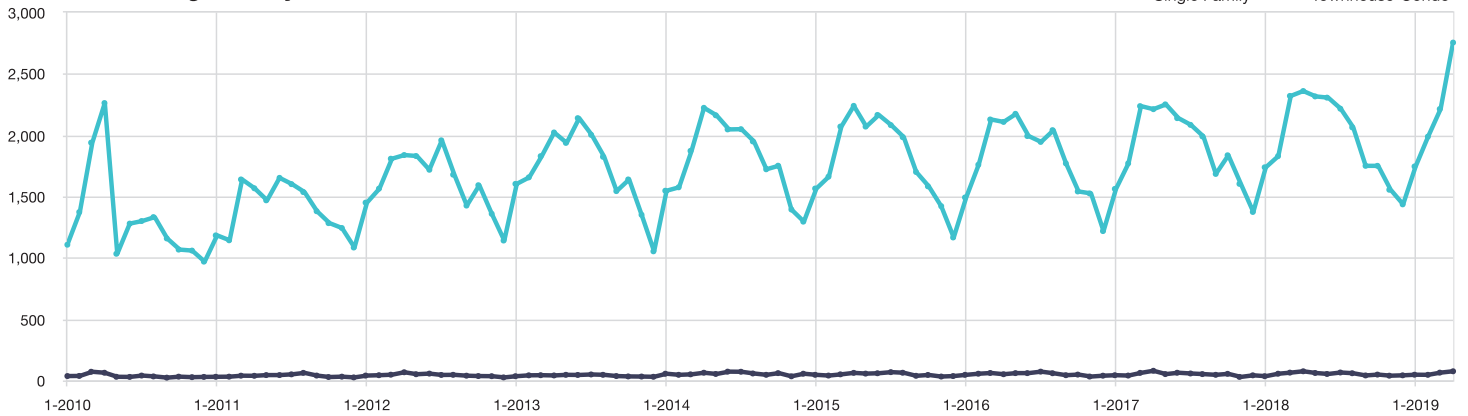


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	2,316	+ 2.9%	61	+ 17.3%
Jun-2018	2,306	+ 7.8%	53	- 15.9%
Jul-2018	2,216	+ 6.3%	65	+ 14.0%
Aug-2018	2,064	+ 3.7%	59	+ 13.5%
Sep-2018	1,750	+ 3.9%	41	- 10.9%
Oct-2018	1,750	- 4.7%	48	- 11.1%
Nov-2018	1,555	- 3.0%	39	+ 34.5%
Dec-2018	1,436	+ 4.5%	42	0.0%
Jan-2019	1,745	+ 0.4%	47	+ 34.3%
Feb-2019	1,988	+ 8.7%	46	- 16.4%
Mar-2019	2,213	- 4.6%	64	0.0%
Apr-2019	2,755	+ 16.7%	75	0.0%
12-Month Avg	2,008	+ 3.8%	53	+ 1.9%

Historical Pending Sales by Month

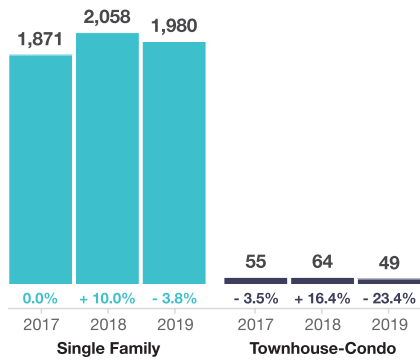


Closed Sales

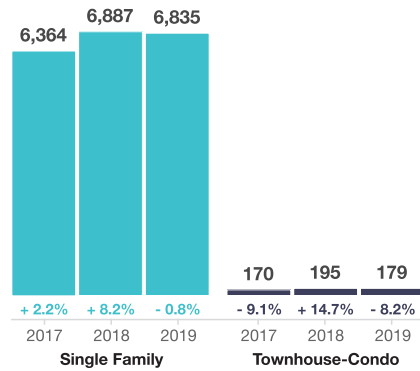
A count of the actual sales that closed in a given month.



April

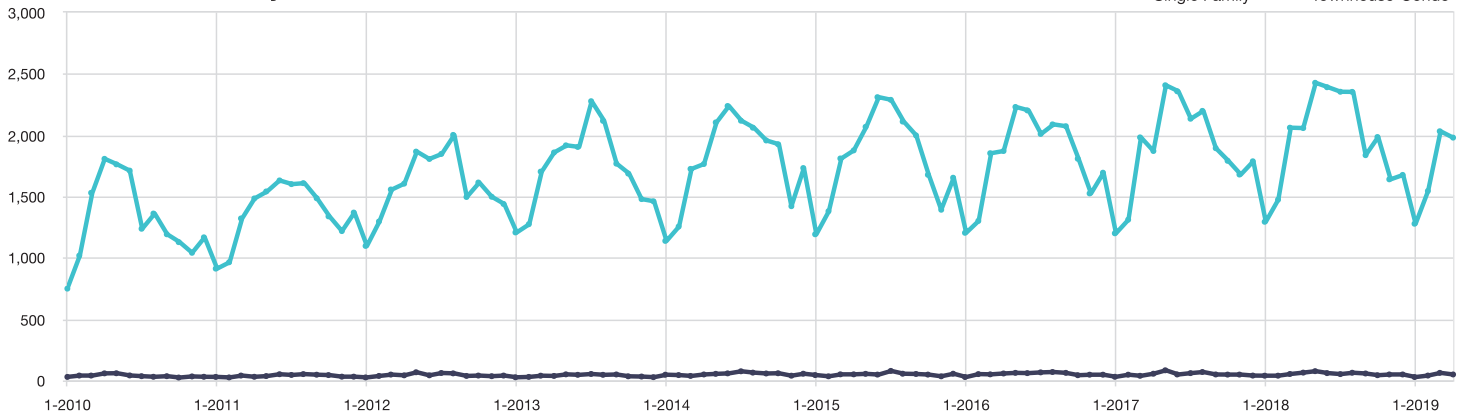


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	2,427	+ 0.8%	76	- 8.4%
Jun-2018	2,391	+ 1.4%	60	+ 22.4%
Jul-2018	2,354	+ 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	1,985	+ 10.8%	43	- 10.4%
Nov-2018	1,640	- 2.3%	49	+ 2.1%
Dec-2018	1,676	- 6.2%	49	+ 22.5%
Jan-2019	1,278	- 1.2%	28	- 28.2%
Feb-2019	1,545	+ 4.8%	40	+ 2.6%
Mar-2019	2,032	- 1.4%	62	+ 17.0%
Apr-2019	1,980	- 3.8%	49	- 23.4%
12-Month Avg	1,958	+ 1.6%	52	- 1.9%

Historical Closed Sales by Month

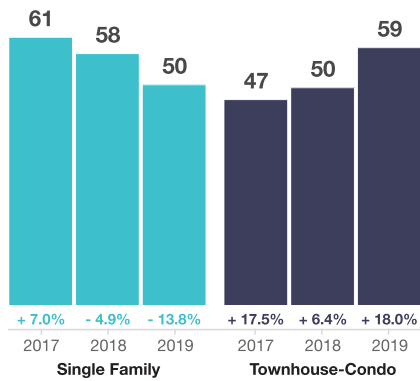


Days on Market Until Sale

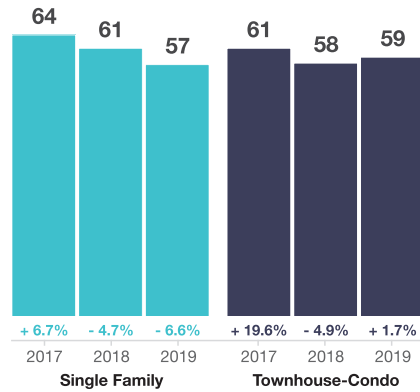
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



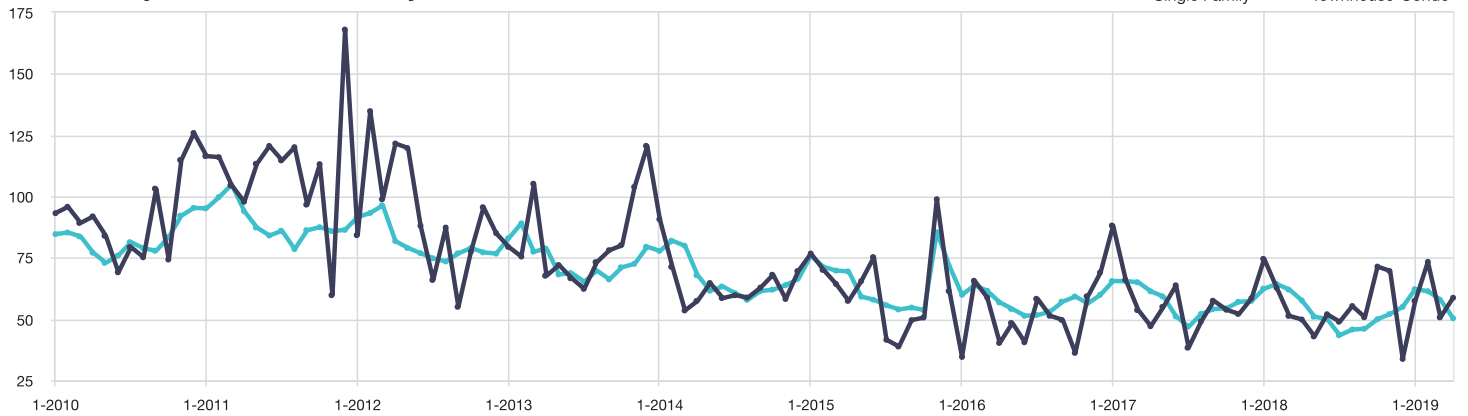
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	73	+15.9%
Mar-2019	58	-6.5%	51	0.0%
Apr-2019	50	-13.8%	59	+18.0%
12-Month Avg*	51	-8.5%	54	-0.5%

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

Historical Days on Market Until Sale by Month

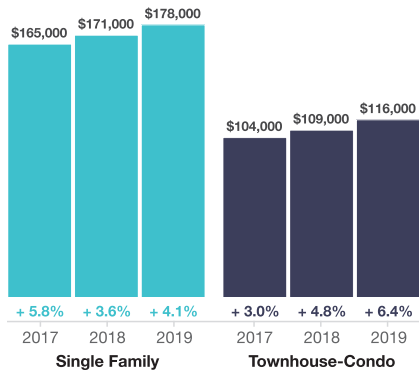


Median Sales Price

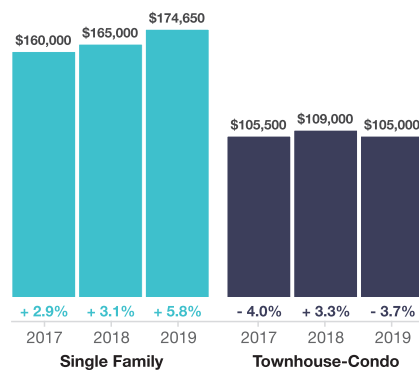
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



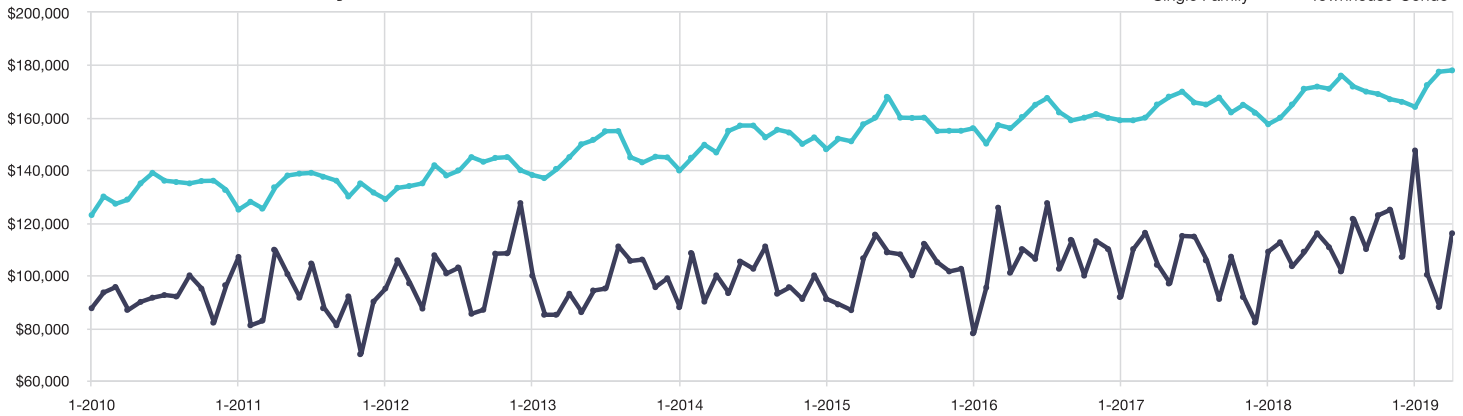
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	\$171,818	+ 2.3%	\$116,000	+ 19.7%
Jun-2018	\$171,000	+ 0.6%	\$110,700	- 3.7%
Jul-2018	\$176,000	+ 6.2%	\$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	\$169,000	+ 4.3%	\$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	\$164,083	+ 4.2%	\$147,500	+ 35.3%
Feb-2019	\$172,400	+ 7.8%	\$100,250	- 11.0%
Mar-2019	\$177,500	+ 7.6%	\$87,950	- 15.0%
Apr-2019	\$178,000	+ 4.1%	\$116,000	+ 6.4%
12-Month Avg*	\$171,000	+ 3.6%	\$112,000	+ 8.2%

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

Historical Median Sales Price by Month

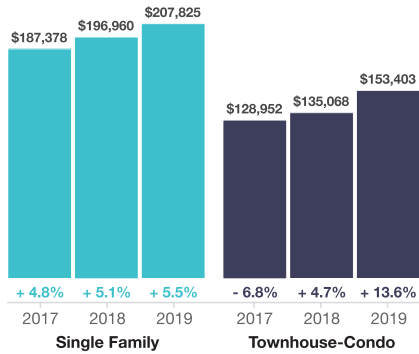


Average Sales Price

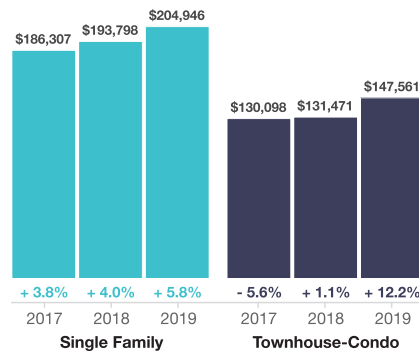
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



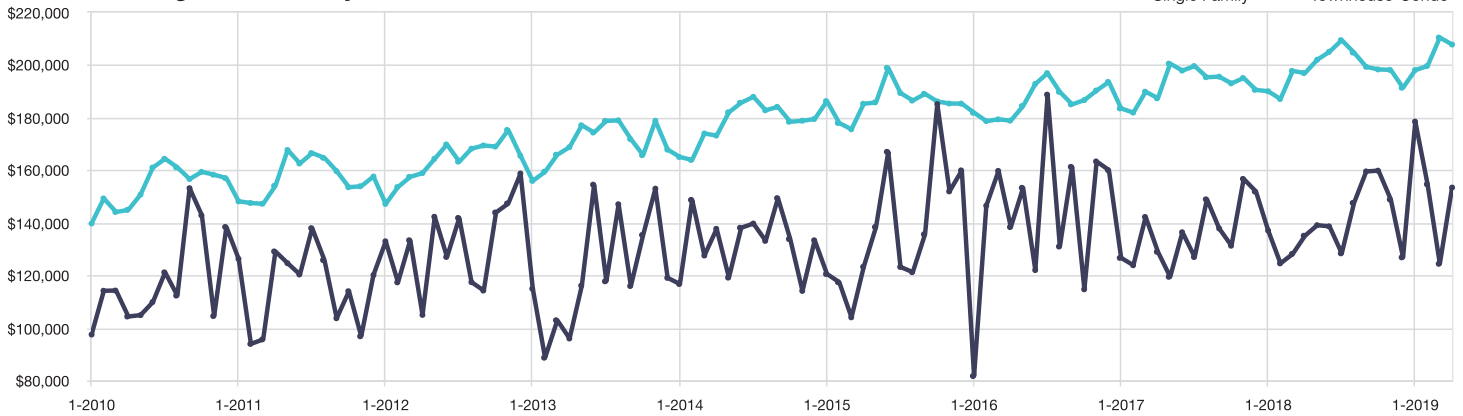
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	\$202,035	+ 0.7%	\$139,086	+ 16.4%
Jun-2018	\$205,069	+ 3.6%	\$138,649	+ 1.6%
Jul-2018	\$209,497	+ 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	\$198,348	+ 2.7%	\$159,823	+ 21.7%
Nov-2018	\$198,175	+ 1.6%	\$148,877	- 5.0%
Dec-2018	\$191,373	+ 0.4%	\$126,837	- 16.5%
Jan-2019	\$198,104	+ 4.2%	\$178,493	+ 30.3%
Feb-2019	\$199,633	+ 6.7%	\$154,667	+ 24.2%
Mar-2019	\$210,481	+ 6.4%	\$124,390	- 2.9%
Apr-2019	\$207,825	+ 5.5%	\$153,403	+ 13.6%
12-Month Avg*	\$202,657	+ 3.6%	\$144,507	+ 6.7%

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

Historical Average Sales Price by Month

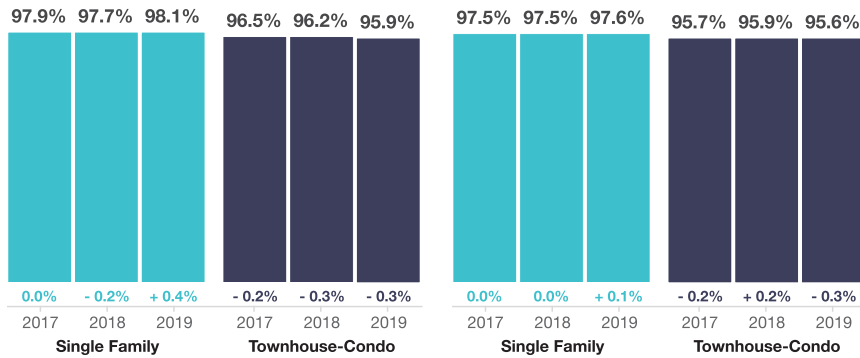


Percent of List Price Received

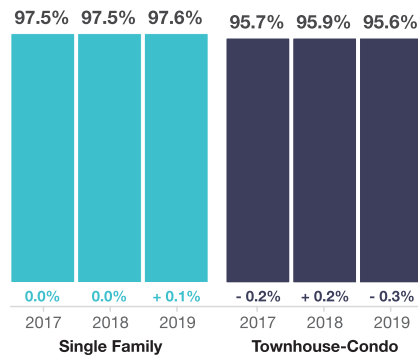
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



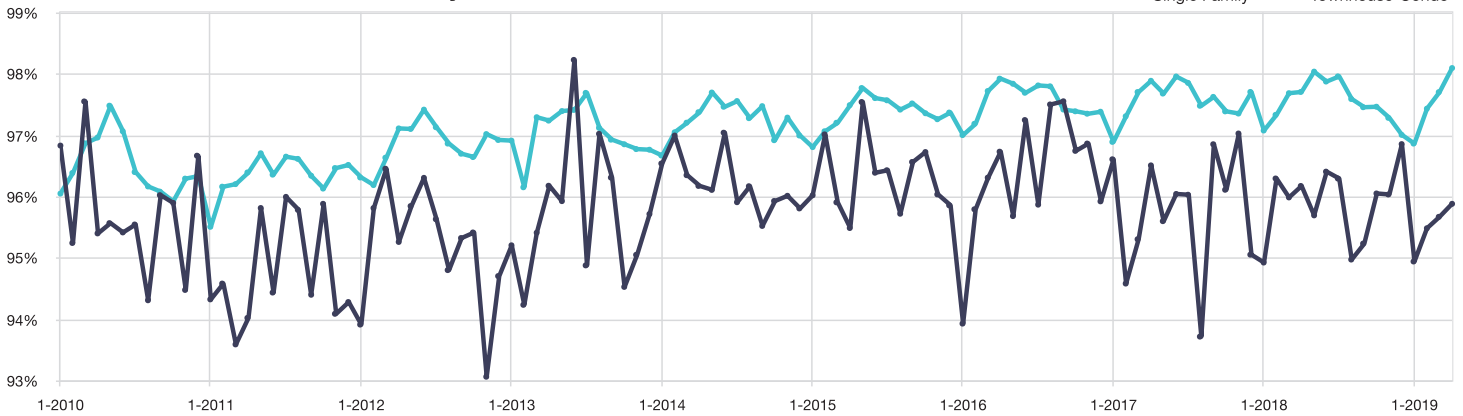
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	95.5%	- 0.8%
Mar-2019	97.7%	0.0%	95.7%	- 0.3%
Apr-2019	98.1%	+ 0.4%	95.9%	- 0.3%
12-Month Avg*	97.6%	+ 0.0%	95.8%	+ 0.0%

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

Historical Percent of List Price Received by Month

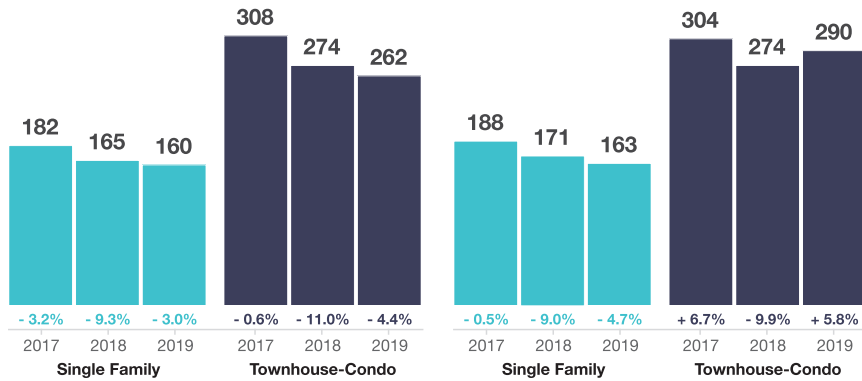


Housing Affordability Index

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.

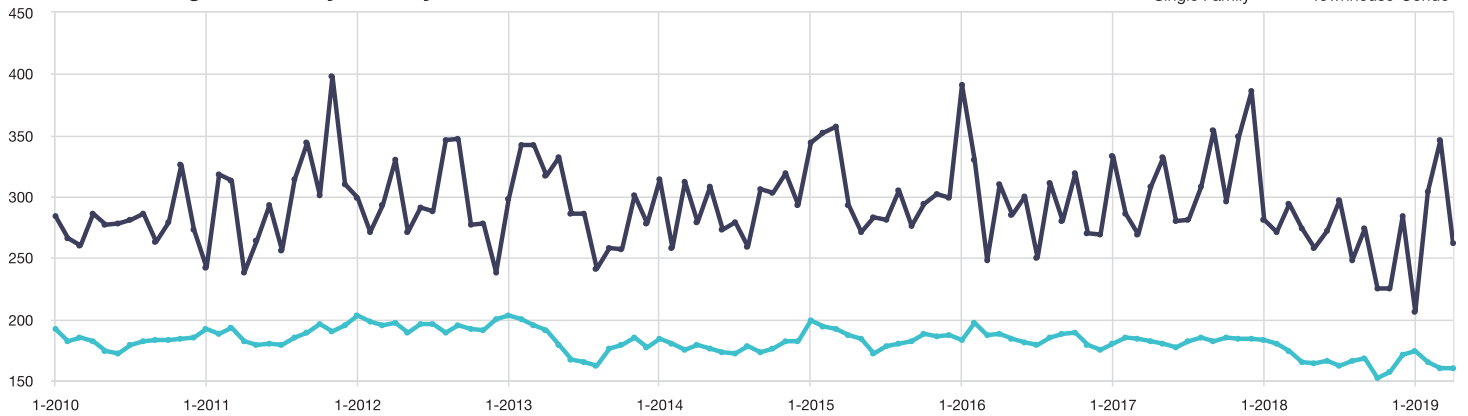


April



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	164	-8.9%	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	174	-4.9%	206	-26.7%
Feb-2019	165	-8.3%	304	+12.2%
Mar-2019	160	-8.0%	346	+17.7%
Apr-2019	160	-3.0%	262	-4.4%
12-Month Avg	164	-8.9%	267	-13.6%

Historical Housing Affordability Index by Month

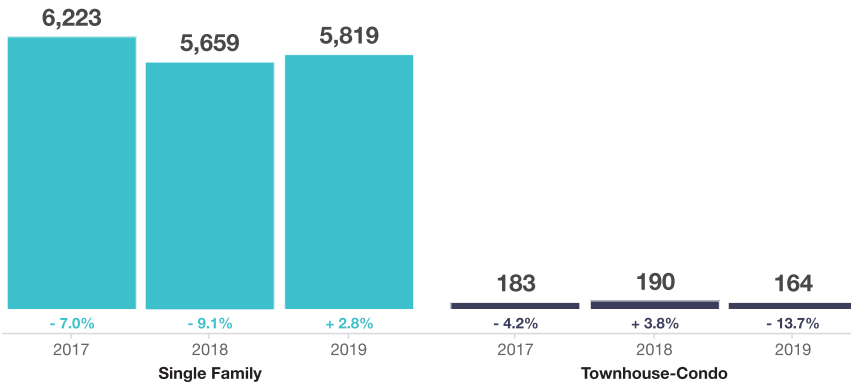


Inventory of Homes for Sale

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

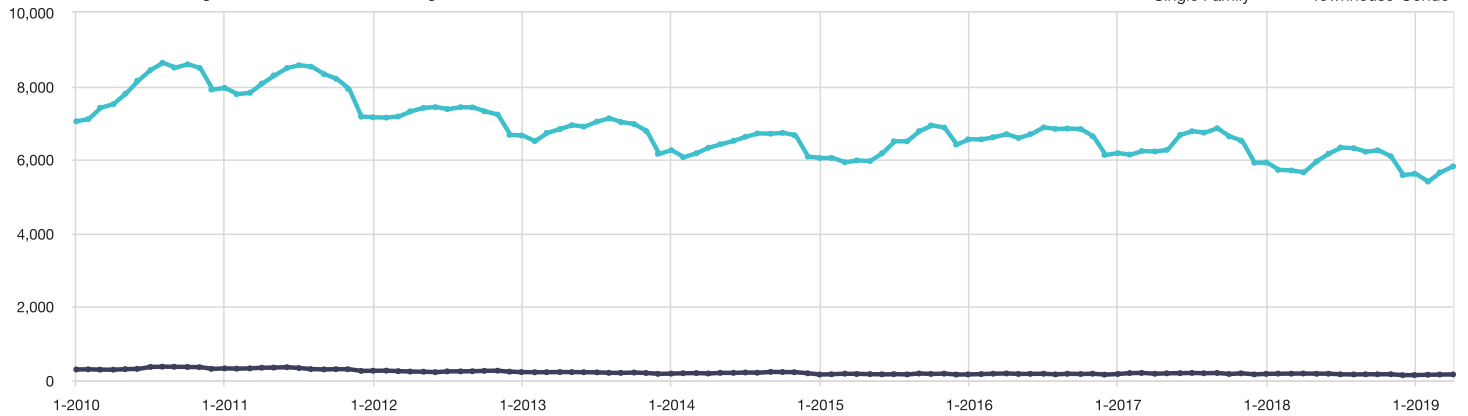


April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	5,954	-5.0%	182	-6.7%
Jun-2018	6,165	-7.6%	184	-7.5%
Jul-2018	6,331	-6.6%	168	-17.6%
Aug-2018	6,313	-6.3%	164	-16.8%
Sep-2018	6,217	-9.3%	168	-17.6%
Oct-2018	6,256	-5.7%	168	-4.5%
Nov-2018	6,092	-6.5%	170	-12.8%
Dec-2018	5,582	-5.7%	144	-13.3%
Jan-2019	5,618	-5.1%	147	-18.3%
Feb-2019	5,406	-5.5%	155	-16.7%
Mar-2019	5,656	-0.9%	161	-13.0%
Apr-2019	5,819	+2.8%	164	-13.7%
12-Month Avg	5,951	-5.3%	165	-13.2%

Historical Inventory of Homes for Sale by Month

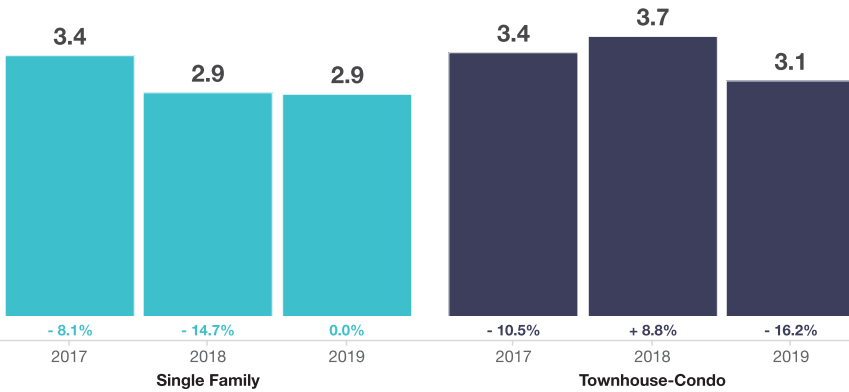


Months Supply of Inventory

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.



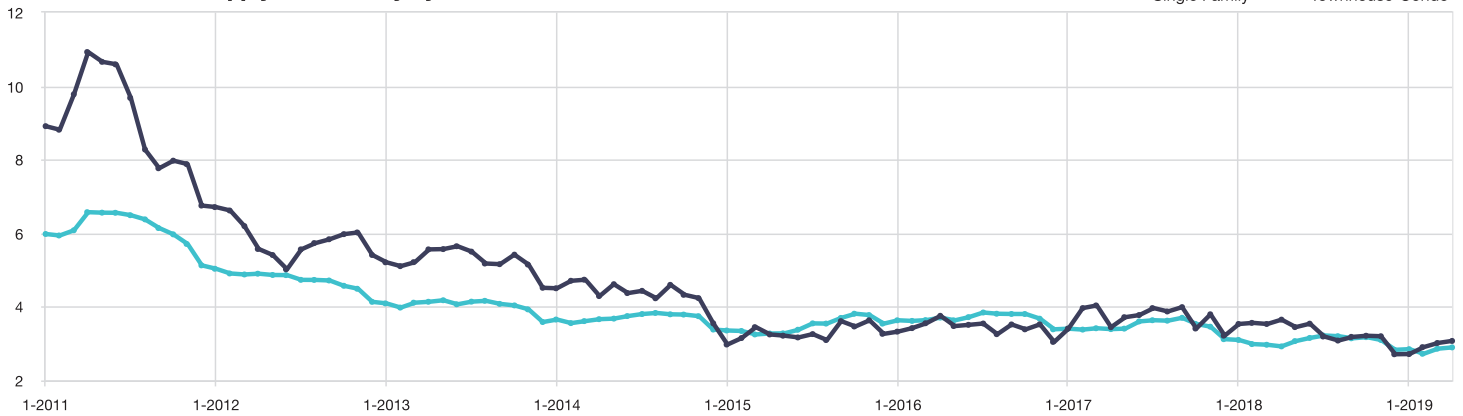
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
May-2018	3.1	- 8.8%	3.5	- 5.4%
Jun-2018	3.2	- 11.1%	3.5	- 7.9%
Jul-2018	3.2	- 11.1%	3.2	- 20.0%
Aug-2018	3.2	- 11.1%	3.1	- 20.5%
Sep-2018	3.1	- 16.2%	3.2	- 20.0%
Oct-2018	3.2	- 8.6%	3.2	- 5.9%
Nov-2018	3.1	- 11.4%	3.2	- 15.8%
Dec-2018	2.8	- 9.7%	2.7	- 15.6%
Jan-2019	2.9	- 6.5%	2.7	- 22.9%
Feb-2019	2.7	- 10.0%	2.9	- 19.4%
Mar-2019	2.9	- 3.3%	3.0	- 14.3%
Apr-2019	2.9	0.0%	3.1	- 16.2%
12-Month Avg*	3.0	- 9.6%	3.1	- 15.3%

* Months Supply for all properties from May 2018 through April 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	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		2,842	3,450	+ 21.4%	10,160	11,093	+ 9.2%
Pending Sales		2,435	2,830	+ 16.2%	8,476	8,933	+ 5.4%
Closed Sales		2,122	2,029	- 4.4%	7,082	7,014	- 1.0%
Days on Market Until Sale		57	51	- 10.5%	61	57	- 6.6%
Median Sales Price		\$169,900	\$177,000	+ 4.2%	\$163,500	\$172,000	+ 5.2%
Average Sales Price		\$195,092	\$206,504	+ 5.8%	\$192,079	\$203,475	+ 5.9%
Percent of List Price Received		97.7%	98.0%	+ 0.3%	97.5%	97.5%	0.0%
Housing Affordability Index		166	161	- 3.0%	172	166	- 3.5%
Inventory of Homes for Sale		5,849	5,983	+ 2.3%	—	—	—
Months Supply of Inventory		2.9	2.9	0.0%	—	—	—