



June 2019 Residential Sales

Date: July 11, 2019

RE: For immediate Release

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

Quick Facts

- 7.9%	+ 11.8%	- 1.2%
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.

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

New Listings increased 10.0 percent for Single Family homes and 40.0 percent for Townhouse-Condo homes. Pending Sales increased 10.7 percent for Single Family homes and 37.7 percent for Townhouse-Condo homes. Inventory decreased 1.0 percent for Single Family homes and 6.5 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 3.2 percent for Single Family homes and 8.6 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 12.0 percent to \$191,500 for Single Family homes but decreased 12.8 percent to \$96,500 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 16.0 percent for Single Family homes and 26.9 percent for Townhouse-Condo homes.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.



Below you will find copies of the MLS Statistical Reports for

June 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.

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Based on information from MLSOK, Inc for the period **(06/01/2019) through (06/30/2019)**, 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 **June 2019** as compared to **May 2019** and **June 2018**. These statistics are supplied by MLSOK, Inc.

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

	<u>June 2019</u>	<u>May 2019</u>	<u>June 2018</u>
TOTAL CLOSED	2303	2624	2412
TOTAL \$ VOLUME	\$ 512,271,118	\$ 547,844,776	\$ 489,195,080
AVERAGE PRICE	\$ 222,436	\$ 208,782	\$ 202,688
MEDIAN PRICE	\$ 190,000	\$ 179,542	\$ 170,000
% SELLING PRICE TO LIST PRICE	98 %	98 %	97 %
DAYS ON MARKET	42	45	50
NUMBER OF LISTINGS	6280	6149	7451

TOTAL CLOSED	2303
TOTAL \$ VOLUME	\$ 512,271,118
AVERAGE SELLING PRICE	\$ 222,436
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 190,000
AVERAGE DAYS ON MARKET	42
# OF ACTIVE LISTINGS CURRENTLY	6280
TOTAL UNDER CONTRACT (Pending)	2020
AVERAGE VALUE (Pending)	\$ 213,248



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
May	2624	\$547,844,776	4609
June	2303	\$512,271,118	4323

All MLSOK

Entire MLSOK Market Area

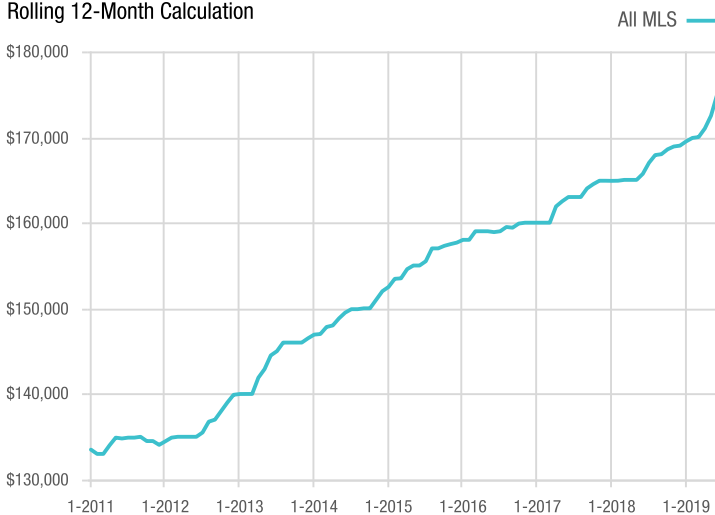
Single Family	June			Year to Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	2,889	3,179	+ 10.0%	15,746	16,686	+ 6.0%
Pending Sales	2,307	2,555	+ 10.7%	12,869	13,430	+ 4.4%
Closed Sales	2,393	2,208	- 7.7%	11,708	11,735	+ 0.2%
Days on Market Until Sale	50	42	- 16.0%	57	51	- 10.5%
Median Sales Price*	\$171,000	\$191,500	+ 12.0%	\$167,500	\$179,000	+ 6.9%
Average Sales Price*	\$205,103	\$224,778	+ 9.6%	\$197,811	\$210,095	+ 6.2%
Percent of List Price Received*	97.9%	98.3%	+ 0.4%	97.7%	97.8%	+ 0.1%
Inventory of Homes for Sale	6,140	6,081	- 1.0%	—	—	—
Months Supply of Inventory	3.1	3.0	- 3.2%	—	—	—

Townhouse-Condo	June			Year to Date		
	2018	2019	% Change	Thru 6-2018	Thru 6-2019	% Change
New Listings	65	91	+ 40.0%	443	471	+ 6.3%
Pending Sales	53	73	+ 37.7%	343	360	+ 5.0%
Closed Sales	60	52	- 13.3%	331	303	- 8.5%
Days on Market Until Sale	52	38	- 26.9%	53	54	+ 1.9%
Median Sales Price*	\$110,700	\$96,500	- 12.8%	\$110,000	\$100,000	- 9.1%
Average Sales Price*	\$138,649	\$160,638	+ 15.9%	\$134,521	\$143,181	+ 6.4%
Percent of List Price Received*	96.4%	96.7%	+ 0.3%	95.9%	95.9%	0.0%
Inventory of Homes for Sale	184	172	- 6.5%	—	—	—
Months Supply of Inventory	3.5	3.2	- 8.6%	—	—	—

* 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.

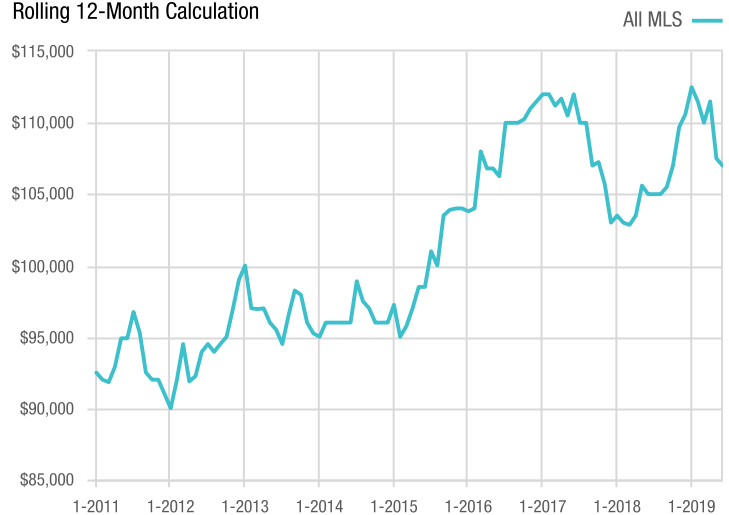
Median Sales Price - Single Family

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



June 2019

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

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In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		2,890	3,179	+ 10.0%	15,746	16,686	+ 6.0%
Pending Sales		2,307	2,555	+ 10.7%	12,869	13,430	+ 4.4%
Closed Sales		2,393	2,208	- 7.7%	11,708	11,735	+ 0.2%
Days on Market Until Sale		50	42	- 16.0%	57	51	- 10.5%
Median Sales Price		\$171,000	\$191,500	+ 12.0%	\$167,500	\$179,000	+ 6.9%
Average Sales Price		\$205,103	\$224,778	+ 9.6%	\$197,811	\$210,095	+ 6.2%
Percent of List Price Received		97.9%	98.3%	+ 0.4%	97.7%	97.8%	+ 0.1%
Housing Affordability Index		166	149	- 10.2%	169	159	- 5.9%
Inventory of Homes for Sale		6,145	6,081	- 1.0%	—	—	—
Months Supply of Inventory		3.1	3.0	- 3.2%	—	—	—

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.



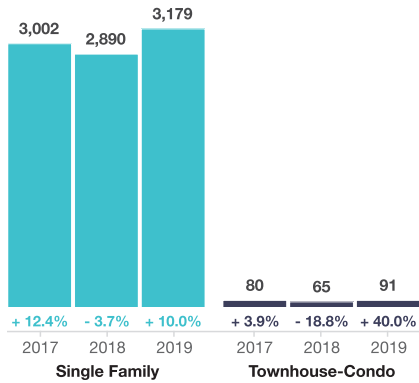
Key Metrics	Historical Sparkbars	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		65	91	+ 40.0%	443	471	+ 6.3%
Pending Sales		53	73	+ 37.7%	343	360	+ 5.0%
Closed Sales		60	52	- 13.3%	331	303	- 8.5%
Days on Market Until Sale		52	38	- 26.9%	53	54	+ 1.9%
Median Sales Price		\$110,700	\$96,500	- 12.8%	\$110,000	\$100,000	- 9.1%
Average Sales Price		\$138,649	\$160,638	+ 15.9%	\$134,521	\$143,181	+ 6.4%
Percent of List Price Received		96.4%	96.7%	+ 0.3%	95.9%	95.9%	0.0%
Housing Affordability Index		272	315	+ 15.8%	274	304	+ 10.9%
Inventory of Homes for Sale		184	172	- 6.5%	—	—	—
Months Supply of Inventory		3.5	3.2	- 8.6%	—	—	—

New Listings

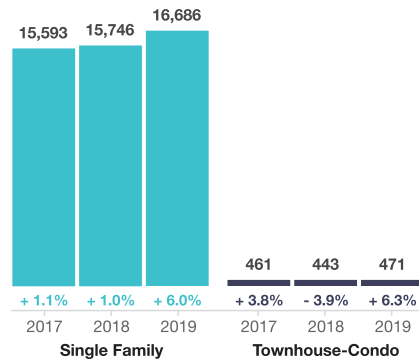
A count of the properties that have been newly listed on the market in a given month.



June

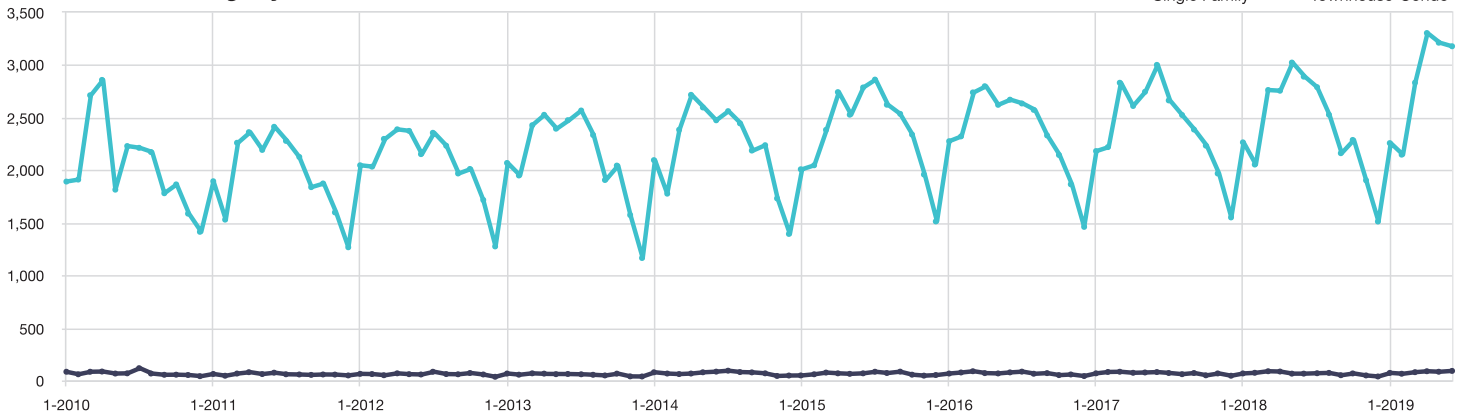


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	2,790	+ 4.7%	69	- 2.8%
Aug-2018	2,528	+ 0.1%	72	+ 20.0%
Sep-2018	2,162	- 9.4%	50	- 29.6%
Oct-2018	2,288	+ 2.4%	67	+ 36.7%
Nov-2018	1,904	- 3.3%	48	- 28.4%
Dec-2018	1,512	- 2.5%	38	- 15.6%
Jan-2019	2,258	- 0.3%	72	+ 7.5%
Feb-2019	2,148	+ 4.6%	64	- 12.3%
Mar-2019	2,833	+ 2.5%	79	- 10.2%
Apr-2019	3,305	+ 19.9%	88	+ 3.5%
May-2019	3,213	+ 6.3%	83	+ 27.7%
Jun-2019	3,179	+ 10.0%	91	+ 40.0%
12-Month Avg	2,510	+ 3.5%	68	+ 1.5%

Historical New Listings by Month

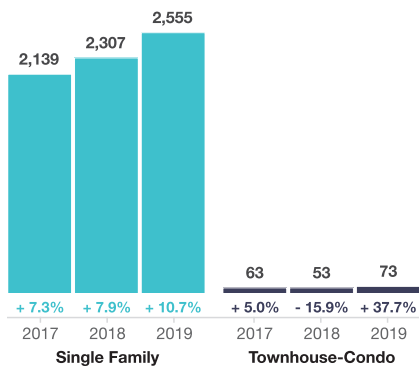


Pending Sales

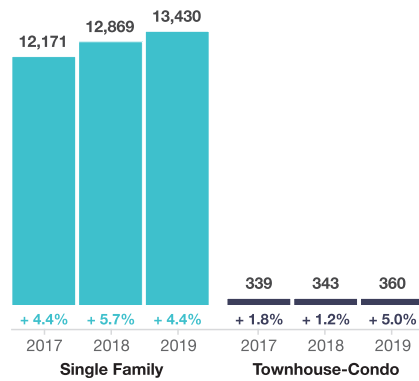
A count of the properties on which offers have been accepted in a given month.



June

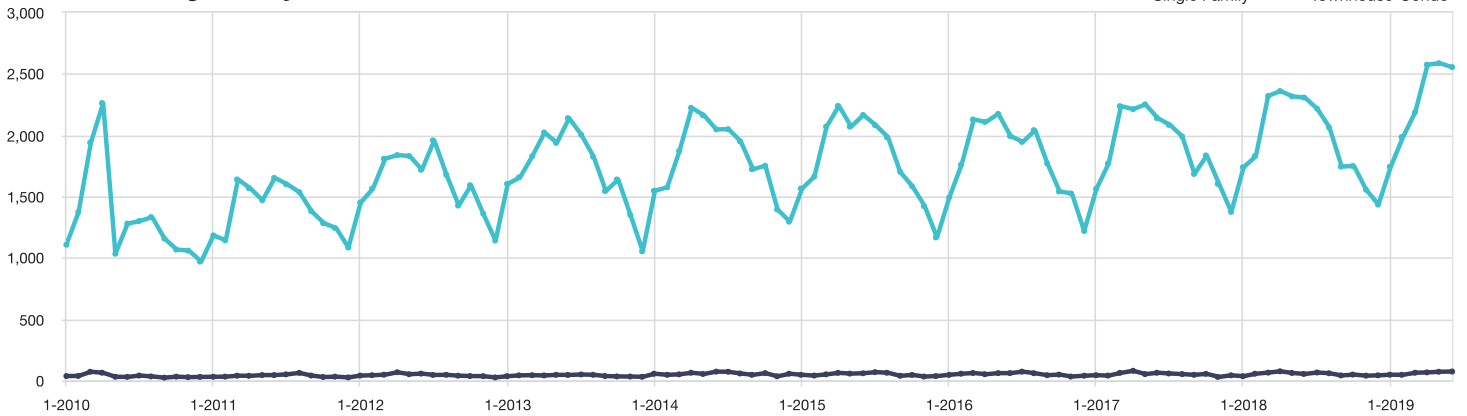


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	2,216	+ 6.3%	65	+ 14.0%
Aug-2018	2,064	+ 3.7%	59	+ 13.5%
Sep-2018	1,744	+ 3.6%	41	- 10.9%
Oct-2018	1,749	- 4.7%	48	- 11.1%
Nov-2018	1,555	- 3.0%	39	+ 34.5%
Dec-2018	1,434	+ 4.4%	42	0.0%
Jan-2019	1,743	+ 0.3%	47	+ 34.3%
Feb-2019	1,985	+ 8.5%	46	- 16.4%
Mar-2019	2,188	- 5.7%	63	- 1.6%
Apr-2019	2,575	+ 9.1%	66	- 12.0%
May-2019	2,587	+ 11.7%	71	+ 16.4%
Jun-2019	2,555	+ 10.7%	73	+ 37.7%
12-Month Avg	2,033	+ 4.1%	55	+ 5.8%

Historical Pending Sales by Month

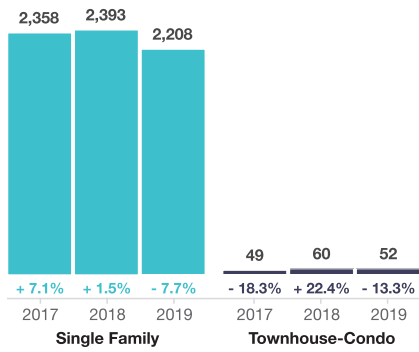


Closed Sales

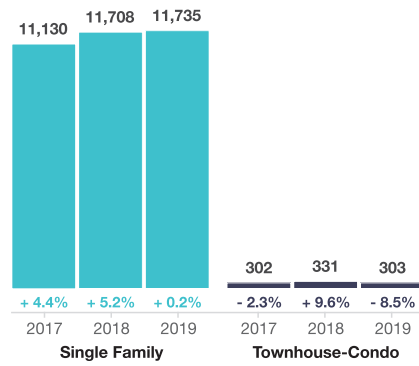
A count of the actual sales that closed in a given month.



June

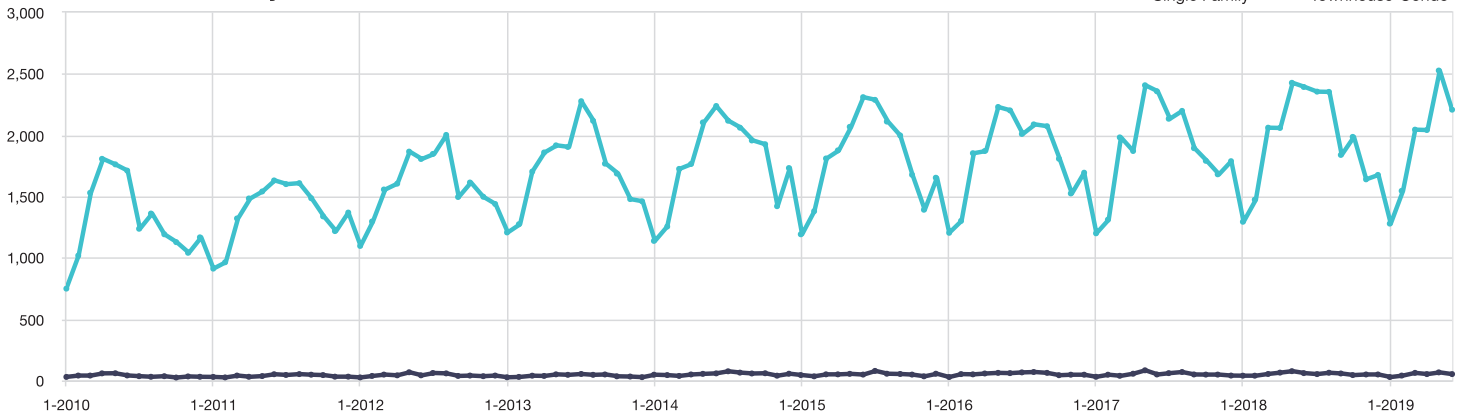


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	2,355	+ 10.4%	52	- 13.3%
Aug-2018	2,353	+ 7.1%	63	- 8.7%
Sep-2018	1,839	- 2.9%	57	+ 16.3%
Oct-2018	1,986	+ 10.9%	44	- 8.3%
Nov-2018	1,640	- 2.4%	49	+ 2.1%
Dec-2018	1,676	- 6.3%	49	+ 22.5%
Jan-2019	1,279	- 1.2%	28	- 28.2%
Feb-2019	1,546	+ 4.9%	40	+ 2.6%
Mar-2019	2,045	- 0.8%	62	+ 17.0%
Apr-2019	2,042	- 0.8%	52	- 18.8%
May-2019	2,527	+ 4.1%	66	- 13.2%
Jun-2019	2,208	- 7.7%	52	- 13.3%
12-Month Avg	1,958	+ 1.3%	51	- 5.6%

Historical Closed Sales by Month

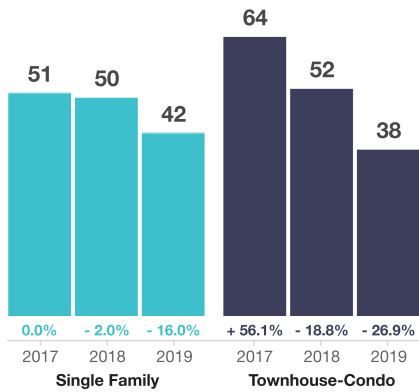


Days on Market Until Sale

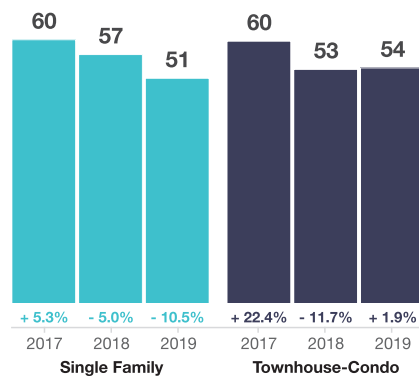
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



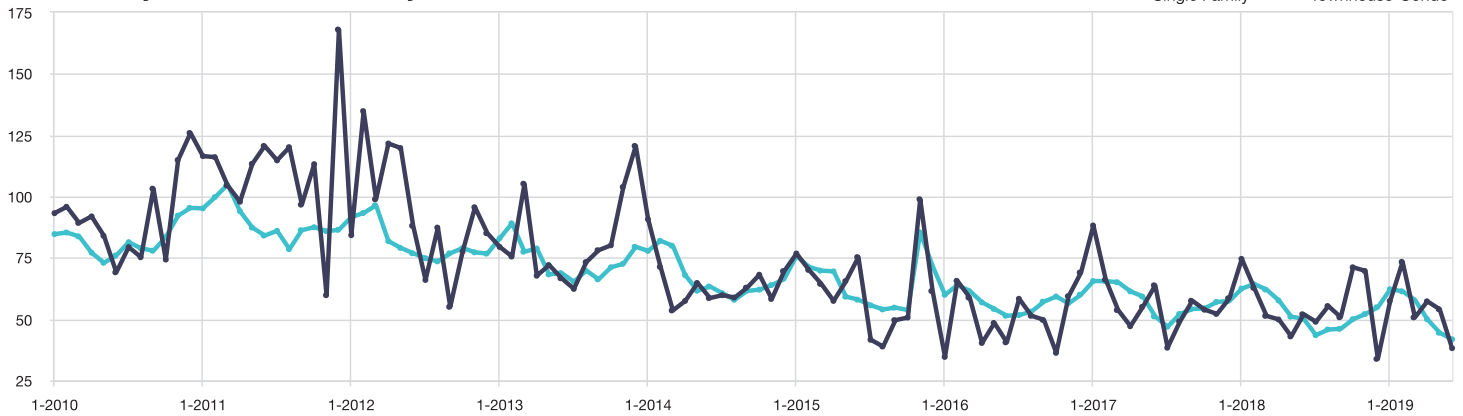
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	57	+ 14.0%
May-2019	44	- 13.7%	54	+ 25.6%
Jun-2019	42	- 16.0%	38	- 26.9%
12-Month Avg*	50	- 9.6%	54	+ 4.0%

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

Historical Days on Market Until Sale by Month

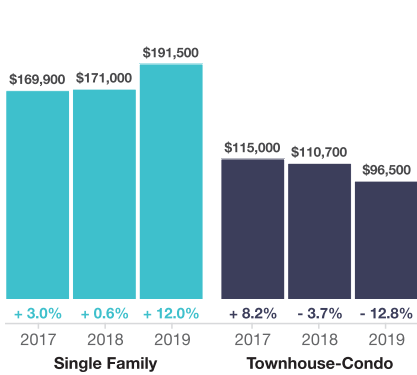


Median Sales Price

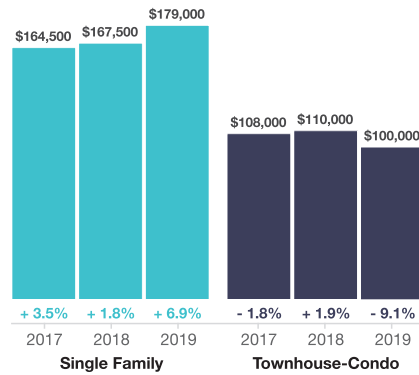
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



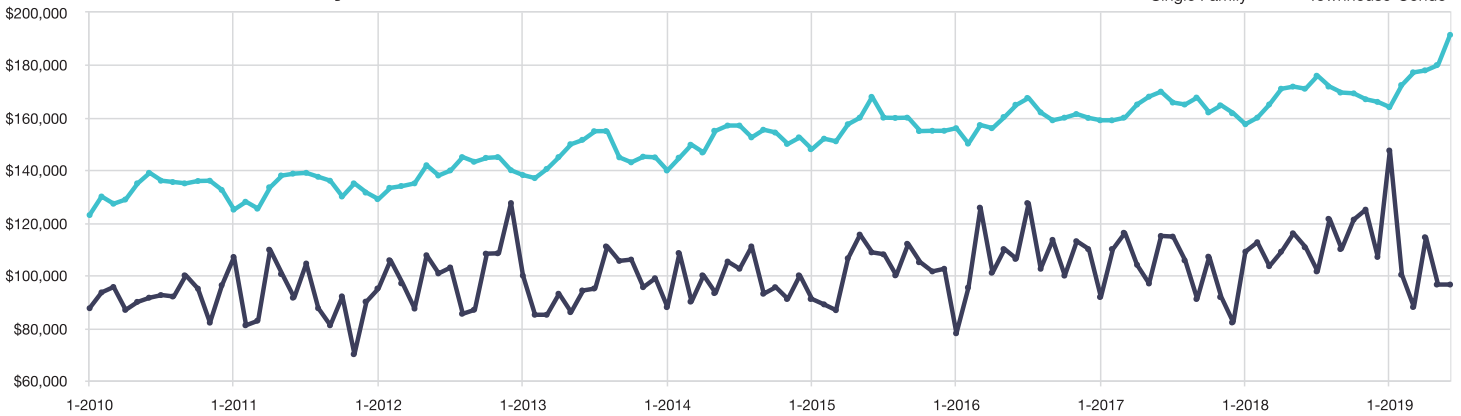
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	\$175,950	+ 6.2%	\$101,500	- 11.5%
Aug-2018	\$171,836	+ 4.1%	\$121,500	+ 14.9%
Sep-2018	\$169,548	+ 1.1%	\$110,000	+ 20.9%
Oct-2018	\$169,250	+ 4.5%	\$121,200	+ 13.2%
Nov-2018	\$167,000	+ 1.4%	\$125,000	+ 36.2%
Dec-2018	\$166,000	+ 2.7%	\$107,000	+ 30.4%
Jan-2019	\$164,000	+ 4.1%	\$147,500	+ 35.3%
Feb-2019	\$172,400	+ 7.8%	\$100,250	- 11.0%
Mar-2019	\$177,250	+ 7.4%	\$87,950	- 15.0%
Apr-2019	\$178,000	+ 4.1%	\$114,500	+ 5.0%
May-2019	\$180,000	+ 4.8%	\$96,500	- 16.8%
Jun-2019	\$191,500	+ 12.0%	\$96,500	- 12.8%
12-Month Avg*	\$175,000	+ 5.6%	\$107,000	+ 1.9%

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

Historical Median Sales Price by Month

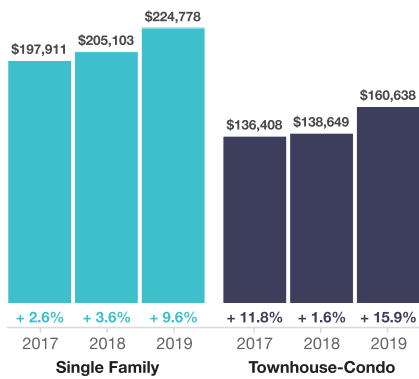


Average Sales Price

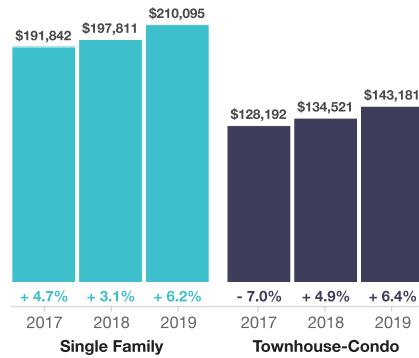
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



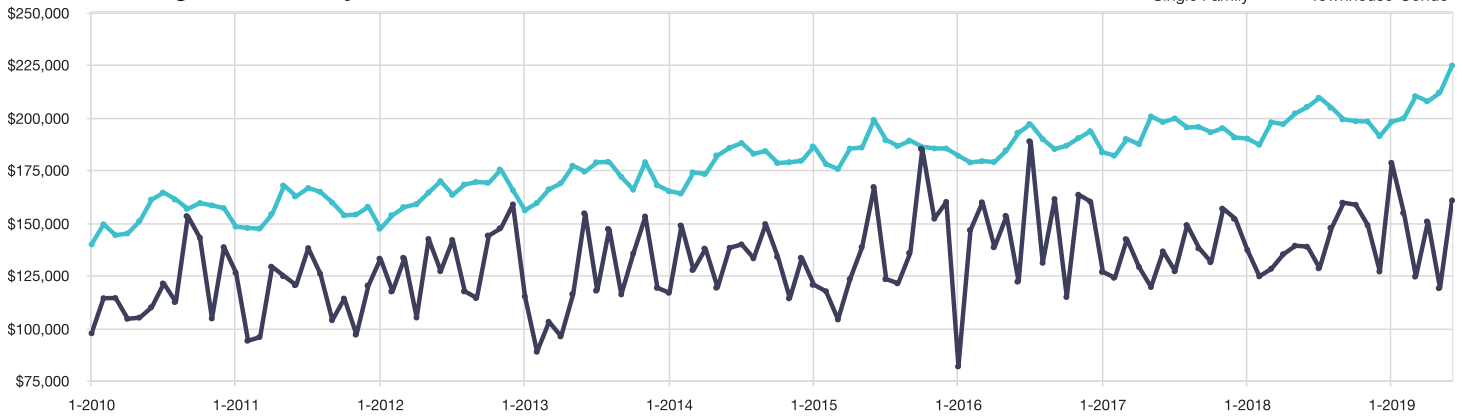
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	\$209,468	+ 4.9%	\$128,366	+ 1.1%
Aug-2018	\$204,765	+ 4.8%	\$147,553	- 0.9%
Sep-2018	\$199,194	+ 1.8%	\$159,545	+ 15.8%
Oct-2018	\$198,339	+ 2.7%	\$158,554	+ 20.8%
Nov-2018	\$198,175	+ 1.6%	\$148,877	- 5.0%
Dec-2018	\$191,204	+ 0.3%	\$126,837	- 16.5%
Jan-2019	\$198,074	+ 4.2%	\$178,493	+ 30.3%
Feb-2019	\$199,693	+ 6.7%	\$154,667	+ 24.2%
Mar-2019	\$210,247	+ 6.3%	\$124,390	- 2.9%
Apr-2019	\$207,796	+ 5.5%	\$150,629	+ 11.5%
May-2019	\$211,884	+ 4.9%	\$118,902	- 14.5%
Jun-2019	\$224,778	+ 9.6%	\$160,638	+ 15.9%
12-Month Avg*	\$205,489	+ 4.6%	\$144,141	+ 4.4%

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

Historical Average Sales Price by Month

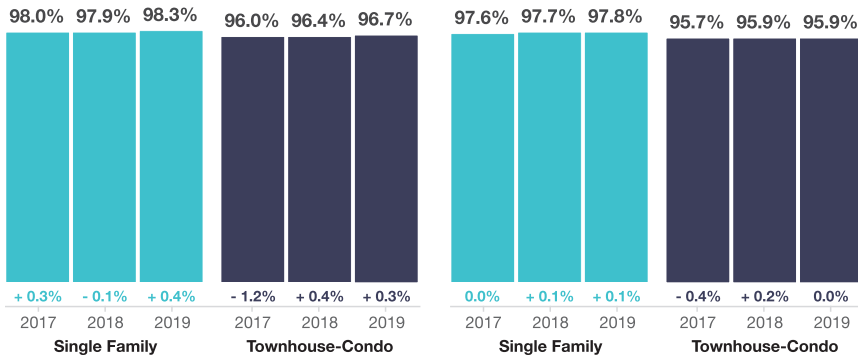


Percent of List Price Received

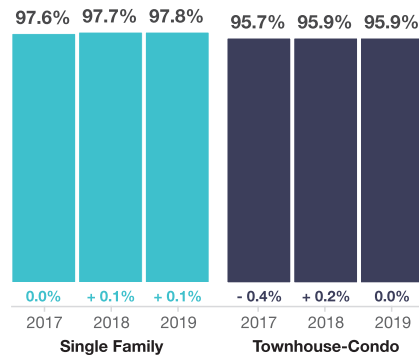
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



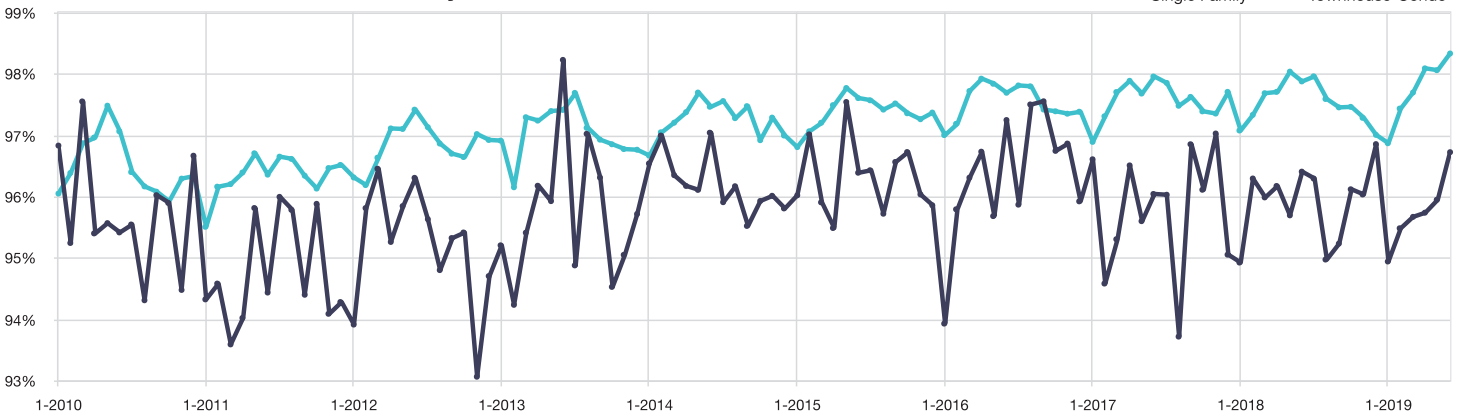
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	96.1%	0.0%
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%	95.7%	- 0.5%
May-2019	98.1%	+ 0.1%	95.9%	+ 0.2%
Jun-2019	98.3%	+ 0.4%	96.7%	+ 0.3%
12-Month Avg*	97.7%	+ 0.0%	95.9%	+ 0.0%

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

Historical Percent of List Price Received by Month

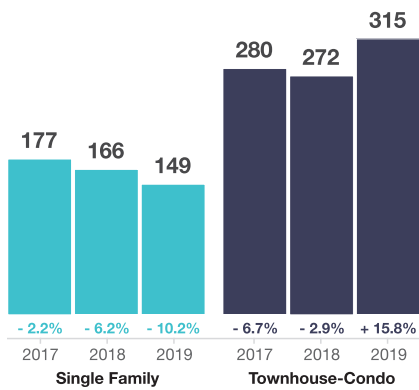


Housing Affordability Index

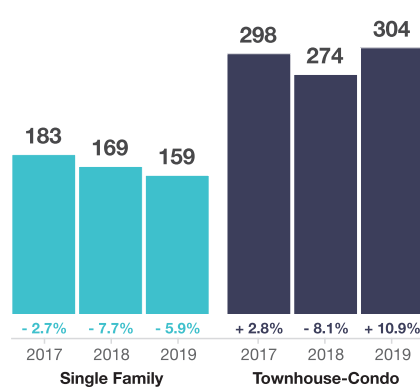
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

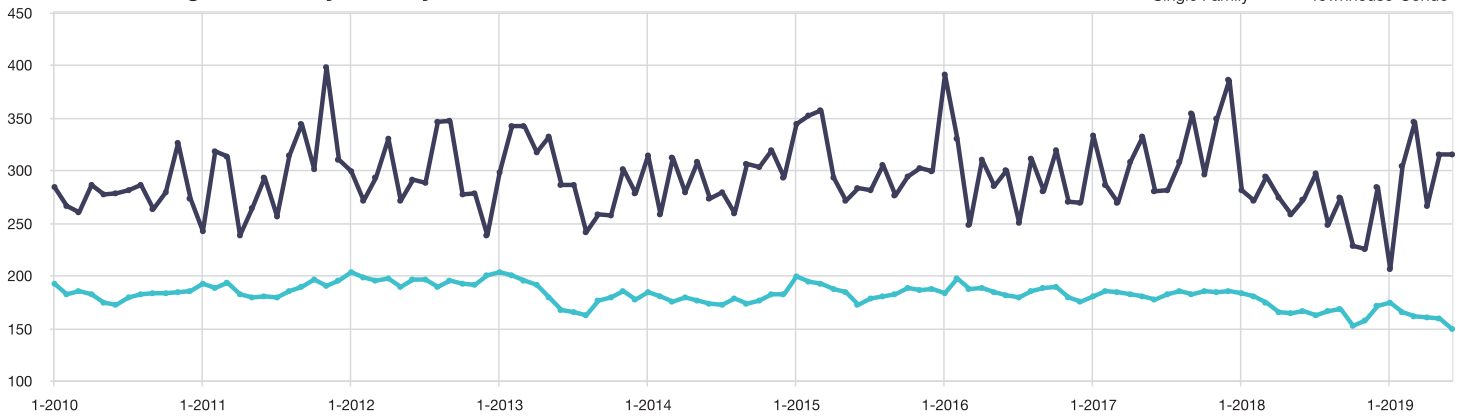


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	228	- 23.0%
Nov-2018	157	- 14.7%	225	- 35.5%
Dec-2018	171	- 7.6%	284	- 26.4%
Jan-2019	174	- 4.9%	206	- 26.7%
Feb-2019	165	- 8.3%	304	+ 12.2%
Mar-2019	161	- 7.5%	346	+ 17.7%
Apr-2019	160	- 3.0%	266	- 2.9%
May-2019	159	- 3.0%	315	+ 22.1%
Jun-2019	149	- 10.2%	315	+ 15.8%
12-Month Avg	162	- 9.0%	276	- 8.6%

Historical Housing Affordability Index by Month

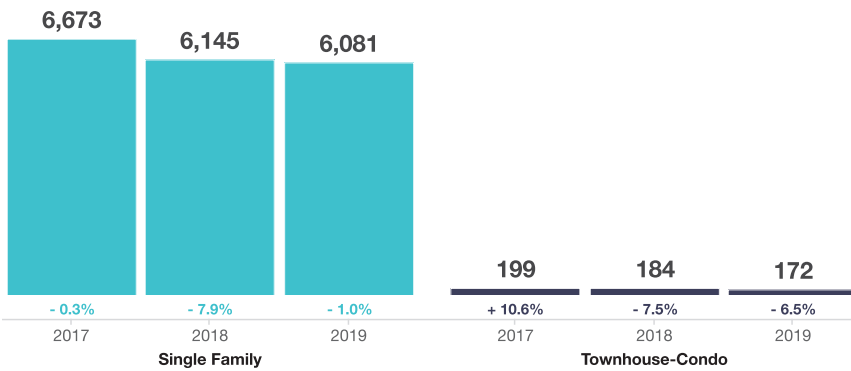


Inventory of Homes for Sale

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

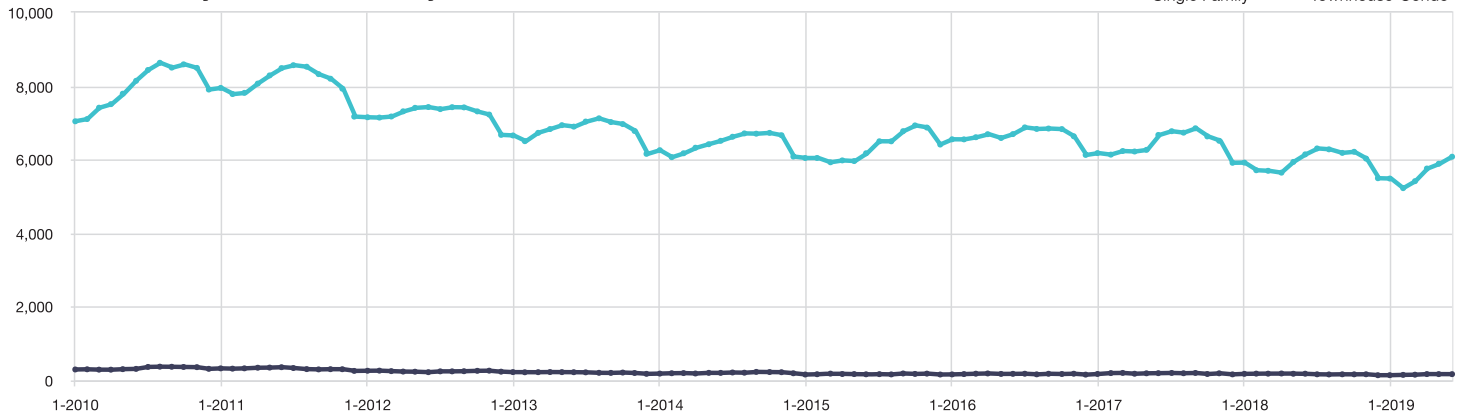


June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2018	6,306	- 6.9%	168	- 17.6%
Aug-2018	6,282	- 6.7%	164	- 16.8%
Sep-2018	6,185	- 9.8%	168	- 17.6%
Oct-2018	6,215	- 6.3%	167	- 5.1%
Nov-2018	6,030	- 7.4%	169	- 13.3%
Dec-2018	5,497	- 7.1%	143	- 13.9%
Jan-2019	5,488	- 7.3%	144	- 20.0%
Feb-2019	5,227	- 8.5%	152	- 18.3%
Mar-2019	5,417	- 4.9%	157	- 15.1%
Apr-2019	5,760	+ 2.0%	174	- 8.4%
May-2019	5,891	- 0.8%	173	- 4.9%
Jun-2019	6,081	- 1.0%	172	- 6.5%
12-Month Avg	5,865	- 5.5%	163	- 12.8%

Historical Inventory of Homes for Sale by Month

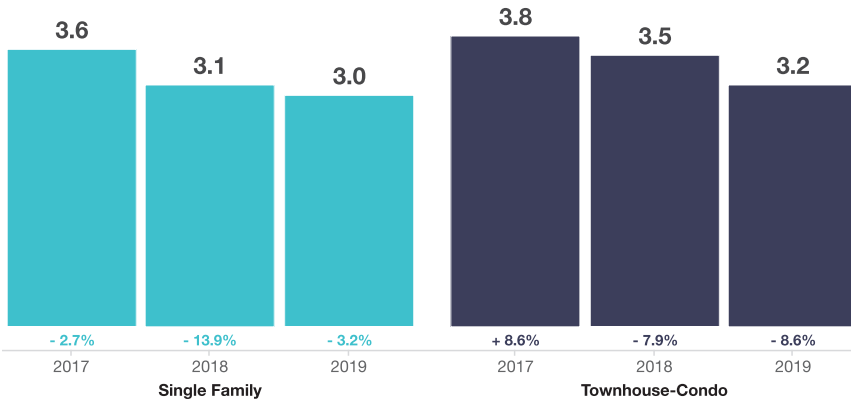


Months Supply of Inventory

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.



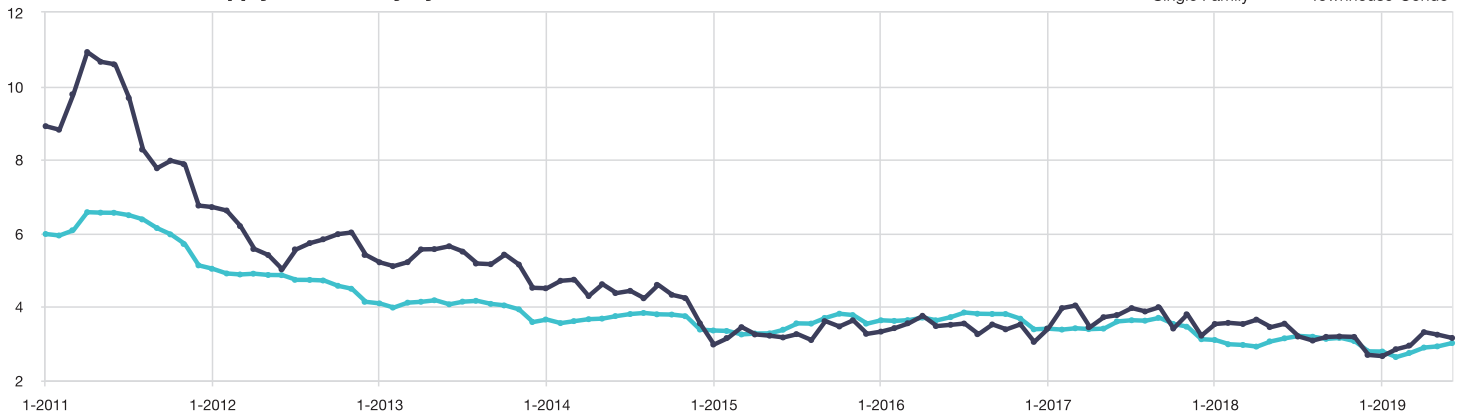
June



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	2.8	-9.7%	2.7	-22.9%
Feb-2019	2.6	-13.3%	2.9	-19.4%
Mar-2019	2.7	-10.0%	2.9	-17.1%
Apr-2019	2.9	0.0%	3.3	-10.8%
May-2019	2.9	-6.5%	3.2	-8.6%
Jun-2019	3.0	-3.2%	3.2	-8.6%
12-Month Avg*	2.9	-10.3%	3.0	-16.2%

* Months Supply for all properties from July 2018 through June 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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		2,955	3,270	+ 10.7%	16,189	17,157	+ 6.0%
Pending Sales		2,360	2,628	+ 11.4%	13,212	13,790	+ 4.4%
Closed Sales		2,453	2,260	- 7.9%	12,039	12,038	0.0%
Days on Market Until Sale		50	42	- 16.0%	57	52	- 8.8%
Median Sales Price		\$170,000	\$190,000	+ 11.8%	\$165,900	\$177,000	+ 6.7%
Average Sales Price		\$203,475	\$223,301	+ 9.7%	\$196,069	\$208,406	+ 6.3%
Percent of List Price Received		97.8%	98.3%	+ 0.5%	97.6%	97.8%	+ 0.2%
Housing Affordability Index		166	150	- 9.6%	171	161	- 5.8%
Inventory of Homes for Sale		6,329	6,253	- 1.2%	—	—	—
Months Supply of Inventory		3.2	3.0	- 6.3%	—	—	—