October 2019 Residential Sales

Date: November 13, 2019
RE: For immediate Release

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

Quick Facts

+0.9%	**+ 6.8%**	**- 0.2%**
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.

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

New Listings increased 16.4 percent for Single Family homes and 11.9 percent for Townhouse-Condo homes. Pending Sales increased 13.6 percent for Single Family homes and 29.2 percent for Townhouse-Condo homes. Inventory decreased 0.7 percent for Single Family homes but increased 20.5 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases

Month's Supply of Inventory decreased 3.2 percent for Single Family homes but increased 15.6 percent for Townhouse-Condo homes.

Median Sales Price Increases

Median Sales Price increased 6.5 percent to $180,000 for Single Family homes but decreased 13.4 percent to 105,000 for Townhouse-Condo homes.

Average Days on Market Decreases

Days on Market decreased 14.0 percent for Single Family homes and 45.1 percent for townhouse-condo homes.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

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Below you will find copies of the MLS Statistical Reports for

October 2019

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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 **(10/01/2019) through (10/31/2019)**, 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 **October 2019** as compared to **September 2019** and **October 2018**. These statistics are supplied by MLSOK, Inc.

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

	October 2019	September 2019	October 2018
TOTAL CLOSED	2086	2049	1992
TOTAL $ VOLUME	$ 437,810,043	$ 433,256,860	$ 391,963,005
AVERAGE PRICE	$ 209,880	$ 211,448	$ 196,867
MEDIAN PRICE	$ 179,000	$ 180,000	$ 168,000
% SELLING PRICE TO LIST PRICE	97 %	98 %	97 %
DAYS ON MARKET	44	42	52
NUMBER OF LISTINGS	6246	6378	7366

TOTAL CLOSED	2089
TOTAL $ VOLUME	$ 437,810,043
AVERAGE SELLING PRICE	$ 209,880
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	$ 179,000
AVERAGE DAYS ON MARKET	44
# OF ACTIVE LISTINGS CURRENTLY	6246
TOTAL UNDER CONTRACT (Pending)	1408
AVERAGE VALUE (Pending)	$ 212,966

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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
July	2557	$538,661,413	4374
August	2383	$ 501,731,411	4236
September	2049	$433,256,860	3717
October	2086	$437,810,043	3494

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Local Market Update – October 2019

A FREE RESEARCH TOOL FROM MLSOK

All MLSOK

Entire MLSOK Market Area

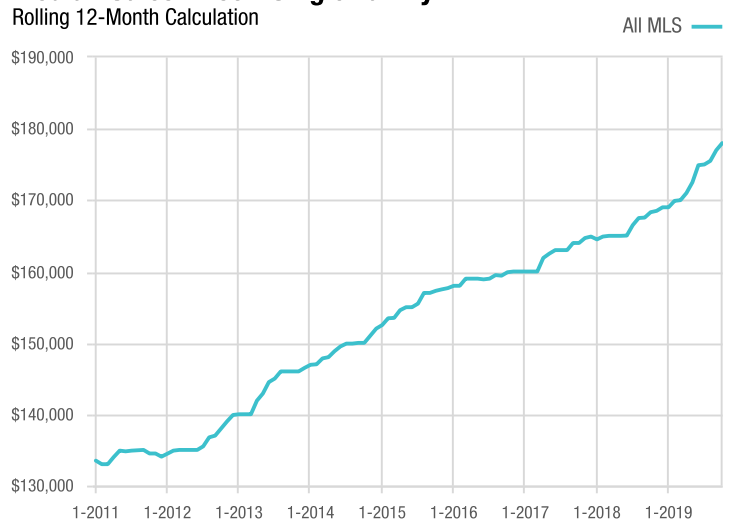
Single Family	October			Year to Date		
Key Metrics	**2018**	**2019**	**% Change**	**Thru 10-2018**	**Thru 10-2019**	**% Change**
New Listings	2,264	**2,636**	+ 16.4%	25,424	**26,859**	+ 5.6%
Pending Sales	1,747	**1,985**	+ 13.6%	20,625	**21,749**	+ 5.4%
Closed Sales	1,988	**1,995**	+ 0.4%	20,282	**20,783**	+ 2.5%
Days on Market Until Sale	50	**43**	- 14.0%	52	**47**	- 9.6%
Median Sales Price*	$169,000	**$180,000**	+ 6.5%	$169,500	**$180,000**	+ 6.2%
Average Sales Price*	$198,327	**$212,684**	+ 7.2%	$200,076	**$211,512**	+ 5.7%
Percent of List Price Received*	97.5%	**97.7%**	+ 0.2%	97.7%	**97.9%**	+ 0.2%
Inventory of Homes for Sale	6,128	**6,084**	- 0.7%	—	**—**	—
Months Supply of Inventory	3.1	**3.0**	- 3.2%	—	**—**	—

Townhouse-Condo	October			Year to Date		
Key Metrics	**2018**	**2019**	**% Change**	**Thru 10-2018**	**Thru 10-2019**	**% Change**
New Listings	67	**75**	+ 11.9%	699	**751**	+ 7.4%
Pending Sales	48	**62**	+ 29.2%	555	**572**	+ 3.1%
Closed Sales	44	**55**	+ 25.0%	547	**534**	- 2.4%
Days on Market Until Sale	71	**39**	- 45.1%	54	**48**	- 11.1%
Median Sales Price*	$121,200	**$105,000**	- 13.4%	$110,000	**$107,500**	- 2.3%
Average Sales Price*	$158,554	**$132,415**	- 16.5%	$139,977	**$140,386**	+ 0.3%
Percent of List Price Received*	96.1%	**95.1%**	- 1.0%	95.8%	**96.1%**	+ 0.3%
Inventory of Homes for Sale	166	**200**	+ 20.5%	—	**—**	—
Months Supply of Inventory	3.2	**3.7**	+ 15.6%	—	**—**	—

* 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.

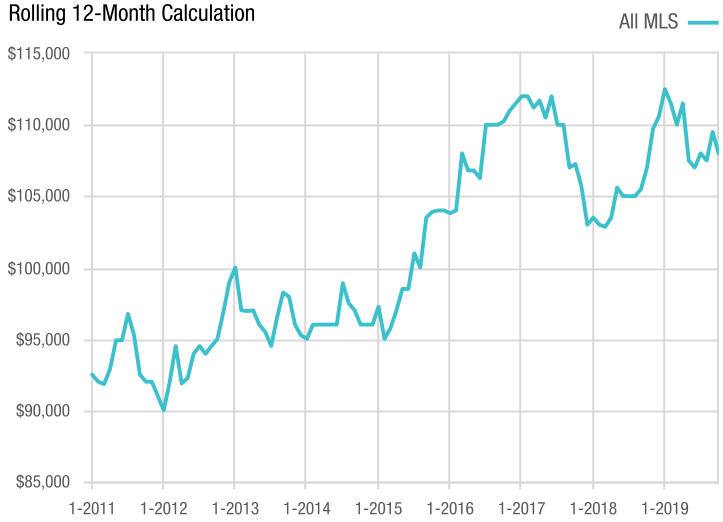
Median Sales Price - Single Family

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.

Current as of November 7, 2019. All data from MLSOK®. Report © 2019 ShowingTime.

Monthly Indicators

October 2019

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

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Quick Facts

+ 0.9%	+ 6.8%	- 0.2%
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

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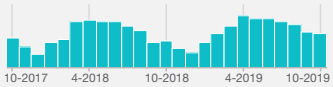
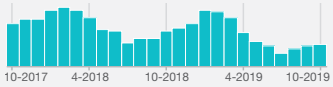
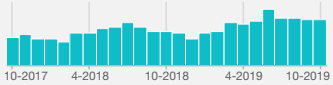
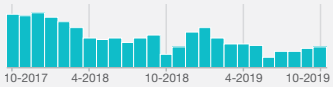
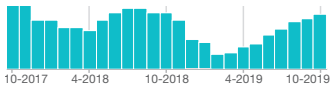
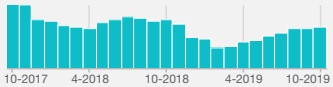
Current as of November 7, 2019. All data from MLSOK. Report © 2019 ShowingTime.

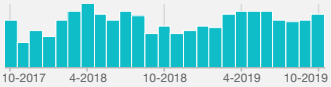
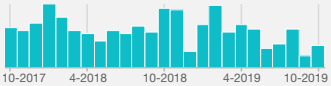
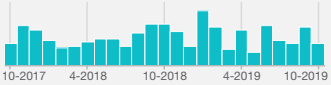
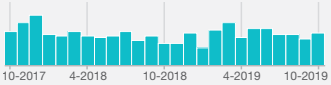
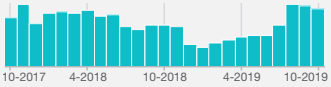
Single Family Market Overview

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	10-2018	10-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		2,264	**2,636**	+ 16.4%	25,424	**26,859**	+ 5.6%
Pending Sales		1,747	**1,985**	+ 13.6%	20,625	**21,749**	+ 5.4%
Closed Sales		1,988	**1,995**	+ 0.4%	20,282	**20,783**	+ 2.5%
Days on Market Until Sale		50	**43**	- 14.0%	52	**47**	- 9.6%
Median Sales Price		$169,000	**$180,000**	+ 6.5%	$169,500	**$180,000**	+ 6.2%
Average Sales Price		$198,327	**$212,684**	+ 7.2%	$200,076	**$211,512**	+ 5.7%
Percent of List Price Received		97.5%	**97.7%**	+ 0.2%	97.7%	**97.9%**	+ 0.2%
Housing Affordability Index		152	**158**	+ 3.9%	152	**158**	+ 3.9%
Inventory of Homes for Sale		6,128	**6,084**	- 0.7%	—	**—**	—
Months Supply of Inventory		3.1	**3.0**	- 3.2%	—	**—**	—

Townhouse-Condo Market Overview

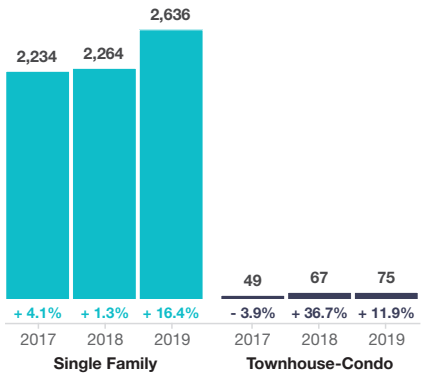
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse-Condo properties only.

Key Metrics	Historical Sparkbars	10-2018	10-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		67	**75**	+ 11.9%	699	**751**	+ 7.4%
Pending Sales		48	**62**	+ 29.2%	555	**572**	+ 3.1%
Closed Sales		44	**55**	+ 25.0%	547	**534**	- 2.4%
Days on Market Until Sale		71	**39**	- 45.1%	54	**48**	- 11.1%
Median Sales Price		$121,200	**$105,000**	- 13.4%	$110,000	**$107,500**	- 2.3%
Average Sales Price		$158,554	**$132,415**	- 16.5%	$139,977	**$140,386**	+ 0.3%
Percent of List Price Received		96.1%	**95.1%**	- 1.0%	95.8%	**96.1%**	+ 0.3%
Housing Affordability Index		228	**290**	+ 27.2%	251	**283**	+ 12.7%
Inventory of Homes for Sale		166	**200**	+ 20.5%	—	**—**	—
Months Supply of Inventory		3.2	**3.7**	+ 15.6%	—	**—**	—

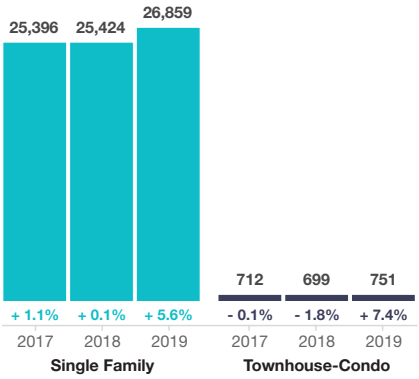
New Listings

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

October

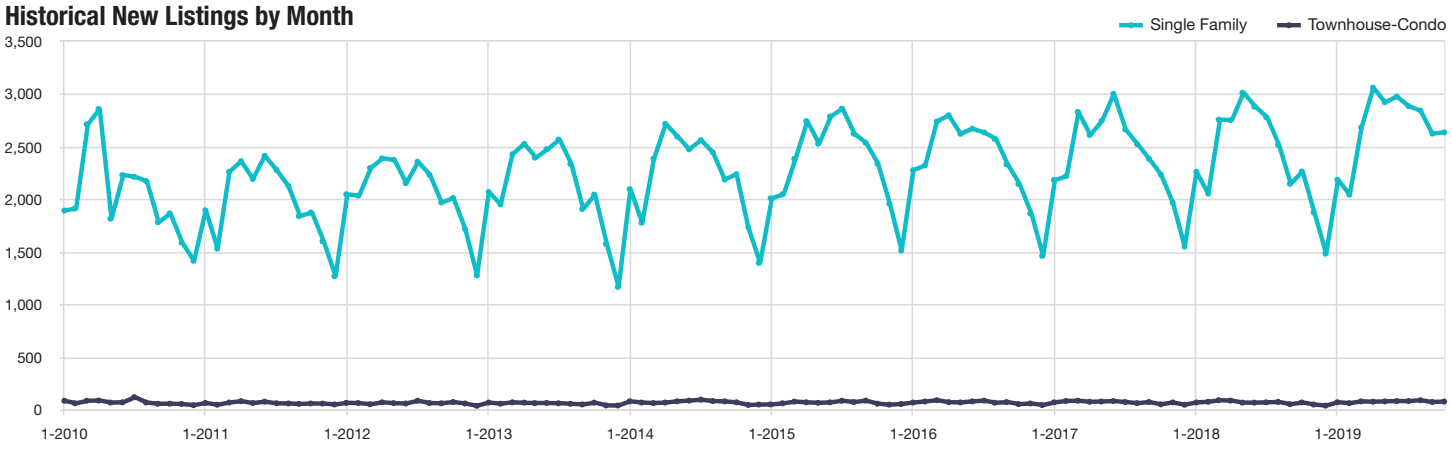


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	1,874	- 4.8%	47	- 29.9%
Dec-2018	1,482	- 4.3%	37	- 17.8%
Jan-2019	2,185	- 3.4%	69	+ 3.0%
Feb-2019	2,043	- 0.5%	60	- 17.8%
Mar-2019	2,683	- 2.7%	77	- 12.5%
Apr-2019	3,061	+ 11.2%	74	- 11.9%
May-2019	2,922	- 3.0%	77	+ 18.5%
Jun-2019	2,977	+ 3.3%	80	+ 23.1%
Jul-2019	2,885	+ 3.8%	80	+ 17.6%
Aug-2019	2,843	+ 13.0%	88	+ 22.2%
Sep-2019	2,624	+ 22.2%	71	+ 42.0%
Oct-2019	**2,636**	**+ 16.4%**	**75**	**+ 11.9%**
12-Month Avg	2,518	+ 4.4%	70	+ 2.9%

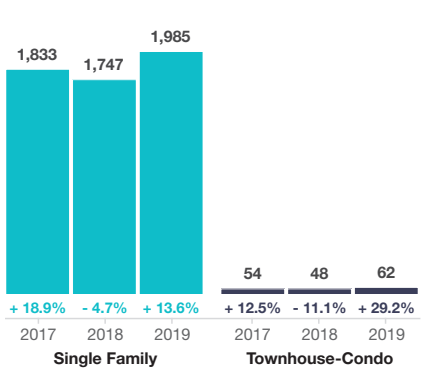
Historical New Listings by Month



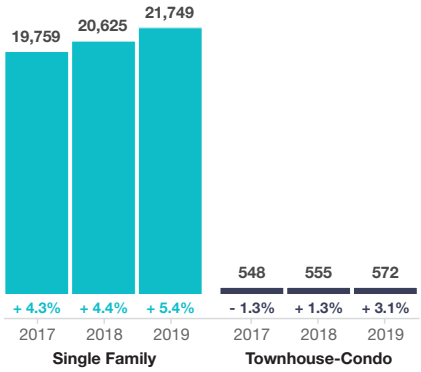
Pending Sales

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

October

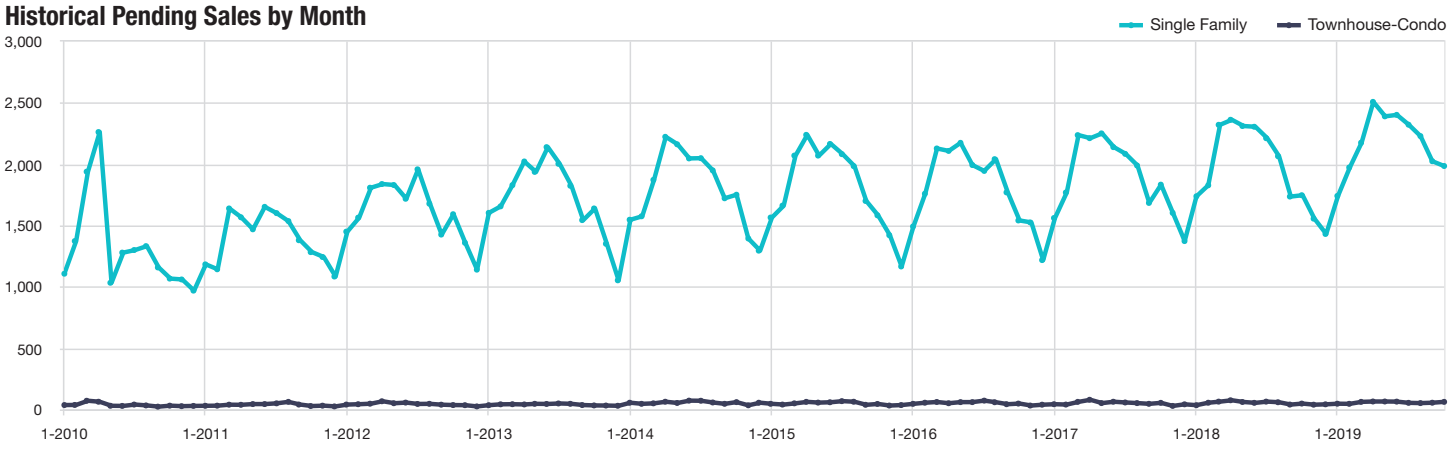


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	1,556	- 2.9%	39	+ 34.5%
Dec-2018	1,431	+ 4.2%	42	0.0%
Jan-2019	1,741	+ 0.2%	47	+ 34.3%
Feb-2019	1,973	+ 7.9%	46	- 16.4%
Mar-2019	2,175	- 6.3%	62	- 3.1%
Apr-2019	2,508	+ 6.2%	65	- 13.3%
May-2019	2,390	+ 3.4%	65	+ 6.6%
Jun-2019	2,402	+ 4.2%	64	+ 18.5%
Jul-2019	2,322	+ 5.0%	54	- 15.6%
Aug-2019	2,229	+ 7.9%	52	- 11.9%
Sep-2019	2,024	+ 16.6%	55	+ 37.5%
Oct-2019	**1,985**	**+ 13.6%**	**62**	**+ 29.2%**
12-Month Avg	2,061	+ 4.8%	54	+ 3.8%

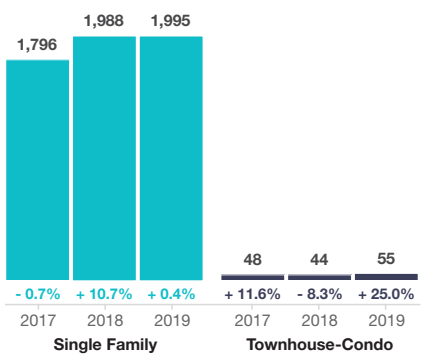
Historical Pending Sales by Month



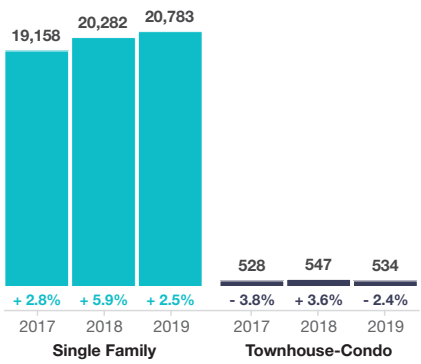
Closed Sales

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

October

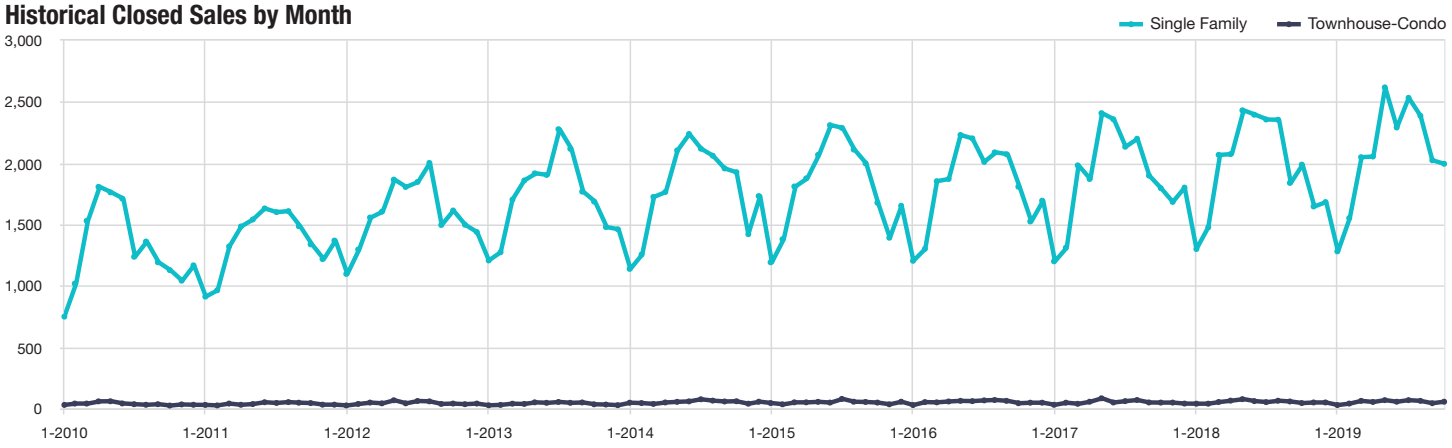


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	1,647	- 2.2%	49	+ 2.1%
Dec-2018	1,683	- 6.6%	49	+ 22.5%
Jan-2019	1,281	- 1.5%	28	- 28.2%
Feb-2019	1,552	+ 5.1%	40	+ 2.6%
Mar-2019	2,049	- 0.9%	62	+ 17.0%
Apr-2019	2,054	- 1.0%	53	- 17.2%
May-2019	2,618	+ 7.7%	68	- 10.5%
Jun-2019	2,291	- 4.3%	55	- 8.3%
Jul-2019	2,533	+ 7.5%	68	+ 30.8%
Aug-2019	2,386	+ 1.4%	62	- 1.6%
Sep-2019	2,024	+ 10.1%	43	- 24.6%
Oct-2019	**1,995**	**+ 0.4%**	**55**	**+ 25.0%**
12-Month Avg	2,009	+ 1.4%	53	0.0%

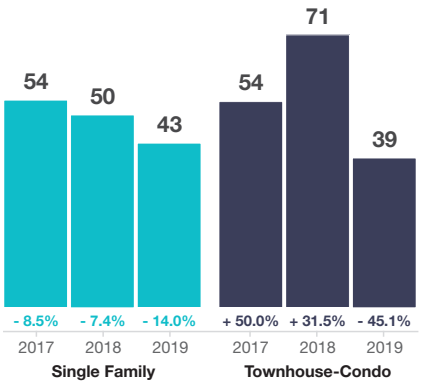
Historical Closed Sales by Month



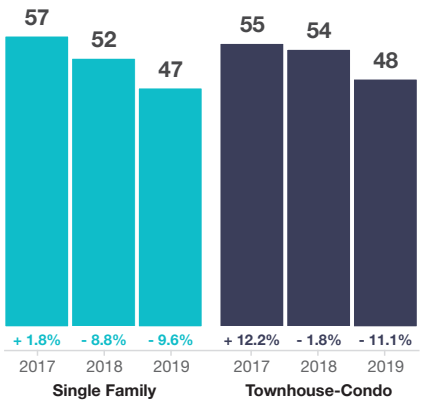
Days on Market Until Sale

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

October



Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	52	- 8.8%	70	+ 34.6%
Dec-2018	55	- 3.5%	34	- 42.4%
Jan-2019	62	- 1.6%	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	45	- 11.8%	53	+ 23.3%
Jun-2019	42	- 16.0%	37	- 28.8%
Jul-2019	37	- 14.0%	41	- 16.3%
Aug-2019	41	- 10.9%	54	- 1.8%
Sep-2019	42	- 8.7%	30	- 41.2%
Oct-2019	**43**	**- 14.0%**	**39**	**- 45.1%**
12-Month Avg*	48	- 10.4%	49	- 10.0%

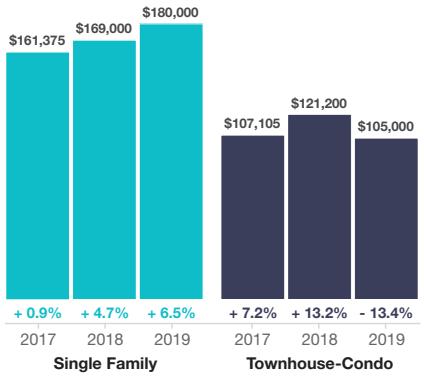
* Days on Market for all properties from November 2018 through October 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

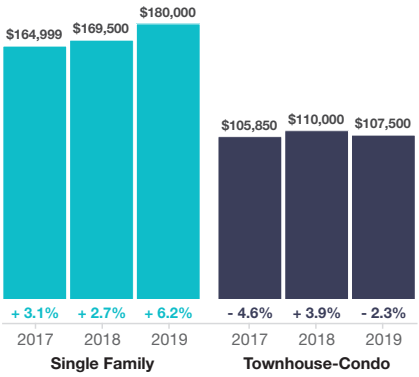
Median Sales Price

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

October



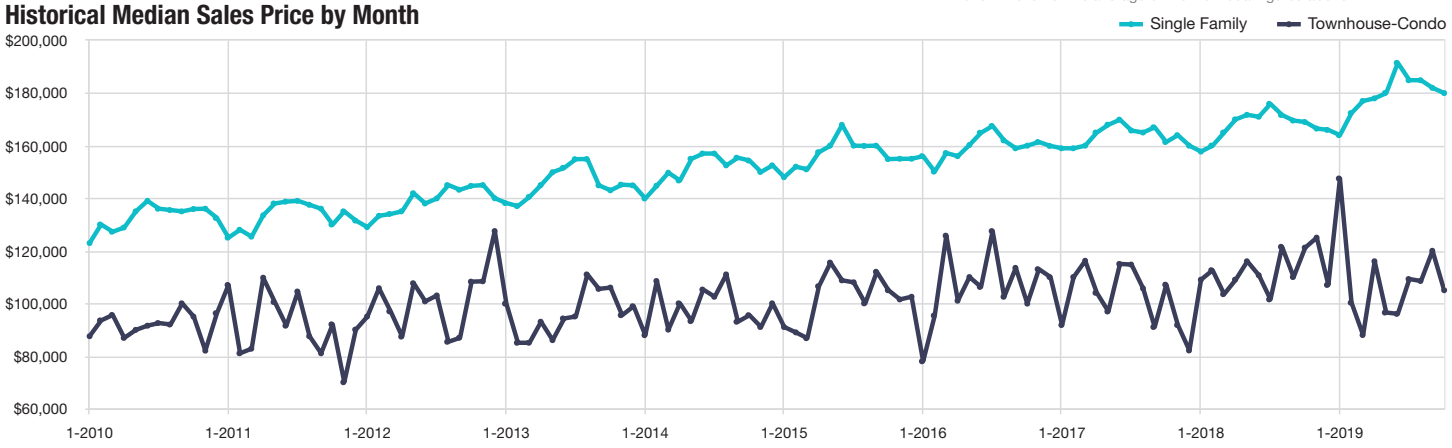
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	$166,500	+ 1.5%	$125,000	+ 36.2%
Dec-2018	$166,000	+ 3.8%	$107,000	+ 30.4%
Jan-2019	$164,000	+ 4.0%	$147,500	+ 35.3%
Feb-2019	$172,400	+ 7.8%	$100,250	- 11.0%
Mar-2019	$177,000	+ 7.3%	$87,950	- 15.0%
Apr-2019	$178,000	+ 4.7%	$116,000	+ 6.4%
May-2019	$180,000	+ 4.8%	$96,500	- 16.8%
Jun-2019	$191,500	+ 12.0%	$96,000	- 13.3%
Jul-2019	$184,900	+ 5.1%	$109,250	+ 7.6%
Aug-2019	$184,900	+ 7.7%	$108,500	- 10.7%
Sep-2019	$182,000	+ 7.3%	$120,000	+ 9.1%
Oct-2019	**$180,000**	**+ 6.5%**	**$105,000**	**- 13.4%**
12-Month Avg*	$178,000	+ 5.8%	$108,000	+ 0.9%

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

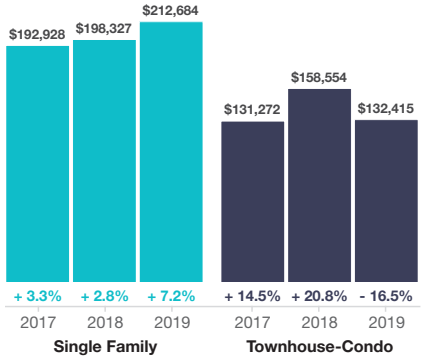
Historical Median Sales Price by Month



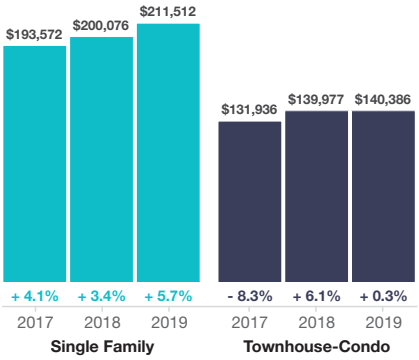
Average Sales Price

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

October



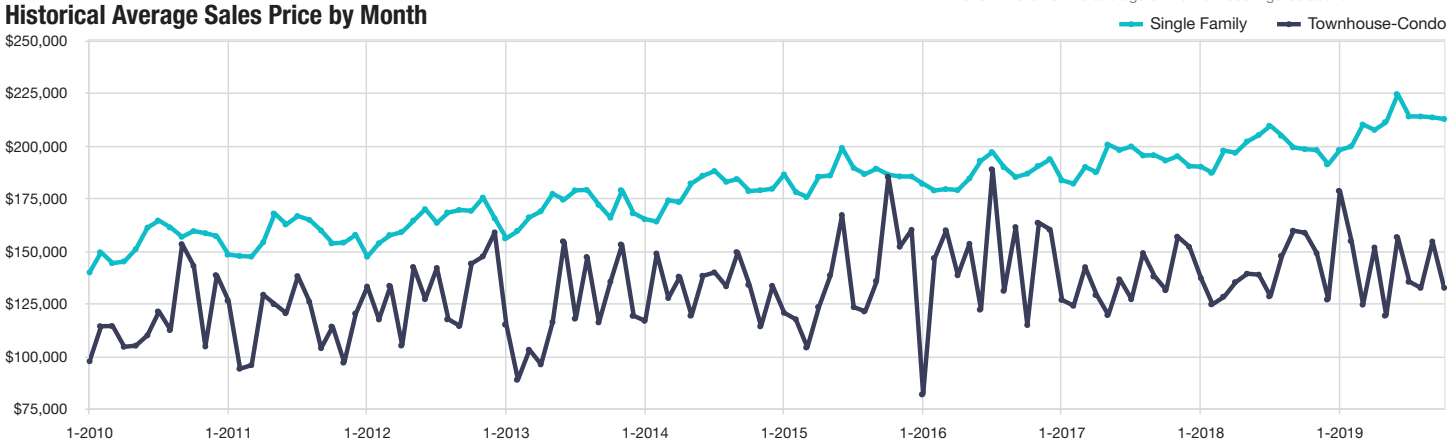
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	$197,955	+ 1.5%	$148,877	- 5.0%
Dec-2018	$191,105	+ 0.4%	$126,837	- 16.5%
Jan-2019	$197,938	+ 4.2%	$178,493	+ 30.3%
Feb-2019	$199,666	+ 6.7%	$154,667	+ 24.2%
Mar-2019	$210,047	+ 6.3%	$124,390	- 2.9%
Apr-2019	$207,479	+ 5.5%	$151,542	+ 12.2%
May-2019	$211,154	+ 4.5%	$119,153	- 14.3%
Jun-2019	$224,529	+ 9.5%	$156,539	+ 12.9%
Jul-2019	$213,909	+ 2.1%	$135,264	+ 5.4%
Aug-2019	$213,889	+ 4.5%	$132,353	- 10.3%
Sep-2019	$213,461	+ 7.2%	$154,401	- 3.2%
Oct-2019	**$212,684**	**+ 7.2%**	**$132,415**	**- 16.5%**
12-Month Avg*	$209,162	+ 5.1%	$139,994	- 1.4%

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

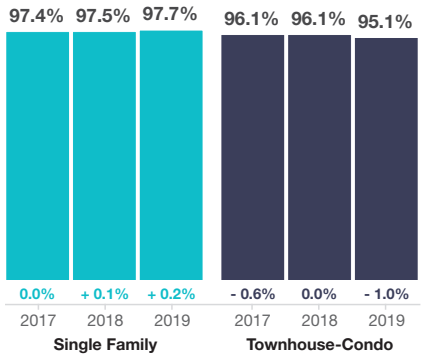
Historical Average Sales Price by Month



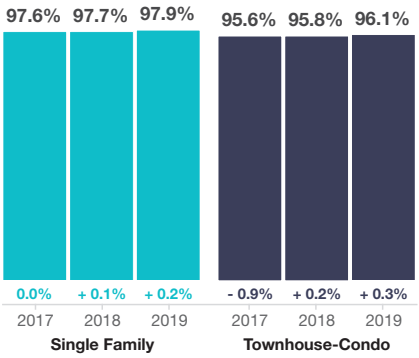
Percent of List Price Received

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.

October



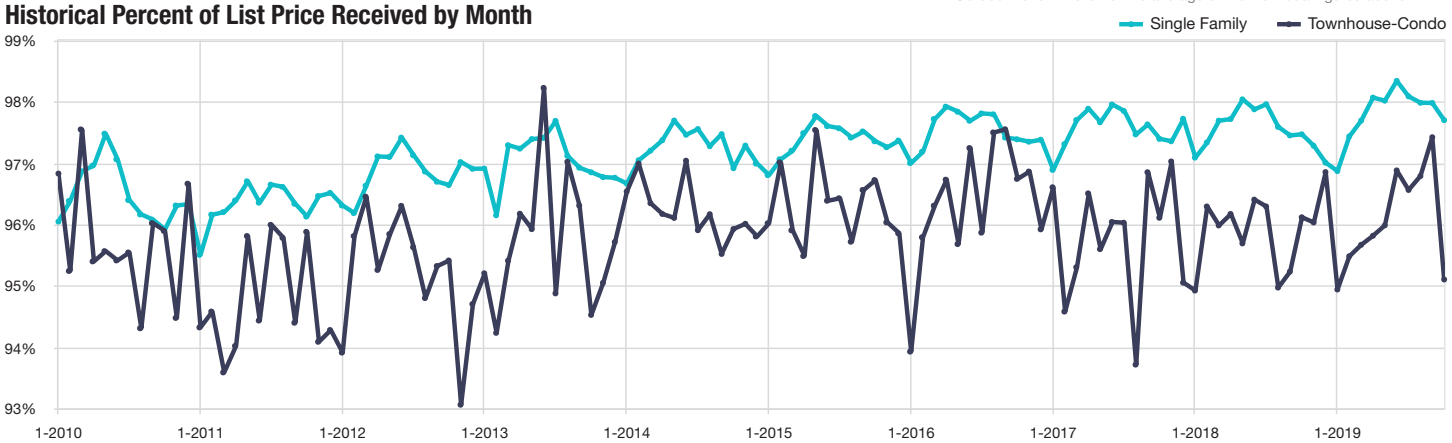
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	95.8%	- 0.4%
May-2019	98.0%	0.0%	96.0%	+ 0.3%
Jun-2019	98.3%	+ 0.4%	96.9%	+ 0.5%
Jul-2019	98.1%	+ 0.1%	96.6%	+ 0.3%
Aug-2019	98.0%	+ 0.4%	96.8%	+ 1.9%
Sep-2019	98.0%	+ 0.5%	97.4%	+ 2.3%
Oct-2019	**97.7%**	**+ 0.2%**	**95.1%**	**- 1.0%**
12-Month Avg*	97.8%	+ 0.1%	96.2%	+ 0.3%

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

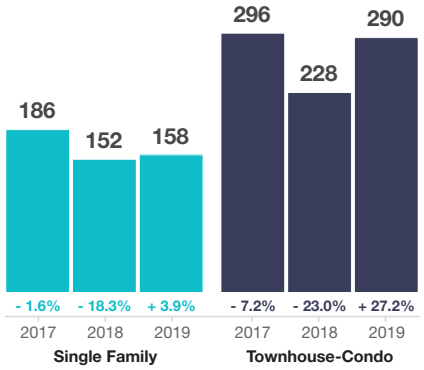
Historical Percent of List Price Received by Month



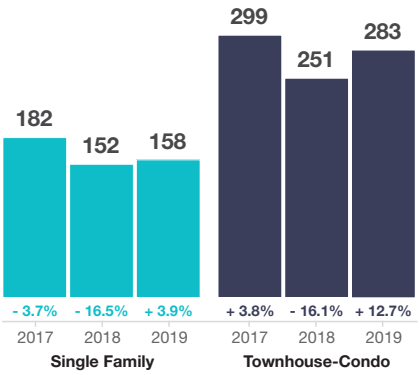
Housing Affordability Index

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.

October

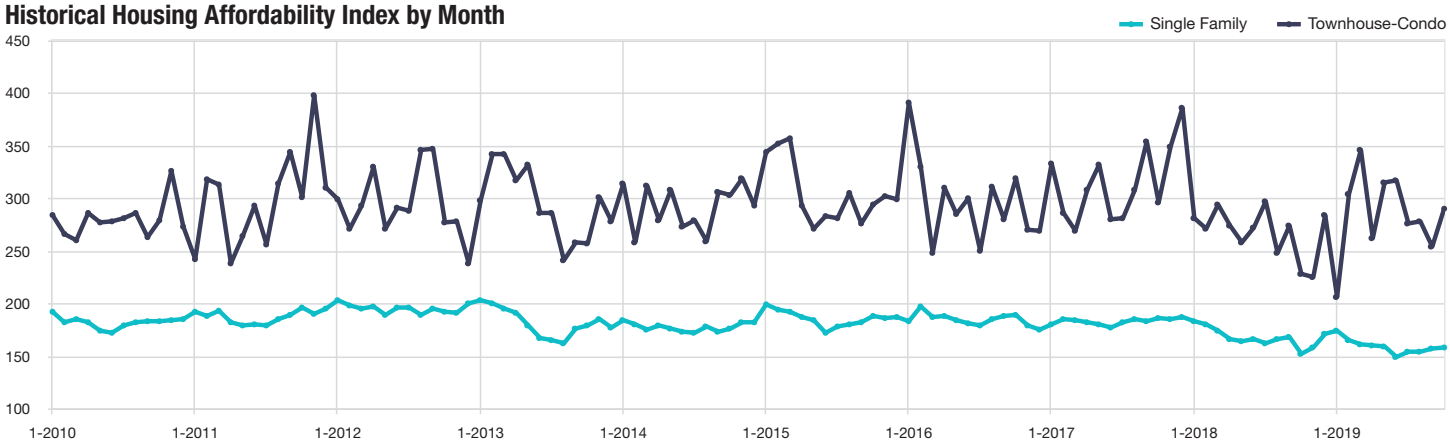


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	158	- 14.6%	225	- 35.5%
Dec-2018	171	- 8.6%	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	- 3.6%	262	- 4.4%
May-2019	159	- 3.0%	315	+ 22.1%
Jun-2019	149	- 10.2%	317	+ 16.5%
Jul-2019	154	- 4.9%	276	- 7.1%
Aug-2019	154	- 7.2%	278	+ 12.1%
Sep-2019	157	- 6.5%	254	- 7.3%
Oct-2019	**158**	**+ 3.9%**	**290**	**+ 27.2%**
12-Month Avg	160	- 6.4%	280	- 2.1%

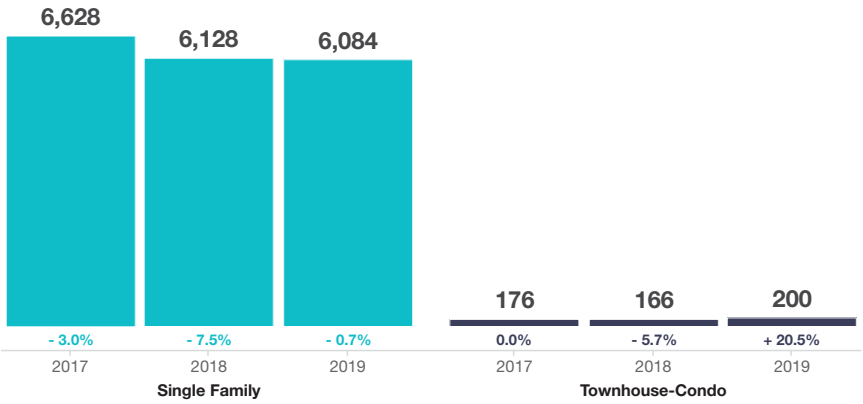
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

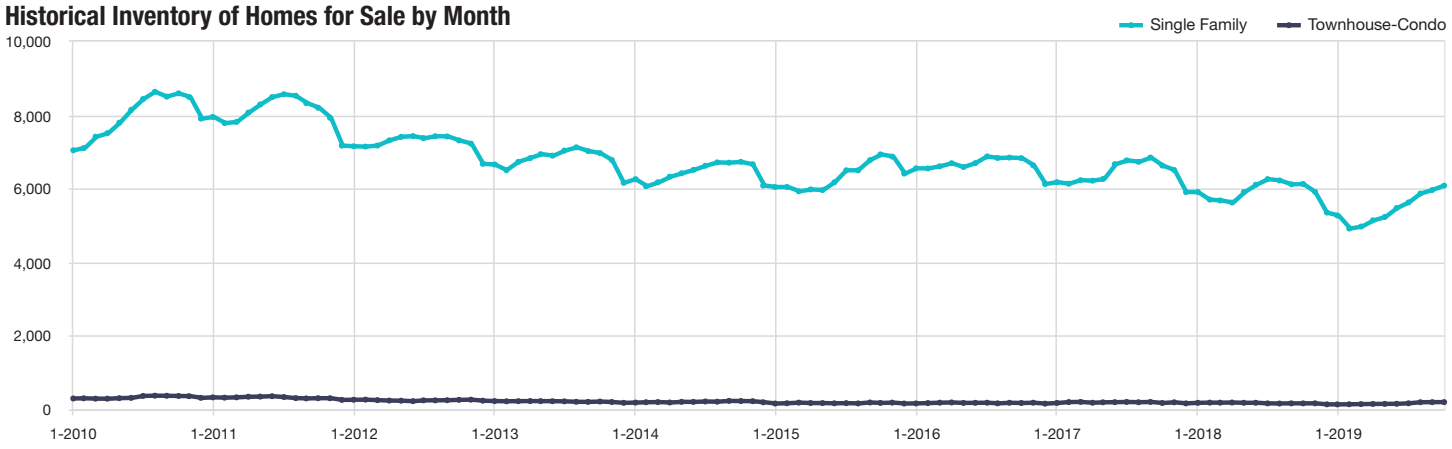
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	5,914	- 9.1%	167	- 14.4%
Dec-2018	5,352	- 9.4%	140	- 15.7%
Jan-2019	5,272	- 10.8%	138	- 23.3%
Feb-2019	4,918	- 13.8%	142	- 23.7%
Mar-2019	4,972	- 12.5%	146	- 21.1%
Apr-2019	5,141	- 8.6%	150	- 20.6%
May-2019	5,232	- 11.5%	152	- 16.0%
Jun-2019	5,476	- 10.3%	154	- 15.4%
Jul-2019	5,628	- 10.1%	168	+ 1.2%
Aug-2019	5,868	- 5.7%	197	+ 21.6%
Sep-2019	5,965	- 2.5%	199	+ 19.2%
Oct-2019	**6,084**	**- 0.7%**	**200**	**+ 20.5%**
12-Month Avg	5,485	- 8.7%	163	- 7.9%

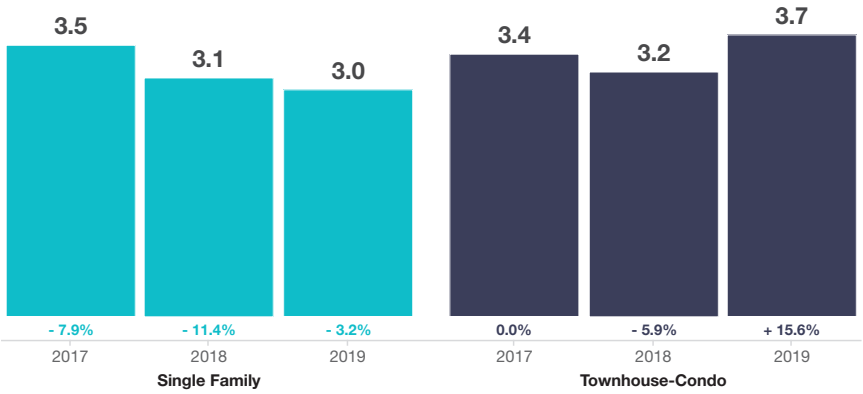
Historical Inventory of Homes for Sale by Month



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.

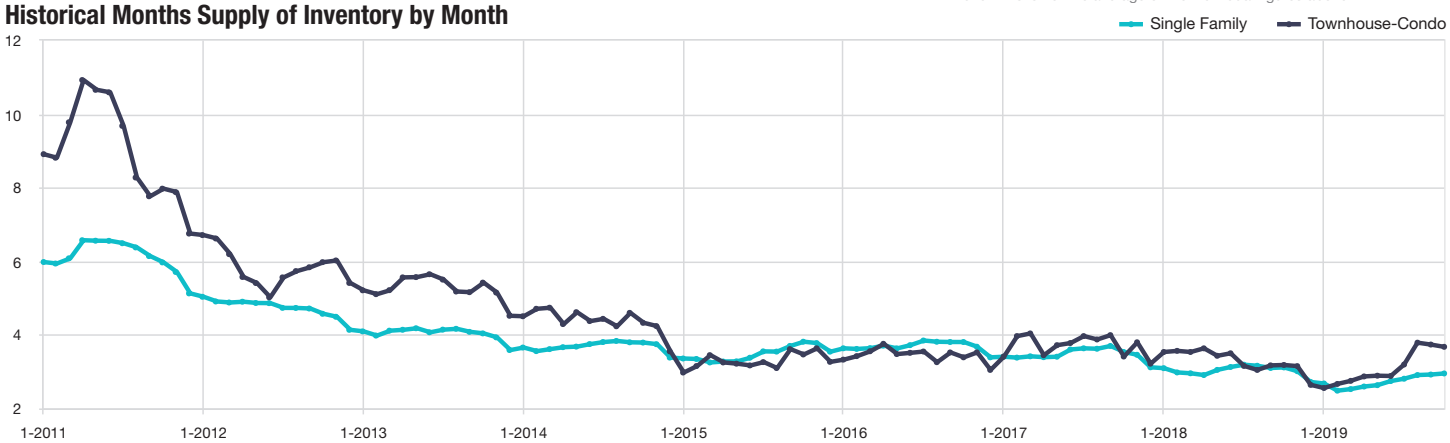
October



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Nov-2018	3.0	- 14.3%	3.2	- 15.8%
Dec-2018	2.7	- 12.9%	2.6	- 18.8%
Jan-2019	2.7	- 12.9%	2.6	- 25.7%
Feb-2019	2.5	- 16.7%	2.7	- 25.0%
Mar-2019	2.5	- 16.7%	2.8	- 20.0%
Apr-2019	2.6	- 10.3%	2.9	- 19.4%
May-2019	2.6	- 13.3%	2.9	- 14.7%
Jun-2019	2.7	- 12.9%	2.9	- 17.1%
Jul-2019	2.8	- 12.5%	3.2	0.0%
Aug-2019	2.9	- 9.4%	3.8	+ 26.7%
Sep-2019	2.9	- 6.5%	3.7	+ 15.6%
Oct-2019	**3.0**	**- 3.2%**	**3.7**	**+ 15.6%**
12-Month Avg*	2.7	- 11.5%	3.1	- 9.7%

* Months Supply for all properties from November 2018 through October 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	10-2018	10-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings	10-2017 4-2018 10-2018 4-2019 10-2019	2,331	**2,711**	+ 16.3%	26,123	**27,610**	+ 5.7%
Pending Sales	10-2017 4-2018 10-2018 4-2019 10-2019	1,795	**2,047**	+ 14.0%	21,180	**22,321**	+ 5.4%
Closed Sales	10-2017 4-2018 10-2018 4-2019 10-2019	2,032	**2,050**	+ 0.9%	20,829	**21,317**	+ 2.3%
Days on Market Until Sale	10-2017 4-2018 10-2018 4-2019 10-2019	51	**43**	- 15.7%	52	**47**	- 9.6%
Median Sales Price	10-2017 4-2018 10-2018 4-2019 10-2019	$168,116	**$179,500**	+ 6.8%	$168,000	**$179,000**	+ 6.5%
Average Sales Price	10-2017 4-2018 10-2018 4-2019 10-2019	$197,465	**$210,527**	+ 6.6%	$198,496	**$209,728**	+ 5.7%
Percent of List Price Received	10-2017 4-2018 10-2018 4-2019 10-2019	97.4%	**97.6%**	+ 0.2%	97.6%	**97.8%**	+ 0.2%
Housing Affordability Index	10-2017 4-2018 10-2018 4-2019 10-2019	153	**158**	+ 3.3%	153	**159**	+ 3.9%
Inventory of Homes for Sale	10-2017 4-2018 10-2018 4-2019 10-2019	6,294	**6,284**	- 0.2%	—	**—**	—
Months Supply of Inventory	10-2017 4-2018 10-2018 4-2019 10-2019	3.1	**3.0**	- 3.2%	—	**—**	—