



## July 2023 Residential Sales

Date: August 11, 2023  
RE: For immediate Release

The following Real Estate statistics were collected for MLSOK, Inc., for the time frame **July 1 through June 30, 2023**. Below summarizes our region's monthly sales activity. For a full review please see the following report.

### Quick Facts

<b>-20.9%</b>	<b>+4.4%</b>	<b>+15.1%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

*This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.*

Affordability constraints have continued to limit homebuying activity this summer, with existing-home sales falling 3.3% month-over-month nationwide as of last measure, according to the National Association of REALTORS® (NAR). Mortgage rates have approached 7% in recent months, leading many prospective buyers to put their home purchase plans temporarily on hold. But higher rates have also kept many existing homeowners from listing their homes for fear of giving up the low-rate mortgages they locked in a few years ago, when rates were significantly lower.

New listings decreased 9.8 percent for Single Family homes and 9.6 percent for Townhouse-Condo homes. Pending Sales decreased 5.6 percent for Single Family homes and 1.6 percent for Townhouse-Condo homes. Inventory increased 16.2 percent for Single Family homes but decreased 18.1 percent for Townhouse-Condo homes.

#### Months' Supply of Inventory Increases



**Month's Supply of Inventory increased** 38.9 percent for Single Family homes but decreased 8.3 percent for Townhouse-Condo homes.

#### Median Sales Price Increases



**Median Sales Price increased** 6.0 percent to \$265,000 for Single Family homes and 11.8 percent to \$158,850 for Townhouse-Condo homes.

#### Average Days on Market Increases



**Days on Market increased** 93.8 percent for Single Family homes and 58.8 percent for Townhouse-Condo homes.

Nationwide, total housing inventory increased 3.8% from the previous month, for a 3-months' supply at the current sales price. The shortage of homes for sale has kept prices high for remaining buyers, with a national median sales price of \$396,100 as of last measure, a 3.1% decline from the same time last year and the largest annual decrease since December 2011, according to NAR. As demand continues to outpace supply, properties are selling quickly, with the majority of homes listed for sale on the market for less than a month.

## All MLSOK

Entire MLSOK Market Area

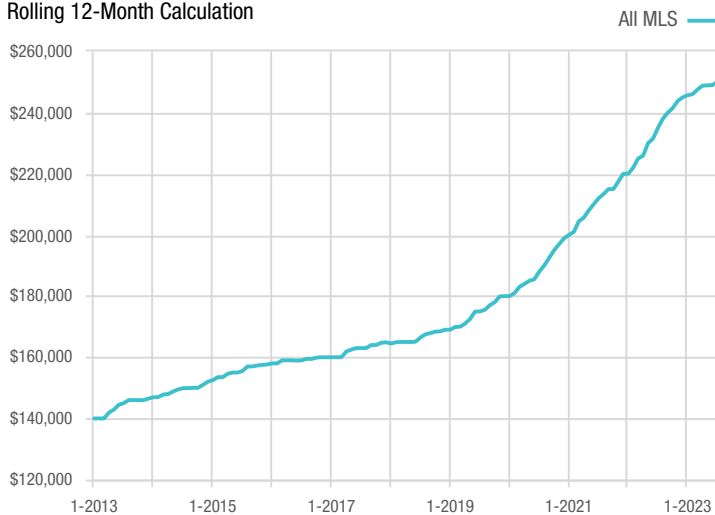
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	3,121	<b>2,814</b>	- 9.8%	19,584	<b>17,771</b>	- 9.3%
Pending Sales	2,404	<b>2,269</b>	- 5.6%	16,710	<b>14,571</b>	- 12.8%
Closed Sales	2,476	<b>1,954</b>	- 21.1%	16,273	<b>13,114</b>	- 19.4%
Days on Market Until Sale	16	<b>31</b>	+ 93.8%	22	<b>39</b>	+ 77.3%
Median Sales Price*	\$250,000	<b>\$265,000</b>	+ 6.0%	\$245,000	<b>\$253,515</b>	+ 3.5%
Average Sales Price*	\$294,455	<b>\$312,602</b>	+ 6.2%	\$289,921	<b>\$297,720</b>	+ 2.7%
Percent of List Price Received*	100.0%	<b>98.7%</b>	- 1.3%	100.4%	<b>98.5%</b>	- 1.9%
Inventory of Homes for Sale	4,247	<b>4,934</b>	+ 16.2%	—	—	—
Months Supply of Inventory	1.8	<b>2.5</b>	+ 38.9%	—	—	—

Townhouse-Condo	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	73	<b>66</b>	- 9.6%	544	<b>494</b>	- 9.2%
Pending Sales	62	<b>61</b>	- 1.6%	424	<b>409</b>	- 3.5%
Closed Sales	69	<b>60</b>	- 13.0%	413	<b>381</b>	- 7.7%
Days on Market Until Sale	17	<b>27</b>	+ 58.8%	19	<b>29</b>	+ 52.6%
Median Sales Price*	\$180,000	<b>\$158,850</b>	- 11.8%	\$154,500	<b>\$170,000</b>	+ 10.0%
Average Sales Price*	\$251,443	<b>\$221,337</b>	- 12.0%	\$201,128	<b>\$209,000</b>	+ 3.9%
Percent of List Price Received*	99.1%	<b>97.6%</b>	- 1.5%	100.2%	<b>97.8%</b>	- 2.4%
Inventory of Homes for Sale	144	<b>118</b>	- 18.1%	—	—	—
Months Supply of Inventory	2.4	<b>2.2</b>	- 8.3%	—	—	—

\* 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.

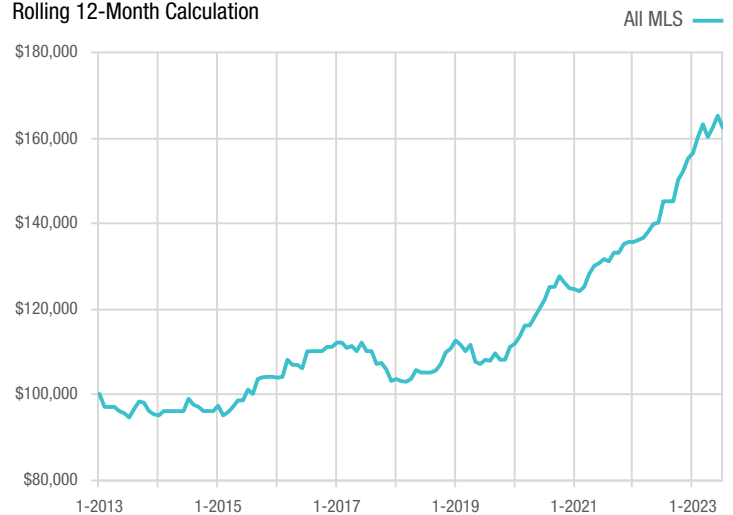
### Median Sales Price - Single Family

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



## July 2023

Affordability constraints have continued to limit homebuying activity this summer, with existing-home sales falling 3.3% month-over-month nationwide as of last measure, according to the National Association of REALTORS® (NAR). Mortgage rates have approached 7% in recent months, leading many prospective buyers to put their home purchase plans temporarily on hold. But higher rates have also kept many existing homeowners from listing their homes for fear of giving up the low-rate mortgages they locked in a few years ago, when rates were significantly lower.

New Listings decreased 9.8 percent for Single Family homes and 9.6 percent for Townhouse-Condo homes. Pending Sales decreased 5.6 percent for Single Family homes and 1.6 percent for Townhouse-Condo homes. Inventory increased 16.2 percent for Single Family homes but decreased 18.1 percent for Townhouse-Condo homes.

Median Sales Price increased 6.0 percent to \$265,000 for Single Family homes but decreased 11.8 percent to \$158,850 for Townhouse-Condo homes. Days on Market increased 93.8 percent for Single Family homes and 58.8 percent for Townhouse-Condo homes. Months Supply of Inventory increased 38.9 percent for Single Family homes but decreased 8.3 percent for Townhouse-Condo homes.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

## Quick Facts

<b>- 20.9%</b>	<b>+ 4.4%</b>	<b>+ 15.1%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

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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	7-2022	7-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		3,121	2,814	- 9.8%	19,584	17,771	- 9.3%
Pending Sales		2,404	2,269	- 5.6%	16,710	14,571	- 12.8%
Closed Sales		2,476	1,954	- 21.1%	16,273	13,114	- 19.4%
Days on Market Until Sale		16	31	+ 93.8%	22	39	+ 77.3%
Median Sales Price		\$250,000	\$265,000	+ 6.0%	\$245,000	\$253,515	+ 3.5%
Average Sales Price		\$294,455	\$312,602	+ 6.2%	\$289,921	\$297,720	+ 2.7%
Percent of List Price Received		100.0%	98.7%	- 1.3%	100.4%	98.5%	- 1.9%
Housing Affordability Index		124	103	- 16.9%	126	108	- 14.3%
Inventory of Homes for Sale		4,247	4,934	+ 16.2%	—	—	—
Months Supply of Inventory		1.8	2.5	+ 38.9%	—	—	—

# Townhouse-Condo Market Overview

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



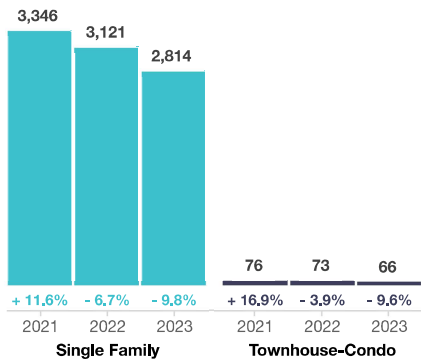
Key Metrics	Historical Sparkbars	7-2022	7-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		73	66	- 9.6%	544	494	- 9.2%
<b>Pending Sales</b>		62	61	- 1.6%	424	409	- 3.5%
<b>Closed Sales</b>		69	60	- 13.0%	413	381	- 7.7%
<b>Days on Market Until Sale</b>		17	27	+ 58.8%	19	29	+ 52.6%
<b>Median Sales Price</b>		\$180,000	\$158,850	- 11.8%	\$154,500	\$170,000	+ 10.0%
<b>Average Sales Price</b>		\$251,443	\$221,337	- 12.0%	\$201,128	\$209,000	+ 3.9%
<b>Percent of List Price Received</b>		99.1%	97.6%	- 1.5%	100.2%	97.8%	- 2.4%
<b>Housing Affordability Index</b>		179	180	+ 0.6%	209	169	- 19.1%
<b>Inventory of Homes for Sale</b>		144	118	- 18.1%	—	—	—
<b>Months Supply of Inventory</b>		2.4	2.2	- 8.3%	—	—	—

# New Listings

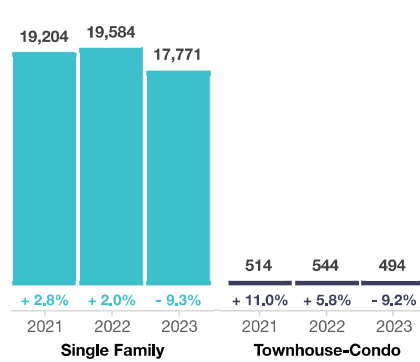
A count of the properties that have been newly listed on the market in a given month.



## July

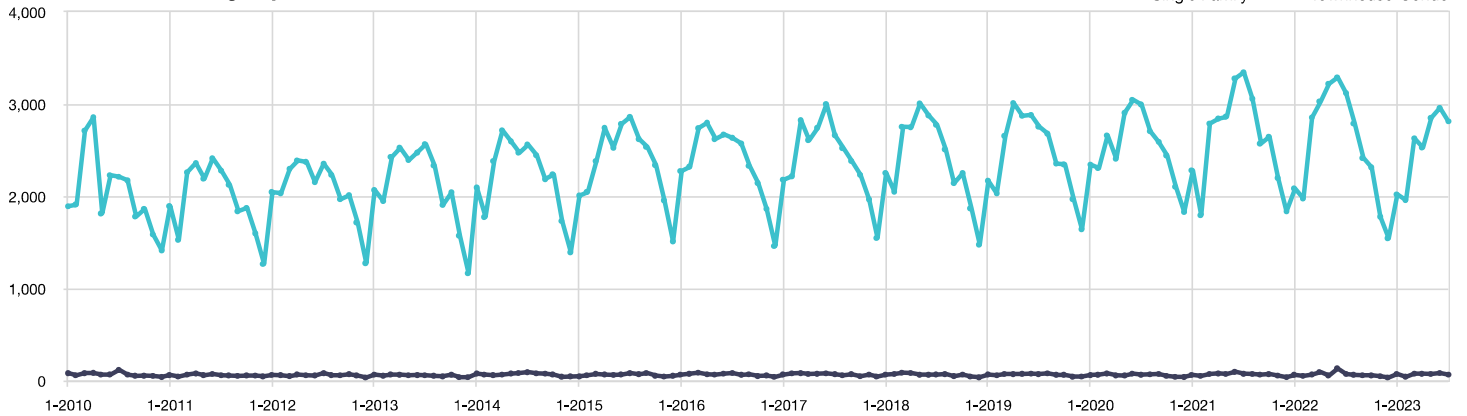


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	2,791	-8.8%	64	-13.5%
Sep-2022	2,417	-6.1%	60	-10.4%
Oct-2022	2,315	-12.5%	58	-19.4%
Nov-2022	1,779	-19.1%	49	-12.5%
Dec-2022	1,546	-15.8%	35	-7.9%
Jan-2023	2,022	-3.0%	74	+15.6%
Feb-2023	1,960	-0.8%	43	-18.9%
Mar-2023	2,631	-7.9%	77	+13.2%
Apr-2023	2,531	-16.5%	76	-20.0%
May-2023	2,852	-11.5%	74	+29.8%
Jun-2023	2,961	-10.1%	84	-37.3%
<b>Jul-2023</b>	<b>2,814</b>	<b>-9.8%</b>	<b>66</b>	<b>-9.6%</b>
12-Month Avg	2,385	-10.3%	63	-11.3%

## Historical New Listings by Month

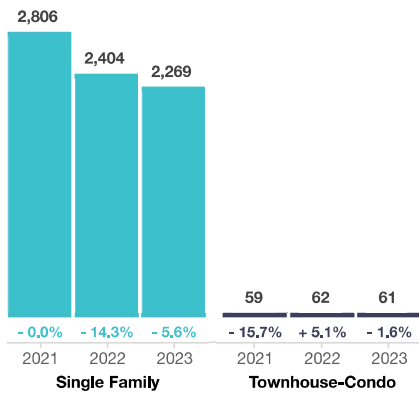


# Pending Sales

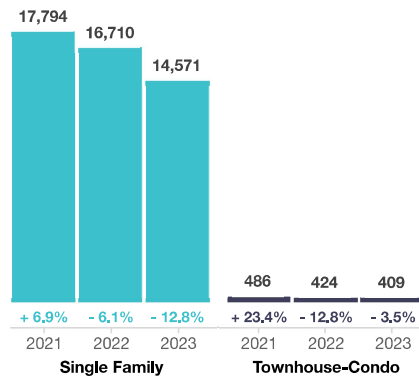
A count of the properties on which offers have been accepted in a given month.



## July

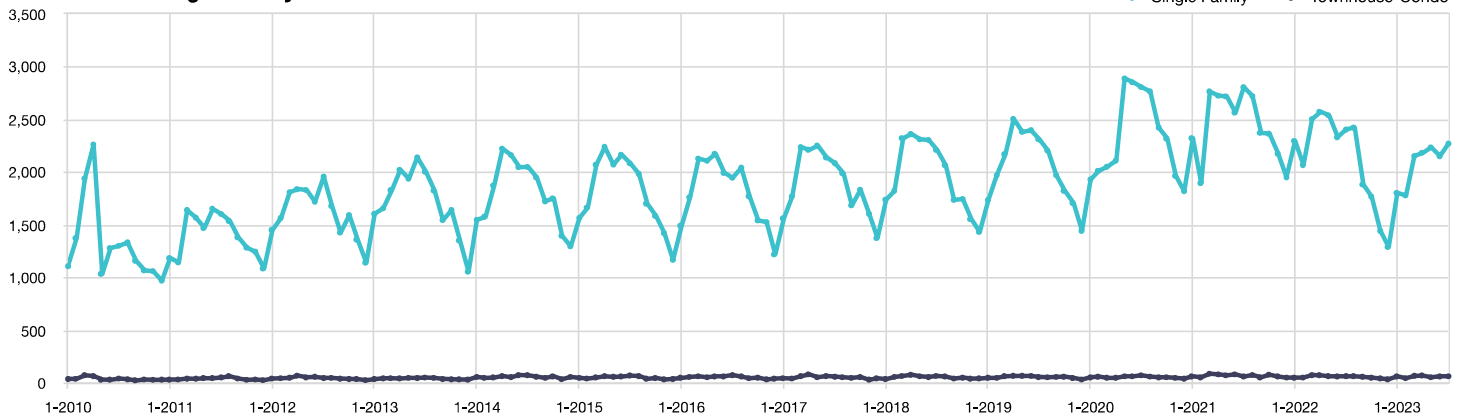


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	2,422	-11.0%	62	-16.2%
Sep-2022	1,882	-20.7%	56	+9.8%
Oct-2022	1,767	-25.3%	48	-36.8%
Nov-2022	1,442	-33.7%	41	-30.5%
Dec-2022	1,288	-33.9%	33	-32.7%
Jan-2023	1,802	-21.5%	60	+25.0%
Feb-2023	1,778	-13.9%	43	-12.2%
Mar-2023	2,153	-14.0%	65	-9.7%
Apr-2023	2,183	-15.1%	68	-4.2%
May-2023	2,235	-12.0%	52	-16.1%
Jun-2023	2,151	-7.7%	60	0.0%
<b>Jul-2023</b>	<b>2,269</b>	<b>-5.6%</b>	<b>61</b>	<b>-1.6%</b>
12-Month Avg	1,948	-17.4%	54	-11.5%

## Historical Pending Sales by Month

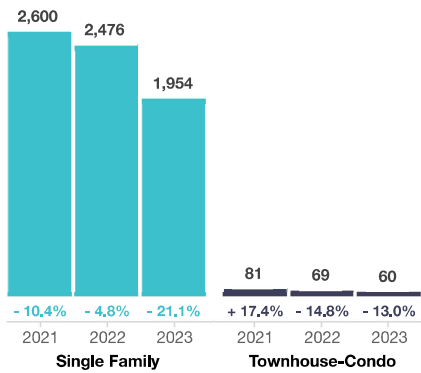


# Closed Sales

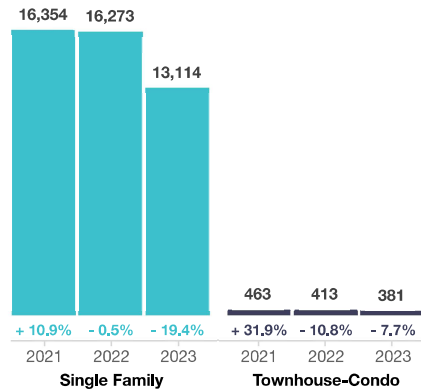
A count of the actual sales that closed in a given month.



## July



## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	2,679	- 4.9%	57	- 19.7%
Sep-2022	2,428	- 8.1%	72	+ 14.3%
Oct-2022	2,046	- 14.5%	57	+ 3.6%
Nov-2022	1,679	- 28.2%	51	- 23.9%
Dec-2022	1,672	- 33.2%	44	- 29.0%
Jan-2023	1,226	- 35.0%	31	- 35.4%
Feb-2023	1,480	- 19.7%	54	+ 31.7%
Mar-2023	2,015	- 14.6%	50	0.0%
Apr-2023	1,783	- 25.3%	59	- 29.8%
May-2023	2,285	- 13.4%	67	+ 4.7%
Jun-2023	2,371	- 11.6%	60	+ 5.3%
<b>Jul-2023</b>	<b>1,954</b>	<b>- 21.1%</b>	<b>60</b>	<b>- 13.0%</b>
12-Month Avg	1,968	- 18.5%	55	- 9.8%

## Historical Closed Sales by Month



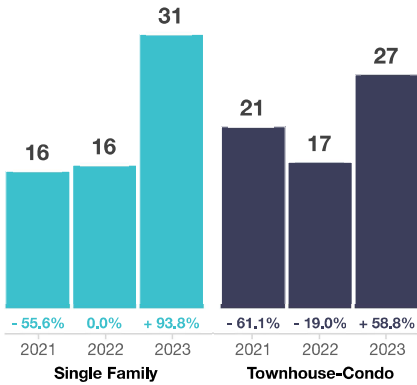


# Days on Market Until Sale

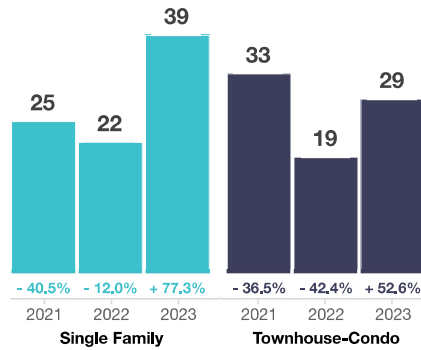
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



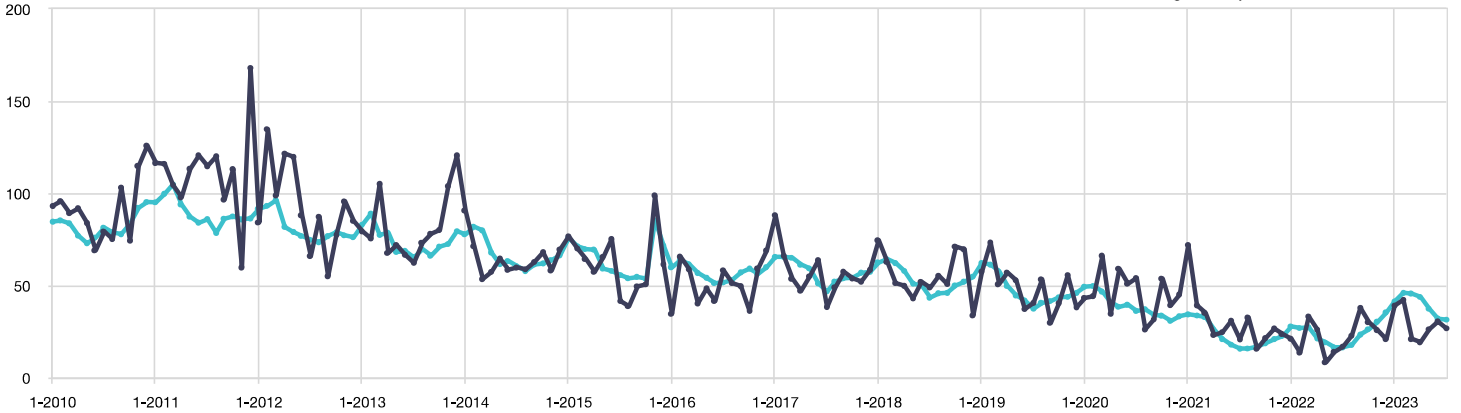
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	18	+ 12.5%	23	- 30.3%
Sep-2022	23	+ 35.3%	38	+ 137.5%
Oct-2022	26	+ 36.8%	30	+ 36.4%
Nov-2022	30	+ 42.9%	26	- 3.7%
Dec-2022	35	+ 52.2%	21	- 12.5%
Jan-2023	41	+ 46.4%	39	+ 85.7%
Feb-2023	46	+ 70.4%	42	+ 200.0%
Mar-2023	46	+ 70.4%	21	- 36.4%
Apr-2023	44	+ 109.5%	19	- 26.9%
May-2023	37	+ 94.7%	26	+ 225.0%
Jun-2023	32	+ 88.2%	31	+ 121.4%
<b>Jul-2023</b>	<b>31</b>	<b>+ 93.8%</b>	<b>27</b>	<b>+ 58.8%</b>
12-Month Avg*	33	+ 61.4%	28	+ 32.9%

\* Days on Market for all properties from August 2022 through July 2023. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

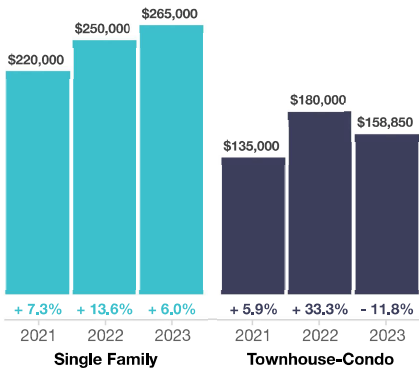


# Median Sales Price

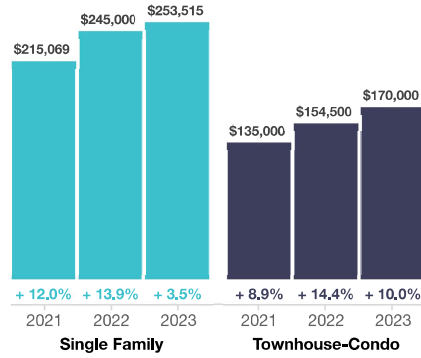
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



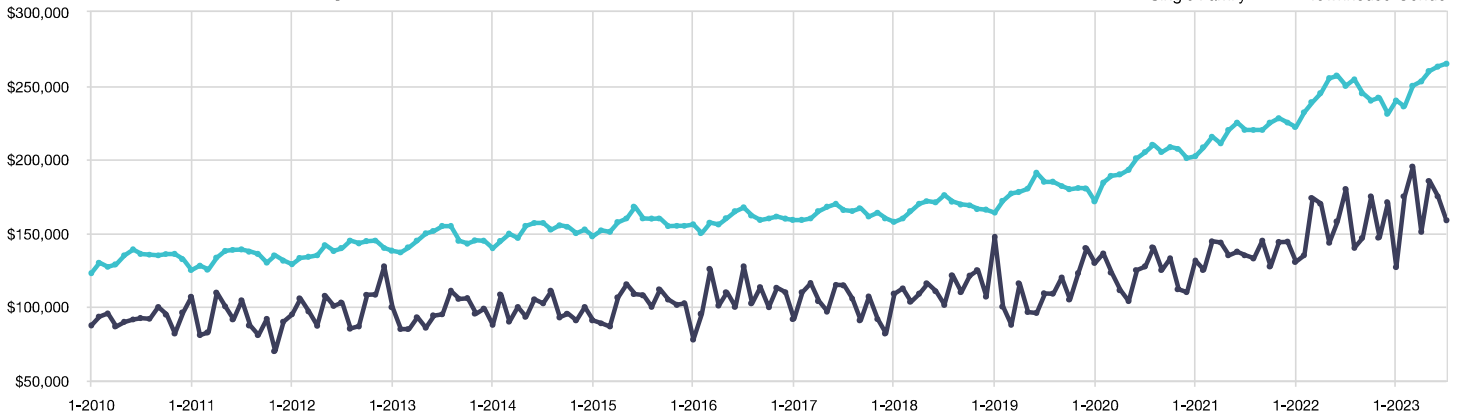
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	\$254,390	+ 15.6%	\$140,000	+ 5.3%
Sep-2022	\$245,000	+ 11.4%	\$146,750	+ 1.2%
Oct-2022	\$240,000	+ 6.7%	\$175,000	+ 37.3%
Nov-2022	\$242,000	+ 6.1%	\$147,000	+ 2.1%
Dec-2022	\$231,000	+ 2.7%	\$171,000	+ 18.5%
Jan-2023	\$239,945	+ 8.1%	\$127,000	- 2.8%
Feb-2023	\$236,000	+ 1.7%	\$175,000	+ 29.6%
Mar-2023	\$250,000	+ 4.6%	\$195,250	+ 12.2%
Apr-2023	\$253,000	+ 3.3%	\$151,000	- 11.2%
May-2023	\$260,000	+ 1.9%	\$185,500	+ 29.3%
Jun-2023	\$263,000	+ 2.4%	\$175,000	+ 10.8%
<b>Jul-2023</b>	<b>\$265,000</b>	<b>+ 6.0%</b>	<b>\$158,850</b>	<b>- 11.8%</b>
12-Month Avg*	\$250,000	+ 6.4%	\$162,250	+ 11.9%

\* Median Sales Price for all properties from August 2022 through July 2023. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

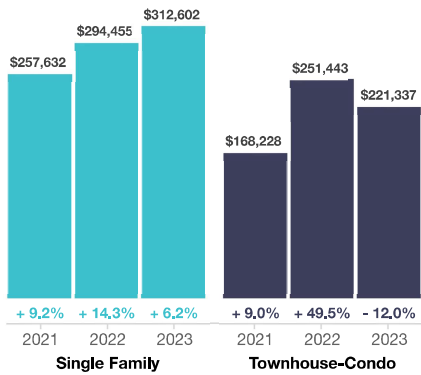


# Average Sales Price

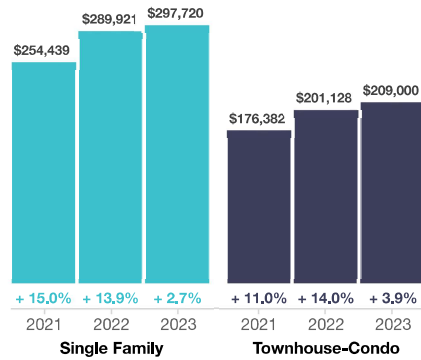
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



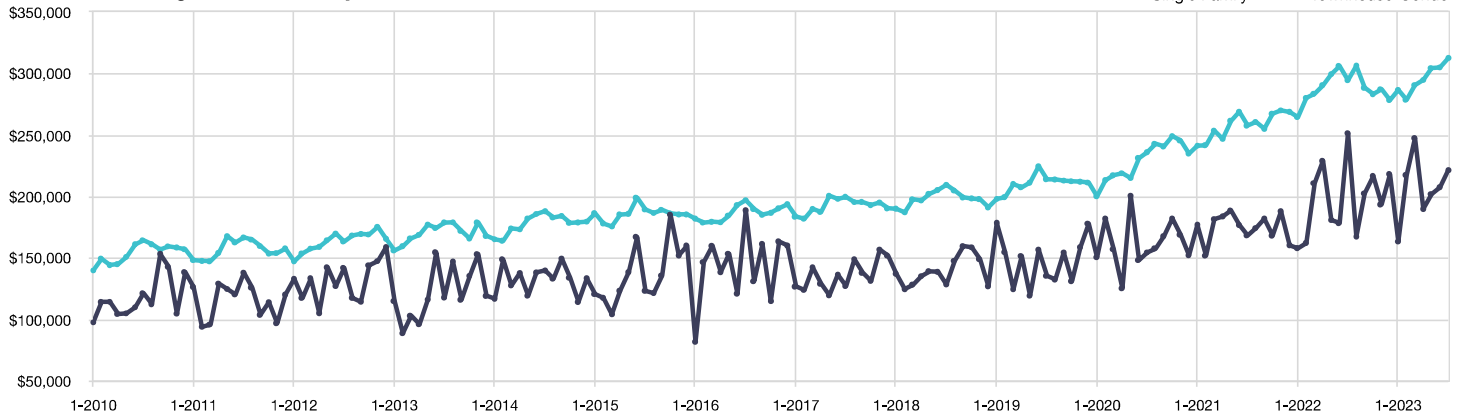
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	\$306,301	+ 17.5%	\$167,300	- 4.0%
Sep-2022	\$288,394	+ 13.1%	\$202,416	+ 11.3%
Oct-2022	\$283,158	+ 5.9%	\$216,612	+ 28.8%
Nov-2022	\$287,238	+ 6.4%	\$193,414	+ 3.0%
Dec-2022	\$278,262	+ 3.5%	\$218,127	+ 36.1%
Jan-2023	\$286,587	+ 8.3%	\$163,227	+ 3.4%
Feb-2023	\$278,527	- 0.6%	\$217,336	+ 34.1%
Mar-2023	\$290,642	+ 2.5%	\$247,418	+ 17.4%
Apr-2023	\$294,802	+ 1.5%	\$189,811	- 17.1%
May-2023	\$304,387	+ 1.7%	\$201,898	+ 11.7%
Jun-2023	\$304,973	- 0.4%	\$207,475	+ 16.4%
<b>Jul-2023</b>	<b>\$312,602</b>	<b>+ 6.2%</b>	<b>\$221,337</b>	<b>- 12.0%</b>
12-Month Avg*	\$294,351	+ 5.7%	\$204,805	+ 8.0%

\* Avg. Sales Price for all properties from August 2022 through July 2023. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



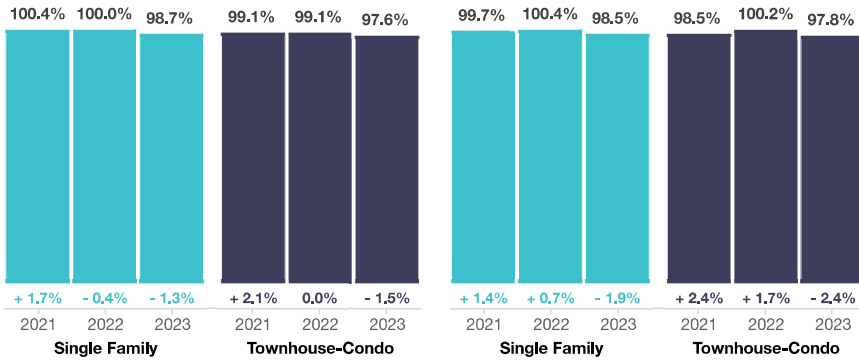
# Percent of List Price Received

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.



## July

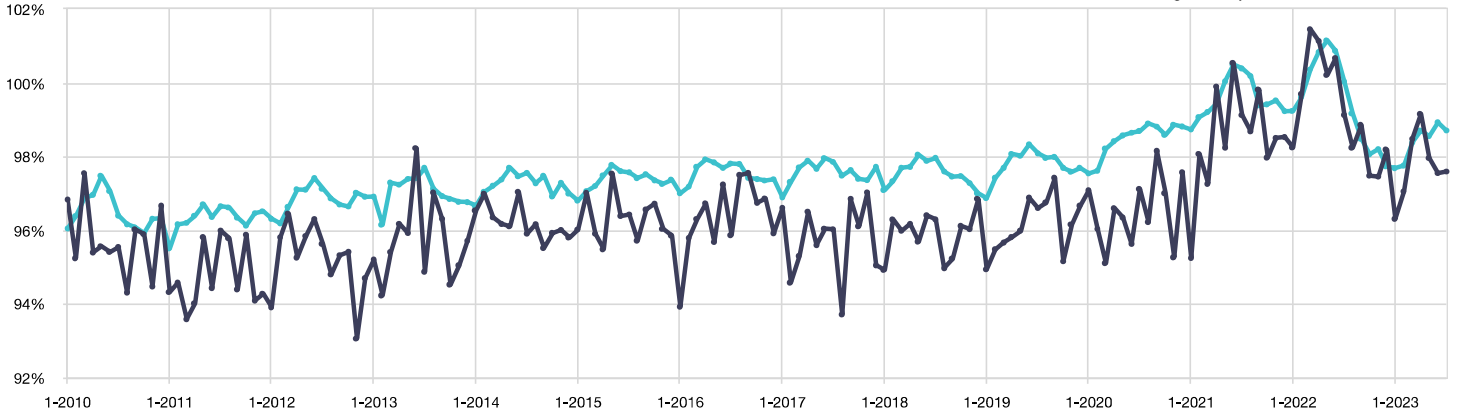
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	99.2%	-1.0%	98.2%	-0.5%
Sep-2022	98.5%	-0.9%	98.9%	-0.9%
Oct-2022	98.1%	-1.3%	97.5%	-0.5%
Nov-2022	98.2%	-1.3%	97.5%	-1.0%
Dec-2022	97.7%	-1.5%	98.2%	-0.3%
Jan-2023	97.7%	-1.5%	96.3%	-1.9%
Feb-2023	97.8%	-1.8%	97.1%	-2.6%
Mar-2023	98.4%	-2.0%	98.5%	-3.0%
Apr-2023	98.7%	-2.1%	99.2%	-1.9%
May-2023	98.5%	-2.6%	98.0%	-2.2%
Jun-2023	98.9%	-2.0%	97.5%	-3.2%
<b>Jul-2023</b>	<b>98.7%</b>	<b>-1.3%</b>	<b>97.6%</b>	<b>-1.5%</b>
12-Month Avg*	98.4%	-1.6%	97.9%	-1.6%

\* Pct. of List Price Received for all properties from August 2022 through July 2023. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

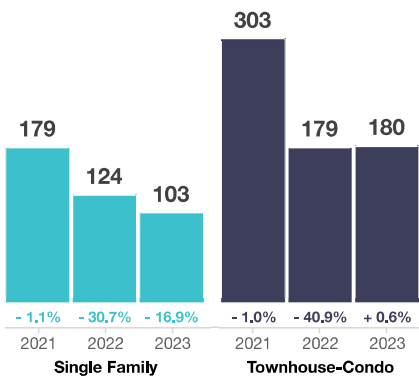


# Housing Affordability Index

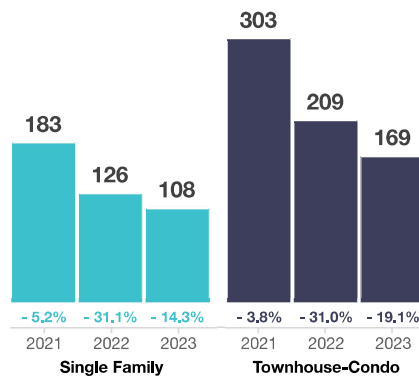
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

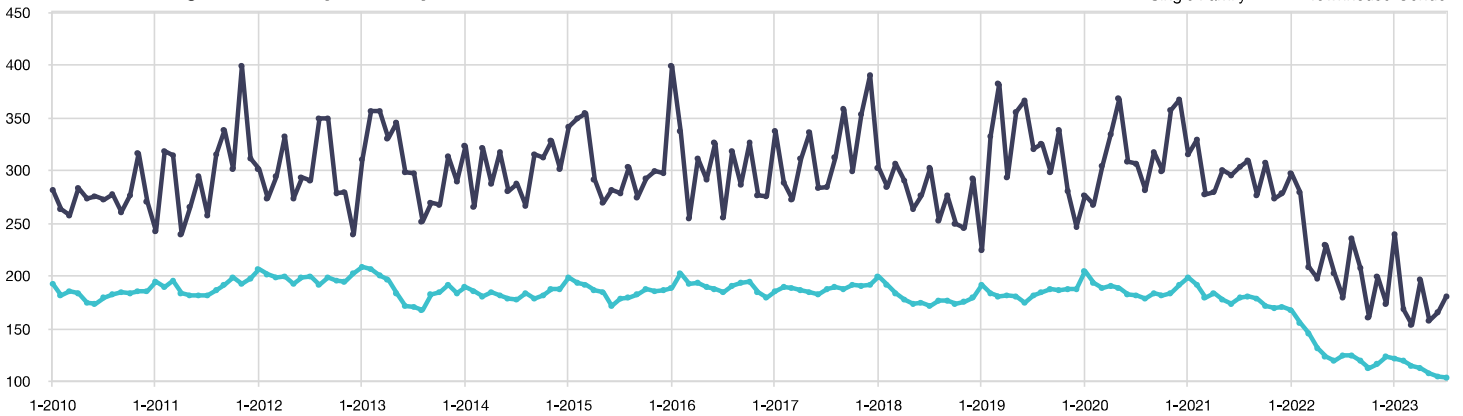


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	124	-31.1%	235	-23.9%
Sep-2022	119	-33.1%	207	-25.0%
Oct-2022	112	-34.5%	160	-47.9%
Nov-2022	116	-31.4%	199	-27.1%
Dec-2022	123	-27.6%	173	-37.8%
Jan-2023	121	-27.5%	239	-19.5%
Feb-2023	119	-23.2%	168	-39.8%
Mar-2023	114	-21.4%	153	-26.4%
Apr-2023	112	-14.5%	196	-0.5%
May-2023	107	-13.0%	157	-31.4%
Jun-2023	104	-12.6%	165	-18.3%
<b>Jul-2023</b>	<b>103</b>	<b>-16.9%</b>	<b>180</b>	<b>+0.6%</b>
12-Month Avg	115	-24.8%	186	-26.5%

## Historical Housing Affordability Index by Month

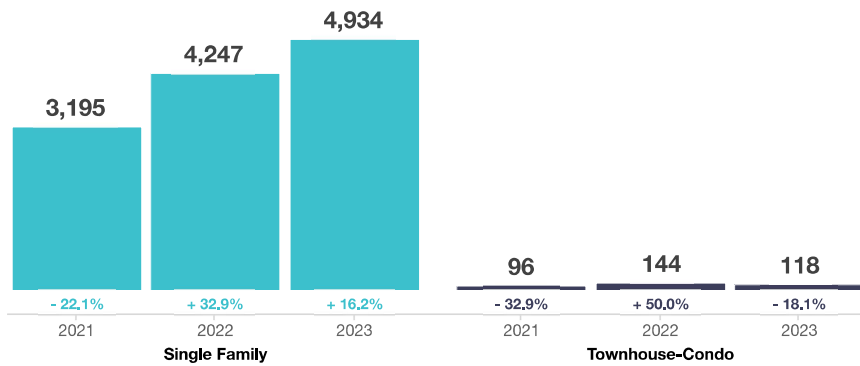


# Inventory of Homes for Sale

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

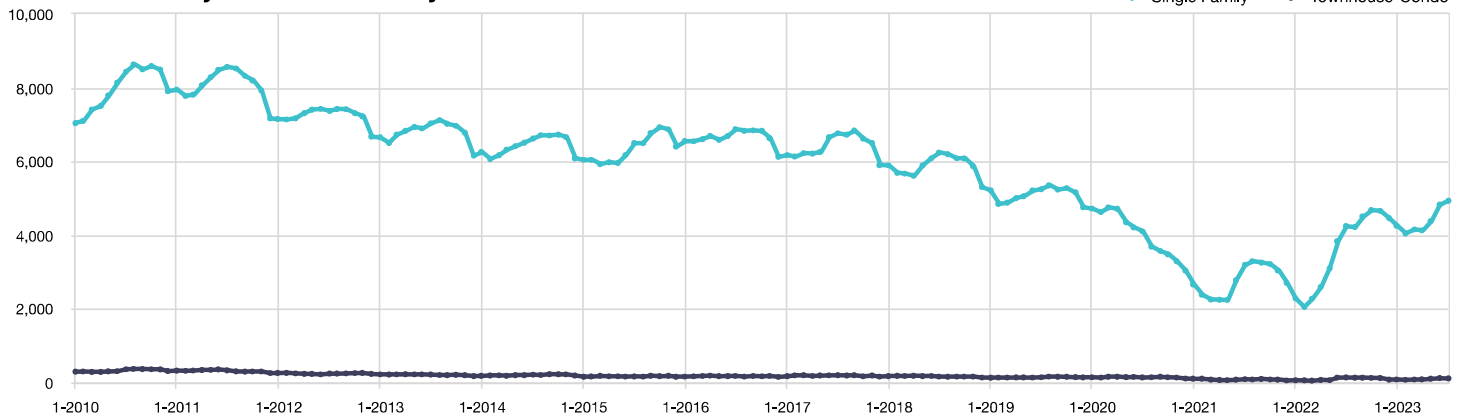


## July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	4,222	+ 28.0%	137	+ 53.9%
Sep-2022	4,510	+ 38.4%	137	+ 35.6%
Oct-2022	4,683	+ 45.5%	132	+ 48.3%
Nov-2022	4,661	+ 53.1%	129	+ 53.6%
Dec-2022	4,469	+ 65.3%	85	+ 37.1%
Jan-2023	4,256	+ 85.9%	87	+ 29.9%
Feb-2023	4,051	+ 97.2%	81	+ 22.7%
Mar-2023	4,158	+ 82.4%	87	+ 52.6%
Apr-2023	4,133	+ 58.9%	92	+ 19.5%
May-2023	4,383	+ 41.3%	109	+ 55.7%
Jun-2023	4,830	+ 25.7%	125	- 10.1%
<b>Jul-2023</b>	<b>4,934</b>	<b>+ 16.2%</b>	<b>118</b>	<b>- 18.1%</b>
12-Month Avg	4,441	+ 48.3%	110	+ 26.4%

## Historical Inventory of Homes for Sale by Month

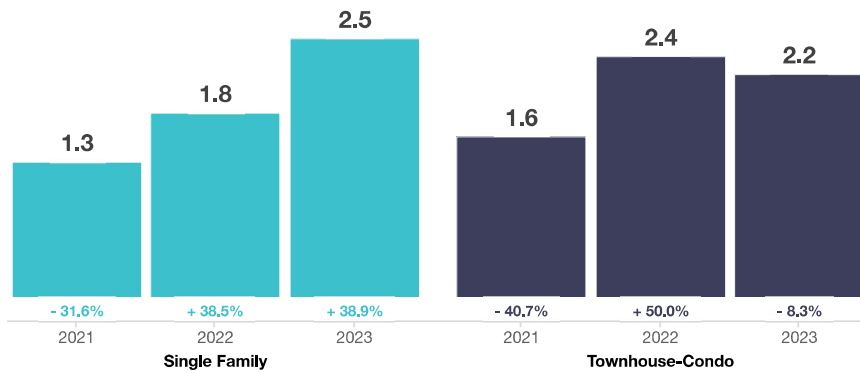


# Months Supply of Inventory

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.



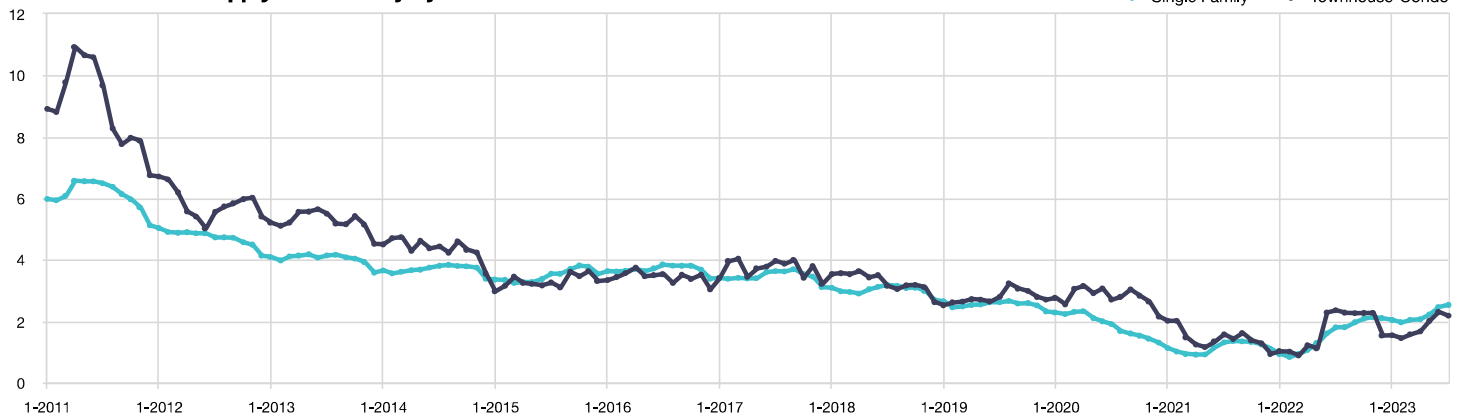
## July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2022	1.8	+ 28.6%	2.3	+ 64.3%
Sep-2022	2.0	+ 53.8%	2.3	+ 43.8%
Oct-2022	2.1	+ 61.5%	2.3	+ 64.3%
Nov-2022	2.1	+ 75.0%	2.3	+ 76.9%
Dec-2022	2.1	+ 90.9%	1.5	+ 66.7%
Jan-2023	2.0	+ 122.2%	1.5	+ 50.0%
Feb-2023	2.0	+ 150.0%	1.5	+ 50.0%
Mar-2023	2.0	+ 122.2%	1.6	+ 77.8%
Apr-2023	2.1	+ 90.9%	1.7	+ 41.7%
May-2023	2.2	+ 69.2%	2.0	+ 81.8%
Jun-2023	2.5	+ 56.3%	2.3	0.0%
<b>Jul-2023</b>	<b>2.5</b>	<b>+ 38.9%</b>	<b>2.2</b>	<b>- 8.3%</b>
12-Month Avg*	2.1	+ 71.1%	1.9	+ 41.1%

\* Months Supply for all properties from August 2022 through July 2023. 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	7-2022	7-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		3,194	<b>2,880</b>	- 9.8%	20,128	<b>18,265</b>	- 9.3%
<b>Pending Sales</b>		2,466	<b>2,330</b>	- 5.5%	17,134	<b>14,980</b>	- 12.6%
<b>Closed Sales</b>		2,545	<b>2,014</b>	- 20.9%	16,686	<b>13,495</b>	- 19.1%
<b>Days on Market Until Sale</b>		16	<b>31</b>	+ 93.8%	22	<b>39</b>	+ 77.3%
<b>Median Sales Price</b>		\$250,000	<b>\$261,000</b>	+ 4.4%	\$242,846	<b>\$250,000</b>	+ 2.9%
<b>Average Sales Price</b>		\$293,287	<b>\$309,879</b>	+ 5.7%	\$287,722	<b>\$295,219</b>	+ 2.6%
<b>Percent of List Price Received</b>		100.0%	<b>98.7%</b>	- 1.3%	100.4%	<b>98.4%</b>	- 2.0%
<b>Housing Affordability Index</b>		123	<b>105</b>	- 14.6%	127	<b>109</b>	- 14.2%
<b>Inventory of Homes for Sale</b>		4,391	<b>5,052</b>	+ 15.1%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>2.5</b>	+ 38.9%	—	—	—