

Monthly Indicators



August 2020

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

- 0.2% **+ 9.3%** **- 1.5%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **New Listings**

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Activity Overview



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

Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		11,247	11,079	- 1.5%	81,987	76,829	- 6.3%
Pending Sales		8,827	10,268	+ 16.3%	60,900	64,157	+ 5.3%
Closed Sales		9,800	9,777	- 0.2%	56,793	56,752	- 0.1%
Days on Market		42	42	0.0%	48	49	+ 2.1%
Median Sales Price		\$259,000	\$283,075	+ 9.3%	\$255,000	\$270,000	+ 5.9%
Avg. Sales Price		\$296,708	\$323,788	+ 9.1%	\$291,719	\$308,053	+ 5.6%
Pct. of Orig. Price Received		97.9%	99.2%	+ 1.3%	98.1%	98.4%	+ 0.3%
Affordability Index		167	161	- 3.6%	169	169	0.0%
Homes for Sale*		23,329	14,875	- 36.2%	--	--	--
Months Supply*		3.3	2.0	- 39.4%	--	--	--

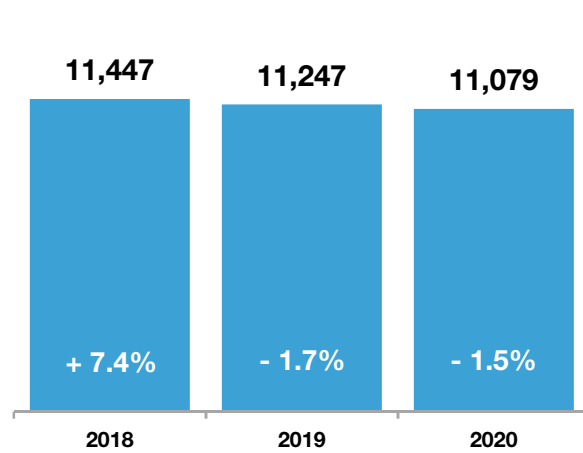
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

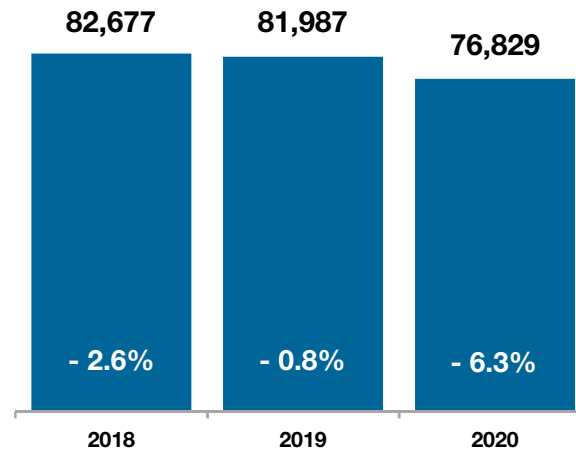
A count of the properties that have been newly listed on the market in a given month.



August

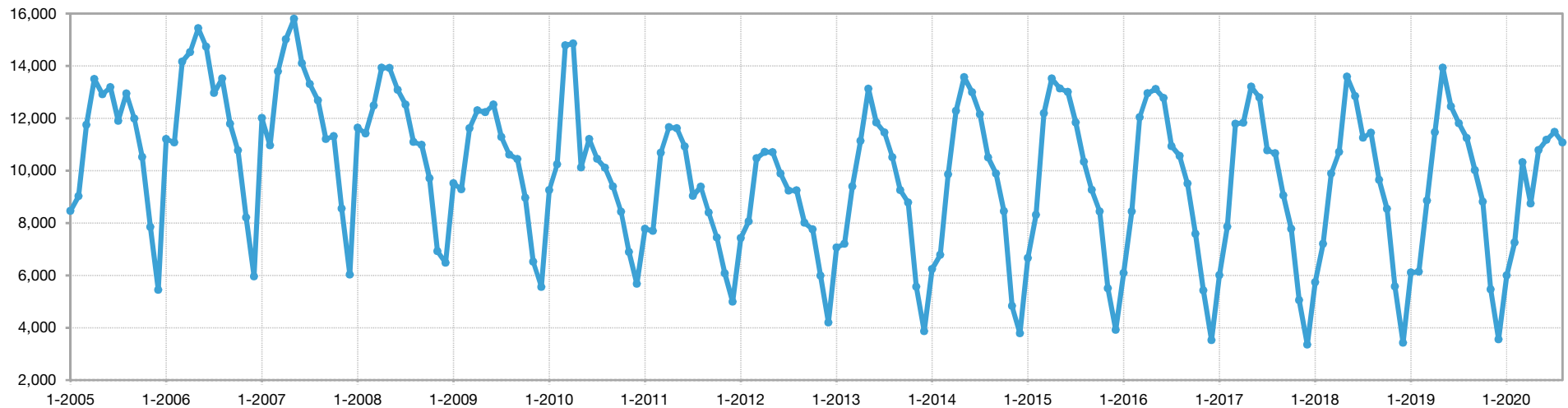


Year to Date



	New Listings	Prior Year	Percent Change
September 2019	10,015	9,643	+3.9%
October 2019	8,812	8,538	+3.2%
November 2019	5,460	5,577	-2.1%
December 2019	3,555	3,421	+3.9%
January 2020	6,000	6,102	-1.7%
February 2020	7,255	6,138	+18.2%
March 2020	10,324	8,847	+16.7%
April 2020	8,738	11,463	-23.8%
May 2020	10,783	13,929	-22.6%
June 2020	11,172	12,455	-10.3%
July 2020	11,478	11,806	-2.8%
August 2020	11,079	11,247	-1.5%
12-Month Avg	8,723	9,097	-4.1%

Historical New Listings by Month

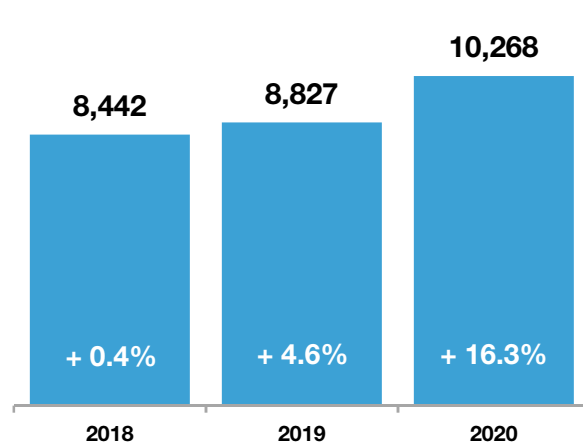


Pending Sales

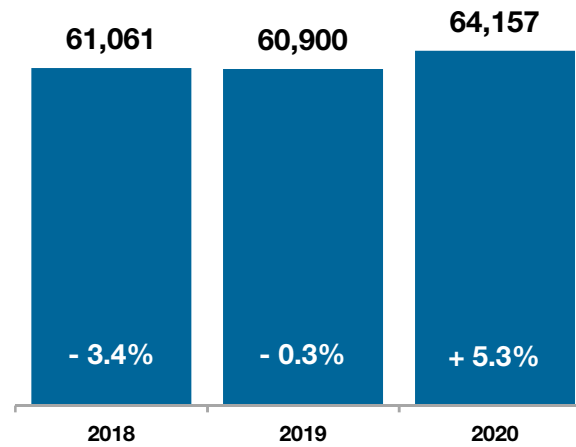
A count of the properties on which offers have been accepted in a given month.



August

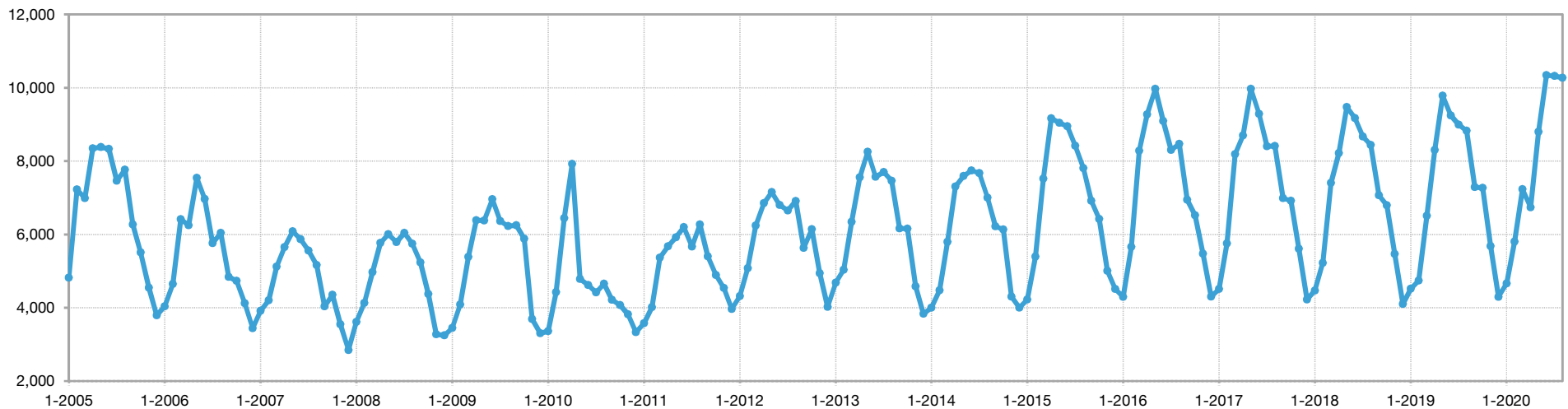


Year to Date



	Pending Sales	Prior Year	Percent Change
September 2019	7,290	7,067	+3.2%
October 2019	7,268	6,797	+6.9%
November 2019	5,679	5,467	+3.9%
December 2019	4,297	4,103	+4.7%
January 2020	4,664	4,515	+3.3%
February 2020	5,802	4,740	+22.4%
March 2020	7,234	6,507	+11.2%
April 2020	6,733	8,300	-18.9%
May 2020	8,798	9,779	-10.0%
June 2020	10,339	9,240	+11.9%
July 2020	10,319	8,992	+14.8%
August 2020	10,268	8,827	+16.3%
12-Month Avg	7,391	7,028	+5.2%

Historical Pending Sales by Month

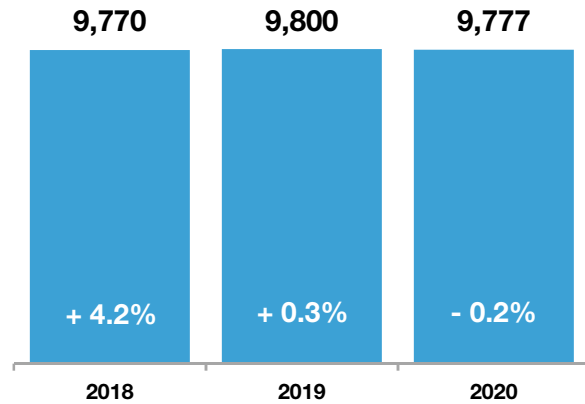


Closed Sales

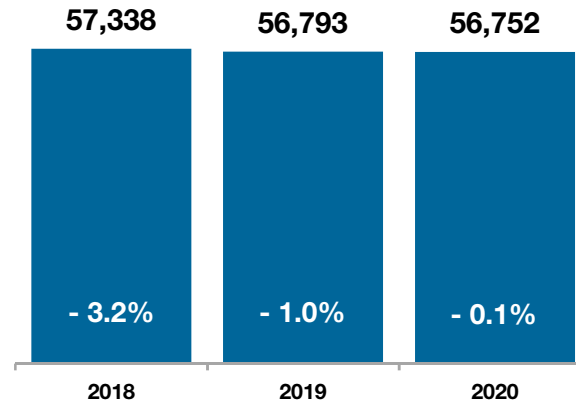
A count of the actual sales that closed in a given month.



August

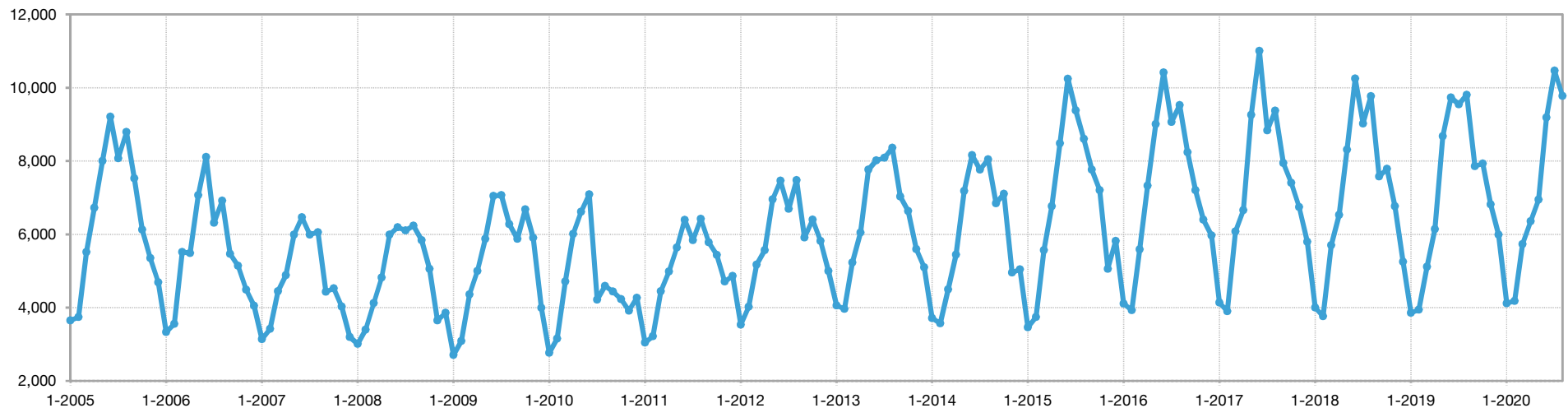


Year to Date



	Closed Sales	Prior Year	Percent Change
September 2019	7,856	7,576	+3.7%
October 2019	7,926	7,782	+1.9%
November 2019	6,818	6,766	+0.8%
December 2019	5,988	5,253	+14.0%
January 2020	4,115	3,853	+6.8%
February 2020	4,177	3,941	+6.0%
March 2020	5,730	5,112	+12.1%
April 2020	6,356	6,138	+3.6%
May 2020	6,948	8,673	-19.9%
June 2020	9,184	9,731	-5.6%
July 2020	10,465	9,545	+9.6%
August 2020	9,777	9,800	-0.2%
12-Month Avg	7,112	7,014	+1.4%

Historical Closed Sales by Month

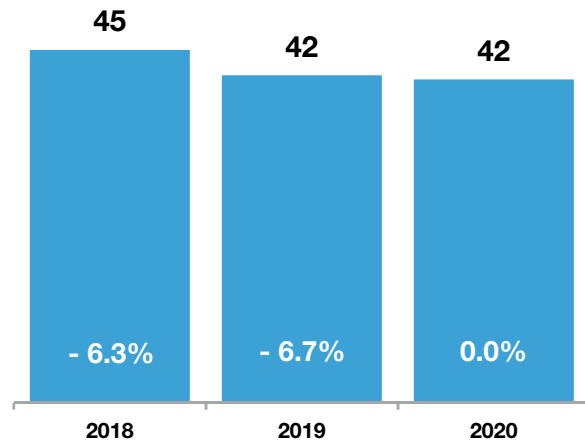


Days on Market Until Sale

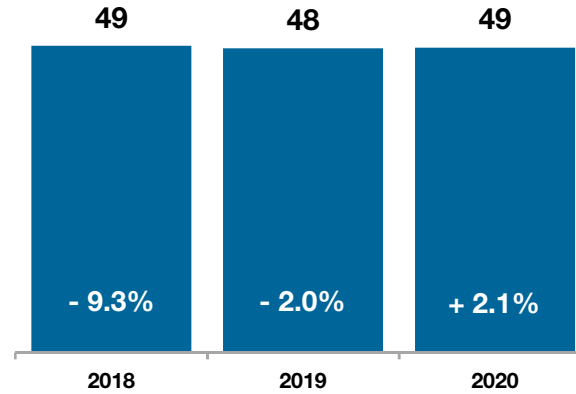
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

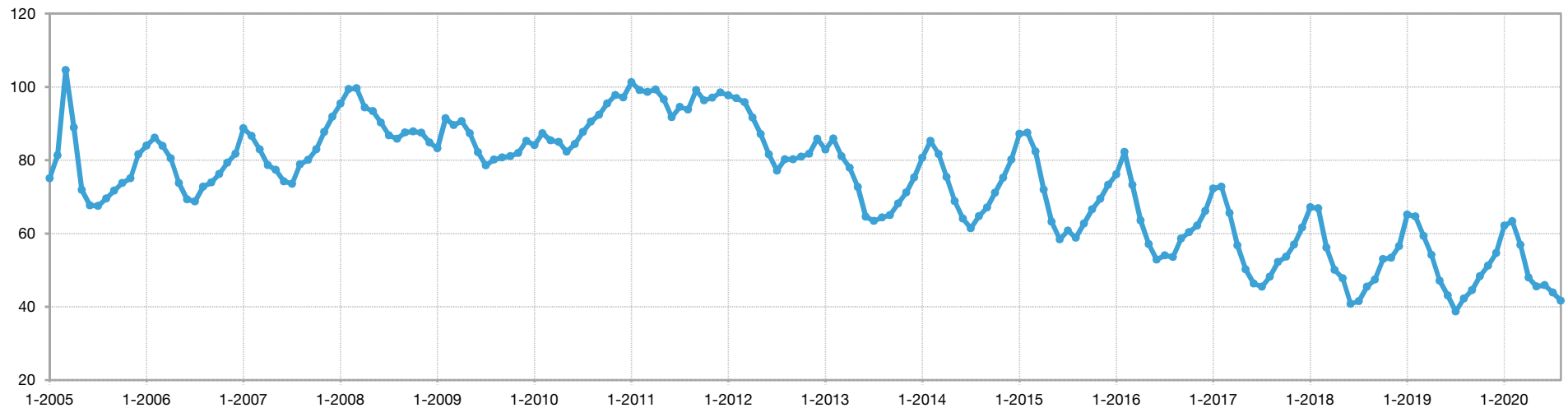


Year to Date



Days on Market	Prior Year	Percent Change	
September 2019	44	47	-6.4%
October 2019	48	53	-9.4%
November 2019	51	53	-3.8%
December 2019	55	57	-3.5%
January 2020	62	65	-4.6%
February 2020	63	65	-3.1%
March 2020	57	59	-3.4%
April 2020	48	54	-11.1%
May 2020	46	47	-2.1%
June 2020	46	43	+7.0%
July 2020	44	39	+12.8%
August 2020	42	42	0.0%
12-Month Avg	50	52	-3.8%

Historical Days on Market Until Sale by Month

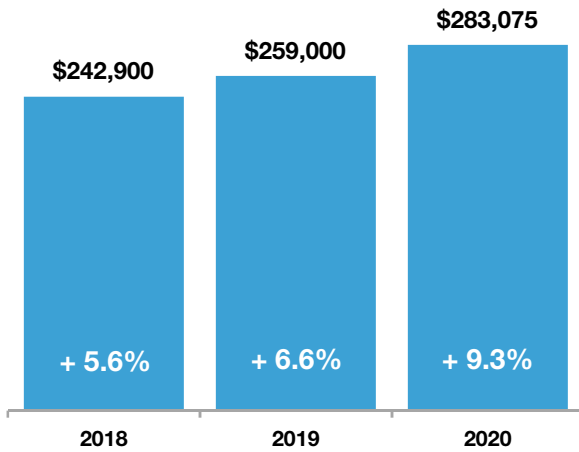


Median Sales Price

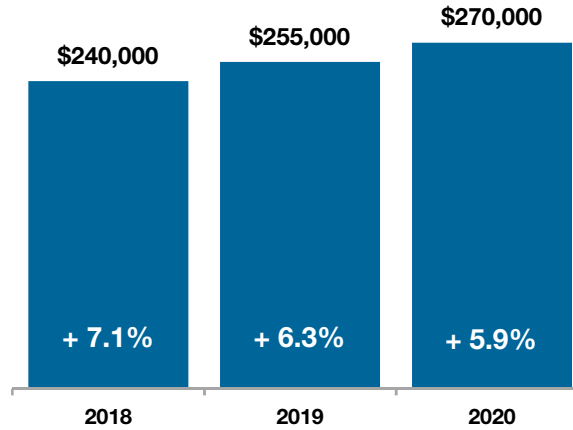


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

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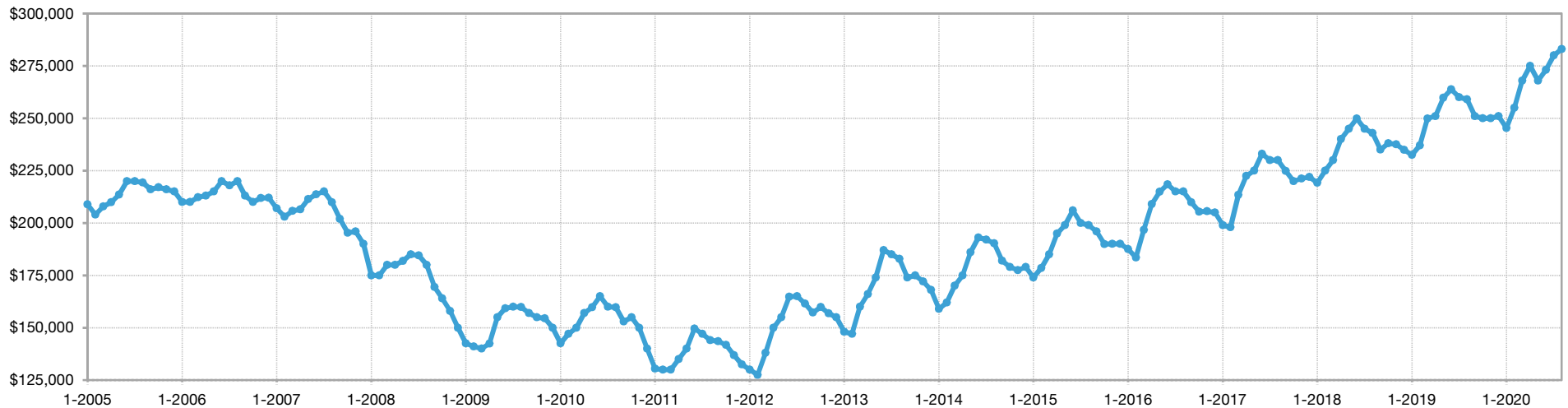


Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2019	\$251,000	\$235,000	+6.8%
October 2019	\$250,000	\$238,000	+5.0%
November 2019	\$250,000	\$237,500	+5.3%
December 2019	\$251,000	\$234,950	+6.8%
January 2020	\$245,400	\$232,575	+5.5%
February 2020	\$255,000	\$237,000	+7.6%
March 2020	\$267,950	\$249,900	+7.2%
April 2020	\$275,000	\$251,000	+9.6%
May 2020	\$268,000	\$259,850	+3.1%
June 2020	\$273,100	\$263,800	+3.5%
July 2020	\$280,000	\$260,000	+7.7%
August 2020	\$283,075	\$259,000	+9.3%
12-Month Avg	\$262,460	\$246,548	+6.5%

Historical Median Sales Price by Month

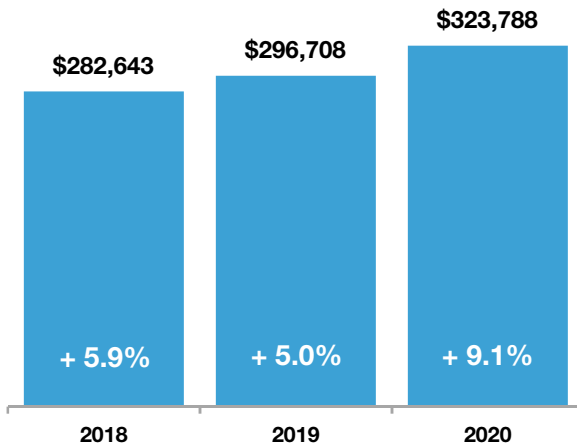


Average Sales Price

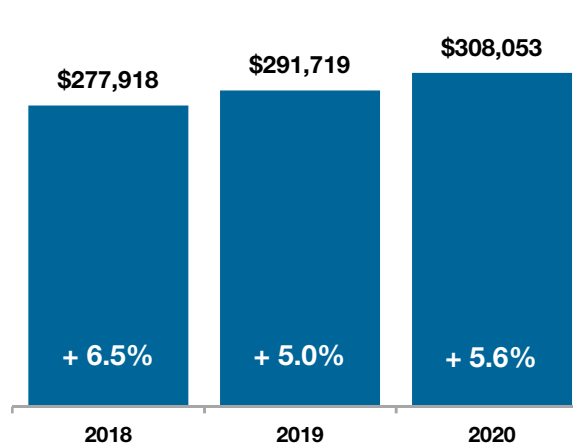
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2019	\$292,427	\$271,463	+7.7%
October 2019	\$289,434	\$275,137	+5.2%
November 2019	\$286,881	\$281,719	+1.8%
December 2019	\$291,730	\$276,940	+5.3%
January 2020	\$286,695	\$271,711	+5.5%
February 2020	\$289,350	\$273,237	+5.9%
March 2020	\$302,689	\$284,549	+6.4%
April 2020	\$306,396	\$289,963	+5.7%
May 2020	\$299,570	\$294,567	+1.7%
June 2020	\$308,279	\$301,259	+2.3%
July 2020	\$318,526	\$294,953	+8.0%
August 2020	\$323,788	\$296,708	+9.1%
12-Month Avg	\$299,647	\$284,351	+5.4%

Historical Average Sales Price by Month

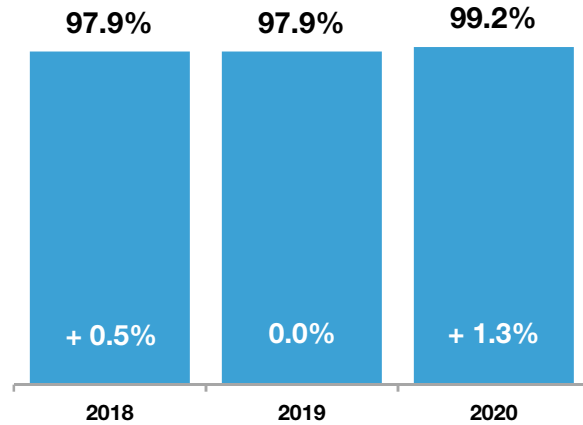


Percent of Original List Price Received

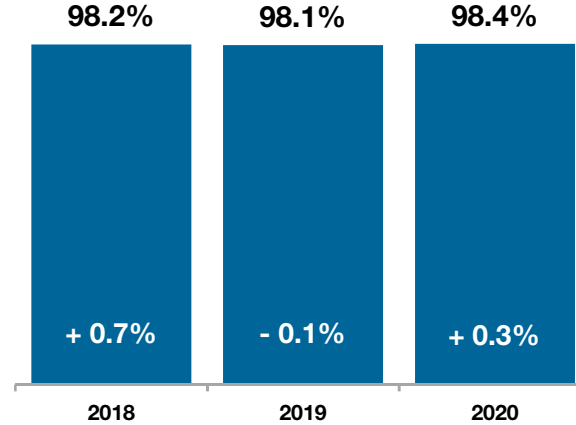


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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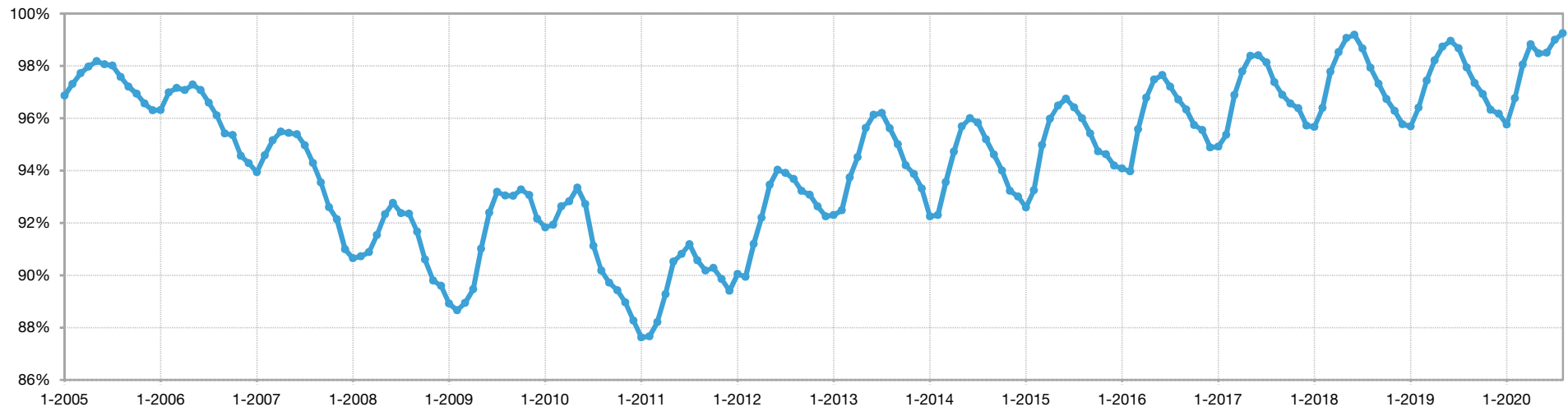


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2019	97.4%	97.3%	+0.1%
October 2019	96.9%	96.7%	+0.2%
November 2019	96.3%	96.3%	0.0%
December 2019	96.2%	95.8%	+0.4%
January 2020	95.8%	95.7%	+0.1%
February 2020	96.8%	96.4%	+0.4%
March 2020	98.0%	97.4%	+0.6%
April 2020	98.8%	98.2%	+0.6%
May 2020	98.5%	98.7%	-0.2%
June 2020	98.5%	99.0%	-0.5%
July 2020	99.0%	98.7%	+0.3%
August 2020	99.2%	97.9%	+1.3%
12-Month Avg	97.6%	97.3%	+0.3%

Historical Percent of Original List Price Received by Month

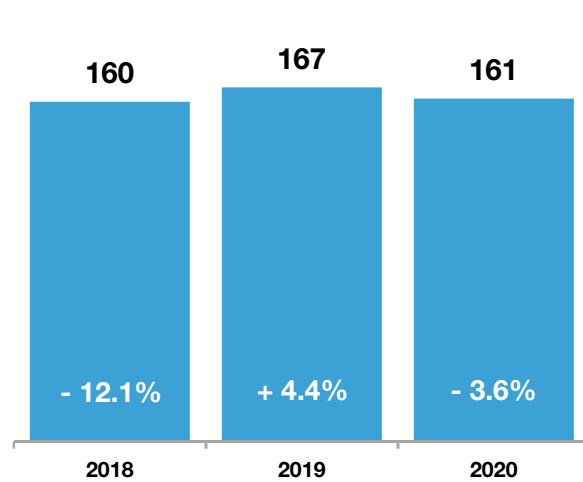


Housing Affordability Index

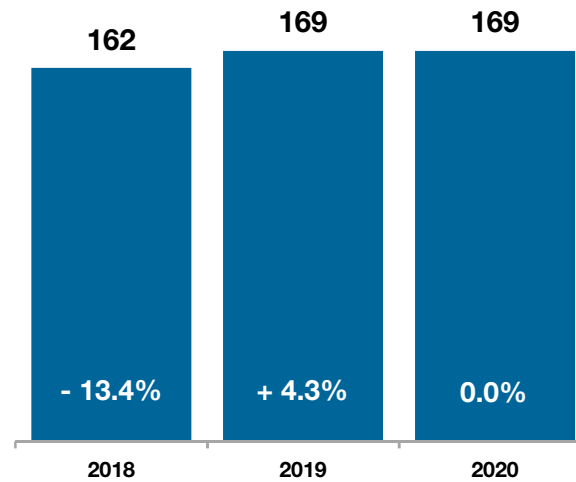


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
September 2019	170	160	+6.3%
October 2019	173	149	+16.1%
November 2019	169	153	+10.5%
December 2019	168	167	+0.6%
January 2020	176	169	+4.1%
February 2020	171	168	+1.8%
March 2020	157	160	-1.9%
April 2020	161	161	0.0%
May 2020	164	156	+5.1%
June 2020	164	153	+7.2%
July 2020	162	159	+1.9%
August 2020	161	167	-3.6%
12-Month Avg	166	160	+3.8%

Historical Housing Affordability Index by Month

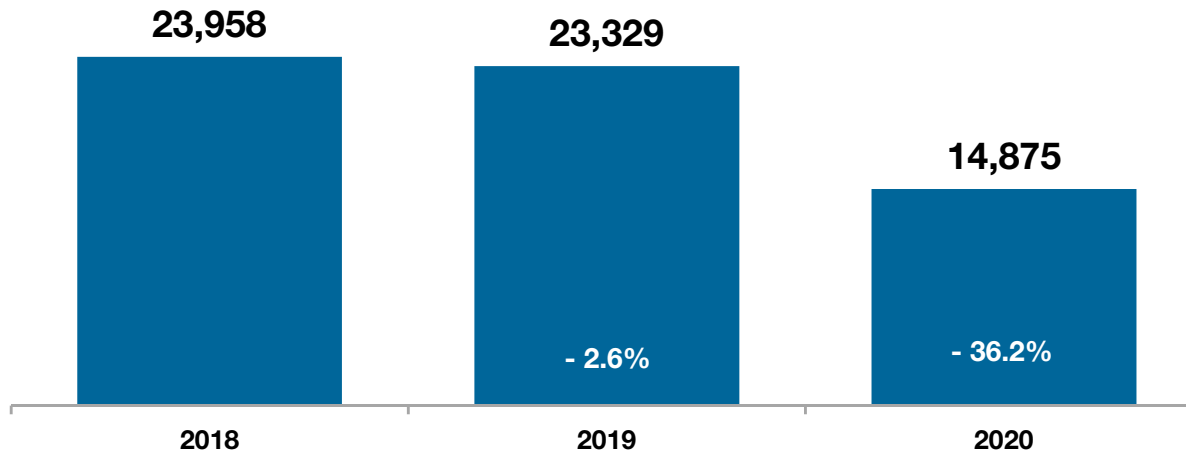


Inventory of Homes for Sale

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

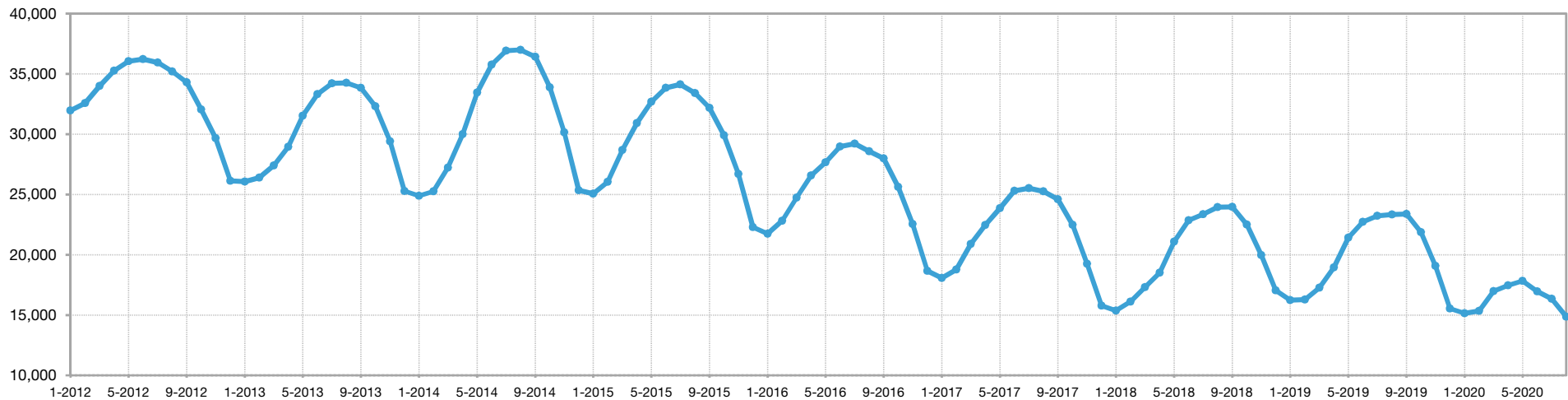


August



	Homes for Sale	Prior Year	Percent Change
September 2019	23,382	23,961	-2.4%
October 2019	21,875	22,502	-2.8%
November 2019	19,070	19,965	-4.5%
December 2019	15,542	17,047	-8.8%
January 2020	15,155	16,247	-6.7%
February 2020	15,351	16,280	-5.7%
March 2020	16,993	17,258	-1.5%
April 2020	17,464	18,944	-7.8%
May 2020	17,844	21,412	-16.7%
June 2020	16,969	22,733	-25.4%
July 2020	16,354	23,228	-29.6%
August 2020	14,875	23,329	-36.2%

Historical Inventory of Homes for Sale by Month



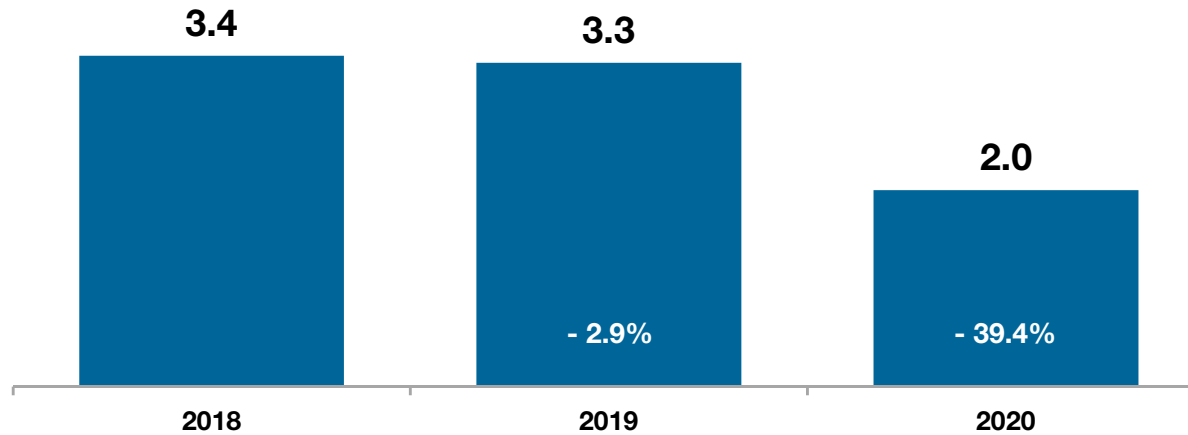
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

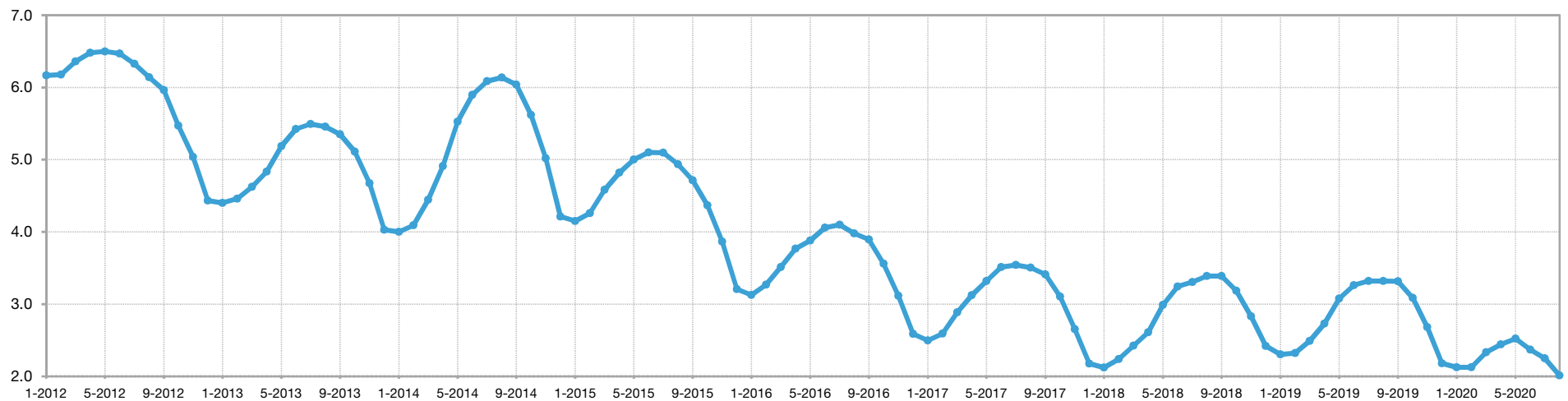


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Months Supply		Prior Year	Percent Change
September 2019	3.3	3.4	-2.9%
October 2019	3.1	3.2	-3.1%
November 2019	2.7	2.8	-3.6%
December 2019	2.2	2.4	-8.3%
January 2020	2.1	2.3	-8.7%
February 2020	2.1	2.3	-8.7%
March 2020	2.3	2.5	-8.0%
April 2020	2.4	2.7	-11.1%
May 2020	2.5	3.1	-19.4%
June 2020	2.4	3.3	-27.3%
July 2020	2.2	3.3	-33.3%
August 2020	2.0	3.3	-39.4%

Historical Months Supply of Inventory by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.