

# Monthly Indicators



## February 2019

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

## Activity Snapshot

**+ 2.3%**      **+ 5.3%**      **- 16.0%**

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One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>New Listings</b>
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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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		7,208	<b>6,058</b>	- 16.0%	12,944	<b>12,128</b>	- 6.3%
<b>Pending Sales</b>		5,249	<b>4,635</b>	- 11.7%	9,740	<b>9,140</b>	- 6.2%
<b>Closed Sales</b>		3,765	<b>3,850</b>	+ 2.3%	7,773	<b>7,687</b>	- 1.1%
<b>Days on Market</b>		68	<b>65</b>	- 4.4%	68	<b>65</b>	- 4.4%
<b>Median Sales Price</b>		\$225,000	<b>\$237,000</b>	+ 5.3%	\$221,500	<b>\$235,000</b>	+ 6.1%
<b>Avg. Sales Price</b>		\$261,082	<b>\$272,042</b>	+ 4.2%	\$258,619	<b>\$271,854</b>	+ 5.1%
<b>Pct. of Orig. Price Received</b>		96.4%	<b>96.4%</b>	0.0%	96.0%	<b>96.1%</b>	+ 0.1%
<b>Affordability Index</b>		176	<b>168</b>	- 4.5%	179	<b>170</b>	- 5.0%
<b>Homes for Sale*</b>		19,666	<b>14,754</b>	- 25.0%	--	<b>--</b>	--
<b>Months Supply*</b>		2.7	<b>2.1</b>	- 22.2%	--	<b>--</b>	--

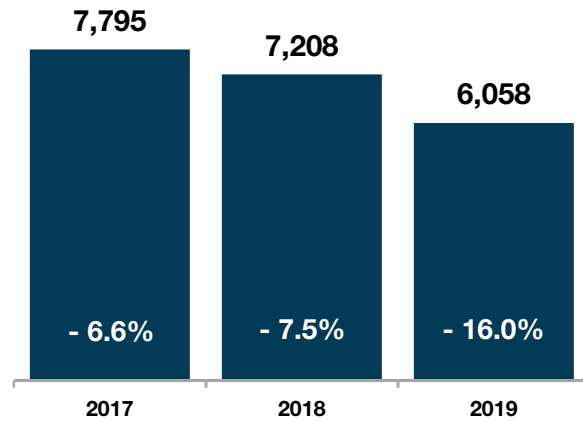
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

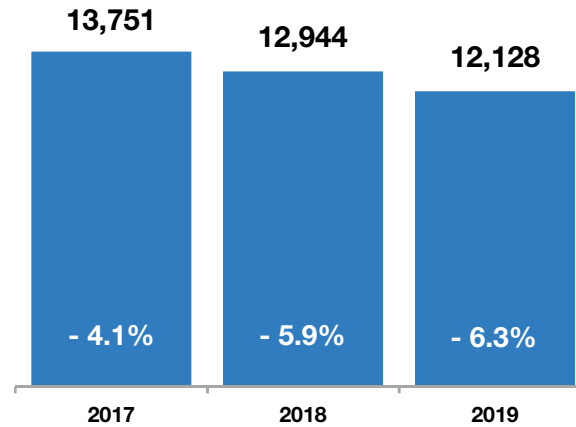
A count of the properties that have been newly listed on the market in a given month.



## February

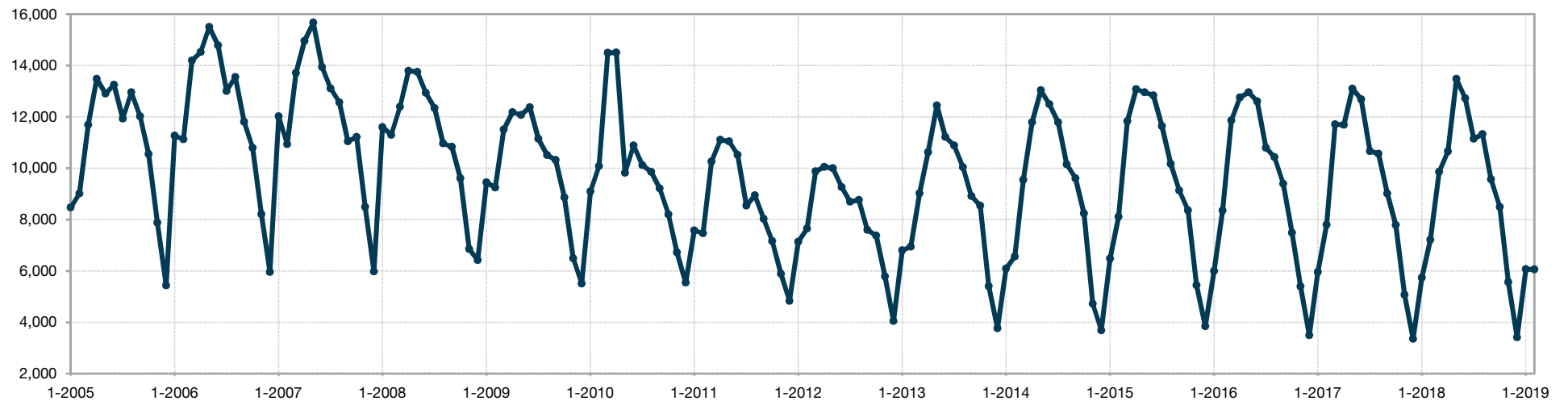


## Year to Date



	New Listings	Prior Year	Percent Change
March 2018	9,858	11,703	-15.8%
April 2018	10,653	11,685	-8.8%
May 2018	13,480	13,098	+2.9%
June 2018	12,723	12,685	+0.3%
July 2018	11,140	10,660	+4.5%
August 2018	11,329	10,564	+7.2%
September 2018	9,567	9,011	+6.2%
October 2018	8,488	7,791	+8.9%
November 2018	5,568	5,068	+9.9%
December 2018	3,413	3,350	+1.9%
January 2019	6,070	5,736	+5.8%
<b>February 2019</b>	<b>6,058</b>	<b>7,208</b>	<b>-16.0%</b>
12-Month Avg	9,029	9,047	-0.2%

## Historical New Listings by Month

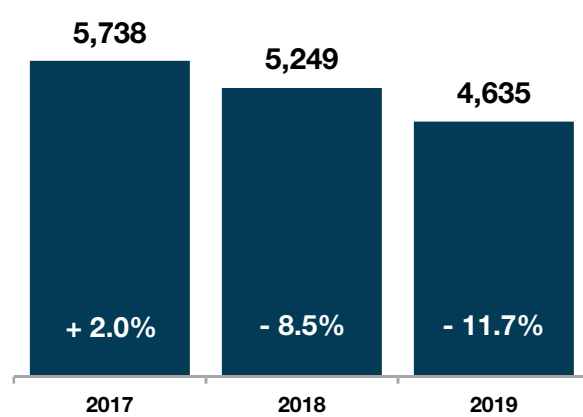


# Pending Sales

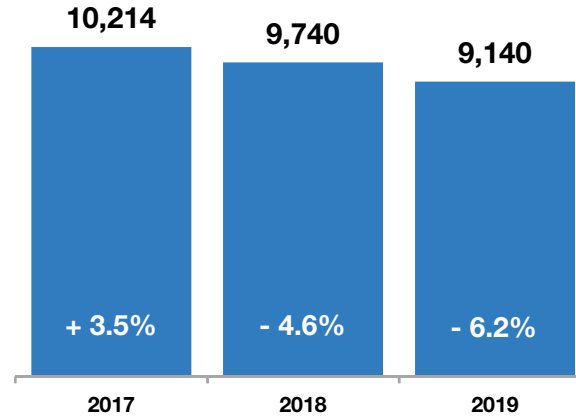
A count of the properties on which offers have been accepted in a given month.



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## Year to Date



	Pending Sales	Prior Year	Percent Change
March 2018	7,427	8,158	-9.0%
April 2018	8,243	8,670	-4.9%
May 2018	9,462	9,904	-4.5%
June 2018	9,157	9,195	-0.4%
July 2018	8,641	8,341	+3.6%
August 2018	8,376	8,353	+0.3%
September 2018	7,004	6,914	+1.3%
October 2018	6,761	6,879	-1.7%
November 2018	5,461	5,606	-2.6%
December 2018	4,089	4,193	-2.5%
January 2019	4,505	4,491	+0.3%
<b>February 2019</b>	<b>4,635</b>	<b>5,249</b>	<b>-11.7%</b>
12-Month Avg	6,980	7,163	-2.6%

## Historical Pending Sales by Month

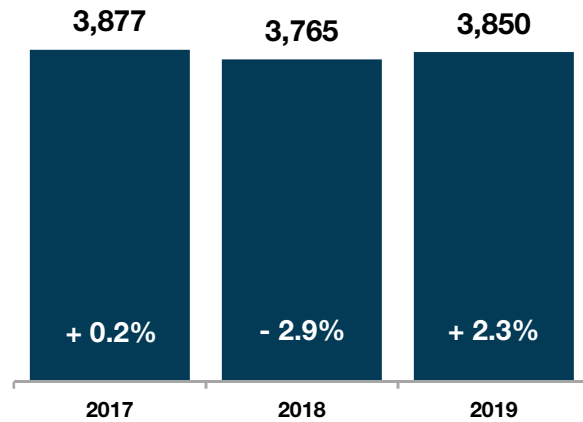


# Closed Sales

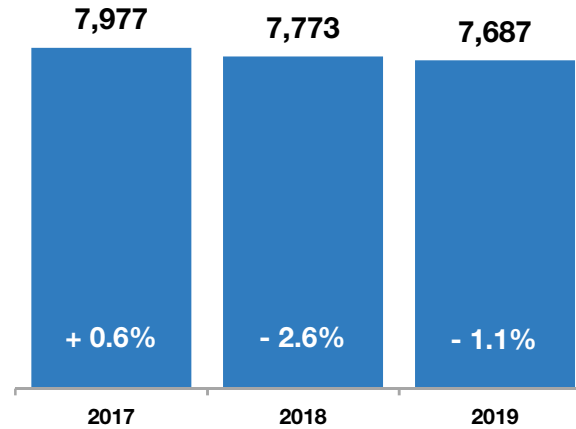
A count of the actual sales that closed in a given month.



## February



## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2018	5,714	6,031	-5.3%
April 2018	6,543	6,621	-1.2%
May 2018	8,318	9,189	-9.5%
June 2018	10,244	10,925	-6.2%
July 2018	9,004	8,774	+2.6%
August 2018	9,757	9,326	+4.6%
September 2018	7,510	7,850	-4.3%
October 2018	7,703	7,356	+4.7%
November 2018	6,744	6,728	+0.2%
December 2018	5,245	5,777	-9.2%
January 2019	3,837	4,008	-4.3%
<b>February 2019</b>	<b>3,850</b>	<b>3,765</b>	<b>+2.3%</b>
12-Month Avg	7,039	7,196	-2.2%

## Historical Closed Sales by Month

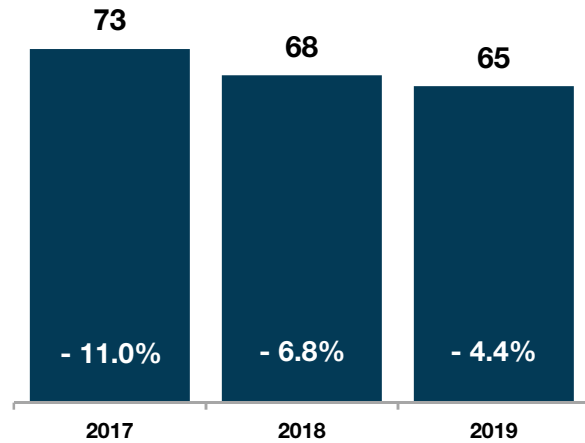


# Days on Market Until Sale

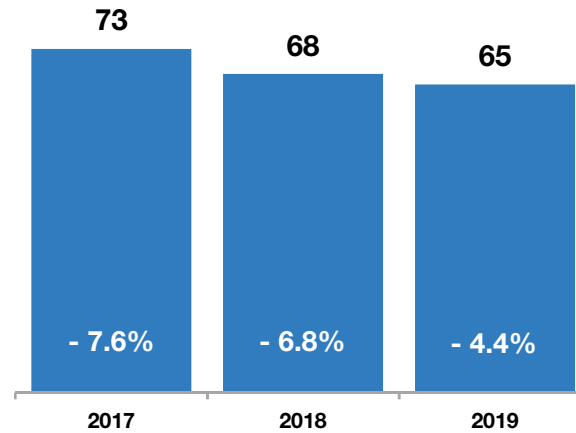
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



## Year to Date



Days on Market	Prior Year	Percent Change
March 2018	66	-13.6%
April 2018	57	-10.5%
May 2018	50	-2.0%
June 2018	46	-8.7%
July 2018	46	-8.7%
August 2018	49	-6.1%
September 2018	53	-9.4%
October 2018	55	-3.6%
November 2018	58	-6.9%
December 2018	62	-8.1%
January 2019	68	-2.9%
<b>February 2019</b>	<b>65</b>	<b>-4.4%</b>
12-Month Avg	52	-7.1%

## Historical Days on Market Until Sale by Month

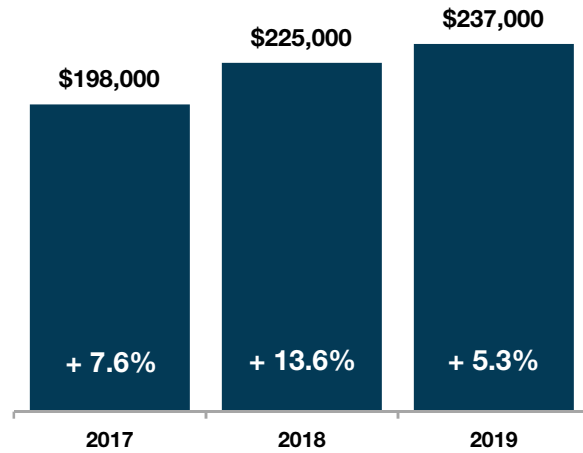


# Median Sales Price

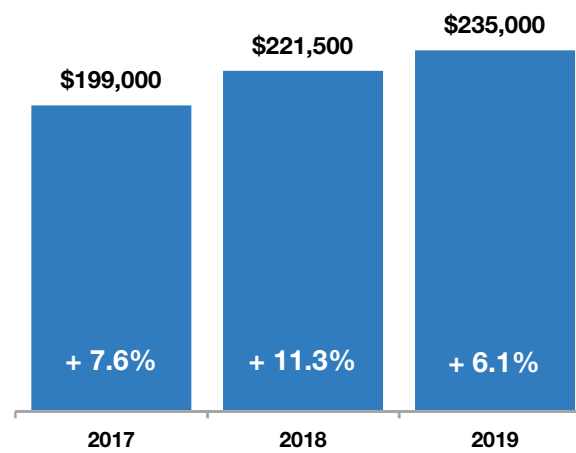
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February

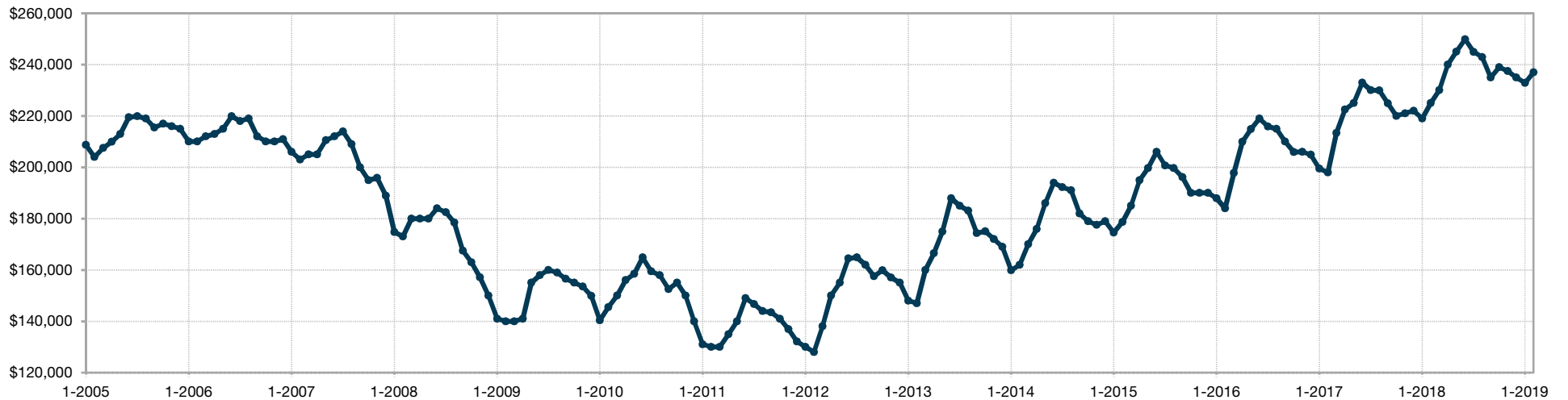


## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2018	\$230,000	\$213,400	+7.8%
April 2018	\$240,000	\$222,500	+7.9%
May 2018	\$245,000	\$225,000	+8.9%
June 2018	\$249,900	\$233,000	+7.3%
July 2018	\$244,900	\$230,000	+6.5%
August 2018	\$242,900	\$229,900	+5.7%
September 2018	\$235,000	\$224,900	+4.5%
October 2018	\$239,000	\$220,000	+8.6%
November 2018	\$237,500	\$221,000	+7.5%
December 2018	\$234,950	\$222,000	+5.8%
January 2019	\$232,900	\$219,000	+6.3%
<b>February 2019</b>	<b>\$237,000</b>	<b>\$225,000</b>	<b>+5.3%</b>
12-Month Avg	\$239,087	\$223,808	+6.8%

## Historical Median Sales Price by Month

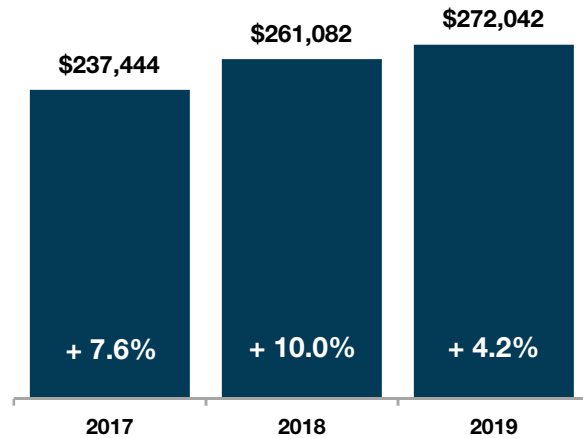


# Average Sales Price

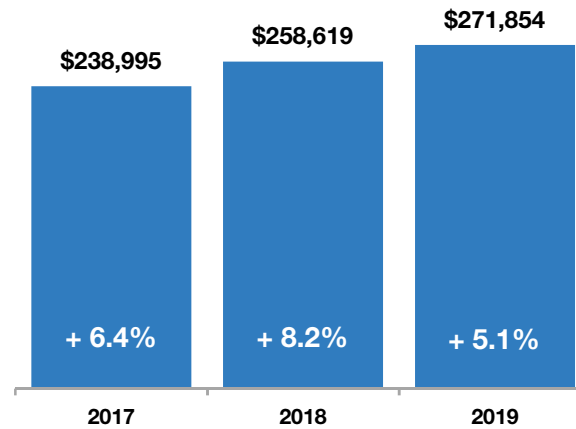
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

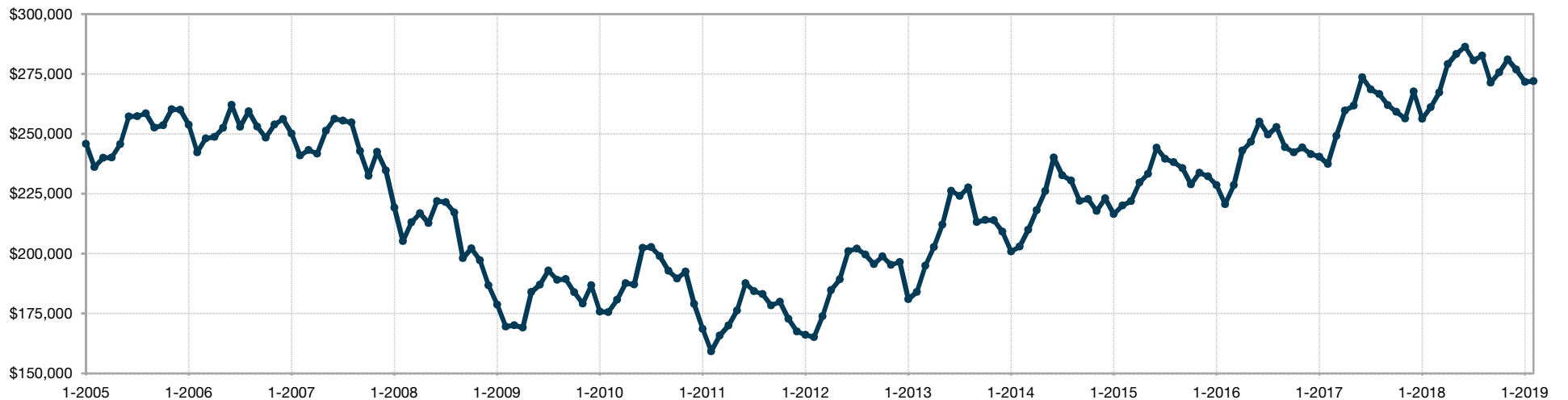


## Year to Date



	Average Sales Price	Prior Year	Percent Change
March 2018	\$267,285	\$249,138	+7.3%
April 2018	\$279,070	\$259,711	+7.5%
May 2018	\$283,325	\$261,776	+8.2%
June 2018	\$286,354	\$273,654	+4.6%
July 2018	\$280,639	\$268,550	+4.5%
August 2018	\$282,707	\$266,586	+6.0%
September 2018	\$271,360	\$262,034	+3.6%
October 2018	\$275,668	\$259,213	+6.3%
November 2018	\$281,100	\$256,363	+9.6%
December 2018	\$276,800	\$267,642	+3.4%
January 2019	\$271,666	\$256,304	+6.0%
<b>February 2019</b>	<b>\$272,042</b>	<b>\$261,082</b>	<b>+4.2%</b>
12-Month Avg	\$277,335	\$261,838	+5.9%

## Historical Average Sales Price by Month



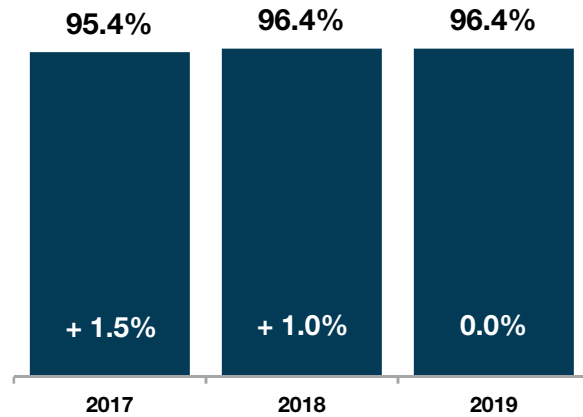


# Percent of Original List Price Received

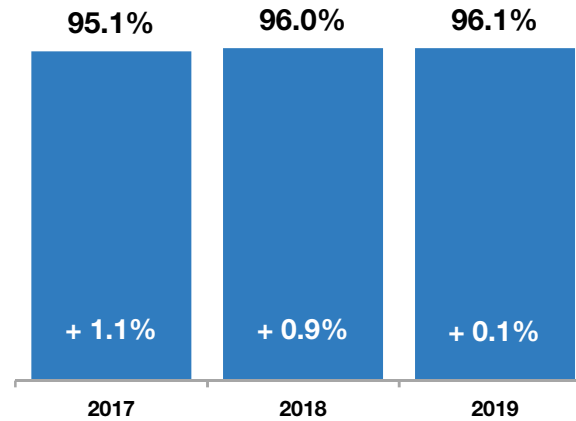
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February

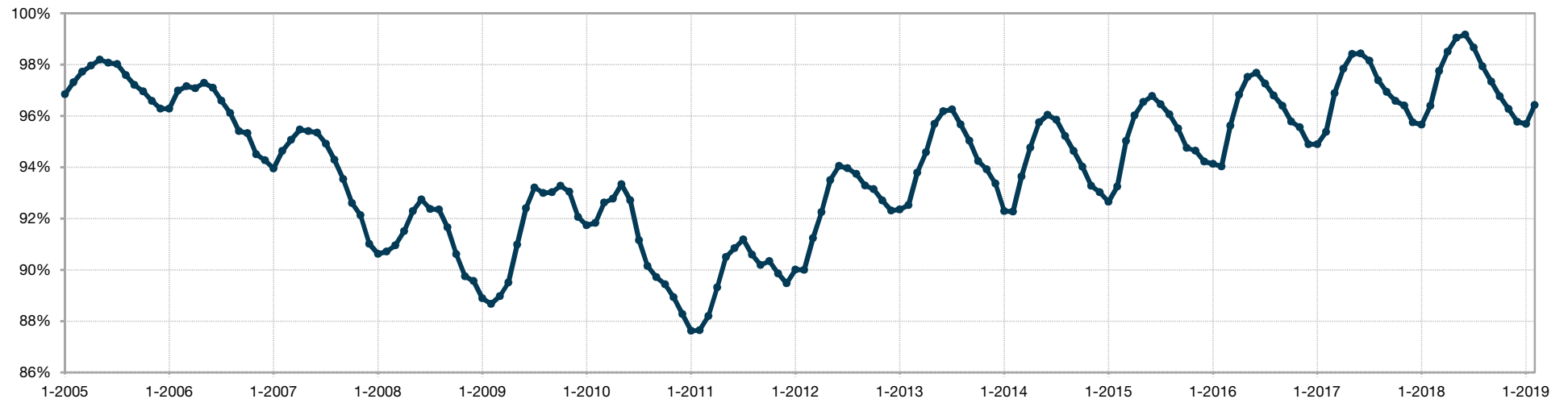


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2018	97.7%	96.9%	+0.8%
April 2018	98.5%	97.8%	+0.7%
May 2018	99.0%	98.4%	+0.6%
June 2018	99.2%	98.4%	+0.8%
July 2018	98.7%	98.2%	+0.5%
August 2018	97.9%	97.4%	+0.5%
September 2018	97.3%	96.9%	+0.4%
October 2018	96.8%	96.6%	+0.2%
November 2018	96.3%	96.4%	-0.1%
December 2018	95.8%	95.8%	0.0%
January 2019	95.7%	95.7%	0.0%
<b>February 2019</b>	<b>96.4%</b>	<b>96.4%</b>	<b>0.0%</b>
12-Month Avg	97.4%	97.1%	+0.3%

## Historical Percent of Original List Price Received by Month

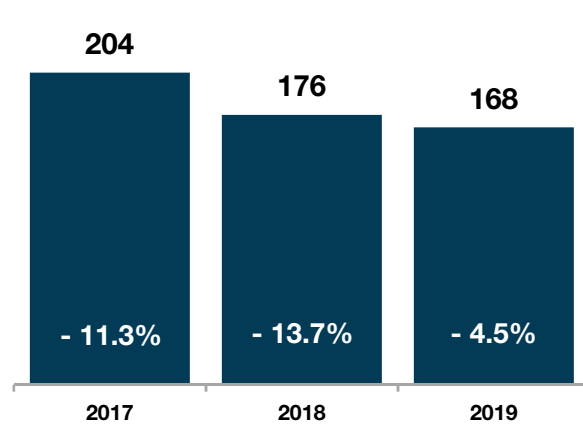


# Housing Affordability Index

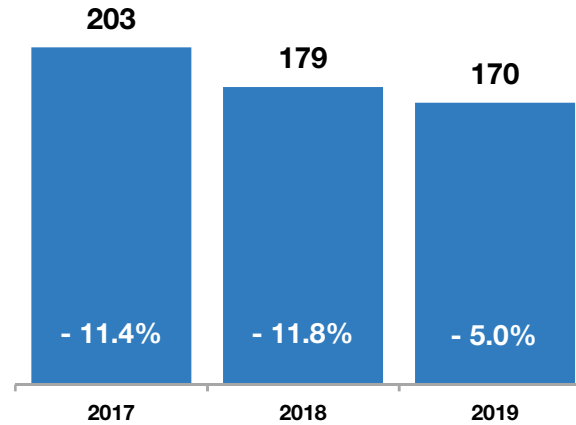
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February



## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2018	172	188	-8.5%
April 2018	162	185	-12.4%
May 2018	159	184	-13.6%
June 2018	157	178	-11.8%
July 2018	160	180	-11.1%
August 2018	160	182	-12.1%
September 2018	160	186	-14.0%
October 2018	148	187	-20.9%
November 2018	153	188	-18.6%
December 2018	167	185	-9.7%
January 2019	169	182	-7.1%
<b>February 2019</b>	<b>168</b>	<b>176</b>	<b>-4.5%</b>
12-Month Avg	161	183	-12.0%

## Historical Housing Affordability Index by Month

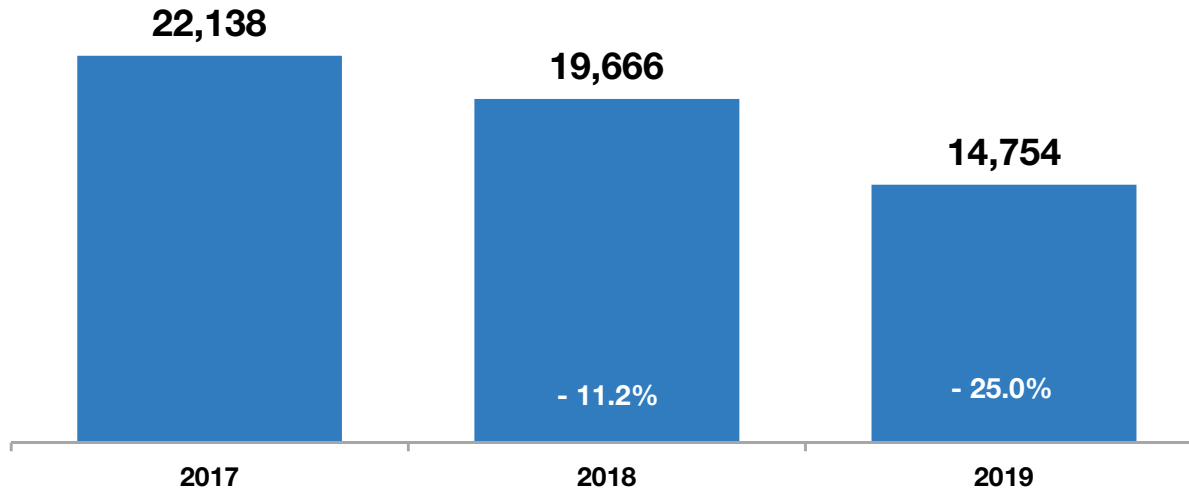


# Inventory of Homes for Sale

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

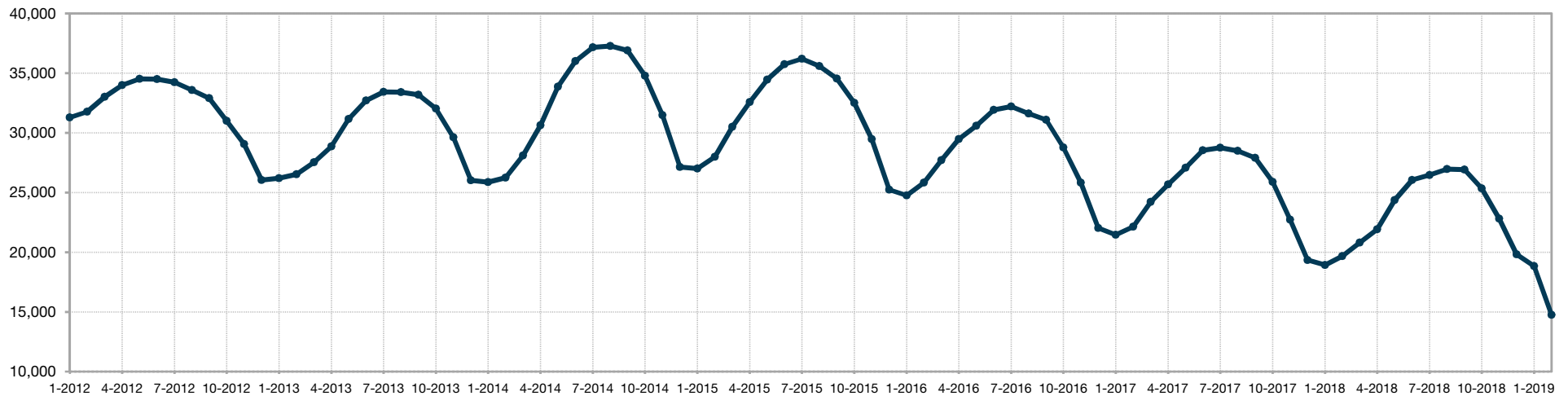


## February



Homes for Sale		Prior Year	Percent Change
March 2018	20,811	24,206	-14.0%
April 2018	21,925	25,679	-14.6%
May 2018	24,370	27,081	-10.0%
June 2018	26,038	28,534	-8.7%
July 2018	26,456	28,753	-8.0%
August 2018	26,970	28,487	-5.3%
September 2018	26,927	27,894	-3.5%
October 2018	25,345	25,892	-2.1%
November 2018	22,810	22,734	+0.3%
December 2018	19,829	19,350	+2.5%
January 2019	18,850	18,934	-0.4%
<b>February 2019</b>	<b>14,754</b>	<b>19,666</b>	<b>-25.0%</b>

## Historical Inventory of Homes for Sale by Month



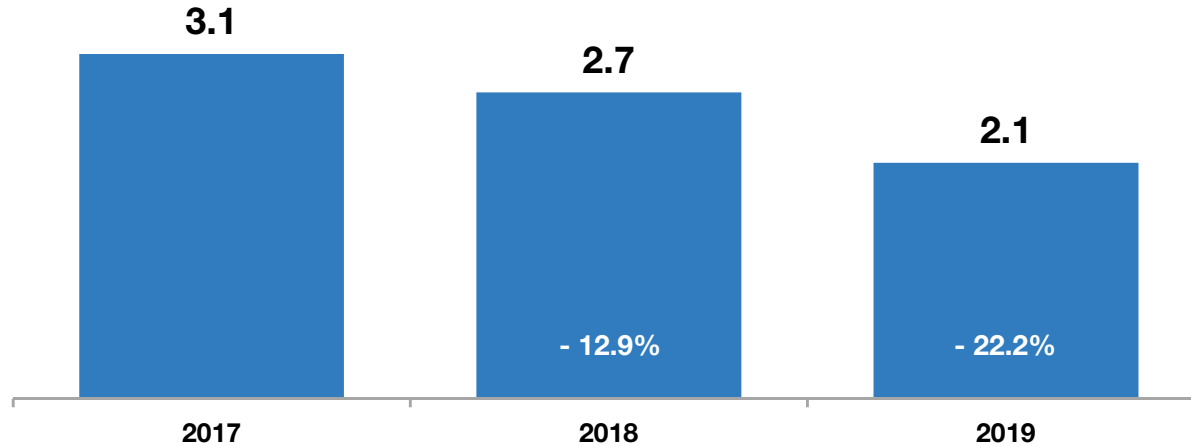
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

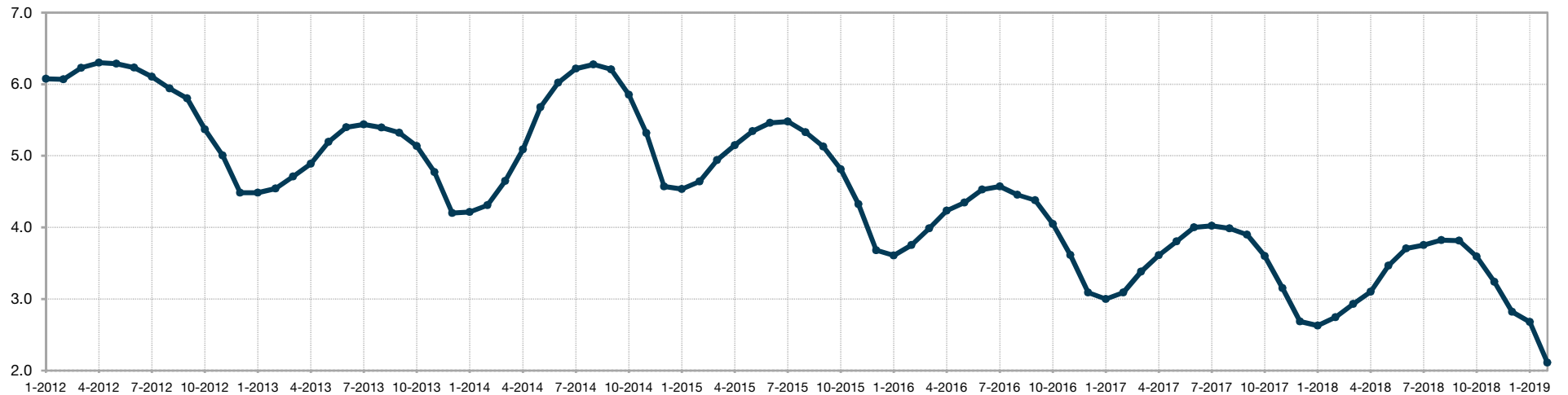


## February



Months Supply		Prior Year	Percent Change
March 2018	2.9	3.4	-14.7%
April 2018	3.1	3.6	-13.9%
May 2018	3.5	3.8	-7.9%
June 2018	3.7	4.0	-7.5%
July 2018	3.8	4.0	-5.0%
August 2018	3.8	4.0	-5.0%
September 2018	3.8	3.9	-2.6%
October 2018	3.6	3.6	0.0%
November 2018	3.2	3.2	0.0%
December 2018	2.8	2.7	+3.7%
January 2019	2.7	2.6	+3.8%
<b>February 2019</b>	<b>2.1</b>	<b>2.7</b>	<b>-22.2%</b>

## 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.