

Monthly Indicators



August 2021

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

Activity Snapshot

- 3.0% **+ 11.3%** **- 3.8%**

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	8-2020	8-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		11,249	10,822	- 3.8%	77,110	77,359	+ 0.3%
Pending Sales		10,521	9,261	- 12.0%	64,540	65,901	+ 2.1%
Closed Sales		9,986	9,688	- 3.0%	57,109	60,794	+ 6.5%
Days on Market		42	26	- 38.1%	49	32	- 34.7%
Median Sales Price		\$284,000	\$316,000	+ 11.3%	\$270,000	\$307,500	+ 13.9%
Avg. Sales Price		\$323,871	\$367,407	+ 13.4%	\$308,161	\$352,135	+ 14.3%
Pct. of Orig. Price Received		99.2%	101.5%	+ 2.3%	98.4%	101.7%	+ 3.4%
Affordability Index		161	142	- 11.8%	169	146	- 13.6%
Homes for Sale*		15,932	11,956	- 25.0%	--	--	--
Months Supply*		2.1	1.5	- 28.6%	--	--	--

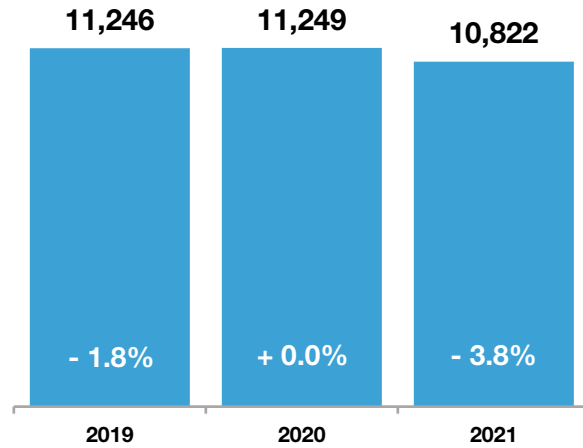
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

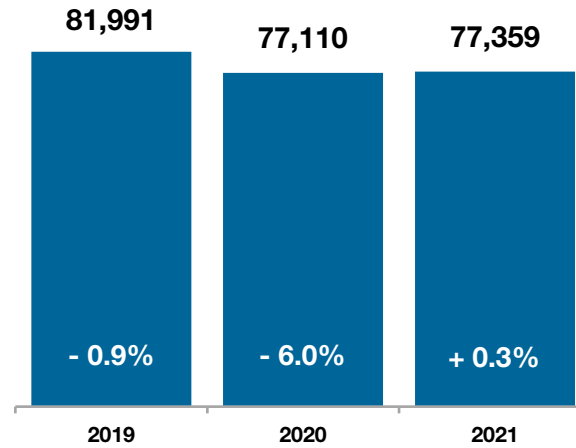
A count of the properties that have been newly listed on the market in a given month.



August

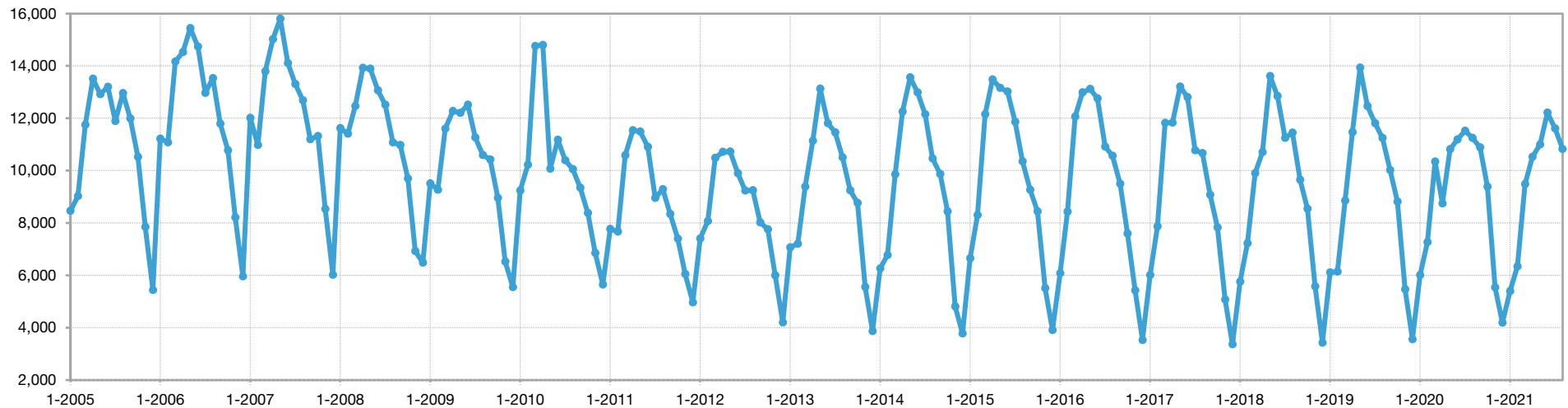


Year to Date



	New Listings	Prior Year	Percent Change
September 2020	10,887	10,015	+8.7%
October 2020	9,381	8,814	+6.4%
November 2020	5,530	5,459	+1.3%
December 2020	4,189	3,553	+17.9%
January 2021	5,391	6,002	-10.2%
February 2021	6,334	7,261	-12.8%
March 2021	9,482	10,341	-8.3%
April 2021	10,523	8,746	+20.3%
May 2021	10,991	10,809	+1.7%
June 2021	12,209	11,186	+9.1%
July 2021	11,607	11,516	+0.8%
August 2021	10,822	11,249	-3.8%
12-Month Avg	8,946	8,746	+2.3%

Historical New Listings by Month

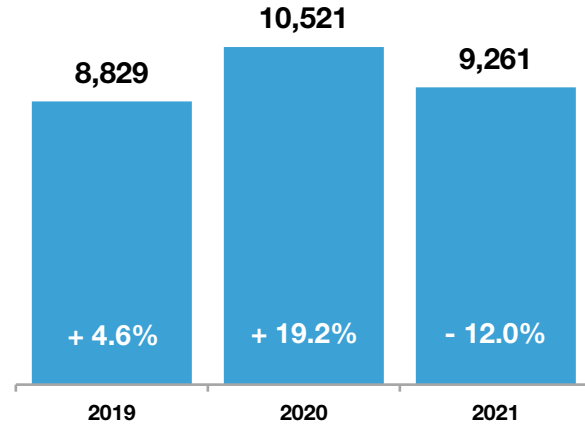


Pending Sales

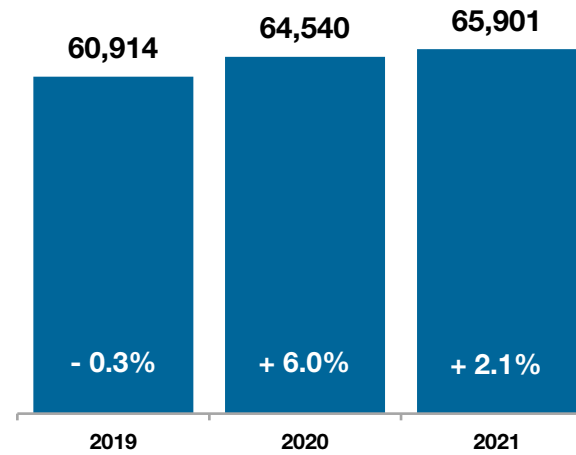
A count of the properties on which offers have been accepted in a given month.



August

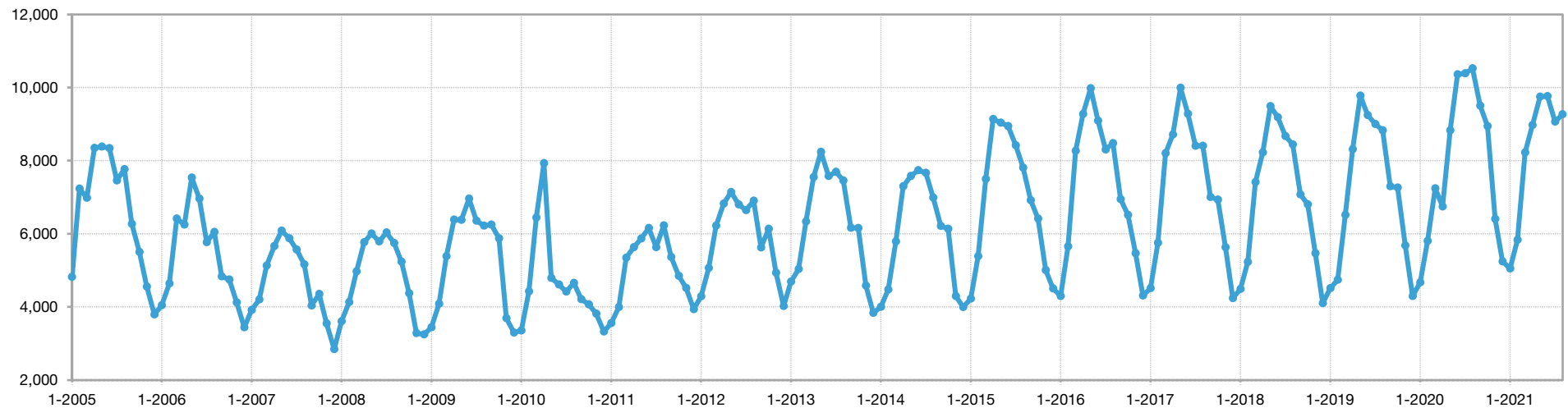


Year to Date



	Pending Sales	Prior Year	Percent Change
September 2020	9,505	7,293	+30.3%
October 2020	8,939	7,264	+23.1%
November 2020	6,407	5,681	+12.8%
December 2020	5,244	4,296	+22.1%
January 2021	5,045	4,666	+8.1%
February 2021	5,832	5,805	+0.5%
March 2021	8,224	7,240	+13.6%
April 2021	8,971	6,740	+33.1%
May 2021	9,748	8,826	+10.4%
June 2021	9,758	10,358	-5.8%
July 2021	9,062	10,384	-12.7%
August 2021	9,261	10,521	-12.0%
12-Month Avg	8,000	7,423	+7.8%

Historical Pending Sales by Month

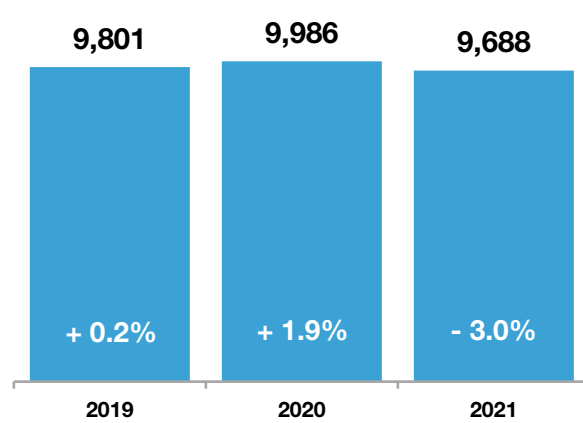


Closed Sales

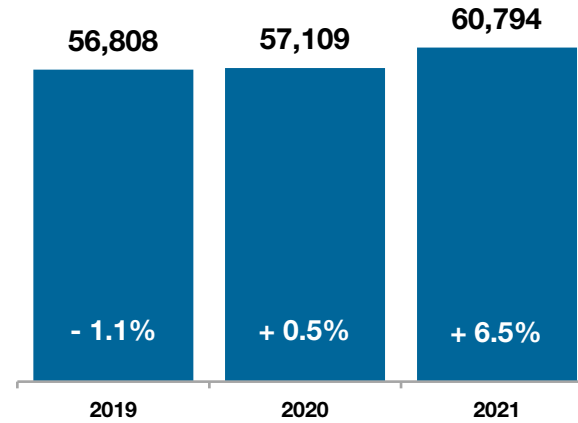
A count of the actual sales that closed in a given month.



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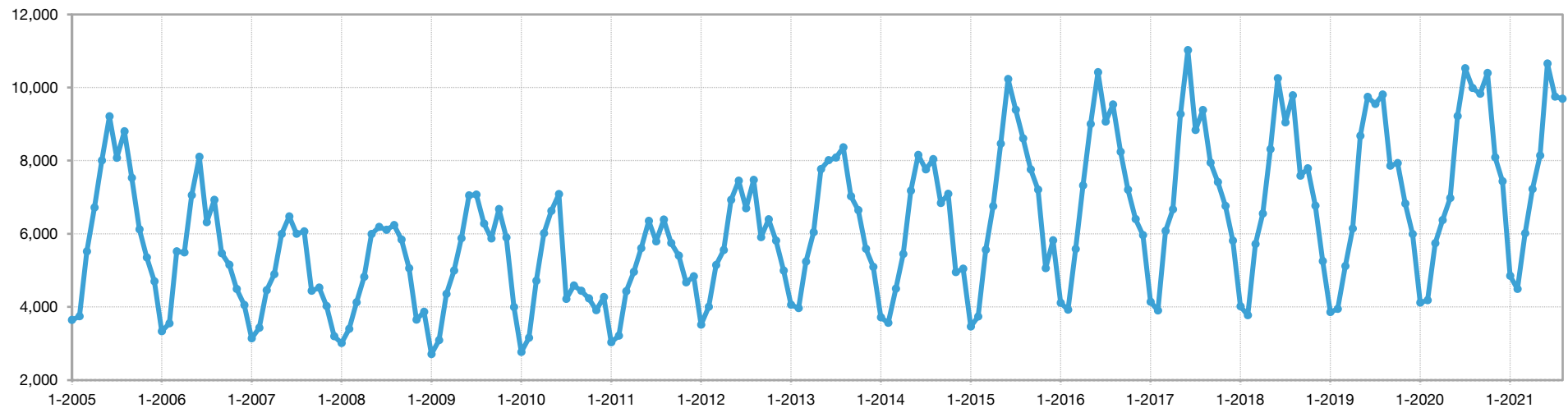


Year to Date



	Closed Sales	Prior Year	Percent Change
September 2020	9,823	7,858	+25.0%
October 2020	10,390	7,928	+31.1%
November 2020	8,088	6,820	+18.6%
December 2020	7,433	5,990	+24.1%
January 2021	4,847	4,118	+17.7%
February 2021	4,491	4,181	+7.4%
March 2021	6,009	5,740	+4.7%
April 2021	7,220	6,373	+13.3%
May 2021	8,140	6,973	+16.7%
June 2021	10,651	9,216	+15.6%
July 2021	9,748	10,522	-7.4%
August 2021	9,688	9,986	-3.0%
12-Month Avg	8,044	7,142	+12.6%

Historical Closed Sales by Month

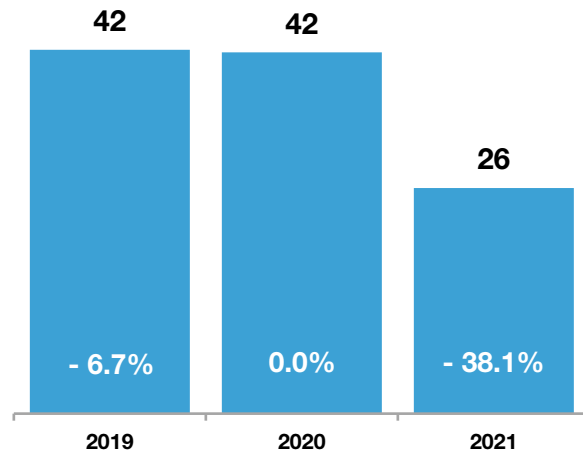


Days on Market Until Sale

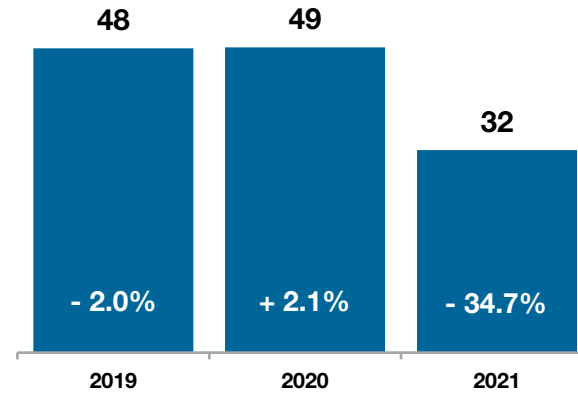


Average number of days between when a property is listed and when an offer is accepted in a given month.

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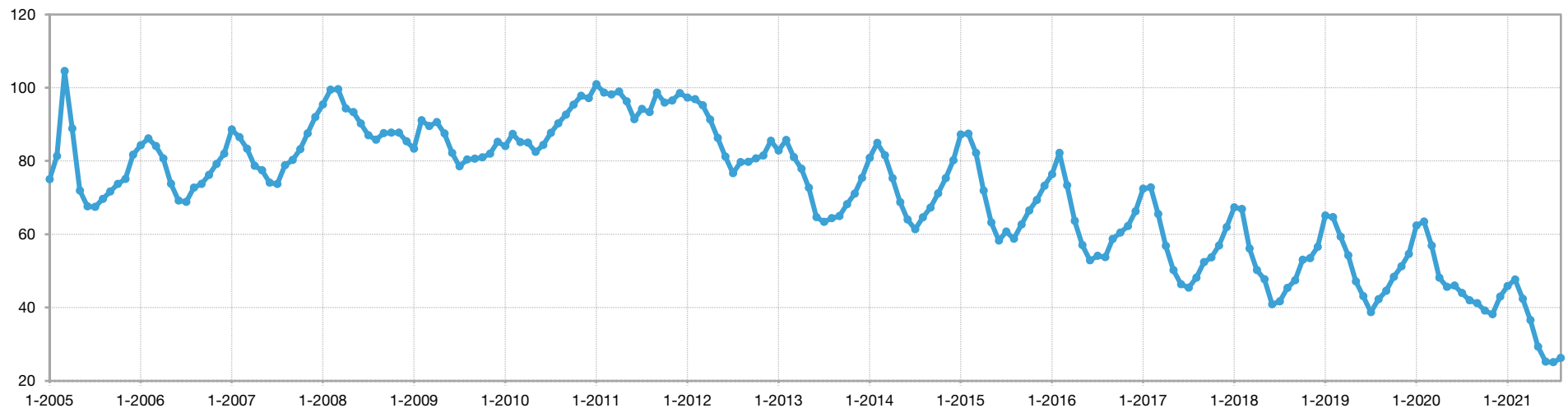


Year to Date



Month	Days on Market	Prior Year	Percent Change
September 2020	41	45	-8.9%
October 2020	39	48	-18.8%
November 2020	38	51	-25.5%
December 2020	43	55	-21.8%
January 2021	46	62	-25.8%
February 2021	48	63	-23.8%
March 2021	42	57	-26.3%
April 2021	37	48	-22.9%
May 2021	29	46	-37.0%
June 2021	25	46	-45.7%
July 2021	25	44	-43.2%
August 2021	26	42	-38.1%
12-Month Avg	37	51	-27.5%

Historical Days on Market Until Sale by Month

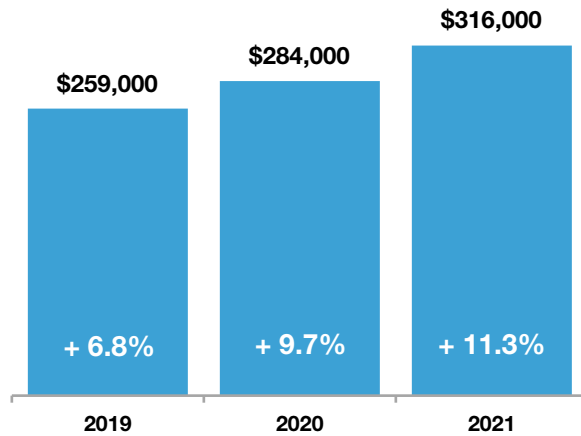


Median Sales Price

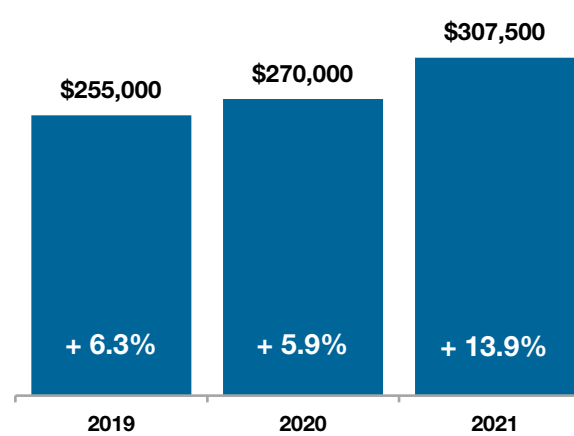
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2020	\$279,900	\$251,000	+11.5%
October 2020	\$285,000	\$250,000	+14.0%
November 2020	\$284,000	\$250,000	+13.6%
December 2020	\$277,688	\$251,000	+10.6%
January 2021	\$272,000	\$245,450	+10.8%
February 2021	\$282,500	\$254,975	+10.8%
March 2021	\$295,000	\$268,000	+10.1%
April 2021	\$305,000	\$275,000	+10.9%
May 2021	\$310,000	\$268,000	+15.7%
June 2021	\$325,000	\$273,000	+19.0%
July 2021	\$315,000	\$280,000	+12.5%
August 2021	\$316,000	\$284,000	+11.3%
12-Month Avg	\$295,591	\$262,535	+12.6%

Historical Median Sales Price by Month

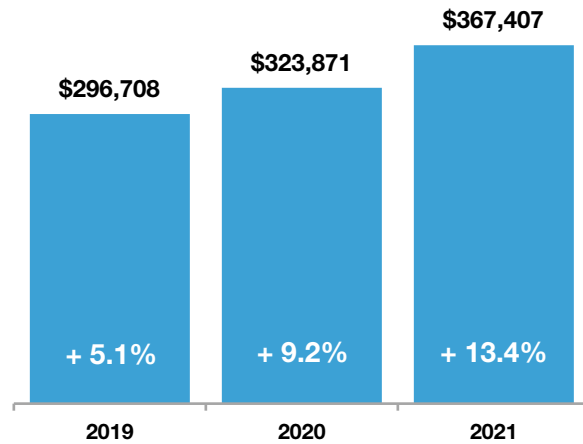


Average Sales Price

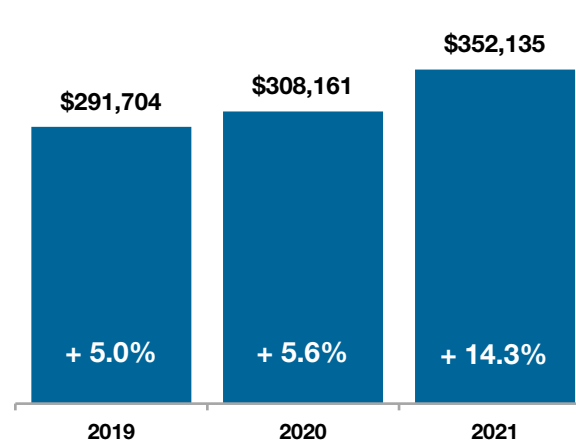
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2020	\$322,113	\$292,408	+10.2%
October 2020	\$335,042	\$289,420	+15.8%
November 2020	\$328,049	\$286,906	+14.3%
December 2020	\$321,095	\$291,728	+10.1%
January 2021	\$310,643	\$286,892	+8.3%
February 2021	\$320,462	\$289,300	+10.8%
March 2021	\$339,545	\$302,725	+12.2%
April 2021	\$345,162	\$306,355	+12.7%
May 2021	\$361,670	\$299,697	+20.7%
June 2021	\$368,248	\$308,145	+19.5%
July 2021	\$359,524	\$318,731	+12.8%
August 2021	\$367,407	\$323,871	+13.4%
12-Month Avg	\$339,913	\$299,682	+13.4%

Historical Average Sales Price by Month

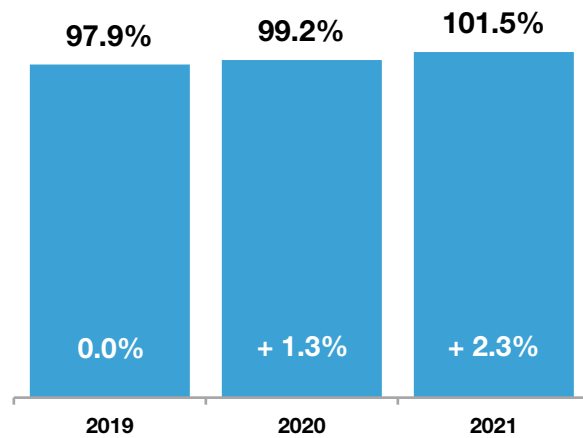


Percent of Original List Price Received

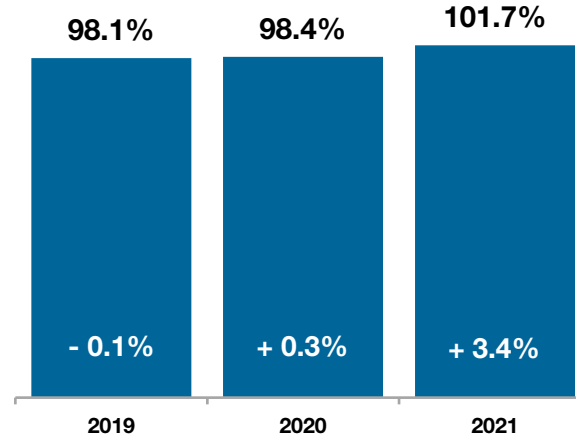


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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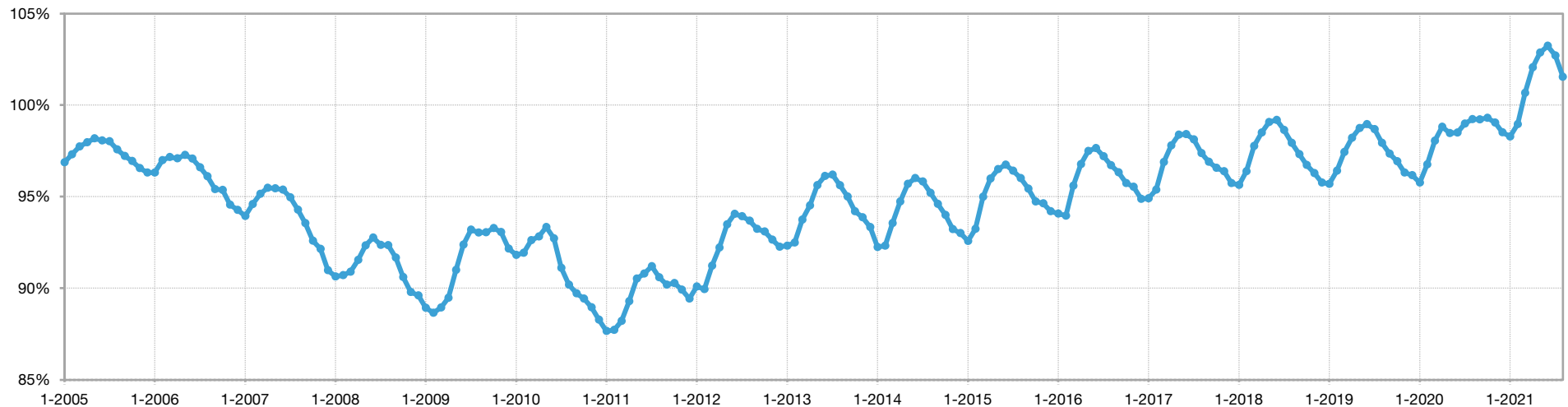


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2020	99.2%	97.4%	+1.8%
October 2020	99.3%	96.9%	+2.5%
November 2020	99.0%	96.3%	+2.8%
December 2020	98.5%	96.2%	+2.4%
January 2021	98.3%	95.8%	+2.6%
February 2021	99.0%	96.8%	+2.3%
March 2021	100.7%	98.0%	+2.8%
April 2021	102.1%	98.8%	+3.3%
May 2021	102.9%	98.5%	+4.5%
June 2021	103.2%	98.5%	+4.8%
July 2021	102.7%	99.0%	+3.7%
August 2021	101.5%	99.2%	+2.3%
12-Month Avg	100.5%	97.6%	+3.0%

Historical Percent of Original List Price Received by Month

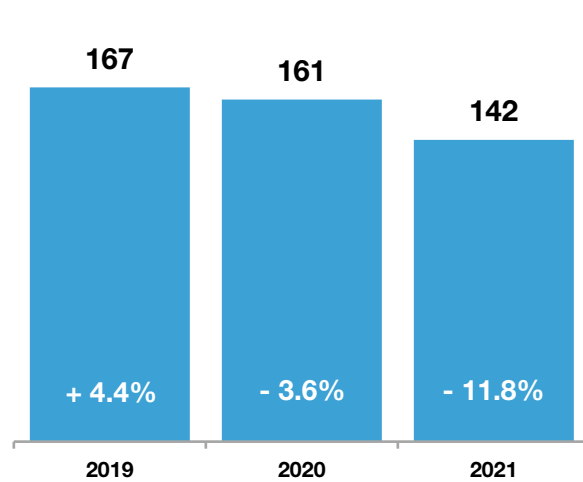


Housing Affordability Index

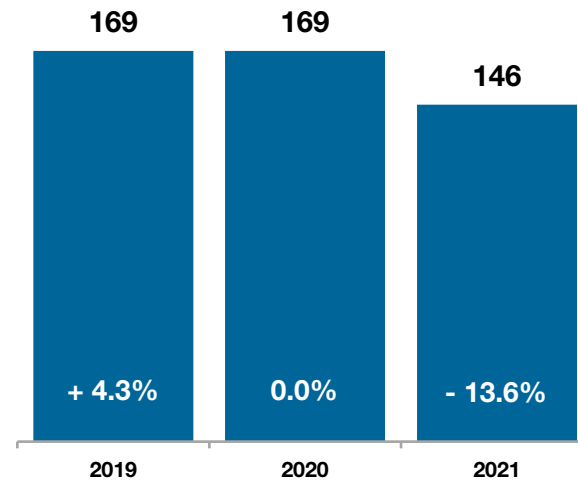


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
September 2020	163	170	-4.1%
October 2020	162	173	-6.4%
November 2020	163	169	-3.6%
December 2020	167	168	-0.6%
January 2021	169	176	-4.0%
February 2021	155	171	-9.4%
March 2021	148	157	-5.7%
April 2021	147	161	-8.7%
May 2021	144	164	-12.2%
June 2021	137	164	-16.5%
July 2021	142	162	-12.3%
August 2021	142	161	-11.8%
12-Month Avg	153	166	-7.8%

Historical Housing Affordability Index by Month

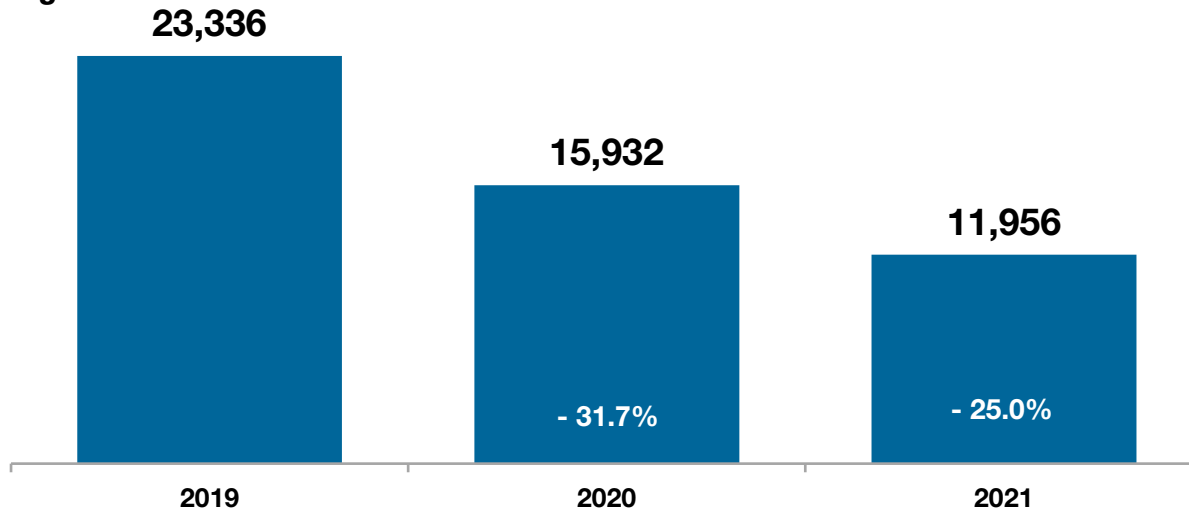


Inventory of Homes for Sale

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

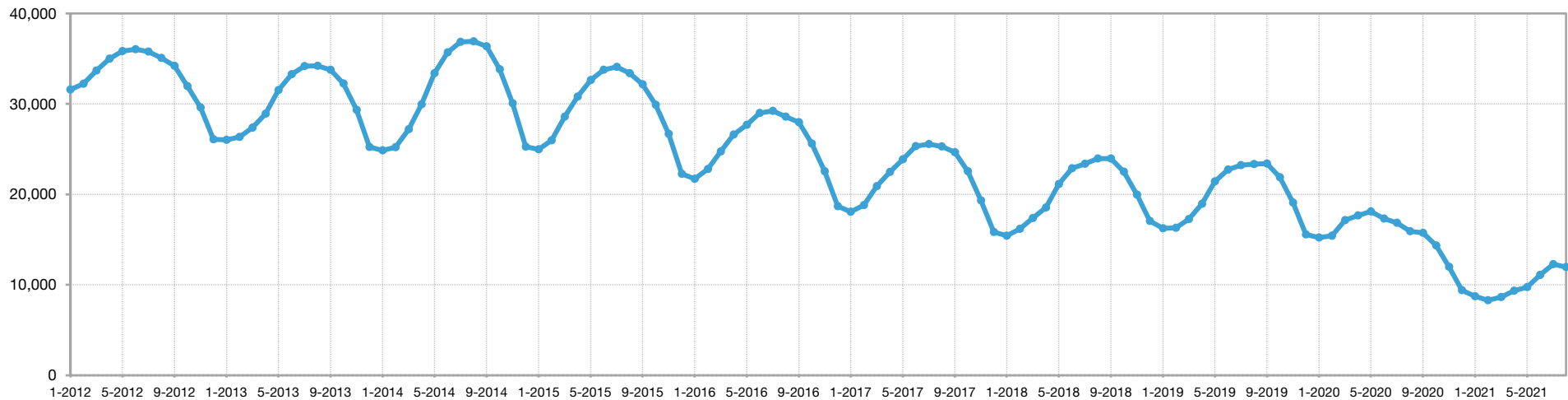


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Homes for Sale		Prior Year	Percent Change
September 2020	15,739	23,390	-32.7%
October 2020	14,354	21,896	-34.4%
November 2020	11,998	19,098	-37.2%
December 2020	9,387	15,584	-39.8%
January 2021	8,717	15,215	-42.7%
February 2021	8,293	15,427	-46.2%
March 2021	8,644	17,148	-49.6%
April 2021	9,343	17,660	-47.1%
May 2021	9,747	18,106	-46.2%
June 2021	11,079	17,316	-36.0%
July 2021	12,292	16,840	-27.0%
August 2021	11,956	15,932	-25.0%

Historical Inventory of Homes for Sale by Month



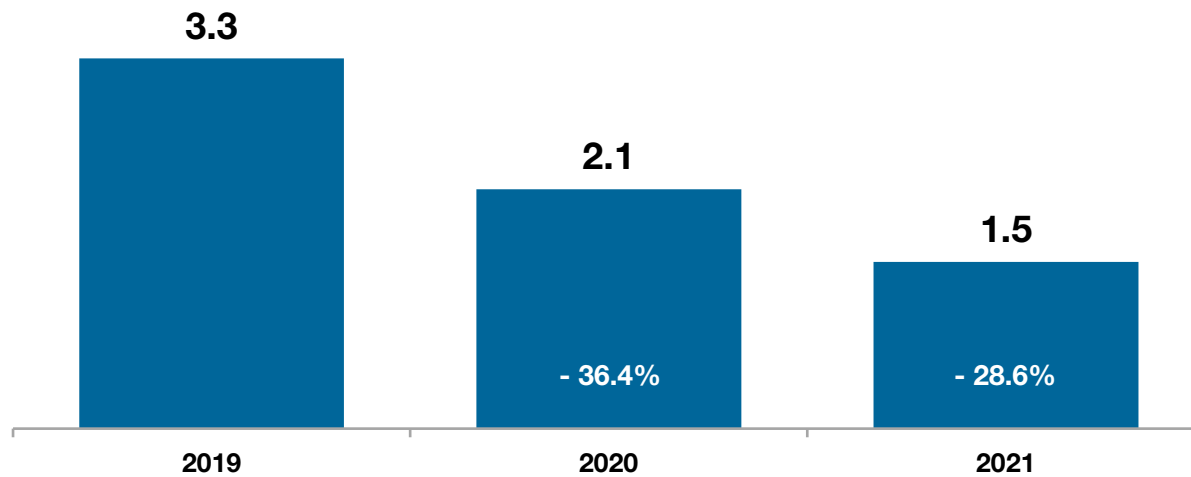
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

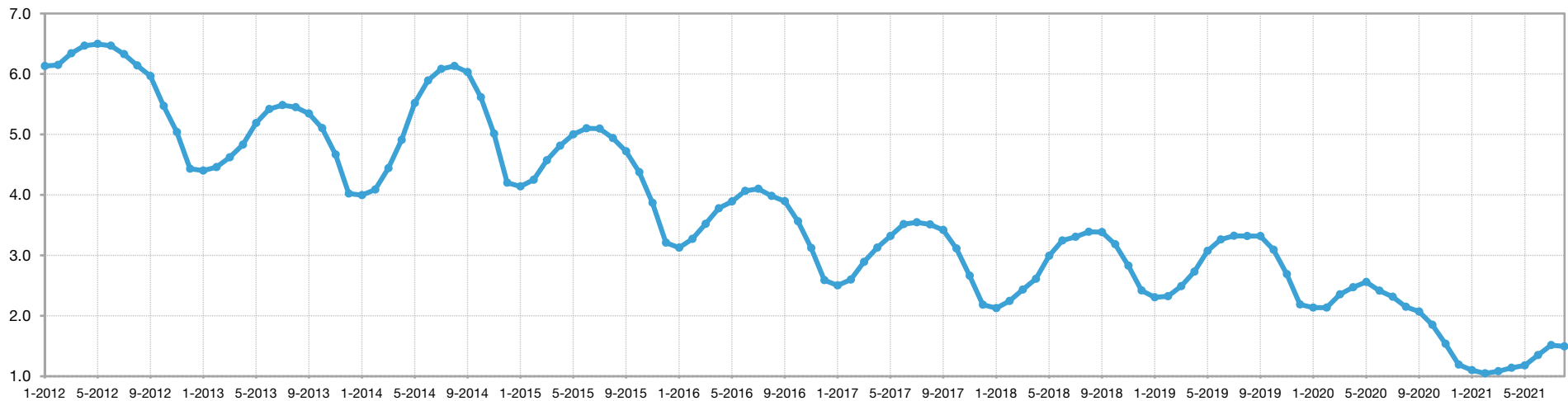


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Months Supply		Prior Year	Percent Change
September 2020	2.1	3.3	-36.4%
October 2020	1.9	3.1	-38.7%
November 2020	1.5	2.7	-44.4%
December 2020	1.2	2.2	-45.5%
January 2021	1.1	2.1	-47.6%
February 2021	1.0	2.1	-52.4%
March 2021	1.1	2.4	-54.2%
April 2021	1.1	2.5	-56.0%
May 2021	1.2	2.6	-53.8%
June 2021	1.3	2.4	-45.8%
July 2021	1.5	2.3	-34.8%
August 2021	1.5	2.1	-28.6%

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.