

# Activity Overview

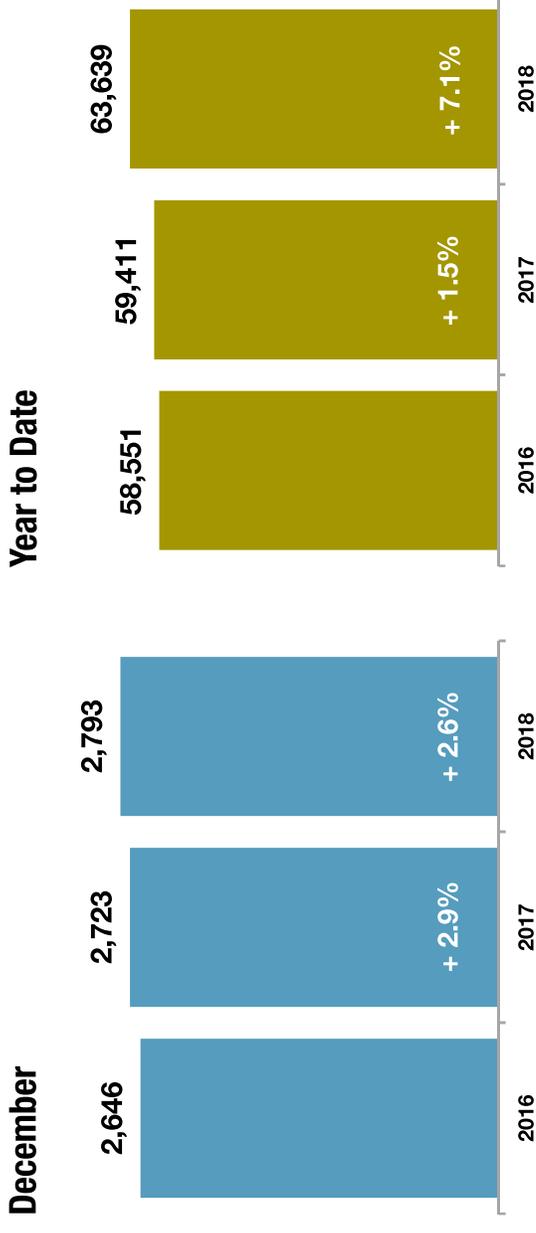
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Historical Sparkbars		12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		2,723	2,793	+ 2.6%	59,411	63,639	+ 7.1%
<b>Closed Sales</b>		3,318	3,016	- 9.1%	39,171	38,315	- 2.2%
<b>Median Sales Price</b>		\$435,300	\$455,000	+ 4.5%	\$430,000	\$454,000	+ 5.6%
<b>Avg. Sales Price</b>		\$531,373	\$557,113	+ 4.8%	\$523,208	\$549,691	+ 5.1%
<b>Pending Sales</b>		2,467	2,465	- 0.1%	39,574	39,560	- 0.0%
<b>Median Contract Price</b>		\$438,688	\$455,000	+ 3.7%	\$430,000	\$455,000	+ 5.8%
<b>Average Contract Price</b>		\$533,699	\$559,218	+ 4.8%	\$525,221	\$551,550	+ 5.0%
<b>Affordability Index</b>		99	90	- 9.1%	100	90	- 10.0%
<b>Homes for Sale</b>		20,947	22,631	+ 8.0%	--	--	--
<b>Months Supply</b>		6.4	6.9	+ 7.8%	--	--	--

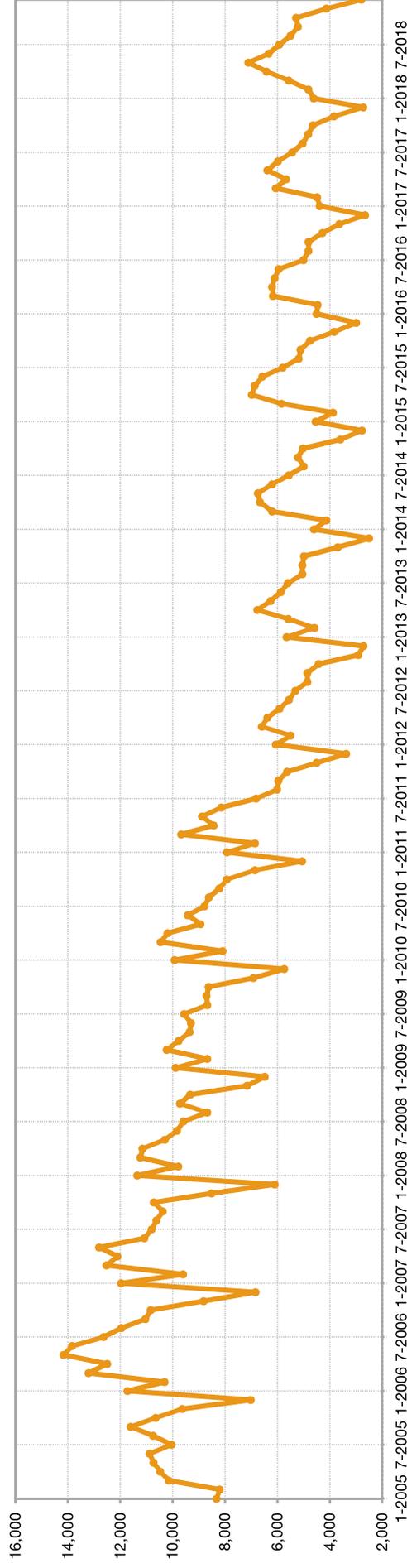
# New Listings

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



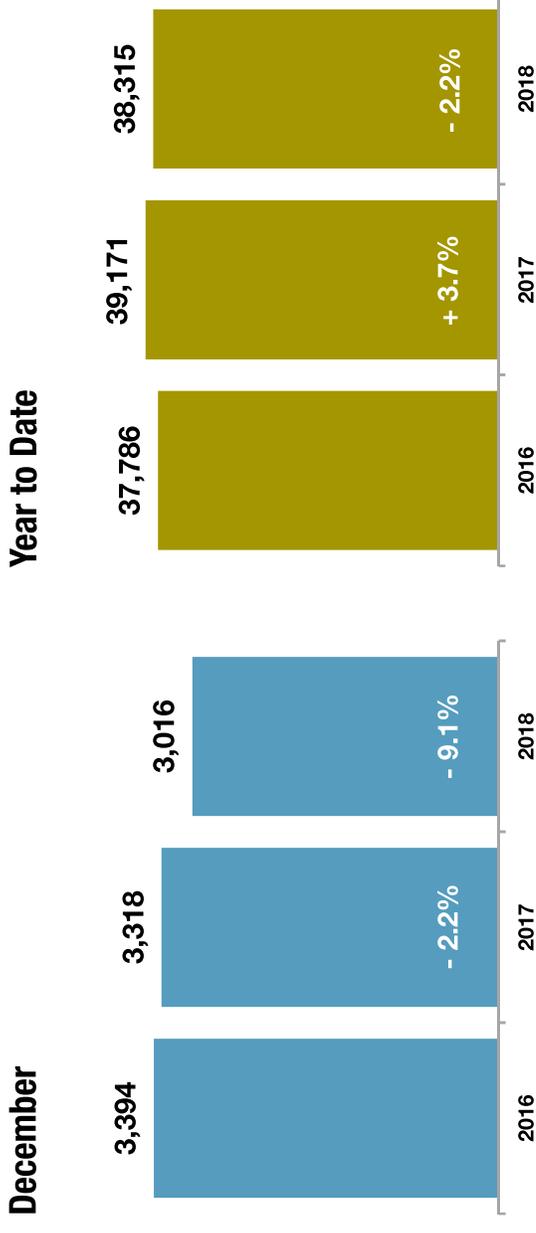
New Listings	Prior Year	Percent Change
January 2018	4,605	+5.1%
February 2018	4,809	+7.5%
March 2018	5,559	-8.3%
April 2018	6,404	+13.1%
May 2018	7,105	+11.4%
June 2018	6,324	+5.8%
July 2018	5,926	+9.0%
August 2018	5,490	+9.2%
September 2018	5,216	+8.3%
October 2018	5,287	+14.0%
November 2018	4,121	+7.3%
<b>December 2018</b>	<b>2,793</b>	<b>+2.6%</b>
12-Month Avg	5,303	+7.1%

## Historical New Listings by Month



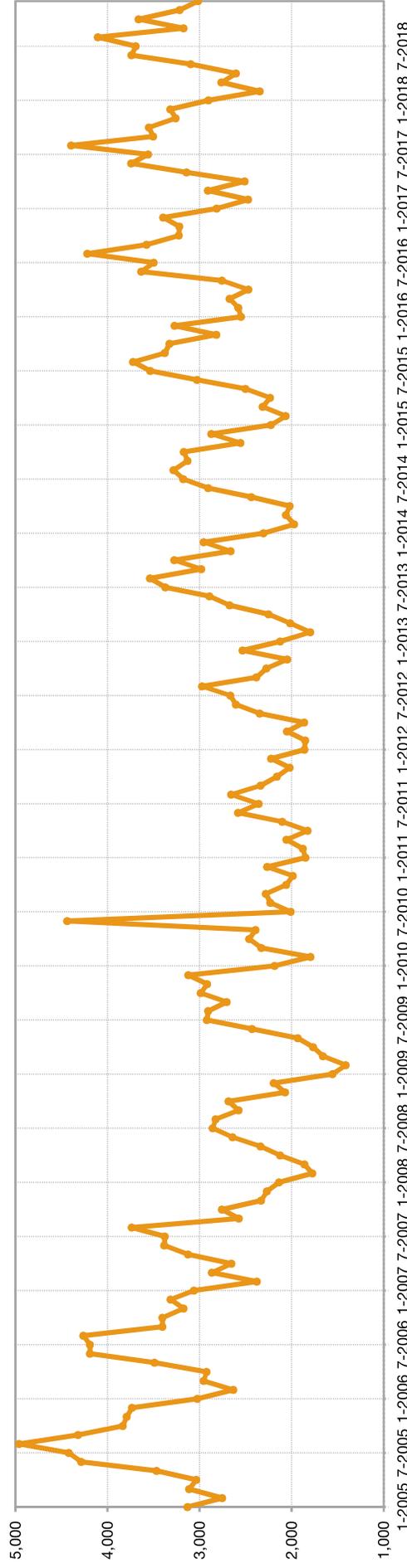
# Closed Sales

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



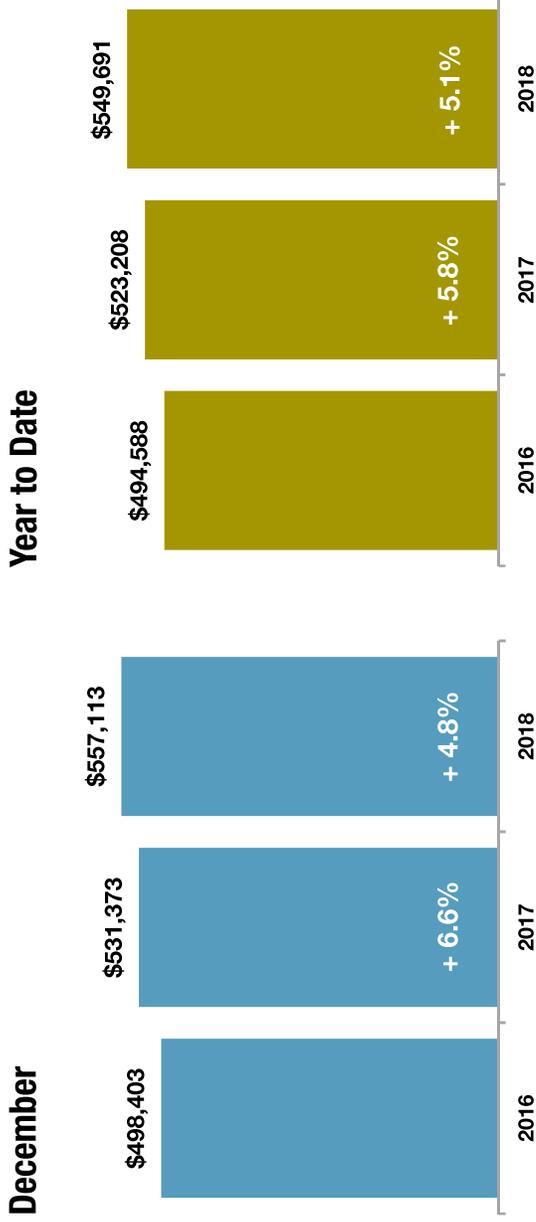
Closed Sales	Prior Year	Percent Change
January 2018	2,903	+3.2%
February 2018	2,346	-5.1%
March 2018	2,762	-5.1%
April 2018	2,605	+3.8%
May 2018	3,095	-1.5%
June 2018	3,740	-0.1%
July 2018	3,694	+3.9%
August 2018	4,104	-6.6%
September 2018	3,172	-9.5%
October 2018	3,662	+3.2%
November 2018	3,216	-1.3%
<b>December 2018</b>	<b>3,016</b>	<b>-9.1%</b>
12-Month Avg	3,193	-2.2%

## Historical Closed Sales by Month



# Average Sales Price

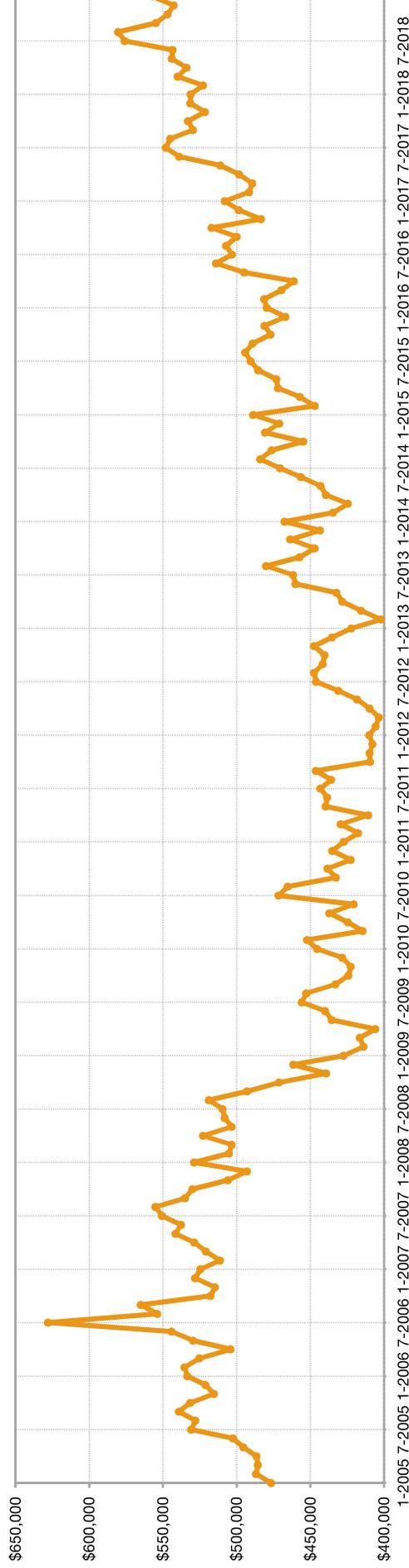
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price	Prior Year	Percent Change
January 2018	\$531,140	+4.6%
February 2018	\$522,639	+6.3%
March 2018	\$539,909	+10.4%
April 2018	\$533,886	+7.1%
May 2018	\$543,970	+6.4%
June 2018	\$543,326	+0.8%
July 2018	\$575,926	+5.1%
August 2018	\$580,318	+6.5%
September 2018	\$554,605	+4.7%
October 2018	\$546,744	+2.6%
November 2018	\$542,587	+4.1%
<b>December 2018</b>	<b>\$557,113</b>	<b>+4.8%</b>
12-Month Avg*	\$549,691	+5.1%

\* Average Avg. Sales Price of all properties from January 2018 through December 2018. This is not the average of the individual figures above.

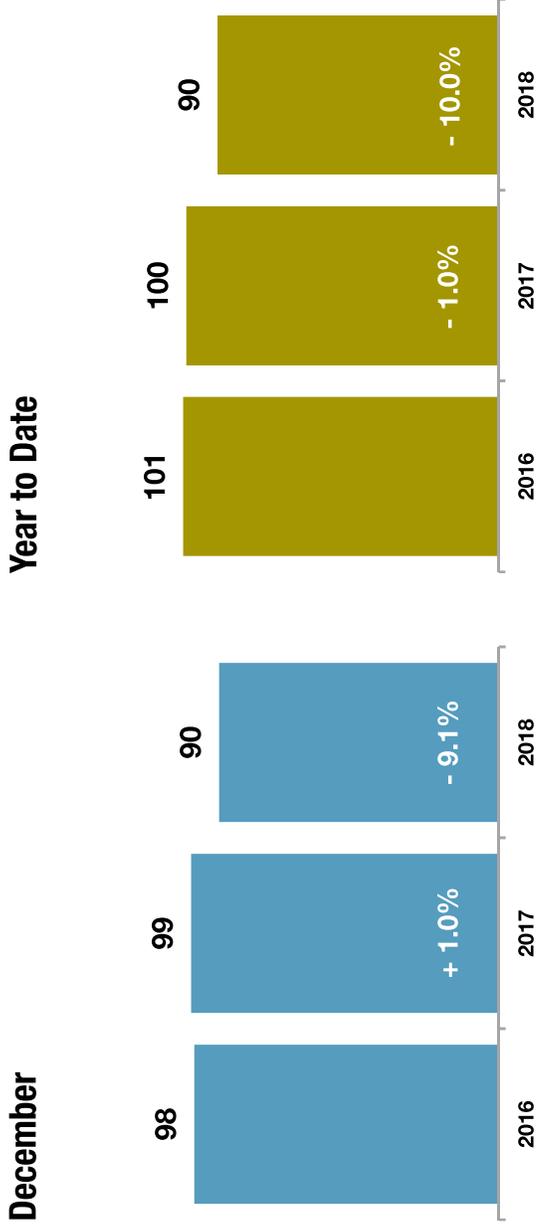
## Historical Average Sales Price by Month



# Housing Affordability Index

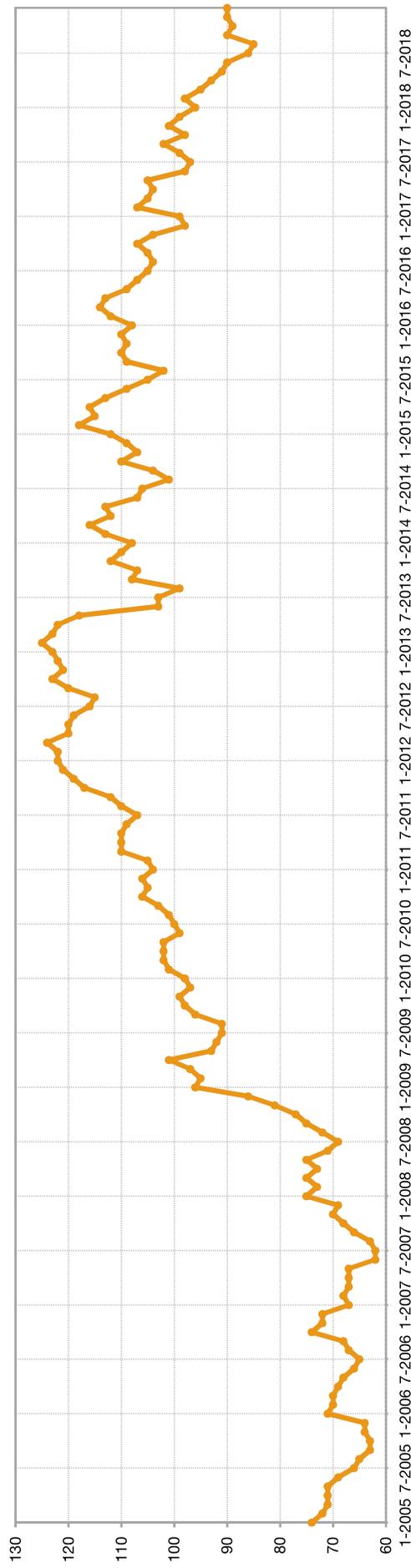


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



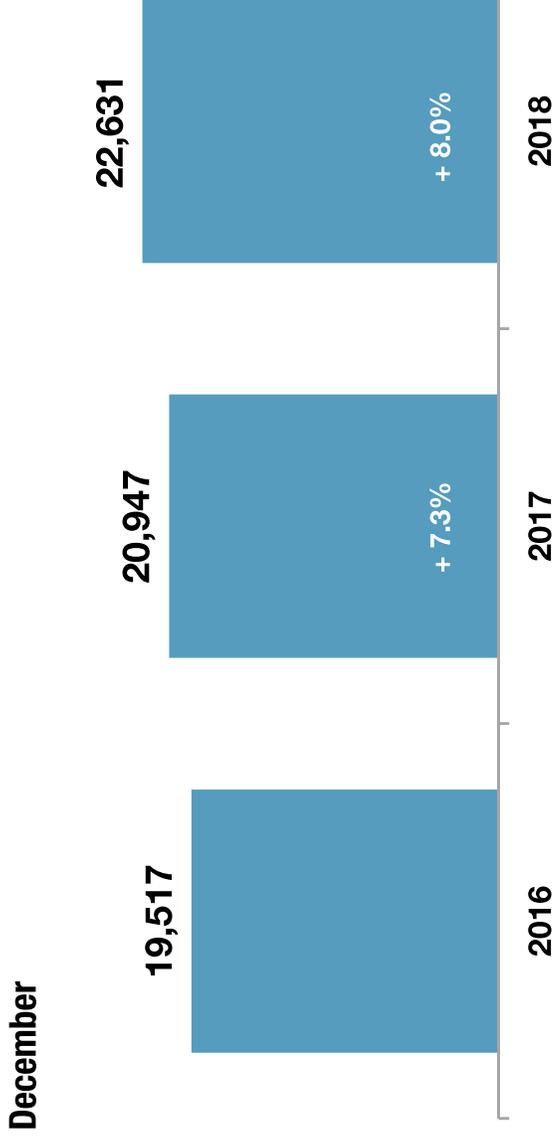
Affordability Index	Prior Year	Percent Change
January 2018	96	-3.0%
February 2018	98	-8.4%
March 2018	95	-9.5%
April 2018	93	-10.6%
May 2018	91	-13.3%
June 2018	90	-8.2%
July 2018	86	-11.3%
August 2018	85	-14.1%
September 2018	90	-11.8%
October 2018	89	-9.2%
November 2018	90	-10.9%
<b>December 2018</b>	<b>90</b>	<b>-9.1%</b>
12-Month Avg	91	-10.0%

## 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.



Homes for Sale	Prior Year	Percent Change
January 2018	21,603	+7.7%
February 2018	22,244	+7.5%
March 2018	21,831	+4.4%
April 2018	22,782	+4.5%
May 2018	23,253	+7.1%
June 2018	25,923	+7.1%
July 2018	24,690	+7.7%
August 2018	24,370	+7.8%
September 2018	24,297	+9.0%
October 2018	23,816	+9.0%
November 2018	22,916	+8.9%
<b>December 2018</b>	<b>22,631</b>	<b>+8.0%</b>
12-Month Avg	24,544	+7.4%

## Historical Inventory of Homes for Sale by Month

