



# Market Overview

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



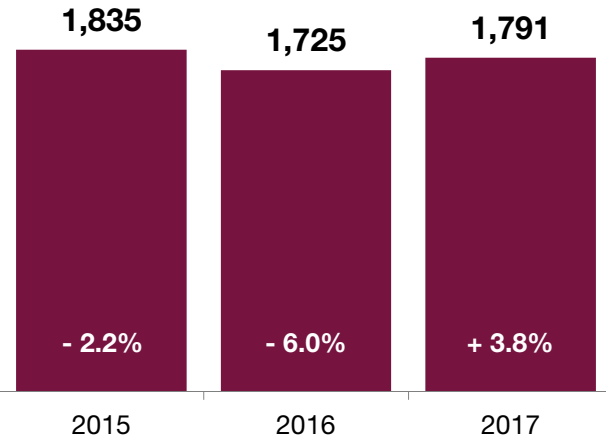
Key Metrics	Historical Sparkbars	11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,725	<b>1,791</b>	+ 3.8%	27,778	<b>27,676</b>	- 0.4%
Pending Sales		1,456	<b>1,947</b>	+ 33.7%	19,671	<b>20,800</b>	+ 5.7%
Closed Sales		1,649	<b>1,733</b>	+ 5.1%	19,438	<b>19,864</b>	+ 2.2%
Cumulative Days on Market		93	<b>81</b>	- 12.9%	96	<b>85</b>	- 11.5%
Median Sales Price		\$115,000	<b>\$123,750</b>	+ 7.6%	\$115,900	<b>\$122,000</b>	+ 5.3%
Average Sales Price		\$135,701	<b>\$146,813</b>	+ 8.2%	\$137,079	<b>\$143,504</b>	+ 4.7%
Pct. of Orig. Price Received		92.1%	<b>92.9%</b>	+ 0.9%	92.4%	<b>93.5%</b>	+ 1.2%
Housing Affordability Index		249	<b>234</b>	- 6.0%	247	<b>237</b>	- 4.0%
Inventory of Homes for Sale		7,805	<b>5,937</b>	- 23.9%	--	<b>--</b>	--
Months Supply of Homes for Sale		4.5	<b>3.2</b>	- 28.9%	--	<b>--</b>	--

# New Listings

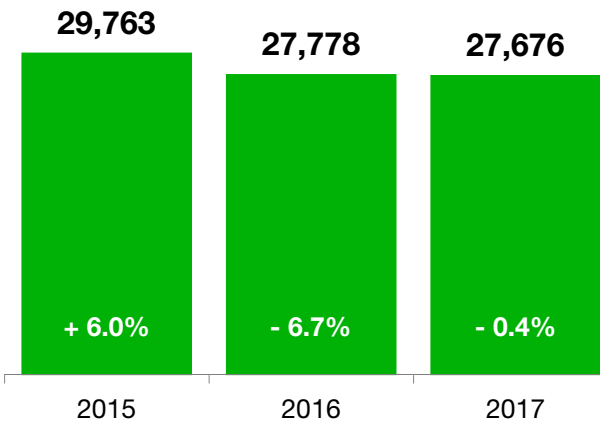
A count of the properties that have been newly listed on the market in a given month.



## November

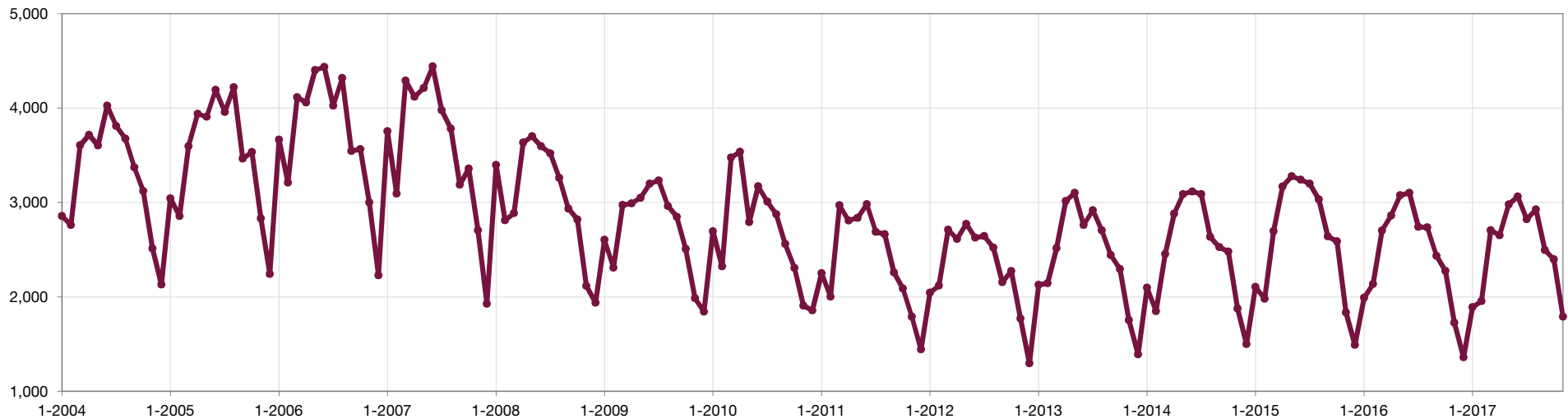


## Year to Date



	New Listings	Prior Year	Percent Change
December 2016	1,360	1,492	-8.8%
January 2017	1,891	1,990	-5.0%
February 2017	1,955	2,135	-8.4%
March 2017	2,705	2,701	+0.1%
April 2017	2,653	2,862	-7.3%
May 2017	2,978	3,075	-3.2%
June 2017	3,063	3,102	-1.3%
July 2017	2,821	2,741	+2.9%
August 2017	2,925	2,736	+6.9%
September 2017	2,497	2,435	+2.5%
October 2017	2,397	2,276	+5.3%
<b>November 2017</b>	<b>1,791</b>	<b>1,725</b>	<b>+3.8%</b>
12-Month Avg	2,420	2,439	-0.8%

## Historical New Listings by Month



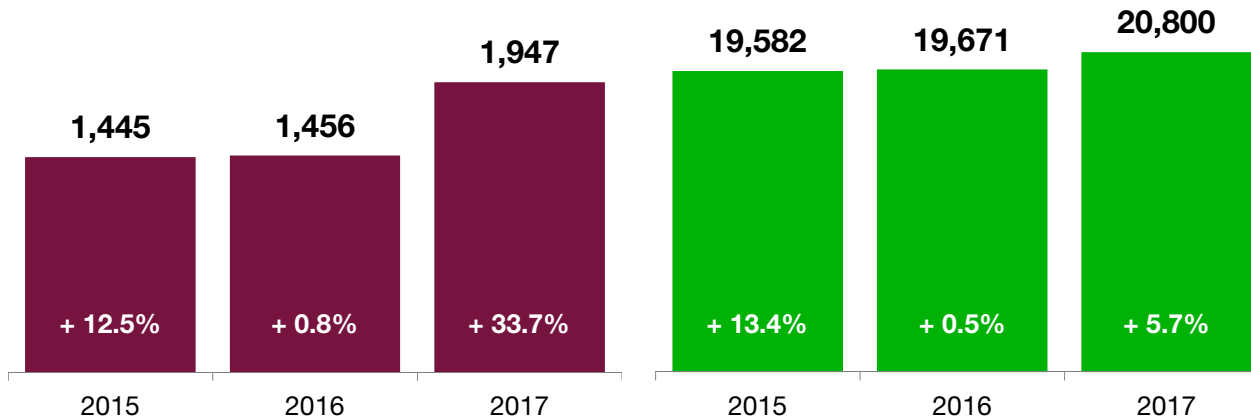
# Pending Sales

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



## November

## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2016	1,264	1,223	+3.4%
January 2017	1,341	1,335	+0.4%
February 2017	1,460	1,575	-7.3%
March 2017	1,969	1,908	+3.2%
April 2017	1,956	2,000	-2.2%
May 2017	2,171	2,049	+6.0%
June 2017	2,041	1,967	+3.8%
July 2017	1,990	1,881	+5.8%
August 2017	2,171	2,020	+7.5%
September 2017	1,830	1,768	+3.5%
October 2017	1,924	1,712	+12.4%
<b>November 2017</b>	<b>1,947</b>	<b>1,456</b>	<b>+33.7%</b>
12-Month Avg	1,839	1,741	+5.6%

## Historical Pending Sales by Month

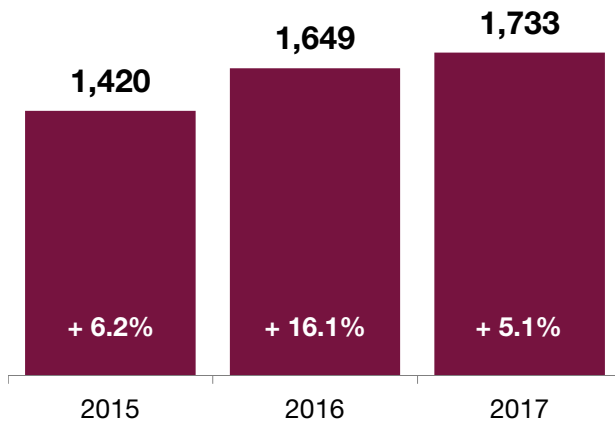


# Closed Sales

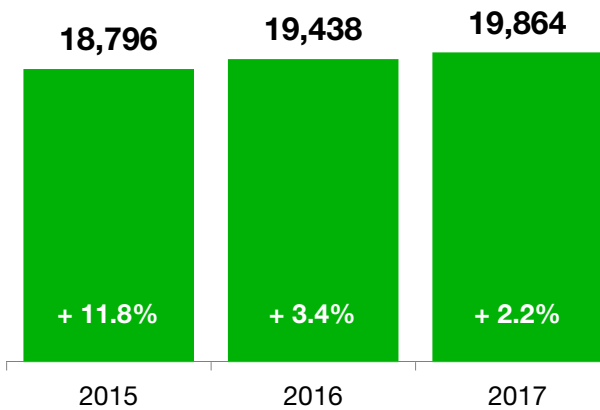
A count of the actual sales that closed in a given month.



## November

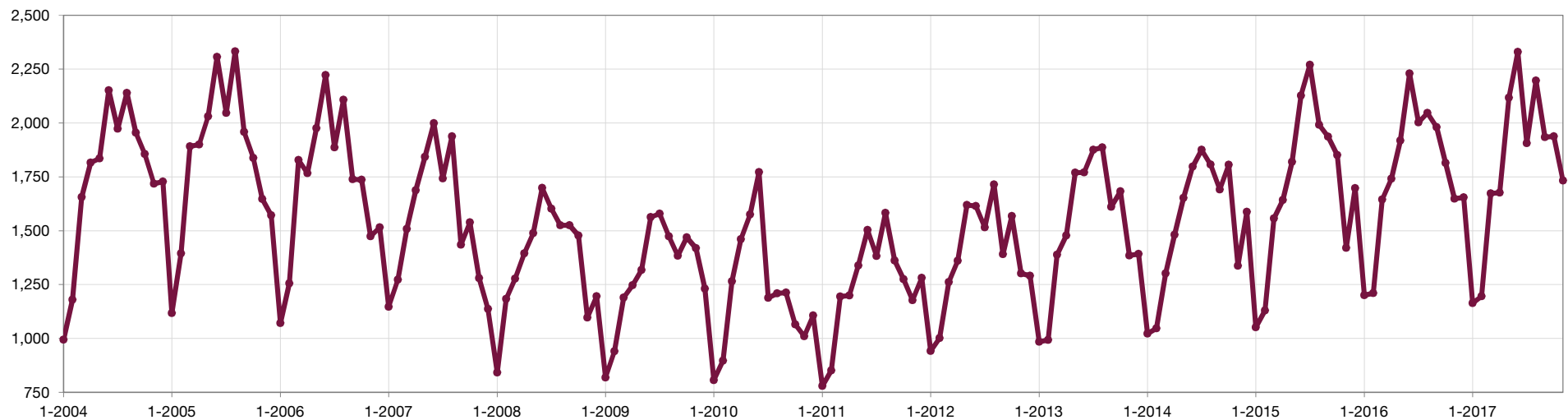


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2016	1,654	1,697	-2.5%
January 2017	1,164	1,201	-3.1%
February 2017	1,196	1,210	-1.2%
March 2017	1,673	1,645	+1.7%
April 2017	1,677	1,741	-3.7%
May 2017	2,117	1,918	+10.4%
June 2017	2,330	2,229	+4.5%
July 2017	1,906	2,003	-4.8%
August 2017	2,196	2,046	+7.3%
September 2017	1,934	1,981	-2.4%
October 2017	1,938	1,815	+6.8%
<b>November 2017</b>	<b>1,733</b>	<b>1,649</b>	<b>+5.1%</b>
12-Month Avg	1,793	1,761	+1.8%

## Historical Closed Sales by Month



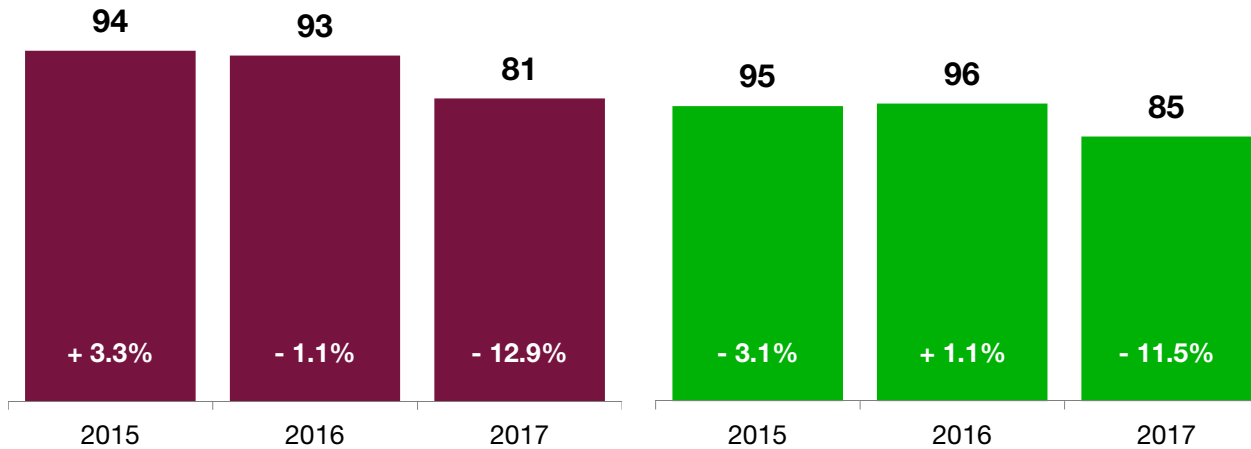
# Cumulative Days on Market Until Sale

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



## November

## Year to Date



	Cumulative Days on Market	Prior Year	Percent Change
December 2016	96	97	-1.0%
January 2017	104	109	-4.6%
February 2017	101	118	-14.4%
March 2017	105	109	-3.7%
April 2017	96	105	-8.6%
May 2017	87	98	-11.2%
June 2017	82	90	-8.9%
July 2017	73	91	-19.8%
August 2017	73	85	-14.1%
September 2017	79	85	-7.1%
October 2017	78	92	-15.2%
<b>November 2017</b>	<b>81</b>	<b>93</b>	<b>-12.9%</b>
12-Month Avg*	86	96	-10.4%

\* Cumulative Days on Market for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Cumulative Days on Market Until Sale by Month

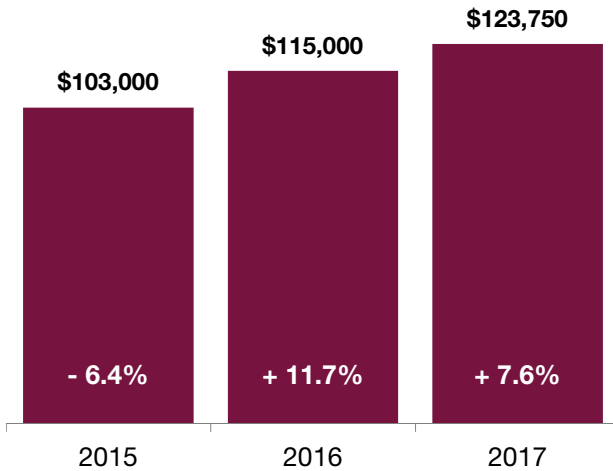


# Median Sales Price

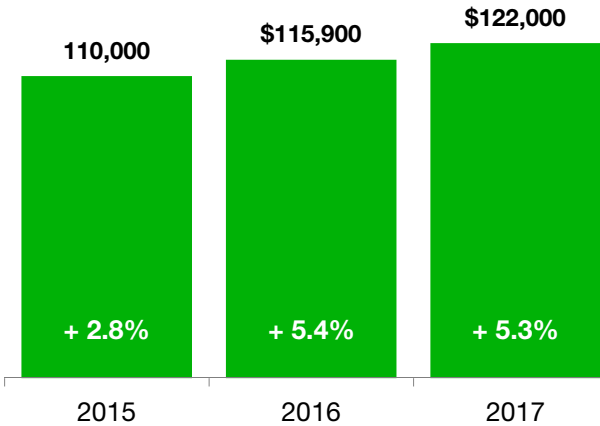
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



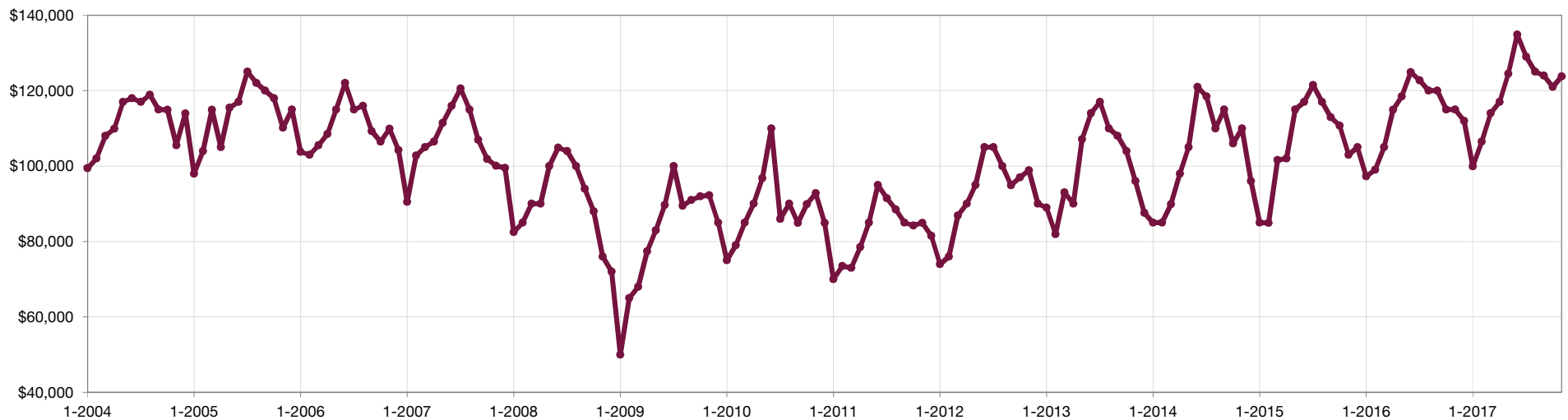
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2016	\$112,000	\$105,000	+6.7%
January 2017	\$99,900	\$97,250	+2.7%
February 2017	\$106,500	\$99,000	+7.6%
March 2017	\$114,000	\$105,000	+8.6%
April 2017	\$117,000	\$114,900	+1.8%
May 2017	\$124,500	\$118,500	+5.1%
June 2017	\$134,900	\$124,900	+8.0%
July 2017	\$129,000	\$122,700	+5.1%
August 2017	\$125,000	\$120,000	+4.2%
September 2017	\$124,000	\$120,000	+3.3%
October 2017	\$121,000	\$115,000	+5.2%
<b>November 2017</b>	<b>\$123,750</b>	<b>\$115,000</b>	<b>+7.6%</b>
12-Month Avg*	\$121,000	\$115,000	+5.2%

\* Median Sales Price for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

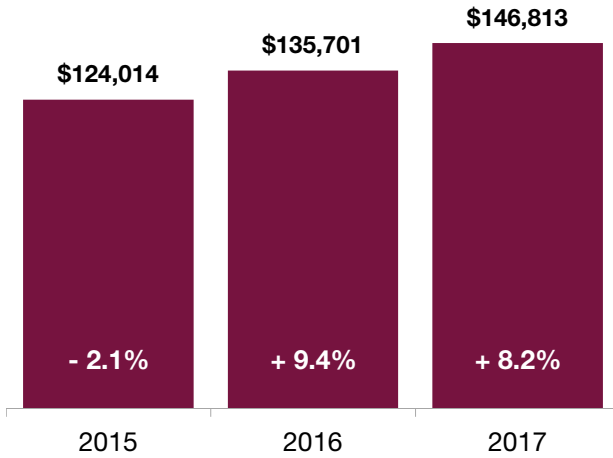


# Average Sales Price

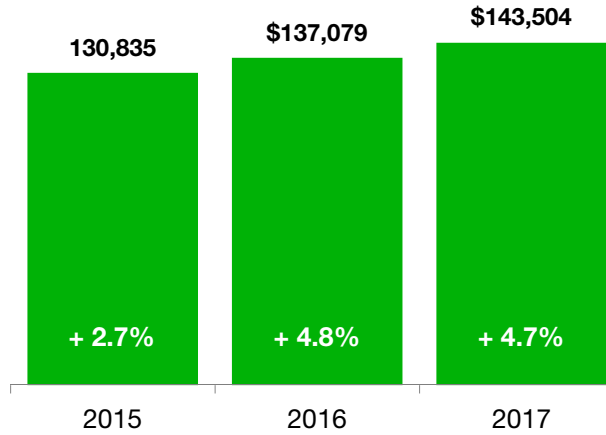
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2016	\$133,119	\$131,209	+1.5%
January 2017	\$121,370	\$120,480	+0.7%
February 2017	\$123,900	\$124,904	-0.8%
March 2017	\$135,551	\$126,846	+6.9%
April 2017	\$138,980	\$135,814	+2.3%
May 2017	\$144,849	\$137,054	+5.7%
June 2017	\$158,844	\$149,228	+6.4%
July 2017	\$151,418	\$147,514	+2.6%
August 2017	\$148,460	\$139,420	+6.5%
September 2017	\$144,118	\$141,626	+1.8%
October 2017	\$142,860	\$133,830	+6.7%
<b>November 2017</b>	<b>\$146,813</b>	<b>\$135,701</b>	<b>+8.2%</b>
12-Month Avg*	\$142,721	\$136,617	+4.5%

\* Average Sales Price for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





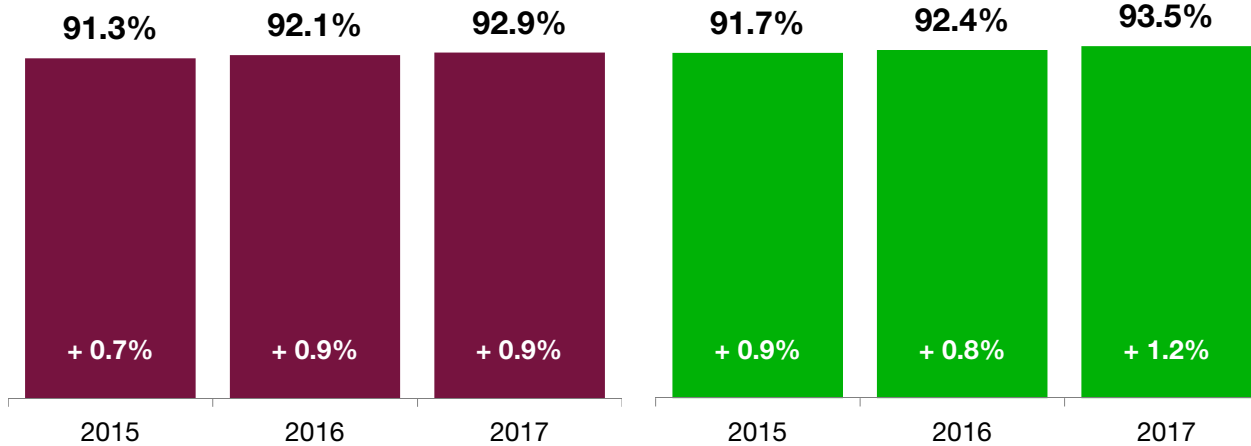
# Percent of Original List Price Received

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.



## November

## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2016	91.3%	91.0%	+0.3%
January 2017	91.0%	90.1%	+1.0%
February 2017	91.4%	89.4%	+2.2%
March 2017	92.6%	90.9%	+1.9%
April 2017	93.9%	92.2%	+1.8%
May 2017	94.2%	93.6%	+0.6%
June 2017	94.7%	93.9%	+0.9%
July 2017	94.3%	93.6%	+0.7%
August 2017	94.2%	93.3%	+1.0%
September 2017	93.3%	92.5%	+0.9%
October 2017	93.4%	92.2%	+1.3%
<b>November 2017</b>	<b>92.9%</b>	<b>92.1%</b>	<b>+0.9%</b>
12-Month Avg*	93.3%	92.3%	+1.1%

\* Pct. of Orig. Price Received for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



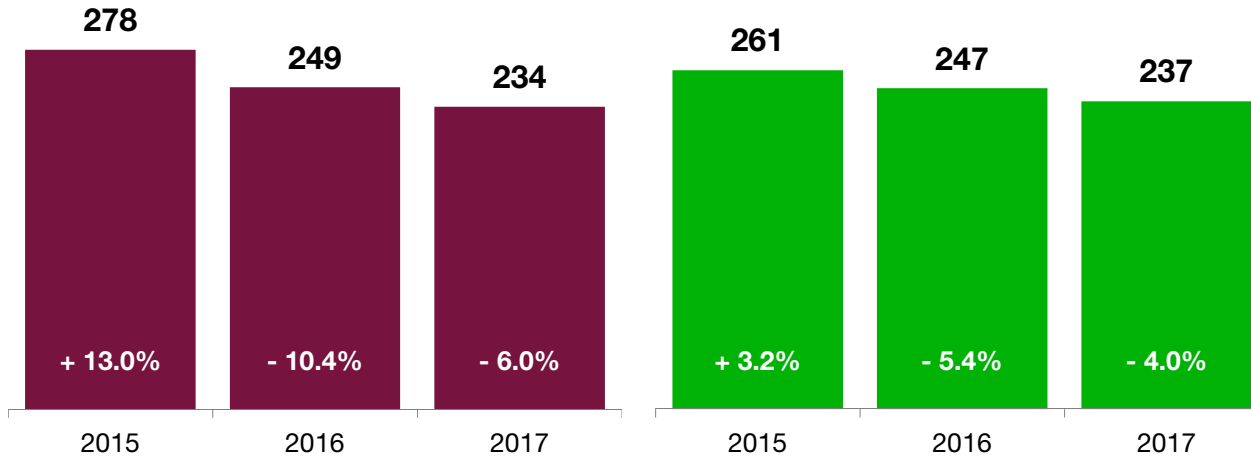
# Housing Affordability Index

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.



## November

## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2016	248	274	-9.5%
January 2017	274	293	-6.5%
February 2017	265	298	-11.1%
March 2017	246	279	-11.8%
April 2017	246	256	-3.9%
May 2017	232	248	-6.5%
June 2017	214	239	-10.5%
July 2017	224	243	-7.8%
August 2017	232	249	-6.8%
September 2017	233	248	-6.0%
October 2017	239	263	-9.1%
<b>November 2017</b>	<b>234</b>	<b>249</b>	<b>-6.0%</b>
12-Month Avg	241	262	-8.0%

## Historical Housing Affordability Index by Month

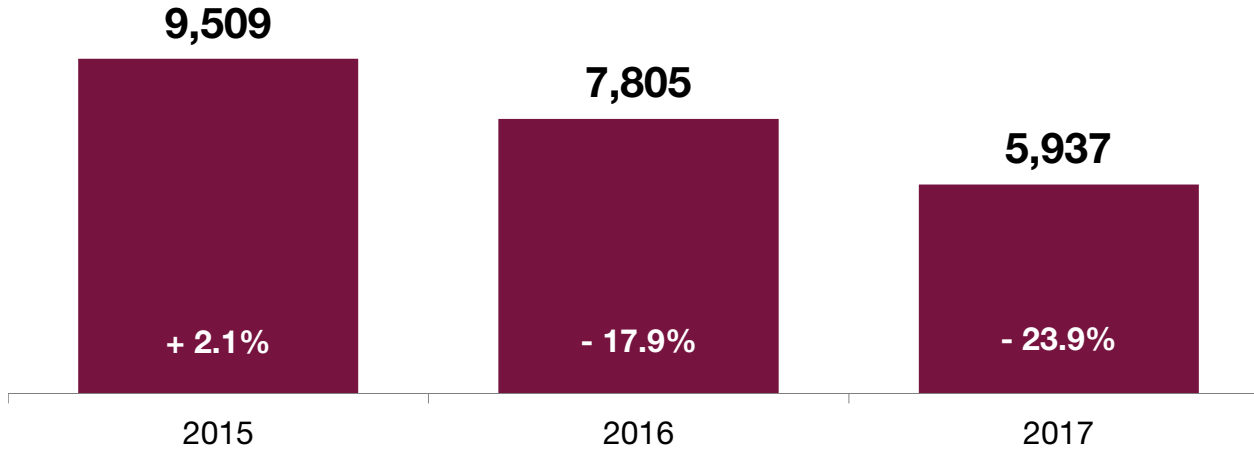


# Inventory of Homes for Sale

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

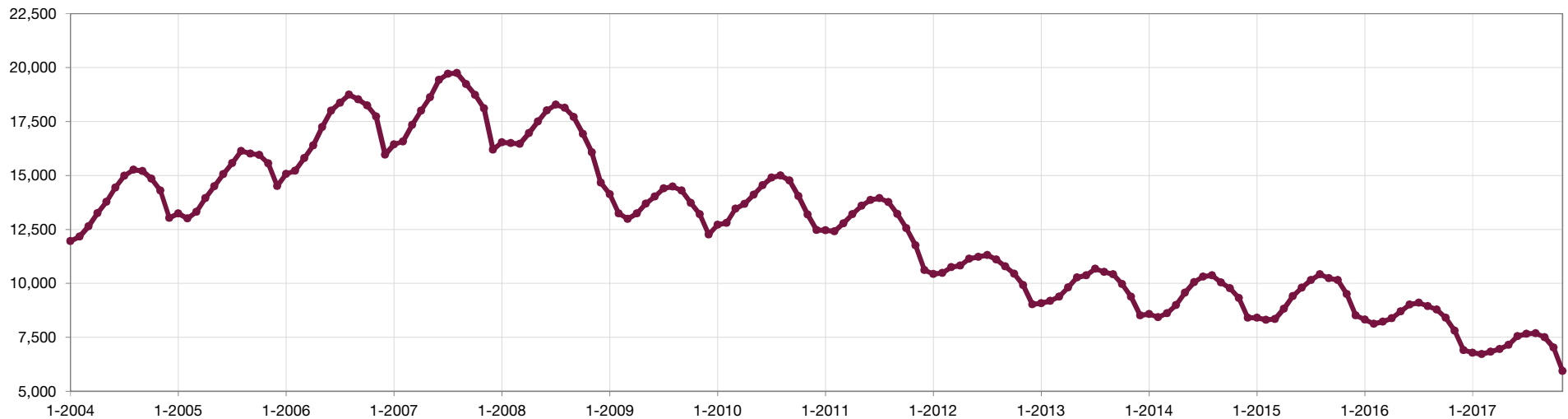


## November



	Homes for Sale	Prior Year	Percent Change
December 2016	6,901	8,522	-19.0%
January 2017	6,786	8,315	-18.4%
February 2017	6,723	8,131	-17.3%
March 2017	6,828	8,226	-17.0%
April 2017	6,951	8,379	-17.0%
May 2017	7,145	8,703	-17.9%
June 2017	7,553	9,022	-16.3%
July 2017	7,666	9,100	-15.8%
August 2017	7,683	8,943	-14.1%
September 2017	7,509	8,785	-14.5%
October 2017	7,028	8,402	-16.4%
<b>November 2017</b>	<b>5,937</b>	<b>7,805</b>	<b>-23.9%</b>
12-Month Avg	7,059	8,528	-17.2%

## Historical Inventory of Homes for Sale by Month

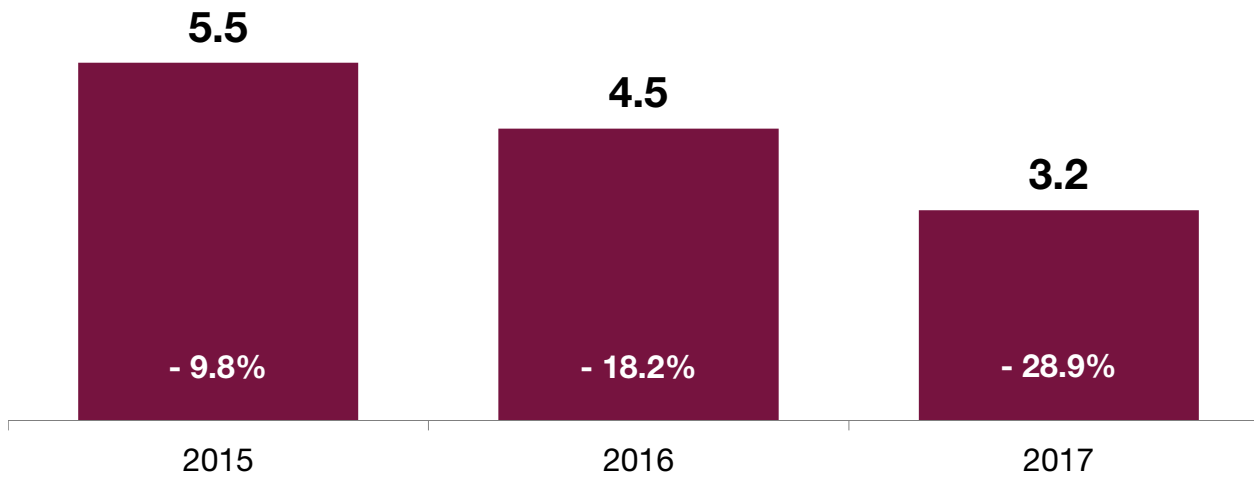


# Months Supply of Homes for Sale

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.



## November



Months Supply		Prior Year	Percent Change
December 2016	4.0	4.9	-18.4%
January 2017	3.9	4.8	-18.8%
February 2017	3.9	4.6	-15.2%
March 2017	3.9	4.7	-17.0%
April 2017	4.0	4.8	-16.7%
May 2017	4.1	5.0	-18.0%
June 2017	4.3	5.2	-17.3%
July 2017	4.3	5.3	-18.9%
August 2017	4.3	5.2	-17.3%
September 2017	4.2	5.1	-17.6%
October 2017	3.9	4.8	-18.8%
<b>November 2017</b>	<b>3.2</b>	<b>4.5</b>	<b>-28.9%</b>
12-Month Avg*	4.0	4.9	-18.4%

\* Months Supply for all properties from December 2016 through November 2017. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

