

# Quarterly Indicators

## Westchester County



### Q3-2016

As anticipated at the outset of the year, demand has remained high through the first three quarters of 2016, propping up sales and prices despite heavy reductions in inventory and months of supply across the country. With rental prices and employment opportunities in a consistent climb, year-over-year increases in home buying are probable for the rest of the year but not guaranteed.

- Single-Family Closed Sales were up 2.2 percent to 2,112.
- Condos Closed Sales remained flat at 403.
- Co-ops Closed Sales were down 2.6 percent to 534.
  
- Single-Family Median Sales Price decreased 1.2 percent to \$668,500.
- Condos Median Sales Price decreased 1.1 percent to \$369,000.
- Co-ops Median Sales Price decreased 3.4 percent to \$157,000.

In general, today's demand is driven by three factors: Millennials are reaching prime home-buying age, growing families are looking for larger homes and empty nesters are downsizing. However, intriguingly low interest rates often prompt refinancing instead of listing, contributing to lower inventory. Recent studies have also shown that short-term rentals are keeping a collection of homes off the market.

### Quarterly Snapshot

**+ 1.0%**      **- 21.8%**      **- 1.9%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
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Residential real estate activity comprised of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

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# Single-Family Homes Market Overview

Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>	<p>1,301, 2,437, 3,607, 2,144, 1,227, 2,332, 3,872, 2,310, 1,396, 2,799, 3,263, 2,153</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	2,310	<b>2,153</b>	- 6.8%	8,514	<b>8,215</b>	- 3.5%
<b>Pending Sales</b>	<p>1,153, 1,086, 1,799, 1,370, 1,131, 1,161, 1,948, 1,471, 1,278, 1,384, 2,138, 1,583</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	1,471	<b>1,583</b>	+ 7.6%	4,580	<b>5,105</b>	+ 11.5%
<b>Closed Sales</b>	<p>1,228, 933, 1,267, 1,956, 1,249, 926, 1,339, 2,067, 1,406, 1,023, 1,651, 2,112</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	2,067	<b>2,112</b>	+ 2.2%	4,332	<b>4,786</b>	+ 10.5%
<b>Days on Market</b>	<p>174, 183, 110, 83, 103, 119, 92, 74, 90, 103, 85, 74</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	74	<b>74</b>	0.0%	89	<b>84</b>	- 5.6%
<b>Median Sales Price</b>	<p>\$560,000, \$600,000, \$655,000, \$680,000, \$667,750, \$695,000, \$660,000, \$676,500, \$665,000, \$570,000, \$649,000, \$668,500</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	\$676,500	<b>\$668,500</b>	- 1.2%	\$659,850	<b>\$640,000</b>	- 3.0%
<b>Average Sales Price</b>	<p>\$739,954, \$846,130, \$876,424, \$917,680, \$768,099, \$822,666, \$866,453, \$893,700, \$732,921, \$768,432, \$841,405, \$867,211</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	\$893,700	<b>\$867,211</b>	- 3.0%	\$870,094	<b>\$837,409</b>	- 3.8%
<b>Pct. of Orig. Price Received</b>	<p>93.1%, 93.1%, 95.2%, 95.5%, 93.5%, 92.2%, 95.8%, 96.2%, 93.9%, 93.1%, 95.4%, 96.2%</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	96.2%	<b>96.2%</b>	0.0%	95.2%	<b>95.3%</b>	+ 0.1%
<b>Housing Affordability Index</b>	<p>52, 47, 44, 43, 52, 52, 47, 45, 54, 54, 48, 47</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	45	<b>47</b>	+ 4.4%	46	<b>49</b>	+ 6.5%
<b>Inventory of Homes for Sale</b>	<p>2,431, 3,065, 4,001, 3,678, 2,386, 2,849, 3,951, 3,688, 2,494, 3,190, 3,456, 2,927</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	3,688	<b>2,927</b>	- 20.6%	--	--	--
<b>Months Supply of Inventory</b>	<p>5.2, 6.7, 8.9, 8.2, 5.3, 6.3, 8.5, 7.7, 5.1, 6.3, 6.6, 5.5</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	7.7	<b>5.5</b>	- 28.6%	--	--	--

# Condos Market Overview

Key metrics for **Condominiums Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>	<p>304, 446, 564, 479, 351, 476, 613, 491, 328, 517, 555, 424</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	491	<b>424</b>	- 13.6%	1,580	<b>1,496</b>	- 5.3%
<b>Pending Sales</b>	<p>242, 191, 351, 312, 268, 260, 398, 374, 317, 290, 453, 354</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	374	<b>354</b>	- 5.3%	1,032	<b>1,097</b>	+ 6.3%
<b>Closed Sales</b>	<p>270, 177, 275, 338, 307, 245, 311, 403, 357, 282, 379, 403</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	403	<b>403</b>	0.0%	959	<b>1,064</b>	+ 10.9%
<b>Days on Market</b>	<p>156, 164, 108, 81, 91, 101, 90, 74, 81, 91, 79, 74</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	74	<b>74</b>	0.0%	86	<b>80</b>	- 7.0%
<b>Median Sales Price</b>	<p>\$325,995, \$336,000, \$360,000, \$375,000, \$335,000, \$337,500, \$362,000, \$373,000, \$325,000, \$335,750, \$335,875, \$369,000</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	\$373,000	<b>\$369,000</b>	- 1.1%	\$360,000	<b>\$357,750</b>	- 0.6%
<b>Average Sales Price</b>	<p>\$367,048, \$366,529, \$432,811, \$423,910, \$434,418, \$411,701, \$449,215, \$439,289, \$409,917, \$412,776, \$423,618, \$419,177</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	\$439,289	<b>\$419,177</b>	- 4.6%	\$435,460	<b>\$422,624</b>	- 2.9%
<b>Pct. of Orig. Price Received</b>	<p>94.0%, 94.5%, 95.2%, 95.1%, 94.7%, 94.6%, 95.2%, 96.2%, 94.8%, 94.8%, 95.2%, 95.7%</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	96.2%	<b>95.7%</b>	- 0.5%	95.5%	<b>95.3%</b>	- 0.2%
<b>Housing Affordability Index</b>	<p>90, 85, 80, 78, 88, 91, 85, 81, 93, 91, 88, 85</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	81	<b>85</b>	+ 4.9%	84	<b>88</b>	+ 4.8%
<b>Inventory of Homes for Sale</b>	<p>440, 562, 600, 593, 465, 556, 624, 573, 435, 530, 491, 429</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	573	<b>429</b>	- 25.1%	--	--	--
<b>Months Supply of Inventory</b>	<p>4.5, 6.1, 6.6, 6.5, 5.0, 5.6, 6.0, 5.3, 3.9, 4.6, 4.1, 3.6</p> <p>Q4-2013, Q2-2014, Q4-2014, Q2-2015, Q4-2015, Q2-2016</p>	5.3	<b>3.6</b>	- 32.1%	--	--	--

# Co-ops Market Overview

Key metrics for **Co-operatives Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.

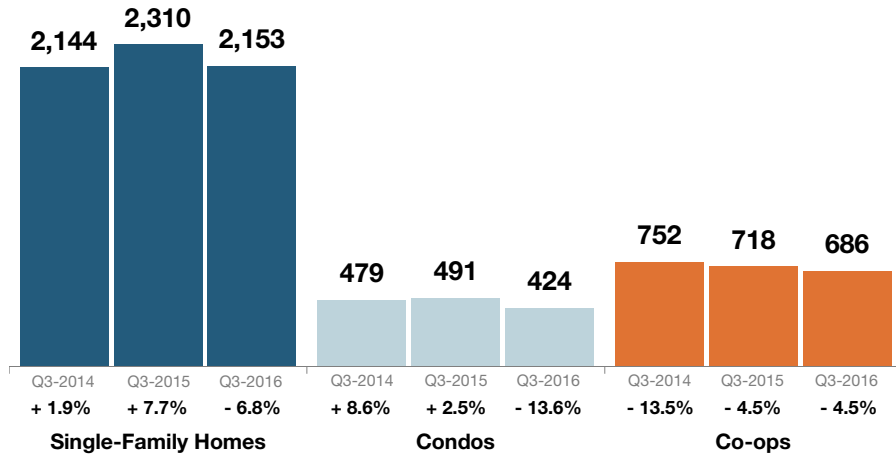


Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>	<p>Q4-2013: 600, Q2-2014: 818, Q4-2014: 549, Q2-2015: 921, Q4-2015: 511, Q2-2016: 686</p>	718	<b>686</b>	- 4.5%	2,400	<b>2,329</b>	- 3.0%
<b>Pending Sales</b>	<p>Q4-2013: 354, Q2-2014: 490, Q4-2014: 424, Q2-2015: 546, Q4-2015: 417, Q2-2016: 577</p>	502	<b>577</b>	+ 14.9%	1,439	<b>1,628</b>	+ 13.1%
<b>Closed Sales</b>	<p>Q4-2013: 386, Q2-2014: 396, Q4-2014: 481, Q2-2015: 424, Q4-2015: 407, Q2-2016: 534</p>	548	<b>534</b>	- 2.6%	1,318	<b>1,407</b>	+ 6.8%
<b>Days on Market</b>	<p>Q4-2013: 206, Q2-2014: 157, Q4-2014: 123, Q2-2015: 108, Q4-2015: 103, Q2-2016: 86</p>	108	<b>86</b>	- 20.4%	118	<b>97</b>	- 17.8%
<b>Median Sales Price</b>	<p>Q4-2013: \$145,500, Q2-2014: \$149,950, Q4-2014: \$146,000, Q2-2015: \$145,000, Q4-2015: \$147,000, Q2-2016: \$157,000</p>	\$162,500	<b>\$157,000</b>	- 3.4%	\$150,000	<b>\$153,000</b>	+ 2.0%
<b>Average Sales Price</b>	<p>Q4-2013: \$189,867, Q2-2014: \$176,856, Q4-2014: \$177,250, Q2-2015: \$181,423, Q4-2015: \$174,487, Q2-2016: \$185,830</p>	\$193,273	<b>\$195,830</b>	+ 1.3%	\$183,033	<b>\$185,281</b>	+ 1.2%
<b>Pct. of Orig. Price Received</b>	<p>Q4-2013: 91.3%, Q2-2014: 91.5%, Q4-2014: 91.3%, Q2-2015: 92.3%, Q4-2015: 93.0%, Q2-2016: 94.7%</p>	93.6%	<b>94.7%</b>	+ 1.2%	92.7%	<b>93.9%</b>	+ 1.3%
<b>Housing Affordability Index</b>	<p>Q4-2013: 201, Q2-2014: 188, Q4-2014: 203, Q2-2015: 186, Q4-2015: 210, Q2-2016: 201</p>	186	<b>201</b>	+ 8.1%	201	<b>206</b>	+ 2.5%
<b>Inventory of Homes for Sale</b>	<p>Q4-2013: 1,351, Q2-2014: 1,443, Q4-2014: 1,019, Q2-2015: 1,139, Q4-2015: 934, Q2-2016: 867</p>	1,139	<b>867</b>	- 23.9%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q4-2013: 10.2, Q2-2014: 10.6, Q4-2014: 7.0, Q2-2015: 7.3, Q4-2015: 6.0, Q2-2016: 5.1</p>	7.3	<b>5.1</b>	- 30.1%	--	--	--

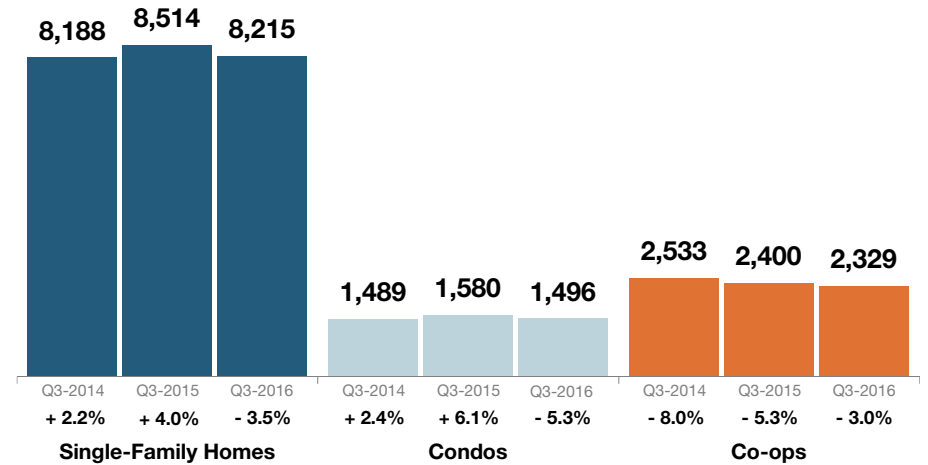
# New Listings

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

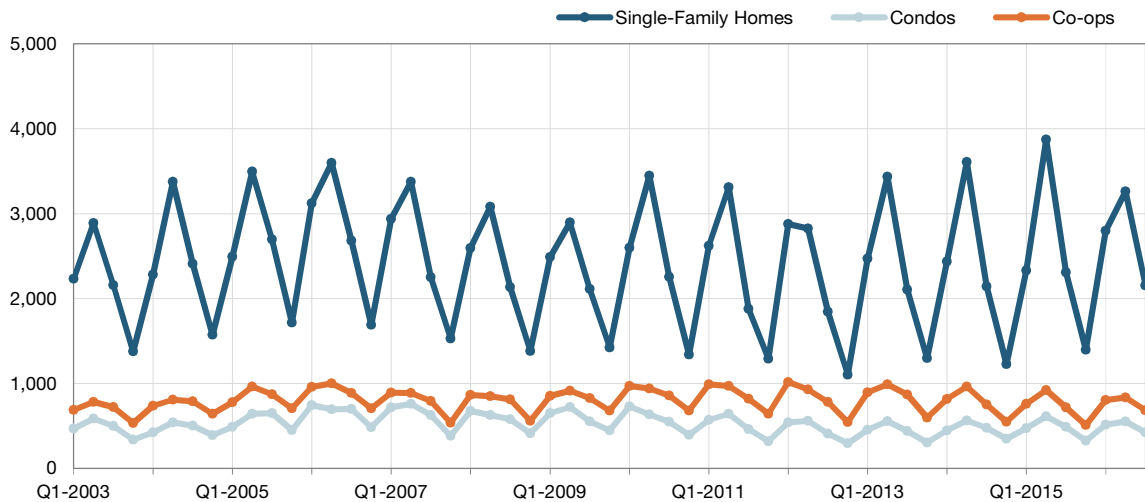
## Q3-2016



## Year to Date



## Historical New Listings by Quarter



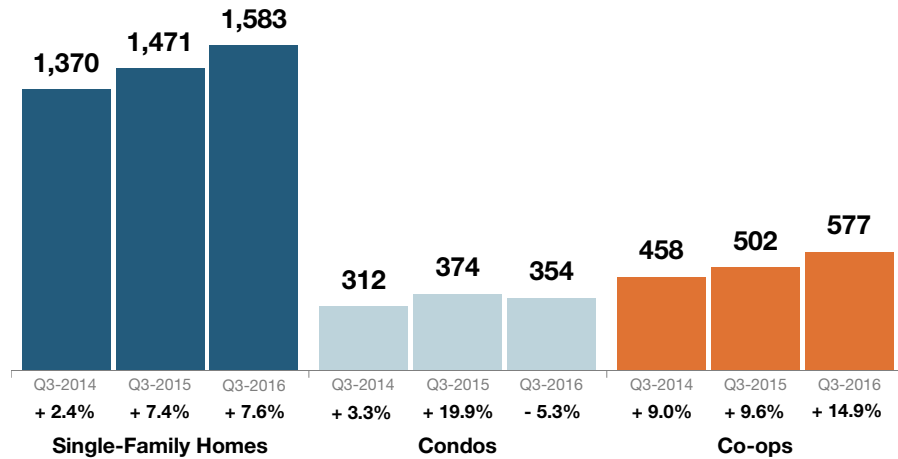
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	1,301	304	600
Q1-2014	2,437	446	818
Q2-2014	3,607	564	963
Q3-2014	2,144	479	752
Q4-2014	1,227	351	549
Q1-2015	2,332	476	761
Q2-2015	3,872	613	921
Q3-2015	2,310	491	718
Q4-2015	1,396	328	511
Q1-2016	2,799	517	806
Q2-2016	3,263	555	837
<b>Q3-2016</b>	<b>2,153</b>	<b>424</b>	<b>686</b>

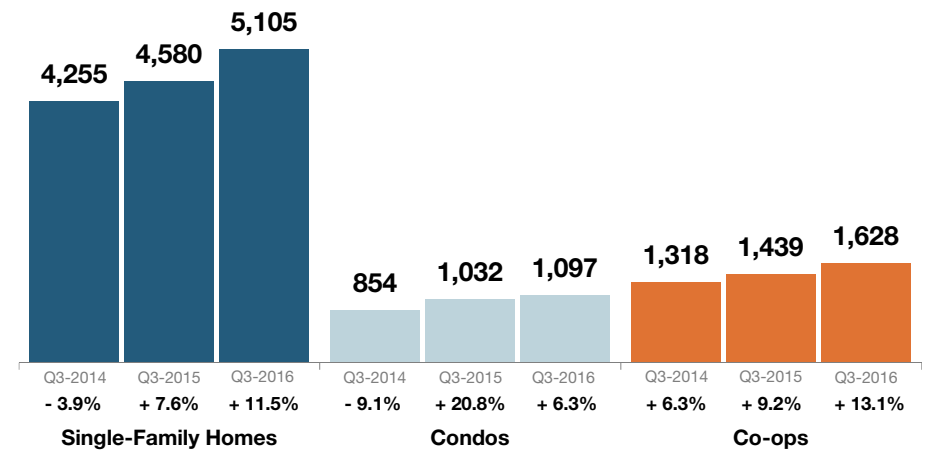
# Pending Sales

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

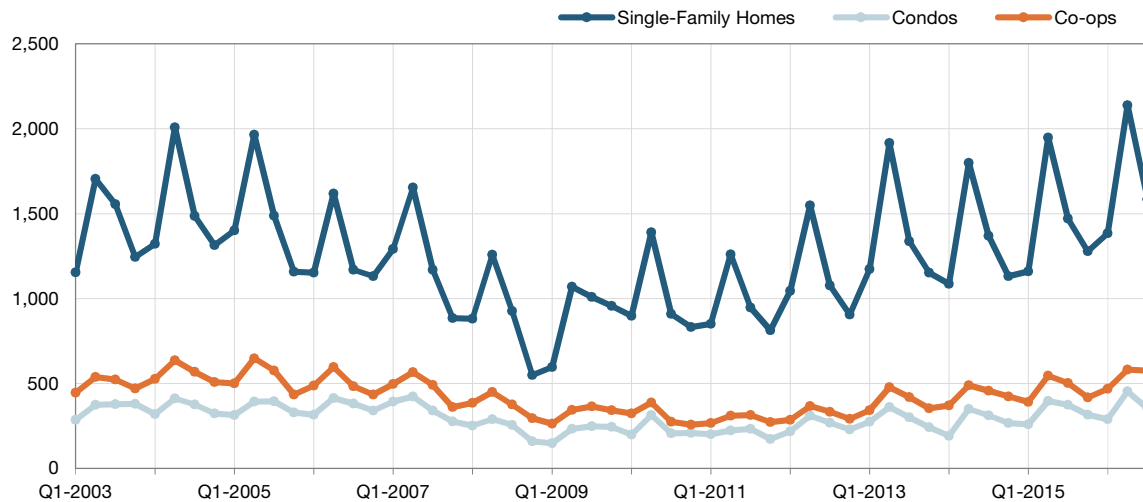
## Q3-2016



## Year to Date



## Historical Pending Sales by Quarter



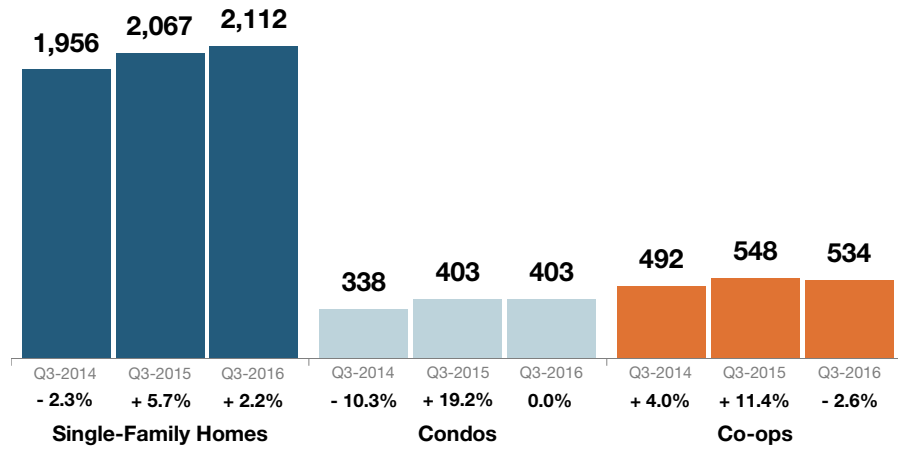
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	1,153	242	354
Q1-2014	1,086	191	370
Q2-2014	1,799	351	490
Q3-2014	1,370	312	458
Q4-2014	1,131	268	424
Q1-2015	1,161	260	391
Q2-2015	1,948	398	546
Q3-2015	1,471	374	502
Q4-2015	1,278	317	417
Q1-2016	1,384	290	469
Q2-2016	2,138	453	582
<b>Q3-2016</b>	<b>1,583</b>	<b>354</b>	<b>577</b>

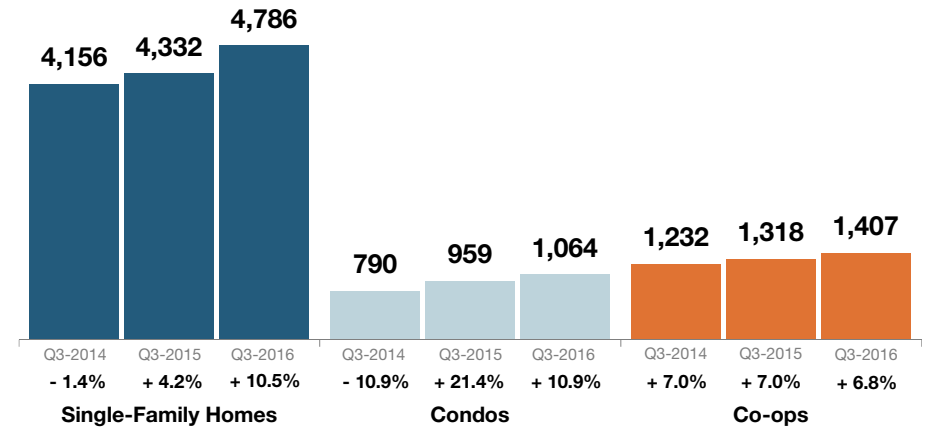
# Closed Sales

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

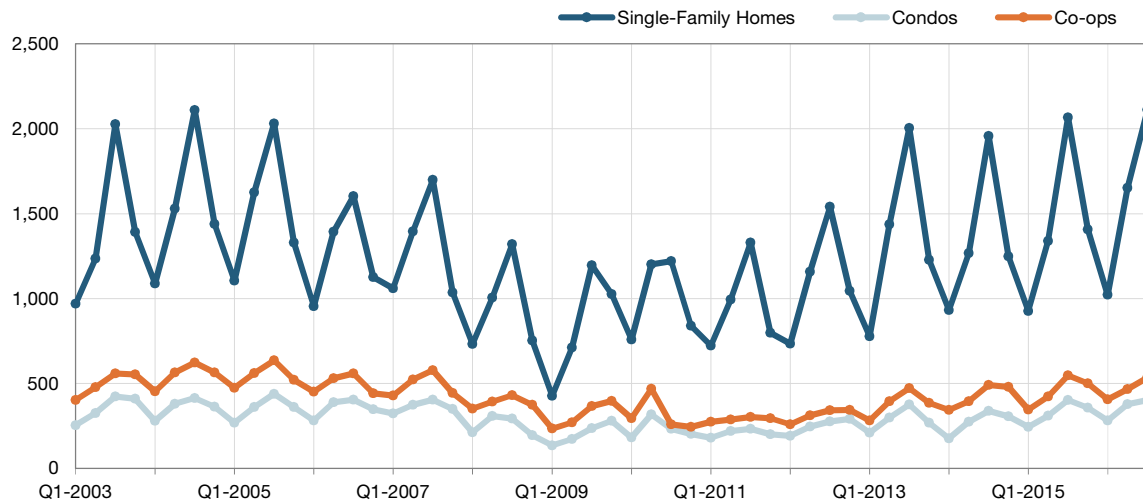
## Q3-2016



## Year to Date



## Historical Closed Sales by Quarter



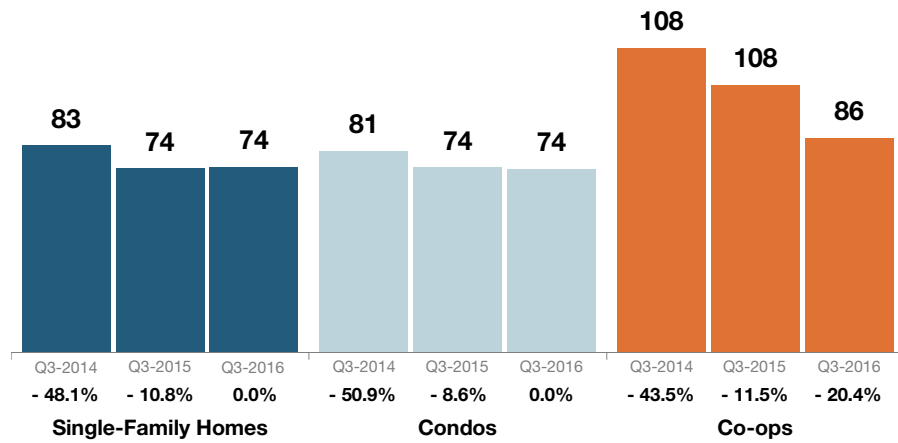
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	1,228	270	386
Q1-2014	933	177	344
Q2-2014	1,267	275	396
Q3-2014	1,956	338	492
Q4-2014	1,249	307	481
Q1-2015	926	245	346
Q2-2015	1,339	311	424
Q3-2015	2,067	403	548
Q4-2015	1,406	357	500
Q1-2016	1,023	282	407
Q2-2016	1,651	379	466
<b>Q3-2016</b>	<b>2,112</b>	<b>403</b>	<b>534</b>

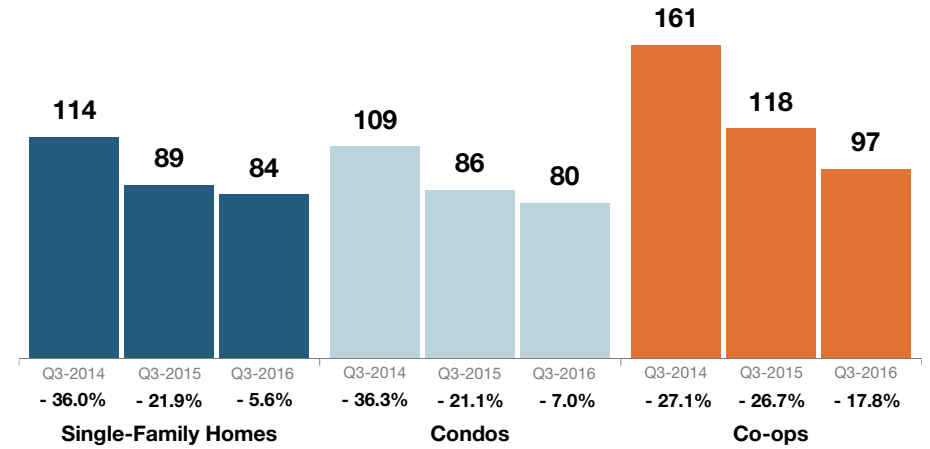
# Days on Market Until Sale

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

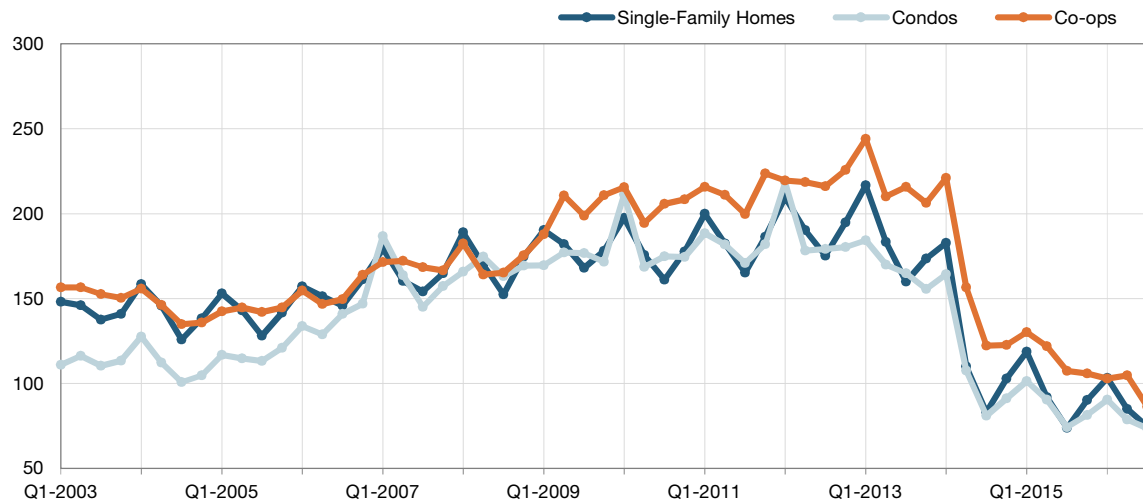
## Q3-2016



## Year to Date



## Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	174	156	206
Q1-2014	183	164	221
Q2-2014	110	108	157
Q3-2014	83	81	122
Q4-2014	103	91	123
Q1-2015	119	101	130
Q2-2015	92	90	122
Q3-2015	74	74	108
Q4-2015	90	81	106
Q1-2016	103	91	103
Q2-2016	85	79	105
<b>Q3-2016</b>	<b>74</b>	<b>74</b>	<b>86</b>

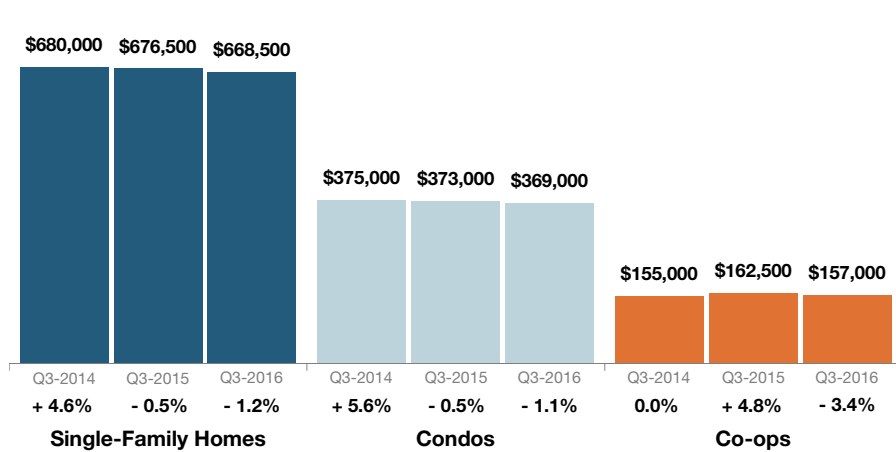
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



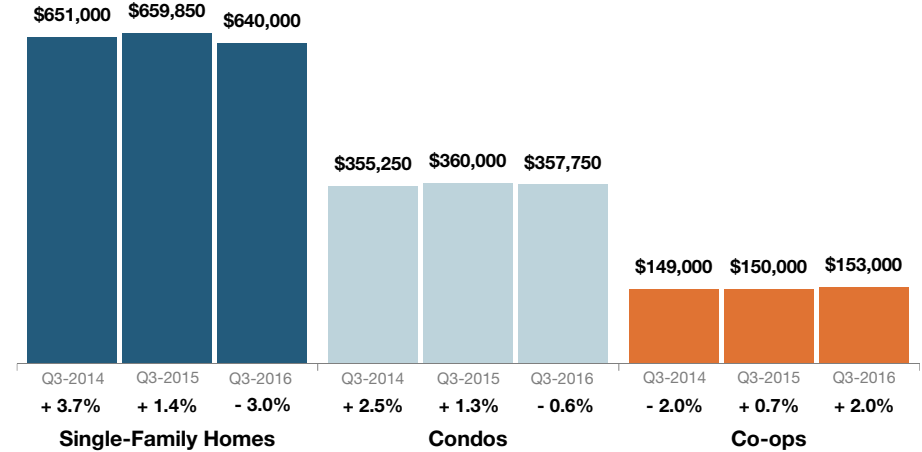
# Median Sales Price

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

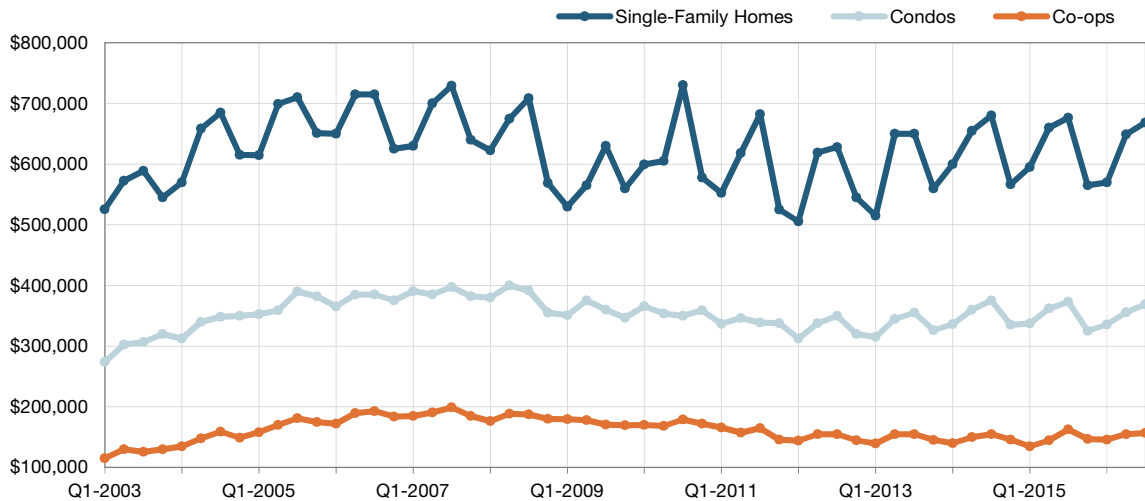
## Q3-2016



## Year to Date



## Historical Median Sales Price by Quarter



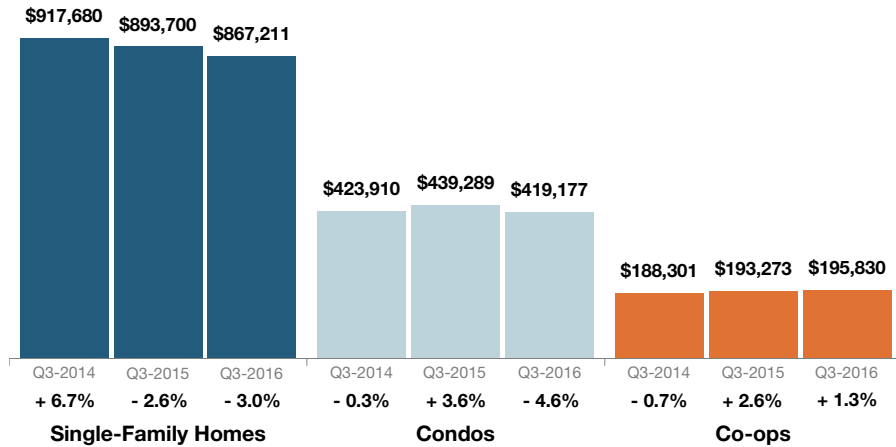
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	\$560,000	\$325,985	\$145,500
Q1-2014	\$600,000	\$336,000	\$140,000
Q2-2014	\$655,000	\$360,000	\$149,950
Q3-2014	\$680,000	\$375,000	\$155,000
Q4-2014	\$566,750	\$335,000	\$146,000
Q1-2015	\$595,000	\$337,500	\$135,000
Q2-2015	\$660,000	\$362,000	\$145,000
Q3-2015	\$676,500	\$373,000	\$162,500
Q4-2015	\$565,000	\$325,000	\$147,000
Q1-2016	\$570,000	\$335,750	\$146,000
Q2-2016	\$649,000	\$355,875	\$155,000
<b>Q3-2016</b>	<b>\$668,500</b>	<b>\$369,000</b>	<b>\$157,000</b>

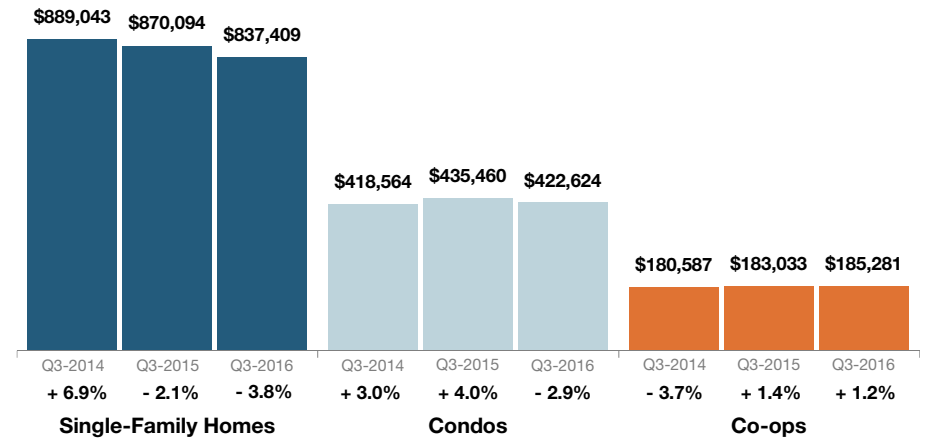
# Average Sales Price

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

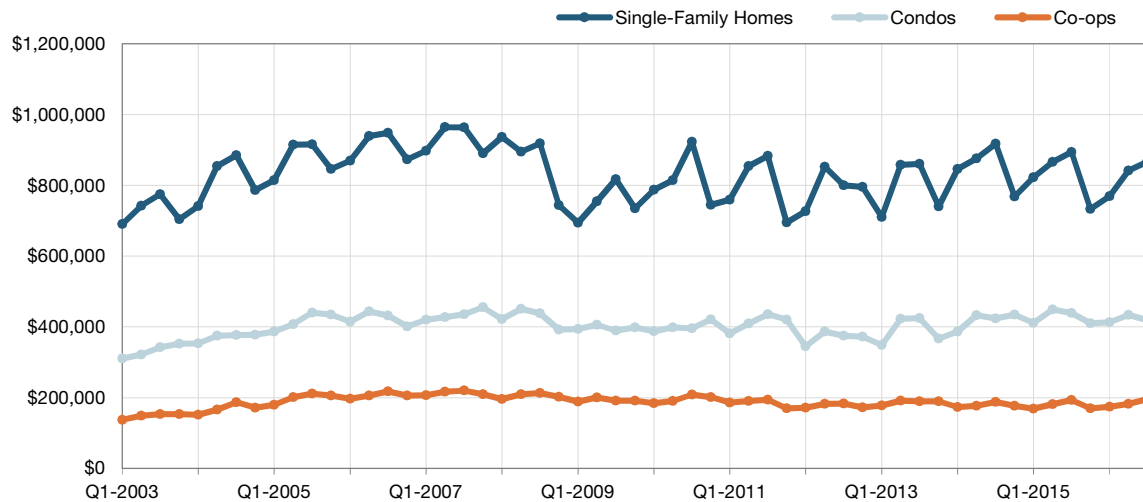
## Q3-2016



## Year to Date



## Historical Average Sales Price by Quarter



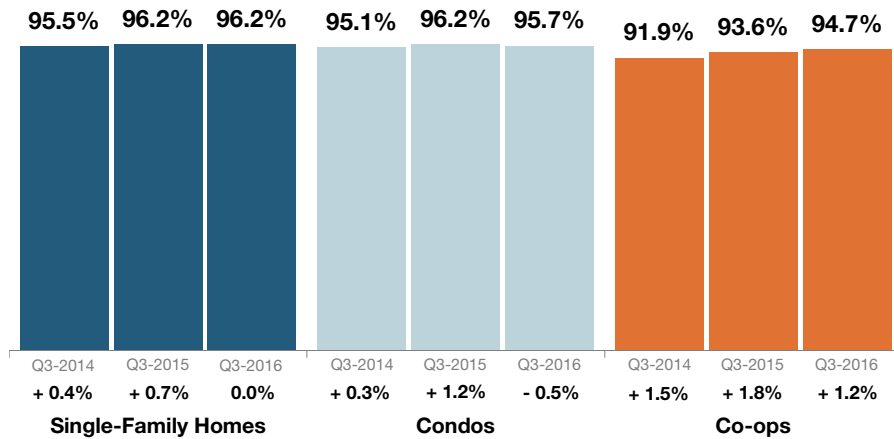
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	\$739,954	\$367,048	\$189,867
Q1-2014	\$846,130	\$386,529	\$173,850
Q2-2014	\$876,424	\$432,611	\$176,856
Q3-2014	\$917,680	\$423,910	\$188,301
Q4-2014	\$768,099	\$434,418	\$177,250
Q1-2015	\$822,666	\$411,701	\$168,816
Q2-2015	\$866,453	\$449,215	\$181,423
Q3-2015	\$893,700	\$439,289	\$193,273
Q4-2015	\$732,921	\$409,917	\$170,249
Q1-2016	\$769,432	\$412,776	\$174,487
Q2-2016	\$841,405	\$433,616	\$182,621
<b>Q3-2016</b>	<b>\$867,211</b>	<b>\$419,177</b>	<b>\$195,830</b>

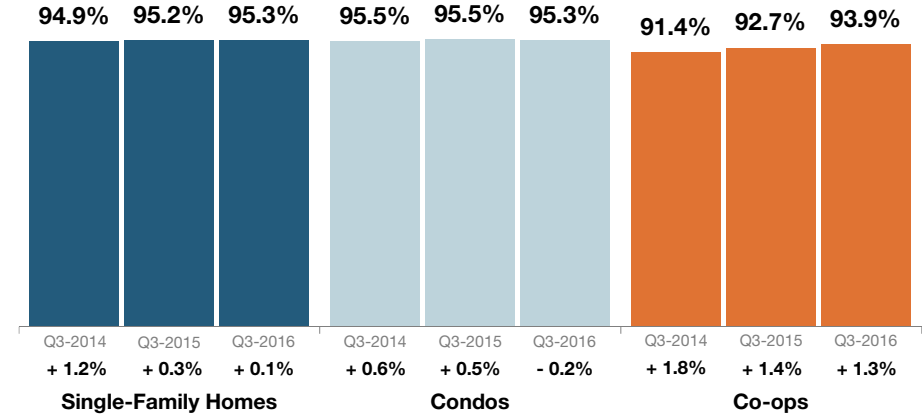
# Percent of Original List Price Received

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.

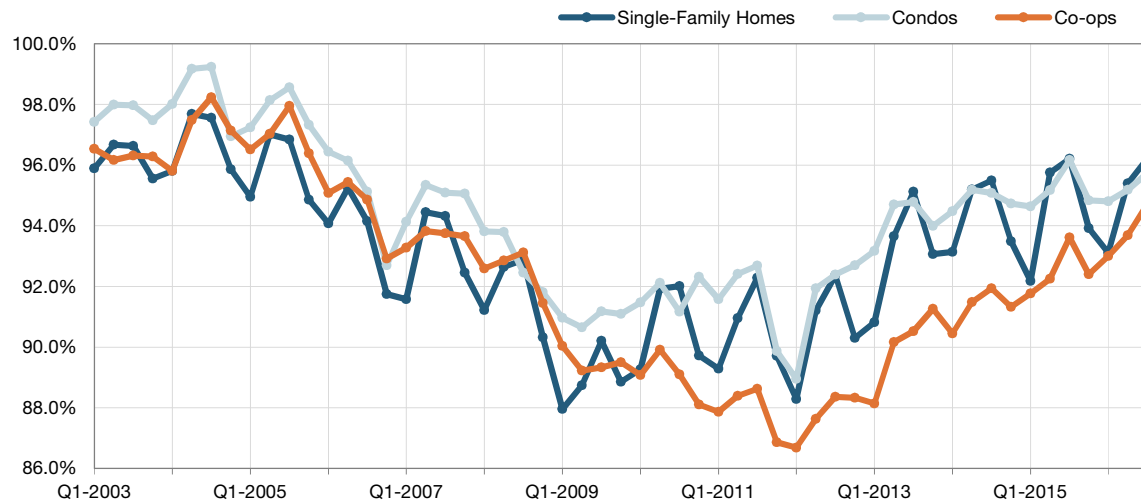
## Q3-2016



## Year to Date



## Historical Percent of Original List Price Received by Quarter



Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

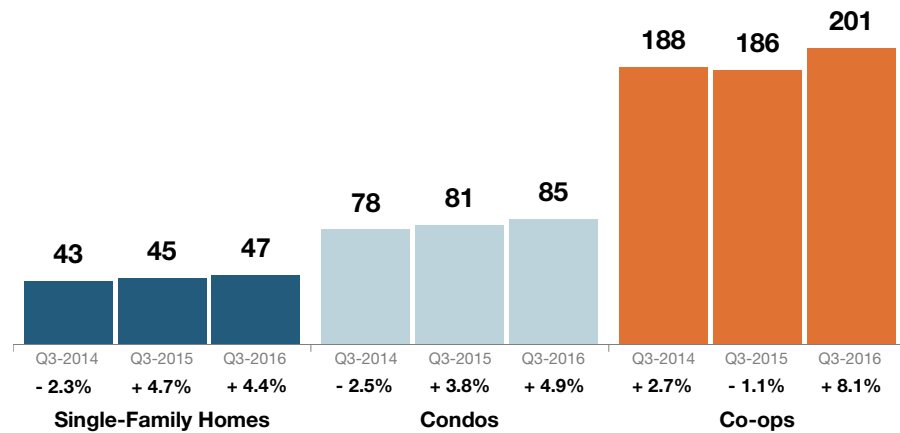
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	93.1%	94.0%	91.3%
Q1-2014	93.1%	94.5%	90.4%
Q2-2014	95.2%	95.2%	91.5%
Q3-2014	95.5%	95.1%	91.9%
Q4-2014	93.5%	94.7%	91.3%
Q1-2015	92.2%	94.6%	91.8%
Q2-2015	95.8%	95.2%	92.3%
Q3-2015	96.2%	96.2%	93.6%
Q4-2015	93.9%	94.8%	92.4%
Q1-2016	93.1%	94.8%	93.0%
Q2-2016	95.4%	95.2%	93.7%
<b>Q3-2016</b>	<b>96.2%</b>	<b>95.7%</b>	<b>94.7%</b>

# Housing Affordability Index

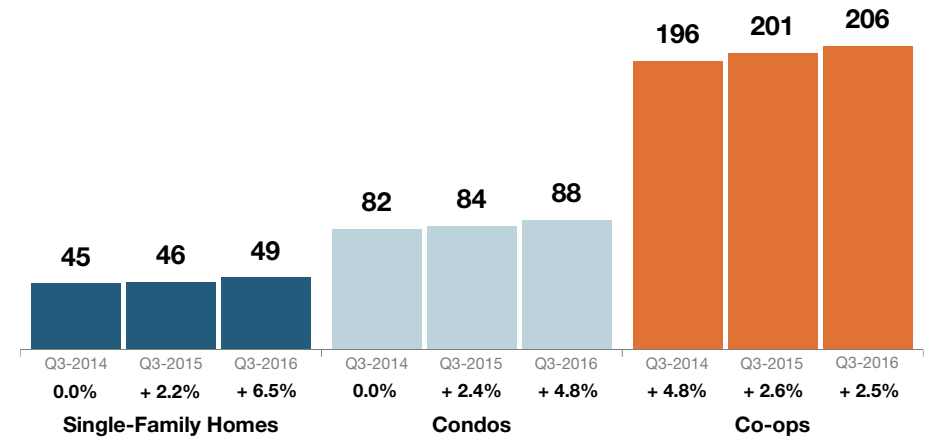
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



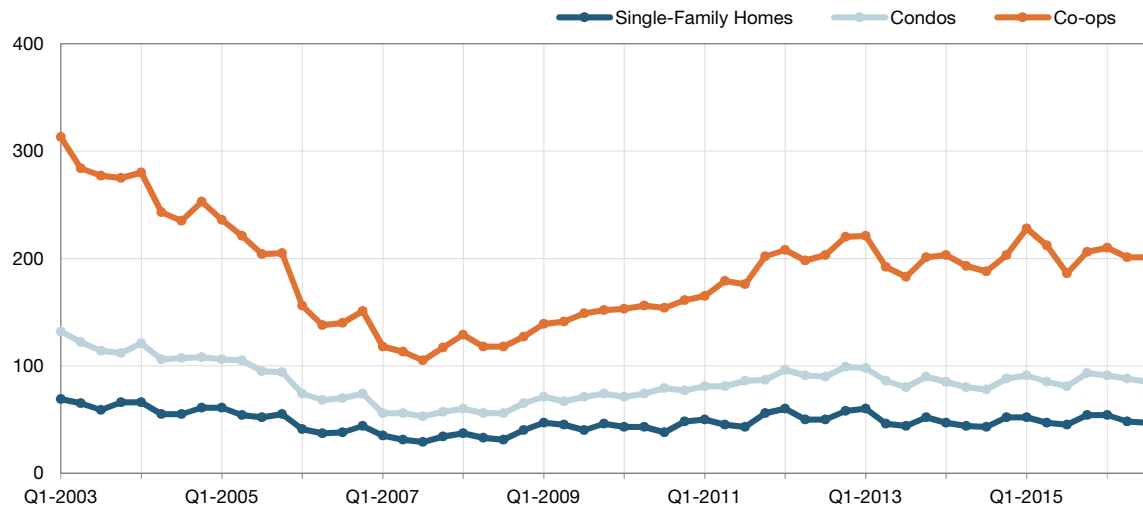
## Q3-2016



## Year to Date



## Historical Housing Affordability Index by Quarter



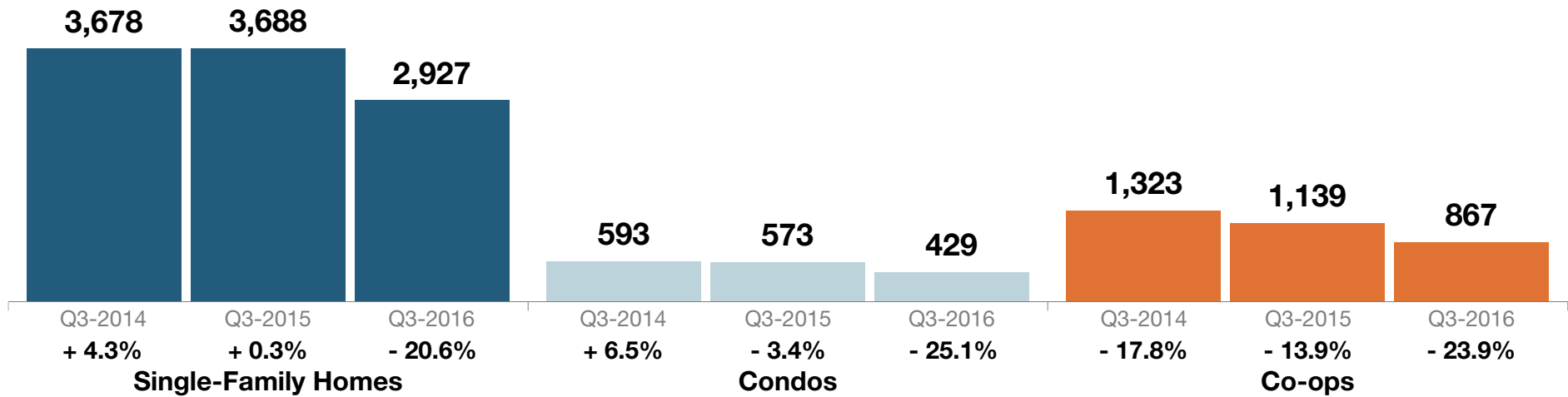
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	52	90	201
Q1-2014	47	85	203
Q2-2014	44	80	193
Q3-2014	43	78	188
Q4-2014	52	88	203
Q1-2015	52	91	228
Q2-2015	47	85	212
Q3-2015	45	81	186
Q4-2015	54	93	206
Q1-2016	54	91	210
Q2-2016	48	88	201
<b>Q3-2016</b>	<b>47</b>	<b>85</b>	<b>201</b>

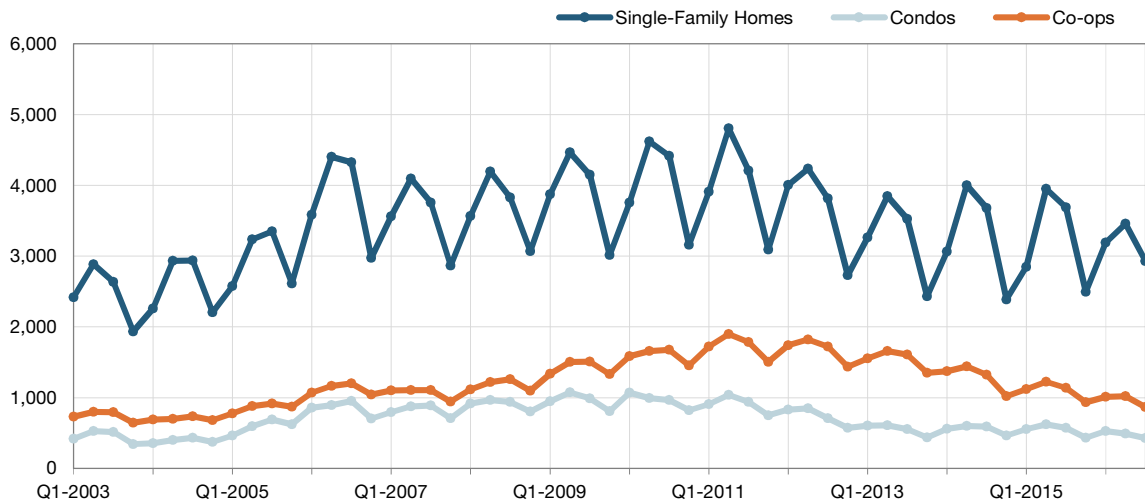
# Inventory of Homes for Sale

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

## Q3-2016



## Historical Inventory of Homes for Sale by Quarter



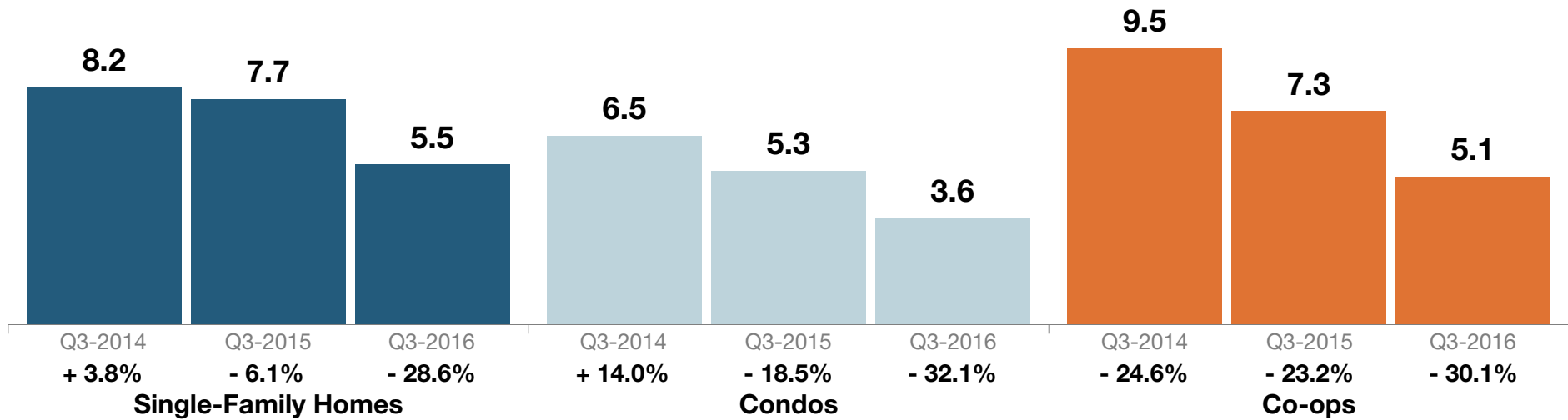
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	2,431	440	1,351
Q1-2014	3,065	562	1,375
Q2-2014	4,001	600	1,443
Q3-2014	3,678	593	1,323
Q4-2014	2,386	465	1,019
Q1-2015	2,849	556	1,121
Q2-2015	3,951	624	1,225
Q3-2015	3,688	573	1,139
Q4-2015	2,494	435	934
Q1-2016	3,190	530	1,011
Q2-2016	3,456	491	1,023
<b>Q3-2016</b>	<b>2,927</b>	<b>429</b>	<b>867</b>

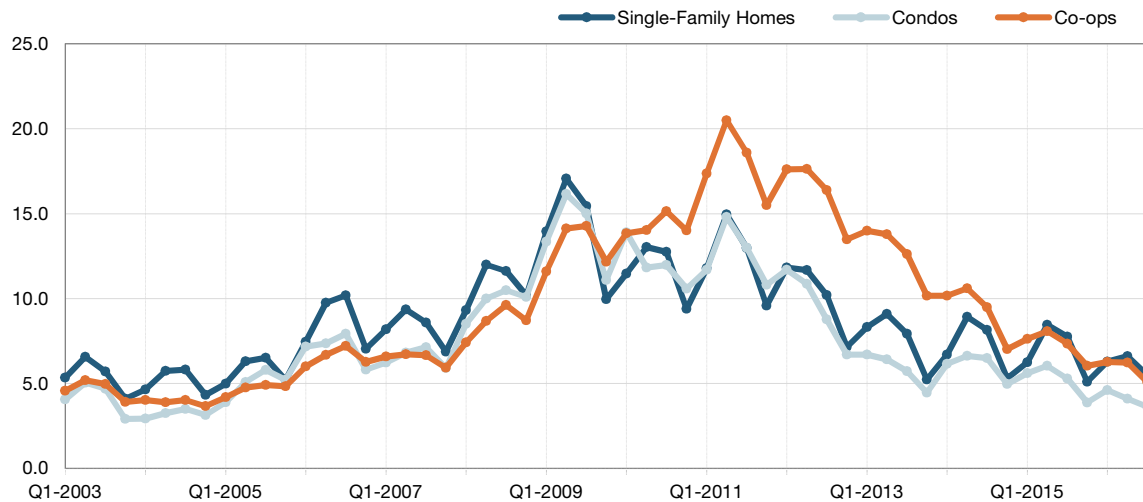
# Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

## Q3-2016



## Historical Months Supply of Inventory by Quarter



Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2013	5.2	4.5	10.2
Q1-2014	6.7	6.1	10.2
Q2-2014	8.9	6.6	10.6
Q3-2014	8.2	6.5	9.5
Q4-2014	5.3	5.0	7.0
Q1-2015	6.3	5.6	7.6
Q2-2015	8.5	6.0	8.1
Q3-2015	7.7	5.3	7.3
Q4-2015	5.1	3.9	6.0
Q1-2016	6.3	4.6	6.3
Q2-2016	6.6	4.1	6.2
<b>Q3-2016</b>	<b>5.5</b>	<b>3.6</b>	<b>5.1</b>

# Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>	<p>2,205 (Q4-2013), 3,701 (Q2-2014), 5,134 (Q4-2014), 3,375 (Q2-2015), 2,127 (Q4-2015), 3,569 (Q2-2016), 5,406 (Q4-2016), 3,519 (Q2-2017), 2,235 (Q4-2017), 4,122 (Q2-2018), 4,655 (Q4-2018), 3,263 (Q2-2019)</p>	3,519	<b>3,263</b>	- 7.3%	12,494	<b>12,040</b>	- 3.6%
<b>Pending Sales</b>	<p>1,749 (Q4-2013), 1,647 (Q2-2014), 2,640 (Q4-2014), 2,140 (Q2-2015), 1,823 (Q4-2015), 1,812 (Q2-2016), 2,892 (Q4-2016), 2,347 (Q2-2017), 2,012 (Q4-2017), 2,143 (Q2-2018), 3,173 (Q4-2018), 2,514 (Q2-2019)</p>	2,347	<b>2,514</b>	+ 7.1%	7,051	<b>7,830</b>	+ 11.0%
<b>Closed Sales</b>	<p>1,884 (Q4-2013), 1,454 (Q2-2014), 1,938 (Q4-2014), 2,786 (Q2-2015), 2,037 (Q4-2015), 1,517 (Q2-2016), 2,074 (Q4-2016), 3,018 (Q2-2017), 2,263 (Q4-2017), 1,712 (Q2-2018), 2,496 (Q4-2018), 3,049 (Q2-2019)</p>	3,018	<b>3,049</b>	+ 1.0%	6,609	<b>7,257</b>	+ 9.8%
<b>Days on Market</b>	<p>178 (Q4-2013), 190 (Q2-2014), 119 (Q4-2014), 90 (Q2-2015), 106 (Q4-2015), 119 (Q2-2016), 98 (Q4-2016), 80 (Q2-2017), 92 (Q4-2017), 101 (Q2-2018), 88 (Q4-2018), 76 (Q2-2019)</p>	80	<b>76</b>	- 5.0%	94	<b>86</b>	- 8.5%
<b>Median Sales Price</b>	<p>\$430,250 (Q4-2013), \$435,000 (Q2-2014), \$500,000 (Q4-2014), \$530,200 (Q2-2015), \$425,000 (Q4-2015), \$435,000 (Q2-2016), \$492,000 (Q4-2016), \$535,000 (Q2-2017), \$425,000 (Q4-2017), \$416,250 (Q2-2018), \$480,750 (Q4-2018), \$525,000 (Q2-2019)</p>	\$535,000	<b>\$525,000</b>	- 1.9%	\$495,000	<b>\$480,000</b>	- 3.0%
<b>Average Sales Price</b>	<p>\$573,808 (Q4-2013), \$630,880 (Q2-2014), \$670,501 (Q4-2014), \$728,901 (Q2-2015), \$578,198 (Q4-2015), \$607,163 (Q2-2016), \$663,843 (Q4-2016), \$706,010 (Q2-2017), \$557,817 (Q4-2017), \$569,245 (Q2-2018), \$686,491 (Q4-2018), \$690,407 (Q2-2019)</p>	\$706,010	<b>\$690,407</b>	- 2.2%	\$670,083	<b>\$650,159</b>	- 3.0%
<b>Pct. of Orig. Price Received</b>	<p>92.8% (Q4-2013), 92.7% (Q2-2014), 94.4% (Q4-2014), 94.8% (Q2-2015), 93.2% (Q4-2015), 92.5% (Q2-2016), 95.0% (Q4-2016), 95.7% (Q2-2017), 93.7% (Q4-2017), 93.4% (Q2-2018), 95.0% (Q4-2018), 95.9% (Q2-2019)</p>	95.7%	<b>95.9%</b>	+ 0.2%	94.7%	<b>95.0%</b>	+ 0.3%
<b>Housing Affordability Index</b>	<p>68 (Q4-2013), 65 (Q2-2014), 58 (Q4-2014), 55 (Q2-2015), 70 (Q4-2015), 71 (Q2-2016), 62 (Q4-2016), 56 (Q2-2017), 71 (Q4-2017), 74 (Q2-2018), 65 (Q4-2018), 60 (Q2-2019)</p>	56	<b>60</b>	+ 7.1%	61	<b>66</b>	+ 8.2%
<b>Inventory of Homes for Sale</b>	<p>4,222 (Q4-2013), 5,002 (Q2-2014), 6,044 (Q4-2014), 5,594 (Q2-2015), 3,870 (Q4-2015), 4,526 (Q2-2016), 5,800 (Q4-2016), 5,400 (Q2-2017), 3,863 (Q4-2017), 4,731 (Q2-2018), 4,970 (Q4-2018), 4,223 (Q2-2019)</p>	5,400	<b>4,223</b>	- 21.8%	--	--	--
<b>Months Supply of Inventory</b>	<p>6.1 (Q4-2013), 7.3 (Q2-2014), 9.0 (Q4-2014), 8.2 (Q2-2015), 5.6 (Q4-2015), 6.5 (Q2-2016), 8.0 (Q4-2016), 7.3 (Q2-2017), 5.1 (Q4-2017), 6.0 (Q2-2018), 6.2 (Q4-2018), 5.1 (Q2-2019)</p>	7.3	<b>5.1</b>	- 30.1%	--	--	--