

Quarterly Indicators

Westchester County



Q4-2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

- Single-Family Closed Sales were up 1.6 percent to 1,428.
- Condos Closed Sales were down 6.7 percent to 333.
- Co-ops Closed Sales were down 4.8 percent to 476.
- Single-Family Median Sales Price increased 0.6 percent to \$568,250.
- Condos Median Sales Price increased 10.8 percent to \$360,000.
- Co-ops Median Sales Price increased 5.4 percent to \$155,000.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for hardworking agents and diligent consumers.

Quarterly Snapshot

- 1.1% **- 25.8%** **+ 4.5%**

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
- 1.1%	- 25.8%	+ 4.5%

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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	<p>2,437 (Q1-2014), 3,607 (Q2-2014), 2,144 (Q3-2014), 1,227 (Q4-2014), 2,332 (Q1-2015), 3,872 (Q2-2015), 2,310 (Q3-2015), 1,396 (Q4-2015), 2,799 (Q1-2016), 3,263 (Q2-2016), 2,153 (Q3-2016), 1,271 (Q4-2016)</p>	1,396	1,271	- 9.0%	9,910	9,486	- 4.3%
Pending Sales	<p>1,086 (Q1-2014), 1,799 (Q2-2014), 1,370 (Q3-2014), 1,131 (Q4-2014), 1,160 (Q1-2015), 1,949 (Q2-2015), 1,468 (Q3-2015), 1,263 (Q4-2015), 1,381 (Q1-2016), 2,121 (Q2-2016), 1,538 (Q3-2016), 1,298 (Q4-2016)</p>	1,263	1,298	+ 2.8%	5,840	6,338	+ 8.5%
Closed Sales	<p>933 (Q1-2014), 1,267 (Q2-2014), 1,956 (Q3-2014), 1,249 (Q4-2014), 926 (Q1-2015), 1,339 (Q2-2015), 2,067 (Q3-2015), 1,406 (Q4-2015), 1,023 (Q1-2016), 1,651 (Q2-2016), 2,112 (Q3-2016), 1,428 (Q4-2016)</p>	1,406	1,428	+ 1.6%	5,738	6,214	+ 8.3%
Days on Market	<p>183 (Q1-2014), 110 (Q2-2014), 83 (Q3-2014), 103 (Q4-2014), 119 (Q1-2015), 92 (Q2-2015), 74 (Q3-2015), 90 (Q4-2015), 103 (Q1-2016), 85 (Q2-2016), 74 (Q3-2016), 85 (Q4-2016)</p>	90	85	- 5.6%	89	84	- 5.6%
Median Sales Price	<p>\$560,000 (Q1-2014), \$625,000 (Q2-2014), \$680,000 (Q3-2014), \$667,750 (Q4-2014), \$695,000 (Q1-2015), \$690,000 (Q2-2015), \$676,500 (Q3-2015), \$665,000 (Q4-2015), \$570,000 (Q1-2016), \$648,000 (Q2-2016), \$688,500 (Q3-2016), \$668,250 (Q4-2016)</p>	\$565,000	\$568,250	+ 0.6%	\$627,500	\$624,000	- 0.6%
Average Sales Price	<p>\$646,130 (Q1-2014), \$676,424 (Q2-2014), \$917,880 (Q3-2014), \$768,099 (Q4-2014), \$822,666 (Q1-2015), \$868,450 (Q2-2015), \$893,700 (Q3-2015), \$732,921 (Q4-2015), \$789,432 (Q1-2016), \$841,405 (Q2-2016), \$867,211 (Q3-2016), \$756,891 (Q4-2016)</p>	\$732,921	\$756,891	+ 3.3%	\$836,481	\$818,906	- 2.1%
Pct. of Orig. Price Received	<p>93.1% (Q1-2014), 95.2% (Q2-2014), 95.5% (Q3-2014), 93.5% (Q4-2014), 92.2% (Q1-2015), 95.8% (Q2-2015), 96.2% (Q3-2015), 93.9% (Q4-2015), 93.1% (Q1-2016), 95.4% (Q2-2016), 96.2% (Q3-2016), 94.8% (Q4-2016)</p>	93.9%	94.8%	+ 1.0%	94.9%	95.2%	+ 0.3%
Housing Affordability Index	<p>47 (Q1-2014), 44 (Q2-2014), 43 (Q3-2014), 52 (Q4-2014), 52 (Q1-2015), 47 (Q2-2015), 45 (Q3-2015), 54 (Q4-2015), 54 (Q1-2016), 48 (Q2-2016), 47 (Q3-2016), 56 (Q4-2016)</p>	54	56	+ 3.7%	48	51	+ 6.3%
Inventory of Homes for Sale	<p>3,065 (Q1-2014), 4,002 (Q2-2014), 3,679 (Q3-2014), 2,387 (Q4-2014), 2,850 (Q1-2015), 3,953 (Q2-2015), 3,689 (Q3-2015), 2,496 (Q4-2015), 3,193 (Q1-2016), 3,471 (Q2-2016), 3,000 (Q3-2016), 1,881 (Q4-2016)</p>	2,496	1,881	- 24.6%	--	--	--
Months Supply of Inventory	<p>6.7 (Q1-2014), 8.9 (Q2-2014), 8.2 (Q3-2014), 5.3 (Q4-2014), 6.3 (Q1-2015), 8.5 (Q2-2015), 7.8 (Q3-2015), 5.1 (Q4-2015), 6.3 (Q1-2016), 6.7 (Q2-2016), 5.7 (Q3-2016), 3.6 (Q4-2016)</p>	5.1	3.6	- 29.4%	--	--	--

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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		328	299	- 8.8%	1,908	1,795	- 5.9%
Pending Sales		315	308	- 2.2%	1,349	1,388	+ 2.9%
Closed Sales		357	333	- 6.7%	1,316	1,398	+ 6.2%
Days on Market		81	74	- 8.6%	85	78	- 8.2%
Median Sales Price		\$325,000	\$360,000	+ 10.8%	\$350,000	\$359,500	+ 2.7%
Average Sales Price		\$409,917	\$423,483	+ 3.3%	\$428,531	\$422,723	- 1.4%
Pct. of Orig. Price Received		94.8%	94.8%	0.0%	95.3%	95.2%	- 0.1%
Housing Affordability Index		93	88	- 5.4%	87	88	+ 1.1%
Inventory of Homes for Sale		435	296	- 32.0%	--	--	--
Months Supply of Inventory		3.9	2.6	- 33.3%	--	--	--

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.

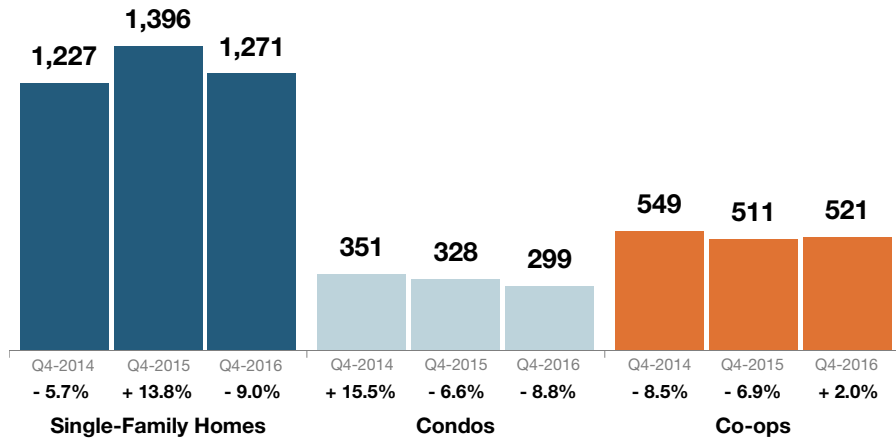


Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	<p>Q1-2014: 818, Q3-2014: 963, Q1-2015: 752, Q3-2015: 549, Q1-2016: 761, Q3-2016: 921, Q1-2015: 718, Q3-2015: 511, Q1-2016: 806, Q3-2016: 837, Q1-2016: 686, Q3-2016: 521</p>	511	521	+ 2.0%	2,911	2,850	- 2.1%
Pending Sales	<p>Q1-2014: 370, Q3-2014: 490, Q1-2015: 458, Q3-2015: 424, Q1-2016: 391, Q3-2016: 546, Q1-2016: 502, Q3-2016: 413, Q1-2016: 468, Q3-2016: 575, Q1-2016: 495, Q3-2016: 498</p>	413	498	+ 20.6%	1,852	2,036	+ 9.9%
Closed Sales	<p>Q1-2014: 344, Q3-2014: 396, Q1-2015: 492, Q3-2015: 481, Q1-2016: 346, Q3-2016: 424, Q1-2016: 548, Q3-2016: 500, Q1-2016: 407, Q3-2016: 466, Q1-2016: 535, Q3-2016: 476</p>	500	476	- 4.8%	1,818	1,884	+ 3.6%
Days on Market	<p>Q1-2014: 221, Q3-2014: 157, Q1-2015: 122, Q3-2015: 123, Q1-2016: 130, Q3-2016: 122, Q1-2016: 108, Q3-2016: 106, Q1-2016: 103, Q3-2016: 105, Q1-2016: 87, Q3-2016: 85</p>	106	85	- 19.8%	115	94	- 18.3%
Median Sales Price	<p>Q1-2014: \$140,000, Q3-2014: \$149,950, Q1-2015: \$155,000, Q3-2015: \$146,000, Q1-2016: \$135,000, Q3-2016: \$145,000, Q1-2016: \$162,500, Q3-2016: \$147,000, Q1-2016: \$146,000, Q3-2016: \$155,000, Q1-2016: \$156,000, Q3-2016: \$155,000</p>	\$147,000	\$155,000	+ 5.4%	\$150,000	\$154,750	+ 3.2%
Average Sales Price	<p>Q1-2014: \$173,850, Q3-2014: \$176,856, Q1-2015: \$188,301, Q3-2015: \$177,250, Q1-2016: \$168,816, Q3-2016: \$181,423, Q1-2016: \$193,273, Q3-2016: \$170,249, Q1-2016: \$174,487, Q3-2016: \$182,821, Q1-2016: \$195,875, Q3-2016: \$187,323</p>	\$170,249	\$187,323	+ 10.0%	\$179,520	\$185,815	+ 3.5%
Pct. of Orig. Price Received	<p>Q1-2014: 90.4%, Q3-2014: 91.5%, Q1-2015: 91.9%, Q3-2015: 91.3%, Q1-2016: 91.8%, Q3-2016: 92.3%, Q1-2016: 93.6%, Q3-2016: 92.4%, Q1-2016: 93.0%, Q3-2016: 93.7%, Q1-2016: 94.7%, Q3-2016: 94.7%</p>	92.4%	94.7%	+ 2.5%	92.6%	94.1%	+ 1.6%
Housing Affordability Index	<p>Q1-2014: 203, Q3-2014: 193, Q1-2015: 188, Q3-2015: 203, Q1-2016: 228, Q3-2016: 212, Q1-2016: 186, Q3-2016: 206, Q1-2016: 210, Q3-2016: 201, Q1-2016: 200, Q3-2016: 204</p>	206	204	- 1.0%	202	204	+ 1.0%
Inventory of Homes for Sale	<p>Q1-2014: 1,375, Q3-2014: 1,443, Q1-2015: 1,323, Q3-2015: 1,019, Q1-2016: 1,121, Q3-2016: 1,225, Q1-2016: 1,139, Q3-2016: 934, Q1-2016: 1,011, Q3-2016: 1,028, Q1-2016: 940, Q3-2016: 689</p>	934	689	- 26.2%	--	--	--
Months Supply of Inventory	<p>Q1-2014: 10.2, Q3-2014: 10.6, Q1-2015: 9.5, Q3-2015: 7.0, Q1-2016: 7.6, Q3-2016: 8.1, Q1-2016: 7.3, Q3-2016: 6.1, Q1-2016: 6.3, Q3-2016: 6.3, Q1-2016: 5.8, Q3-2016: 4.1</p>	6.1	4.1	- 32.8%	--	--	--

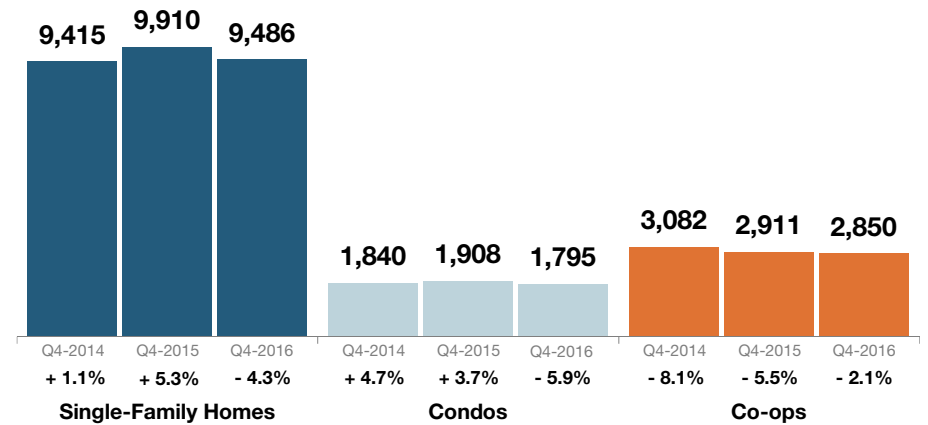
New Listings

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

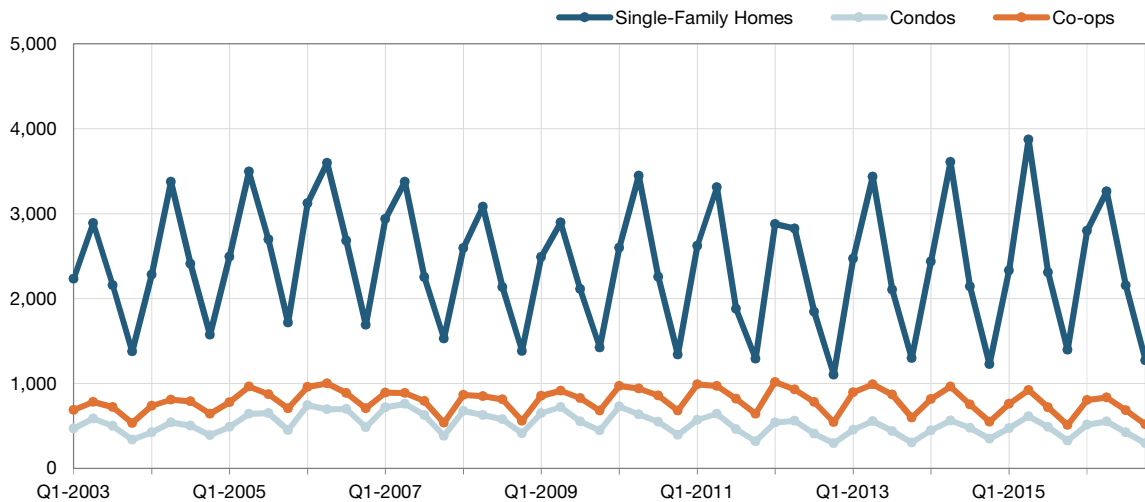
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Historical New Listings by Quarter



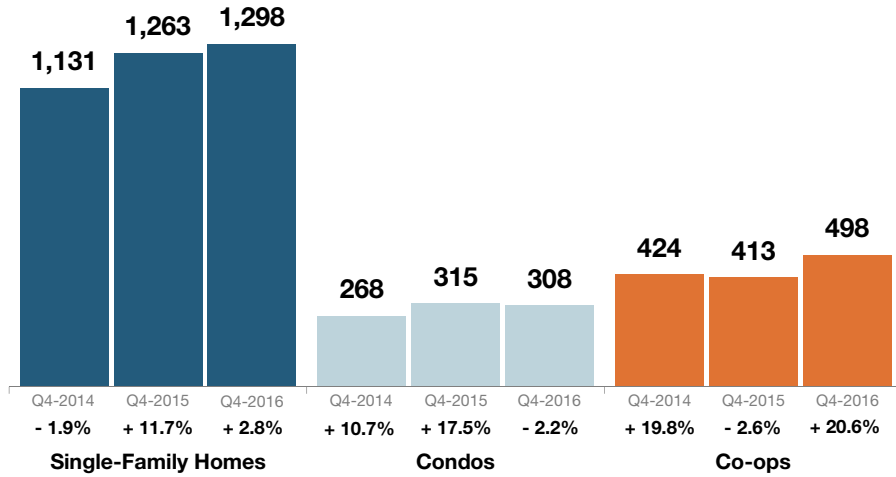
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q3-2016	2,153	424	686
Q4-2016	1,271	299	521

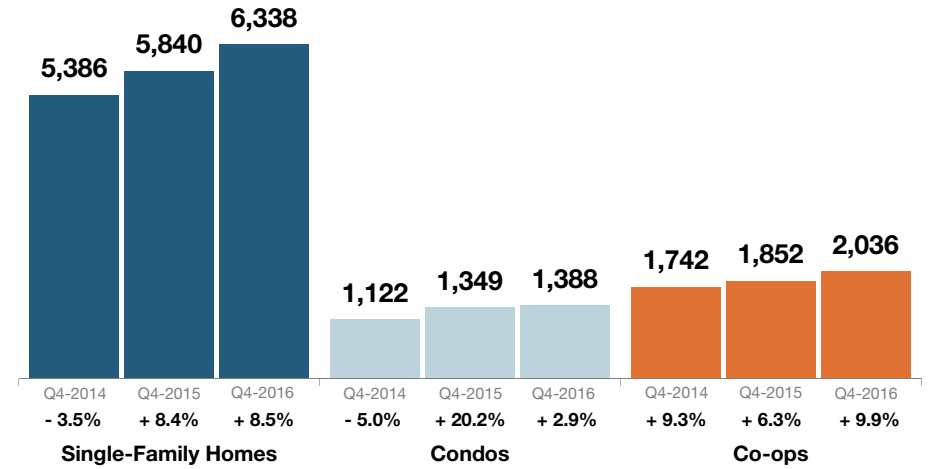
Pending Sales

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

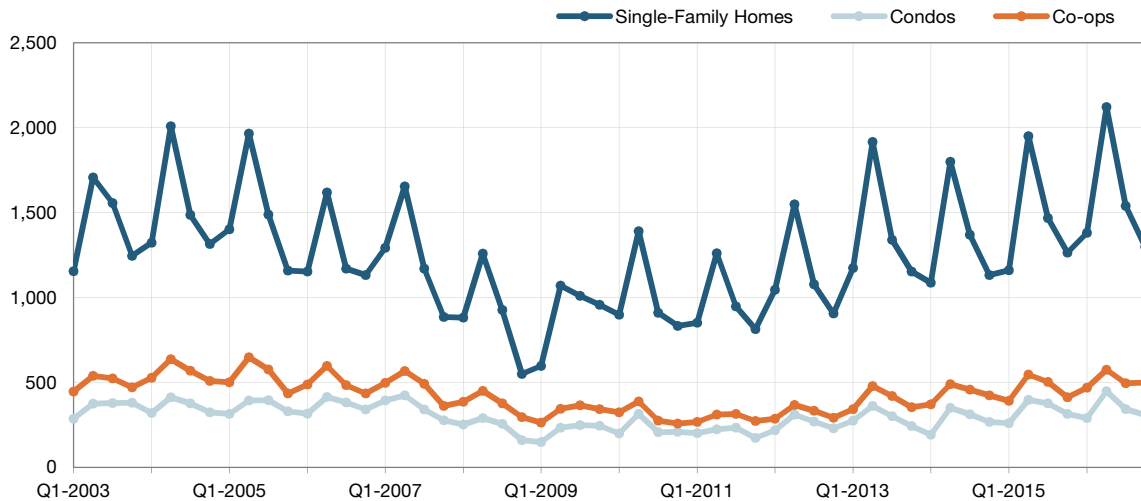
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Historical Pending Sales by Quarter



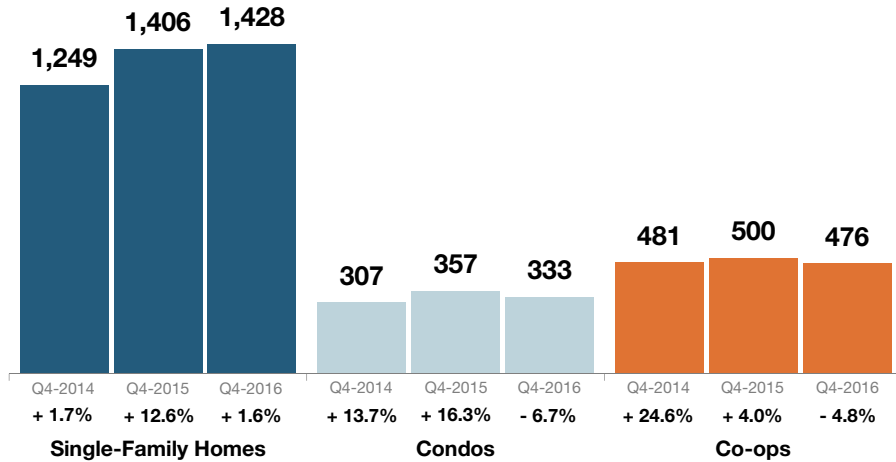
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	1,160	260	391
Q2-2015	1,949	398	546
Q3-2015	1,468	376	502
Q4-2015	1,263	315	413
Q1-2016	1,381	290	468
Q2-2016	2,121	448	575
Q3-2016	1,538	342	495
Q4-2016	1,298	308	498

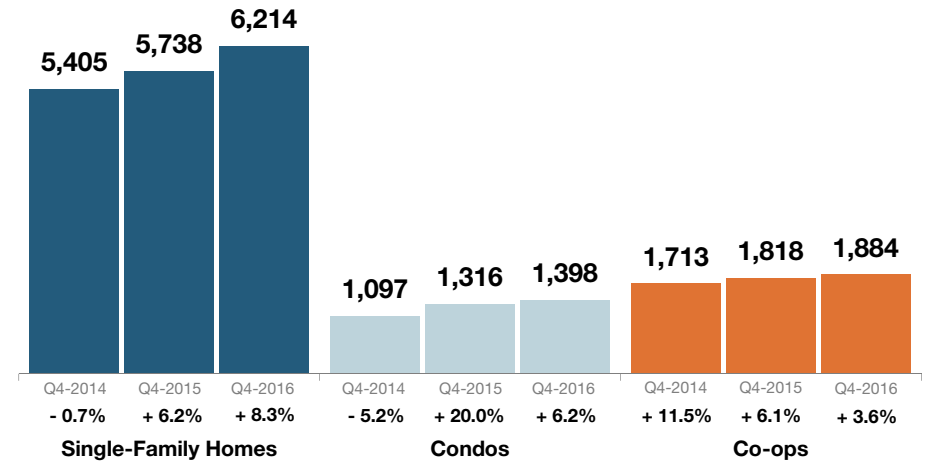
Closed Sales

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

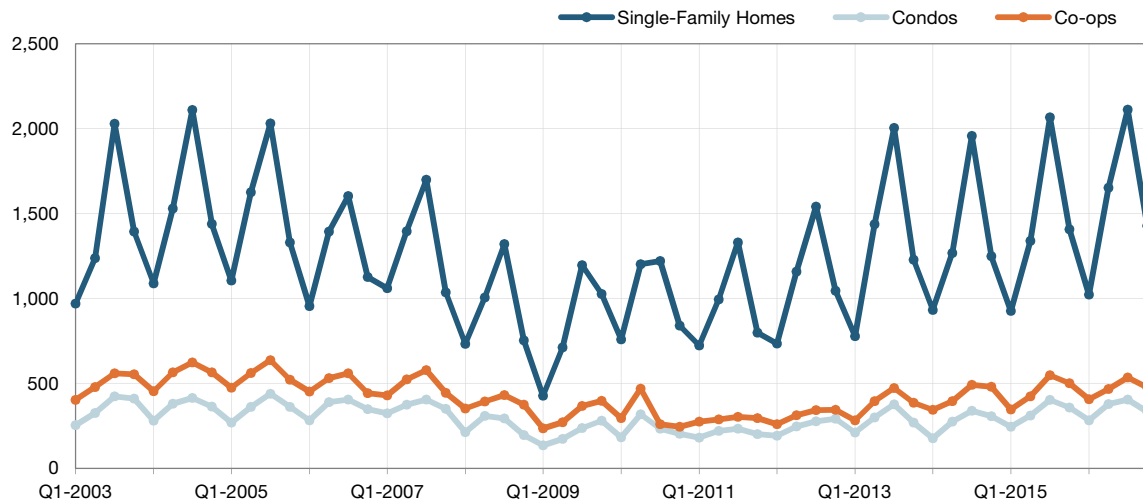
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Historical Closed Sales by Quarter



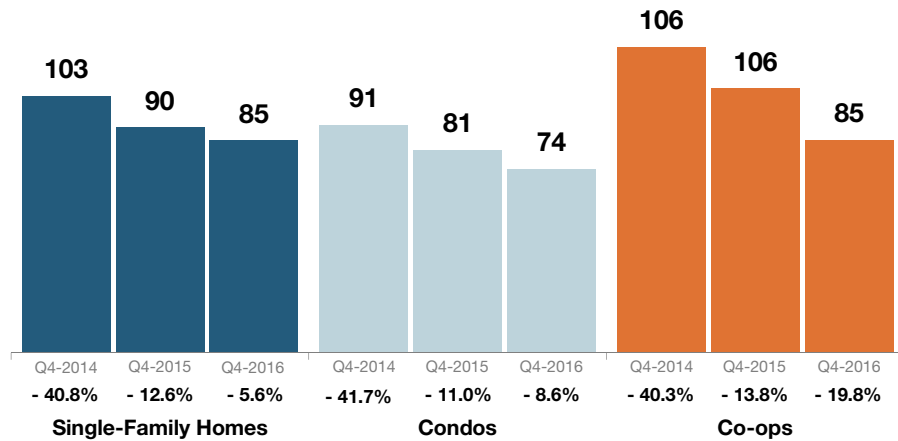
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q3-2016	2,112	404	535
Q4-2016	1,428	333	476

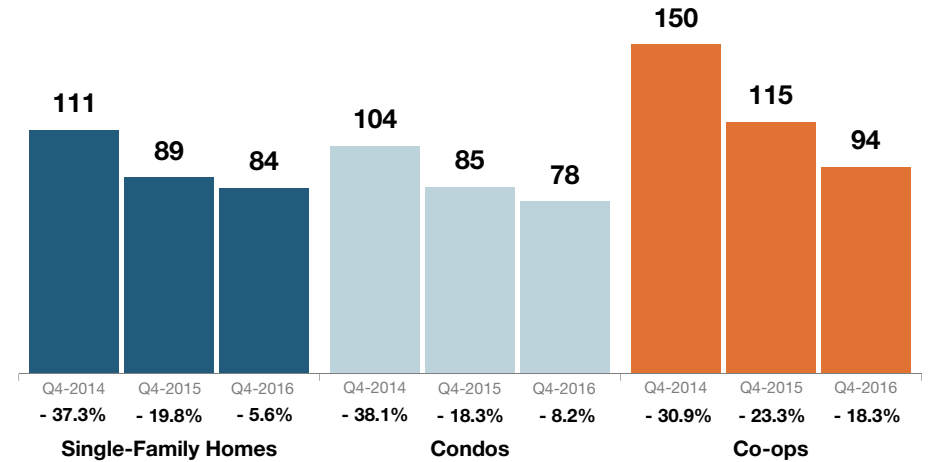
Days on Market Until Sale

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

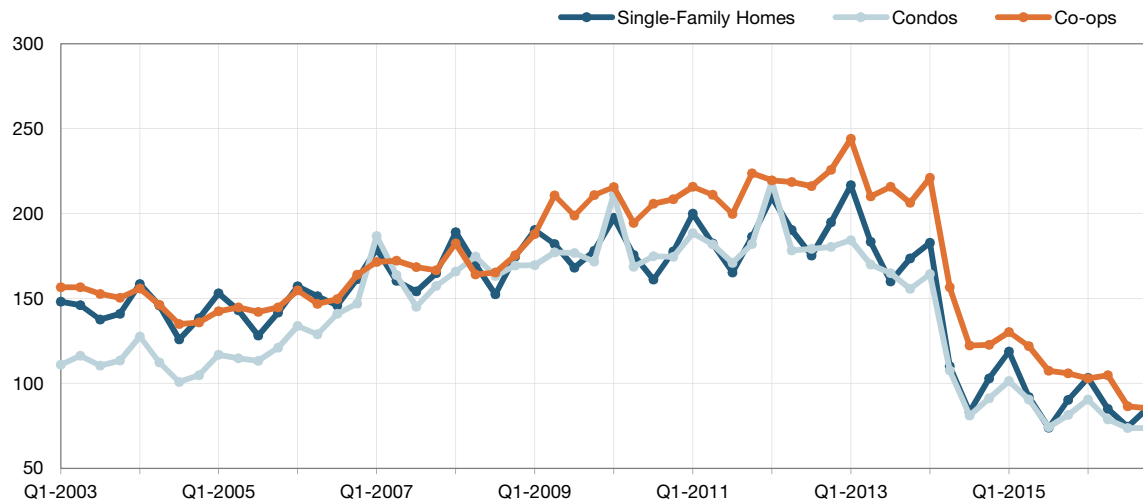
Q4-2016



Year to Date



Historical Days on Market Until Sale by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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
Q3-2016	74	74	87
Q4-2016	85	74	85

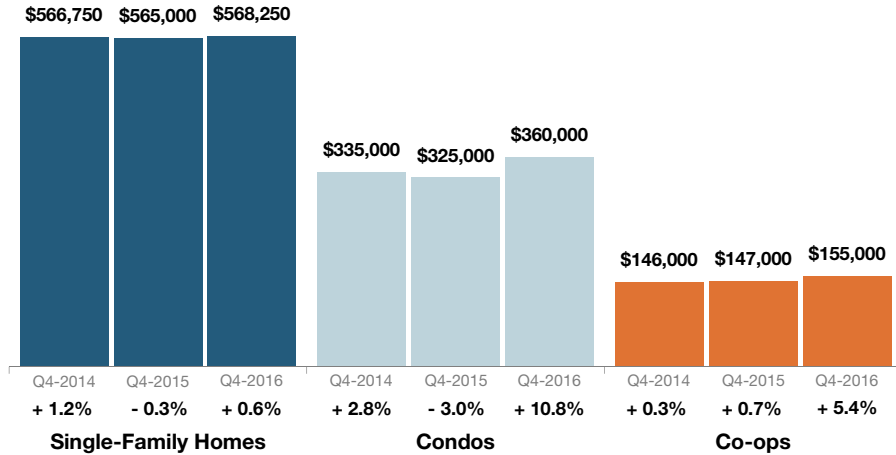
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Median Sales Price

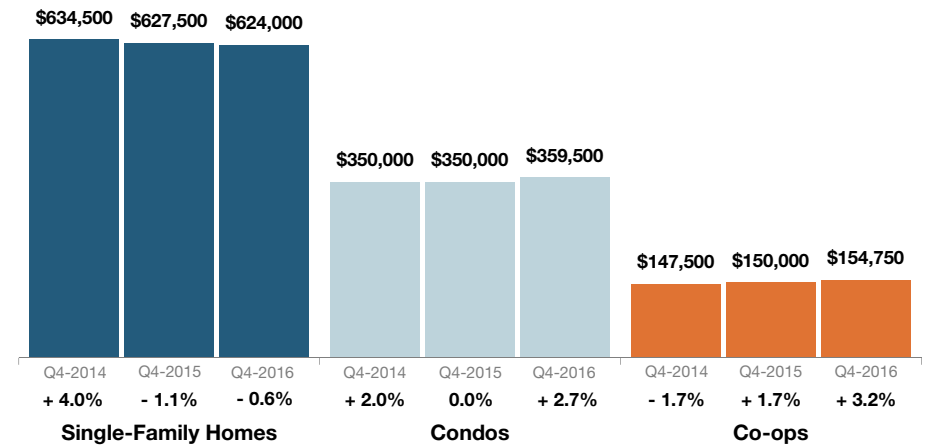
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



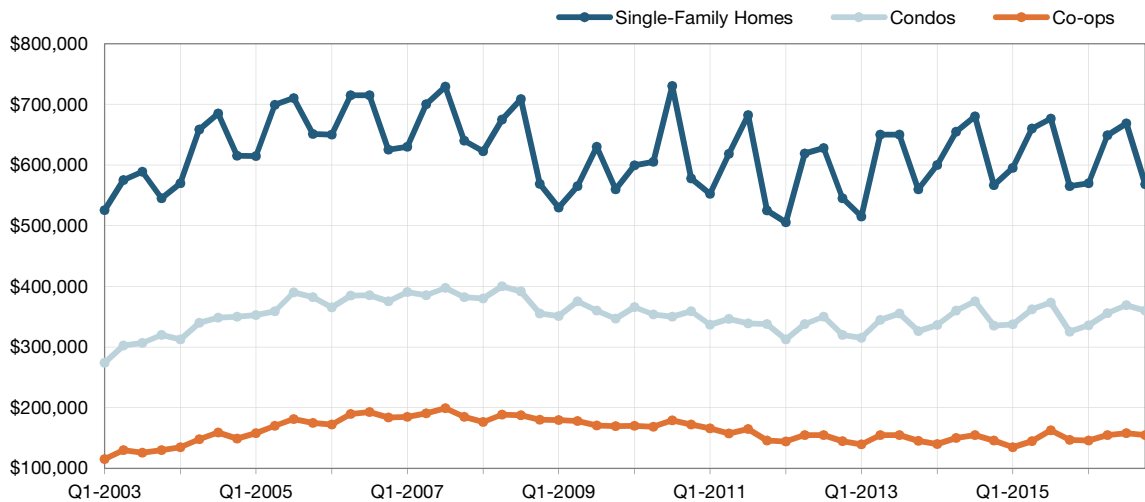
Q4-2016



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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.

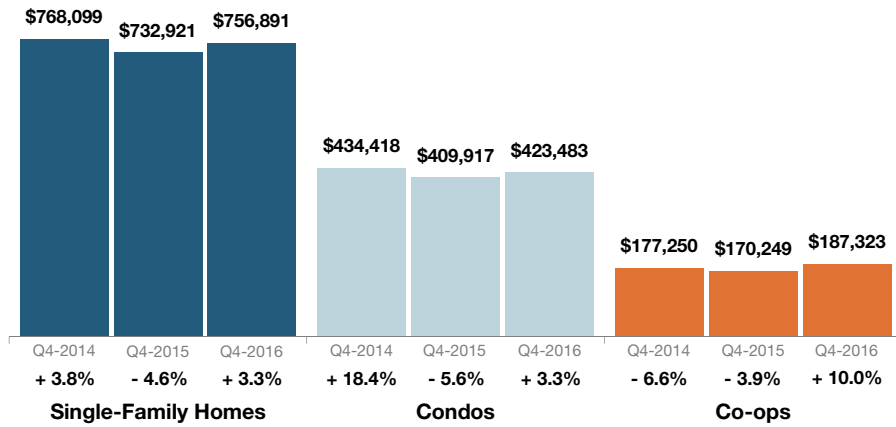
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$600,000	\$336,000	\$140,000
Q2-2014	\$655,000	\$360,000	\$149,950
Q3-2014	\$680,000	\$375,000	\$155,000
Q4-2014	\$566,750	\$335,000	\$146,000
Q1-2015	\$595,000	\$337,500	\$135,000
Q2-2015	\$660,000	\$362,000	\$145,000
Q3-2015	\$676,500	\$373,000	\$162,500
Q4-2015	\$565,000	\$325,000	\$147,000
Q1-2016	\$570,000	\$335,750	\$146,000
Q2-2016	\$649,000	\$355,875	\$155,000
Q3-2016	\$668,500	\$369,000	\$158,000
Q4-2016	\$568,250	\$360,000	\$155,000

Average Sales Price

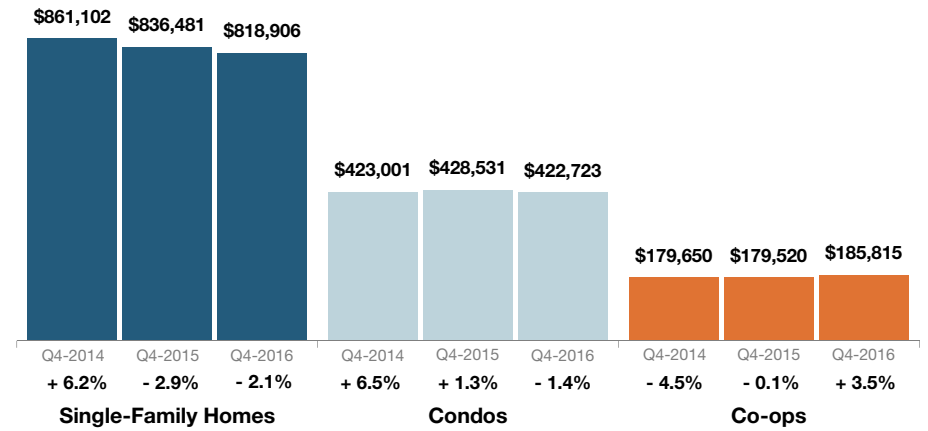
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



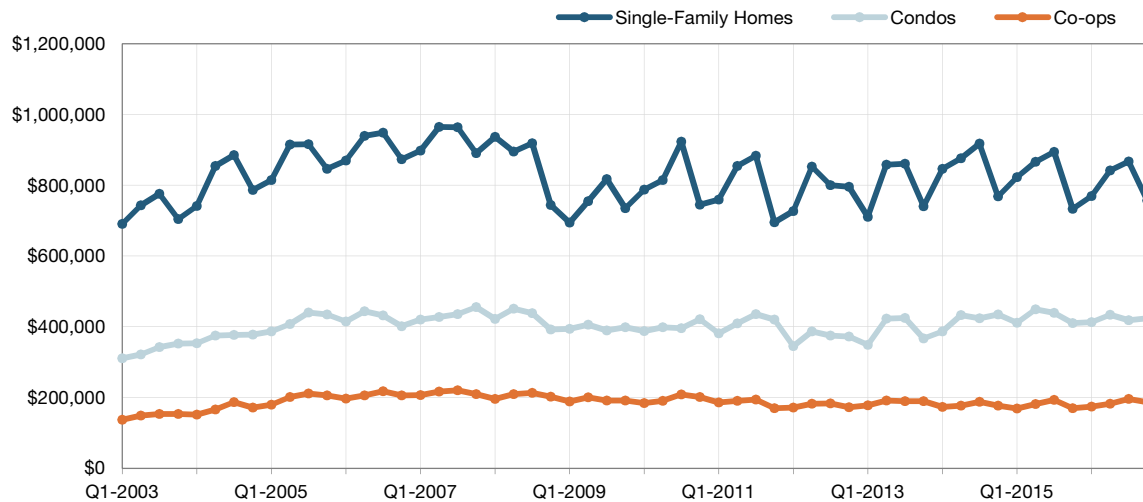
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Historical Average Sales Price by Quarter



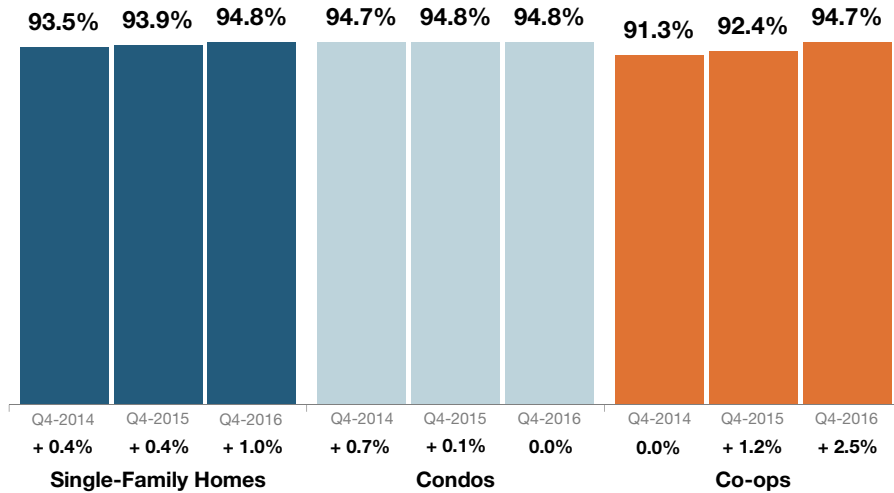
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Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	\$846,130	\$386,529	\$173,850
Q2-2014	\$876,424	\$432,611	\$176,856
Q3-2014	\$917,680	\$423,910	\$188,301
Q4-2014	\$768,099	\$434,418	\$177,250
Q1-2015	\$822,666	\$411,701	\$168,816
Q2-2015	\$866,450	\$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
Q3-2016	\$867,211	\$418,820	\$195,875
Q4-2016	\$756,891	\$423,483	\$187,323

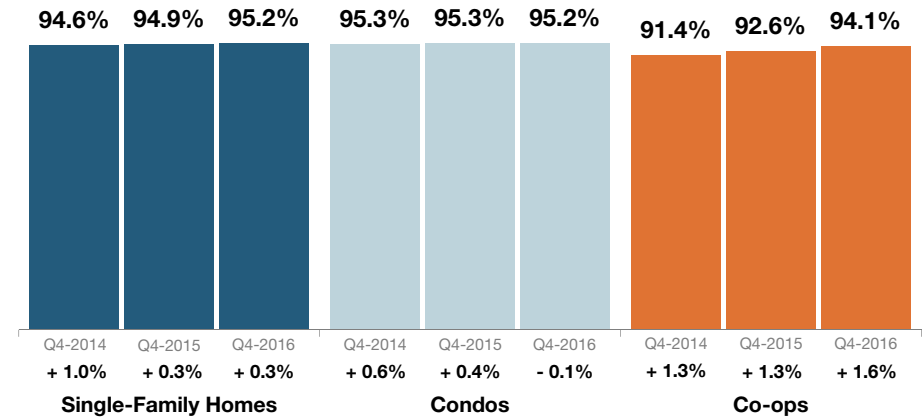
Percent of Original List Price Received

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.

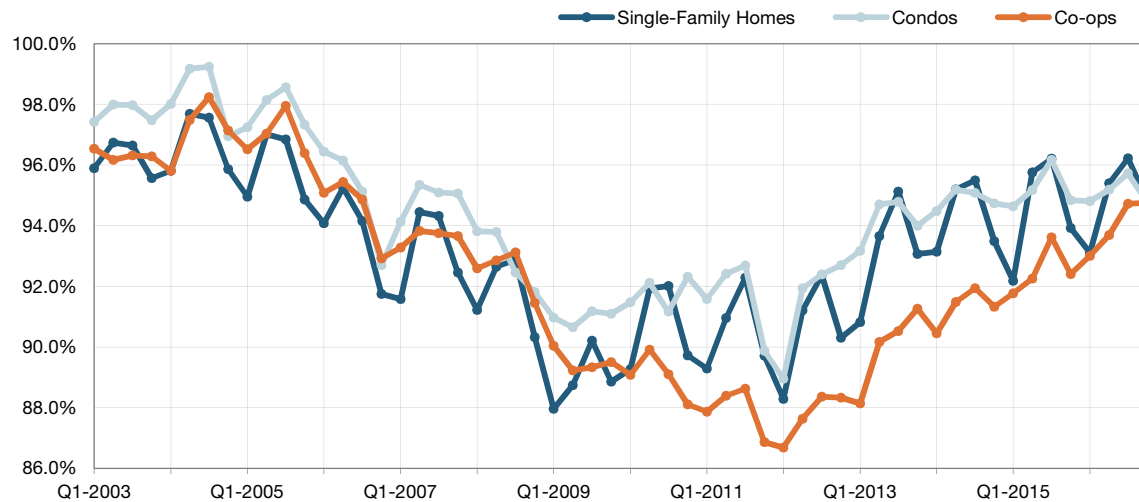
Q4-2016



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.

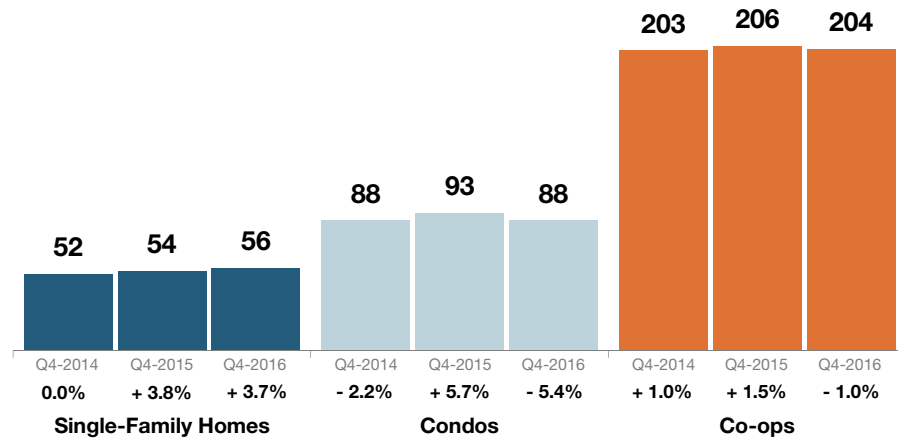
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	93.1%	94.5%	90.4%
Q2-2014	95.2%	95.2%	91.5%
Q3-2014	95.5%	95.1%	91.9%
Q4-2014	93.5%	94.7%	91.3%
Q1-2015	92.2%	94.6%	91.8%
Q2-2015	95.8%	95.2%	92.3%
Q3-2015	96.2%	96.2%	93.6%
Q4-2015	93.9%	94.8%	92.4%
Q1-2016	93.1%	94.8%	93.0%
Q2-2016	95.4%	95.2%	93.7%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

Housing Affordability Index

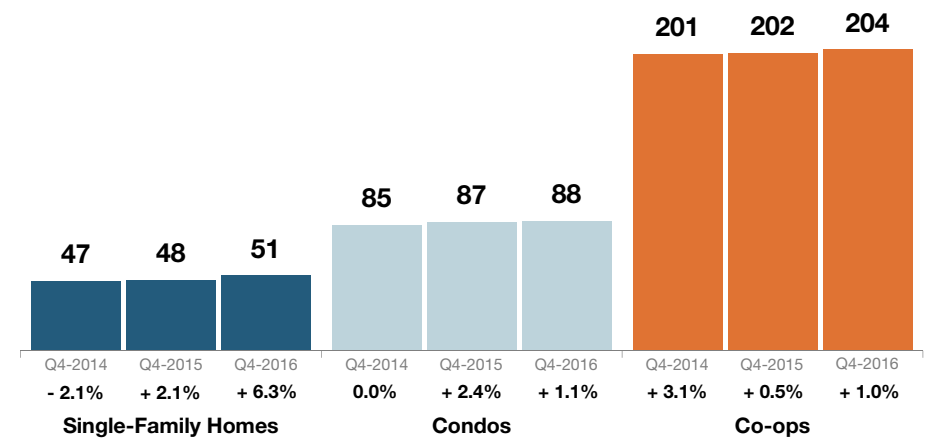
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



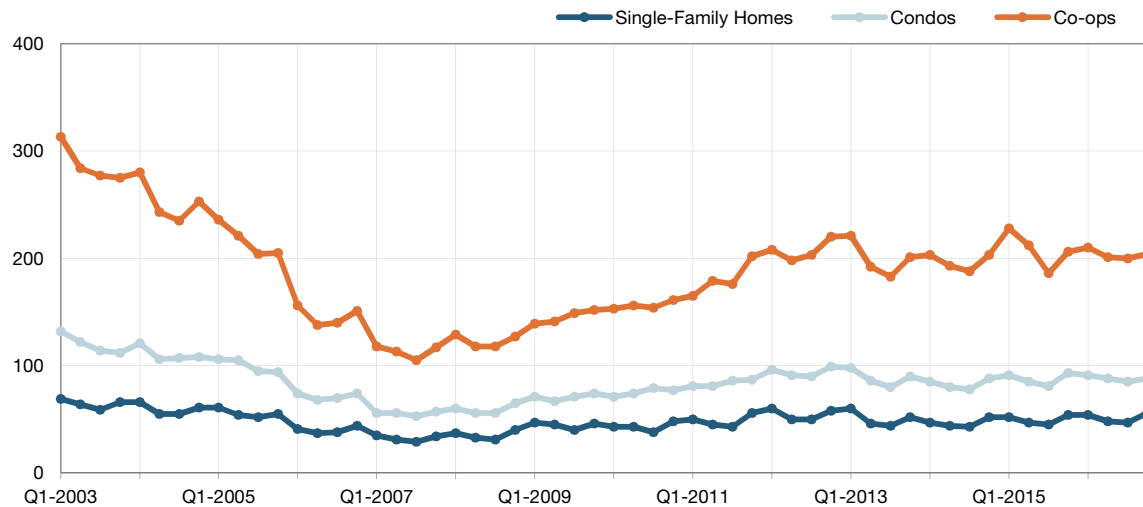
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Historical Housing Affordability Index by Quarter



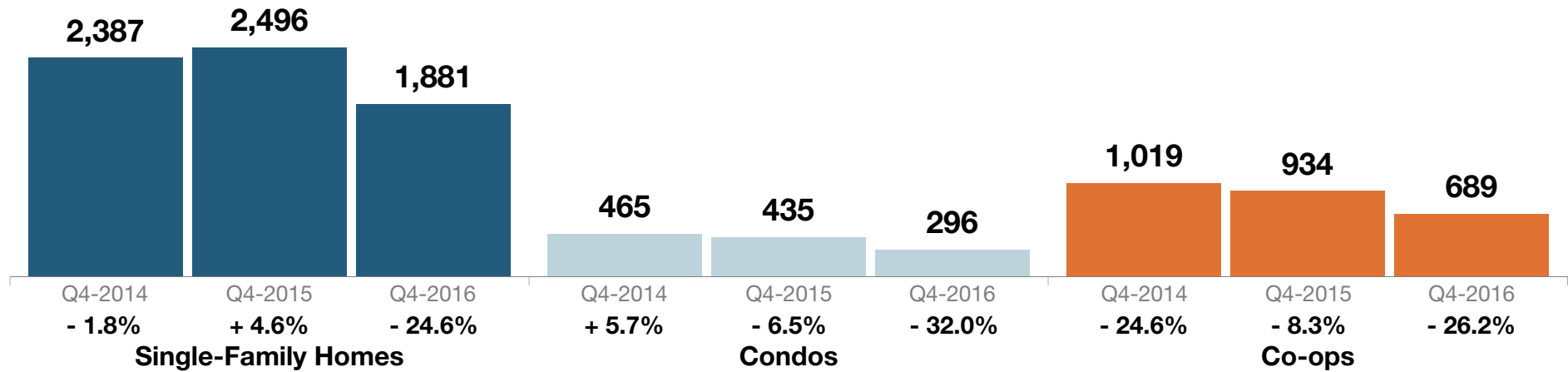
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q3-2016	47	85	200
Q4-2016	56	88	204

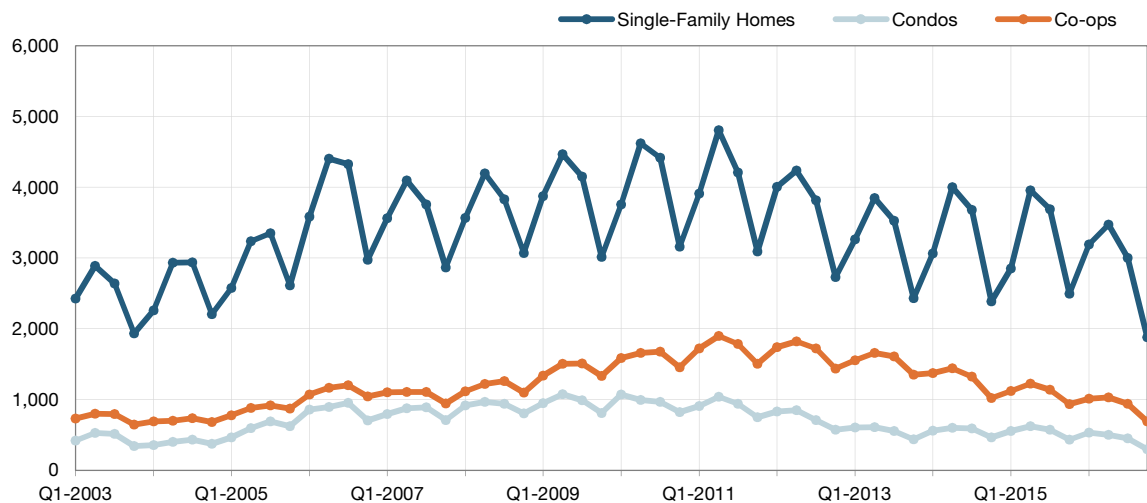
Inventory of Homes for Sale

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

Q4-2016



Historical Inventory of Homes for Sale by Quarter



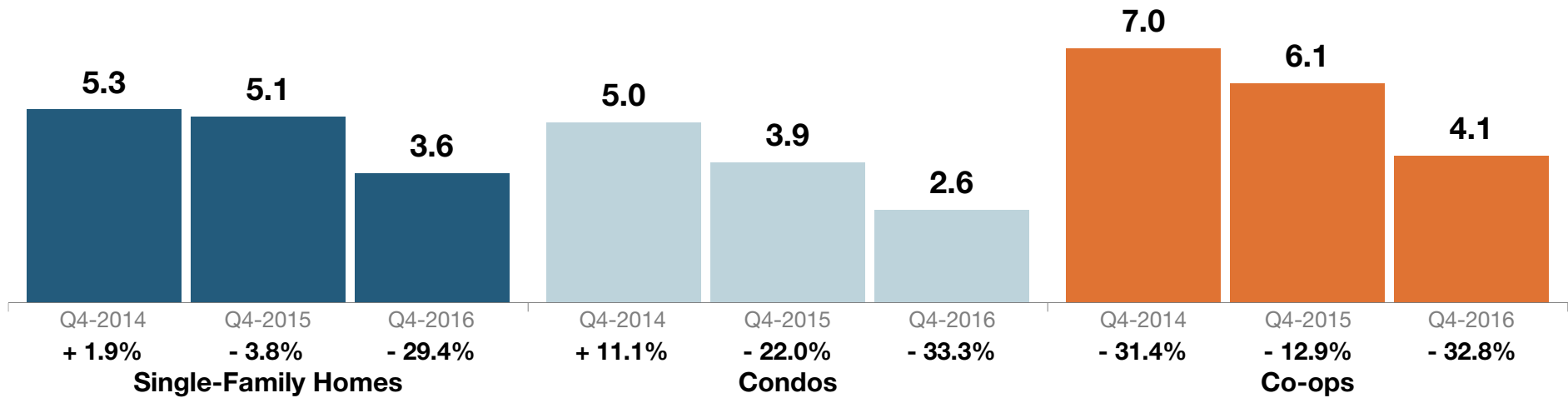
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2014	3,065	562	1,375
Q2-2014	4,002	600	1,443
Q3-2014	3,679	593	1,323
Q4-2014	2,387	465	1,019
Q1-2015	2,850	556	1,121
Q2-2015	3,953	624	1,225
Q3-2015	3,689	572	1,139
Q4-2015	2,496	435	934
Q1-2016	3,193	531	1,011
Q2-2016	3,471	501	1,028
Q3-2016	3,000	451	940
Q4-2016	1,881	296	689

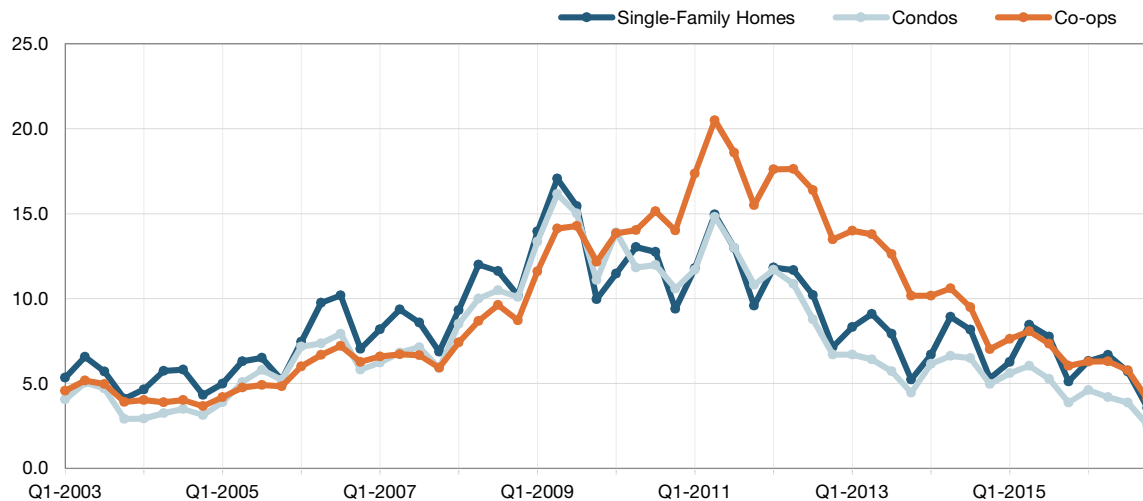
Months Supply of Inventory

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.

Q4-2016



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	7.8	5.3	7.3
Q4-2015	5.1	3.9	6.1
Q1-2016	6.3	4.6	6.3
Q2-2016	6.7	4.2	6.3
Q3-2016	5.7	3.9	5.8
Q4-2016	3.6	2.6	4.1

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

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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings	<p>3,701, 5,134, 3,375, 2,127, 3,569, 5,406, 3,519, 2,235, 4,122, 4,655, 3,263, 2,091</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	2,235	2,091	- 6.4%	14,729	14,131	- 4.1%
Pending Sales	<p>1,647, 2,640, 2,140, 1,823, 1,811, 2,893, 2,346, 1,991, 2,139, 3,144, 2,375, 2,104</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	1,991	2,104	+ 5.7%	9,041	9,762	+ 8.0%
Closed Sales	<p>1,454, 1,938, 2,786, 2,037, 1,517, 2,074, 3,018, 2,263, 1,712, 2,496, 3,051, 2,237</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	2,263	2,237	- 1.1%	8,872	9,496	+ 7.0%
Days on Market	<p>190, 119, 90, 106, 119, 98, 80, 92, 101, 88, 76, 83</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	92	83	- 9.8%	94	86	- 8.5%
Median Sales Price	<p>\$435,000, \$500,000, \$530,200, \$425,000, \$439,000, \$492,000, \$535,000, \$425,000, \$416,250, \$480,750, \$525,000, \$444,000</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	\$425,000	\$444,000	+ 4.5%	\$475,000	\$470,000	- 1.1%
Average Sales Price	<p>\$630,880, \$670,501, \$728,901, \$578,198, \$607,163, \$663,841, \$706,010, \$557,817, \$569,245, \$666,491, \$690,117, \$586,065</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	\$557,817	\$586,065	+ 5.1%	\$641,452	\$634,975	- 1.0%
Pct. of Orig. Price Received	<p>92.7%, 94.4%, 94.8%, 93.2%, 92.5%, 95.0%, 95.7%, 93.7%, 93.4%, 95.0%, 95.9%, 94.8%</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	93.7%	94.8%	+ 1.2%	94.5%	95.0%	+ 0.5%
Housing Affordability Index	<p>65, 58, 55, 70, 71, 62, 56, 71, 74, 65, 60, 71</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	71	71	0.0%	64	67	+ 4.7%
Inventory of Homes for Sale	<p>5,002, 6,045, 5,595, 3,871, 4,527, 5,802, 5,400, 3,865, 4,735, 5,000, 4,391, 2,866</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	3,865	2,866	- 25.8%	--	--	--
Months Supply of Inventory	<p>7.3, 9.0, 8.2, 5.6, 6.5, 8.0, 7.3, 5.1, 6.1, 6.2, 5.5, 3.5</p> <p>Q1-2014, Q3-2014, Q1-2015, Q3-2015, Q1-2016, Q3-2016</p>	5.1	3.5	- 31.4%	--	--	--