

Quarterly Indicators

Westchester County



Q4-2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

- Single-Family Closed Sales were up 0.4 percent to 1,438.
- Condos Closed Sales were down 8.7 percent to 305.
- Co-ops Closed Sales were down 0.8 percent to 473.

- Single-Family Median Sales Price increased 6.1 percent to \$600,000.
- Condos Median Sales Price increased 6.3 percent to \$382,500.
- Co-ops Median Sales Price held steady at \$155,000.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

Quarterly Snapshot

- 1.2% **- 20.0%** **+ 7.2%**

| 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 |
|--|--|--|
|--|--|--|

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 | Q4-2016 | Q4-2017 | Percent Change | YTD 2016 | YTD 2017 | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | <p>Bar chart showing New Listings from Q1-2015 to Q3-2017. Values: 2,332, 3,872, 2,310, 1,396, 2,799, 3,263, 2,153, 1,271, 2,616, 3,214, 2,167, 1,328.</p> | 1,271 | 1,328 | + 4.5% | 9,486 | 9,325 | - 1.7% |
| Pending Sales | <p>Bar chart showing Pending Sales from Q1-2015 to Q3-2017. Values: 1,160, 1,949, 1,468, 1,266, 1,367, 2,103, 1,500, 1,227, 1,399, 2,053, 1,451, 1,370.</p> | 1,227 | 1,370 | + 11.7% | 6,197 | 6,273 | + 1.2% |
| Closed Sales | <p>Bar chart showing Closed Sales from Q1-2015 to Q3-2017. Values: 926, 1,339, 2,067, 1,406, 1,024, 1,651, 2,112, 1,432, 1,095, 1,630, 1,998, 1,438.</p> | 1,432 | 1,438 | + 0.4% | 6,219 | 6,161 | - 0.9% |
| Days on Market | <p>Bar chart showing Days on Market from Q1-2015 to Q3-2017. Values: 119, 92, 74, 90, 103, 85, 74, 85, 100, 85, 66, 77.</p> | 85 | 77 | - 9.4% | 84 | 80 | - 4.8% |
| Median Sales Price | <p>Bar chart showing Median Sales Price from Q1-2015 to Q3-2017. Values: \$595,000, \$680,000, \$676,500, \$565,000, \$570,000, \$549,000, \$688,500, \$595,500, \$600,000, \$670,000, \$680,000, \$590,000.</p> | \$565,500 | \$600,000 | + 6.1% | \$623,350 | \$642,500 | + 3.1% |
| Average Sales Price | <p>Bar chart showing Average Sales Price from Q1-2015 to Q3-2017. Values: \$822,666, \$866,450, \$893,700, \$732,912, \$770,960, \$841,408, \$867,211, \$755,885, \$815,863, \$898,109, \$873,589, \$795,920.</p> | \$755,885 | \$795,920 | + 5.3% | \$818,878 | \$851,973 | + 4.0% |
| Pct. of Orig. Price Received | <p>Bar chart showing Pct. of Orig. Price Received from Q1-2015 to Q3-2017. Values: 92.2%, 95.8%, 96.2%, 93.9%, 93.1%, 95.4%, 96.2%, 94.8%, 94.4%, 96.6%, 97.1%, 95.2%.</p> | 94.8% | 95.2% | + 0.4% | 95.2% | 96.0% | + 0.8% |
| Housing Affordability Index | <p>Bar chart showing Housing Affordability Index from Q1-2015 to Q3-2017. Values: 52, 47, 45, 54, 55, 49, 48, 55, 50, 46, 46, 52.</p> | 55 | 52 | - 5.5% | 50 | 49 | - 2.0% |
| Inventory of Homes for Sale | <p>Bar chart showing Inventory of Homes for Sale from Q1-2015 to Q3-2017. Values: 2,852, 3,955, 3,691, 2,498, 3,196, 3,479, 3,028, 2,066, 2,677, 3,083, 2,861, 1,738.</p> | 2,066 | 1,738 | - 15.9% | -- | -- | -- |
| Months Supply of Inventory | <p>Bar chart showing Months Supply of Inventory from Q1-2015 to Q3-2017. Values: 6.3, 8.5, 7.8, 5.1, 6.3, 6.7, 5.8, 4.0, 5.2, 6.0, 5.6, 3.3.</p> | 4.0 | 3.3 | - 17.5% | -- | -- | -- |

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 | Q4-2016 | Q4-2017 | Percent Change | YTD 2016 | YTD 2017 | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | <p>Bar chart showing New Listings from Q1-2015 to Q3-2017. Values: 476, 613, 491, 328, 517, 555, 424, 299, 456, 578, 419, 314.</p> | 299 | 314 | + 5.0% | 1,795 | 1,767 | - 1.6% |
| Pending Sales | <p>Bar chart showing Pending Sales from Q1-2015 to Q3-2017. Values: 260, 398, 376, 315, 286, 446, 339, 289, 283, 438, 311, 317.</p> | 289 | 317 | + 9.7% | 1,360 | 1,349 | - 0.8% |
| Closed Sales | <p>Bar chart showing Closed Sales from Q1-2015 to Q3-2017. Values: 245, 311, 403, 357, 282, 379, 404, 334, 262, 359, 406, 305.</p> | 334 | 305 | - 8.7% | 1,399 | 1,332 | - 4.8% |
| Days on Market | <p>Bar chart showing Days on Market from Q1-2015 to Q3-2017. Values: 101, 90, 74, 81, 91, 79, 74, 74, 83, 69, 57, 68.</p> | 74 | 68 | - 8.1% | 78 | 68 | - 12.8% |
| Median Sales Price | <p>Bar chart showing Median Sales Price from Q1-2015 to Q3-2017. Values: \$337,500, \$362,000, \$373,000, \$325,000, \$335,750, \$355,875, \$369,000, \$360,000, \$359,500, \$375,000, \$385,250, \$382,500.</p> | \$360,000 | \$382,500 | + 6.3% | \$359,000 | \$375,000 | + 4.5% |
| Average Sales Price | <p>Bar chart showing Average Sales Price from Q1-2015 to Q3-2017. Values: \$411,701, \$449,215, \$439,289, \$409,917, \$412,776, \$433,616, \$418,820, \$423,143, \$447,770, \$435,142, \$434,006, \$461,049.</p> | \$423,143 | \$461,049 | + 9.0% | \$422,642 | \$443,212 | + 4.9% |
| Pct. of Orig. Price Received | <p>Bar chart showing Pct. of Orig. Price Received from Q1-2015 to Q3-2017. Values: 94.6%, 95.2%, 96.2%, 94.8%, 94.8%, 95.2%, 95.7%, 94.8%, 95.6%, 96.4%, 97.0%, 96.1%.</p> | 94.8% | 96.1% | + 1.4% | 95.2% | 96.3% | + 1.2% |
| Housing Affordability Index | <p>Bar chart showing Housing Affordability Index from Q1-2015 to Q3-2017. Values: 91, 85, 81, 93, 94, 90, 87, 87, 84, 83, 82, 82.</p> | 87 | 82 | - 5.7% | 87 | 83 | - 4.6% |
| Inventory of Homes for Sale | <p>Bar chart showing Inventory of Homes for Sale from Q1-2015 to Q3-2017. Values: 556, 624, 572, 435, 531, 502, 455, 321, 387, 432, 424, 277.</p> | 321 | 277 | - 13.7% | -- | -- | -- |
| Months Supply of Inventory | <p>Bar chart showing Months Supply of Inventory from Q1-2015 to Q3-2017. Values: 5.6, 6.0, 5.3, 3.9, 4.6, 4.2, 3.9, 2.8, 3.4, 3.8, 3.9, 2.5.</p> | 2.8 | 2.5 | - 10.7% | -- | -- | -- |

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.

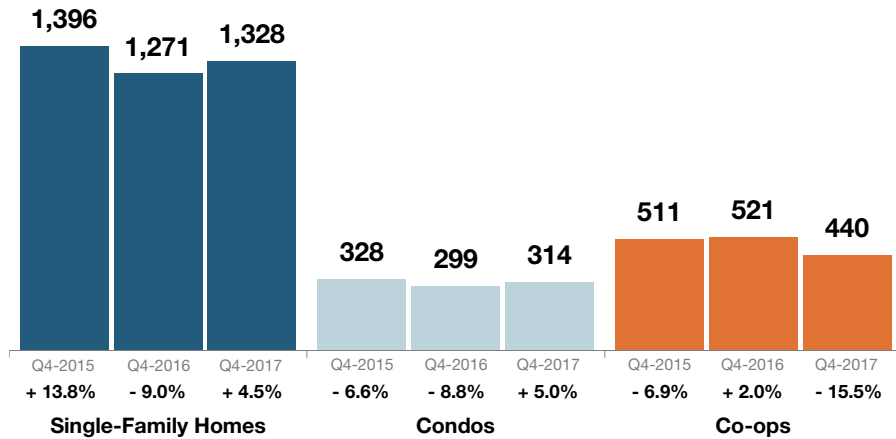


| Key Metrics | Historical Sparkbars | Q4-2016 | Q4-2017 | Percent Change | YTD 2016 | YTD 2017 | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | <p>761, 921, 718, 511, 806, 837, 686, 521, 729, 814, 658, 440</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 521 | 440 | - 15.5% | 2,850 | 2,641 | - 7.3% |
| Pending Sales | <p>391, 546, 502, 413, 466, 569, 482, 425, 497, 597, 491, 547</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 425 | 547 | + 28.7% | 1,942 | 2,132 | + 9.8% |
| Closed Sales | <p>346, 424, 548, 500, 407, 465, 535, 477, 447, 526, 590, 473</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 477 | 473 | - 0.8% | 1,884 | 2,036 | + 8.1% |
| Days on Market | <p>130, 122, 108, 106, 103, 105, 87, 85, 97, 88, 77, 81</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 85 | 81 | - 4.7% | 94 | 85 | - 9.6% |
| Median Sales Price | <p>\$135,000, \$145,000, \$162,500, \$147,000, \$146,000, \$155,000, \$159,000, \$155,000, \$143,000, \$162,500, \$165,000, \$155,000</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | \$155,000 | \$155,000 | 0.0% | \$154,750 | \$156,500 | + 1.1% |
| Average Sales Price | <p>\$168,816, \$181,423, \$193,273, \$170,249, \$174,487, \$182,766, \$195,847, \$187,051, \$167,219, \$197,854, \$197,373, \$184,831</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | \$187,051 | \$184,831 | - 1.2% | \$185,777 | \$187,958 | + 1.2% |
| Pct. of Orig. Price Received | <p>91.8%, 92.3%, 93.6%, 92.4%, 93.0%, 93.7%, 94.7%, 94.8%, 93.7%, 95.2%, 95.8%, 94.9%</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 94.8% | 94.9% | + 0.1% | 94.1% | 95.0% | + 1.0% |
| Housing Affordability Index | <p>228, 212, 186, 206, 215, 206, 203, 201, 211, 192, 191, 201</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 201 | 201 | 0.0% | 201 | 199 | - 1.0% |
| Inventory of Homes for Sale | <p>1,121, 1,225, 1,139, 934, 1,011, 1,031, 954, 775, 800, 841, 813, 514</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 775 | 514 | - 33.7% | -- | -- | -- |
| Months Supply of Inventory | <p>7.6, 8.1, 7.3, 6.1, 6.3, 6.3, 5.9, 4.8, 4.9, 5.0, 4.9, 2.9</p> <p>Q1-2015, Q3-2015, Q1-2016, Q3-2016, Q1-2017, Q3-2017</p> | 4.8 | 2.9 | - 39.6% | -- | -- | -- |

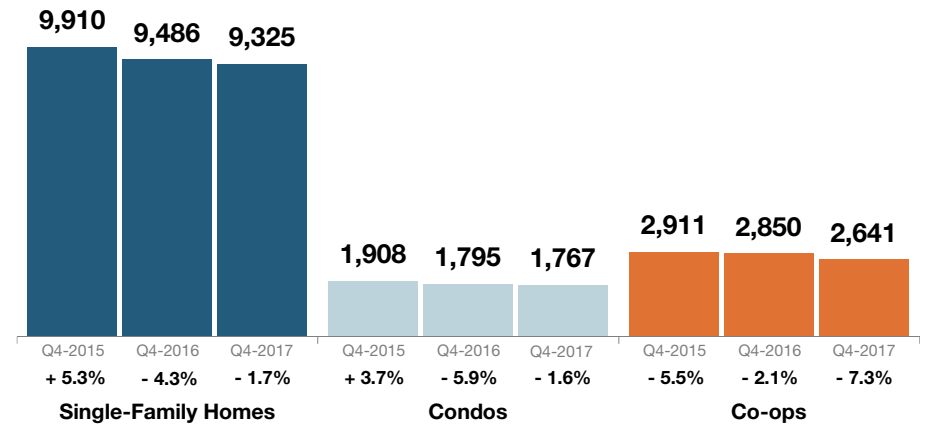
New Listings

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

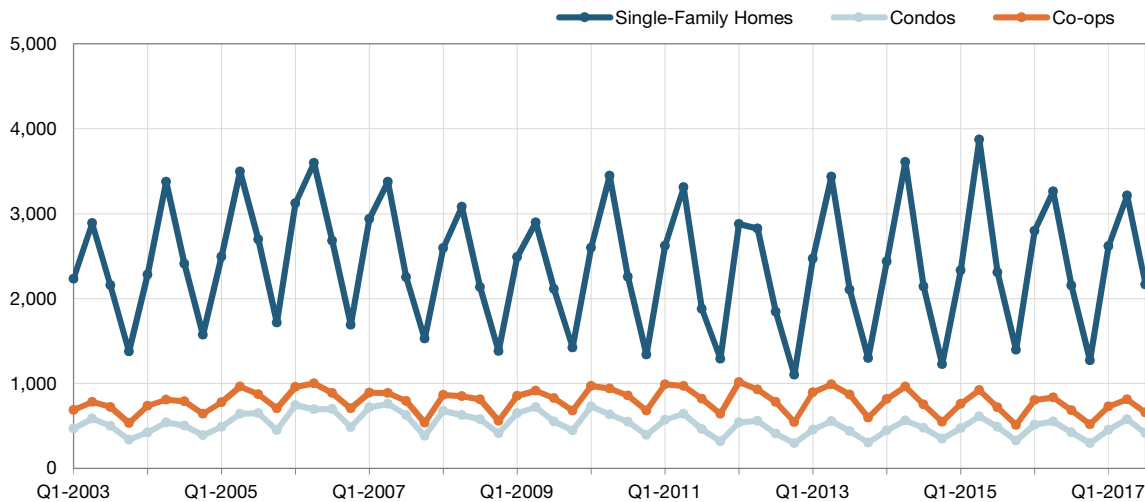
Q4-2017



Year to Date



Historical New Listings by Quarter



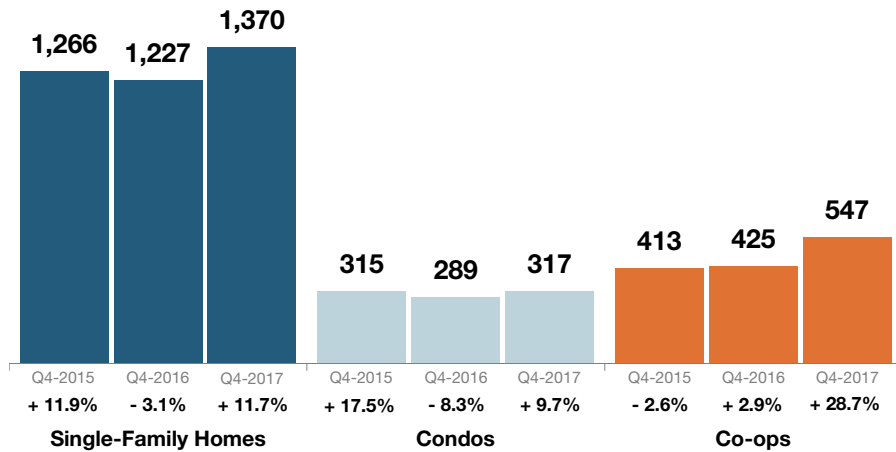
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|------------|------------|
| 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 |
| Q1-2017 | 2,616 | 456 | 729 |
| Q2-2017 | 3,214 | 578 | 814 |
| Q3-2017 | 2,167 | 419 | 658 |
| Q4-2017 | 1,328 | 314 | 440 |

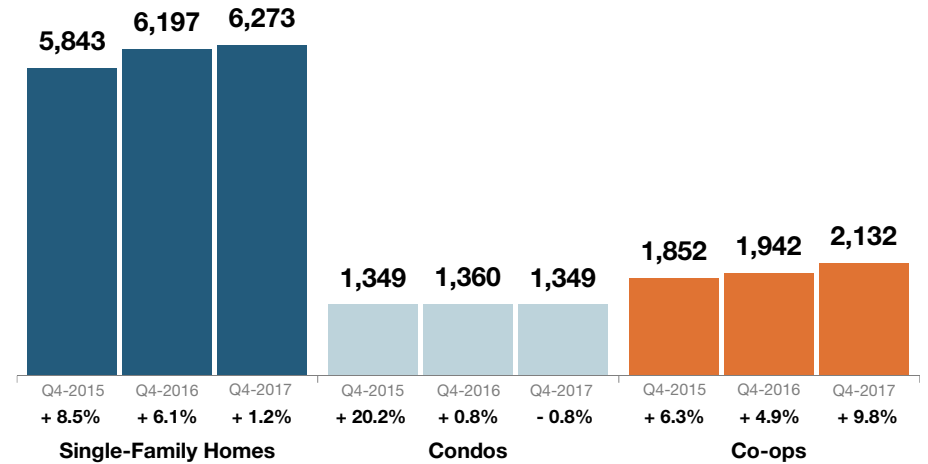
Pending Sales

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

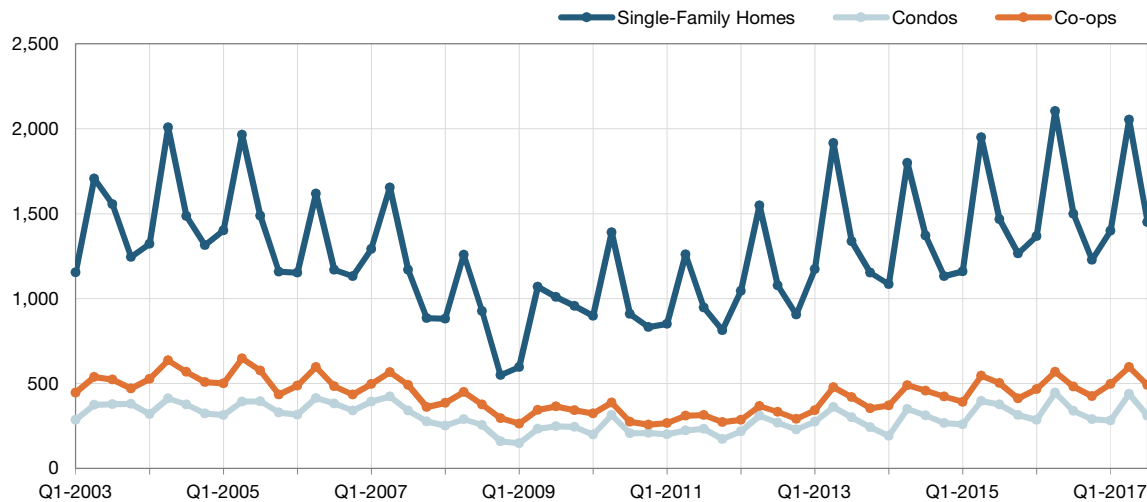
Q4-2017



Year to Date



Historical Pending Sales by Quarter



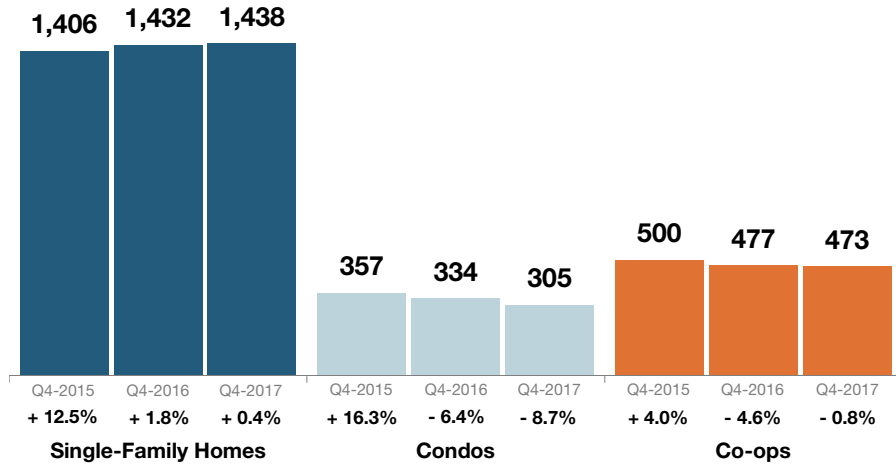
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|------------|------------|
| Q1-2015 | 1,160 | 260 | 391 |
| Q2-2015 | 1,949 | 398 | 546 |
| Q3-2015 | 1,468 | 376 | 502 |
| Q4-2015 | 1,266 | 315 | 413 |
| Q1-2016 | 1,367 | 286 | 466 |
| Q2-2016 | 2,103 | 446 | 569 |
| Q3-2016 | 1,500 | 339 | 482 |
| Q4-2016 | 1,227 | 289 | 425 |
| Q1-2017 | 1,399 | 283 | 497 |
| Q2-2017 | 2,053 | 438 | 597 |
| Q3-2017 | 1,451 | 311 | 491 |
| Q4-2017 | 1,370 | 317 | 547 |

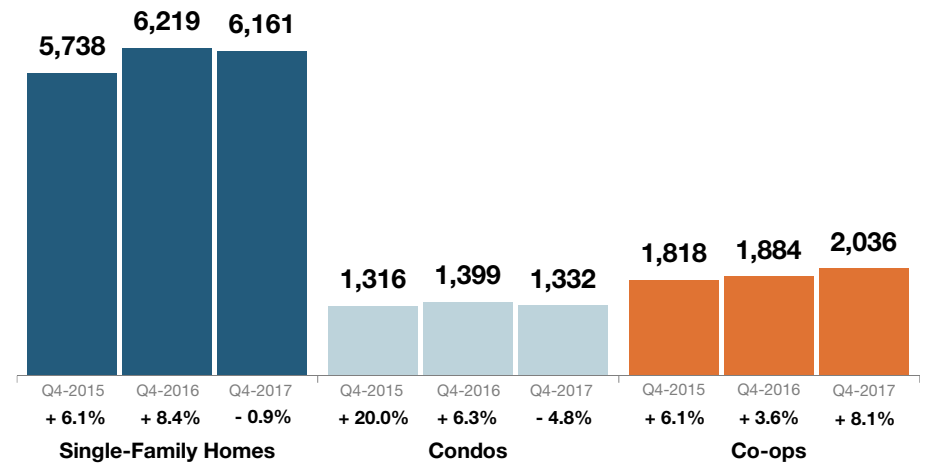
Closed Sales

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

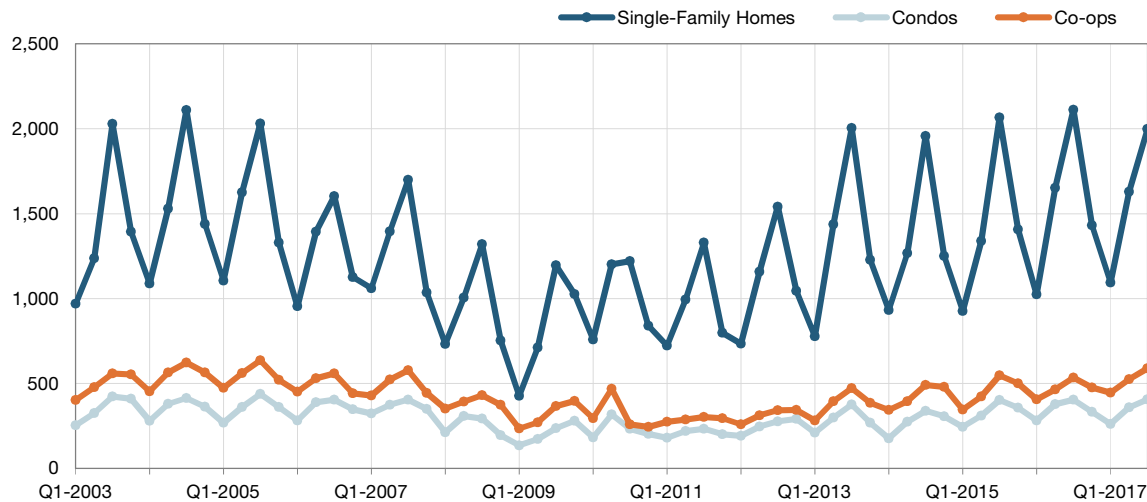
Q4-2017



Year to Date



Historical Closed Sales by Quarter



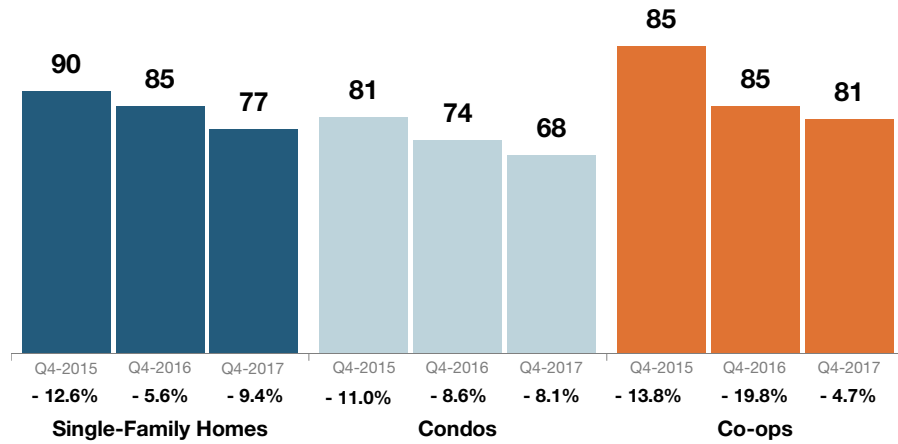
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|------------|------------|
| 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 | 1,024 | 282 | 407 |
| Q2-2016 | 1,651 | 379 | 465 |
| Q3-2016 | 2,112 | 404 | 535 |
| Q4-2016 | 1,432 | 334 | 477 |
| Q1-2017 | 1,095 | 262 | 447 |
| Q2-2017 | 1,630 | 359 | 526 |
| Q3-2017 | 1,998 | 406 | 590 |
| Q4-2017 | 1,438 | 305 | 473 |

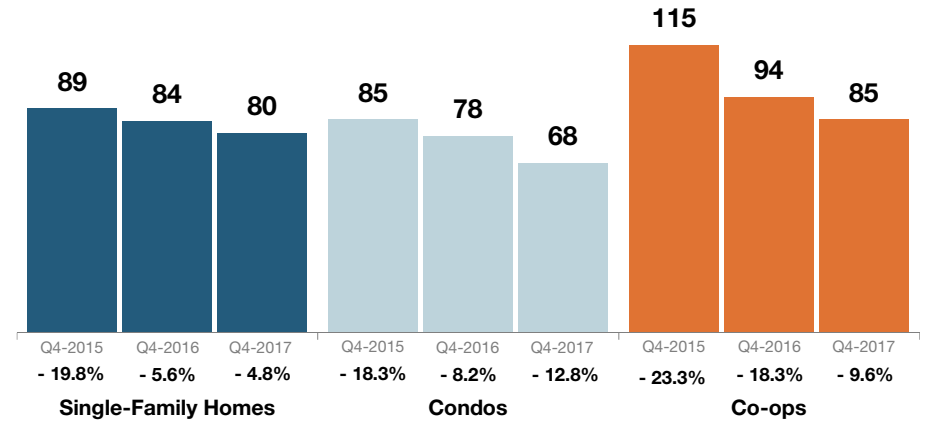
Days on Market Until Sale

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

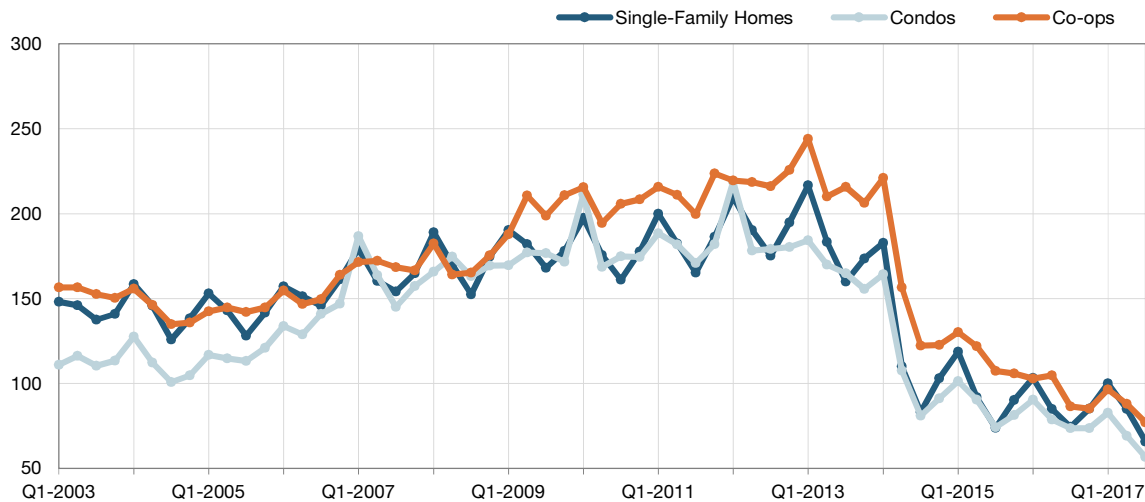
Q4-2017



Year to Date



Historical Days on Market Until 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.

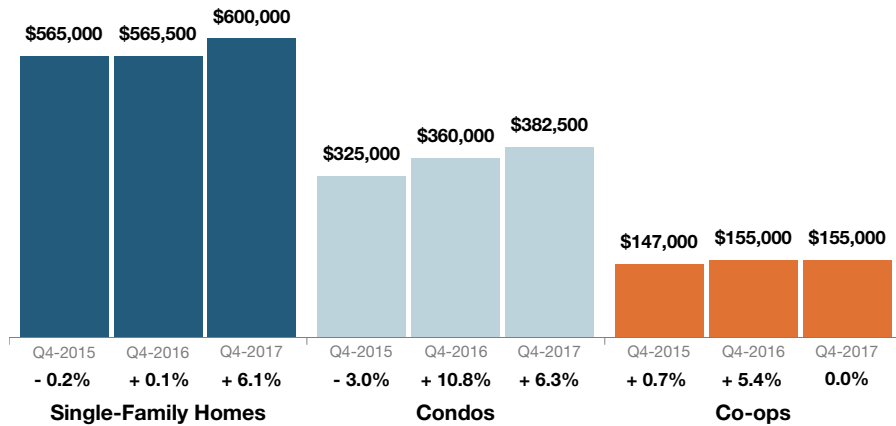
| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|-----------|-----------|
| Q1-2015 | 119 | 101 | 130 |
| Q2-2015 | 92 | 90 | 122 |
| Q3-2015 | 74 | 74 | 108 |
| Q4-2015 | 90 | 81 | 106 |
| Q1-2016 | 103 | 91 | 103 |
| Q2-2016 | 85 | 79 | 105 |
| Q3-2016 | 74 | 74 | 87 |
| Q4-2016 | 85 | 74 | 85 |
| Q1-2017 | 100 | 83 | 97 |
| Q2-2017 | 85 | 69 | 88 |
| Q3-2017 | 66 | 57 | 77 |
| Q4-2017 | 77 | 68 | 81 |

Median Sales Price

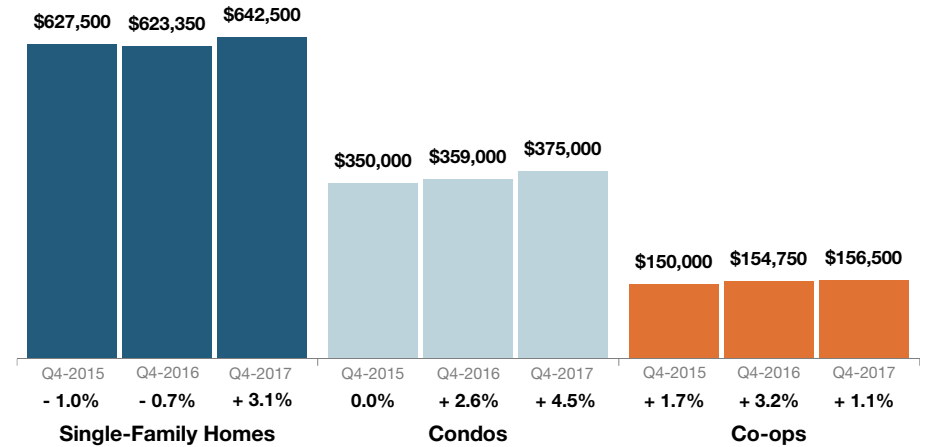
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



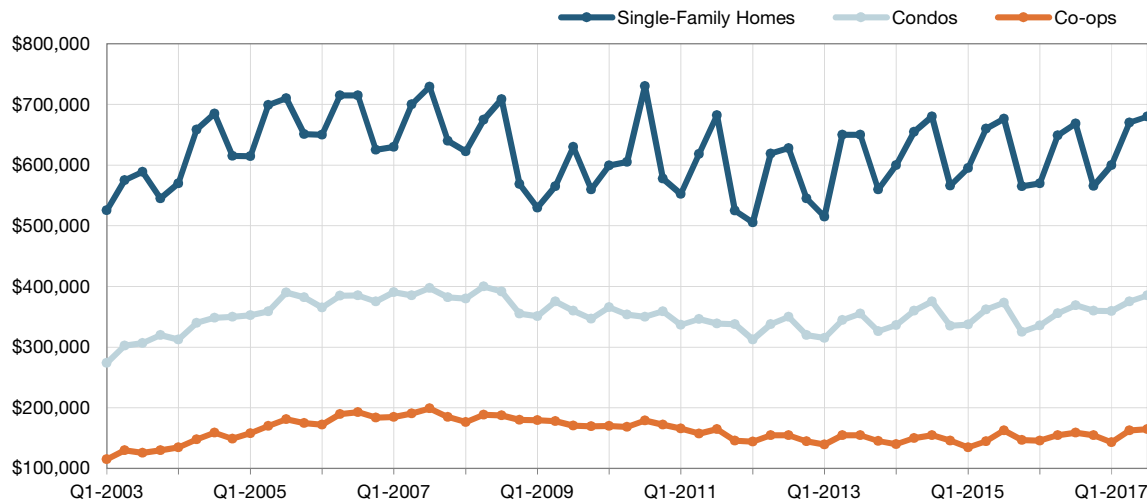
Q4-2017



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.

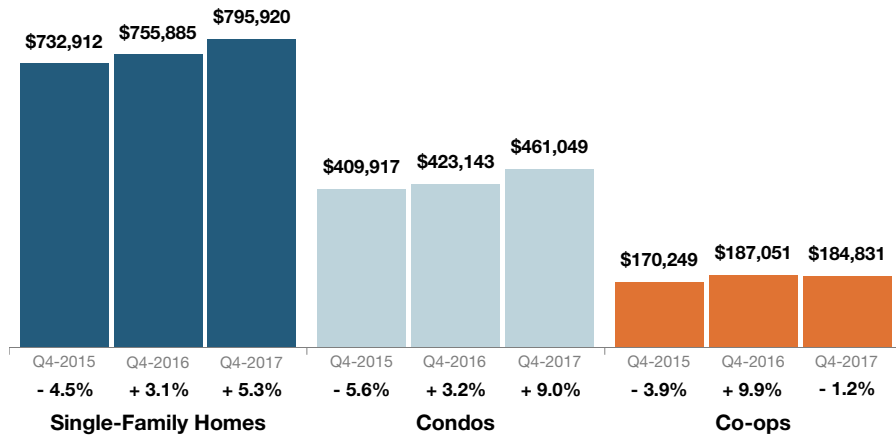
| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|------------------|------------------|
| Q1-2015 | \$595,000 | \$337,500 | \$135,000 |
| Q2-2015 | \$660,000 | \$362,000 | \$145,000 |
| Q3-2015 | \$676,500 | \$373,000 | \$162,500 |
| Q4-2015 | \$565,000 | \$325,000 | \$147,000 |
| Q1-2016 | \$570,000 | \$335,750 | \$146,000 |
| Q2-2016 | \$649,000 | \$355,875 | \$155,000 |
| Q3-2016 | \$668,500 | \$369,000 | \$159,000 |
| Q4-2016 | \$565,500 | \$360,000 | \$155,000 |
| Q1-2017 | \$600,000 | \$359,500 | \$143,000 |
| Q2-2017 | \$670,000 | \$375,000 | \$162,500 |
| Q3-2017 | \$680,000 | \$385,250 | \$165,000 |
| Q4-2017 | \$600,000 | \$382,500 | \$155,000 |

Average Sales Price

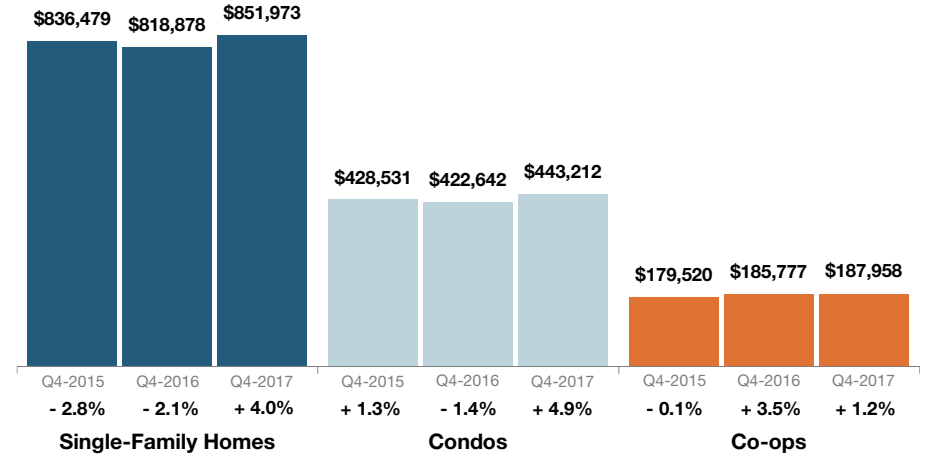
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



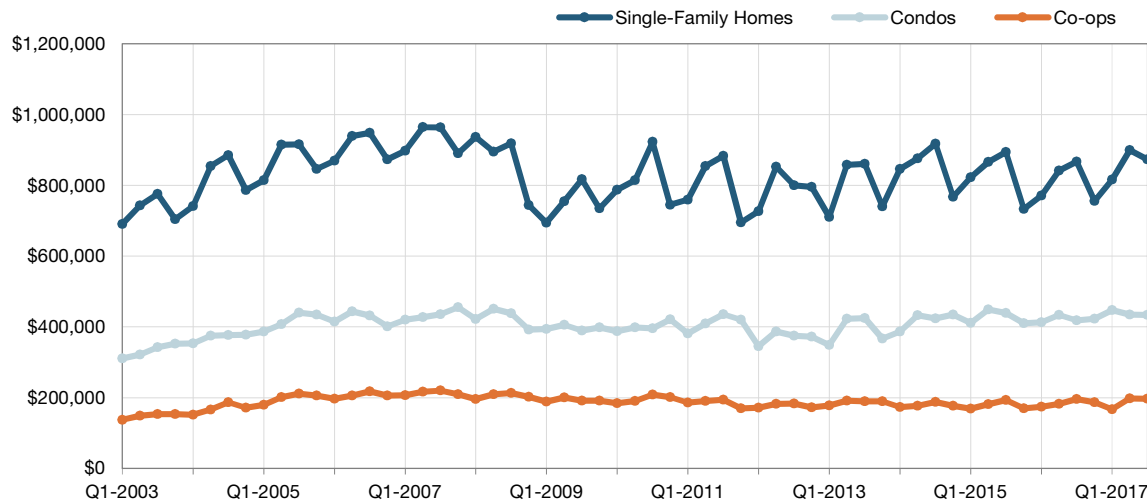
Q4-2017



Year to Date



Historical Average Sales Price by Quarter



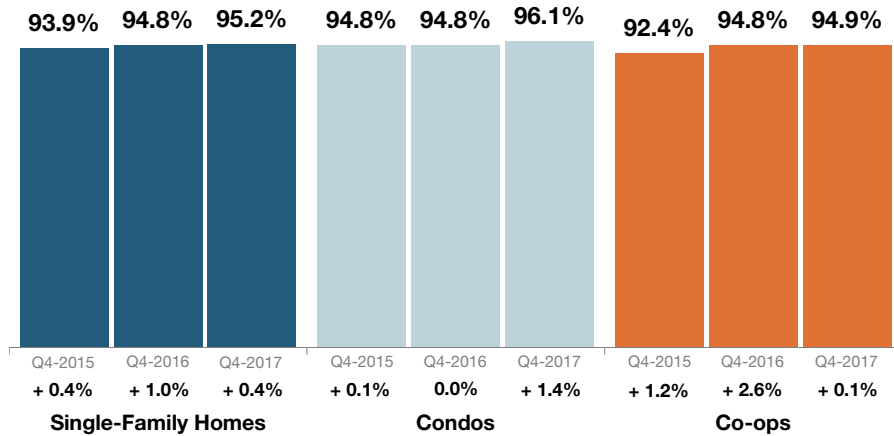
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|------------------|------------------|
| 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 | \$732,912 | \$409,917 | \$170,249 |
| Q1-2016 | \$770,960 | \$412,776 | \$174,487 |
| Q2-2016 | \$841,408 | \$433,616 | \$182,766 |
| Q3-2016 | \$867,211 | \$418,820 | \$195,847 |
| Q4-2016 | \$755,885 | \$423,143 | \$187,051 |
| Q1-2017 | \$815,863 | \$447,770 | \$167,219 |
| Q2-2017 | \$899,109 | \$435,142 | \$197,854 |
| Q3-2017 | \$873,589 | \$434,006 | \$197,373 |
| Q4-2017 | \$795,920 | \$461,049 | \$184,831 |

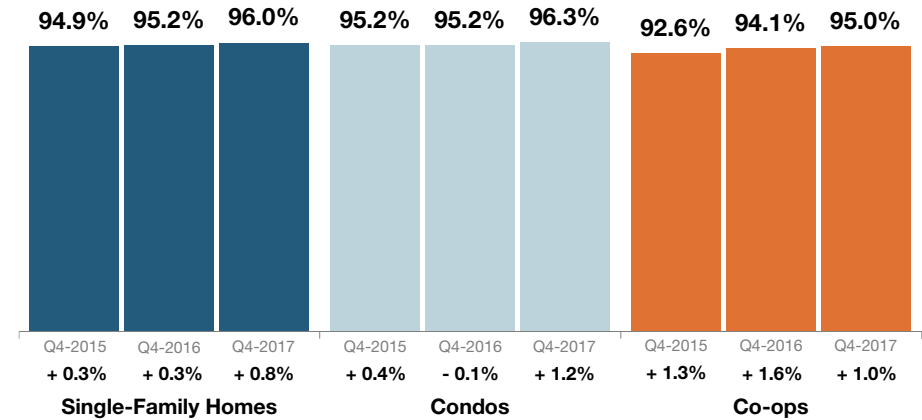
Percent of Original List Price Received

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.

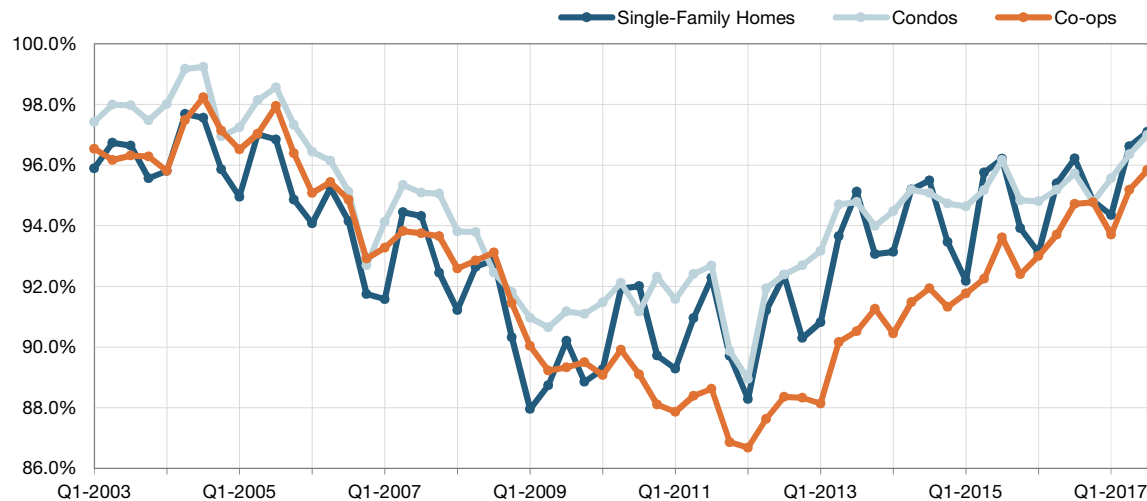
Q4-2017



Year to Date



Historical Percent of Original List Price Received by Quarter



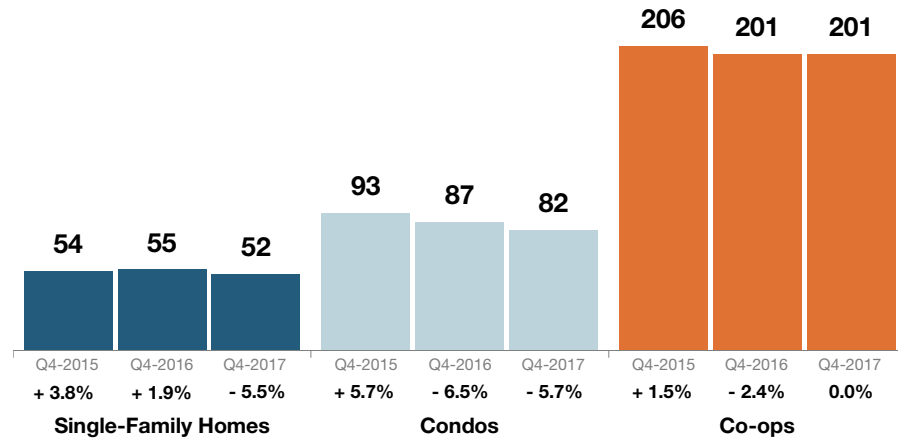
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|--------------|--------------|
| Q1-2015 | 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% | 94.8% |
| Q1-2017 | 94.4% | 95.6% | 93.7% |
| Q2-2017 | 96.6% | 96.4% | 95.2% |
| Q3-2017 | 97.1% | 97.0% | 95.8% |
| Q4-2017 | 95.2% | 96.1% | 94.9% |

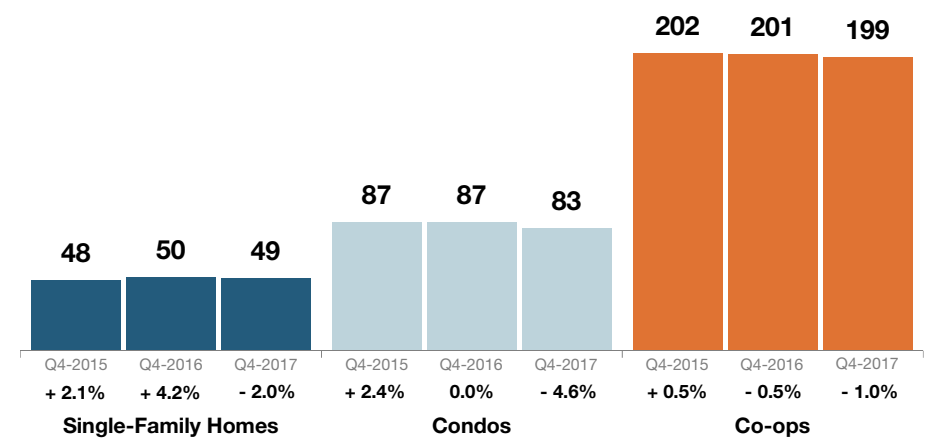
Housing Affordability Index

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.

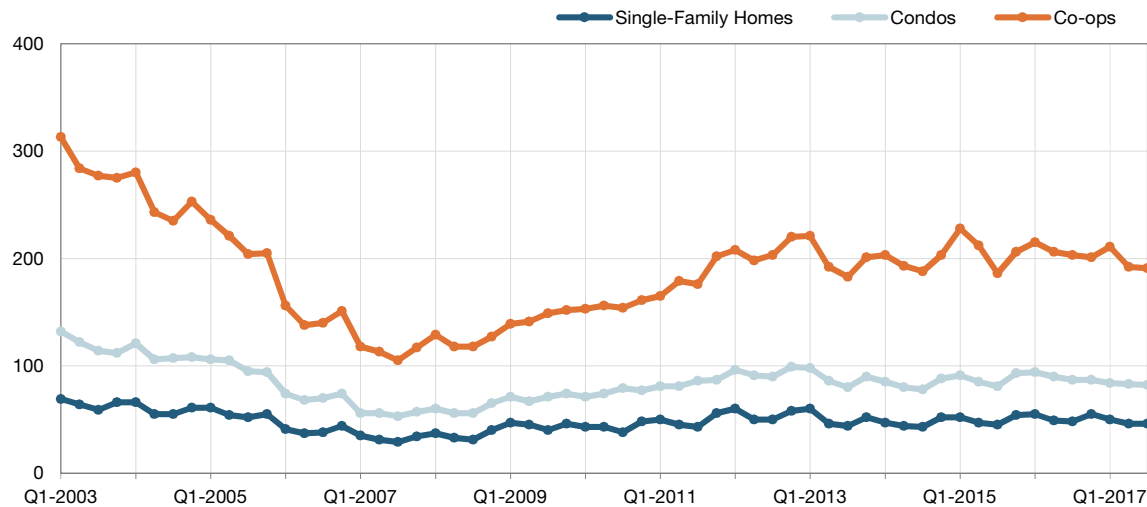
Q4-2017



Year to Date



Historical Housing Affordability Index by Quarter



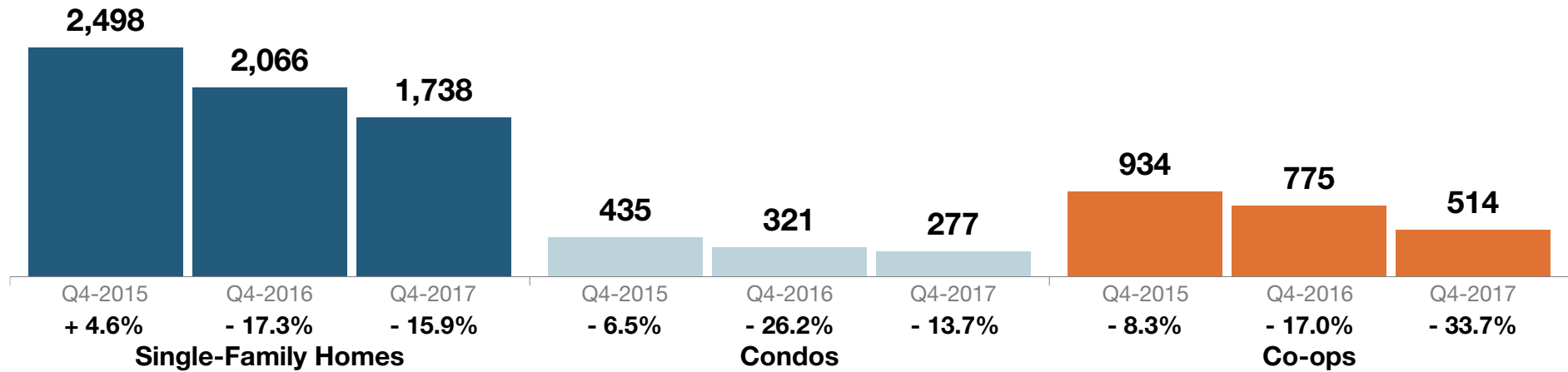
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter | Single-Family Homes | Condos | Co-ops |
|----------------|---------------------|-----------|------------|
| Q1-2015 | 52 | 91 | 228 |
| Q2-2015 | 47 | 85 | 212 |
| Q3-2015 | 45 | 81 | 186 |
| Q4-2015 | 54 | 93 | 206 |
| Q1-2016 | 55 | 94 | 215 |
| Q2-2016 | 49 | 90 | 206 |
| Q3-2016 | 48 | 87 | 203 |
| Q4-2016 | 55 | 87 | 201 |
| Q1-2017 | 50 | 84 | 211 |
| Q2-2017 | 46 | 83 | 192 |
| Q3-2017 | 46 | 82 | 191 |
| Q4-2017 | 52 | 82 | 201 |

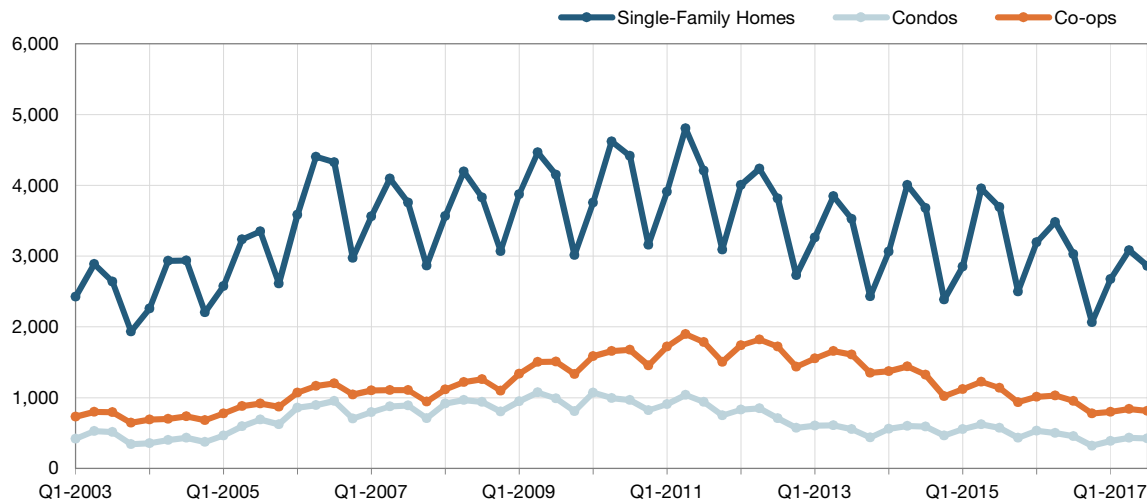
Inventory of Homes for Sale

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

Q4-2017



Historical Inventory of Homes for Sale by Quarter



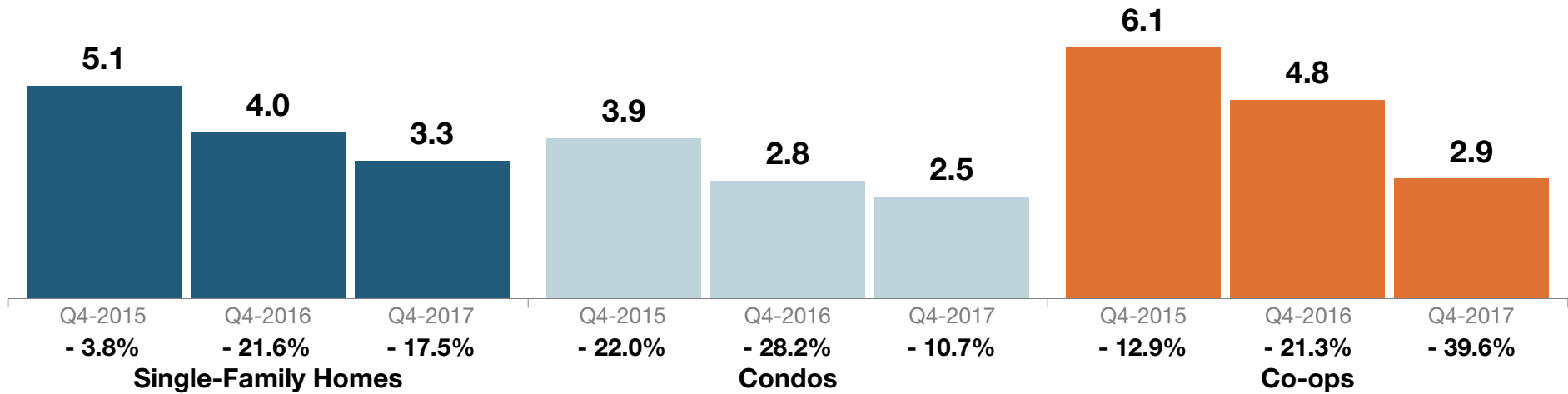
| Quarter | Single-Family Homes | Condos | Co-ops |
|---------|---------------------|--------|--------|
| Q1-2015 | 2,852 | 556 | 1,121 |
| Q2-2015 | 3,955 | 624 | 1,225 |
| Q3-2015 | 3,691 | 572 | 1,139 |
| Q4-2015 | 2,498 | 435 | 934 |
| Q1-2016 | 3,196 | 531 | 1,011 |
| Q2-2016 | 3,479 | 502 | 1,031 |
| Q3-2016 | 3,028 | 455 | 954 |
| Q4-2016 | 2,066 | 321 | 775 |
| Q1-2017 | 2,677 | 387 | 800 |
| Q2-2017 | 3,083 | 432 | 841 |
| Q3-2017 | 2,861 | 424 | 813 |
| Q4-2017 | 1,738 | 277 | 514 |

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

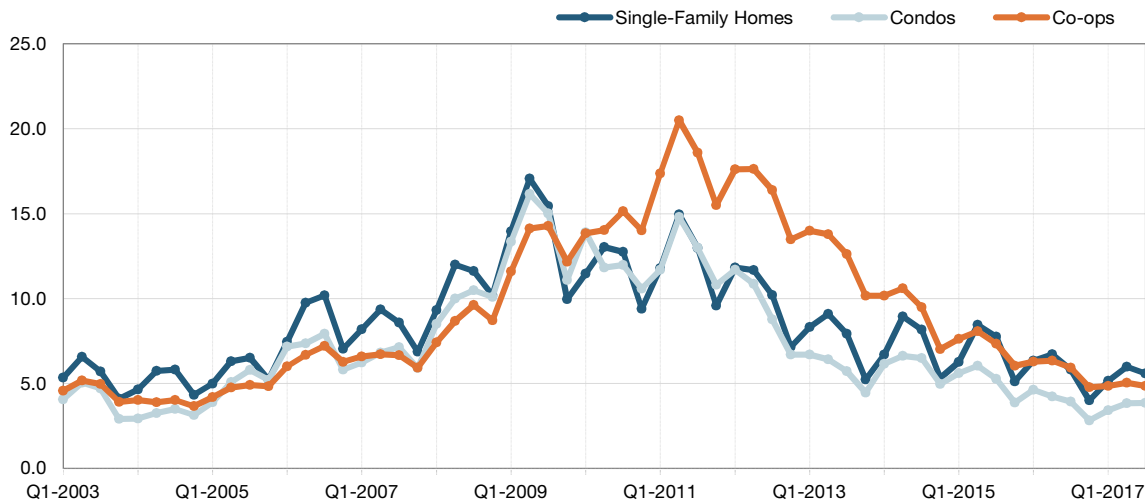
Months Supply of Inventory

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.

Q4-2017



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 |
|----------------|---------------------|------------|------------|
| 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 | 5.8 | 3.9 | 5.9 |
| Q4-2016 | 4.0 | 2.8 | 4.8 |
| Q1-2017 | 5.2 | 3.4 | 4.9 |
| Q2-2017 | 6.0 | 3.8 | 5.0 |
| Q3-2017 | 5.6 | 3.9 | 4.9 |
| Q4-2017 | 3.3 | 2.5 | 2.9 |

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 | Q4-2016 | Q4-2017 | Percent Change | YTD 2016 | YTD 2017 | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | <p>Q1-2015: 45, Q3-2015: 100, Q1-2016: 61, Q3-2016: 36, Q1-2017: 52, Q3-2017: 35</p> | 2,091 | 2,082 | - 0.4% | 14,131 | 13,733 | - 2.8% |
| Pending Sales | <p>Q1-2015: 1,811, Q3-2015: 2,893, Q1-2016: 2,119, Q3-2016: 3,118, Q1-2017: 2,179, Q3-2017: 2,253</p> | 1,941 | 2,234 | + 15.1% | 9,499 | 9,754 | + 2.7% |
| Closed Sales | <p>Q1-2015: 1,517, Q3-2015: 2,074, Q1-2016: 1,713, Q3-2016: 3,051, Q1-2017: 1,804, Q3-2017: 2,216</p> | 2,243 | 2,216 | - 1.2% | 9,502 | 9,529 | + 0.3% |
| Days on Market | <p>Q1-2015: 119, Q3-2015: 80, Q1-2016: 101, Q3-2016: 76, Q1-2017: 97, Q3-2017: 67</p> | 83 | 77 | - 7.2% | 86 | 79 | - 8.1% |
| Median Sales Price | <p>Q1-2015: \$435,000, Q3-2015: \$535,000, Q1-2016: \$417,500, Q3-2016: \$525,000, Q1-2017: \$425,000, Q3-2017: \$475,000</p> | \$443,000 | \$475,000 | + 7.2% | \$470,000 | \$490,000 | + 4.3% |
| Average Sales Price | <p>Q1-2015: \$607,163, Q3-2015: \$706,010, Q1-2016: \$570,275, Q3-2016: \$690,112, Q1-2017: \$601,562, Q3-2017: \$619,295</p> | \$585,368 | \$619,235 | + 5.8% | \$635,012 | \$652,925 | + 2.8% |
| Pct. of Orig. Price Received | <p>Q1-2015: 92.5%, Q3-2015: 95.7%, Q1-2016: 93.4%, Q3-2016: 95.9%, Q1-2017: 94.4%, Q3-2017: 95.3%</p> | 94.8% | 95.3% | + 0.5% | 95.0% | 95.9% | + 0.9% |
| Housing Affordability Index | <p>Q1-2015: 71, Q3-2015: 56, Q1-2016: 75, Q3-2016: 61, Q1-2017: 71, Q3-2017: 59</p> | 70 | 66 | - 5.7% | 66 | 64 | - 3.0% |
| Inventory of Homes for Sale | <p>Q1-2015: 4,529, Q3-2015: 5,804, Q1-2016: 4,738, Q3-2016: 4,437, Q1-2017: 3,864, Q3-2017: 4,098</p> | 3,162 | 2,529 | - 20.0% | -- | -- | -- |
| Months Supply of Inventory | <p>Q1-2015: 6.5, Q3-2015: 8.0, Q1-2016: 6.1, Q3-2016: 5.6, Q1-2017: 4.9, Q3-2017: 5.2</p> | 4.0 | 3.1 | - 22.5% | -- | -- | -- |