

# Quarterly Indicators

## Bronx County



### Q3-2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

- Single-Family Closed Sales were up 8.4 percent to 142.
- Condos Closed Sales were down 8.0 percent to 46.
- Co-ops Closed Sales were down 9.5 percent to 162.
- Single-Family Median Sales Price increased 5.9 percent to \$472,500.
- Condos Median Sales Price increased 2.5 percent to \$248,500.
- Co-ops Median Sales Price increased 19.2 percent to \$214,500.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

### Quarterly Snapshot

**- 2.8%**      **- 10.7%**      **+ 14.3%**

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
- 2.8%	- 10.7%	+ 14.3%

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.



**Bronx County**

Key Metrics	Historical Sparkbars	Q3-2017	Q3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>	<p>Bar chart showing New Listings from Q4-2015 to Q2-2018. Values: 189, 213, 279, 235, 157, 209, 255, 232, 190, 197, 257, 266.</p>	232	<b>266</b>	+ 14.7%	696	<b>720</b>	+ 3.4%
<b>Pending Sales</b>	<p>Bar chart showing Pending Sales from Q4-2015 to Q2-2018. Values: 130, 107, 148, 159, 119, 112, 131, 154, 138, 129, 154, 159.</p>	154	<b>159</b>	+ 3.2%	397	<b>442</b>	+ 11.3%
<b>Closed Sales</b>	<p>Bar chart showing Closed Sales from Q4-2015 to Q2-2018. Values: 143, 120, 112, 149, 149, 126, 124, 131, 148, 127, 129, 142.</p>	131	<b>142</b>	+ 8.4%	381	<b>398</b>	+ 4.5%
<b>Days on Market</b>	<p>Bar chart showing Days on Market from Q4-2015 to Q2-2018. Values: 85, 86, 89, 102, 75, 79, 66, 65, 67, 73, 73, 79.</p>	65	<b>79</b>	+ 21.5%	70	<b>75</b>	+ 7.1%
<b>Median Sales Price</b>	<p>Bar chart showing Median Sales Price from Q4-2015 to Q2-2018. Values: \$390,000, \$391,500, \$390,000, \$416,000, \$415,000, \$416,000, \$447,000, \$446,000, \$451,500, \$450,000, \$482,000, \$472,500.</p>	\$446,000	<b>\$472,500</b>	+ 5.9%	\$430,000	<b>\$460,000</b>	+ 7.0%
<b>Average Sales Price</b>	<p>Bar chart showing Average Sales Price from Q4-2015 to Q2-2018. Values: \$406,295, \$463,319, \$417,916, \$466,379, \$444,074, \$472,930, \$452,286, \$467,691, \$500,798, \$492,317, \$482,805, \$512,523.</p>	\$467,691	<b>\$512,523</b>	+ 9.6%	\$464,404	<b>\$496,476</b>	+ 6.9%
<b>Pct. of Orig. Price Received</b>	<p>Bar chart showing Pct. of Orig. Price Received from Q4-2015 to Q2-2018. Values: 94.5%, 94.3%, 93.8%, 95.9%, 95.6%, 95.4%, 96.2%, 97.1%, 95.8%, 94.7%, 95.7%, 96.2%.</p>	97.1%	<b>96.2%</b>	- 0.9%	96.3%	<b>95.6%</b>	- 0.7%
<b>Housing Affordability Index</b>	<p>Bar chart showing Housing Affordability Index from Q4-2015 to Q2-2018. Values: 80, 80, 82, 78, 75, 74, 71, 72, 70, 67, 66, 63.</p>	72	<b>63</b>	- 12.5%	74	<b>65</b>	- 12.2%
<b>Inventory of Homes for Sale</b>	<p>Bar chart showing Inventory of Homes for Sale from Q4-2015 to Q2-2018. Values: 265, 264, 288, 268, 187, 213, 249, 241, 200, 198, 223, 234.</p>	241	<b>234</b>	- 2.9%	--	--	--
<b>Months Supply of Inventory</b>	<p>Bar chart showing Months Supply of Inventory from Q4-2015 to Q2-2018. Values: 6.5, 6.2, 6.7, 5.9, 4.2, 4.8, 5.7, 5.6, 4.5, 4.3, 4.7, 4.8.</p>	5.6	<b>4.8</b>	- 14.3%	--	--	--

# 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	Q3-2017	Q3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>	<p>48, 76, 81, 83, 52, 75, 87, 64, 63, 65, 71, 75</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	64	<b>75</b>	+ 17.2%	226	<b>211</b>	- 6.6%
<b>Pending Sales</b>	<p>35, 42, 48, 38, 41, 31, 58, 51, 42, 44, 47, 49</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	51	<b>49</b>	- 3.9%	140	<b>140</b>	0.0%
<b>Closed Sales</b>	<p>35, 24, 47, 47, 38, 38, 37, 50, 55, 40, 51, 46</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	50	<b>46</b>	- 8.0%	125	<b>137</b>	+ 9.6%
<b>Days on Market</b>	<p>79, 105, 113, 111, 137, 104, 133, 83, 87, 95, 80, 88</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	83	<b>88</b>	+ 6.0%	104	<b>87</b>	- 16.3%
<b>Median Sales Price</b>	<p>\$158,000, \$156,000, \$130,000, \$225,000, \$267,500, \$190,000, \$205,000, \$242,500, \$240,000, \$217,000, \$230,000, \$248,500</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	\$242,500	<b>\$248,500</b>	+ 2.5%	\$215,000	<b>\$231,000</b>	+ 7.4%
<b>Average Sales Price</b>	<p>\$275,584, \$302,556, \$235,953, \$291,280, \$318,934, \$254,345, \$272,892, \$296,939, \$321,599, \$291,808, \$276,618, \$306,137</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	\$296,938	<b>\$336,137</b>	+ 13.2%	\$276,872	<b>\$301,037</b>	+ 8.7%
<b>Pct. of Orig. Price Received</b>	<p>91.7%, 91.1%, 92.9%, 93.9%, 94.7%, 96.3%, 96.0%, 98.9%, 95.0%, 97.4%, 98.4%, 100.1%</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	98.9%	<b>100.1%</b>	+ 1.2%	97.3%	<b>98.7%</b>	+ 1.4%
<b>Housing Affordability Index</b>	<p>192, 201, 246, 143, 108, 161, 154, 132, 132, 140, 129, 120</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	132	<b>120</b>	- 9.1%	149	<b>130</b>	- 12.8%
<b>Inventory of Homes for Sale</b>	<p>94, 96, 98, 111, 84, 105, 106, 86, 73, 77, 79, 77</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	86	<b>77</b>	- 10.5%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>	<p>8.4, 7.7, 7.6, 8.2, 6.0, 8.0, 7.6, 5.7, 4.8, 4.7, 5.2, 5.1</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	5.7	<b>5.1</b>	- 10.5%	--	<b>--</b>	--

# 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.

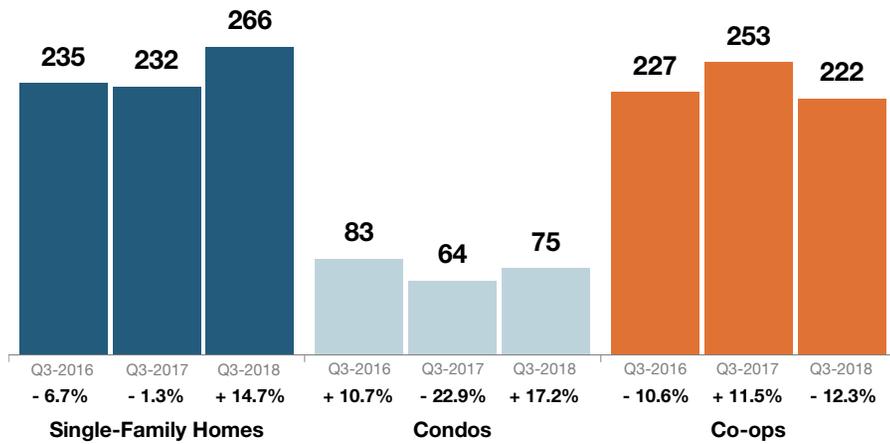


Key Metrics	Historical Sparkbars	Q3-2017	Q3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>	<p>161, 241, 250, 227, 193, 237, 263, 253, 174, 234, 228, 222</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	253	<b>222</b>	- 12.3%	753	<b>684</b>	- 9.2%
<b>Pending Sales</b>	<p>127, 128, 164, 130, 137, 161, 200, 147, 150, 151, 182, 161</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	147	<b>161</b>	+ 9.5%	508	<b>494</b>	- 2.8%
<b>Closed Sales</b>	<p>134, 121, 126, 158, 138, 145, 158, 179, 165, 128, 171, 162</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	179	<b>162</b>	- 9.5%	482	<b>461</b>	- 4.4%
<b>Days on Market</b>	<p>131, 137, 138, 127, 136, 106, 122, 100, 99, 96, 102, 86</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	100	<b>86</b>	- 14.0%	109	<b>95</b>	- 12.8%
<b>Median Sales Price</b>	<p>\$169,250, \$165,000, \$166,000, \$181,475, \$164,750, \$175,000, \$204,500, \$180,000, \$180,000, \$185,000, \$200,000, \$214,500</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	\$180,000	<b>\$214,500</b>	+ 19.2%	\$184,750	<b>\$200,000</b>	+ 8.3%
<b>Average Sales Price</b>	<p>\$216,551, \$210,169, \$215,013, \$210,742, \$195,366, \$213,054, \$229,744, \$228,899, \$220,320, \$221,787, \$226,322, \$232,598</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	\$228,889	<b>\$232,598</b>	+ 1.6%	\$224,406	<b>\$230,977</b>	+ 2.9%
<b>Pct. of Orig. Price Received</b>	<p>93.5%, 93.7%, 92.8%, 94.7%, 94.0%, 94.1%, 95.4%, 96.6%, 96.5%, 97.4%, 96.5%, 96.9%</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	96.6%	<b>96.9%</b>	+ 0.3%	95.5%	<b>96.9%</b>	+ 1.5%
<b>Housing Affordability Index</b>	<p>179, 191, 192, 178, 189, 175, 155, 177, 175, 164, 149, 140</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	177	<b>140</b>	- 20.9%	173	<b>150</b>	- 13.3%
<b>Inventory of Homes for Sale</b>	<p>378, 390, 398, 383, 342, 322, 309, 327, 280, 292, 270, 273</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	327	<b>273</b>	- 16.5%	--	--	--
<b>Months Supply of Inventory</b>	<p>9.1, 8.9, 8.7, 8.4, 7.3, 6.5, 5.9, 6.1, 5.1, 5.4, 5.1, 5.1</p> <p>Q4-2015, Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018</p>	6.1	<b>5.1</b>	- 16.4%	--	--	--

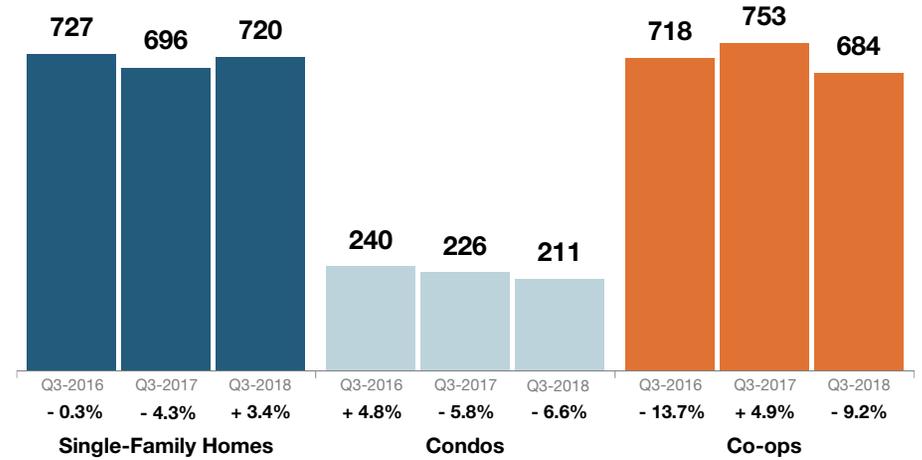
# New Listings

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

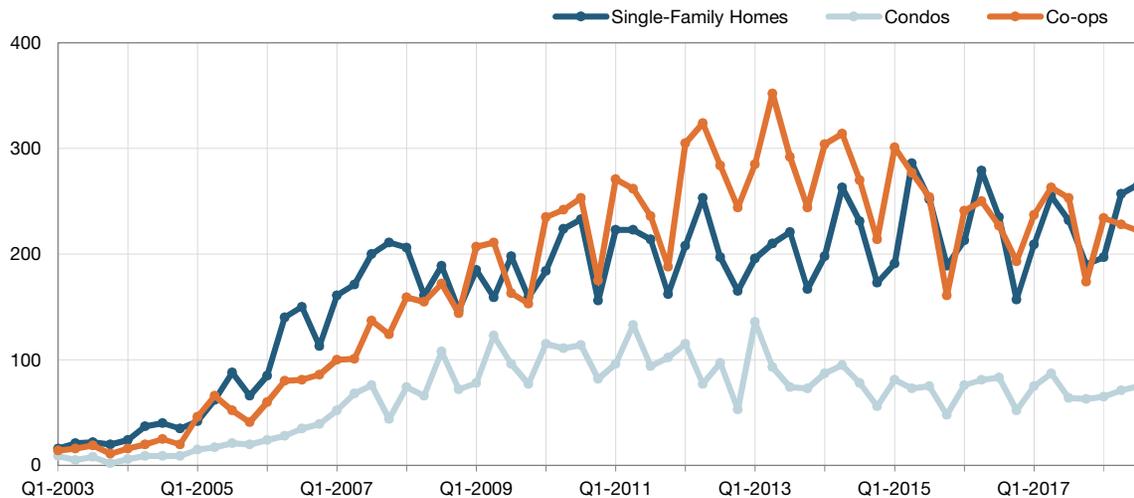
## Q3-2018



## Year to Date



## Historical New Listings by Quarter



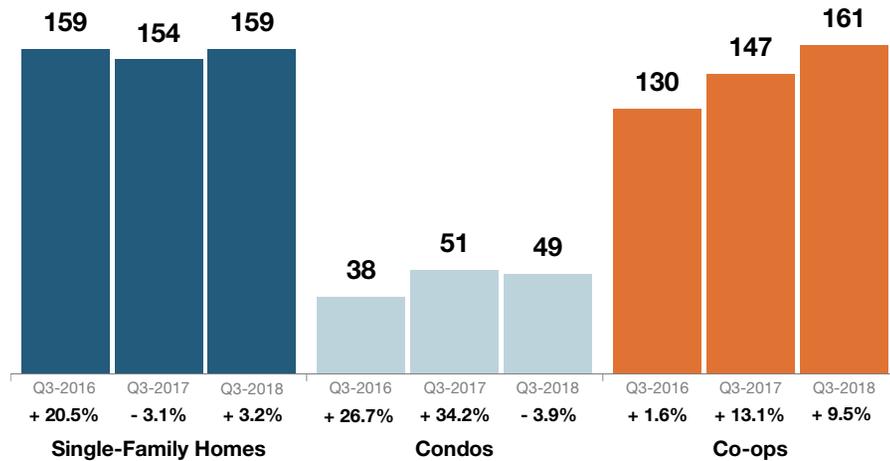
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	189	48	161
Q1-2016	213	76	241
Q2-2016	279	81	250
Q3-2016	235	83	227
Q4-2016	157	52	193
Q1-2017	209	75	237
Q2-2017	255	87	263
Q3-2017	232	64	253
Q4-2017	190	63	174
Q1-2018	197	65	234
Q2-2018	257	71	228
<b>Q3-2018</b>	<b>266</b>	<b>75</b>	<b>222</b>

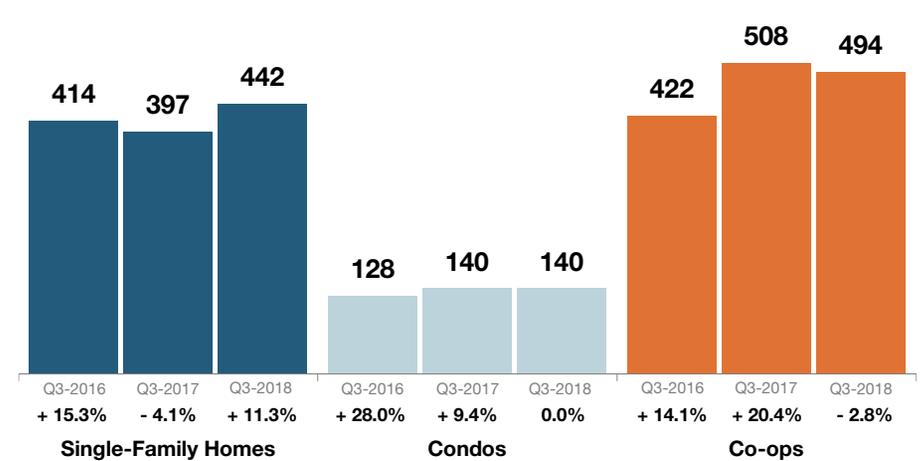
# Pending Sales

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

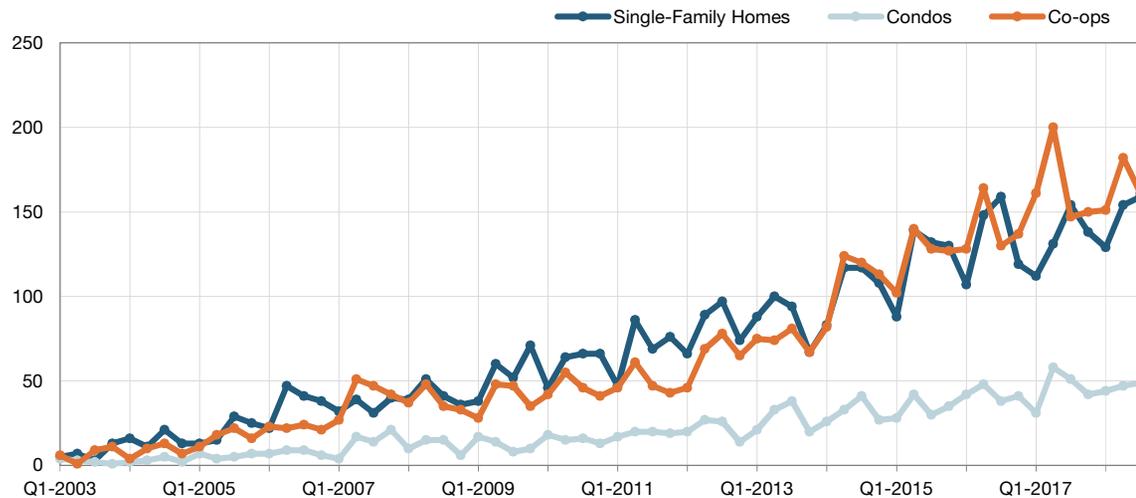
## Q3-2018



## Year to Date



## Historical Pending Sales by Quarter



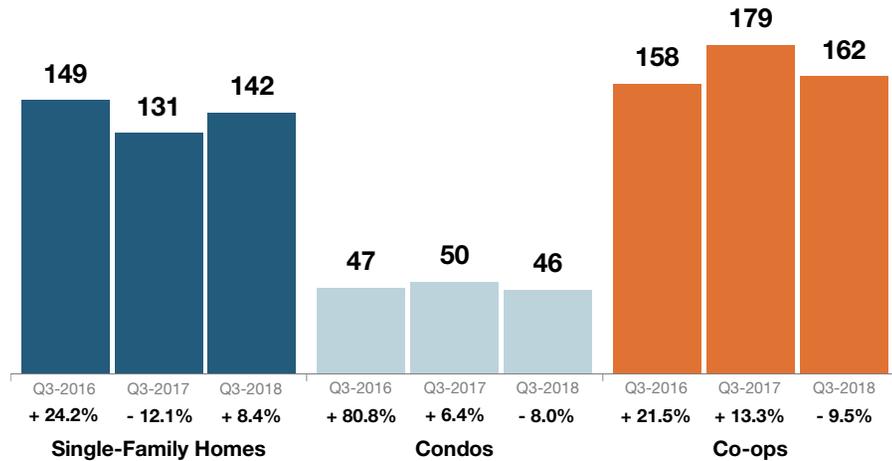
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	130	35	127
Q1-2016	107	42	128
Q2-2016	148	48	164
Q3-2016	159	38	130
Q4-2016	119	41	137
Q1-2017	112	31	161
Q2-2017	131	58	200
Q3-2017	154	51	147
Q4-2017	138	42	150
Q1-2018	129	44	151
Q2-2018	154	47	182
<b>Q3-2018</b>	<b>159</b>	<b>49</b>	<b>161</b>

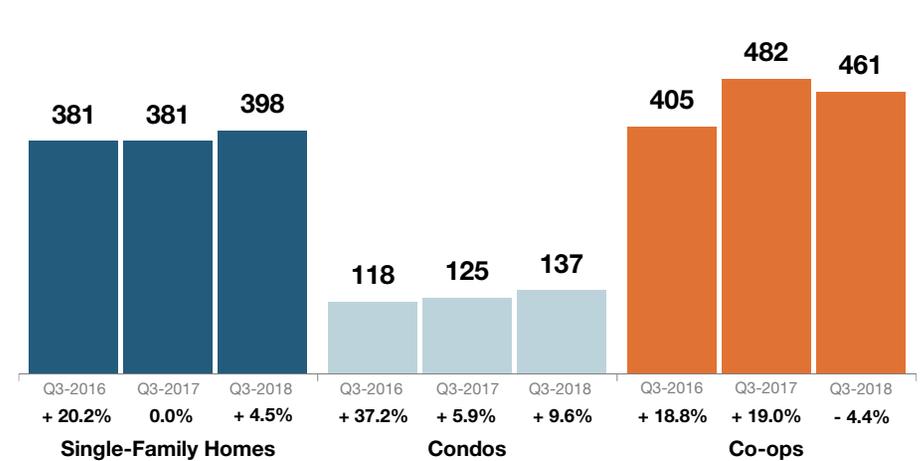
# Closed Sales

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

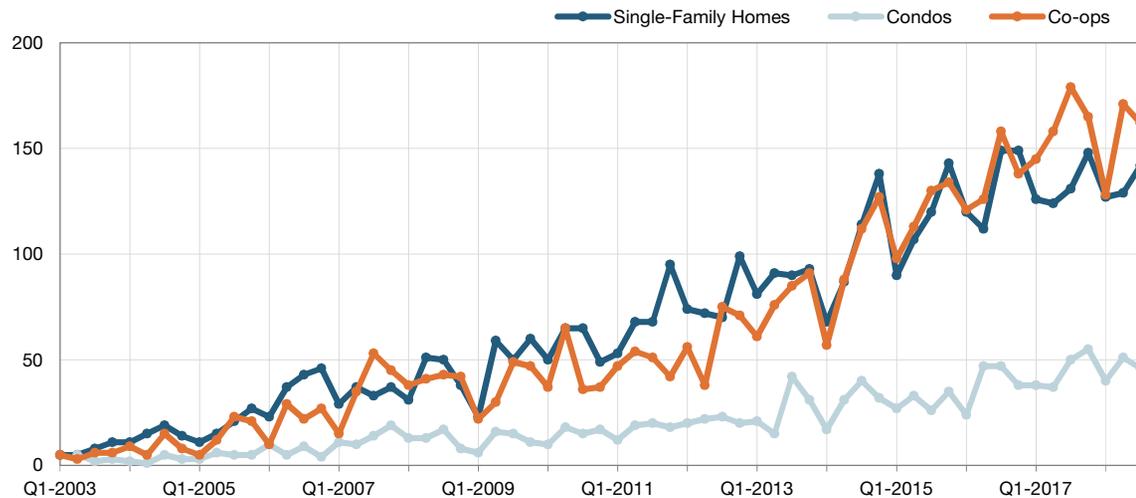
## Q3-2018



## Year to Date



## Historical Closed Sales by Quarter



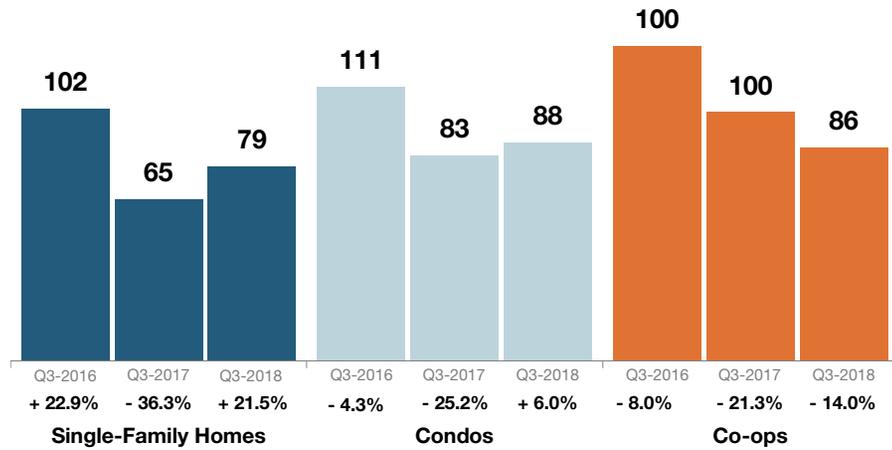
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	143	35	134
Q1-2016	120	24	121
Q2-2016	112	47	126
Q3-2016	149	47	158
Q4-2016	149	38	138
Q1-2017	126	38	145
Q2-2017	124	37	158
Q3-2017	131	50	179
Q4-2017	148	55	165
Q1-2018	127	40	128
Q2-2018	129	51	171
<b>Q3-2018</b>	<b>142</b>	<b>46</b>	<b>162</b>

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

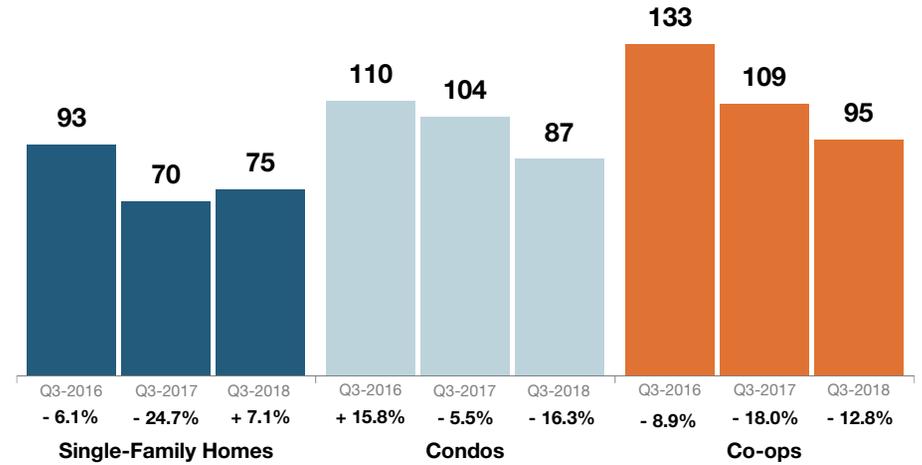
# Days on Market Until Sale

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

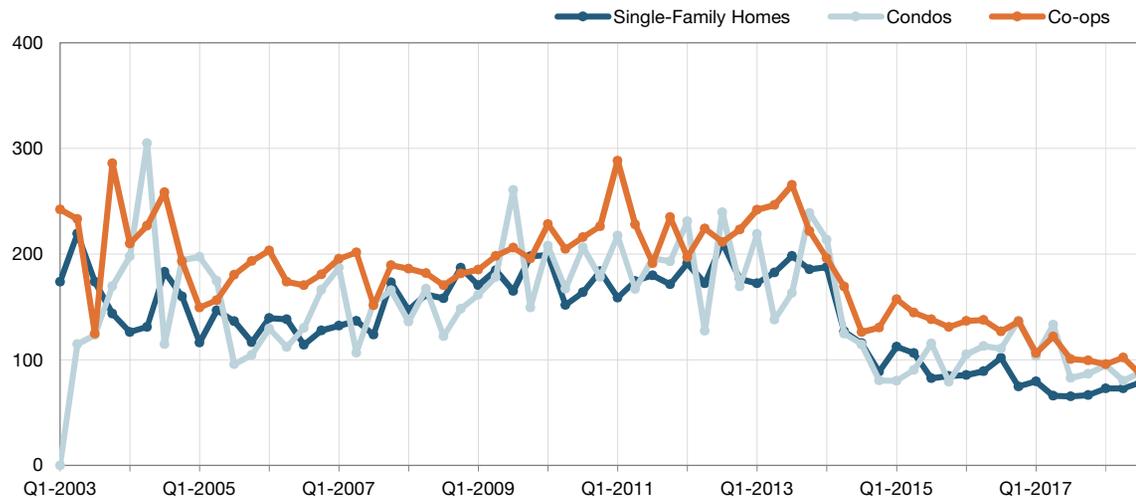
## Q3-2018



## Year to Date



## Historical Days on Market Until Sale by Quarter



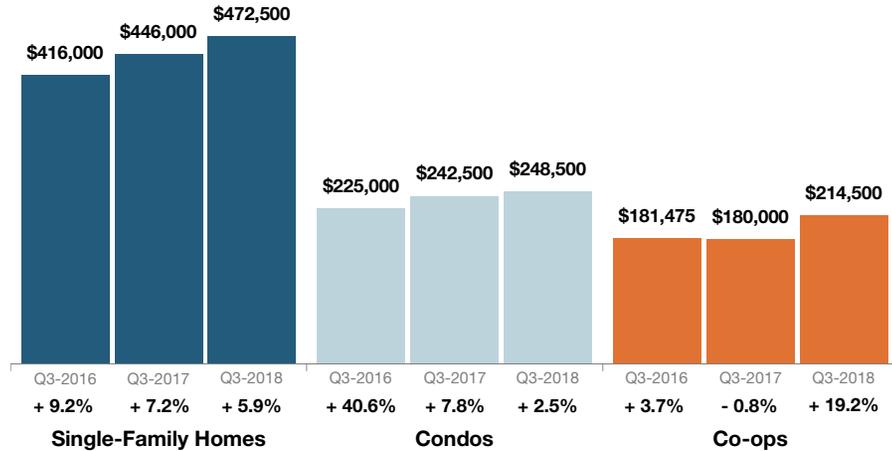
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	85	79	131
Q1-2016	86	105	137
Q2-2016	89	113	138
Q3-2016	102	111	127
Q4-2016	75	137	136
Q1-2017	79	104	106
Q2-2017	66	133	122
Q3-2017	65	83	100
Q4-2017	67	87	99
Q1-2018	73	95	96
Q2-2018	73	80	102
<b>Q3-2018</b>	<b>79</b>	<b>88</b>	<b>86</b>

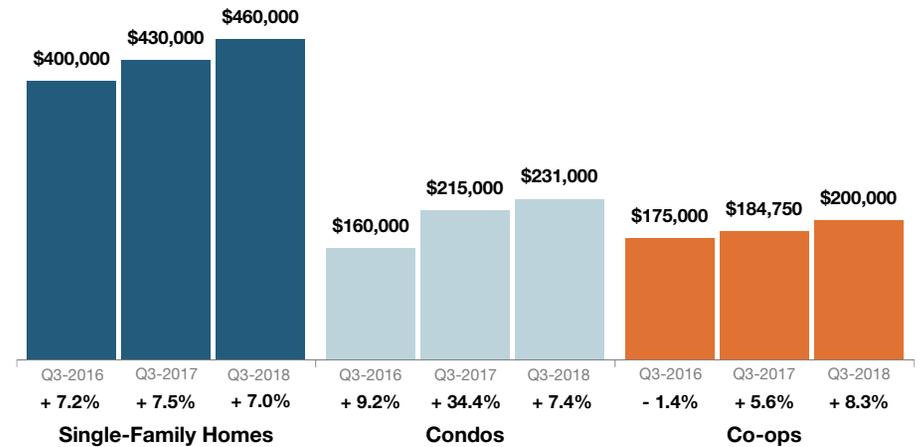
# Median Sales Price

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

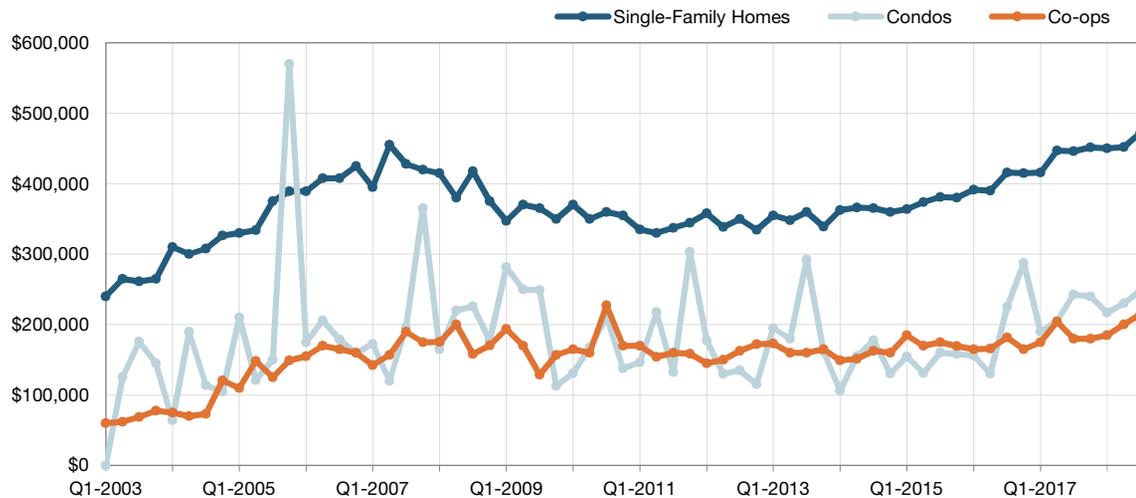
## Q3-2018



## Year to Date



## Historical Median Sales Price by Quarter



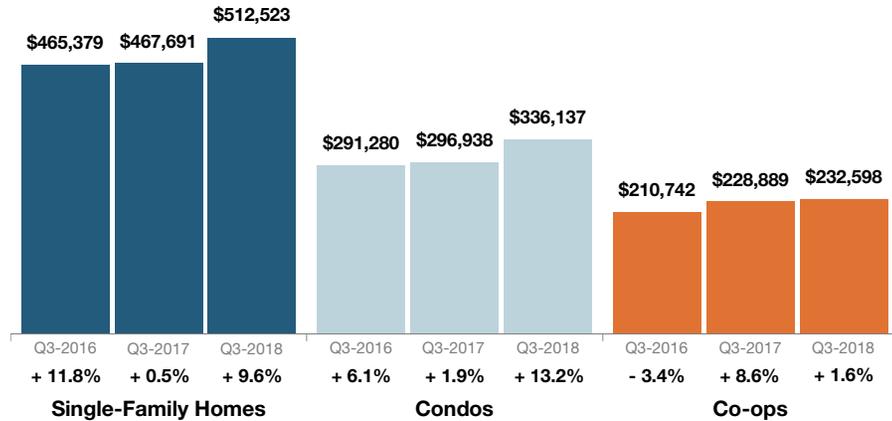
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	\$380,000	\$158,000	\$169,250
Q1-2016	\$391,500	\$156,000	\$165,000
Q2-2016	\$390,000	\$130,000	\$166,000
Q3-2016	\$416,000	\$225,000	\$181,475
Q4-2016	\$415,000	\$287,500	\$164,750
Q1-2017	\$416,000	\$190,000	\$175,000
Q2-2017	\$447,000	\$205,000	\$204,500
Q3-2017	\$446,000	\$242,500	\$180,000
Q4-2017	\$451,500	\$240,000	\$180,000
Q1-2018	\$450,000	\$217,000	\$185,000
Q2-2018	\$452,000	\$230,000	\$200,000
<b>Q3-2018</b>	<b>\$472,500</b>	<b>\$248,500</b>	<b>\$214,500</b>

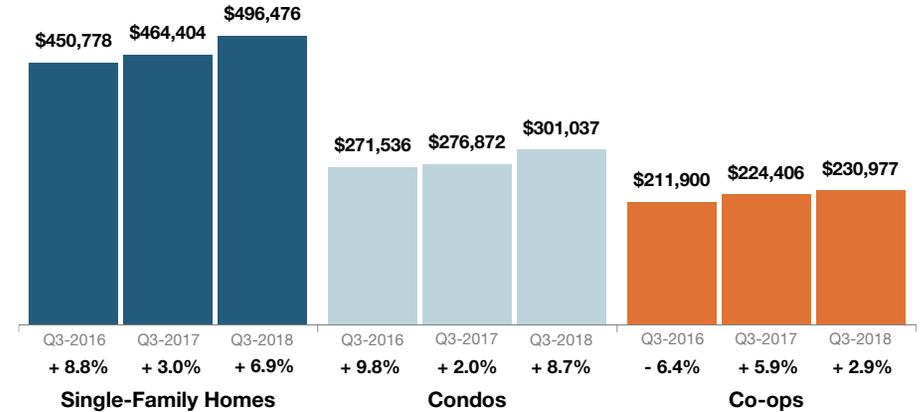
# Average Sales Price

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

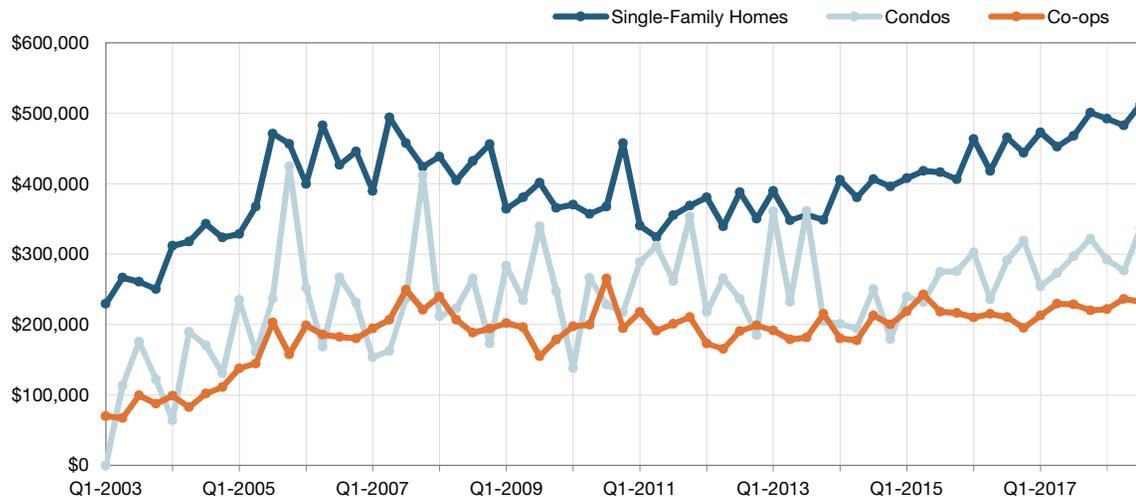
## Q3-2018



## Year to Date



## Historical Average Sales Price by Quarter



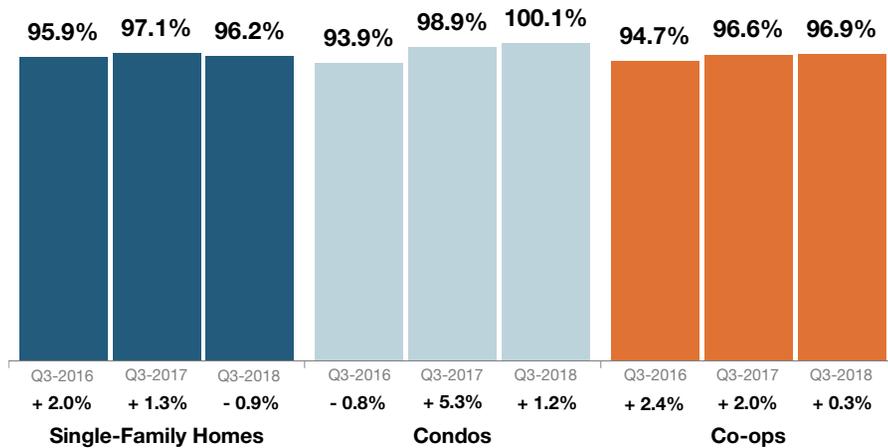
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	\$406,295	\$275,594	\$216,531
Q1-2016	\$463,319	\$302,556	\$210,169
Q2-2016	\$417,916	\$235,953	\$215,013
Q3-2016	\$465,379	\$291,280	\$210,742
Q4-2016	\$444,074	\$318,934	\$195,366
Q1-2017	\$472,930	\$254,345	\$213,054
Q2-2017	\$452,266	\$272,892	\$229,744
Q3-2017	\$467,691	\$296,938	\$228,889
Q4-2017	\$500,798	\$321,599	\$220,320
Q1-2018	\$492,317	\$291,808	\$221,787
Q2-2018	\$482,905	\$276,618	\$236,322
<b>Q3-2018</b>	<b>\$512,523</b>	<b>\$336,137</b>	<b>\$232,598</b>

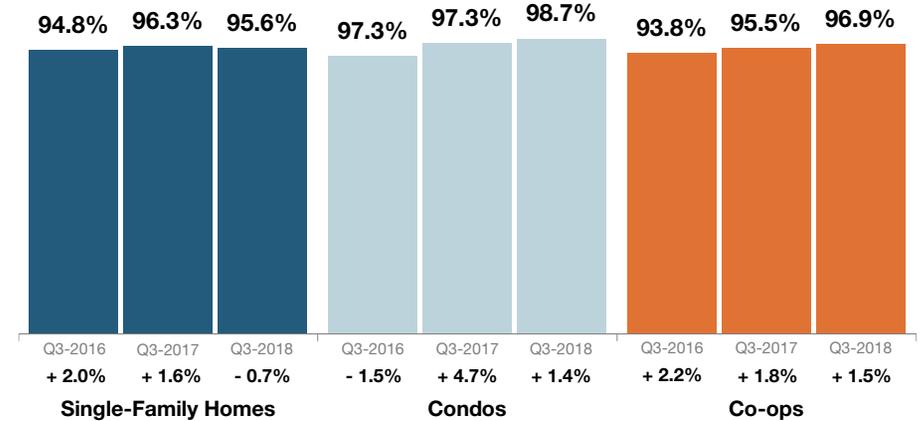
# Percent of Original List Price Received

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.

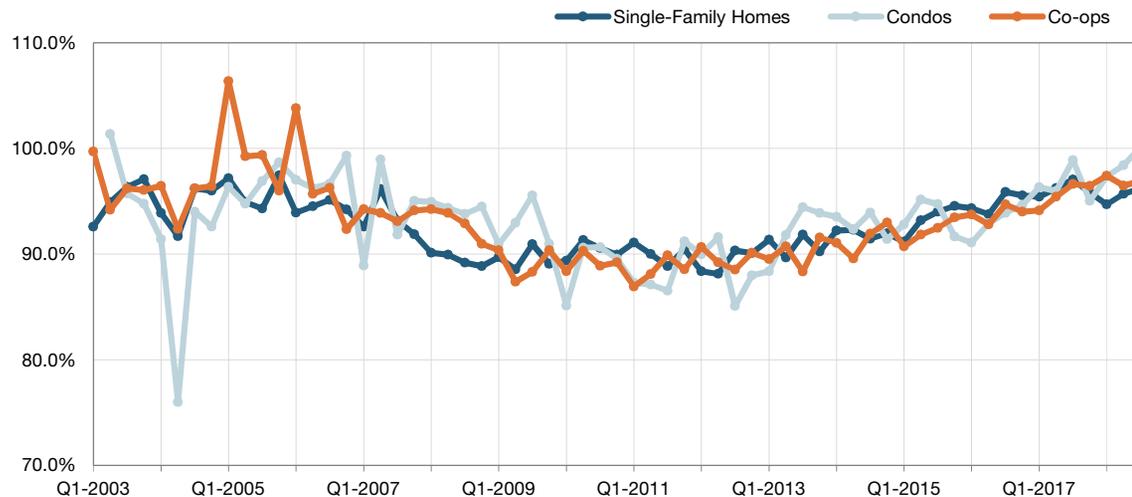
## Q3-2018



## Year to Date



## Historical Percent of Original List Price Received by Quarter



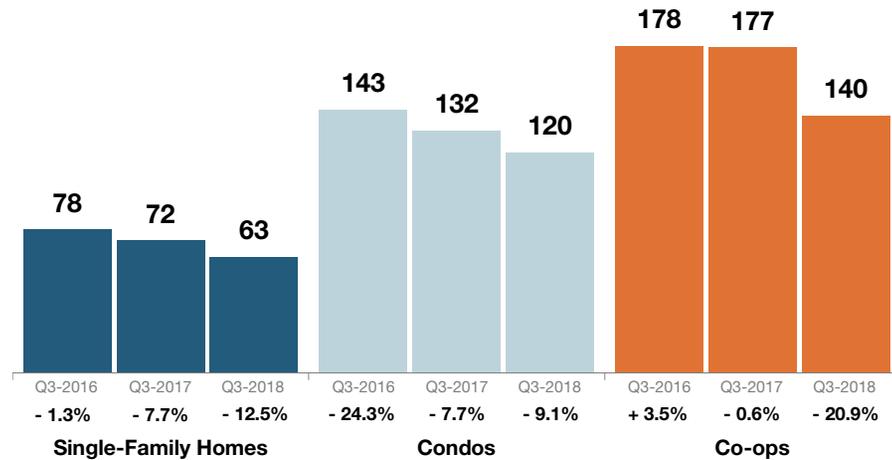
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	94.5%	91.7%	93.5%
Q1-2016	94.3%	91.1%	93.7%
Q2-2016	93.8%	92.9%	92.8%
Q3-2016	95.9%	93.9%	94.7%
Q4-2016	95.6%	94.7%	94.0%
Q1-2017	95.4%	96.3%	94.1%
Q2-2017	96.2%	96.0%	95.4%
Q3-2017	97.1%	98.9%	96.6%
Q4-2017	95.8%	95.0%	96.5%
Q1-2018	94.7%	97.4%	97.4%
Q2-2018	95.7%	98.4%	96.5%
<b>Q3-2018</b>	<b>96.2%</b>	<b>100.1%</b>	<b>96.9%</b>

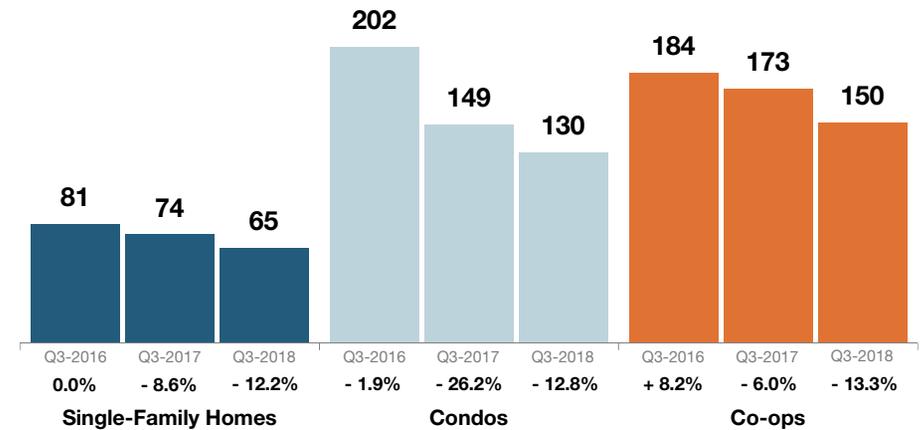
# Housing Affordability Index

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.

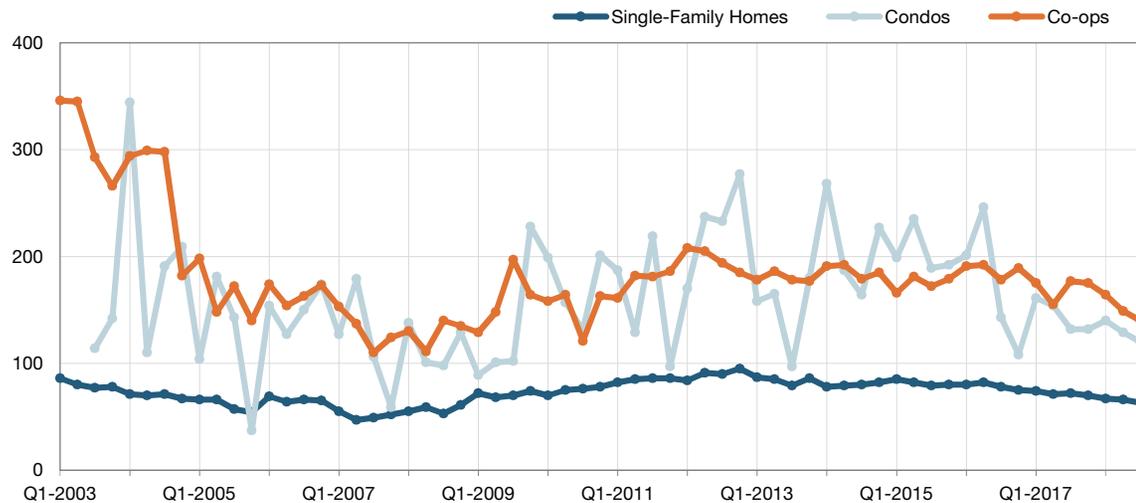
## Q3-2018



## Year to Date



## Historical Housing Affordability Index by Quarter



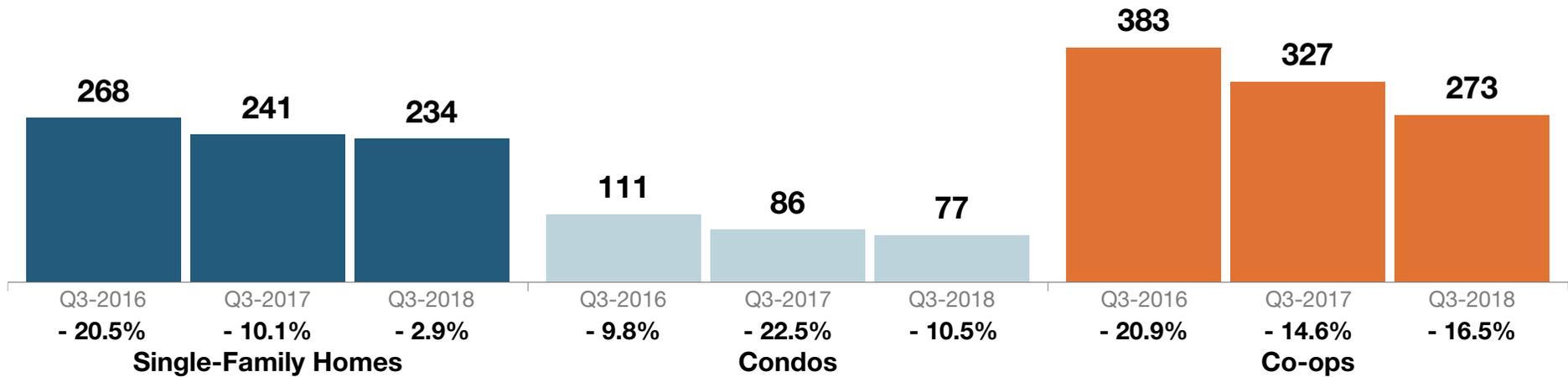
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	80	192	179
Q1-2016	80	201	191
Q2-2016	82	246	192
Q3-2016	78	143	178
Q4-2016	75	108	189
Q1-2017	74	161	175
Q2-2017	71	154	155
Q3-2017	72	132	177
Q4-2017	70	132	175
Q1-2018	67	140	164
Q2-2018	66	129	149
<b>Q3-2018</b>	<b>63</b>	<b>120</b>	<b>140</b>

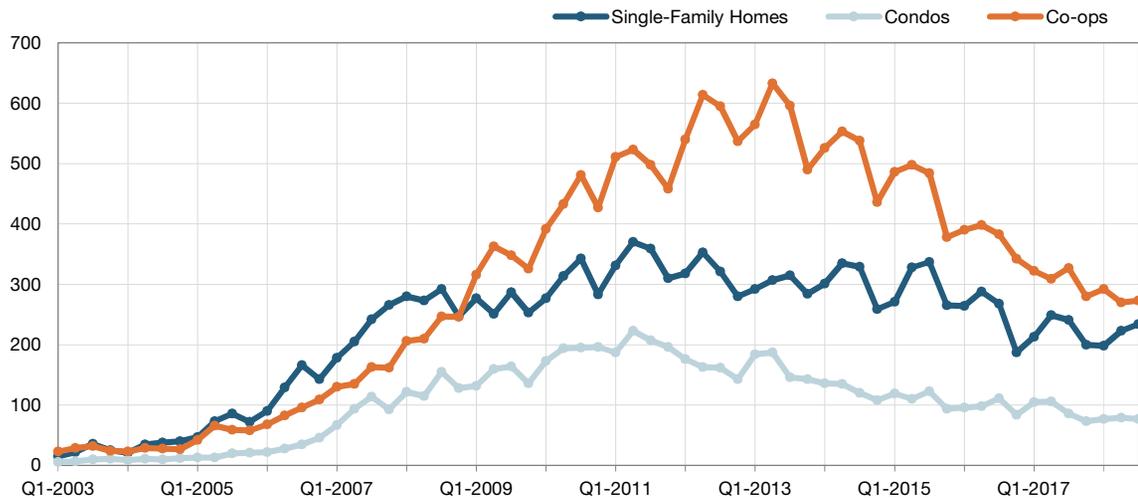
# Inventory of Homes for Sale

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

## Q3-2018



## Historical Inventory of Homes for Sale by Quarter



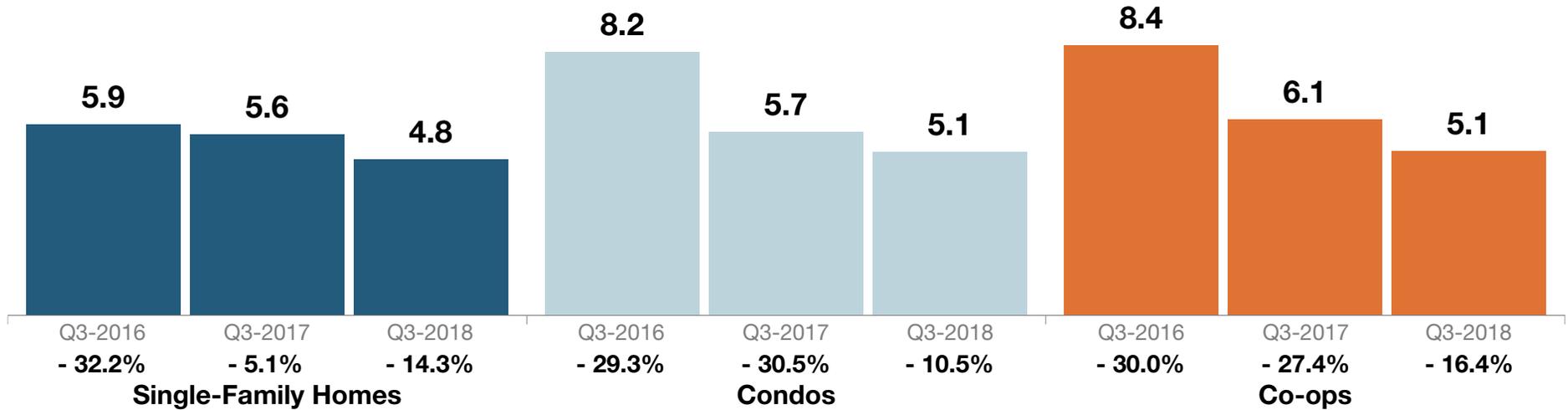
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2015	265	94	378
Q1-2016	264	96	390
Q2-2016	288	98	398
Q3-2016	268	111	383
Q4-2016	187	84	342
Q1-2017	213	105	322
Q2-2017	249	106	309
Q3-2017	241	86	327
Q4-2017	200	73	280
Q1-2018	198	77	292
Q2-2018	223	79	270
<b>Q3-2018</b>	<b>234</b>	<b>77</b>	<b>273</b>

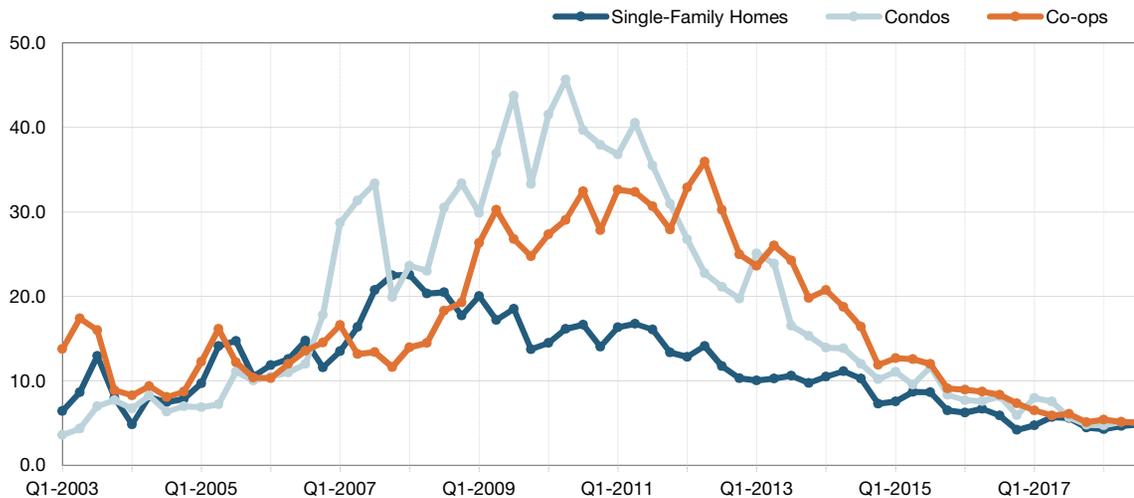
# Months Supply of Inventory

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.

## Q3-2018



## 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
Q4-2015	6.5	8.4	9.1
Q1-2016	6.2	7.7	8.9
Q2-2016	6.7	7.6	8.7
Q3-2016	5.9	8.2	8.4
Q4-2016	4.2	6.0	7.3
Q1-2017	4.8	8.0	6.5
Q2-2017	5.7	7.6	5.9
Q3-2017	5.6	5.7	6.1
Q4-2017	4.5	4.8	5.1
Q1-2018	4.3	4.7	5.4
Q2-2018	4.7	5.2	5.1
<b>Q3-2018</b>	<b>4.8</b>	<b>5.1</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	Q3-2017	Q3-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>	<p>Q4-2015: 398, Q2-2016: 530, Q4-2016: 402, Q2-2017: 605, Q4-2017: 427, Q2-2018: 563</p>	549	<b>563</b>	+ 2.6%	1,675	<b>1,615</b>	- 3.6%
<b>Pending Sales</b>	<p>Q4-2015: 292, Q2-2016: 360, Q4-2016: 297, Q2-2017: 389, Q4-2017: 324, Q2-2018: 369</p>	352	<b>369</b>	+ 4.8%	1,045	<b>1,076</b>	+ 3.0%
<b>Closed Sales</b>	<p>Q4-2015: 312, Q2-2016: 285, Q4-2016: 325, Q2-2017: 319, Q4-2017: 295, Q2-2018: 351</p>	360	<b>350</b>	- 2.8%	988	<b>996</b>	+ 0.8%
<b>Days on Market</b>	<p>Q4-2015: 104, Q2-2016: 115, Q4-2016: 108, Q2-2017: 102, Q4-2017: 86, Q2-2018: 83</p>	85	<b>83</b>	- 2.4%	94	<b>86</b>	- 8.5%
<b>Median Sales Price</b>	<p>Q4-2015: \$292,500, Q2-2016: \$310,000, Q4-2016: \$325,000, Q2-2017: \$305,000, Q4-2017: \$315,000, Q2-2018: \$343,000</p>	\$300,000	<b>\$343,000</b>	+ 14.3%	\$300,000	<b>\$320,125</b>	+ 6.7%
<b>Average Sales Price</b>	<p>Q4-2015: \$310,132, Q2-2016: \$333,170, Q4-2016: \$328,813, Q2-2017: \$321,246, Q4-2017: \$347,747, Q2-2018: \$359,775</p>	\$325,238	<b>\$359,775</b>	+ 10.6%	\$323,593	<b>\$346,707</b>	+ 7.1%
<b>Pct. of Orig. Price Received</b>	<p>Q4-2015: 93.8%, Q2-2016: 93.2%, Q4-2016: 94.8%, Q2-2017: 95.8%, Q4-2017: 96.3%, Q2-2018: 97.0%</p>	97.1%	<b>97.0%</b>	- 0.1%	96.0%	<b>96.6%</b>	+ 0.6%
<b>Housing Affordability Index</b>	<p>Q4-2015: 104, Q2-2016: 114, Q4-2016: 96, Q2-2017: 105, Q4-2017: 95, Q2-2018: 87</p>	106	<b>87</b>	- 17.9%	106	<b>94</b>	- 11.3%
<b>Inventory of Homes for Sale</b>	<p>Q4-2015: 737, Q2-2016: 784, Q4-2016: 613, Q2-2017: 664, Q4-2017: 553, Q2-2018: 584</p>	654	<b>584</b>	- 10.7%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q4-2015: 7.9, Q2-2016: 7.7, Q4-2016: 5.8, Q2-2017: 6.1, Q4-2017: 4.8, Q2-2018: 5.0</p>	5.8	<b>5.0</b>	- 13.8%	--	--	--