

# Quarterly Indicators

## Sullivan County



### Q4-2018

Home prices were consistently higher in 2018 but at reduced levels compared to recent years. High demand for few homes for sale fueled price increases – along with a changing product mix. November showed the first inventory increase since 2015, and buyers should expect inventory to continue to improve in 2019. This could mean weaker but still positive price gains. Changing interest rates, tariffs, a tech slump and other uncertainties in 2018 shook the stock market, which closed out the year with the worst performance since 2008. Rates should continue to rise but perhaps at a slower pace in 2019, depending on the economy and other factors.

- Single-Family Closed Sales were up 1.5 percent to 274.
- Condos Closed Sales were down 33.3 percent to 2.
- There were no recorded Co-op Closed Sales for this month.
- Single-Family Median Sales Price increased 18.1 percent to \$130,000.
- Condos Median Sales Price decreased 38.1 percent to \$31,250.
- There was no recorded Co-op Median Sale Price for this month.

Unemployment rates remained remarkably low in 2018, and wages continued to improve for many U.S. households. The issue now is a lack of labor supply. Sure, real estate benefits from wage growth, but incomes haven't quite kept pace with home price increases. This created an affordability crunch in the second half of 2018. Housing affordability will remain one of many important storylines in 2019.

### Quarterly Snapshot

**+ 1.1%**      **- 6.3%**      **+ 18.2%**

| 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 |
|--|--|--|
| + 1.1%   | - 6.3%   | + 18.2%  |

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  | Q4-2017   | Q4-2018          | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                 | <p>Q1-2016: 428, Q3-2016: 748, Q1-2017: 301, Q3-2017: 670, Q1-2018: 268, Q3-2018: 293</p>                                     | 268       | <b>293</b>       | + 9.3%         | 1,838     | <b>1,808</b>     | - 1.6%         |
| <b>Pending Sales</b>                | <p>Q1-2016: 182, Q3-2016: 297, Q1-2017: 202, Q3-2017: 272, Q1-2018: 218, Q3-2018: 238</p>                                     | 266       | <b>238</b>       | - 10.5%        | 977       | <b>1,011</b>     | + 3.5%         |
| <b>Closed Sales</b>                 | <p>Q1-2016: 194, Q3-2016: 285, Q1-2017: 189, Q3-2017: 270, Q1-2018: 229, Q3-2018: 274</p>                                     | 270       | <b>274</b>       | + 1.5%         | 955       | <b>1,005</b>     | + 5.2%         |
| <b>Days on Market</b>               | <p>Q1-2016: 222, Q3-2016: 240, Q1-2017: 197, Q3-2017: 188, Q1-2018: 183, Q3-2018: 149</p>                                     | 191       | <b>149</b>       | - 22.0%        | 197       | <b>166</b>       | - 15.7%        |
| <b>Median Sales Price</b>           | <p>Q1-2016: \$105,600, Q3-2016: \$124,900, Q1-2017: \$127,200, Q3-2017: \$128,118, Q1-2018: \$110,050, Q3-2018: \$130,000</p> | \$110,050 | <b>\$130,000</b> | + 18.1%        | \$120,000 | <b>\$129,000</b> | + 7.5%         |
| <b>Average Sales Price</b>          | <p>Q1-2016: \$148,228, Q3-2016: \$156,331, Q1-2017: \$151,014, Q3-2017: \$159,073, Q1-2018: \$141,478, Q3-2018: \$166,854</p> | \$153,820 | <b>\$166,854</b> | + 8.5%         | \$153,880 | <b>\$165,812</b> | + 7.8%         |
| <b>Pct. of Orig. Price Received</b> | <p>Q1-2016: 83.8%, Q3-2016: 88.0%, Q1-2017: 86.1%, Q3-2017: 87.4%, Q1-2018: 85.0%, Q3-2018: 88.2%</p>                         | 86.8%     | <b>88.2%</b>     | + 1.6%         | 86.7%     | <b>88.5%</b>     | + 2.1%         |
| <b>Housing Affordability Index</b>  | <p>Q1-2016: 266, Q3-2016: 230, Q1-2017: 265, Q3-2017: 242, Q1-2018: 267, Q3-2018: 224</p>                                     | 279       | <b>224</b>       | - 19.7%        | 256       | <b>225</b>       | - 12.1%        |
| <b>Inventory of Homes for Sale</b>  | <p>Q1-2016: 1,212, Q3-2016: 1,432, Q1-2017: 1,081, Q3-2017: 1,180, Q1-2018: 873, Q3-2018: 826</p>                             | 873       | <b>826</b>       | - 5.4%         | --        | --               | --             |
| <b>Months Supply of Inventory</b>   | <p>Q1-2016: 17.1, Q3-2016: 16.9, Q1-2017: 12.5, Q3-2017: 15.4, Q1-2018: 10.7, Q3-2018: 9.8</p>                                | 10.7      | <b>9.8</b>       | - 8.4%         | --        | --               | --             |

# 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 | Q4-2017  | Q4-2018  | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|-------------------------------------|----------------------|----------|----------|----------------|----------|----------|----------------|
| <b>New Listings</b>                 |                      | 5        | 1        | - 80.0%        | 26       | 16       | - 38.5%        |
| <b>Pending Sales</b>                |                      | 2        | 3        | + 50.0%        | 6        | 10       | + 66.7%        |
| <b>Closed Sales</b>                 |                      | 3        | 2        | - 33.3%        | 7        | 8        | + 14.3%        |
| <b>Days on Market</b>               |                      | 213      | 48       | - 77.5%        | 164      | 115      | - 29.9%        |
| <b>Median Sales Price</b>           |                      | \$50,500 | \$31,250 | - 38.1%        | \$35,000 | \$32,750 | - 6.4%         |
| <b>Average Sales Price</b>          |                      | \$46,500 | \$31,250 | - 32.8%        | \$38,857 | \$47,988 | + 23.5%        |
| <b>Pct. of Orig. Price Received</b> |                      | 80.9%    | 95.7%    | + 18.3%        | 88.6%    | 89.8%    | + 1.4%         |
| <b>Housing Affordability Index</b>  |                      | 607      | 930      | + 53.2%        | 876      | 888      | + 1.4%         |
| <b>Inventory of Homes for Sale</b>  |                      | 13       | 6        | - 53.8%        | --       | --       | --             |
| <b>Months Supply of Inventory</b>   |                      | 8.7      | 4.2      | - 51.7%        | --       | --       | --             |

# 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.

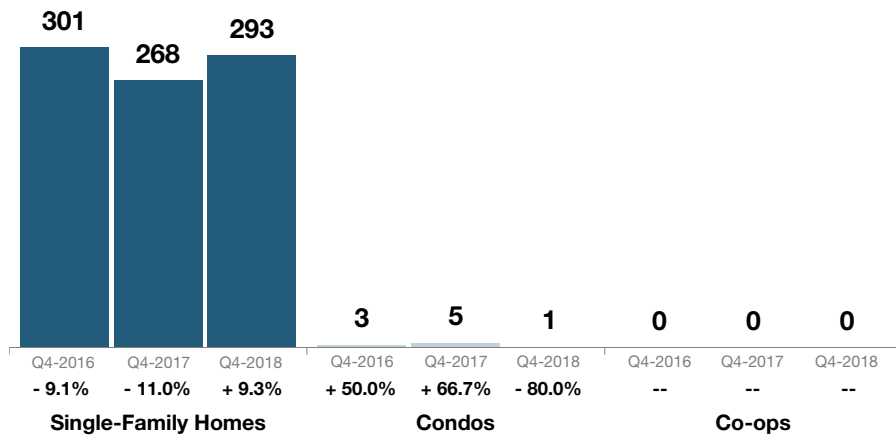


| Key Metrics                         | Historical Sparkbars | Q4-2017 | Q4-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|-------------------------------------|----------------------|---------|---------|----------------|----------|----------|----------------|
| <b>New Listings</b>                 |                      | 0       | 0       | --             | 3        | 3        | --             |
| <b>Pending Sales</b>                |                      | 0       | 0       | --             | 1        | 0        | - 100.0%       |
| <b>Closed Sales</b>                 |                      | 0       | 0       | --             | 1        | 0        | - 100.0%       |
| <b>Days on Market</b>               |                      | --      | --      | --             | 421      | --       | --             |
| <b>Median Sales Price</b>           |                      | --      | --      | --             | \$15,000 | --       | --             |
| <b>Average Sales Price</b>          |                      | --      | --      | --             | \$15,000 | --       | --             |
| <b>Pct. of Orig. Price Received</b> |                      | --      | --      | --             | --       | --       | --             |
| <b>Housing Affordability Index</b>  |                      | --      | --      | --             | --       | --       | --             |
| <b>Inventory of Homes for Sale</b>  |                      | 2       | 0       | - 100.0%       | --       | --       | --             |
| <b>Months Supply of Inventory</b>   |                      | 2.0     | --      | --             | --       | --       | --             |

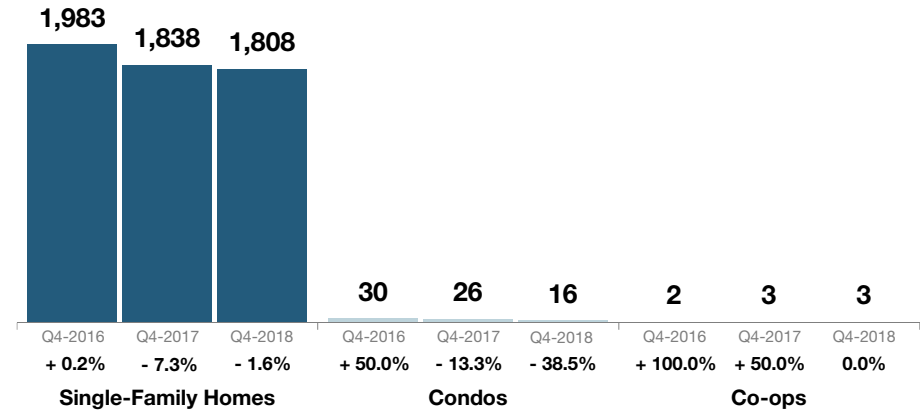
# New Listings

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

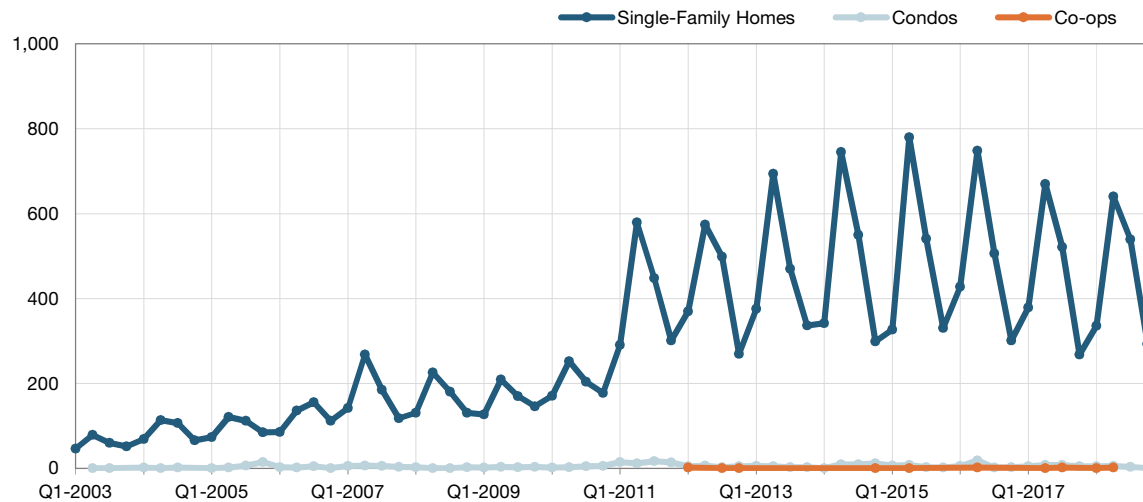
## Q4-2018



## Year to Date



## Historical New Listings by Quarter



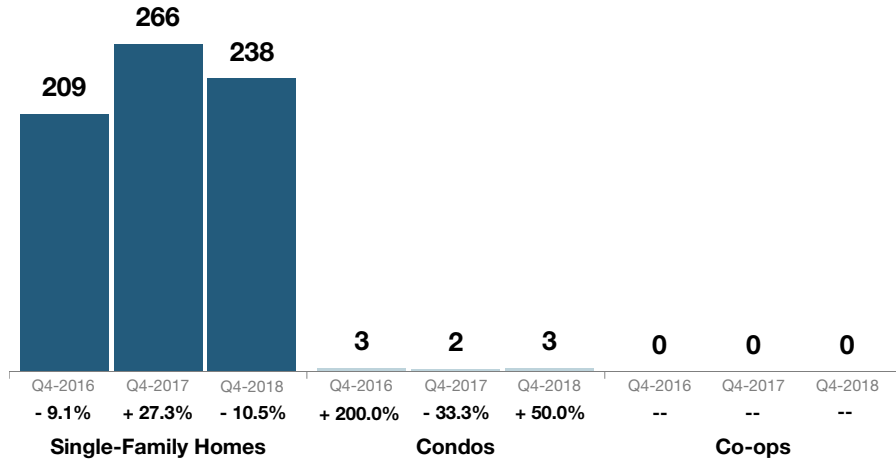
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos   | Co-ops   |
|----------------|---------------------|----------|----------|
| Q1-2016        | 428                 | 6        | 0        |
| Q2-2016        | 748                 | 19       | 2        |
| Q3-2016        | 506                 | 2        | 0        |
| Q4-2016        | 301                 | 3        | 0        |
| Q1-2017        | 379                 | 5        | 0        |
| Q2-2017        | 670                 | 8        | 1        |
| Q3-2017        | 521                 | 8        | 2        |
| Q4-2017        | 268                 | 5        | 0        |
| Q1-2018        | 336                 | 5        | 1        |
| Q2-2018        | 640                 | 6        | 2        |
| Q3-2018        | 539                 | 4        | 0        |
| <b>Q4-2018</b> | <b>293</b>          | <b>1</b> | <b>0</b> |

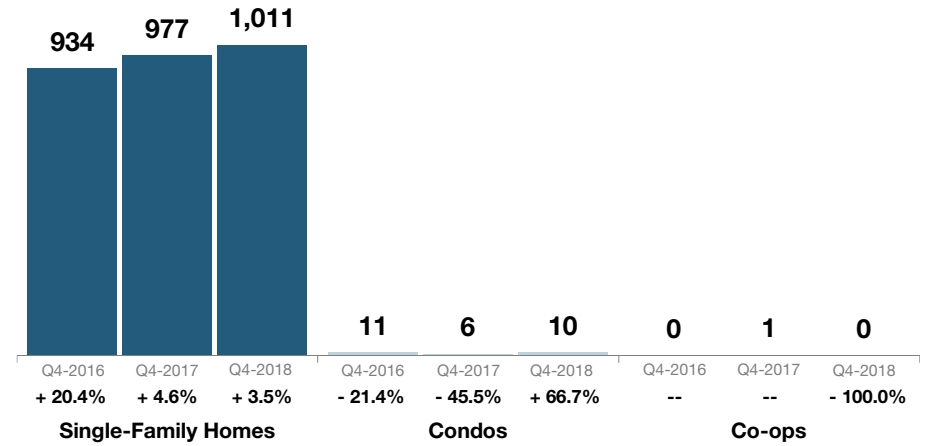
# Pending Sales

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

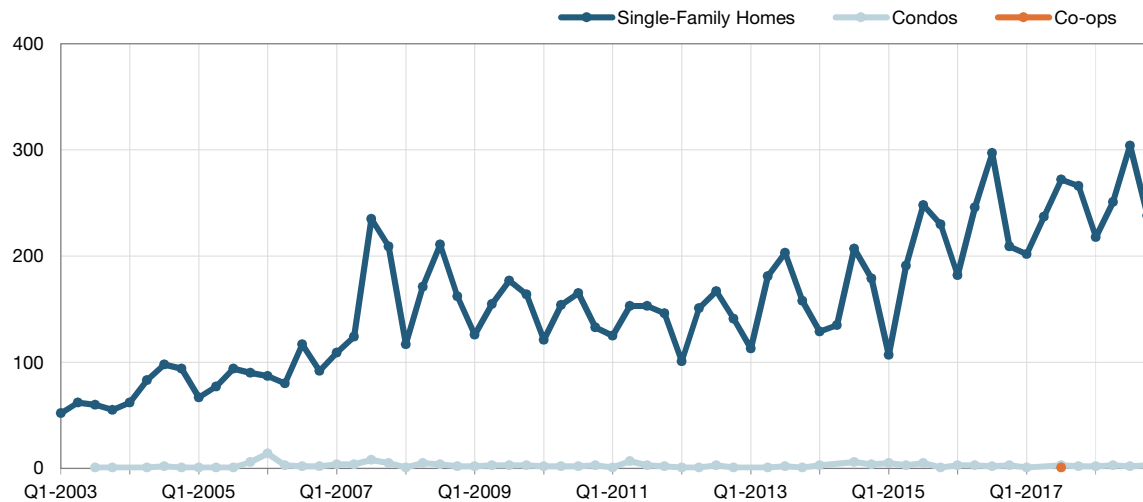
## Q4-2018



## Year to Date



## Historical Pending Sales by Quarter



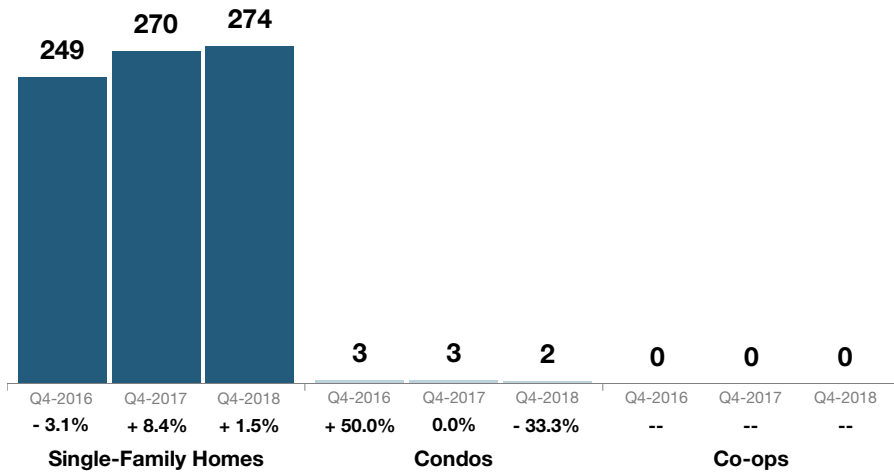
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos   | Co-ops   |
|----------------|---------------------|----------|----------|
| Q1-2016        | 182                 | 3        | 0        |
| Q2-2016        | 246                 | 3        | 0        |
| Q3-2016        | 297                 | 2        | 0        |
| Q4-2016        | 209                 | 3        | 0        |
| Q1-2017        | 202                 | 1        | 0        |
| Q2-2017        | 237                 | 0        | 0        |
| Q3-2017        | 272                 | 3        | 1        |
| Q4-2017        | 266                 | 2        | 0        |
| Q1-2018        | 218                 | 2        | 0        |
| Q2-2018        | 251                 | 3        | 0        |
| Q3-2018        | 304                 | 2        | 0        |
| <b>Q4-2018</b> | <b>238</b>          | <b>3</b> | <b>0</b> |

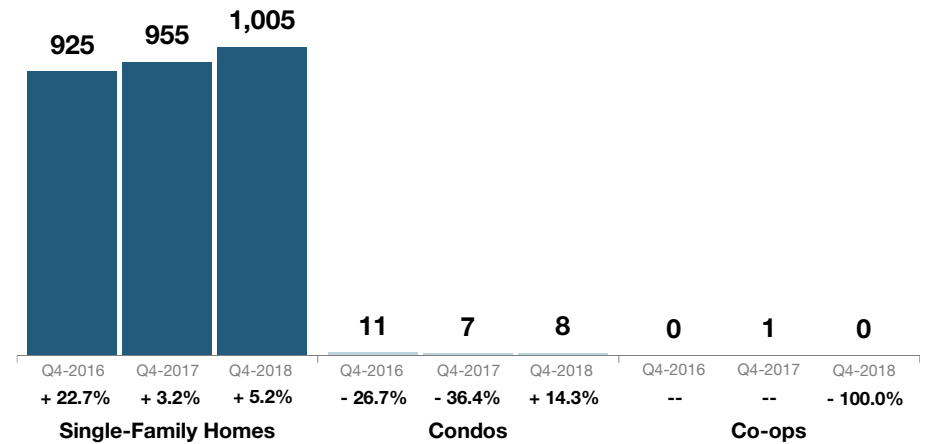
# Closed Sales

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

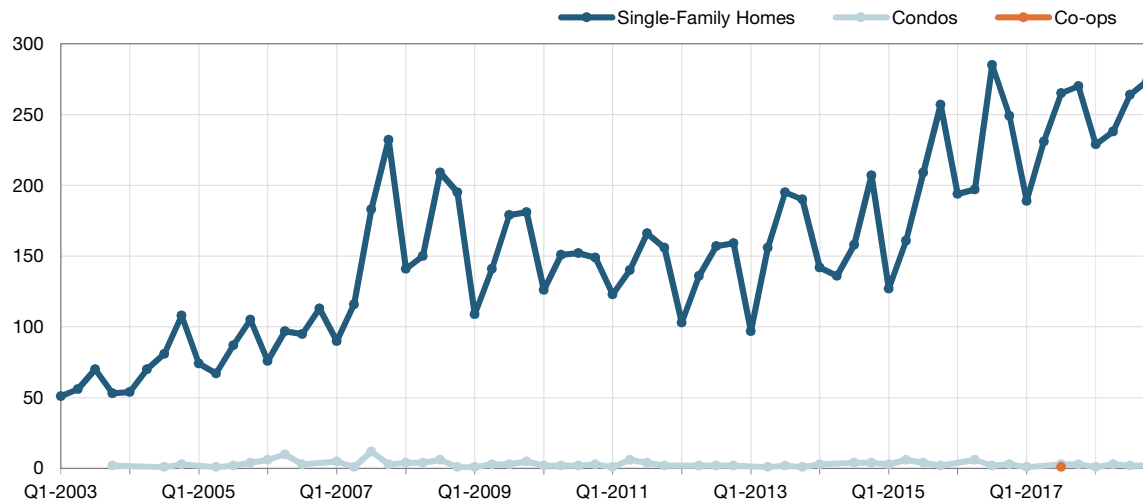
## Q4-2018



## Year to Date



## Historical Closed Sales by Quarter



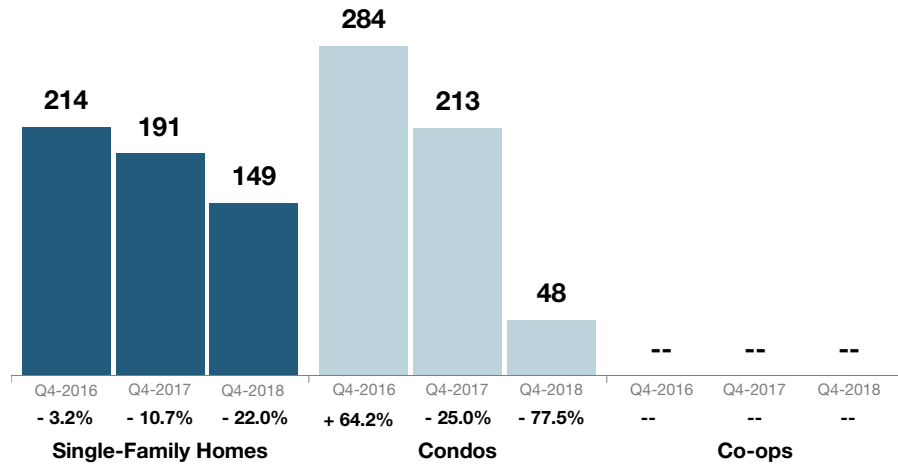
| Quarter        | Single-Family Homes | Condos   | Co-ops   |
|----------------|---------------------|----------|----------|
| Q1-2016        | 194                 | 0        | 0        |
| Q2-2016        | 197                 | 6        | 0        |
| Q3-2016        | 285                 | 2        | 0        |
| Q4-2016        | 249                 | 3        | 0        |
| Q1-2017        | 189                 | 1        | 0        |
| Q2-2017        | 231                 | 0        | 0        |
| Q3-2017        | 265                 | 3        | 1        |
| Q4-2017        | 270                 | 3        | 0        |
| Q1-2018        | 229                 | 1        | 0        |
| Q2-2018        | 238                 | 3        | 0        |
| Q3-2018        | 264                 | 2        | 0        |
| <b>Q4-2018</b> | <b>274</b>          | <b>2</b> | <b>0</b> |

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

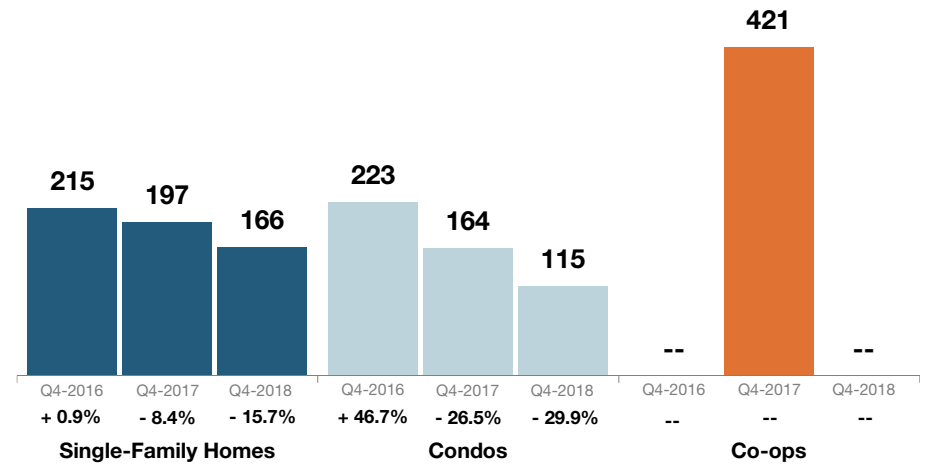
# Days on Market Until Sale

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

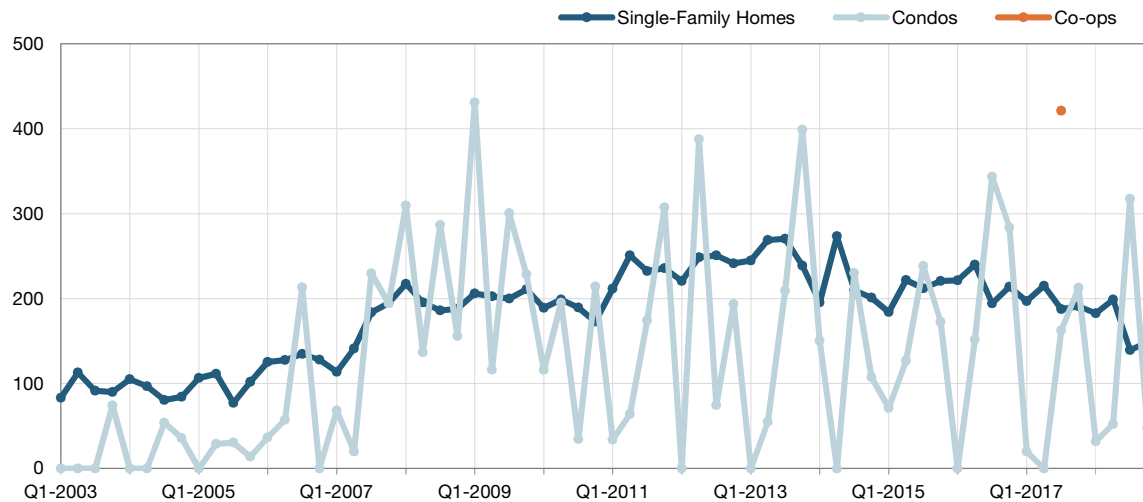
## Q4-2018



## 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.

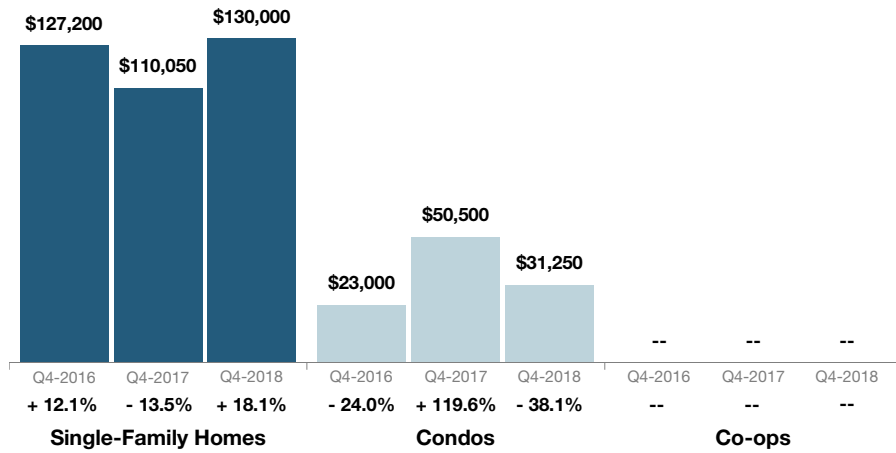
| Quarter        | Single-Family Homes | Condos    | Co-ops |
|----------------|---------------------|-----------|--------|
| Q1-2016        | 222                 | --        | --     |
| Q2-2016        | 240                 | 152       | --     |
| Q3-2016        | 194                 | 344       | --     |
| Q4-2016        | 214                 | 284       | --     |
| Q1-2017        | 197                 | 20        | --     |
| Q2-2017        | 215                 | --        | --     |
| Q3-2017        | 188                 | 163       | 421    |
| Q4-2017        | 191                 | 213       | --     |
| Q1-2018        | 183                 | 32        | --     |
| Q2-2018        | 199                 | 52        | --     |
| Q3-2018        | 139                 | 318       | --     |
| <b>Q4-2018</b> | <b>149</b>          | <b>48</b> | --     |



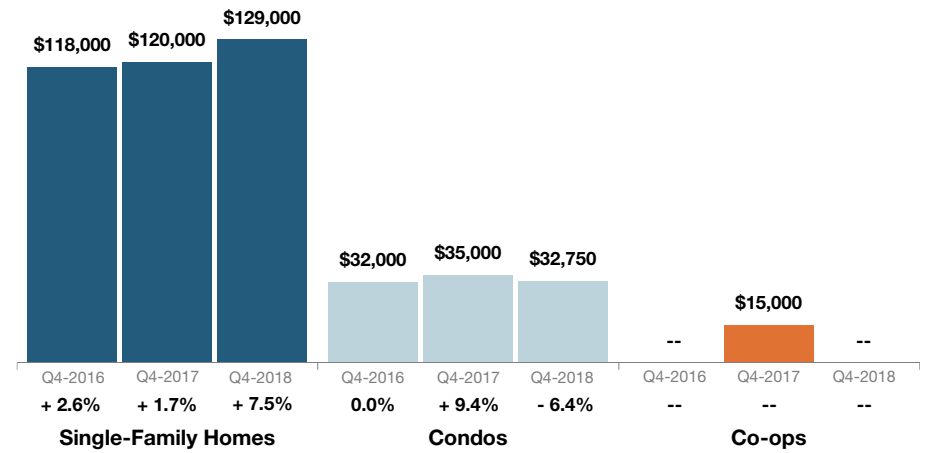
# Median Sales Price

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

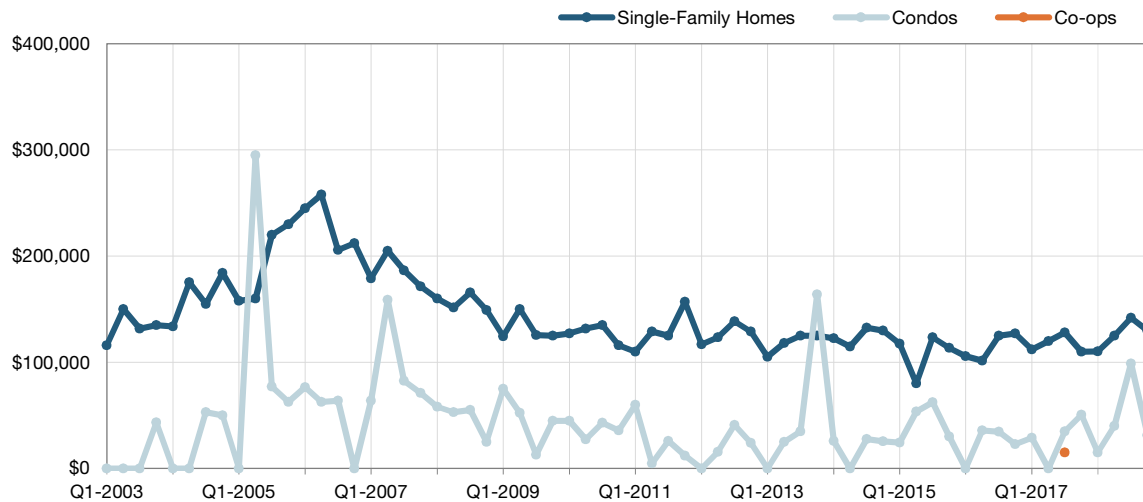
## Q4-2018



## Year to Date



## Historical Median Sales Price by Quarter



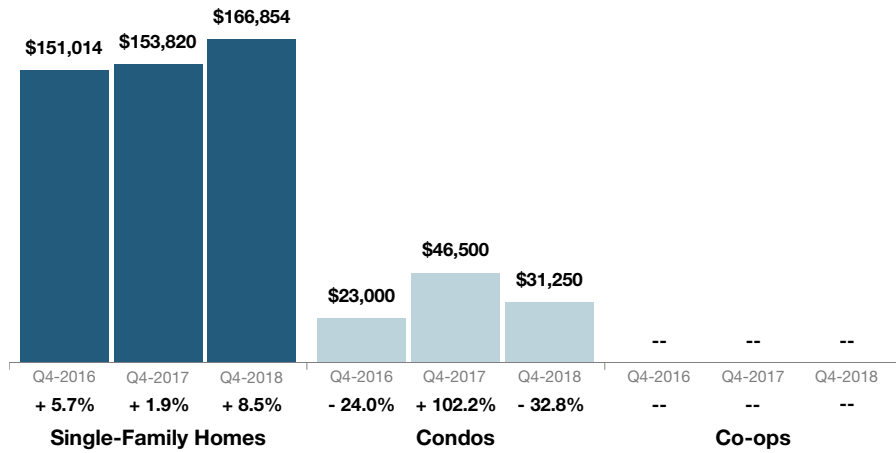
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos          | Co-ops   |
|----------------|---------------------|-----------------|----------|
| Q1-2016        | \$105,600           | --              | --       |
| Q2-2016        | \$101,500           | \$35,900        | --       |
| Q3-2016        | \$124,900           | \$34,500        | --       |
| Q4-2016        | \$127,200           | \$23,000        | --       |
| Q1-2017        | \$112,000           | \$29,000        | --       |
| Q2-2017        | \$120,000           | --              | --       |
| Q3-2017        | \$128,118           | \$35,000        | \$15,000 |
| Q4-2017        | \$110,050           | \$50,500        | --       |
| Q1-2018        | \$110,150           | \$14,900        | --       |
| Q2-2018        | \$125,000           | \$40,000        | --       |
| Q3-2018        | \$142,000           | \$98,750        | --       |
| <b>Q4-2018</b> | <b>\$130,000</b>    | <b>\$31,250</b> | --       |

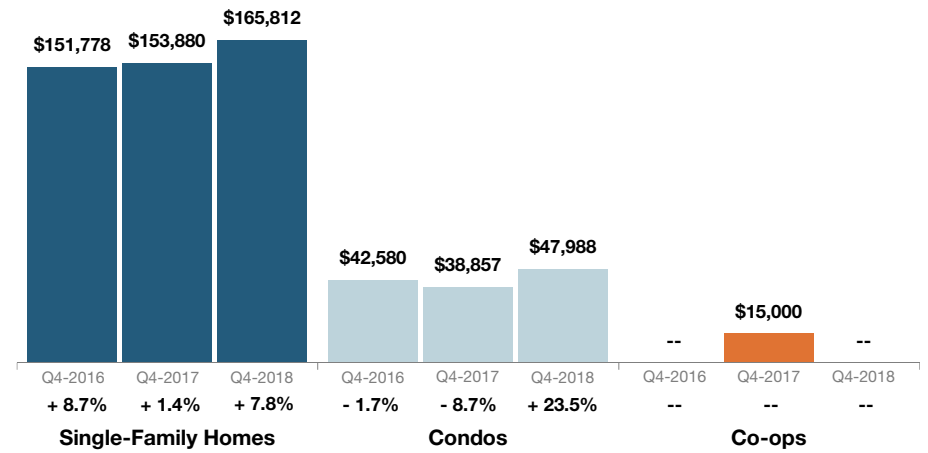
# Average Sales Price

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

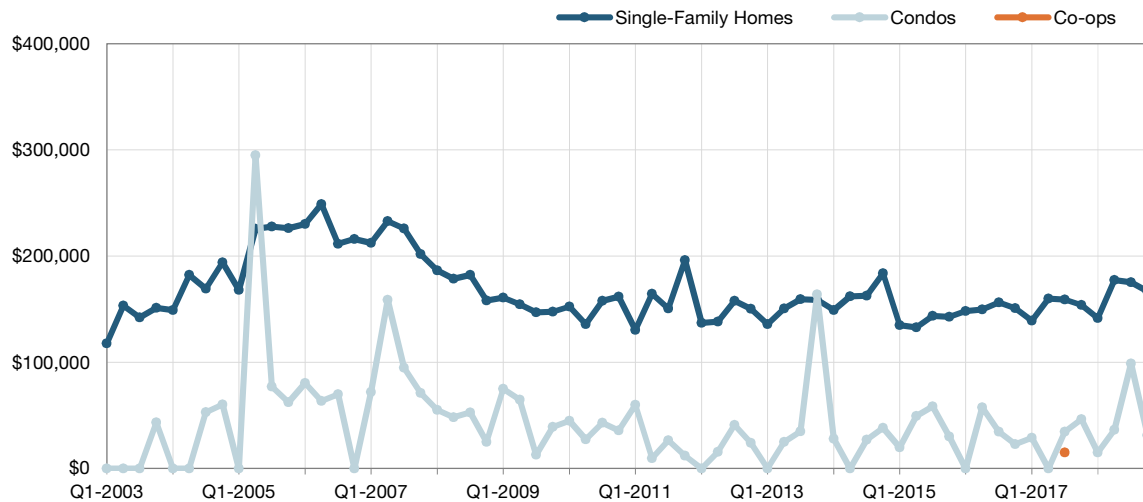
## Q4-2018



## Year to Date



## Historical Average Sales Price by Quarter



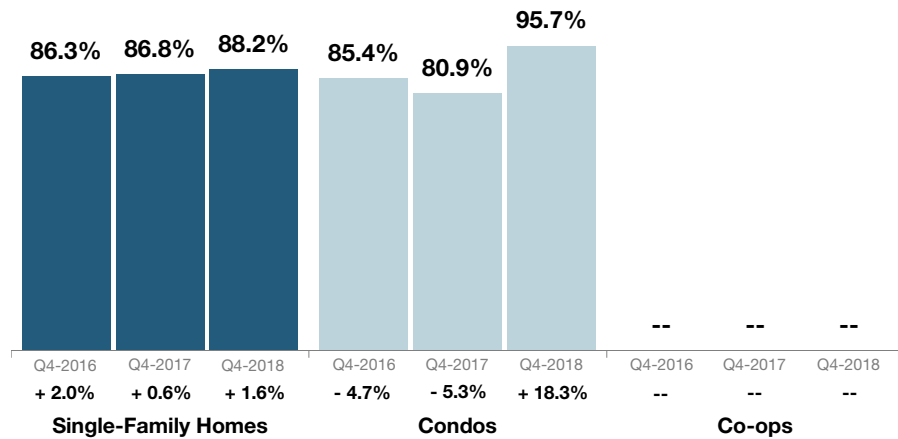
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos          | Co-ops   |
|----------------|---------------------|-----------------|----------|
| Q1-2016        | \$148,226           | --              | --       |
| Q2-2016        | \$149,695           | \$57,560        | --       |
| Q3-2016        | \$156,331           | \$34,500        | --       |
| Q4-2016        | \$151,014           | \$23,000        | --       |
| Q1-2017        | \$139,240           | \$29,000        | --       |
| Q2-2017        | \$160,093           | --              | --       |
| Q3-2017        | \$159,073           | \$34,500        | \$15,000 |
| Q4-2017        | \$153,820           | \$46,500        | --       |
| Q1-2018        | \$141,478           | \$14,900        | --       |
| Q2-2018        | \$177,503           | \$36,333        | --       |
| Q3-2018        | \$175,341           | \$98,750        | --       |
| <b>Q4-2018</b> | <b>\$166,854</b>    | <b>\$31,250</b> | --       |

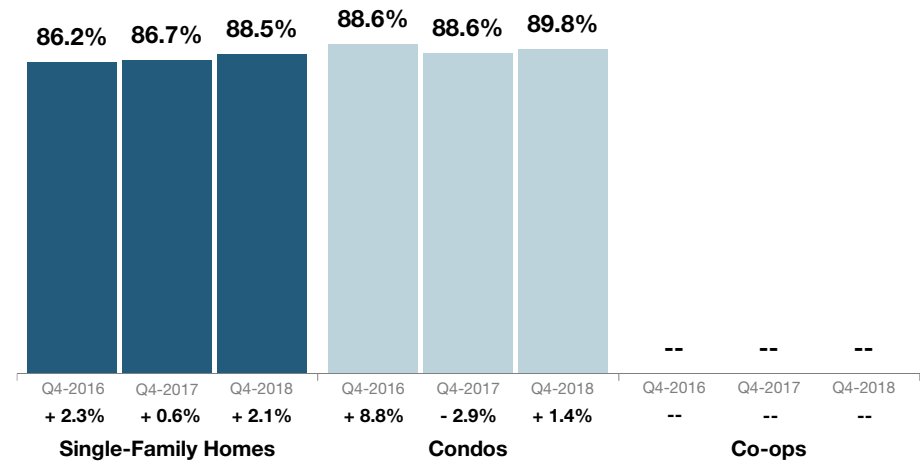
# Percent of Original List Price Received

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.

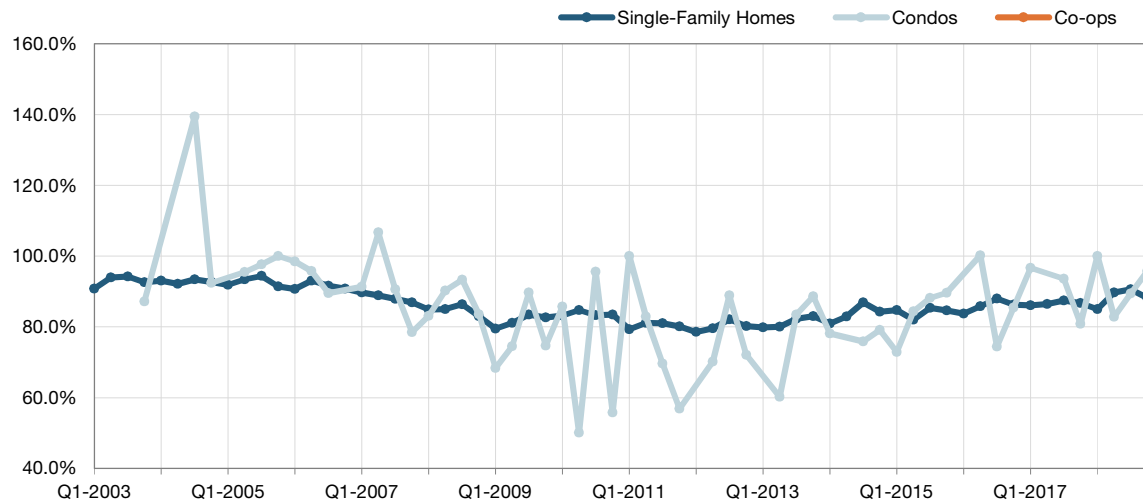
## Q4-2018



## Year to Date



## Historical Percent of Original List Price Received by Quarter



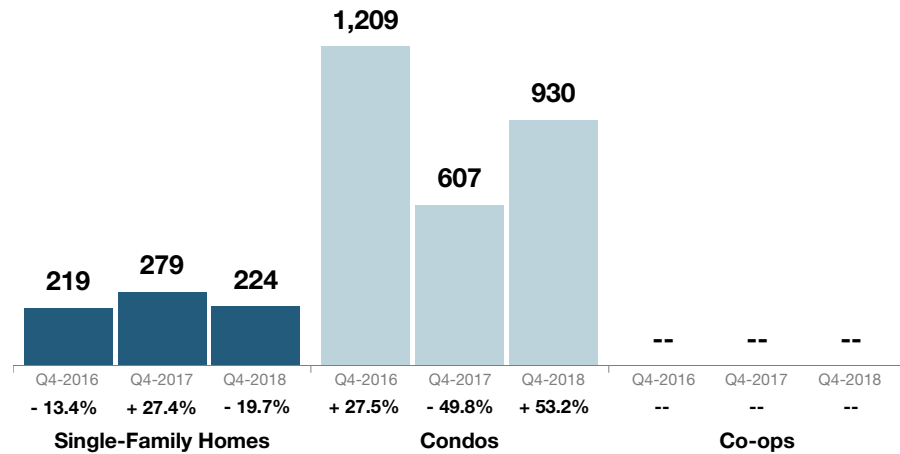
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos       | Co-ops |
|----------------|---------------------|--------------|--------|
| Q1-2016        | 83.8%               | --           | --     |
| Q2-2016        | 85.8%               | 100.2%       | --     |
| Q3-2016        | 88.0%               | 74.5%        | --     |
| Q4-2016        | 86.3%               | 85.4%        | --     |
| Q1-2017        | 86.1%               | 96.7%        | --     |
| Q2-2017        | 86.4%               | --           | --     |
| Q3-2017        | 87.4%               | 93.6%        | --     |
| Q4-2017        | 86.8%               | 80.9%        | --     |
| Q1-2018        | 85.0%               | 100.0%       | --     |
| Q2-2018        | 89.7%               | 82.8%        | --     |
| Q3-2018        | 90.6%               | 89.4%        | --     |
| <b>Q4-2018</b> | <b>88.2%</b>        | <b>95.7%</b> | --     |

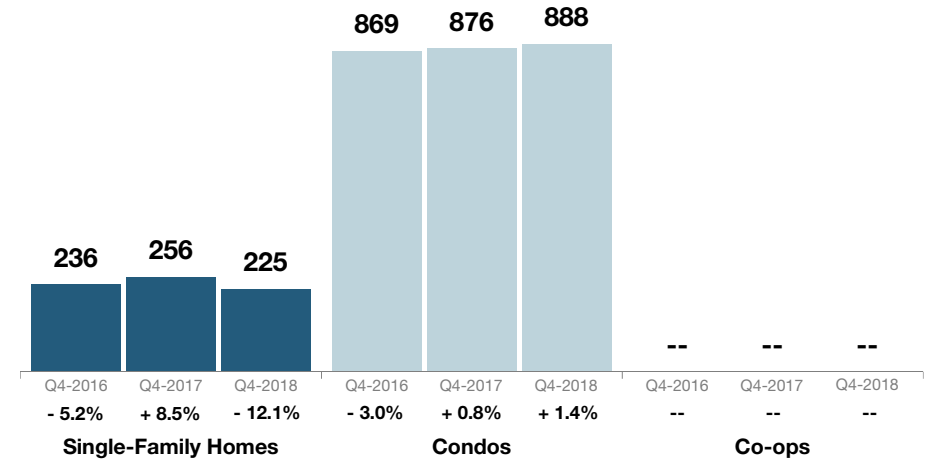
# Housing Affordability Index

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.

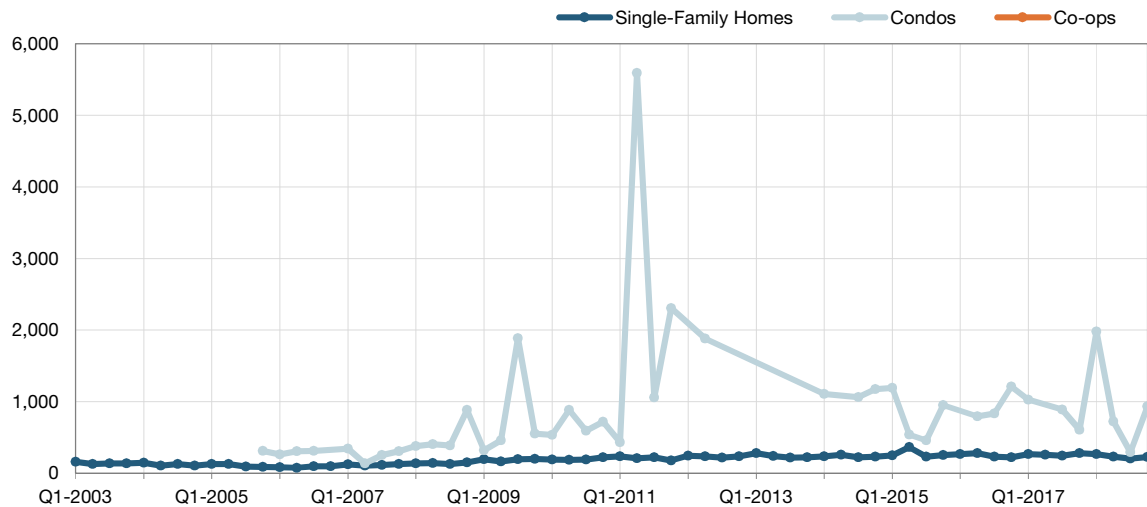
## Q4-2018



## Year to Date



## Historical Housing Affordability Index by Quarter



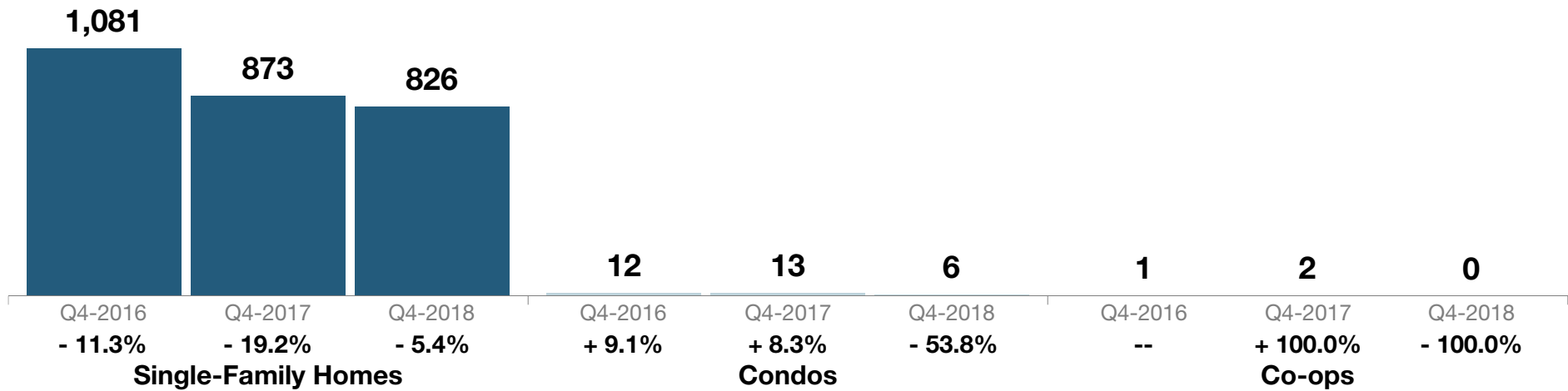
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos     | Co-ops |
|----------------|---------------------|------------|--------|
| Q1-2016        | 266                 | --         | --     |
| Q2-2016        | 281                 | 794        | --     |
| Q3-2016        | 230                 | 834        | --     |
| Q4-2016        | 219                 | 1,209      | --     |
| Q1-2017        | 265                 | 1,024      | --     |
| Q2-2017        | 256                 | --         | --     |
| Q3-2017        | 242                 | 886        | --     |
| Q4-2017        | 279                 | 607        | --     |
| Q1-2018        | 267                 | 1,977      | --     |
| Q2-2018        | 231                 | 723        | --     |
| Q3-2018        | 205                 | 294        | --     |
| <b>Q4-2018</b> | <b>224</b>          | <b>930</b> | --     |

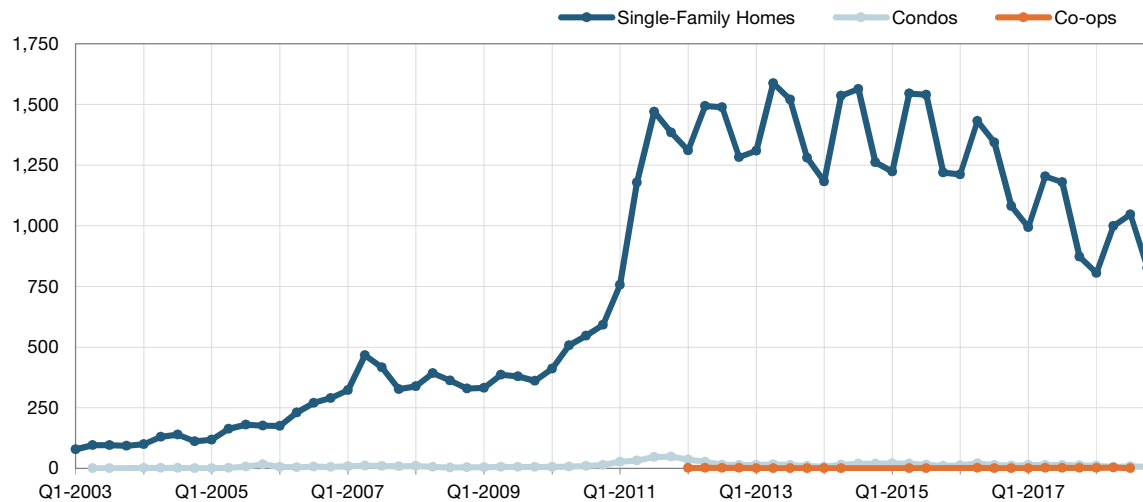
# Inventory of Homes for Sale

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

## Q4-2018



## Historical Inventory of Homes for Sale by Quarter



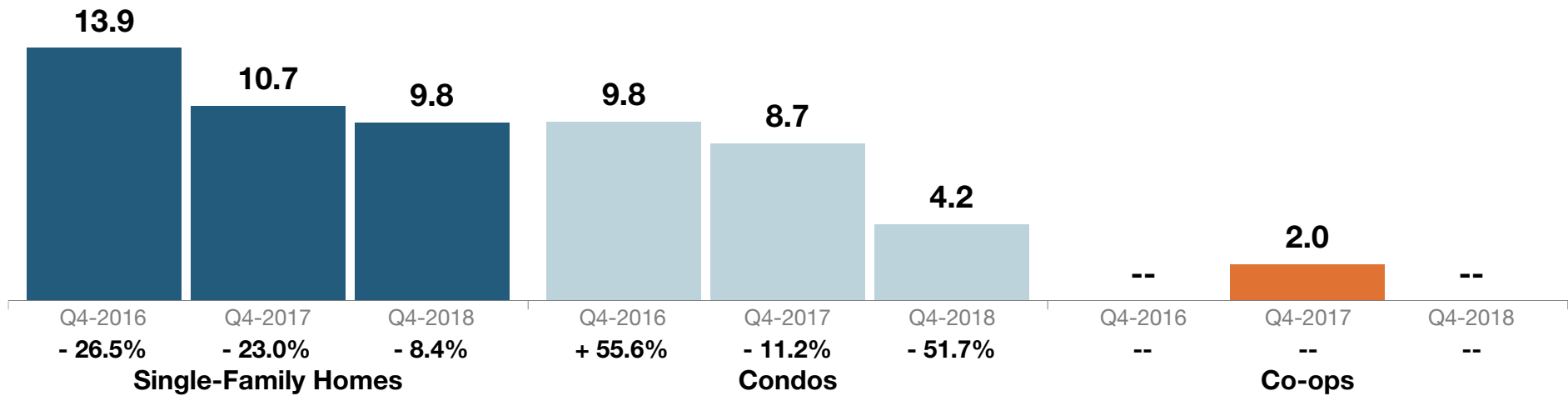
| Quarter        | Single-Family Homes | Condos   | Co-ops   |
|----------------|---------------------|----------|----------|
| Q1-2016        | 1,212               | 13       | 0        |
| Q2-2016        | 1,432               | 21       | 2        |
| Q3-2016        | 1,343               | 15       | 1        |
| Q4-2016        | 1,081               | 12       | 1        |
| Q1-2017        | 994                 | 15       | 1        |
| Q2-2017        | 1,204               | 15       | 2        |
| Q3-2017        | 1,180               | 15       | 2        |
| Q4-2017        | 873                 | 13       | 2        |
| Q1-2018        | 806                 | 12       | 2        |
| Q2-2018        | 999                 | 7        | 4        |
| Q3-2018        | 1,047               | 9        | 1        |
| <b>Q4-2018</b> | <b>826</b>          | <b>6</b> | <b>0</b> |

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

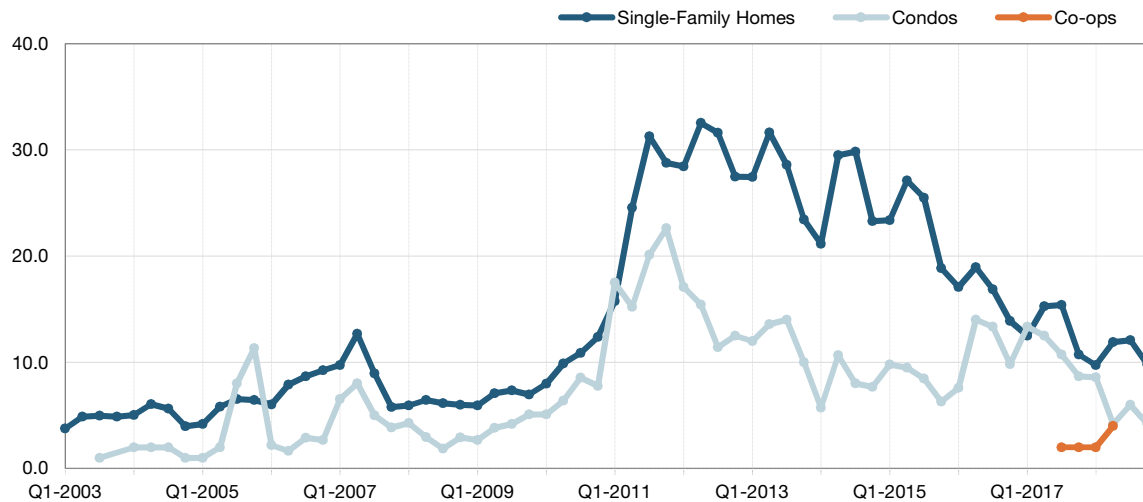
# Months Supply of Inventory

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.

## Q4-2018



## 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    |
|----------------|---------------------|------------|-----------|
| Q1-2016        | 17.1                | 7.6        | --        |
| Q2-2016        | 19.0                | 14.0       | --        |
| Q3-2016        | 16.9                | 13.3       | --        |
| Q4-2016        | 13.9                | 9.8        | --        |
| Q1-2017        | 12.5                | 13.3       | --        |
| Q2-2017        | 15.3                | 12.5       | --        |
| Q3-2017        | 15.4                | 10.7       | 2.0       |
| Q4-2017        | 10.7                | 8.7        | 2.0       |
| Q1-2018        | 9.7                 | 8.6        | 2.0       |
| Q2-2018        | 11.9                | 4.2        | 4.0       |
| Q3-2018        | 12.1                | 6.0        | --        |
| <b>Q4-2018</b> | <b>9.8</b>          | <b>4.2</b> | <b>--</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  | Q4-2017   | Q4-2018          | Percent Change | YTD 2017  | YTD 2018         | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                 | <p>Bar chart showing New Listings from Q1-2016 to Q3-2018. Values: Q1-2016: 434, Q3-2016: 769, 508, 304, Q1-2017: 384, 679, 531, 273, Q1-2018: 342, 648, 543, Q3-2018: 294.</p>   | 273       | <b>294</b>       | + 7.7%         | 1,867     | <b>1,827</b>     | - 2.1%         |
| <b>Pending Sales</b>                | <p>Bar chart showing Pending Sales from Q1-2016 to Q3-2018. Values: Q1-2016: 185, 249, 299, 212, Q1-2017: 203, 237, 276, 268, Q1-2018: 220, 254, 306, Q3-2018: 241.</p>   | 268       | <b>241</b>       | - 10.1%        | 984       | <b>1,021</b>     | + 3.8%         |
| <b>Closed Sales</b>                 | <p>Bar chart showing Closed Sales from Q1-2016 to Q3-2018. Values: Q1-2016: 194, 203, 287, 252, Q1-2017: 190, 231, 269, 273, Q1-2018: 230, 241, 266, Q3-2018: 276.</p>  | 273       | <b>276</b>       | + 1.1%         | 963       | <b>1,013</b>     | + 5.2%         |
| <b>Days on Market</b>               | <p>Bar chart showing Days on Market from Q1-2016 to Q3-2018. Values: Q1-2016: 222, 237, 195, 215, Q1-2017: 196, 215, 188, 191, Q1-2018: 182, 197, 141, Q3-2018: 148.</p>  | 191       | <b>148</b>       | - 22.5%        | 197       | <b>165</b>       | - 16.2%        |
| <b>Median Sales Price</b>           | <p>Bar chart showing Median Sales Price from Q1-2016 to Q3-2018. Values: Q1-2016: \$105,600, \$100,000, \$123,000, \$125,300, Q1-2017: \$112,000, \$120,000, \$125,600, \$110,000, Q1-2018: \$110,000, \$125,000, \$142,000, Q3-2018: \$150,000.</p>  | \$110,000 | <b>\$130,000</b> | + 18.2%        | \$119,500 | <b>\$128,000</b> | + 7.1%         |
| <b>Average Sales Price</b>          | <p>Bar chart showing Average Sales Price from Q1-2016 to Q3-2018. Values: Q1-2016: \$148,226, \$147,392, \$155,464, \$149,484, Q1-2017: \$138,660, \$160,093, \$151,128, \$152,623, Q1-2018: \$140,925, \$175,731, \$174,763, Q3-2018: \$165,864.</p> | \$152,623 | <b>\$165,864</b> | + 8.7%         | \$152,891 | <b>\$164,876</b> | + 7.8%         |
| <b>Pct. of Orig. Price Received</b> | <p>Bar chart showing Pct. of Orig. Price Received from Q1-2016 to Q3-2018. Values: Q1-2016: 83.8%, 86.2%, 87.9%, 86.3%, Q1-2017: 86.2%, 86.4%, 87.5%, 86.7%, Q1-2018: 85.1%, 89.6%, 90.6%, Q3-2018: 88.3%.</p>  | 86.7%     | <b>88.3%</b>     | + 1.8%         | 86.8%     | <b>88.5%</b>     | + 2.0%         |
| <b>Housing Affordability Index</b>  | <p>Bar chart showing Housing Affordability Index from Q1-2016 to Q3-2018. Values: Q1-2016: 266, 285, 234, 222, Q1-2017: 265, 256, 247, 279, Q1-2018: 268, 231, 205, Q3-2018: 224.</p>   | 279       | <b>224</b>       | - 19.7%        | 257       | <b>227</b>       | - 11.7%        |
| <b>Inventory of Homes for Sale</b>  | <p>Bar chart showing Inventory of Homes for Sale from Q1-2016 to Q3-2018. Values: Q1-2016: 1,225, 1,455, 1,359, 1,094, Q1-2017: 1,010, 1,221, 1,197, 888, Q1-2018: 820, 1,010, 1,057, Q3-2018: 832.</p>   | 888       | <b>832</b>       | - 6.3%         | --        | --               | --             |
| <b>Months Supply of Inventory</b>   | <p>Bar chart showing Months Supply of Inventory from Q1-2016 to Q3-2018. Values: Q1-2016: 17.0, 19.0, 16.9, 13.9, Q1-2017: 12.6, 15.4, 15.5, 10.8, Q1-2018: 9.8, 11.9, 12.1, Q3-2018: 9.8.</p>  | 10.8      | <b>9.8</b>       | - 9.3%         | --        | --               | --             |