

# Quarterly Indicators

## Westchester County



### Q2-2019

As expected, the Federal Reserve did not change their target range for the federal funds rate at their June meeting. Although the economy is still shuffling ahead with low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and job growth, weak business investments, and a flattening yield curve.

- Single-Family Closed Sales were down 3.9 percent to 1,500.
- Condos Closed Sales were up 3.6 percent to 346.
- Co-ops Closed Sales were up 4.2 percent to 492.
- Single-Family Median Sales Price decreased 0.7 percent to \$705,000.
- Condos Median Sales Price increased 8.3 percent to \$400,000.
- Co-ops Median Sales Price increased 5.9 percent to \$180,000.

Real estate markets across the country are performing well in an economic expansion that will become the longest in U.S. history in July. However, there are signs that expansion is slowing. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is in play following a string of increases over the last several years. Even so, mortgage rates remain remarkably attractive. Inventory, however, remains a sticking point.

### Quarterly Snapshot

**- 1.2%**      **- 2.7%**      **- 1.3%**

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
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Residential real estate activity composed 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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>2,153 (Q3-2016), 1,271 (Q4-2016), 2,616 (Q1-2017), 3,214 (Q2-2017), 2,168 (Q3-2017), 1,328 (Q4-2017), 2,446 (Q1-2018), 3,484 (Q2-2018), 2,295 (Q3-2018), 1,436 (Q4-2018), 2,605 (Q1-2019), 3,453 (Q2-2019)</p>	3,484	<b>3,453</b>	- 0.9%	5,930	<b>6,058</b>	+ 2.2%
<b>Pending Sales</b>	<p>1,500 (Q3-2016), 1,227 (Q4-2016), 1,389 (Q1-2017), 2,034 (Q2-2017), 1,430 (Q3-2017), 1,309 (Q4-2017), 1,221 (Q1-2018), 1,948 (Q2-2018), 1,414 (Q3-2018), 1,212 (Q4-2018), 1,282 (Q1-2019), 2,021 (Q2-2019)</p>	1,948	<b>2,021</b>	+ 3.7%	3,169	<b>3,303</b>	+ 4.2%
<b>Closed Sales</b>	<p>2,113 (Q3-2016), 1,432 (Q4-2016), 1,095 (Q1-2017), 1,630 (Q2-2017), 1,998 (Q3-2017), 1,442 (Q4-2017), 1,041 (Q1-2018), 1,561 (Q2-2018), 1,919 (Q3-2018), 1,365 (Q4-2018), 987 (Q1-2019), 1,500 (Q2-2019)</p>	1,561	<b>1,500</b>	- 3.9%	2,602	<b>2,487</b>	- 4.4%
<b>Days on Market</b>	<p>74 (Q3-2016), 85 (Q4-2016), 100 (Q1-2017), 85 (Q2-2017), 66 (Q3-2017), 77 (Q4-2017), 89 (Q1-2018), 75 (Q2-2018), 63 (Q3-2018), 80 (Q4-2018), 88 (Q1-2019), 78 (Q2-2019)</p>	75	<b>78</b>	+ 4.0%	81	<b>82</b>	+ 1.2%
<b>Median Sales Price</b>	<p>\$669,000 (Q3-2016), \$665,500 (Q4-2016), \$660,000 (Q1-2017), \$670,000 (Q2-2017), \$680,000 (Q3-2017), \$690,000 (Q4-2017), \$672,500 (Q1-2018), \$710,000 (Q2-2018), \$678,500 (Q3-2018), \$694,000 (Q4-2018), \$690,000 (Q1-2019), \$705,000 (Q2-2019)</p>	\$710,000	<b>\$705,000</b>	- 0.7%	\$665,000	<b>\$650,101</b>	- 2.2%
<b>Average Sales Price</b>	<p>\$867,557 (Q3-2016), \$755,885 (Q4-2016), \$815,853 (Q1-2017), \$899,109 (Q2-2017), \$873,589 (Q3-2017), \$795,054 (Q4-2017), \$825,054 (Q1-2018), \$919,663 (Q2-2018), \$879,313 (Q3-2018), \$777,949 (Q4-2018), \$757,367 (Q1-2019), \$885,310 (Q2-2019)</p>	\$919,563	<b>\$885,310</b>	- 3.7%	\$881,752	<b>\$834,534</b>	- 5.4%
<b>Pct. of Orig. Price Received</b>	<p>96.2% (Q3-2016), 94.8% (Q4-2016), 94.4% (Q1-2017), 96.6% (Q2-2017), 97.1% (Q3-2017), 95.2% (Q4-2017), 94.9% (Q1-2018), 96.3% (Q2-2018), 96.6% (Q3-2018), 94.6% (Q4-2018), 94.0% (Q1-2019), 95.7% (Q2-2019)</p>	96.3%	<b>95.7%</b>	- 0.6%	95.7%	<b>95.0%</b>	- 0.7%
<b>Housing Affordability Index</b>	<p>48 (Q3-2016), 55 (Q4-2016), 51 (Q1-2017), 47 (Q2-2017), 47 (Q3-2017), 53 (Q4-2017), 50 (Q1-2018), 42 (Q2-2018), 44 (Q3-2018), 47 (Q4-2018), 50 (Q1-2019), 43 (Q2-2019)</p>	42	<b>43</b>	+ 2.4%	45	<b>46</b>	+ 2.2%
<b>Inventory of Homes for Sale</b>	<p>3,032 (Q3-2016), 2,070 (Q4-2016), 2,682 (Q1-2017), 3,092 (Q2-2017), 2,887 (Q3-2017), 1,904 (Q4-2017), 2,500 (Q1-2018), 3,240 (Q2-2018), 3,075 (Q3-2018), 2,059 (Q4-2018), 2,727 (Q1-2019), 3,278 (Q2-2019)</p>	3,240	<b>3,278</b>	+ 1.2%	--	--	--
<b>Months Supply of Inventory</b>	<p>5.8 (Q3-2016), 4.0 (Q4-2016), 5.2 (Q1-2017), 6.0 (Q2-2017), 5.7 (Q3-2017), 3.7 (Q4-2017), 5.0 (Q1-2018), 6.6 (Q2-2018), 6.3 (Q3-2018), 4.3 (Q4-2018), 5.6 (Q1-2019), 6.6 (Q2-2019)</p>	6.6	<b>6.6</b>	0.0%	--	--	--

# 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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>424, 299, 456, 578, 419, 314, 435, 589, 413, 311, 450, 641</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	589	641	+ 8.8%	1,024	1,091	+ 6.5%
<b>Pending Sales</b>	<p>339, 288, 283, 437, 306, 308, 255, 424, 342, 282, 298, 411</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	424	411	- 3.1%	679	709	+ 4.4%
<b>Closed Sales</b>	<p>404, 334, 262, 359, 406, 305, 262, 334, 401, 313, 258, 346</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	334	346	+ 3.6%	596	604	+ 1.3%
<b>Days on Market</b>	<p>74, 74, 83, 69, 57, 68, 79, 64, 59, 70, 81, 66</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	64	66	+ 3.1%	71	73	+ 2.8%
<b>Median Sales Price</b>	<p>\$369,000, \$360,000, \$359,500, \$375,000, \$385,250, \$382,500, \$351,250, \$389,500, \$392,000, \$385,000, \$360,000, \$400,000</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	\$369,500	\$400,000	+ 8.3%	\$360,000	\$380,000	+ 5.6%
<b>Average Sales Price</b>	<p>\$418,800, \$423,143, \$447,770, \$435,145, \$434,006, \$461,088, \$431,401, \$417,142, \$486,310, \$482,027, \$428,251, \$481,557</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	\$417,142	\$481,557	+ 15.4%	\$423,410	\$457,933	+ 8.2%
<b>Pct. of Orig. Price Received</b>	<p>95.7%, 94.8%, 95.6%, 96.4%, 97.0%, 96.2%, 95.8%, 97.0%, 97.4%, 96.3%, 95.4%, 96.2%</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	97.0%	96.2%	- 0.8%	96.5%	95.9%	- 0.6%
<b>Housing Affordability Index</b>	<p>87, 87, 85, 84, 83, 83, 86, 81, 76, 73, 84, 75</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	81	75	- 7.4%	83	79	- 4.8%
<b>Inventory of Homes for Sale</b>	<p>455, 321, 387, 432, 427, 309, 388, 447, 416, 325, 395, 489</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	447	489	+ 9.4%	--	--	--
<b>Months Supply of Inventory</b>	<p>3.9, 2.8, 3.4, 3.8, 3.9, 2.8, 3.6, 4.1, 3.8, 3.0, 3.5, 4.4</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	4.1	4.4	+ 7.3%	--	--	--

# 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.

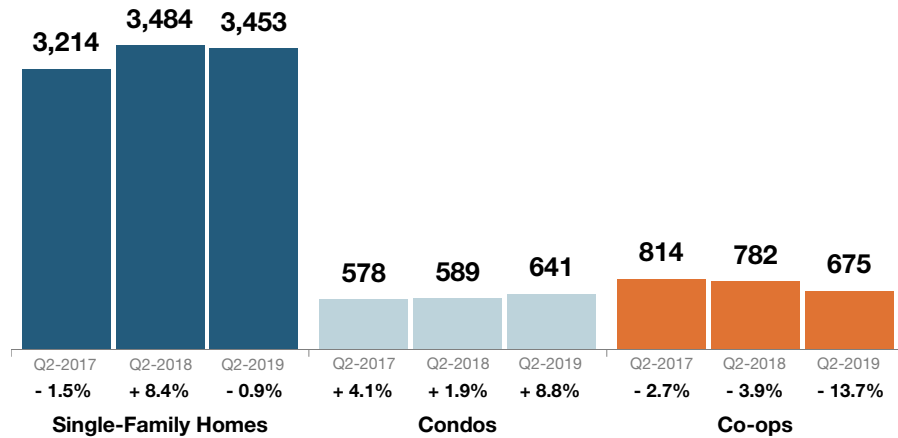


Key Metrics	Historical Sparkbars	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>686, 521, 729, 814, 658, 440, 677, 782, 585, 456, 606, 675</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	782	675	- 13.7%	1,459	1,281	- 12.2%
<b>Pending Sales</b>	<p>482, 425, 491, 591, 484, 481, 423, 612, 480, 477, 465, 580</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	612	580	- 5.2%	1,035	1,045	+ 1.0%
<b>Closed Sales</b>	<p>535, 477, 447, 526, 590, 475, 453, 472, 545, 524, 448, 492</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	472	492	+ 4.2%	925	940	+ 1.6%
<b>Days on Market</b>	<p>87, 85, 97, 88, 77, 81, 92, 81, 67, 71, 79, 71</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	81	71	- 12.3%	86	75	- 12.8%
<b>Median Sales Price</b>	<p>\$199,000, \$155,000, \$143,000, \$162,500, \$165,000, \$155,000, \$155,000, \$170,000, \$170,000, \$166,000, \$169,950, \$180,000</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	\$170,000	\$180,000	+ 5.9%	\$165,000	\$175,000	+ 6.1%
<b>Average Sales Price</b>	<p>\$195,847, \$187,051, \$187,219, \$187,854, \$197,373, \$184,563, \$188,656, \$204,823, \$205,792, \$195,024, \$193,685, \$217,169</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	\$204,823	\$217,169	+ 6.0%	\$196,906	\$205,977	+ 4.6%
<b>Pct. of Orig. Price Received</b>	<p>94.7%, 94.8%, 93.7%, 95.2%, 95.8%, 94.9%, 95.6%, 96.6%, 96.9%, 96.7%, 95.9%, 96.8%</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	96.6%	96.8%	+ 0.2%	96.1%	96.4%	+ 0.3%
<b>Housing Affordability Index</b>	<p>203, 201, 214, 195, 194, 204, 196, 175, 176, 170, 177, 167</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	175	167	- 4.6%	181	172	- 5.0%
<b>Inventory of Homes for Sale</b>	<p>954, 775, 800, 843, 821, 579, 665, 668, 639, 472, 503, 471</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	668	471	- 29.5%	--	--	--
<b>Months Supply of Inventory</b>	<p>5.9, 4.8, 4.9, 5.1, 4.9, 3.4, 4.0, 4.0, 3.8, 2.8, 3.0, 2.8</p> <p>Q3-2016, Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019</p>	4.0	2.8	- 30.0%	--	--	--

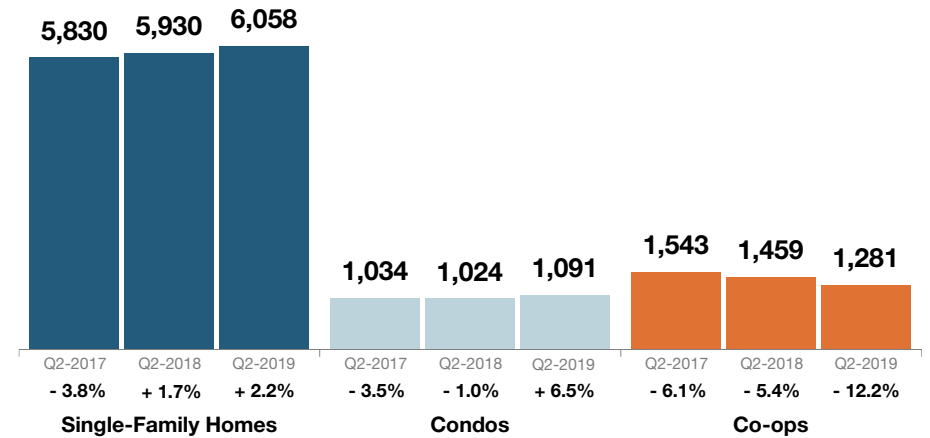
# New Listings

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

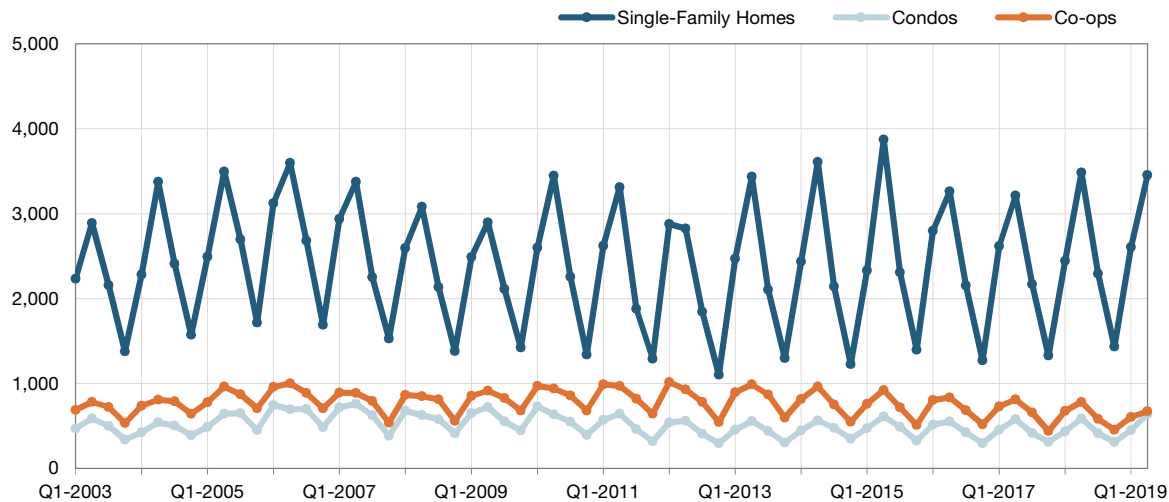
## Q2-2019



## Year to Date



## Historical New Listings by Quarter



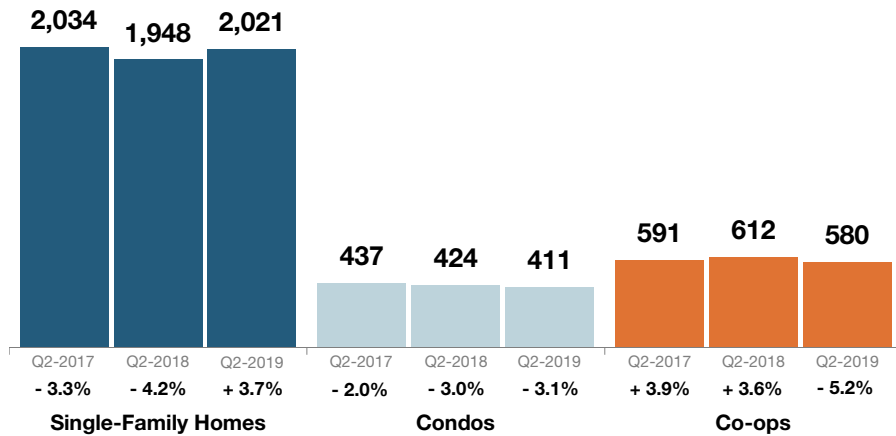
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	2,168	419	658
Q4-2017	1,328	314	440
Q1-2018	2,446	435	677
Q2-2018	3,484	589	782
Q3-2018	2,295	413	585
Q4-2018	1,436	311	456
Q1-2019	2,605	450	606
<b>Q2-2019</b>	<b>3,453</b>	<b>641</b>	<b>675</b>

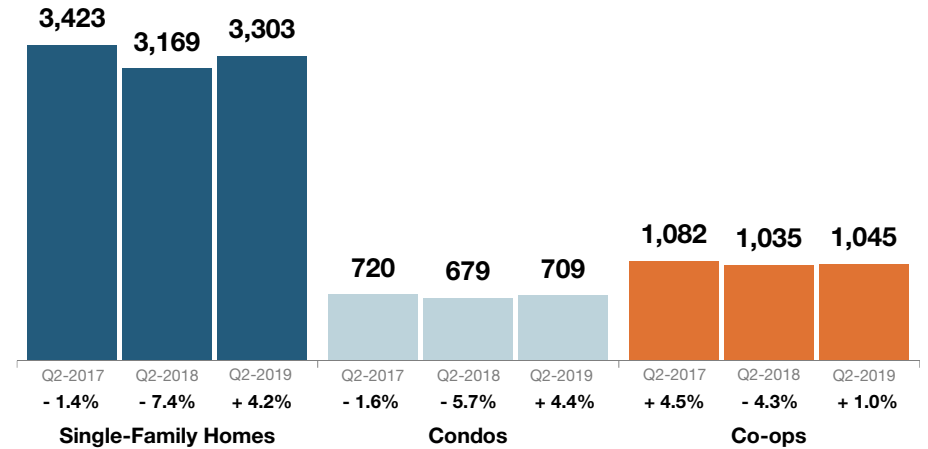
# Pending Sales

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

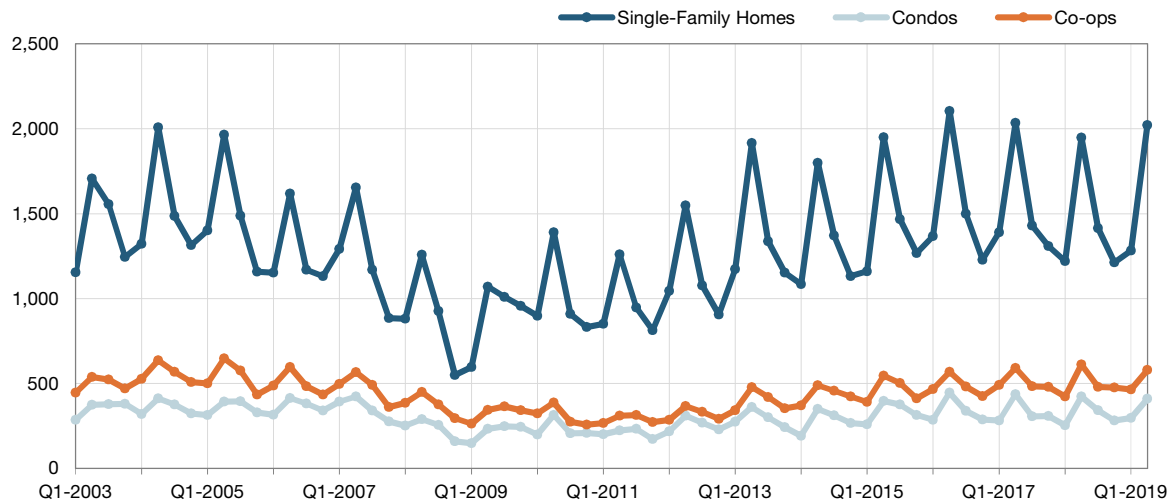
## Q2-2019



## Year to Date



## Historical Pending Sales by Quarter



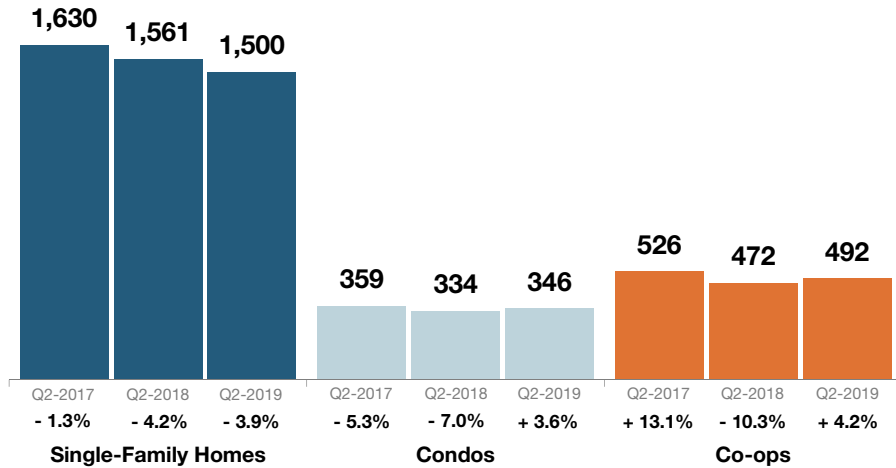
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	1,500	339	482
Q4-2016	1,227	288	425
Q1-2017	1,389	283	491
Q2-2017	2,034	437	591
Q3-2017	1,430	306	484
Q4-2017	1,309	308	481
Q1-2018	1,221	255	423
Q2-2018	1,948	424	612
Q3-2018	1,414	342	480
Q4-2018	1,212	282	477
Q1-2019	1,282	298	465
<b>Q2-2019</b>	<b>2,021</b>	<b>411</b>	<b>580</b>

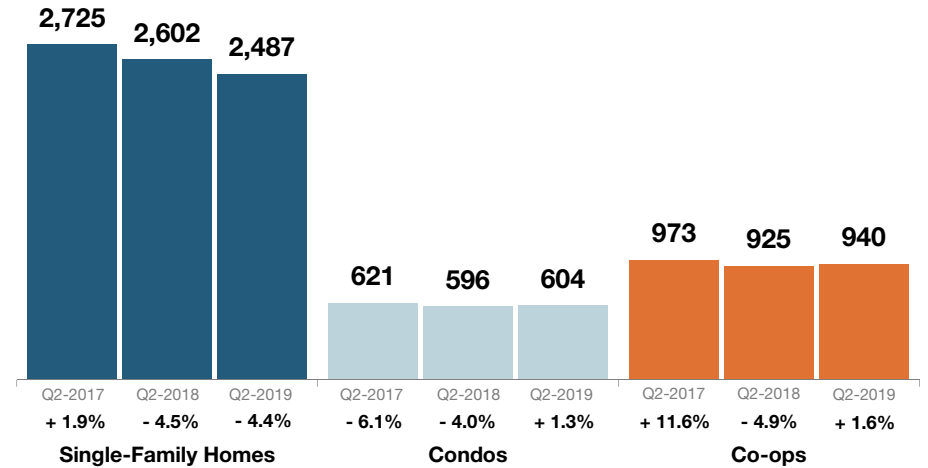
# Closed Sales

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

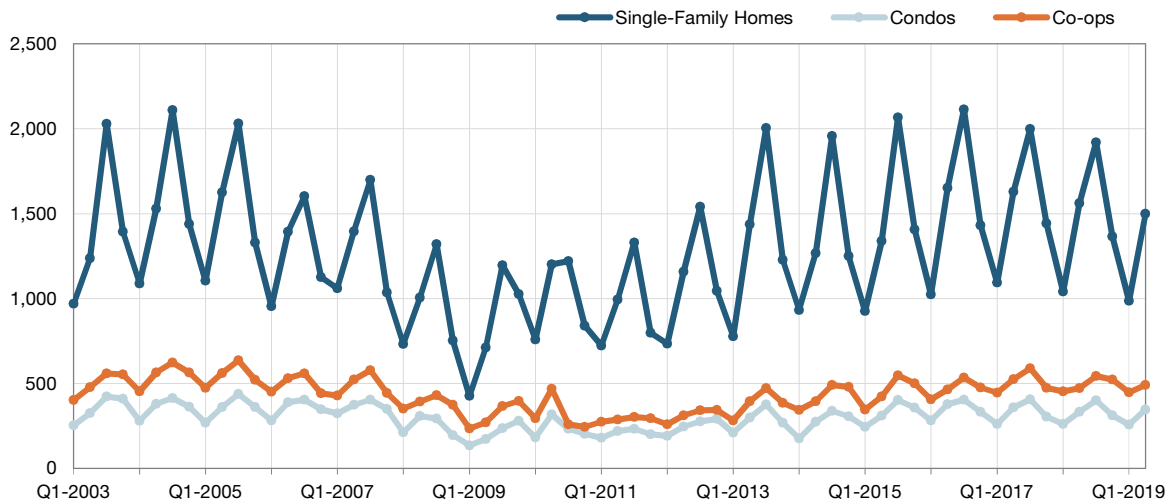
## Q2-2019



## Year to Date



## Historical Closed Sales by Quarter



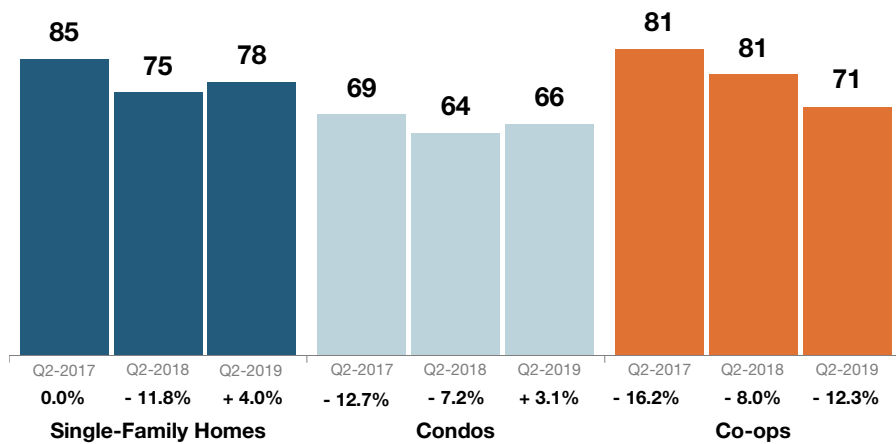
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	2,113	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	1,442	305	475
Q1-2018	1,041	262	453
Q2-2018	1,561	334	472
Q3-2018	1,919	401	545
Q4-2018	1,365	313	524
Q1-2019	987	258	448
<b>Q2-2019</b>	<b>1,500</b>	<b>346</b>	<b>492</b>

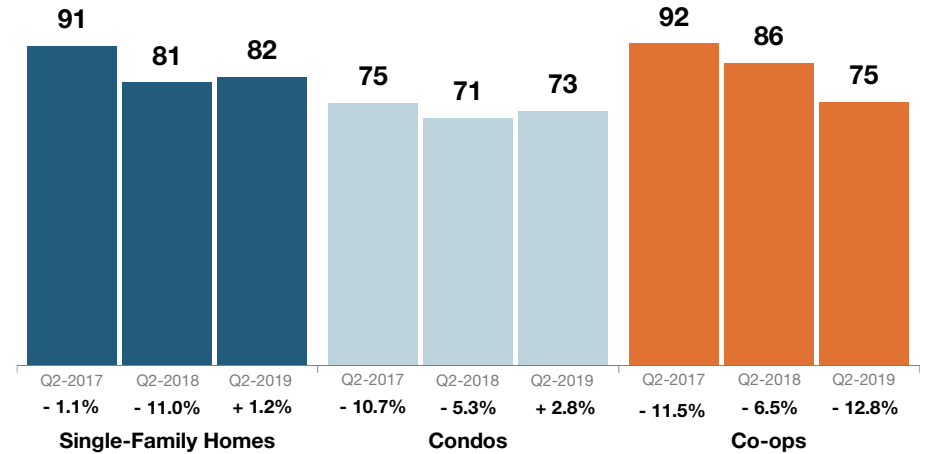
# Days on Market Until Sale

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

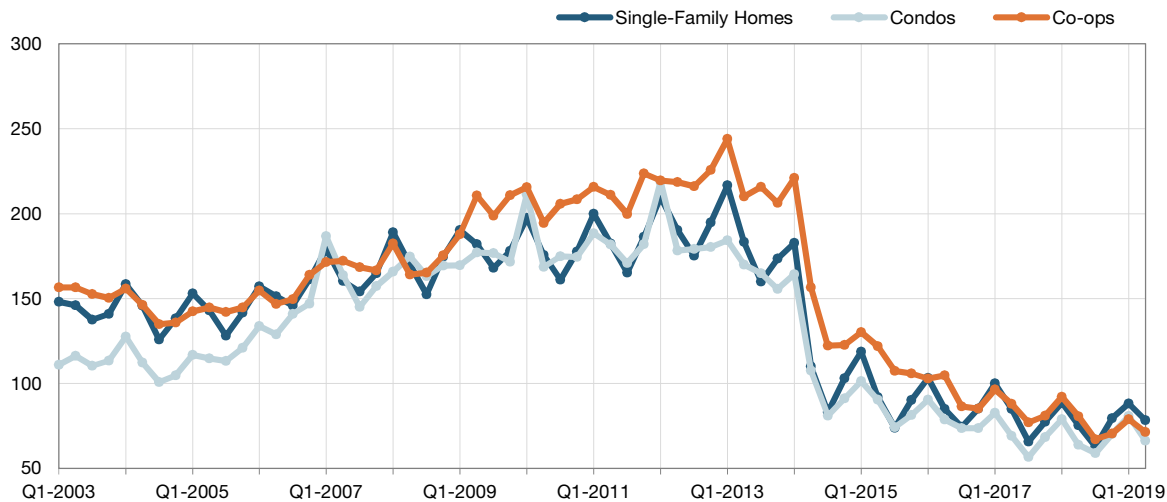
## Q2-2019



## 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.

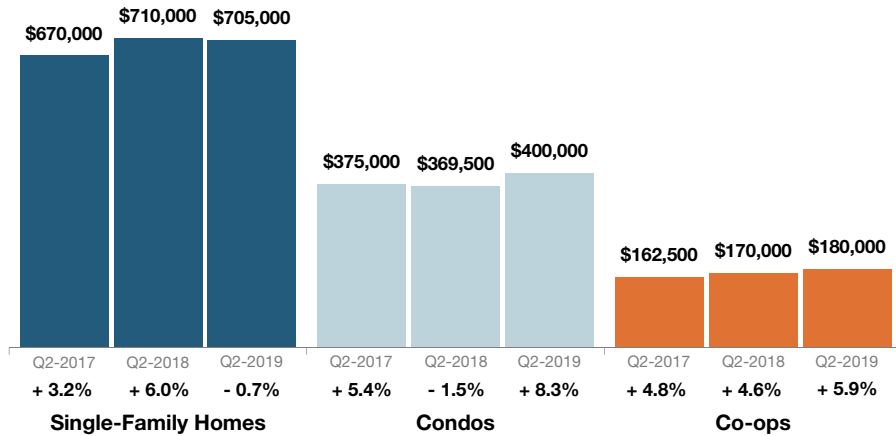
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	74	74	87
Q4-2016	85	74	85
Q1-2017	100	83	97
Q2-2017	85	69	88
Q3-2017	66	57	77
Q4-2017	77	68	81
Q1-2018	89	79	92
Q2-2018	75	64	81
Q3-2018	63	59	67
Q4-2018	80	70	71
Q1-2019	88	81	79
<b>Q2-2019</b>	<b>78</b>	<b>66</b>	<b>71</b>



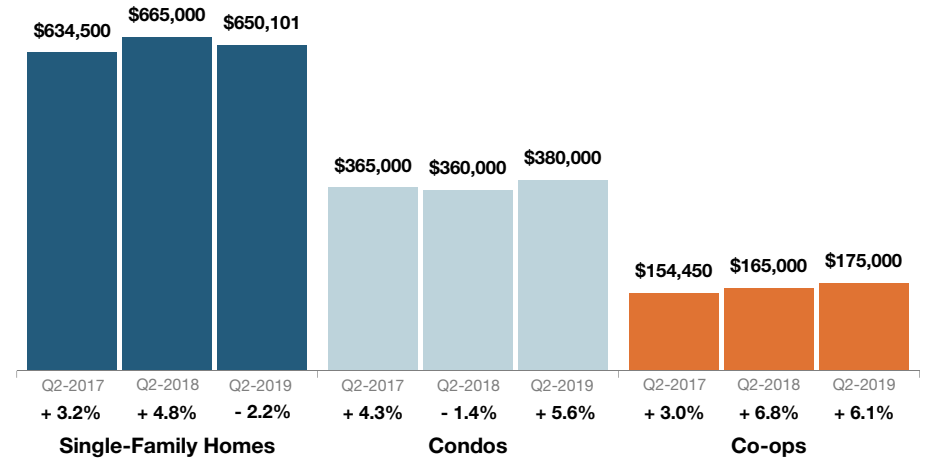
# Median Sales Price

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

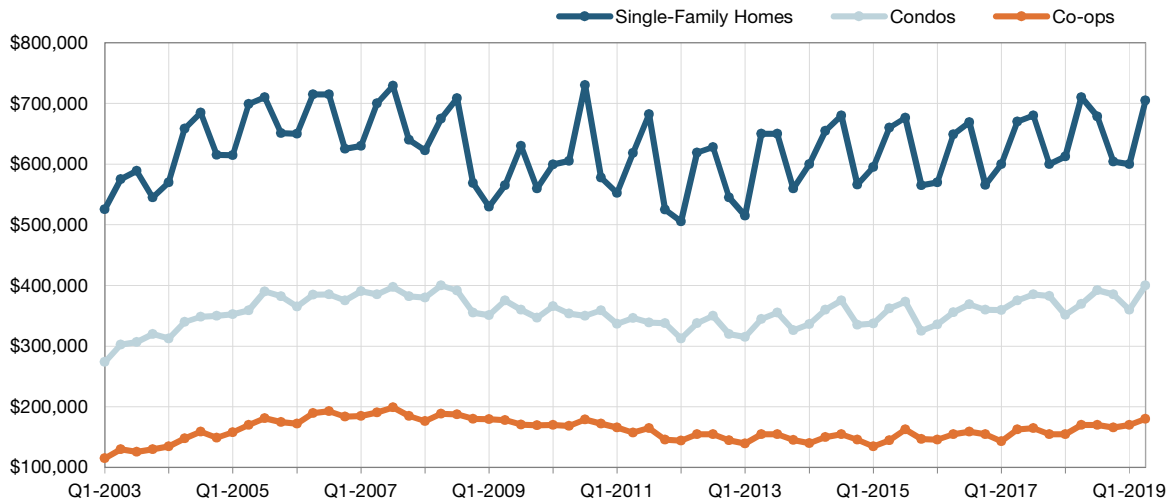
## Q2-2019



## Year to Date



## Historical Median Sales Price by Quarter



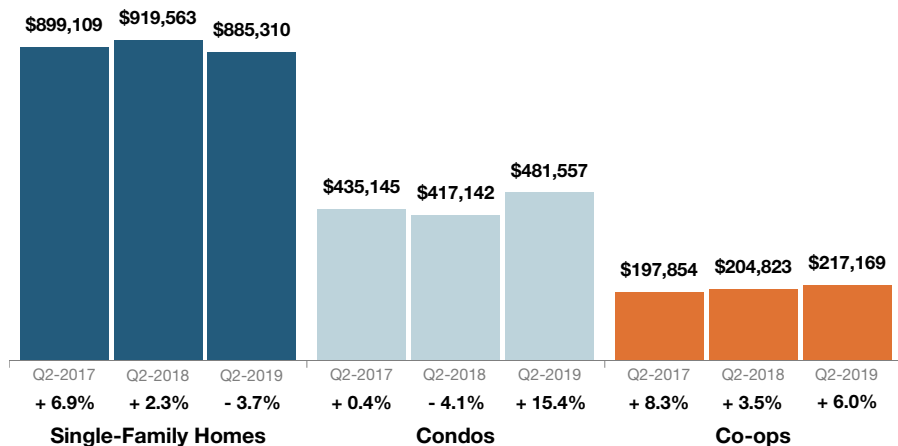
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	\$669,000	\$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
Q1-2018	\$612,500	\$351,250	\$155,000
Q2-2018	\$710,000	\$369,500	\$170,000
Q3-2018	\$678,500	\$392,000	\$170,000
Q4-2018	\$604,000	\$385,000	\$166,000
Q1-2019	\$600,000	\$360,000	\$169,950
<b>Q2-2019</b>	<b>\$705,000</b>	<b>\$400,000</b>	<b>\$180,000</b>

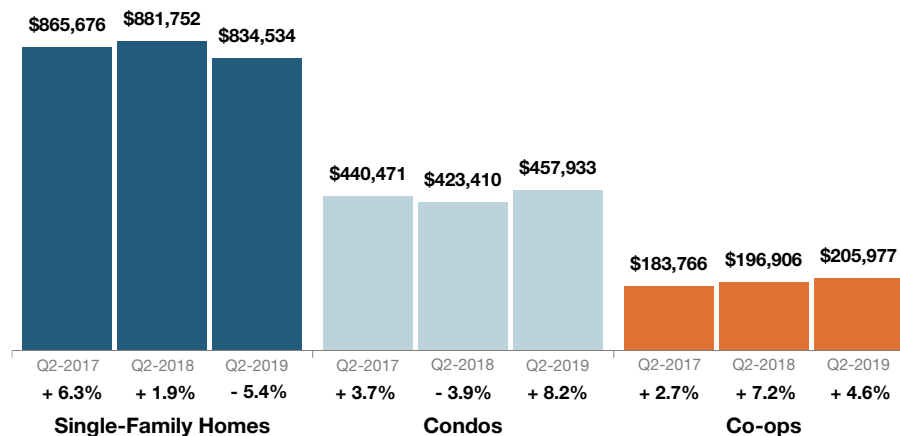
# Average Sales Price

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

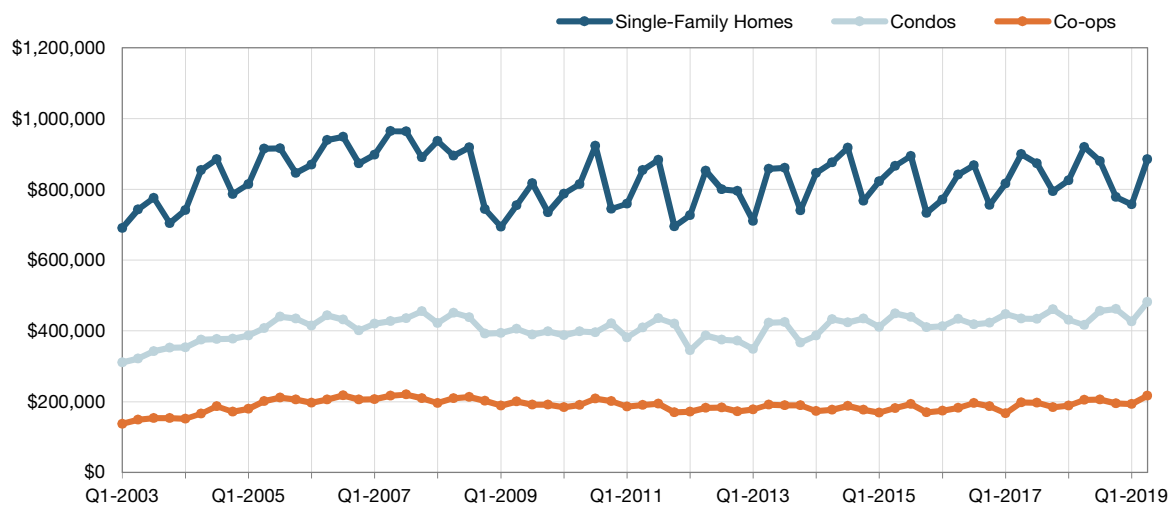
## Q2-2019



## Year to Date



## Historical Average Sales Price by Quarter



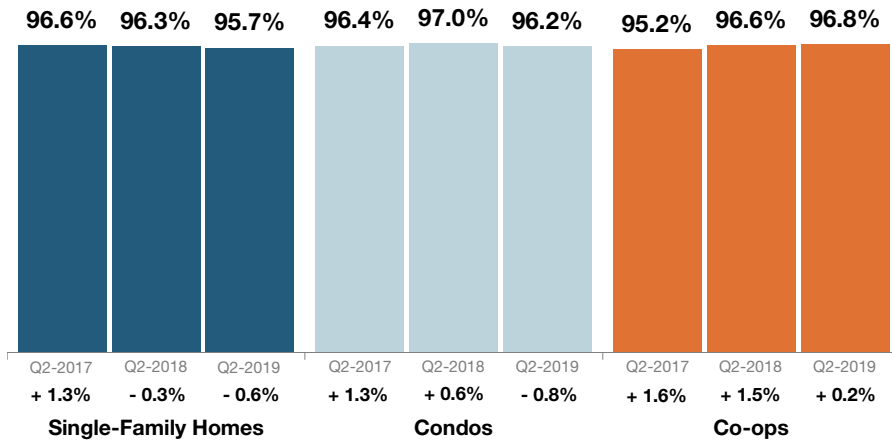
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	\$867,557	\$418,820	\$195,847
Q4-2016	\$755,885	\$423,143	\$187,051
Q1-2017	\$815,863	\$447,770	\$167,219
Q2-2017	\$899,109	\$435,145	\$197,854
Q3-2017	\$873,589	\$434,006	\$197,373
Q4-2017	\$795,054	\$461,088	\$184,563
Q1-2018	\$825,054	\$431,401	\$188,656
Q2-2018	\$919,563	\$417,142	\$204,823
Q3-2018	\$879,313	\$456,310	\$205,792
Q4-2018	\$777,949	\$462,027	\$195,024
Q1-2019	\$757,367	\$426,251	\$193,685
<b>Q2-2019</b>	<b>\$885,310</b>	<b>\$481,557</b>	<b>\$217,169</b>

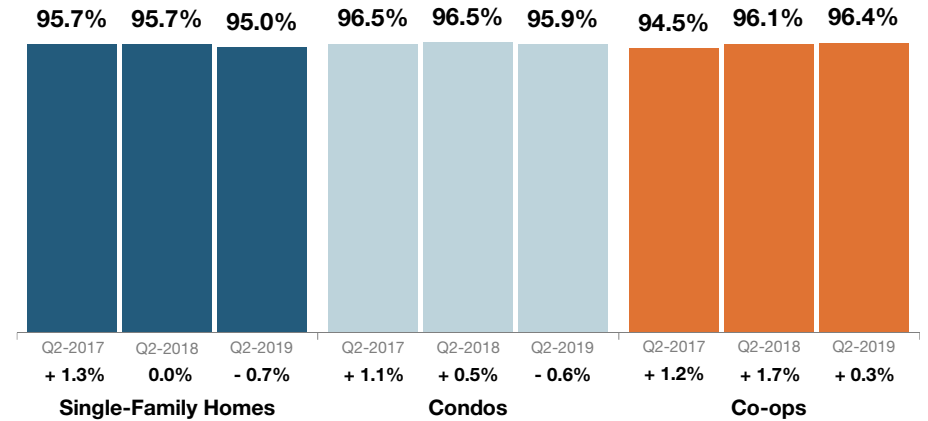
# Percent of Original List Price Received

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.

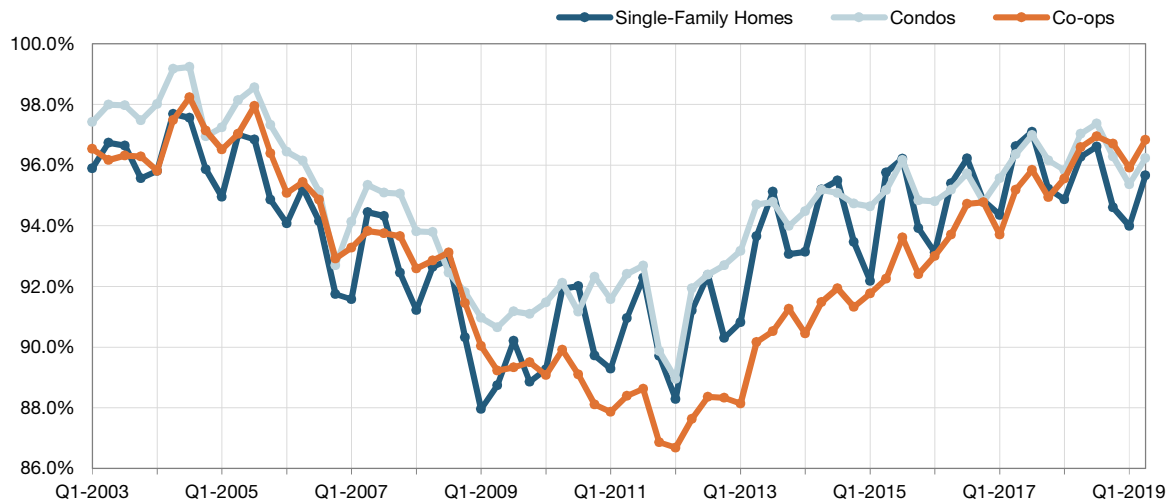
## Q2-2019



## Year to Date



## Historical Percent of Original List Price Received by Quarter



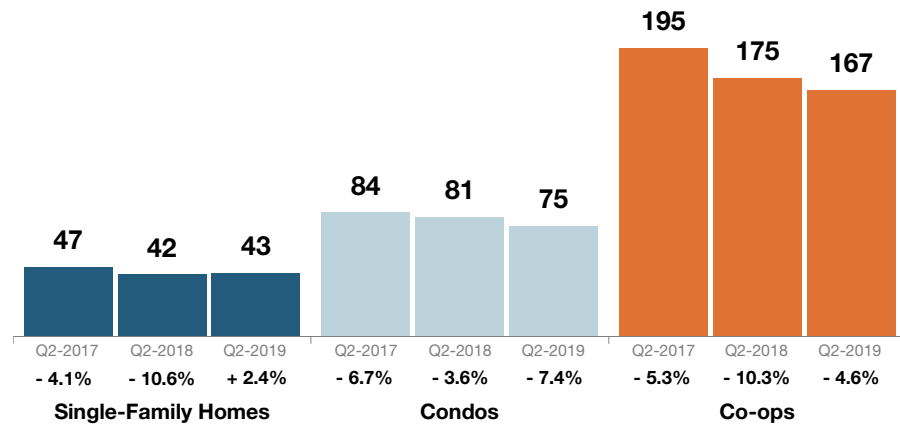
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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%	96.2%	94.9%
Q1-2018	94.9%	95.8%	95.6%
Q2-2018	96.3%	97.0%	96.6%
Q3-2018	96.6%	97.4%	96.9%
Q4-2018	94.6%	96.3%	96.7%
Q1-2019	94.0%	95.4%	95.9%
<b>Q2-2019</b>	<b>95.7%</b>	<b>96.2%</b>	<b>96.8%</b>

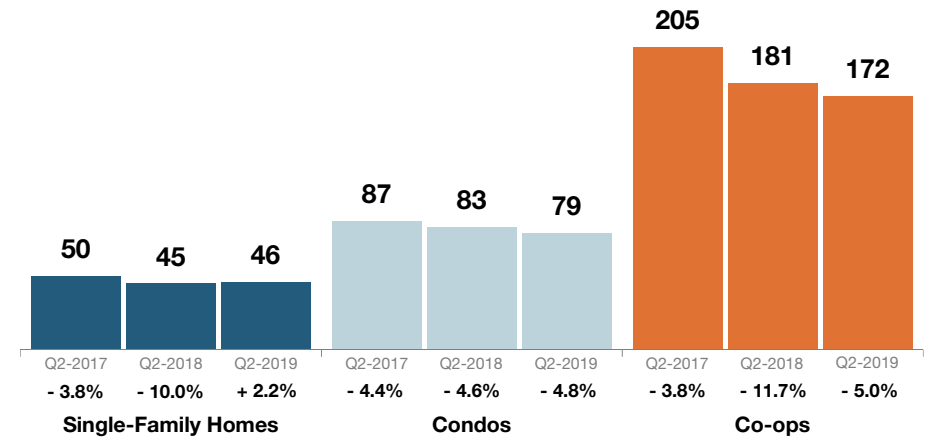
# Housing Affordability Index

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.

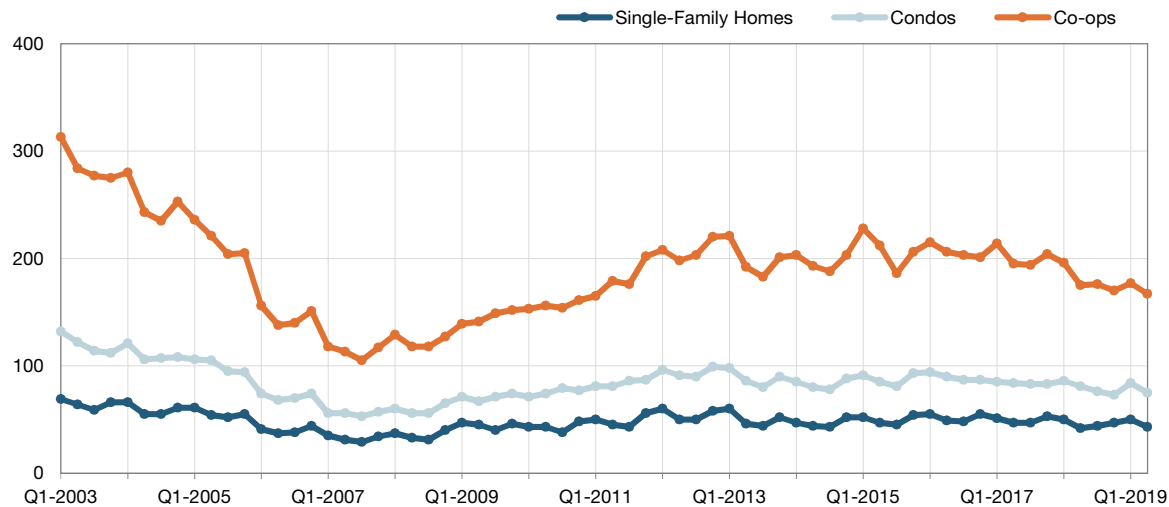
## Q2-2019



## Year to Date



## Historical Housing Affordability Index by Quarter



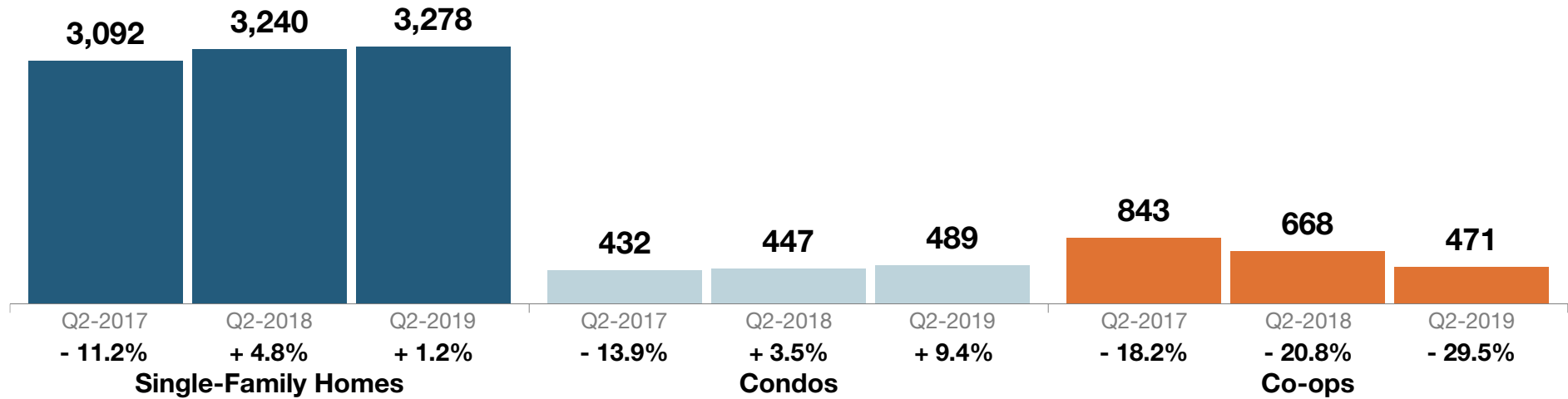
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	48	87	203
Q4-2016	55	87	201
Q1-2017	51	85	214
Q2-2017	47	84	195
Q3-2017	47	83	194
Q4-2017	53	83	204
Q1-2018	50	86	196
Q2-2018	42	81	175
Q3-2018	44	76	176
Q4-2018	47	73	170
Q1-2019	50	84	177
Q2-2019	43	75	167

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

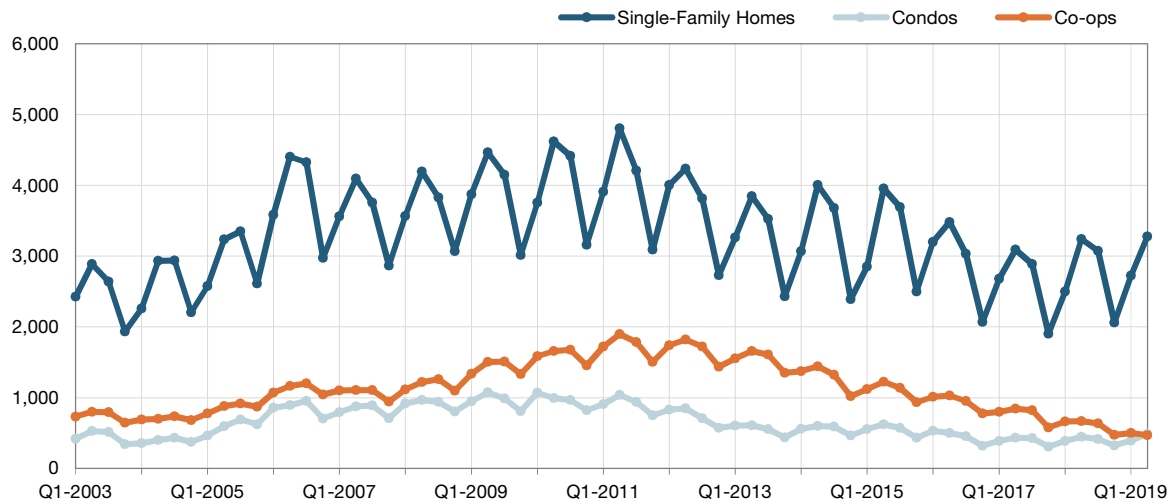
# Inventory of Homes for Sale

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

## Q2-2019



## Historical Inventory of Homes for Sale by Quarter



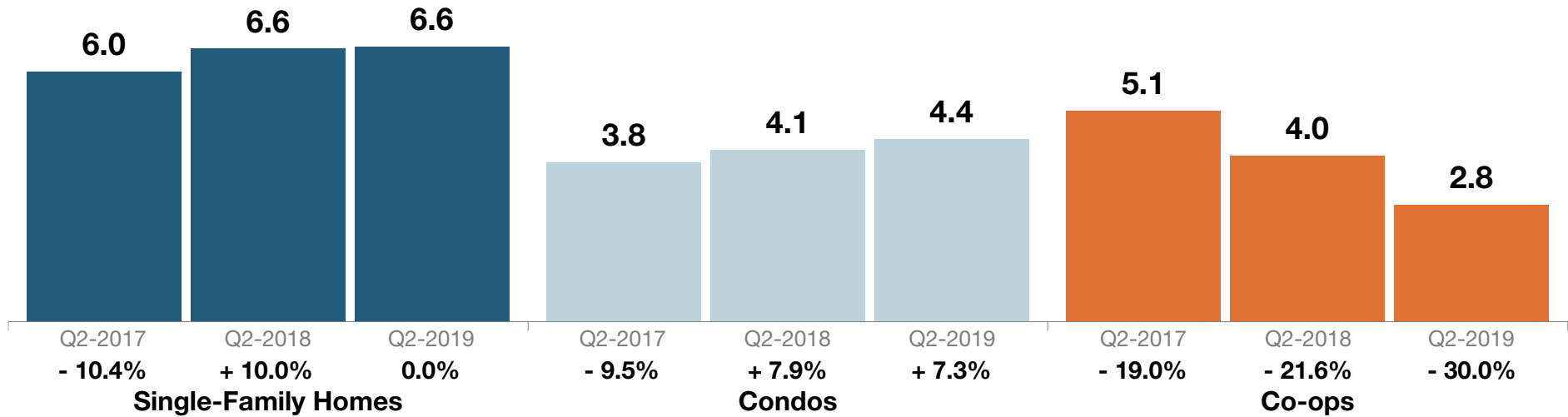
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2016	3,032	455	954
Q4-2016	2,070	321	775
Q1-2017	2,682	387	800
Q2-2017	3,092	432	843
Q3-2017	2,887	427	821
Q4-2017	1,904	309	579
Q1-2018	2,500	388	665
Q2-2018	3,240	447	668
Q3-2018	3,075	416	639
Q4-2018	2,059	325	472
Q1-2019	2,727	395	503
<b>Q2-2019</b>	<b>3,278</b>	<b>489</b>	<b>471</b>

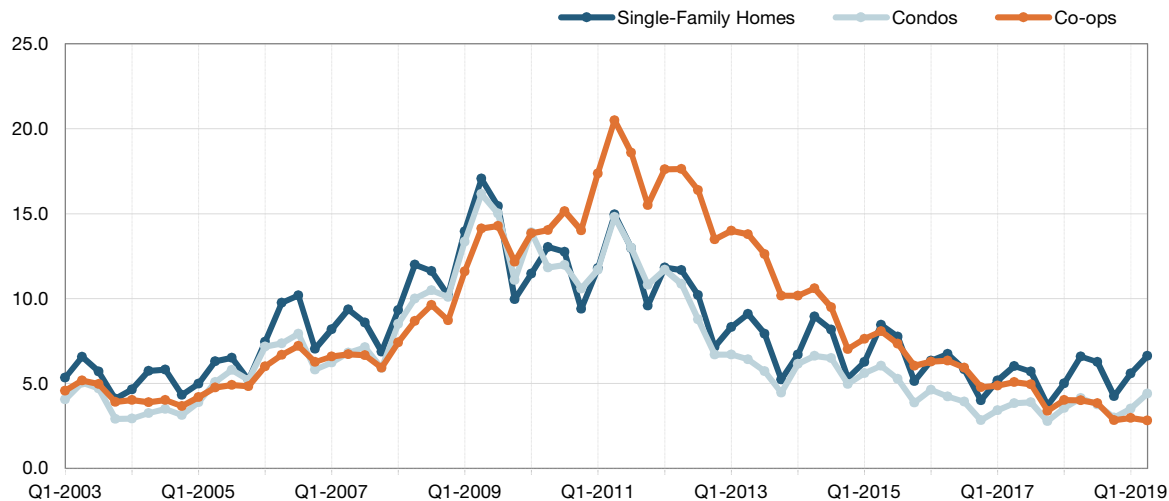
# Months Supply of Inventory

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.

## Q2-2019



## Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	5.1
Q3-2017	5.7	3.9	4.9
Q4-2017	3.7	2.8	3.4
Q1-2018	5.0	3.6	4.0
Q2-2018	6.6	4.1	4.0
Q3-2018	6.3	3.8	3.8
Q4-2018	4.3	3.0	2.8
Q1-2019	5.6	3.5	3.0
<b>Q2-2019</b>	<b>6.6</b>	<b>4.4</b>	<b>2.8</b>

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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>3,263 (Q3-2016), 2,091 (Q4-2016), 3,801 (Q1-2017), 4,606 (Q2-2017), 3,245 (Q3-2017), 2,082 (Q4-2017), 3,558 (Q1-2018), 4,855 (Q2-2018), 3,293 (Q3-2018), 2,203 (Q4-2018), 3,661 (Q1-2019), 4,769 (Q2-2019)</p>	4,855	<b>4,769</b>	- 1.8%	8,413	<b>8,430</b>	+ 0.2%
<b>Pending Sales</b>	<p>2,321 (Q3-2016), 1,940 (Q4-2016), 2,163 (Q1-2017), 3,062 (Q2-2017), 2,220 (Q3-2017), 2,098 (Q4-2017), 1,899 (Q1-2018), 2,984 (Q2-2018), 2,236 (Q3-2018), 1,971 (Q4-2018), 2,045 (Q1-2019), 3,012 (Q2-2019)</p>	2,984	<b>3,012</b>	+ 0.9%	4,883	<b>5,057</b>	+ 3.6%
<b>Closed Sales</b>	<p>3,052 (Q3-2016), 2,243 (Q4-2016), 1,804 (Q1-2017), 2,515 (Q2-2017), 2,994 (Q3-2017), 2,222 (Q4-2017), 1,756 (Q1-2018), 2,367 (Q2-2018), 2,865 (Q3-2018), 2,202 (Q4-2018), 1,693 (Q1-2019), 2,338 (Q2-2019)</p>	2,367	<b>2,338</b>	- 1.2%	4,123	<b>4,031</b>	- 2.2%
<b>Days on Market</b>	<p>76 (Q3-2016), 83 (Q4-2016), 97 (Q1-2017), 83 (Q2-2017), 67 (Q3-2017), 77 (Q4-2017), 88 (Q1-2018), 75 (Q2-2018), 63 (Q3-2018), 76 (Q4-2018), 85 (Q1-2019), 75 (Q2-2019)</p>	75	<b>75</b>	0.0%	81	<b>79</b>	- 2.5%
<b>Median Sales Price</b>	<p>\$525,000 (Q3-2016), \$443,000 (Q4-2016), \$425,000 (Q1-2017), \$505,000 (Q2-2017), \$536,000 (Q3-2017), \$475,000 (Q4-2017), \$435,000 (Q1-2018), \$540,000 (Q2-2018), \$535,000 (Q3-2018), \$470,000 (Q4-2018), \$450,000 (Q1-2019), \$532,750 (Q2-2019)</p>	\$540,000	<b>\$532,750</b>	- 1.3%	\$496,400	<b>\$499,000</b>	+ 0.5%
<b>Average Sales Price</b>	<p>\$690,410 (Q3-2016), \$585,368 (Q4-2016), \$601,562 (Q1-2017), \$686,412 (Q2-2017), \$690,659 (Q3-2017), \$618,548 (Q4-2017), \$602,147 (Q1-2018), \$706,143 (Q2-2018), \$691,985 (Q3-2018), \$594,927 (Q4-2018), \$557,747 (Q1-2019), \$684,957 (Q2-2019)</p>	\$706,143	<b>\$684,957</b>	- 3.0%	\$661,850	<b>\$631,530</b>	- 4.6%
<b>Pct. of Orig. Price Received</b>	<p>95.9% (Q3-2016), 94.8% (Q4-2016), 94.4% (Q1-2017), 96.3% (Q2-2017), 96.8% (Q3-2017), 95.3% (Q4-2017), 95.2% (Q1-2018), 96.4% (Q2-2018), 96.8% (Q3-2018), 95.3% (Q4-2018), 94.7% (Q1-2019), 96.0% (Q2-2019)</p>	96.4%	<b>96.0%</b>	- 0.4%	95.9%	<b>95.5%</b>	- 0.4%
<b>Housing Affordability Index</b>	<p>61 (Q3-2016), 70 (Q4-2016), 72 (Q1-2017), 63 (Q2-2017), 60 (Q3-2017), 66 (Q4-2017), 70 (Q1-2018), 55 (Q2-2018), 56 (Q3-2018), 60 (Q4-2018), 67 (Q1-2019), 56 (Q2-2019)</p>	55	<b>56</b>	+ 1.8%	60	<b>60</b>	0.0%
<b>Inventory of Homes for Sale</b>	<p>4,441 (Q3-2016), 3,166 (Q4-2016), 3,869 (Q1-2017), 4,367 (Q2-2017), 4,135 (Q3-2017), 2,792 (Q4-2017), 3,553 (Q1-2018), 4,355 (Q2-2018), 4,130 (Q3-2018), 2,856 (Q4-2018), 3,625 (Q1-2019), 4,238 (Q2-2019)</p>	4,355	<b>4,238</b>	- 2.7%	--	--	--
<b>Months Supply of Inventory</b>	<p>5.6 (Q3-2016), 4.0 (Q4-2016), 4.9 (Q1-2017), 5.5 (Q2-2017), 5.3 (Q3-2017), 3.5 (Q4-2017), 4.6 (Q1-2018), 5.7 (Q2-2018), 5.4 (Q3-2018), 3.8 (Q4-2018), 4.7 (Q1-2019), 5.5 (Q2-2019)</p>	5.7	<b>5.5</b>	- 3.5%	--	--	--