

# Quarterly Indicators

## Westchester County



### Q4-2019

Buyer demand continues to be strong but with low seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping offset rising home prices. While delinquency rates remain low across most debt types, including mortgages, higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

- Single-Family Closed Sales were up 3.8 percent to 1,414.
- Condos Closed Sales were up 1.0 percent to 316.
- Co-ops Closed Sales were down 10.1 percent to 471.
  
- Single-Family Median Sales Price increased 2.2 percent to \$615,000.
- Condos Median Sales Price decreased 1.6 percent to \$379,000.
- Co-ops Median Sales Price increased 2.4 percent to \$169,999.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance, and what impact the 2020 election year may have on the motivations of both buyers and sellers.

### Quarterly Snapshot

**+ 0.1%**      **- 15.7%**      **+ 5.3%**

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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>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), 2,179 (Q3-2019), 1,256 (Q4-2019)</p>	1,436	<b>1,256</b>	- 12.5%	9,661	<b>9,493</b>	- 1.7%
<b>Pending Sales</b>	<p>1,389 (Q1-2017), 2,035 (Q2-2017), 1,430 (Q3-2017), 1,310 (Q4-2017), 1,220 (Q1-2018), 1,948 (Q2-2018), 1,407 (Q3-2018), 1,202 (Q4-2018), 1,258 (Q1-2019), 1,965 (Q2-2019), 1,468 (Q3-2019), 1,386 (Q4-2019)</p>	1,202	<b>1,386</b>	+ 15.3%	5,777	<b>6,077</b>	+ 5.2%
<b>Closed Sales</b>	<p>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), 1,362 (Q4-2018), 984 (Q1-2019), 1,500 (Q2-2019), 1,940 (Q3-2019), 1,414 (Q4-2019)</p>	1,362	<b>1,414</b>	+ 3.8%	5,883	<b>5,838</b>	- 0.8%
<b>Days on Market</b>	<p>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), 79 (Q2-2019), 66 (Q3-2019), 82 (Q4-2019)</p>	80	<b>82</b>	+ 2.5%	75	<b>77</b>	+ 2.7%
<b>Median Sales Price</b>	<p>\$600,000 (Q1-2017), \$670,000 (Q2-2017), \$680,000 (Q3-2017), \$800,000 (Q4-2017), \$612,500 (Q1-2018), \$710,000 (Q2-2018), \$678,500 (Q3-2018), \$601,750 (Q4-2018), \$600,000 (Q1-2019), \$702,500 (Q2-2019), \$699,000 (Q3-2019), \$615,000 (Q4-2019)</p>	\$601,750	<b>\$615,000</b>	+ 2.2%	\$650,000	<b>\$655,000</b>	+ 0.8%
<b>Average Sales Price</b>	<p>\$815,863 (Q1-2017), \$899,109 (Q2-2017), \$873,589 (Q3-2017), \$735,054 (Q4-2017), \$825,054 (Q1-2018), \$919,563 (Q2-2018), \$879,233 (Q3-2018), \$776,984 (Q4-2018), \$755,523 (Q1-2019), \$883,812 (Q2-2019), \$906,877 (Q3-2019), \$803,247 (Q4-2019)</p>	\$776,984	<b>\$803,247</b>	+ 3.4%	\$856,675	<b>\$850,348</b>	- 0.7%
<b>Pct. of Orig. Price Received</b>	<p>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), 95.6% (Q2-2019), 96.0% (Q3-2019), 93.9% (Q4-2019)</p>	94.6%	<b>93.9%</b>	- 0.7%	95.7%	<b>95.0%</b>	- 0.7%
<b>Housing Affordability Index</b>	<p>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), 43 (Q3-2019), 49 (Q4-2019)</p>	47	<b>49</b>	+ 4.3%	43	<b>46</b>	+ 7.0%
<b>Inventory of Homes for Sale</b>	<p>2,682 (Q1-2017), 3,092 (Q2-2017), 2,888 (Q3-2017), 1,904 (Q4-2017), 2,500 (Q1-2018), 3,240 (Q2-2018), 3,075 (Q3-2018), 2,063 (Q4-2018), 2,744 (Q1-2019), 3,368 (Q2-2019), 2,986 (Q3-2019), 1,653 (Q4-2019)</p>	2,063	<b>1,653</b>	- 19.9%	--	--	--
<b>Months Supply of Inventory</b>	<p>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), 5.7 (Q1-2019), 6.9 (Q2-2019), 6.1 (Q3-2019), 3.3 (Q4-2019)</p>	4.3	<b>3.3</b>	- 23.3%	--	--	--

# 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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>456, 578, 419, 314, 435, 589, 413, 311, 450, 641, 452, 327</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	311	327	+ 5.1%	1,748	1,870	+ 7.0%
<b>Pending Sales</b>	<p>283, 437, 306, 308, 255, 422, 341, 279, 295, 403, 367, 306</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	279	306	+ 9.7%	1,297	1,371	+ 5.7%
<b>Closed Sales</b>	<p>262, 359, 406, 305, 262, 334, 401, 313, 258, 347, 415, 316</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	313	316	+ 1.0%	1,310	1,336	+ 2.0%
<b>Days on Market</b>	<p>83, 69, 57, 68, 79, 64, 59, 70, 81, 66, 60, 72</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	70	72	+ 2.9%	67	69	+ 3.0%
<b>Median Sales Price</b>	<p>\$369,500, \$375,000, \$385,250, \$382,500, \$351,250, \$369,500, \$382,000, \$385,000, \$360,000, \$400,000, \$389,500, \$379,000</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	\$385,000	\$379,000	- 1.6%	\$375,000	\$385,000	+ 2.7%
<b>Average Sales Price</b>	<p>\$447,770, \$436,145, \$434,006, \$461,088, \$431,401, \$417,142, \$466,310, \$482,027, \$426,251, \$480,438, \$466,804, \$462,113</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	\$462,027	\$452,113	- 2.1%	\$442,708	\$459,039	+ 3.7%
<b>Pct. of Orig. Price Received</b>	<p>95.6%, 96.4%, 97.0%, 96.2%, 95.8%, 97.0%, 97.4%, 96.3%, 95.4%, 96.2%, 96.8%, 95.7%</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	96.3%	95.7%	- 0.6%	96.7%	96.1%	- 0.6%
<b>Housing Affordability Index</b>	<p>85, 84, 83, 83, 86, 81, 76, 73, 84, 75, 75, 79</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	73	79	+ 8.2%	75	78	+ 4.0%
<b>Inventory of Homes for Sale</b>	<p>387, 432, 427, 309, 388, 449, 418, 327, 398, 504, 454, 309</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	327	309	- 5.5%	--	--	--
<b>Months Supply of Inventory</b>	<p>3.4, 3.8, 3.9, 2.8, 3.6, 4.2, 3.8, 3.0, 3.6, 4.6, 4.1, 2.7</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	3.0	2.7	- 10.0%	--	--	--

# 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.

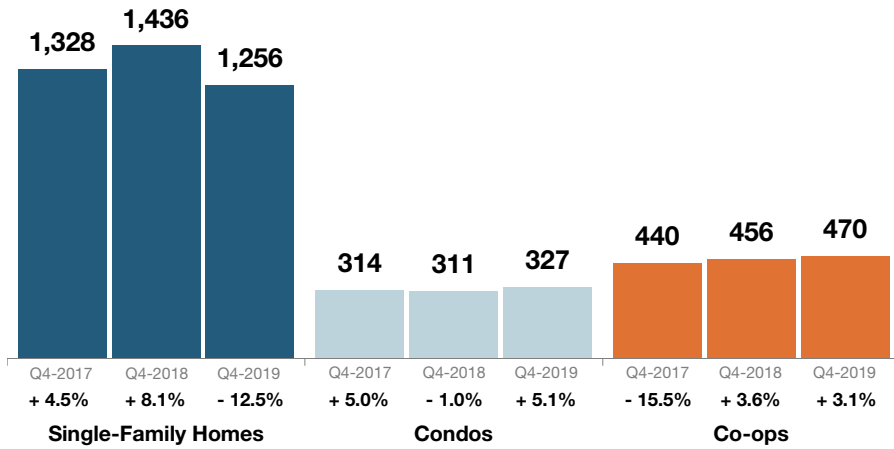


Key Metrics	Historical Sparkbars	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>729, 814, 658, 440, 677, 782, 585, 456, 606, 675, 613, 470</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	456	<b>470</b>	+ 3.1%	2,500	<b>2,364</b>	- 5.4%
<b>Pending Sales</b>	<p>491, 591, 484, 481, 423, 612, 479, 476, 457, 507, 475, 447</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	476	<b>447</b>	- 6.1%	1,990	<b>1,886</b>	- 5.2%
<b>Closed Sales</b>	<p>447, 526, 590, 475, 453, 472, 545, 524, 448, 494, 456, 471</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	524	<b>471</b>	- 10.1%	1,994	<b>1,869</b>	- 6.3%
<b>Days on Market</b>	<p>97, 88, 77, 81, 92, 81, 67, 71, 79, 71, 57, 62</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	71	<b>62</b>	- 12.7%	77	<b>67</b>	- 13.0%
<b>Median Sales Price</b>	<p>\$143,000, \$162,500, \$165,000, \$155,000, \$165,000, \$170,000, \$170,000, \$166,000, \$169,990, \$180,000, \$180,000, \$169,999</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	\$166,000	<b>\$169,999</b>	+ 2.4%	\$165,000	<b>\$175,000</b>	+ 6.1%
<b>Average Sales Price</b>	<p>\$167,219, \$197,854, \$197,373, \$184,563, \$188,856, \$204,823, \$205,792, \$195,024, \$193,685, \$217,095, \$212,055, \$194,511</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	\$195,024	<b>\$194,511</b>	- 0.3%	\$198,840	<b>\$204,563</b>	+ 2.9%
<b>Pct. of Orig. Price Received</b>	<p>93.7%, 95.2%, 95.8%, 94.9%, 95.6%, 96.6%, 96.9%, 96.7%, 95.9%, 96.8%, 98.0%, 97.2%</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	96.7%	<b>97.2%</b>	+ 0.5%	96.5%	<b>97.0%</b>	+ 0.5%
<b>Housing Affordability Index</b>	<p>214, 195, 194, 204, 196, 175, 176, 170, 177, 167, 167, 177</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	170	<b>177</b>	+ 4.1%	171	<b>172</b>	+ 0.6%
<b>Inventory of Homes for Sale</b>	<p>800, 843, 821, 579, 665, 668, 639, 473, 509, 550, 558, 452</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	473	<b>452</b>	- 4.4%	--	--	--
<b>Months Supply of Inventory</b>	<p>4.9, 5.1, 4.9, 3.4, 4.0, 4.0, 3.8, 2.9, 3.0, 3.4, 3.5, 2.9</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	2.9	<b>2.9</b>	0.0%	--	--	--

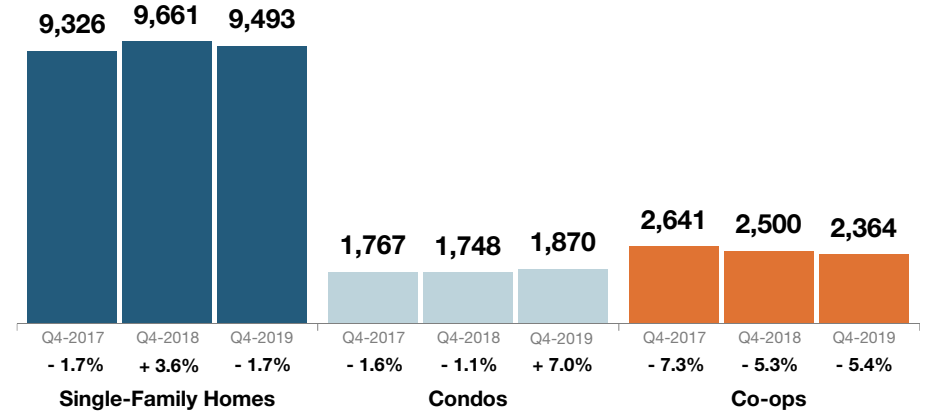
# New Listings

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

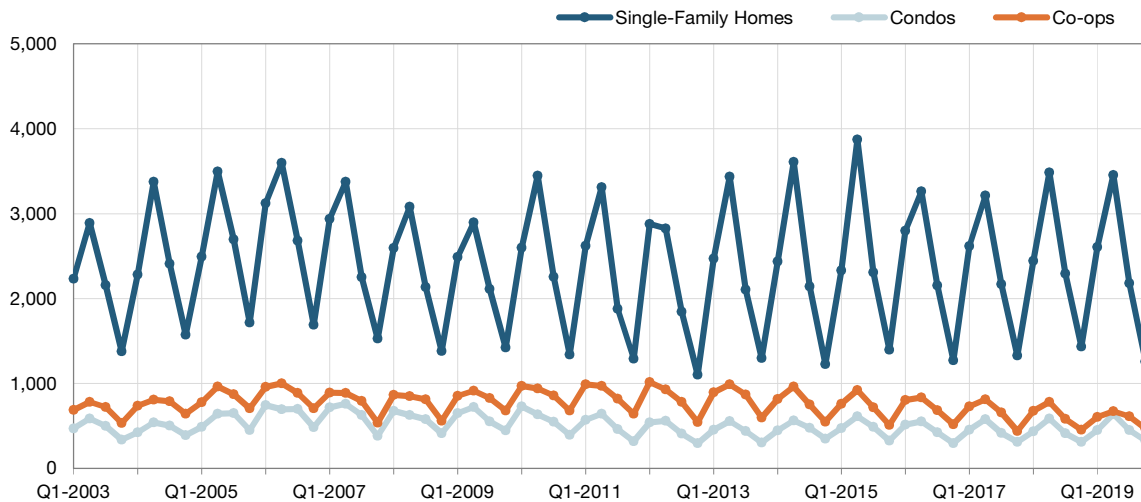
## Q4-2019



## Year to Date



## Historical New Listings by Quarter



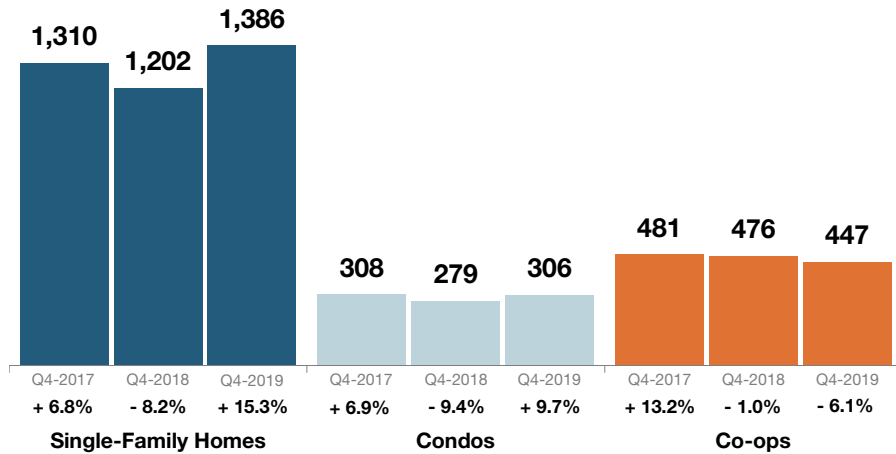
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q2-2019	3,453	641	675
Q3-2019	2,179	452	613
<b>Q4-2019</b>	<b>1,256</b>	<b>327</b>	<b>470</b>

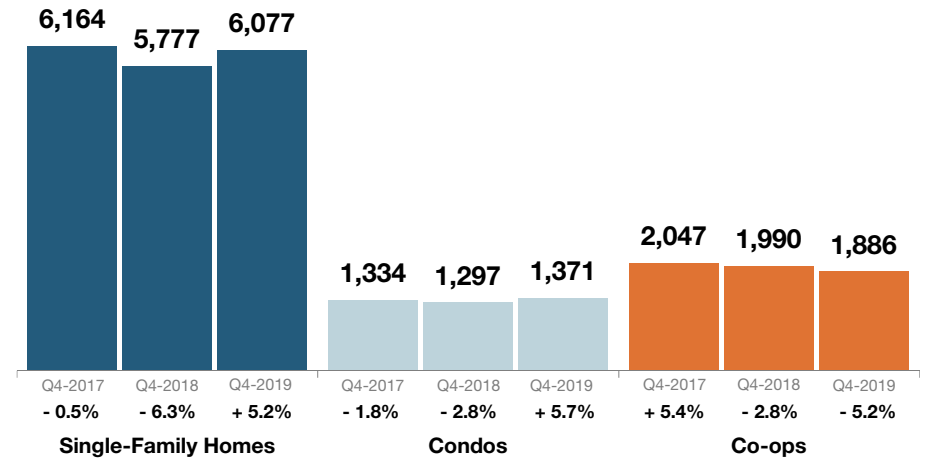
# Pending Sales

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

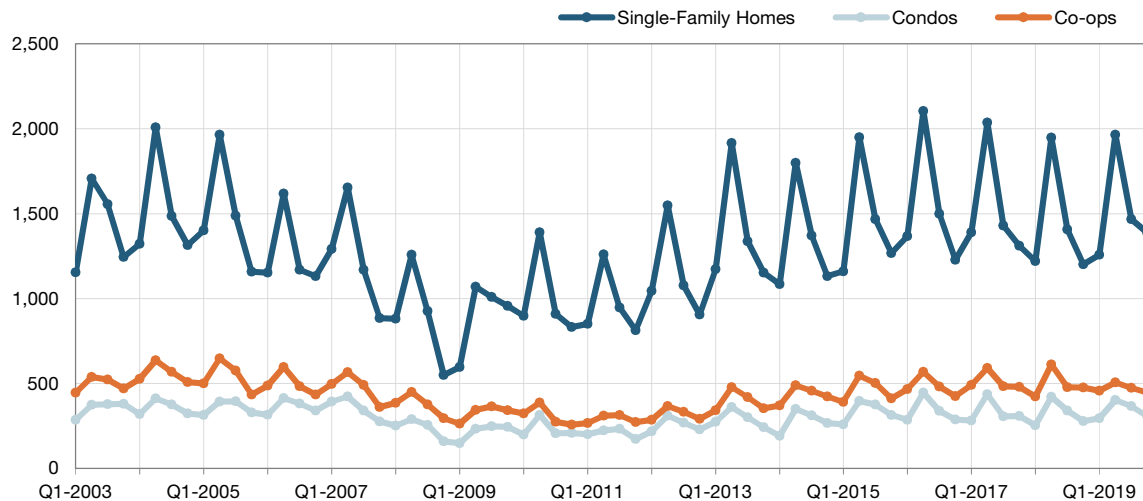
## Q4-2019



## Year to Date



## Historical Pending Sales by Quarter



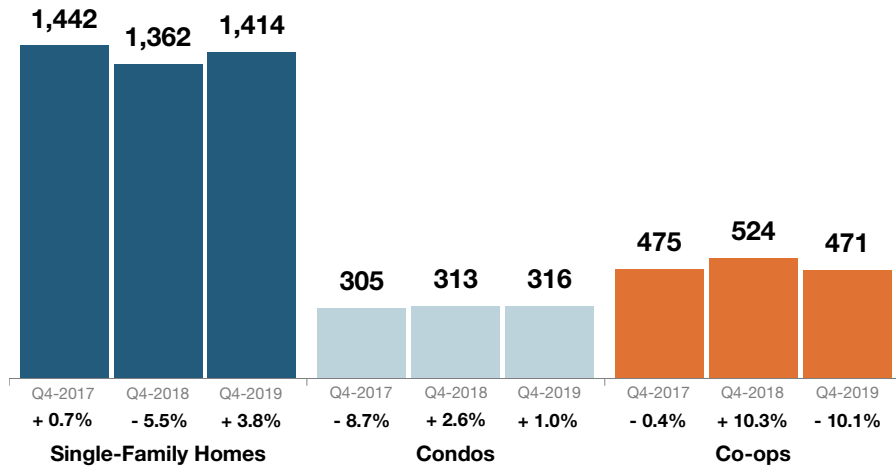
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2017	1,389	283	491
Q2-2017	2,035	437	591
Q3-2017	1,430	306	484
Q4-2017	1,310	308	481
Q1-2018	1,220	255	423
Q2-2018	1,948	422	612
Q3-2018	1,407	341	479
Q4-2018	1,202	279	476
Q1-2019	1,258	295	457
Q2-2019	1,965	403	507
Q3-2019	1,468	367	475
<b>Q4-2019</b>	<b>1,386</b>	<b>306</b>	<b>447</b>

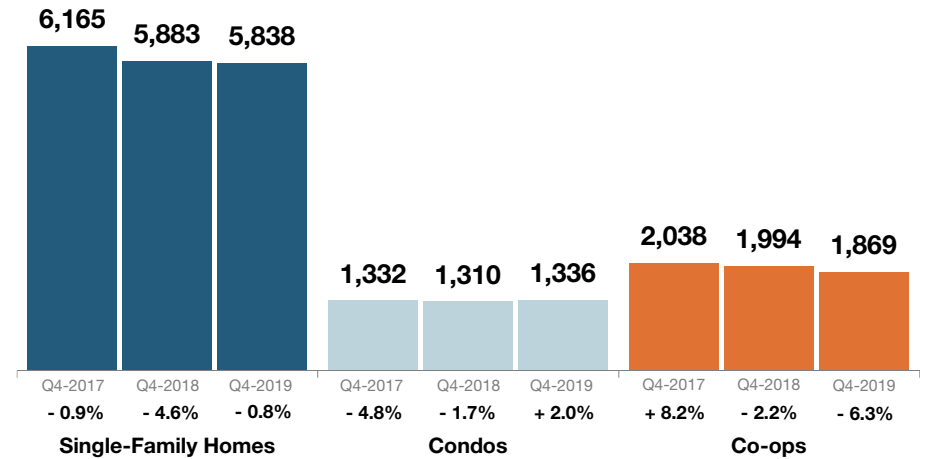
# Closed Sales

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

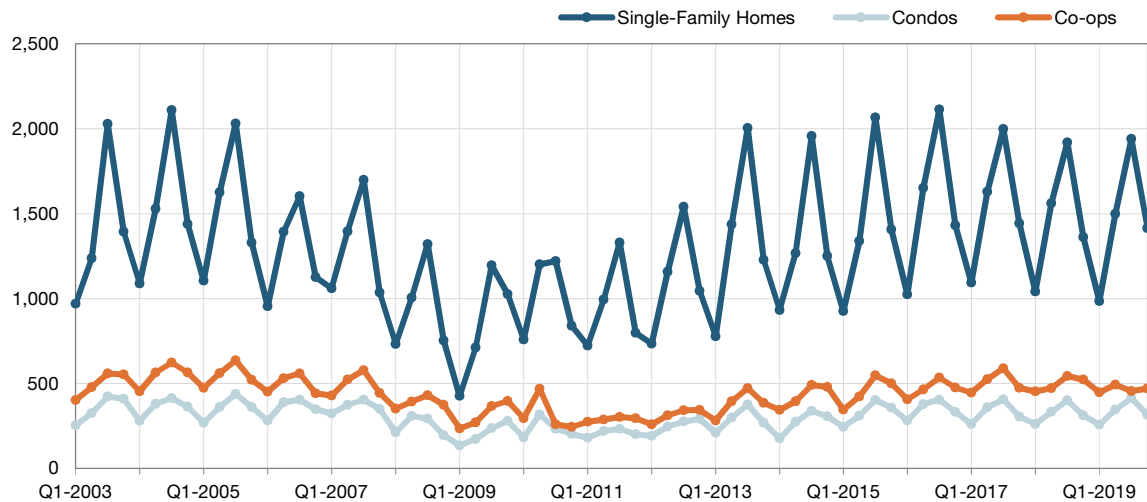
## Q4-2019



## Year to Date



## Historical Closed Sales by Quarter



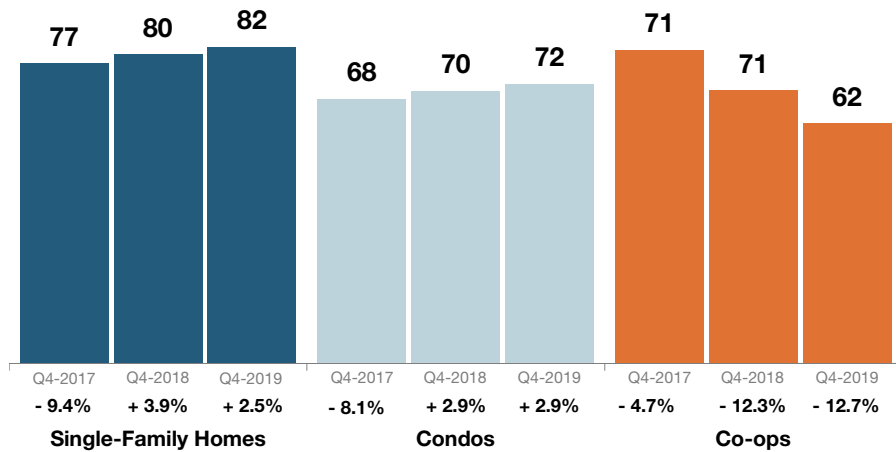
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	1,362	313	524
Q1-2019	984	258	448
Q2-2019	1,500	347	494
Q3-2019	1,940	415	456
<b>Q4-2019</b>	<b>1,414</b>	<b>316</b>	<b>471</b>

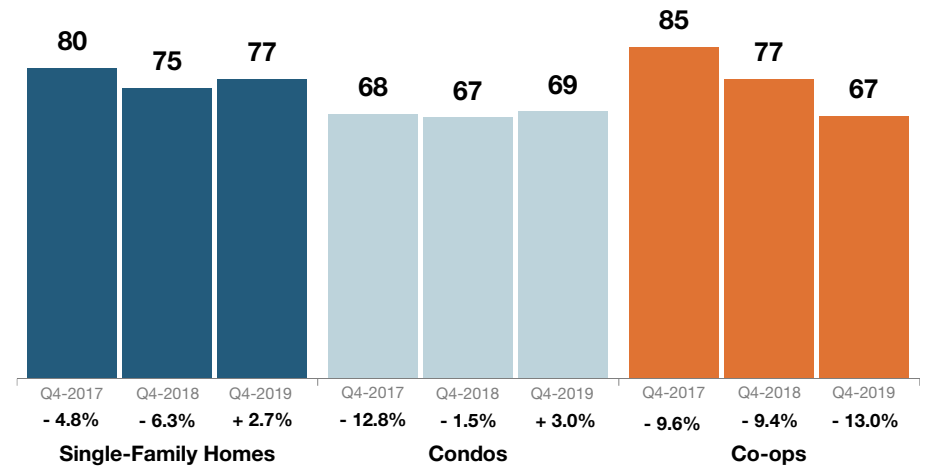
# Days on Market Until Sale

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

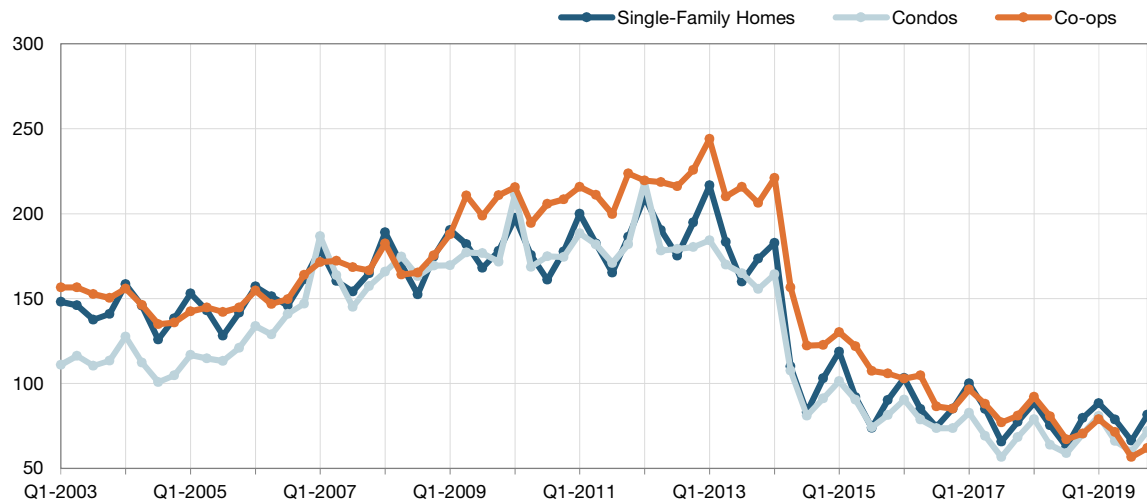
## Q4-2019



## 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
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
Q2-2019	79	66	71
Q3-2019	66	60	57
<b>Q4-2019</b>	<b>82</b>	<b>72</b>	<b>62</b>

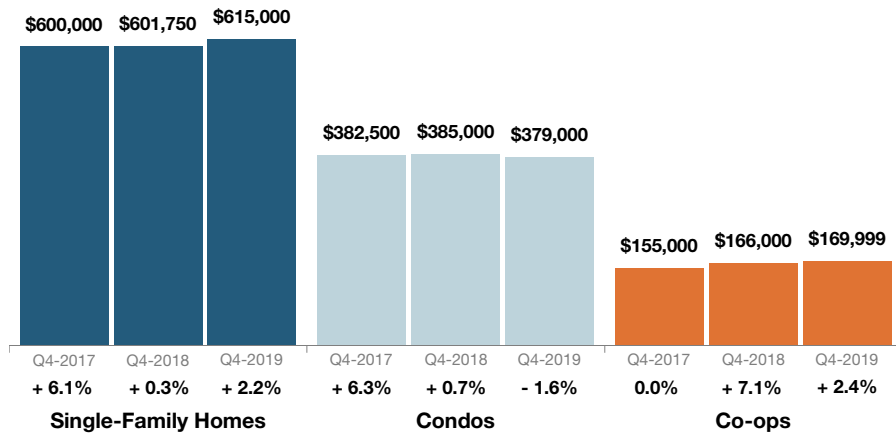


# Median Sales Price

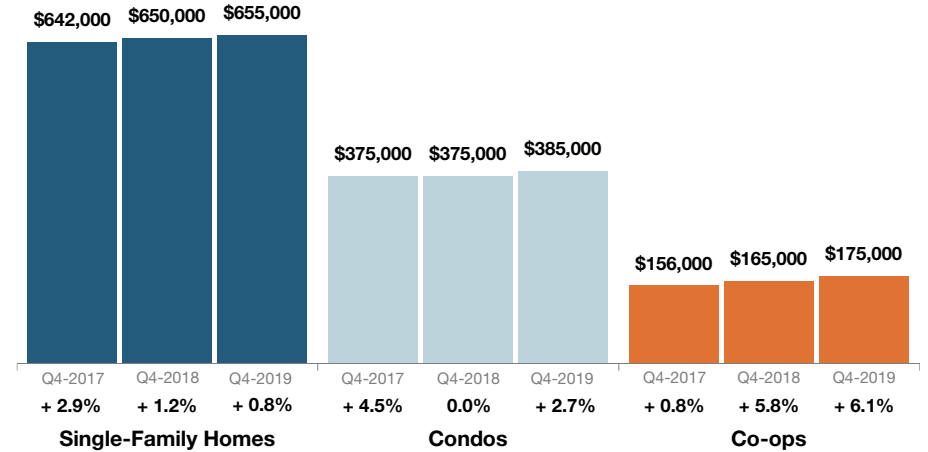
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



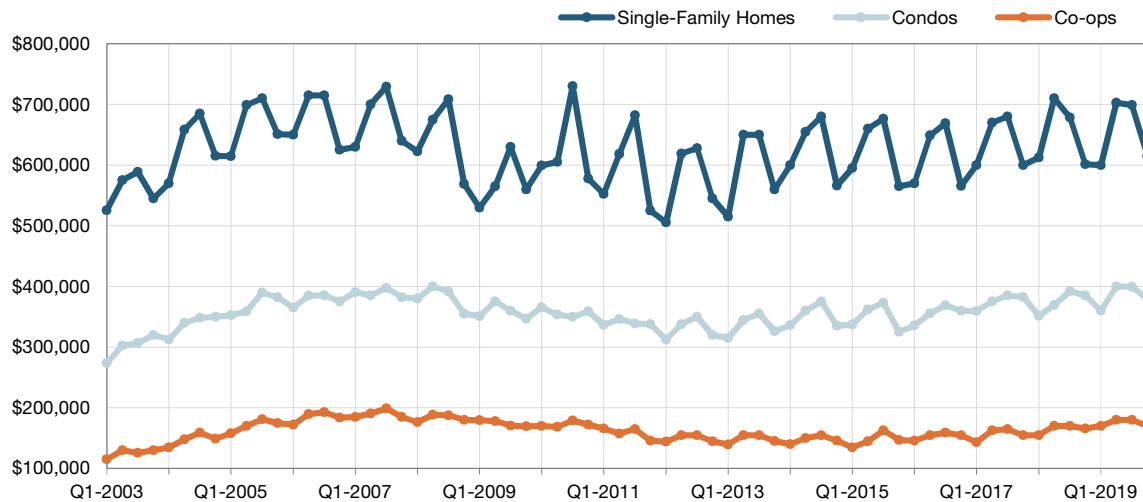
## Q4-2019



## 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.

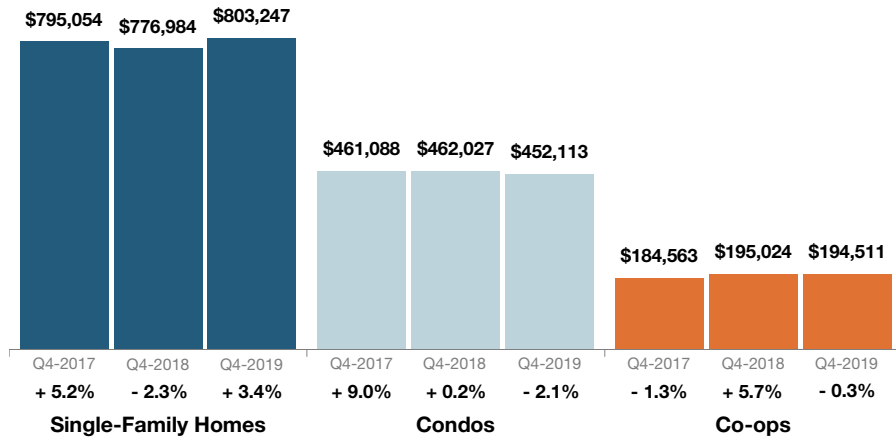
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2017	\$600,000	\$359,500	\$143,000
Q2-2017	\$670,000	\$375,000	\$162,500
Q3-2017	\$680,000	\$385,250	\$165,000
Q4-2017	\$600,000	\$382,500	\$155,000
Q1-2018	\$612,500	\$351,250	\$155,000
Q2-2018	\$710,000	\$369,500	\$170,000
Q3-2018	\$678,500	\$392,000	\$170,000
Q4-2018	\$601,750	\$385,000	\$166,000
Q1-2019	\$600,000	\$360,000	\$169,950
Q2-2019	\$702,500	\$400,000	\$180,000
Q3-2019	\$699,000	\$399,500	\$180,000
<b>Q4-2019</b>	<b>\$615,000</b>	<b>\$379,000</b>	<b>\$169,999</b>

# Average Sales Price

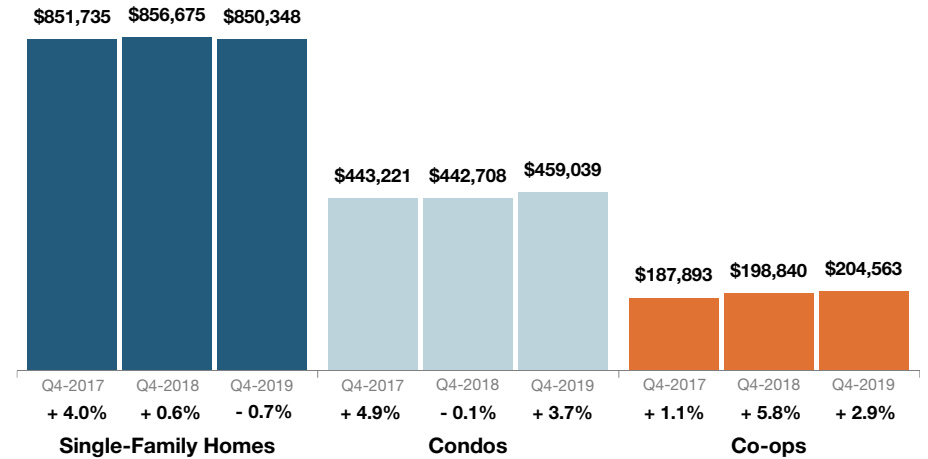
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



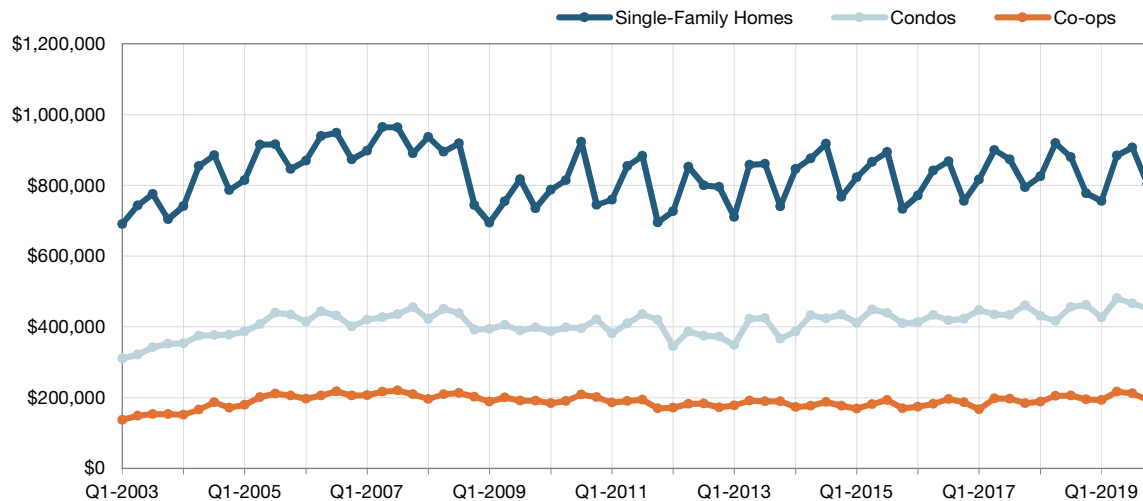
## Q4-2019



## Year to Date



## Historical Average Sales Price by Quarter



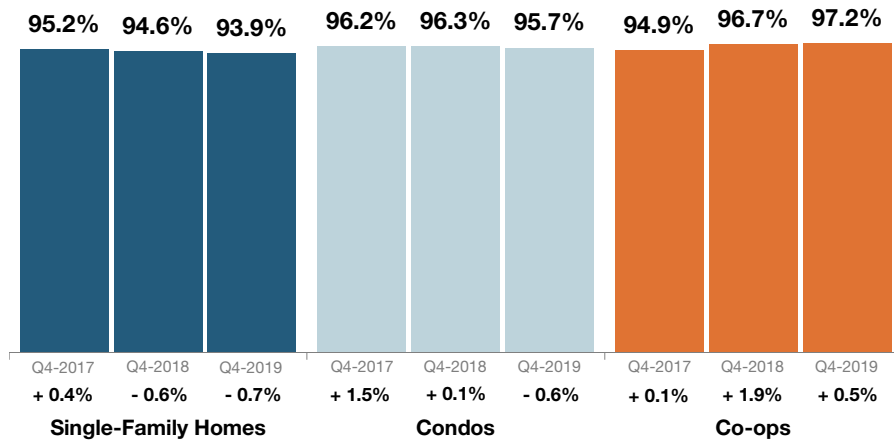
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$879,233	\$456,310	\$205,792
Q4-2018	\$776,984	\$462,027	\$195,024
Q1-2019	\$755,523	\$426,251	\$193,685
Q2-2019	\$883,812	\$480,438	\$217,095
Q3-2019	\$906,877	\$466,804	\$212,055
<b>Q4-2019</b>	<b>\$803,247</b>	<b>\$452,113</b>	<b>\$194,511</b>

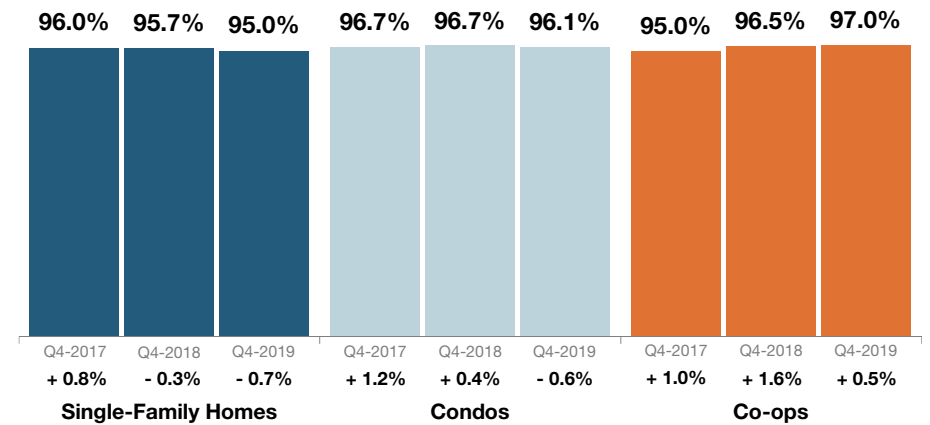
# Percent of Original List Price Received

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.

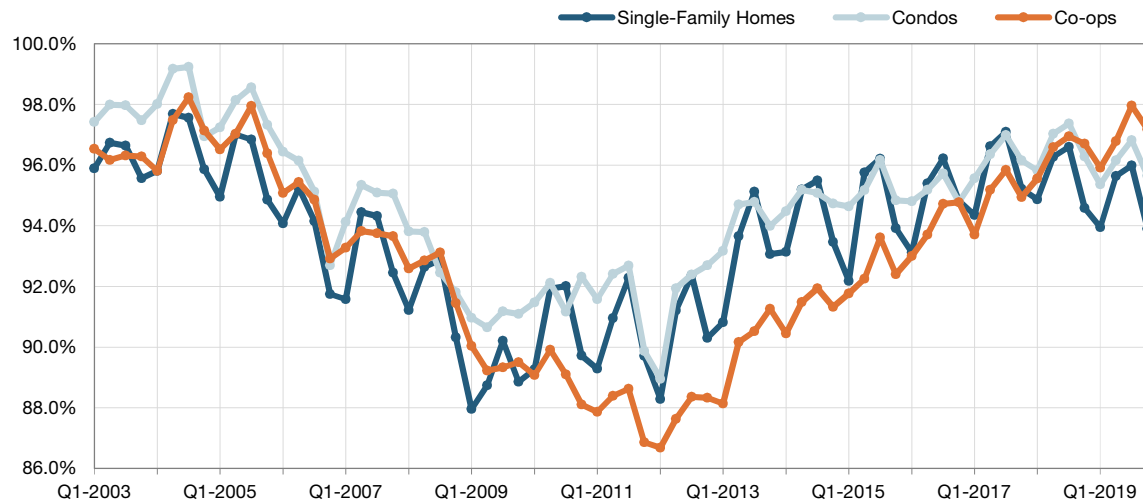
## Q4-2019



## Year to Date



## Historical Percent of Original List Price Received by Quarter



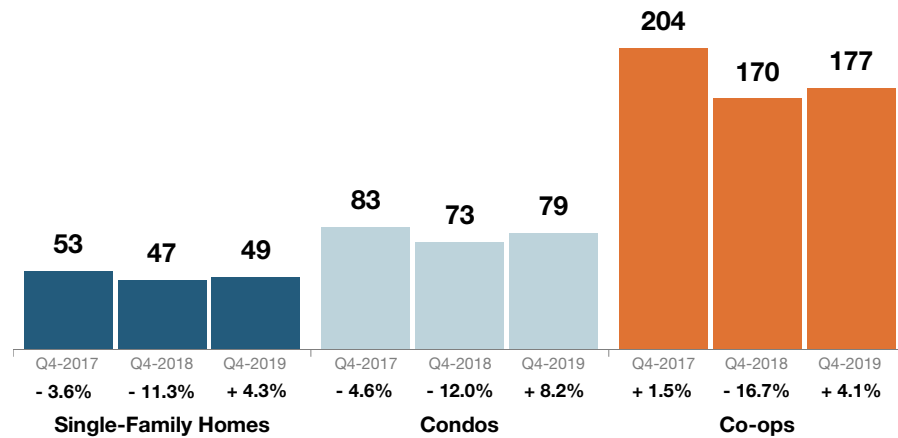
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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%
Q2-2019	95.6%	96.2%	96.8%
Q3-2019	96.0%	96.8%	98.0%
<b>Q4-2019</b>	<b>93.9%</b>	<b>95.7%</b>	<b>97.2%</b>

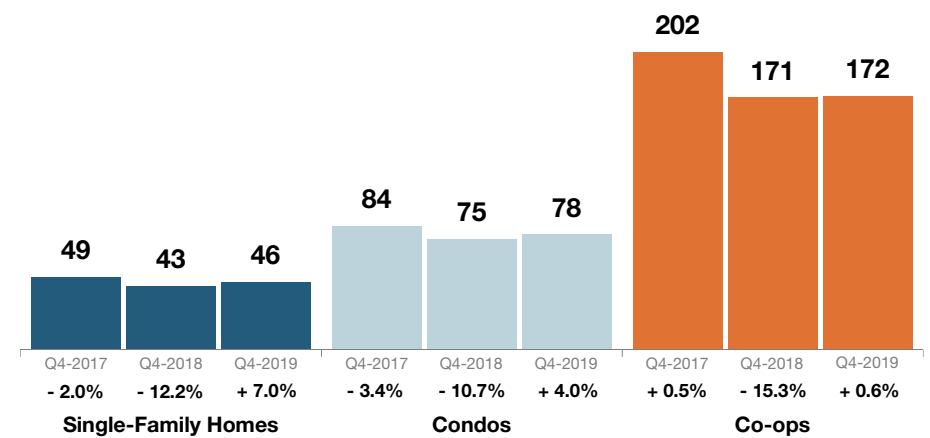
# Housing Affordability Index

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.

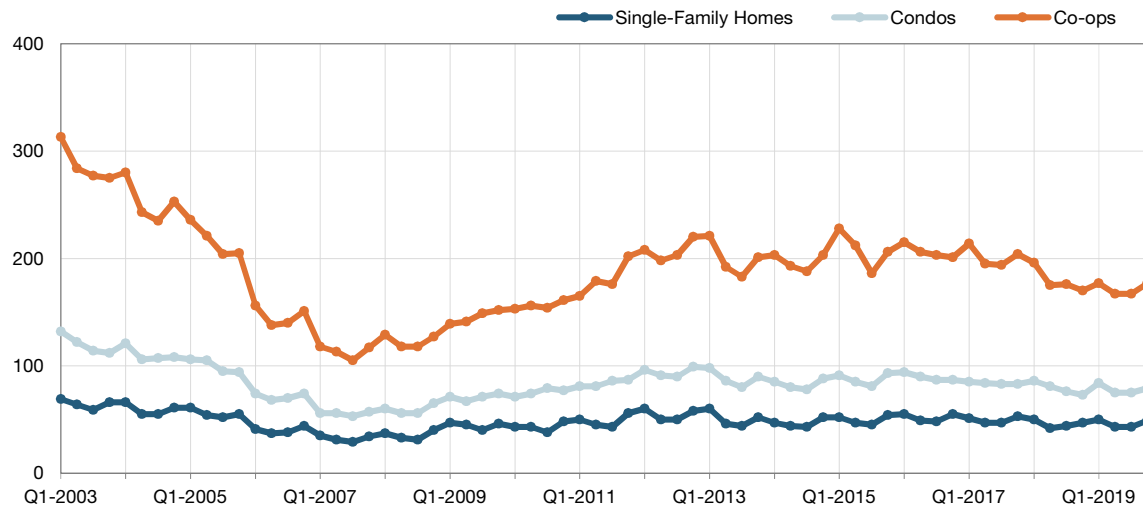
## Q4-2019



## Year to Date



## Historical Housing Affordability Index by Quarter



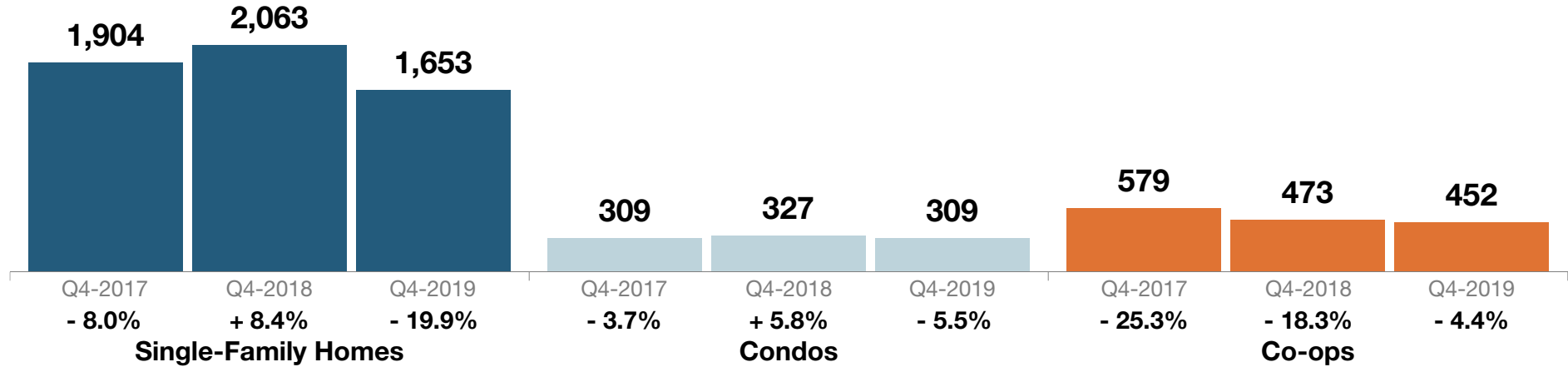
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2017	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
Q3-2019	43	75	167
<b>Q4-2019</b>	<b>49</b>	<b>79</b>	<b>177</b>

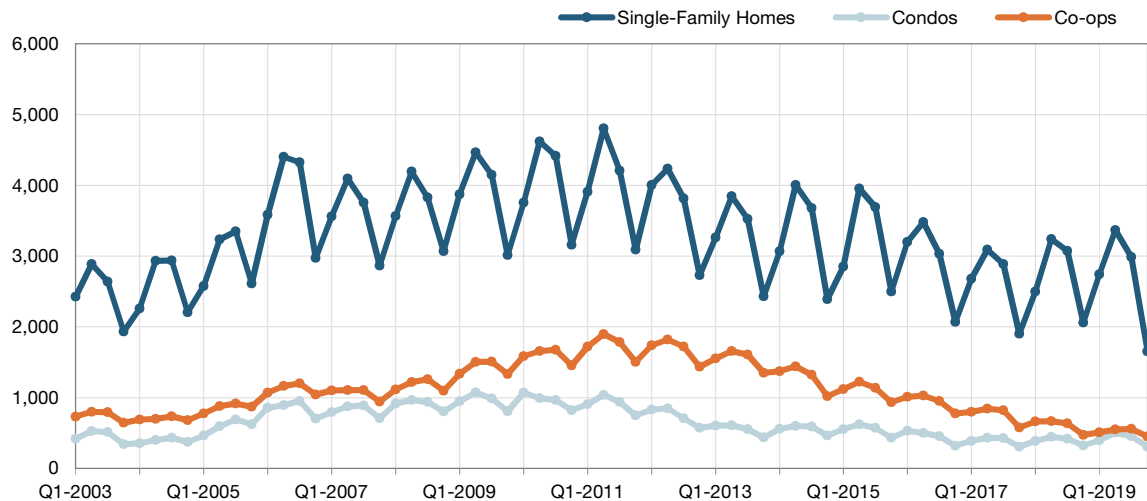
# Inventory of Homes for Sale

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

## Q4-2019



## Historical Inventory of Homes for Sale by Quarter



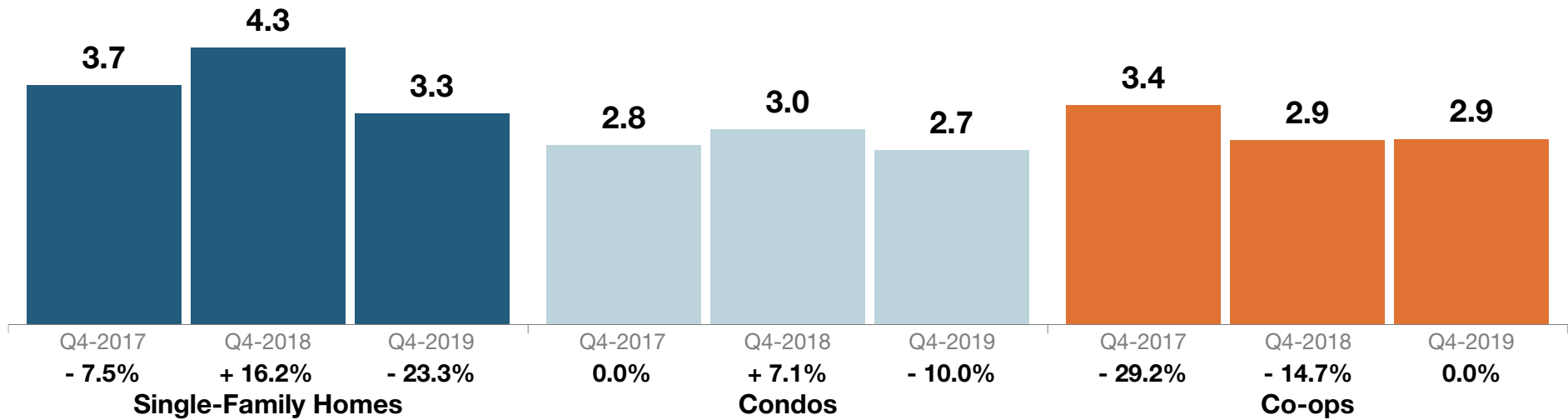
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2017	2,682	387	800
Q2-2017	3,092	432	843
Q3-2017	2,888	427	821
Q4-2017	1,904	309	579
Q1-2018	2,500	388	665
Q2-2018	3,240	449	668
Q3-2018	3,075	418	639
Q4-2018	2,063	327	473
Q1-2019	2,744	398	509
Q2-2019	3,368	504	550
Q3-2019	2,986	454	558
<b>Q4-2019</b>	<b>1,653</b>	<b>309</b>	<b>452</b>

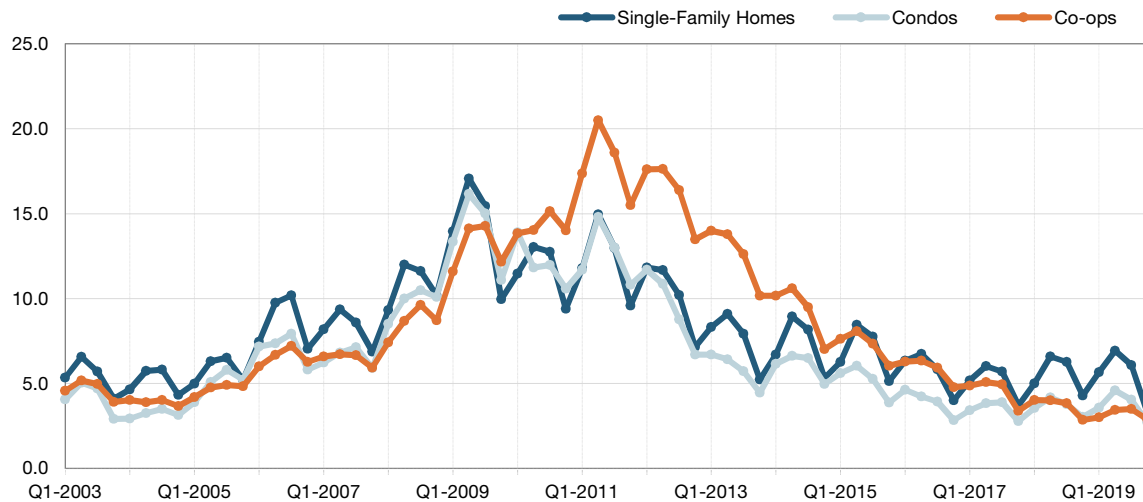
# Months Supply of Inventory

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.

## Q4-2019



## Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
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	4.2	4.0
Q3-2018	6.3	3.8	3.8
Q4-2018	4.3	3.0	2.9
Q1-2019	5.7	3.6	3.0
Q2-2019	6.9	4.6	3.4
Q3-2019	6.1	4.1	3.5
<b>Q4-2019</b>	<b>3.3</b>	<b>2.7</b>	<b>2.9</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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>	<p>3,801, 4,606, 3,245, 2,082, 3,558, 4,855, 3,293, 2,203, 3,661, 4,769, 3,244, 2,053</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	2,203	<b>2,053</b>	- 6.8%	13,909	<b>13,727</b>	- 1.3%
<b>Pending Sales</b>	<p>2,163, 3,063, 2,220, 2,099, 1,898, 2,982, 2,227, 1,957, 2,010, 2,875, 2,310, 2,139</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	1,957	<b>2,139</b>	+ 9.3%	9,064	<b>9,334</b>	+ 3.0%
<b>Closed Sales</b>	<p>1,804, 2,515, 2,994, 2,222, 1,756, 2,367, 2,865, 2,199, 1,690, 2,341, 2,811, 2,201</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	2,199	<b>2,201</b>	+ 0.1%	9,187	<b>9,043</b>	- 1.6%
<b>Days on Market</b>	<p>97, 83, 67, 77, 88, 75, 63, 76, 85, 75, 64, 76</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	76	<b>76</b>	0.0%	74	<b>74</b>	0.0%
<b>Median Sales Price</b>	<p>\$425,000, \$505,000, \$536,000, \$475,000, \$435,000, \$540,000, \$535,000, \$470,000, \$450,000, \$530,000, \$565,000, \$484,750</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	\$470,000	<b>\$494,750</b>	+ 5.3%	\$500,000	<b>\$520,000</b>	+ 4.0%
<b>Average Sales Price</b>	<p>\$601,562, \$686,412, \$680,659, \$618,548, \$602,147, \$706,143, \$691,932, \$593,478, \$556,319, \$683,330, \$729,193, \$622,487</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	\$593,478	<b>\$622,487</b>	+ 4.9%	\$654,866	<b>\$659,045</b>	+ 0.6%
<b>Pct. of Orig. Price Received</b>	<p>94.4%, 96.3%, 96.8%, 95.3%, 95.2%, 96.4%, 96.8%, 95.3%, 94.7%, 96.0%, 96.4%, 94.9%</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	95.3%	<b>94.9%</b>	- 0.4%	96.0%	<b>95.6%</b>	- 0.4%
<b>Housing Affordability Index</b>	<p>72, 63, 60, 66, 70, 55, 56, 60, 67, 57, 53, 61</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	60	<b>61</b>	+ 1.7%	57	<b>58</b>	+ 1.8%
<b>Inventory of Homes for Sale</b>	<p>3,869, 4,367, 4,136, 2,792, 3,553, 4,357, 4,132, 2,863, 3,651, 4,422, 3,998, 2,414</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	2,863	<b>2,414</b>	- 15.7%	--	--	--
<b>Months Supply of Inventory</b>	<p>4.9, 5.5, 5.3, 3.5, 4.6, 5.7, 5.4, 3.8, 4.8, 5.9, 5.2, 3.1</p> <p>Q1-2017, Q3-2017, Q1-2018, Q3-2018, Q1-2019, Q3-2019</p>	3.8	<b>3.1</b>	- 18.4%	--	--	--