

# Quarterly Indicators

## Dutchess County



### Q3-2021

The housing market continued at a blistering pace in Q3 2021, with record high sales prices, low inventory, multiple offers, and strong buyer demand being the lay of the land this summer. In navigating the challenges of a seller’s market, some buyers chose to step outside their comfort zones, including making offers on homes sight unseen, offering more than the asking price, or waiving financing or inspection contingencies in an attempt to sweeten their pitch and gain a leg up on the competition.

- Single-Family Closed Sales were up 16.1 percent to 506.
- Condos Closed Sales were up 75.5 percent to 86.
- Co-ops Closed Sales remained flat at 8.
  
- Single-Family Median Sales Price increased 12.9 percent to \$414,375.
- Condos Median Sales Price increased 26.6 percent to \$271,000.
- Co-ops Median Sales Price increased 52.3 percent to \$83,750.

While some homebuyers chose to persevere through bidding wars, escalation clauses, and line-out-the-door open houses, others decided to put their home searches on hold and rent for the time being, only to find conditions much the same in the rental market. But nationwide, Q3 also saw an improvement in new listings which, along with a small decline in home sales, may signify the market is beginning to moderate and possibly shifting to a more buyer-friendly environment.

### Quarterly Snapshot

**+ 21.7%**    **- 33.5%**    **+ 9.8%**

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
+ 21.7%	- 33.5%	+ 9.8%

Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

- Single-Family Homes Market Overview **2**
- Condos Market Overview **3**
- Co-ops Market Overview **4**
- New Listings **5**
- Pending Sales **6**
- Closed Sales **7**
- Days on Market Until Sale **8**
- Median Sales Price **9**
- Average Sales Price **10**
- Percent of Original List Price Received **11**
- Housing Affordability Index **12**
- Inventory of Homes for Sale **13**
- Months Supply of Inventory **14**
- Total Market Overview **15**



# 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	Q3-2020	Q3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>Q4-2018: 379, Q2-2019: 752, Q4-2019: 379, Q2-2020: 825, Q4-2020: 390, Q2-2021: 603</p>	825	603	- 26.9%	1,817	1,754	- 3.5%
<b>Pending Sales</b>	<p>Q4-2018: 267, Q2-2019: 400, Q4-2019: 320, Q2-2020: 588, Q4-2020: 334, Q2-2021: 493</p>	588	493	- 16.2%	1,192	1,327	+ 11.3%
<b>Closed Sales</b>	<p>Q4-2018: 329, Q2-2019: 311, Q4-2019: 387, Q2-2020: 436, Q4-2020: 398, Q2-2021: 506</p>	436	506	+ 16.1%	959	1,289	+ 34.4%
<b>Days on Market</b>	<p>Q4-2018: 78, Q2-2019: 85, Q4-2019: 84, Q2-2020: 79, Q4-2020: 65, Q2-2021: 39</p>	79	39	- 50.6%	86	55	- 36.0%
<b>Median Sales Price</b>	<p>Q4-2018: \$295,000, Q2-2019: \$300,000, Q4-2019: \$309,000, Q2-2020: \$367,050, Q4-2020: \$375,000, Q2-2021: \$414,375</p>	\$367,050	\$414,375	+ 12.9%	\$332,500	\$395,000	+ 18.8%
<b>Average Sales Price</b>	<p>Q4-2018: \$332,471, Q2-2019: \$325,021, Q4-2019: \$339,764, Q2-2020: \$444,178, Q4-2020: \$439,931, Q2-2021: \$452,376</p>	\$444,178	\$452,376	+ 1.8%	\$381,281	\$449,428	+ 17.9%
<b>Pct. of Orig. Price Received</b>	<p>Q4-2018: 93.4%, Q2-2019: 95.1%, Q4-2019: 94.5%, Q2-2020: 97.9%, Q4-2020: 97.6%, Q2-2021: 101.5%</p>	97.9%	101.5%	+ 3.7%	95.7%	99.7%	+ 4.2%
<b>Housing Affordability Index</b>	<p>Q4-2018: 142, Q2-2019: 155, Q4-2019: 153, Q2-2020: 147, Q4-2020: 146, Q2-2021: 129</p>	147	129	- 12.2%	162	135	- 16.7%
<b>Inventory of Homes for Sale</b>	<p>Q4-2018: 545, Q2-2019: 789, Q4-2019: 540, Q2-2020: 593, Q4-2020: 418, Q2-2021: 450</p>	646	450	- 30.3%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q4-2018: 5.9, Q2-2019: 7.6, Q4-2019: 4.6, Q2-2020: 5.1, Q4-2020: 3.0, Q2-2021: 3.0</p>	5.1	3.0	- 41.2%	--	--	--

# 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	Q3-2020	Q3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		96	77	- 19.8%	228	238	+ 4.4%
<b>Pending Sales</b>		77	90	+ 16.9%	151	233	+ 54.3%
<b>Closed Sales</b>		49	86	+ 75.5%	123	227	+ 84.6%
<b>Days on Market</b>		53	54	+ 1.9%	65	67	+ 3.1%
<b>Median Sales Price</b>		\$214,000	\$271,000	+ 26.6%	\$209,000	\$260,000	+ 24.4%
<b>Average Sales Price</b>		\$258,266	\$310,910	+ 20.4%	\$240,758	\$310,015	+ 28.8%
<b>Pct. of Orig. Price Received</b>		95.6%	98.9%	+ 3.5%	95.3%	97.9%	+ 2.7%
<b>Housing Affordability Index</b>		252	197	- 21.8%	258	205	- 20.5%
<b>Inventory of Homes for Sale</b>		79	36	- 54.4%	--	--	--
<b>Months Supply of Inventory</b>		4.8	1.4	- 70.8%	--	--	--

# 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.

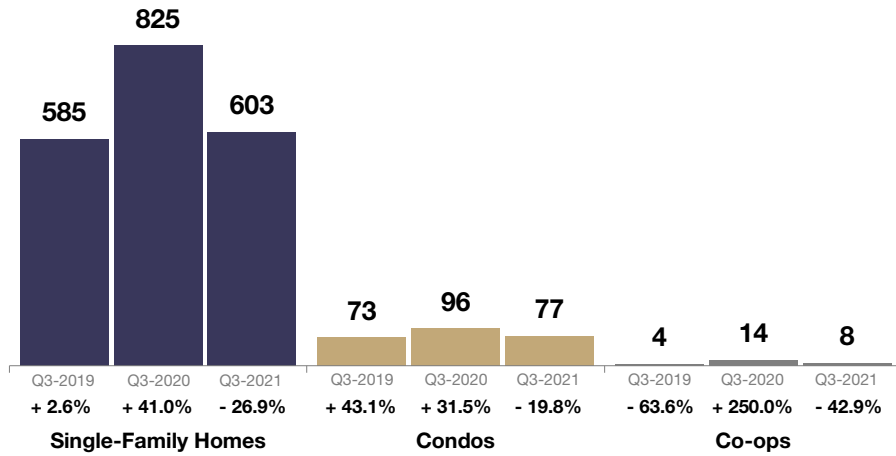


Key Metrics	Historical Sparkbars	Q3-2020	Q3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		14	8	- 42.9%	32	28	- 12.5%
<b>Pending Sales</b>		9	9	0.0%	22	22	0.0%
<b>Closed Sales</b>		8	8	0.0%	20	20	0.0%
<b>Days on Market</b>		50	38	- 24.0%	134	58	- 56.7%
<b>Median Sales Price</b>		\$55,000	\$83,750	+ 52.3%	\$61,500	\$105,450	+ 71.5%
<b>Average Sales Price</b>		\$63,000	\$98,188	+ 55.9%	\$74,205	\$105,790	+ 42.6%
<b>Pct. of Orig. Price Received</b>		92.6%	93.0%	+ 0.4%	93.2%	94.4%	+ 1.3%
<b>Housing Affordability Index</b>		979	636	- 35.0%	875	505	- 42.3%
<b>Inventory of Homes for Sale</b>		13	5	- 61.5%	--	--	--
<b>Months Supply of Inventory</b>		5.2	2.1	- 59.6%	--	--	--

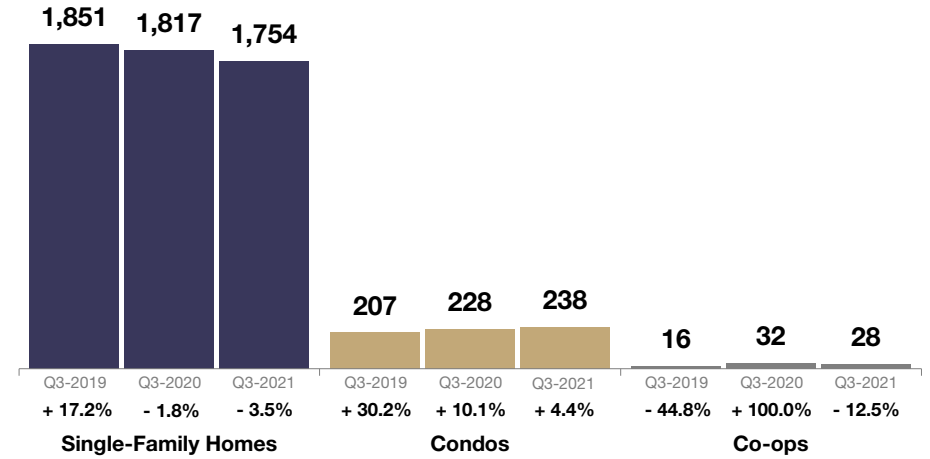
# New Listings

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

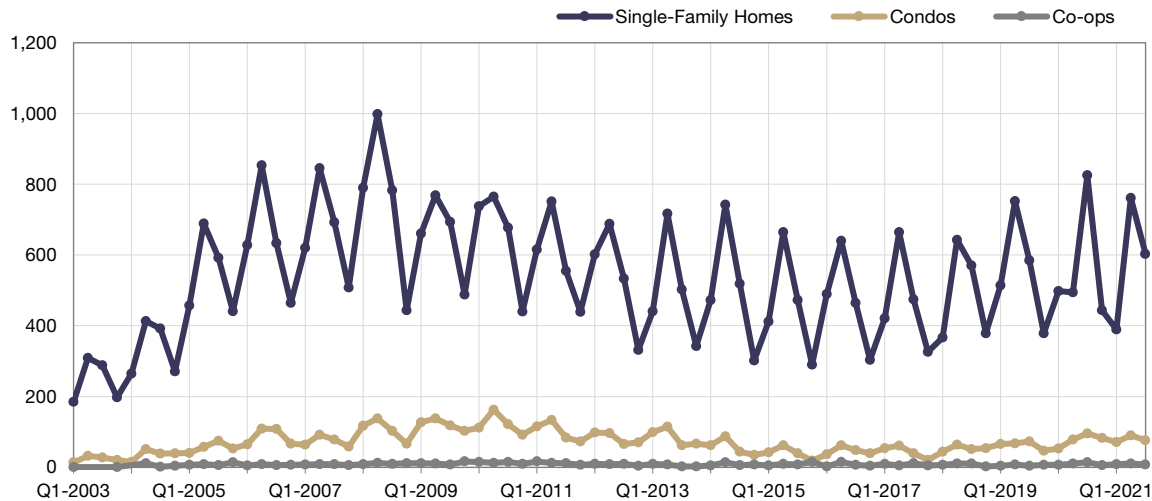
## Q3-2021



## Year to Date



## Historical New Listings by Quarter



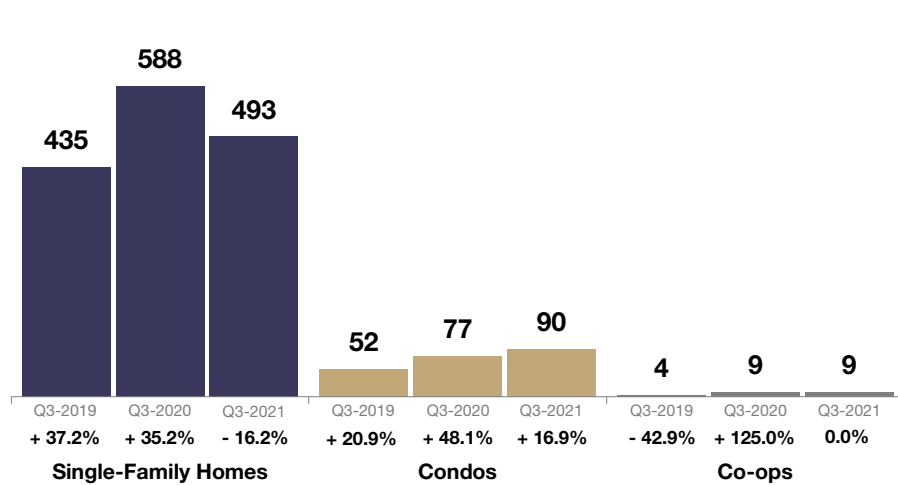
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	379	54	3
Q1-2019	514	66	4
Q2-2019	752	68	8
Q3-2019	585	73	4
Q4-2019	379	47	7
Q1-2020	498	53	7
Q2-2020	494	79	11
Q3-2020	825	96	14
Q4-2020	444	83	6
Q1-2021	390	71	9
Q2-2021	761	90	11
<b>Q3-2021</b>	<b>603</b>	<b>77</b>	<b>8</b>

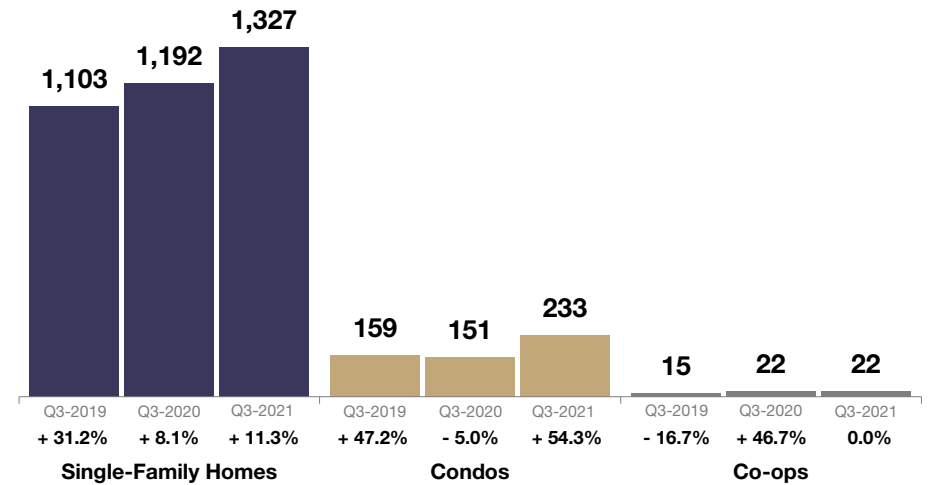
# Pending Sales

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

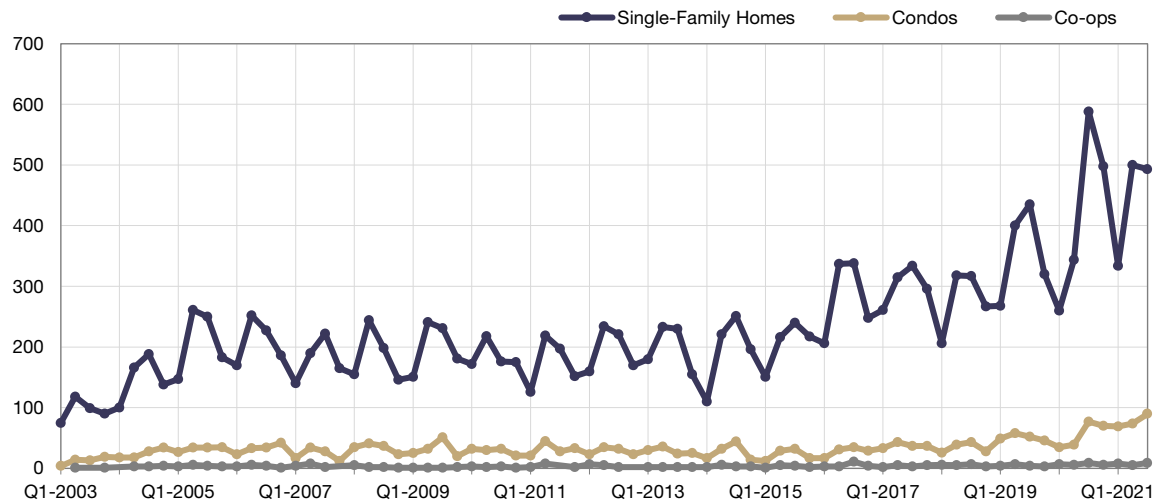
## Q3-2021



## Year to Date



## Historical Pending Sales by Quarter



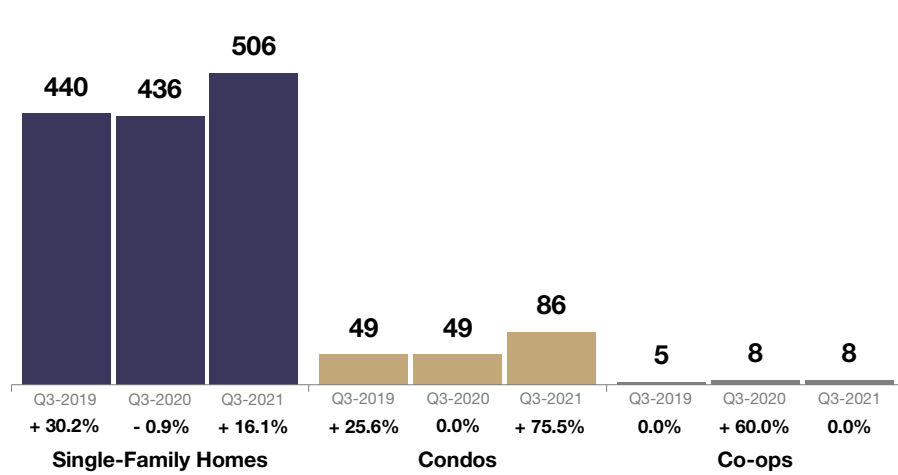
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	267	28	3
Q1-2019	268	49	4
Q2-2019	400	58	7
Q3-2019	435	52	4
Q4-2019	320	46	3
Q1-2020	260	35	7
Q2-2020	344	39	6
Q3-2020	588	77	9
Q4-2020	498	70	6
Q1-2021	334	69	8
Q2-2021	500	74	5
<b>Q3-2021</b>	<b>493</b>	<b>90</b>	<b>9</b>

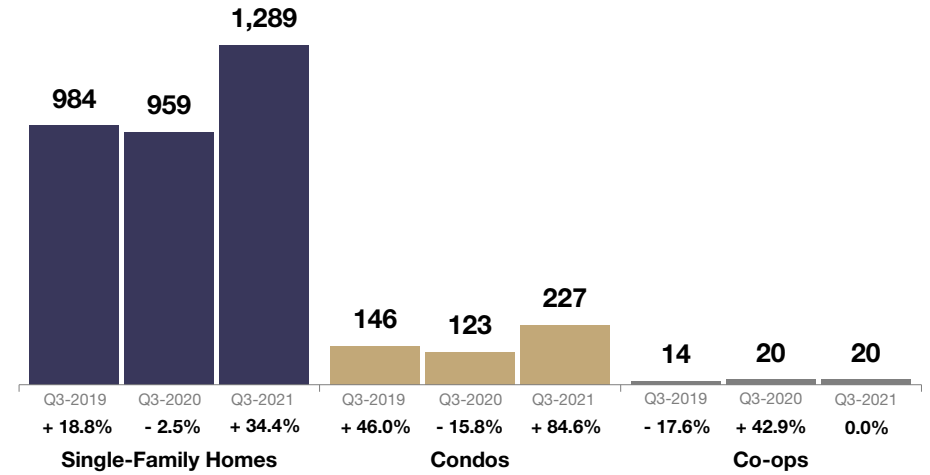
# Closed Sales

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

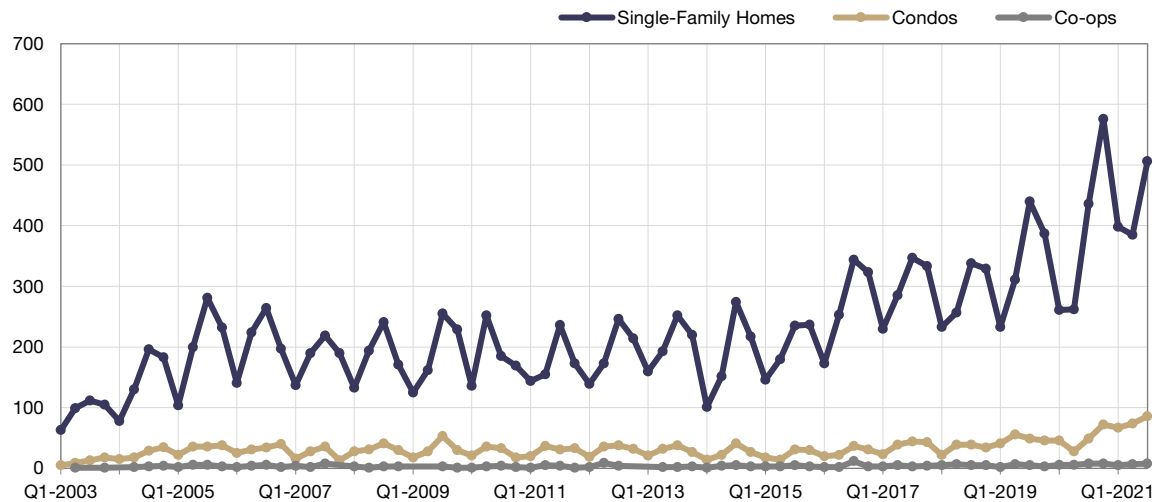
## Q3-2021



## Year to Date



## Historical Closed Sales by Quarter



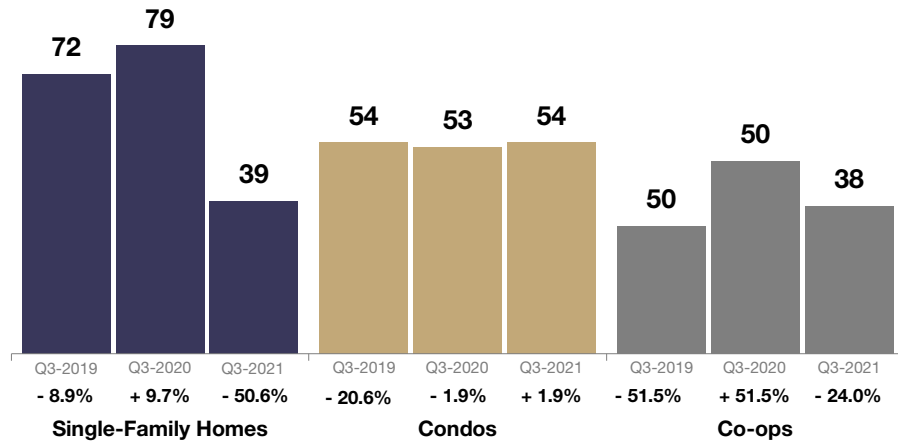
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	329	34	5
Q1-2019	233	41	2
Q2-2019	311	56	7
Q3-2019	440	49	5
Q4-2019	387	46	3
Q1-2020	261	46	6
Q2-2020	262	28	6
Q3-2020	436	49	8
Q4-2020	576	72	8
Q1-2021	398	67	5
Q2-2021	385	74	7
<b>Q3-2021</b>	<b>506</b>	<b>86</b>	<b>8</b>

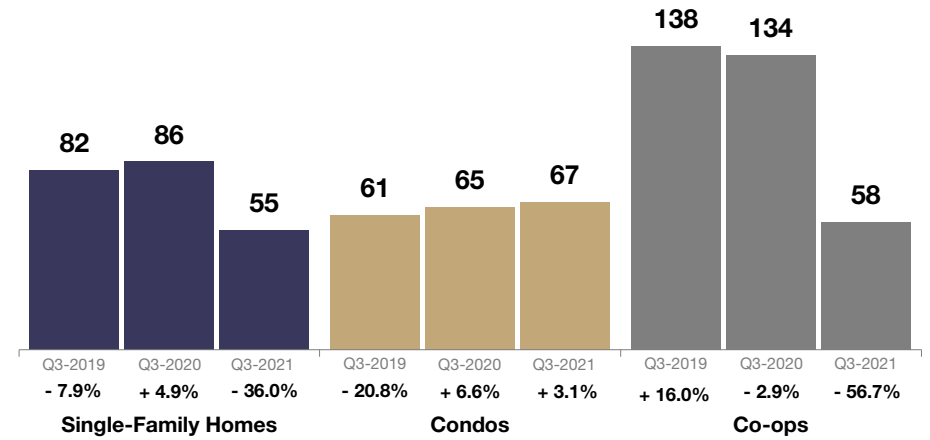
# Days on Market Until Sale

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

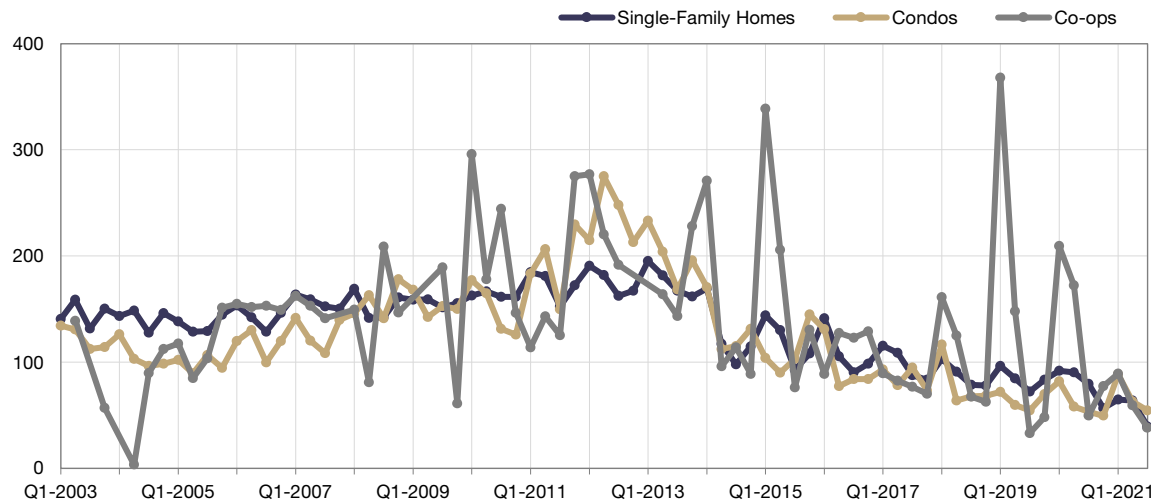
## Q3-2021



## 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.

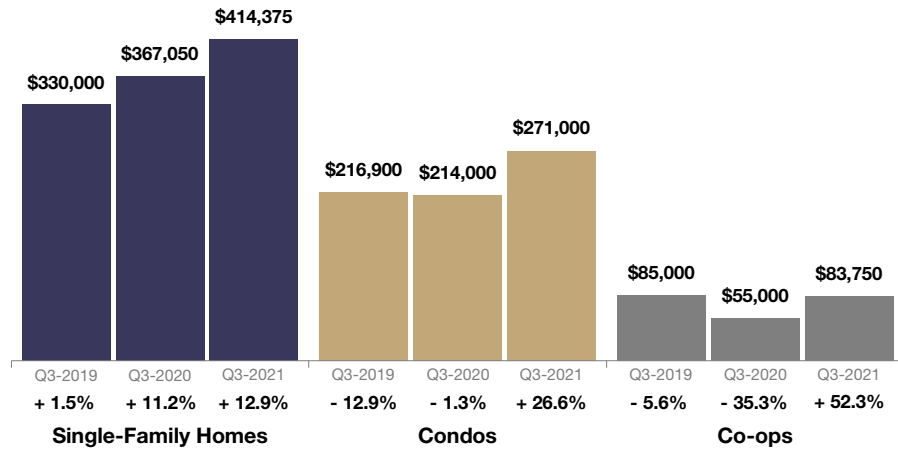
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	78	68	63
Q1-2019	96	72	368
Q2-2019	85	60	148
Q3-2019	72	54	33
Q4-2019	84	70	48
Q1-2020	92	82	209
Q2-2020	90	58	172
Q3-2020	79	53	50
Q4-2020	56	50	78
Q1-2021	65	89	89
Q2-2021	64	63	59
<b>Q3-2021</b>	<b>39</b>	<b>54</b>	<b>38</b>



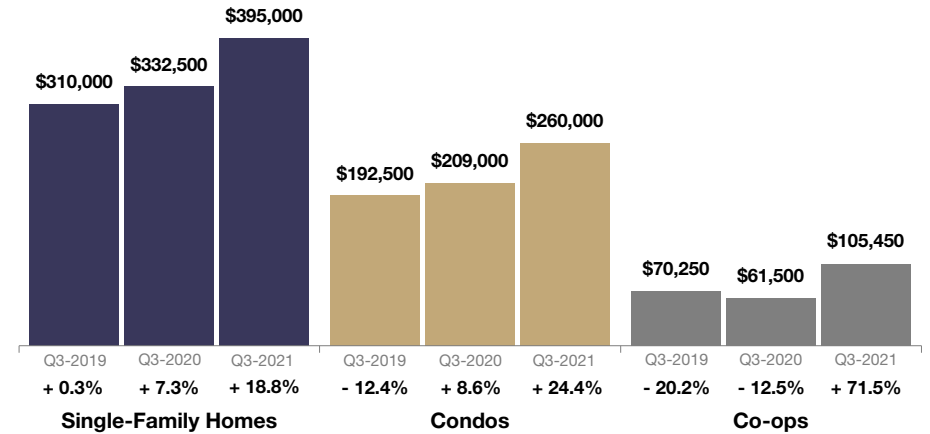
# Median Sales Price

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

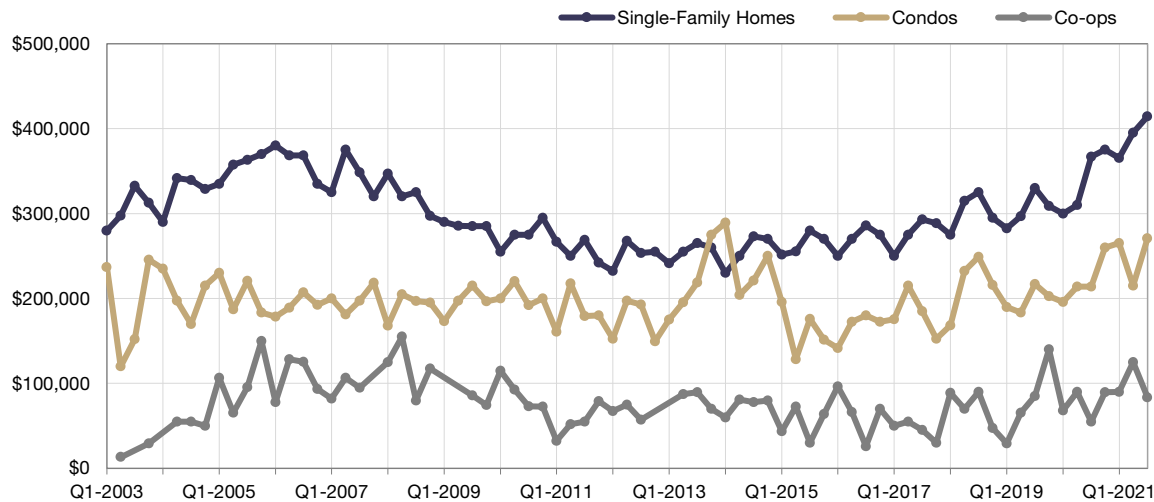
## Q3-2021



## Year to Date



## Historical Median Sales Price by Quarter



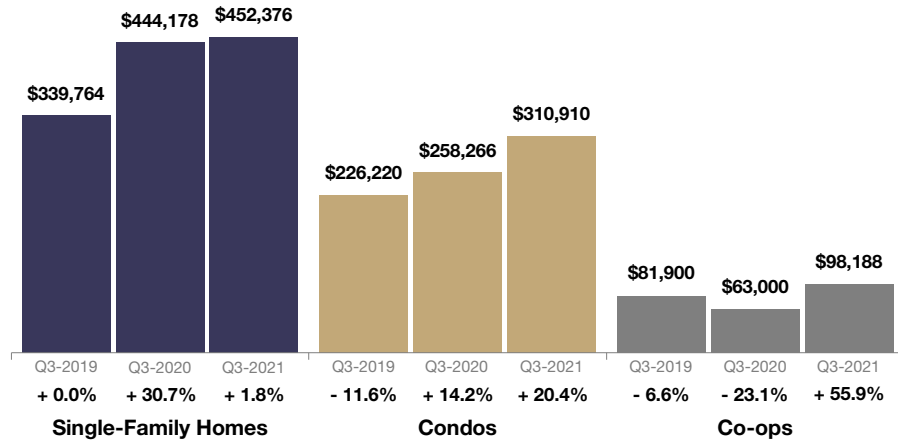
Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	\$295,000	\$216,000	\$47,500
Q1-2019	\$282,500	\$190,000	\$29,500
Q2-2019	\$296,900	\$183,438	\$65,500
Q3-2019	\$330,000	\$216,900	\$85,000
Q4-2019	\$309,000	\$202,450	\$140,000
Q1-2020	\$300,000	\$196,000	\$68,250
Q2-2020	\$310,000	\$213,750	\$90,000
Q3-2020	\$367,050	\$214,000	\$55,000
Q4-2020	\$375,000	\$260,000	\$89,500
Q1-2021	\$365,500	\$265,000	\$89,900
Q2-2021	\$395,000	\$215,000	\$125,000
<b>Q3-2021</b>	<b>\$414,375</b>	<b>\$271,000</b>	<b>\$83,750</b>

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

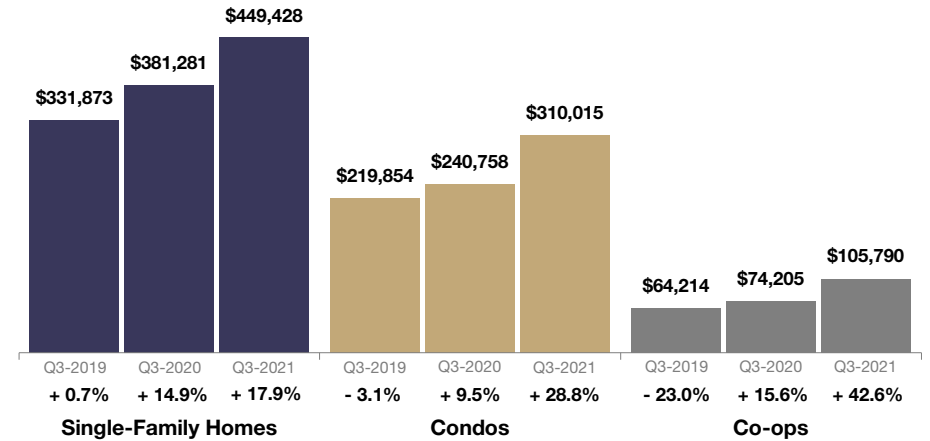
# Average Sales Price

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

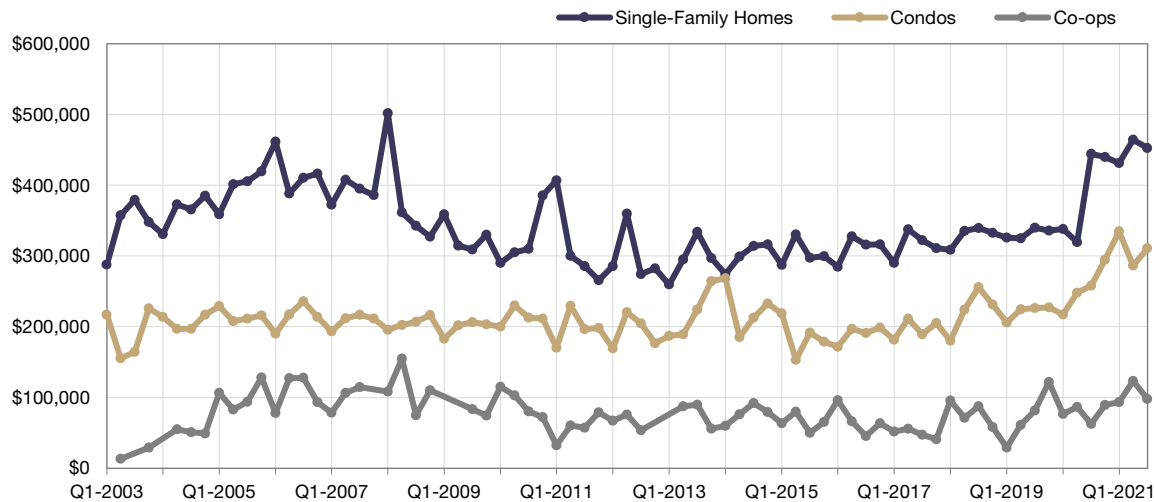
## Q3-2021



## Year to Date



## Historical Average Sales Price by Quarter



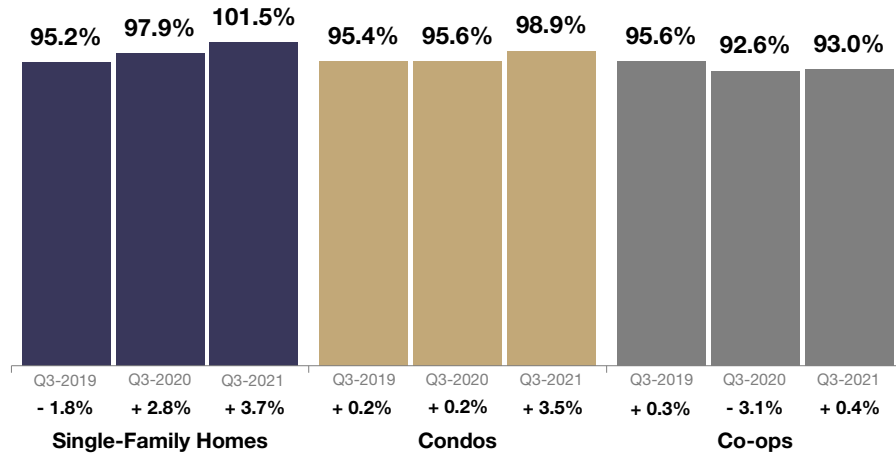
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	\$332,471	\$231,372	\$58,200
Q1-2019	\$326,095	\$205,988	\$29,500
Q2-2019	\$325,021	\$224,436	\$61,500
Q3-2019	\$339,764	\$226,220	\$81,900
Q4-2019	\$335,917	\$227,295	\$122,000
Q1-2020	\$338,024	\$217,605	\$76,600
Q2-2020	\$319,703	\$248,155	\$86,750
Q3-2020	\$444,178	\$258,266	\$63,000
Q4-2020	\$439,931	\$294,591	\$89,613
Q1-2021	\$431,285	\$334,712	\$93,460
Q2-2021	\$464,311	\$286,615	\$123,286
<b>Q3-2021</b>	<b>\$452,376</b>	<b>\$310,910</b>	<b>\$98,188</b>

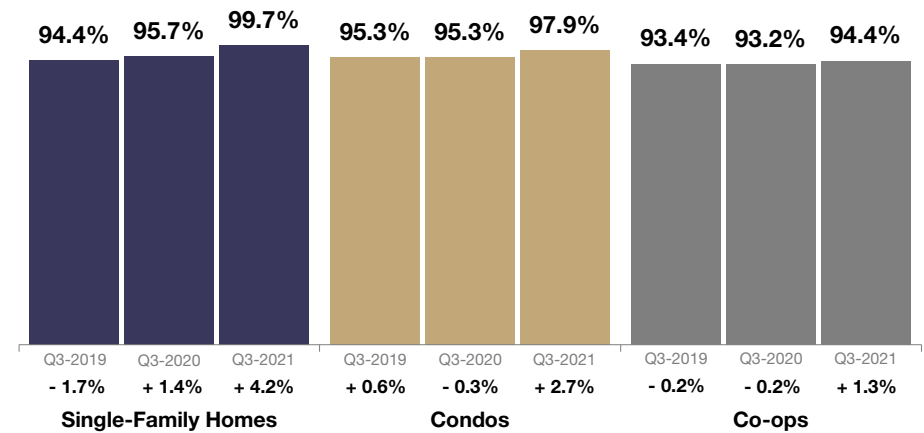
# Percent of Original List Price Received

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.

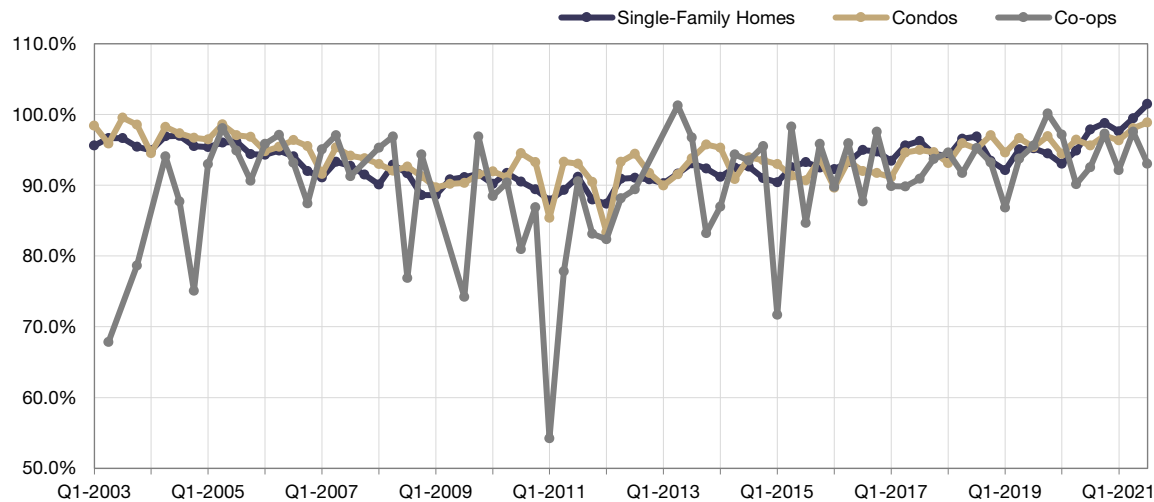
## Q3-2021



## Year to Date



## Historical Percent of Original List Price Received by Quarter



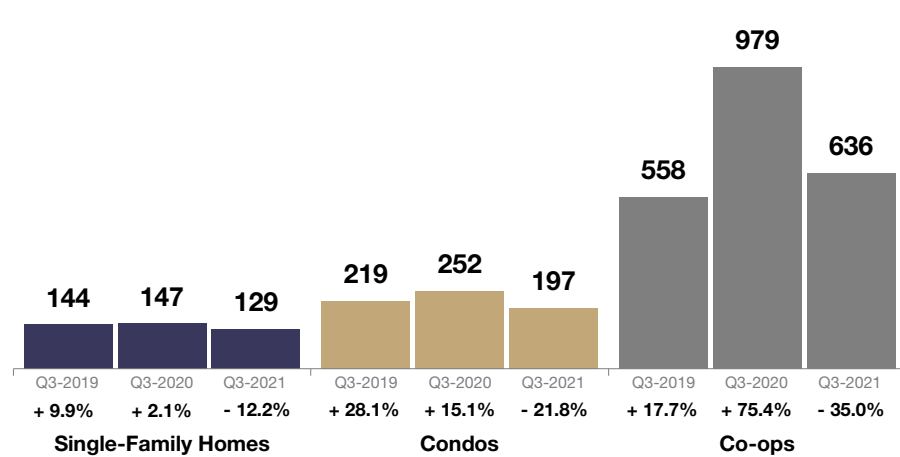
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	93.4%	97.1%	93.2%
Q1-2019	92.1%	94.6%	86.8%
Q2-2019	95.1%	96.6%	93.8%
Q3-2019	95.2%	95.4%	95.6%
Q4-2019	94.5%	96.9%	100.1%
Q1-2020	93.0%	94.4%	97.1%
Q2-2020	94.9%	96.4%	90.1%
Q3-2020	97.9%	95.6%	92.6%
Q4-2020	98.8%	97.0%	97.3%
Q1-2021	97.6%	96.3%	92.1%
Q2-2021	99.5%	98.1%	97.5%
<b>Q3-2021</b>	<b>101.5%</b>	<b>98.9%</b>	<b>93.0%</b>

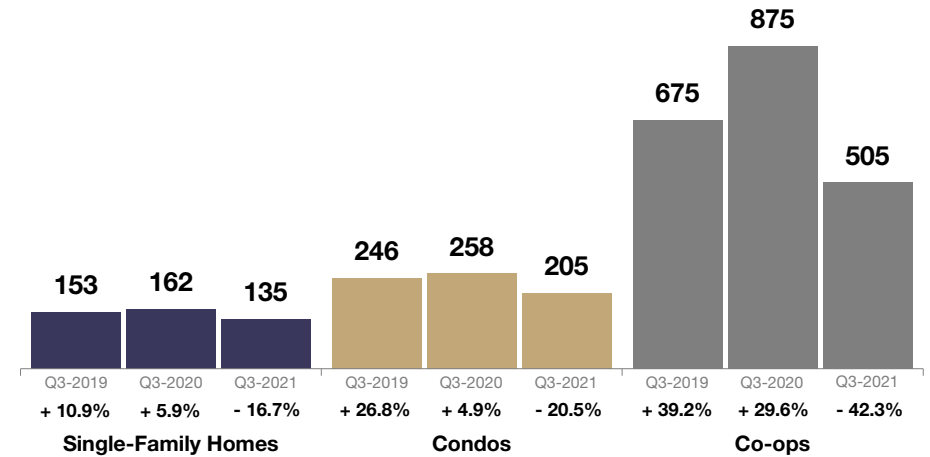
# Housing Affordability Index

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.

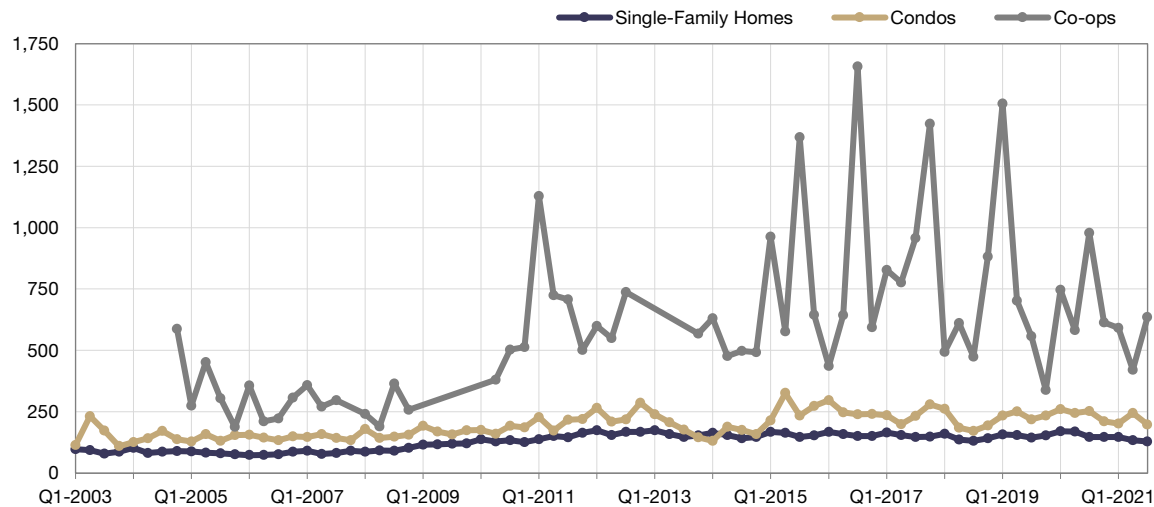
## Q3-2021



## Year to Date



## Historical Housing Affordability Index by Quarter



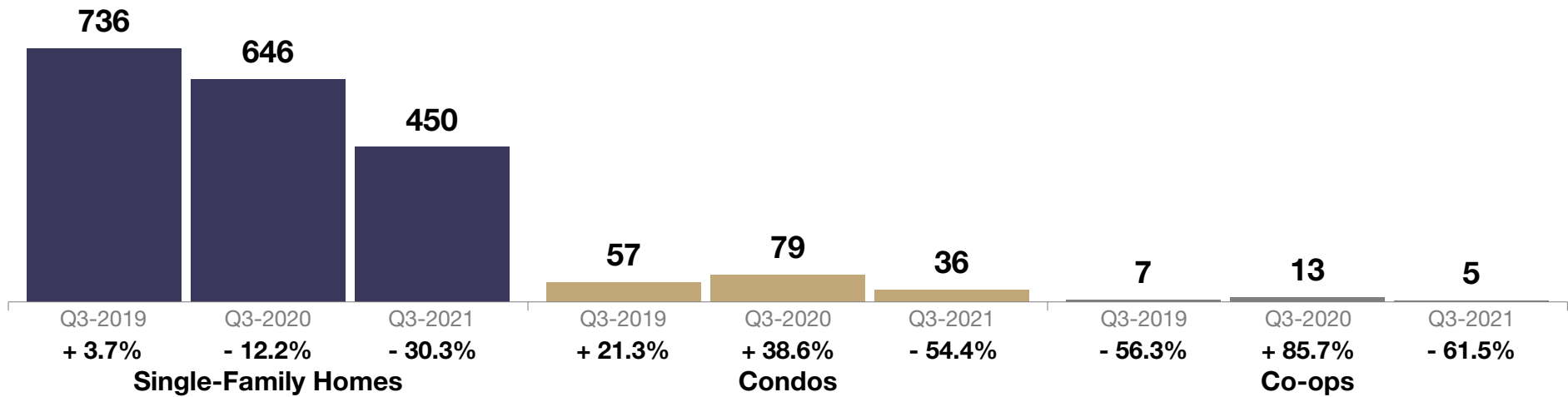
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	142	194	882
Q1-2019	157	234	1,506
Q2-2019	155	251	702
Q3-2019	144	219	558
Q4-2019	153	234	338
Q1-2020	170	260	747
Q2-2020	169	245	582
Q3-2020	147	252	979
Q4-2020	146	211	613
Q1-2021	146	201	592
Q2-2021	133	245	421
<b>Q3-2021</b>	<b>129</b>	<b>197</b>	<b>636</b>

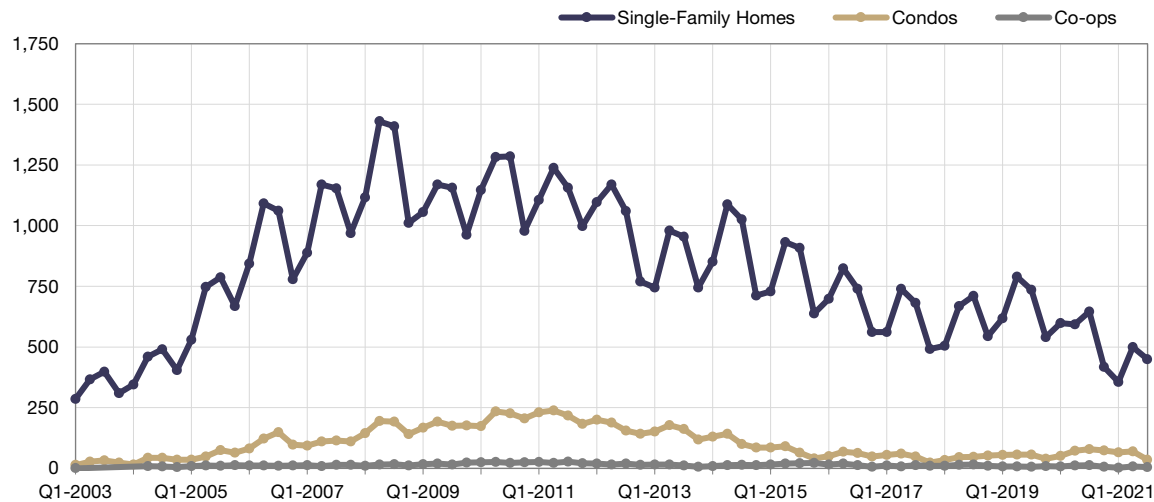
# Inventory of Homes for Sale

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

## Q3-2021



## Historical Inventory of Homes for Sale by Quarter



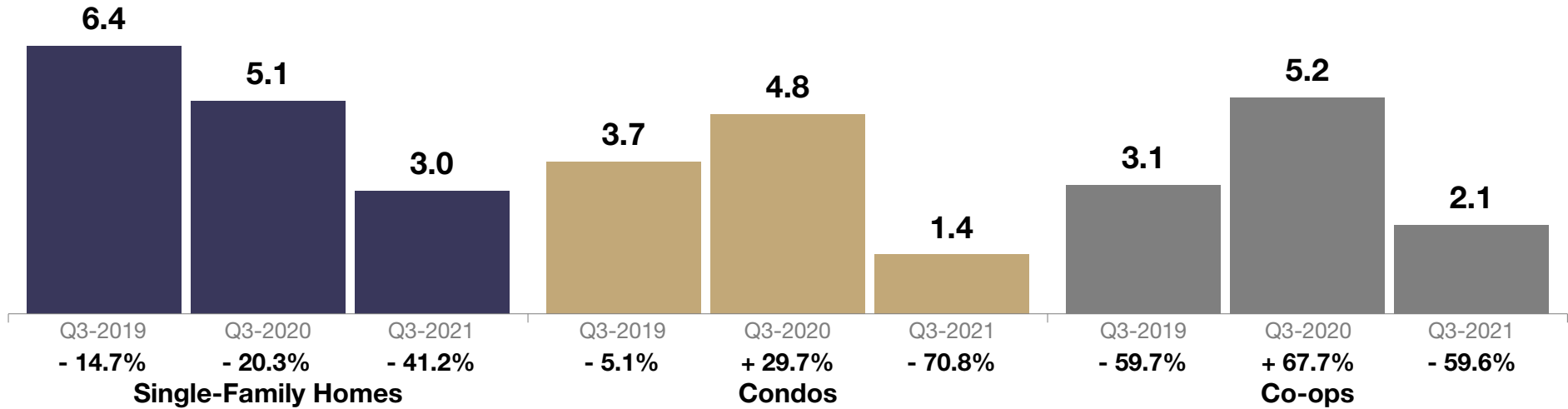
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q4-2018	545	53	11
Q1-2019	618	55	8
Q2-2019	789	57	8
Q3-2019	736	57	7
Q4-2019	540	39	9
Q1-2020	598	51	8
Q2-2020	593	72	12
Q3-2020	646	79	13
Q4-2020	418	74	7
Q1-2021	356	66	3
Q2-2021	499	70	8
<b>Q3-2021</b>	<b>450</b>	<b>36</b>	<b>5</b>

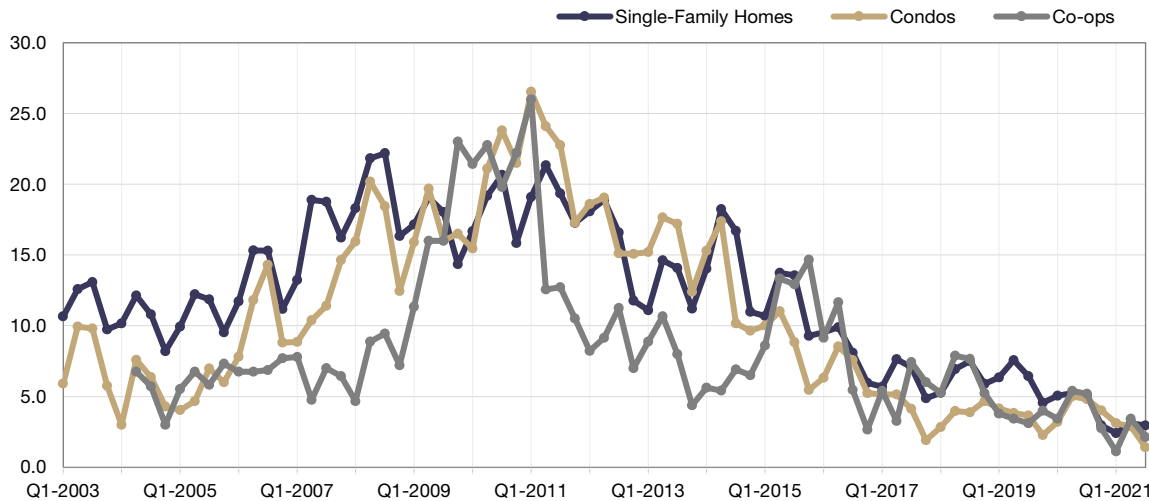
# Months Supply of Inventory

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.

## Q3-2021



## 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
Q4-2018	5.9	4.7	5.2
Q1-2019	6.3	4.2	3.8
Q2-2019	7.6	3.8	3.4
Q3-2019	6.4	3.7	3.1
Q4-2019	4.6	2.3	4.0
Q1-2020	5.1	3.2	3.4
Q2-2020	5.2	5.0	5.4
Q3-2020	5.1	4.8	5.2
Q4-2020	3.0	4.0	2.8
Q1-2021	2.4	3.1	1.1
Q2-2021	3.1	2.9	3.4
<b>Q3-2021</b>	<b>3.0</b>	<b>1.4</b>	<b>2.1</b>

# Total Market Overview



Dutchess County

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	Q3-2020	Q3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change																									
<b>New Listings</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>436</td><td>584</td><td>828</td><td>662</td><td>433</td><td>558</td><td>584</td><td>935</td><td>533</td><td>470</td><td>862</td><td>688</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	436	584	828	662	433	558	584	935	533	470	862	688	935	688	- 26.4%	2,077	2,020	- 2.7%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	436	584	828	662	433	558	584	935	533	470	862	688																				
<b>Pending Sales</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>298</td><td>321</td><td>465</td><td>491</td><td>369</td><td>302</td><td>389</td><td>674</td><td>574</td><td>411</td><td>579</td><td>592</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	298	321	465	491	369	302	389	674	574	411	579	592	674	592	- 12.2%	1,365	1,582	+ 15.9%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	298	321	465	491	369	302	389	674	574	411	579	592																				
<b>Closed Sales</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>368</td><td>276</td><td>374</td><td>494</td><td>436</td><td>313</td><td>296</td><td>493</td><td>656</td><td>470</td><td>466</td><td>600</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	368	276	374	494	436	313	296	493	656	470	466	600	493	600	+ 21.7%	1,102	1,536	+ 39.4%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	368	276	374	494	436	313	296	493	656	470	466	600																				
<b>Days on Market</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>77</td><td>95</td><td>82</td><td>70</td><td>82</td><td>93</td><td>89</td><td>76</td><td>56</td><td>68</td><td>64</td><td>42</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	77	95	82	70	82	93	89	76	56	68	64	42	76	42	- 44.7%	84	57	- 32.1%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	77	95	82	70	82	93	89	76	56	68	64	42																				
<b>Median Sales Price</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>\$267,750</td><td>\$270,000</td><td>\$283,250</td><td>\$319,450</td><td>\$300,000</td><td>\$289,925</td><td>\$291,500</td><td>\$380,000</td><td>\$365,000</td><td>\$354,000</td><td>\$375,000</td><td>\$395,300</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	\$267,750	\$270,000	\$283,250	\$319,450	\$300,000	\$289,925	\$291,500	\$380,000	\$365,000	\$354,000	\$375,000	\$395,300	\$360,000	\$395,300	+ 9.8%	\$321,000	\$380,000	+ 18.4%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	\$267,750	\$270,000	\$283,250	\$319,450	\$300,000	\$289,925	\$291,500	\$380,000	\$365,000	\$354,000	\$375,000	\$395,300																				
<b>Average Sales Price</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>\$319,403</td><td>\$306,051</td><td>\$305,028</td><td>\$325,892</td><td>\$322,955</td><td>\$315,315</td><td>\$308,213</td><td>\$419,514</td><td>\$419,707</td><td>\$413,924</td><td>\$430,970</td><td>\$427,376</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	\$319,403	\$306,051	\$305,028	\$325,892	\$322,955	\$315,315	\$308,213	\$419,514	\$419,707	\$413,924	\$430,970	\$427,376	\$419,514	\$427,376	+ 1.9%	\$360,023	\$424,351	+ 17.9%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	\$319,403	\$306,051	\$305,028	\$325,892	\$322,955	\$315,315	\$308,213	\$419,514	\$419,707	\$413,924	\$430,970	\$427,376																				
<b>Pct. of Orig. Price Received</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>93.8%</td><td>92.5%</td><td>95.3%</td><td>95.2%</td><td>94.8%</td><td>93.3%</td><td>95.0%</td><td>97.6%</td><td>98.6%</td><td>97.3%</td><td>99.2%</td><td>101.0%</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	93.8%	92.5%	95.3%	95.2%	94.8%	93.3%	95.0%	97.6%	98.6%	97.3%	99.2%	101.0%	97.6%	101.0%	+ 3.5%	95.7%	99.3%	+ 3.8%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	93.8%	92.5%	95.3%	95.2%	94.8%	93.3%	95.0%	97.6%	98.6%	97.3%	99.2%	101.0%																				
<b>Housing Affordability Index</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>146</td><td>165</td><td>162</td><td>149</td><td>158</td><td>176</td><td>176</td><td>150</td><td>150</td><td>150</td><td>140</td><td>135</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	146	165	162	149	158	176	176	150	150	150	140	135	150	135	- 10.0%	168	140	- 16.7%
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	146	165	162	149	158	176	176	150	150	150	140	135																				
<b>Inventory of Homes for Sale</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>609</td><td>681</td><td>854</td><td>800</td><td>588</td><td>657</td><td>677</td><td>738</td><td>499</td><td>425</td><td>577</td><td>491</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	609	681	854	800	588	657	677	738	499	425	577	491	738	491	- 33.5%	--	--	--
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	609	681	854	800	588	657	677	738	499	425	577	491																				
<b>Months Supply of Inventory</b>	<table border="1"> <tr><th>Quarter</th><td>Q4-2018</td><td>Q1-2019</td><td>Q2-2019</td><td>Q3-2019</td><td>Q4-2019</td><td>Q1-2020</td><td>Q2-2020</td><td>Q3-2020</td><td>Q4-2020</td><td>Q1-2021</td><td>Q2-2021</td></tr> <tr><th>Value</th><td>5.8</td><td>6.1</td><td>7.1</td><td>6.1</td><td>4.3</td><td>4.8</td><td>5.2</td><td>5.1</td><td>3.1</td><td>2.5</td><td>3.1</td><td>2.7</td></tr> </table>	Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Value	5.8	6.1	7.1	6.1	4.3	4.8	5.2	5.1	3.1	2.5	3.1	2.7	5.1	2.7	- 47.1%	--	--	--
Quarter	Q4-2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021																					
Value	5.8	6.1	7.1	6.1	4.3	4.8	5.2	5.1	3.1	2.5	3.1	2.7																				