

# Quarterly Indicators

## Orange County



### Q4-2021

Q4 picked up where last quarter left off to finish the year strong, capping a record-breaking year for the real estate industry. Nationally, existing home sales grew month after month this quarter, despite rising sales prices and increasing mortgage interest rates, as buyers move to lock in their home purchases before the end of the year. New listings have also increased, albeit slowly, and builders are working steadily to add much needed supply to an ultra-competitive housing environment.

- Single-Family Closed Sales were down 20.9 percent to 1,131.
- Condos Closed Sales were up 1.3 percent to 154.
- Co-ops Closed Sales were up 50.0 percent to 3.
  
- Single-Family Median Sales Price increased 16.7 percent to \$385,000.
- Condos Median Sales Price increased 13.5 percent to \$246,000.
- Co-ops Median Sales Price increased 22.9 percent to \$72,500.

The Federal Reserve recently announced the tapering of their bond buying program, set to end in March 2022, with a series of interest rate increases to follow. Lawrence Yun, chief economist at the National Association of REALTORS®, expects mortgage interest rates will reach 3.7% by the end of 2022, and high sales prices, coupled with increasing down payment amounts, will further decrease affordability, which may leave many first-time home buyers unable to compete. But rising interest rates may also serve to help cool buyer demand, which would likely mean a greater selection of homes for potential buyers.

### Quarterly Snapshot

**- 18.7%**    **- 41.3%**    **+ 15.7%**

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



Orange County

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	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>Q1-2019: 1,171; Q3-2019: 1,808, 1,561, 853; Q1-2020: 1,195, 1,338; Q3-2020: 1,903, 1,109, 1,007; Q1-2021: 1,650; Q3-2021: 1,530, 931</p>	1,109	931	- 16.1%	5,545	5,118	- 7.7%
<b>Pending Sales</b>	<p>Q1-2019: 812; Q3-2019: 1,069, 1,056, 780; Q1-2020: 699, 930; Q3-2020: 1,600, 1,208; Q1-2021: 929, 1,159; Q3-2021: 1,159, 1,112</p>	1,208	1,112	- 7.9%	4,437	4,359	- 1.8%
<b>Closed Sales</b>	<p>Q1-2019: 764; Q3-2019: 850, 1,103, 956; Q1-2020: 741, 627; Q3-2020: 1,193, 1,430; Q1-2021: 1,156, 964; Q3-2021: 1,183, 1,131</p>	1,430	1,131	- 20.9%	3,991	4,434	+ 11.1%
<b>Days on Market</b>	<p>Q1-2019: 107; Q3-2019: 95, 81, 87; Q1-2020: 104, 103; Q3-2020: 86, 70; Q1-2021: 71, 58; Q3-2021: 45, 47</p>	70	47	- 32.9%	86	55	- 36.0%
<b>Median Sales Price</b>	<p>Q1-2019: \$250,000; Q3-2019: \$265,000, \$288,525; Q1-2020: \$277,500, \$277,950; Q3-2020: \$298,500, \$330,000; Q1-2021: \$330,000, \$341,000; Q3-2021: \$360,000, \$365,000</p>	\$330,000	\$385,000	+ 16.7%	\$315,000	\$368,000	+ 16.8%
<b>Average Sales Price</b>	<p>Q1-2019: \$266,538; Q3-2019: \$282,199, \$302,127; Q1-2020: \$298,913, \$302,650; Q3-2020: \$307,817, \$351,757; Q1-2021: \$359,093, \$357,536; Q3-2021: \$387,781, \$413,844, \$416,259</p>	\$359,093	\$416,259	+ 15.9%	\$338,375	\$394,131	+ 16.5%
<b>Pct. of Orig. Price Received</b>	<p>Q1-2019: 93.6%; Q3-2019: 95.0%, 95.7%; Q1-2020: 94.7%, 94.5%; Q3-2020: 94.8%, 97.4%, 98.3%; Q1-2021: 97.9%, 99.9%; Q3-2021: 101.8%, 100.2%</p>	98.3%	100.2%	+ 1.9%	96.8%	100.0%	+ 3.3%
<b>Housing Affordability Index</b>	<p>Q1-2019: 178; Q3-2019: 173, 164, 170; Q1-2020: 183, 175; Q3-2020: 163, 166; Q1-2021: 156, 146; Q3-2021: 138, 138</p>	166	138	- 16.9%	174	145	- 16.7%
<b>Inventory of Homes for Sale</b>	<p>Q1-2019: 1,575; Q3-2019: 1,951, 1,984; Q1-2020: 1,518, 1,569, 1,593; Q3-2020: 1,497, 1,058; Q1-2021: 877, 1,120; Q3-2021: 1,166, 623</p>	1,058	623	- 41.1%	--	--	--
<b>Months Supply of Inventory</b>	<p>Q1-2019: 5.0; Q3-2019: 6.2, 6.3; Q1-2020: 4.9, 5.2, 5.5; Q3-2020: 4.5, 2.9; Q1-2021: 2.3, 2.7; Q3-2021: 3.1, 1.7</p>	2.9	1.7	- 41.4%	--	--	--

# 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	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change																									
<b>New Listings</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>148</td><td>176</td><td>174</td><td>92</td><td>160</td><td>137</td><td>197</td><td>144</td><td>147</td><td>204</td><td>182</td><td>103</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	148	176	174	92	160	137	197	144	147	204	182	103	144	103	- 28.5%	638	636	- 0.3%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	148	176	174	92	160	137	197	144	147	204	182	103																				
<b>Pending Sales</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>98</td><td>126</td><td>151</td><td>101</td><td>101</td><td>95</td><td>181</td><td>138</td><td>125</td><td>156</td><td>162</td><td>143</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	98	126	151	101	101	95	181	138	125	156	162	143	138	143	+ 3.6%	515	586	+ 13.8%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	98	126	151	101	101	95	181	138	125	156	162	143																				
<b>Closed Sales</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>117</td><td>114</td><td>144</td><td>137</td><td>86</td><td>81</td><td>138</td><td>152</td><td>147</td><td>122</td><td>178</td><td>154</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	117	114	144	137	86	81	138	152	147	122	178	154	152	154	+ 1.3%	457	601	+ 31.5%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	117	114	144	137	86	81	138	152	147	122	178	154																				
<b>Days on Market</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>71</td><td>70</td><td>62</td><td>62</td><td>72</td><td>65</td><td>64</td><td>51</td><td>51</td><td>37</td><td>30</td><td>38</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	71	70	62	62	72	65	64	51	51	37	30	38	51	38	- 25.5%	62	39	- 37.1%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	71	70	62	62	72	65	64	51	51	37	30	38																				
<b>Median Sales Price</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>\$170,000</td><td>\$195,000</td><td>\$190,000</td><td>\$187,000</td><td>\$182,000</td><td>\$190,000</td><td>\$210,750</td><td>\$216,650</td><td>\$216,650</td><td>\$220,000</td><td>\$239,000</td><td>\$246,000</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	\$170,000	\$195,000	\$190,000	\$187,000	\$182,000	\$190,000	\$210,750	\$216,650	\$216,650	\$220,000	\$239,000	\$246,000	\$216,650	\$246,000	+ 13.5%	\$205,000	\$230,000	+ 12.2%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	\$170,000	\$195,000	\$190,000	\$187,000	\$182,000	\$190,000	\$210,750	\$216,650	\$216,650	\$220,000	\$239,000	\$246,000																				
<b>Average Sales Price</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>\$171,376</td><td>\$214,808</td><td>\$206,597</td><td>\$199,553</td><td>\$197,165</td><td>\$202,235</td><td>\$222,405</td><td>\$222,006</td><td>\$224,886</td><td>\$229,648</td><td>\$240,894</td><td>\$246,175</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	\$171,376	\$214,808	\$206,597	\$199,553	\$197,165	\$202,235	\$222,405	\$222,006	\$224,886	\$229,648	\$240,894	\$246,175	\$222,006	\$246,175	+ 10.9%	\$213,948	\$236,049	+ 10.3%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	\$171,376	\$214,808	\$206,597	\$199,553	\$197,165	\$202,235	\$222,405	\$222,006	\$224,886	\$229,648	\$240,894	\$246,175																				
<b>Pct. of Orig. Price Received</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>96.4%</td><td>97.3%</td><td>96.8%</td><td>95.5%</td><td>95.0%</td><td>95.9%</td><td>96.4%</td><td>97.9%</td><td>98.6%</td><td>99.6%</td><td>101.2%</td><td>100.8%</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	96.4%	97.3%	96.8%	95.5%	95.0%	95.9%	96.4%	97.9%	98.6%	99.6%	101.2%	100.8%	97.9%	100.8%	+ 3.0%	96.6%	100.1%	+ 3.6%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	96.4%	97.3%	96.8%	95.5%	95.0%	95.9%	96.4%	97.9%	98.6%	99.6%	101.2%	100.8%																				
<b>Housing Affordability Index</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>261</td><td>236</td><td>250</td><td>253</td><td>280</td><td>276</td><td>255</td><td>253</td><td>249</td><td>239</td><td>223</td><td>217</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	261	236	250	253	280	276	255	253	249	239	223	217	253	217	- 14.2%	267	232	- 13.1%
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	261	236	250	253	280	276	255	253	249	239	223	217																				
<b>Inventory of Homes for Sale</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>124</td><td>136</td><td>123</td><td>90</td><td>125</td><td>131</td><td>108</td><td>84</td><td>89</td><td>116</td><td>113</td><td>46</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	124	136	123	90	125	131	108	84	89	116	113	46	84	46	- 45.2%	--	--	--
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	124	136	123	90	125	131	108	84	89	116	113	46																				
<b>Months Supply of Inventory</b>	<table border="1"> <tr><th>Quarter</th><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><td>Q3-2021</td></tr> <tr><th>Value</th><td>2.8</td><td>3.2</td><td>2.8</td><td>2.3</td><td>3.1</td><td>3.5</td><td>2.7</td><td>2.0</td><td>2.0</td><td>2.3</td><td>2.3</td><td>0.9</td></tr> </table>	Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021	Value	2.8	3.2	2.8	2.3	3.1	3.5	2.7	2.0	2.0	2.3	2.3	0.9	2.0	0.9	- 55.0%	--	--	--
Quarter	Q1-2019	Q2-2019	Q3-2019	Q4-2019	Q1-2020	Q2-2020	Q3-2020	Q4-2020	Q1-2021	Q2-2021	Q3-2021																					
Value	2.8	3.2	2.8	2.3	3.1	3.5	2.7	2.0	2.0	2.3	2.3	0.9																				

# Co-ops Market Overview

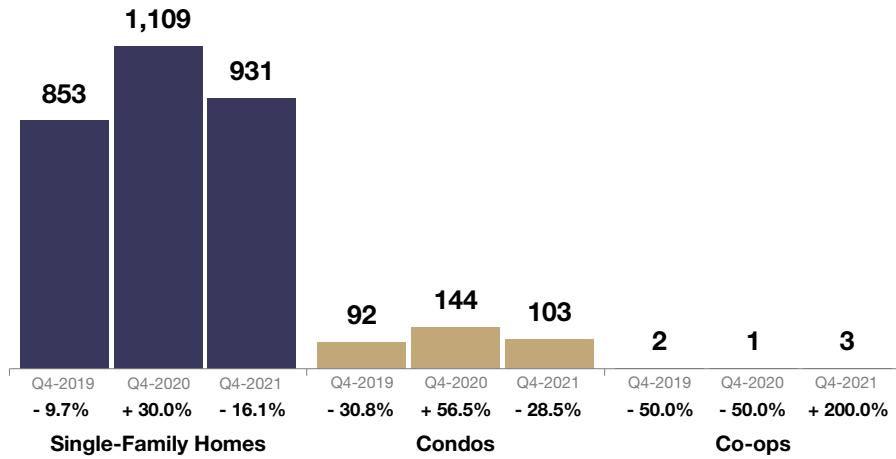
Key metrics for Co-operatives Only for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1	3	+ 200.0%	10	26	+ 160.0%
<b>Pending Sales</b>		1	2	+ 100.0%	8	20	+ 150.0%
<b>Closed Sales</b>		2	3	+ 50.0%	9	16	+ 77.8%
<b>Days on Market</b>		245	65	- 73.5%	143	55	- 61.5%
<b>Median Sales Price</b>		\$59,000	\$72,500	+ 22.9%	\$60,000	\$88,000	+ 46.7%
<b>Average Sales Price</b>		\$59,000	\$80,833	+ 37.0%	\$69,444	\$97,906	+ 41.0%
<b>Pct. of Orig. Price Received</b>		98.3%	91.1%	- 7.3%	95.6%	95.7%	+ 0.1%
<b>Housing Affordability Index</b>		929	735	- 20.9%	914	606	- 33.7%
<b>Inventory of Homes for Sale</b>		2	3	+ 50.0%	--	--	--
<b>Months Supply of Inventory</b>		1.5	1.5	0.0%	--	--	--

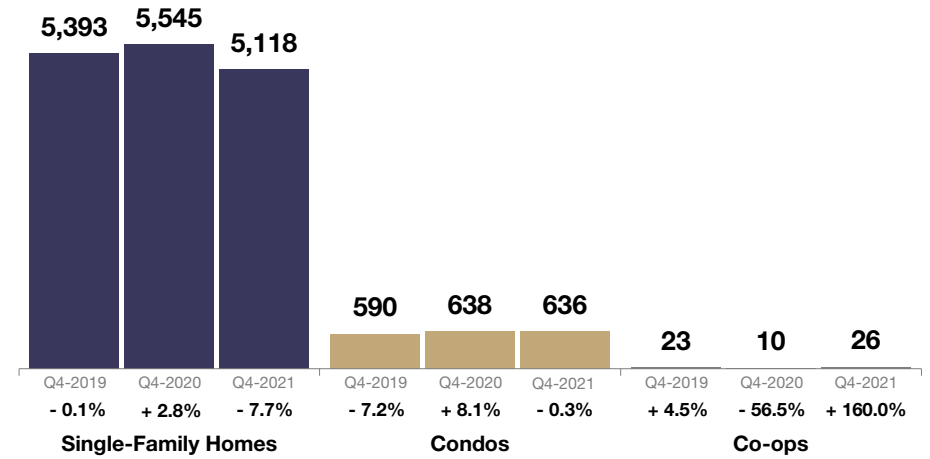
# New Listings

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

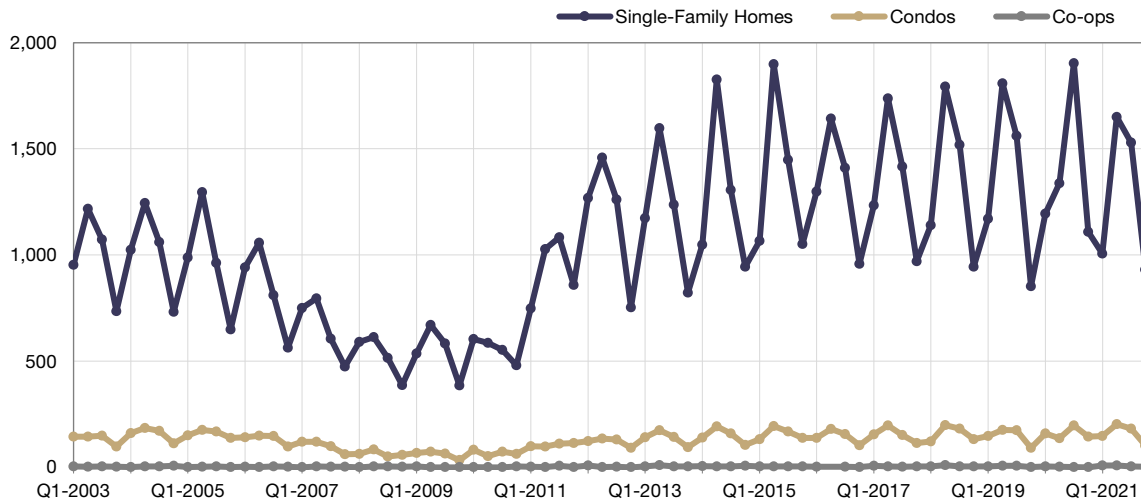
## Q4-2021



## Year to Date



## Historical New Listings by Quarter



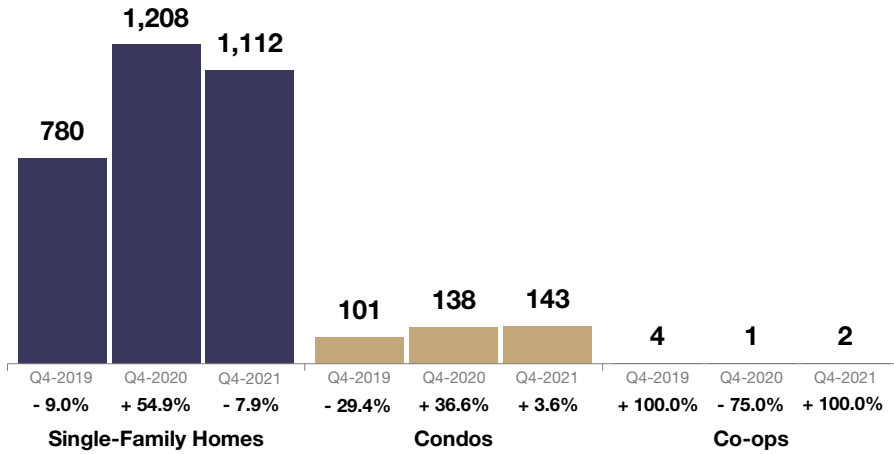
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	1,171	148	5
Q2-2019	1,808	176	8
Q3-2019	1,561	174	8
Q4-2019	853	92	2
Q1-2020	1,195	160	4
Q2-2020	1,338	137	3
Q3-2020	1,903	197	2
Q4-2020	1,109	144	1
Q1-2021	1,007	147	9
Q2-2021	1,650	204	9
Q3-2021	1,530	182	5
<b>Q4-2021</b>	<b>931</b>	<b>103</b>	<b>3</b>

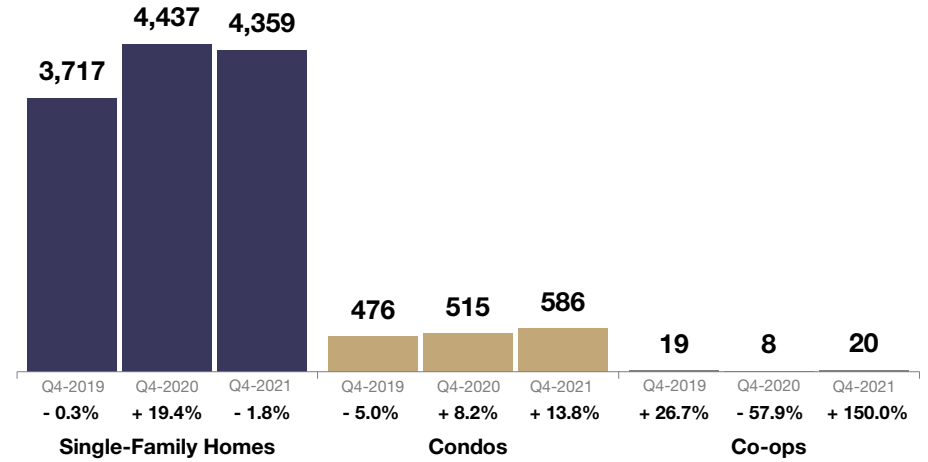
# Pending Sales

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

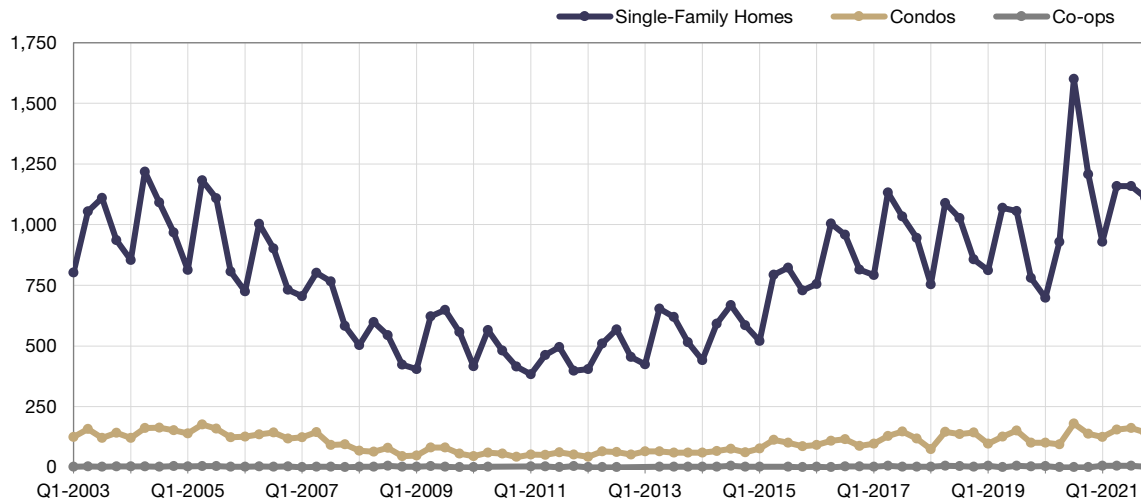
## Q4-2021



## Year to Date



## Historical Pending Sales by Quarter



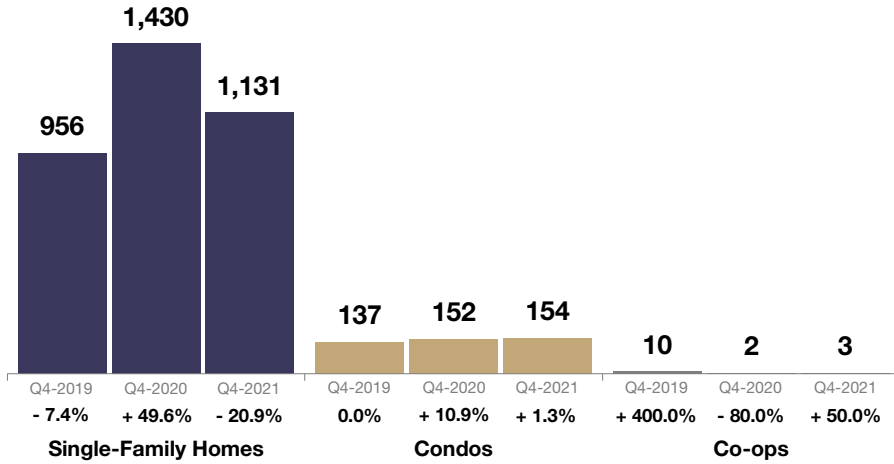
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	812	98	7
Q2-2019	1,069	126	1
Q3-2019	1,056	151	7
Q4-2019	780	101	4
Q1-2020	699	101	5
Q2-2020	930	95	1
Q3-2020	1,600	181	1
Q4-2020	1,208	138	1
Q1-2021	929	125	6
Q2-2021	1,159	156	6
Q3-2021	1,159	162	6
<b>Q4-2021</b>	<b>1,112</b>	<b>143</b>	<b>2</b>

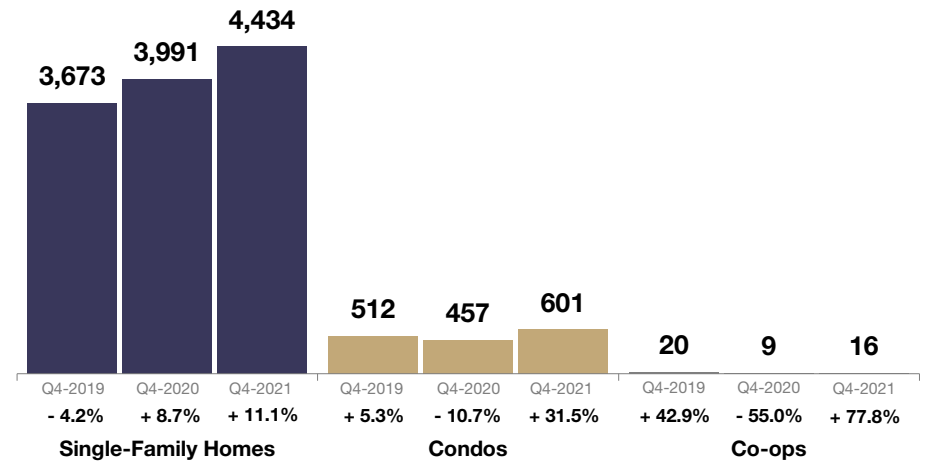
# Closed Sales

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

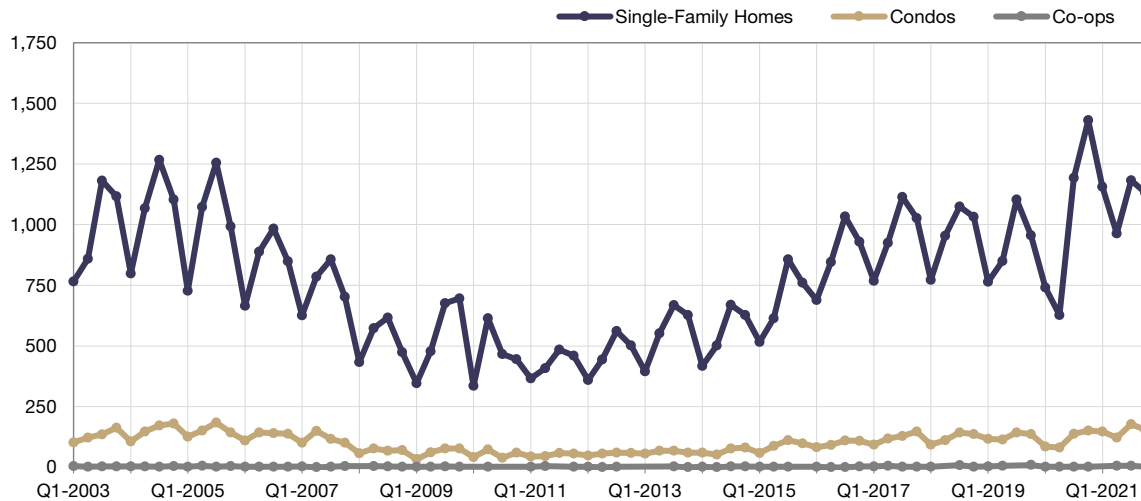
## Q4-2021



## Year to Date



## Historical Closed Sales by Quarter



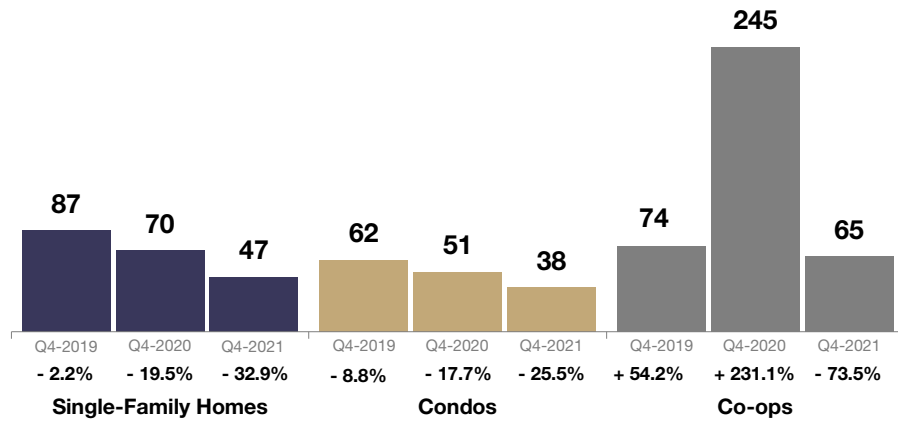
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	764	117	4
Q2-2019	850	114	6
Q3-2019	1,103	144	0
Q4-2019	956	137	10
Q1-2020	741	86	3
Q2-2020	627	81	2
Q3-2020	1,193	138	2
Q4-2020	1,430	152	2
Q1-2021	1,156	147	0
Q2-2021	964	122	6
Q3-2021	1,183	178	7
<b>Q4-2021</b>	<b>1,131</b>	<b>154</b>	<b>3</b>

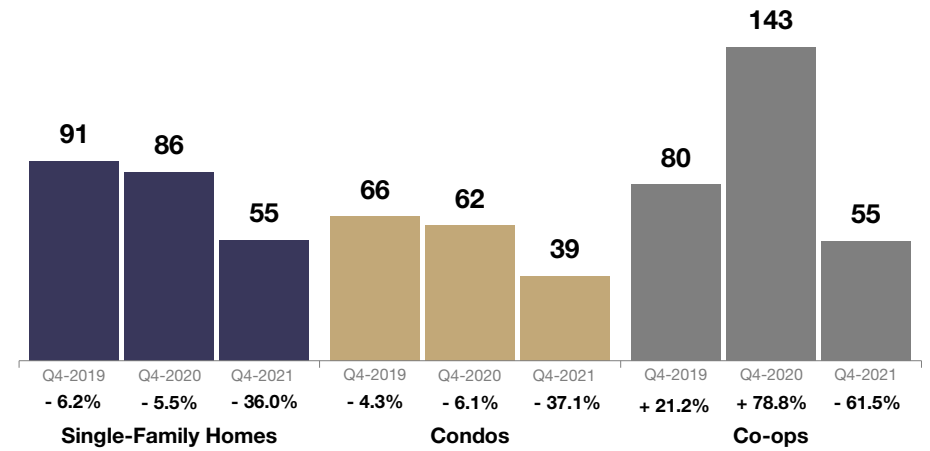
# Days on Market Until Sale

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

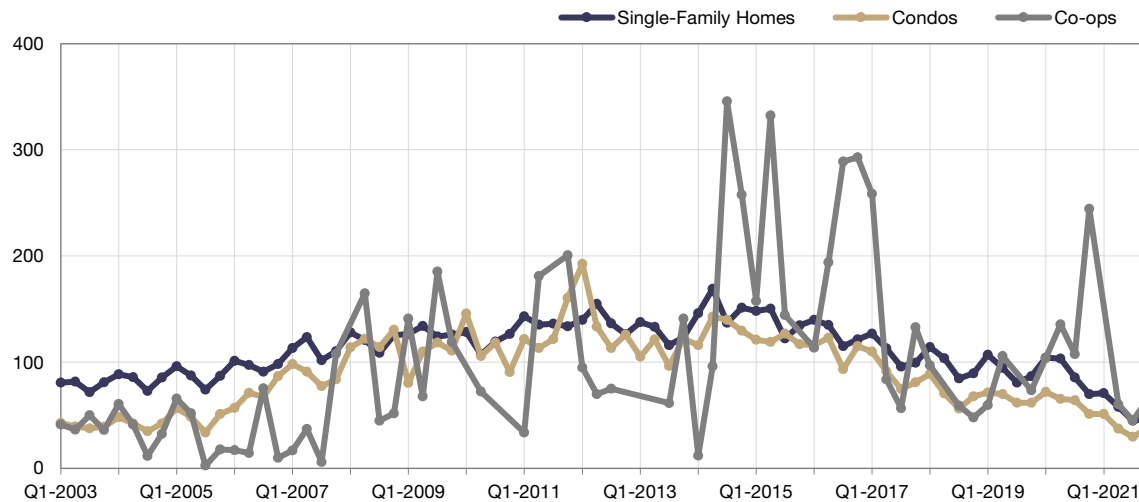
## Q4-2021



## 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.

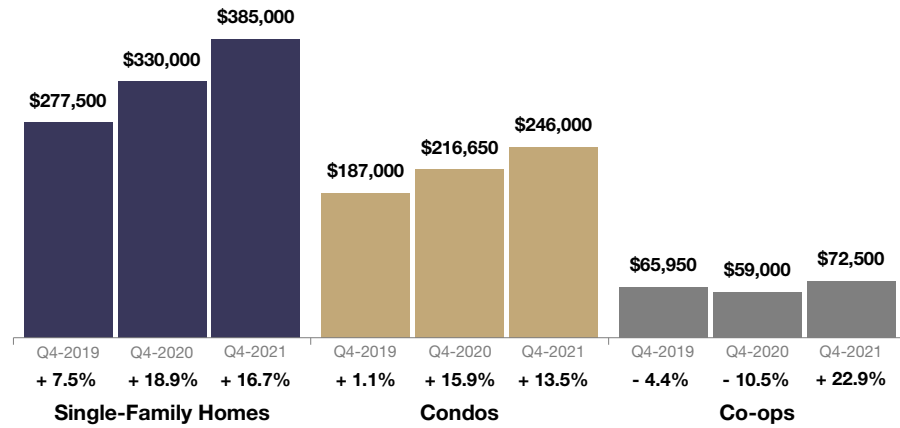
Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	107	71	60
Q2-2019	95	70	106
Q3-2019	81	62	--
Q4-2019	87	62	74
Q1-2020	104	72	104
Q2-2020	103	65	136
Q3-2020	86	64	108
Q4-2020	70	51	245
Q1-2021	71	51	--
Q2-2021	58	37	60
Q3-2021	45	30	45
<b>Q4-2021</b>	<b>47</b>	<b>38</b>	<b>65</b>



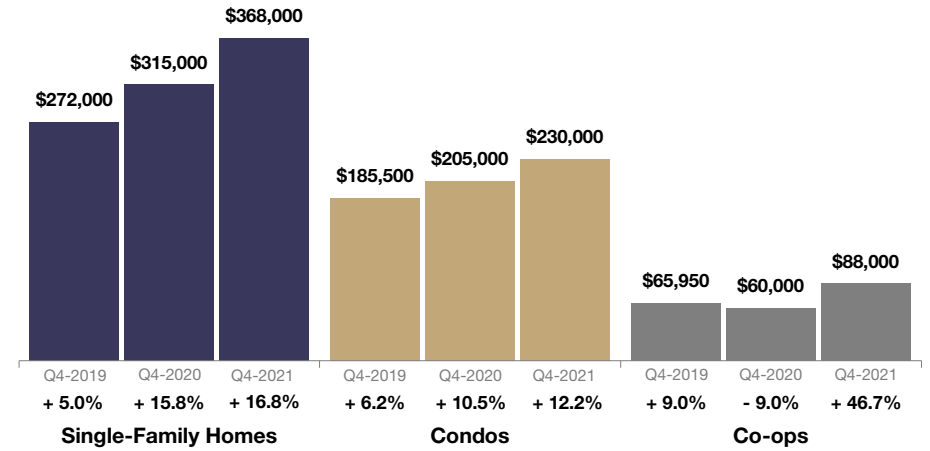
# Median Sales Price

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

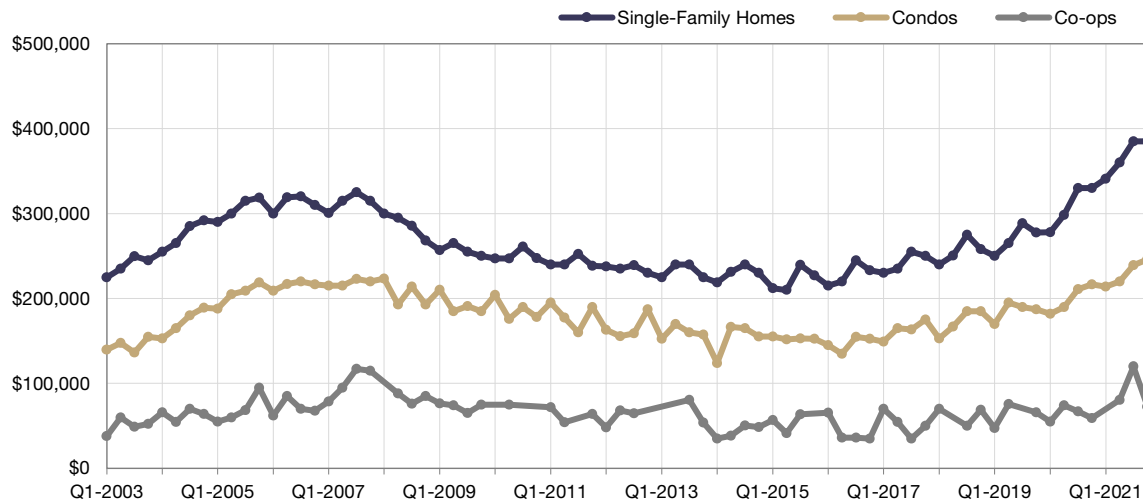
## Q4-2021



## Year to Date



## Historical Median Sales Price by Quarter



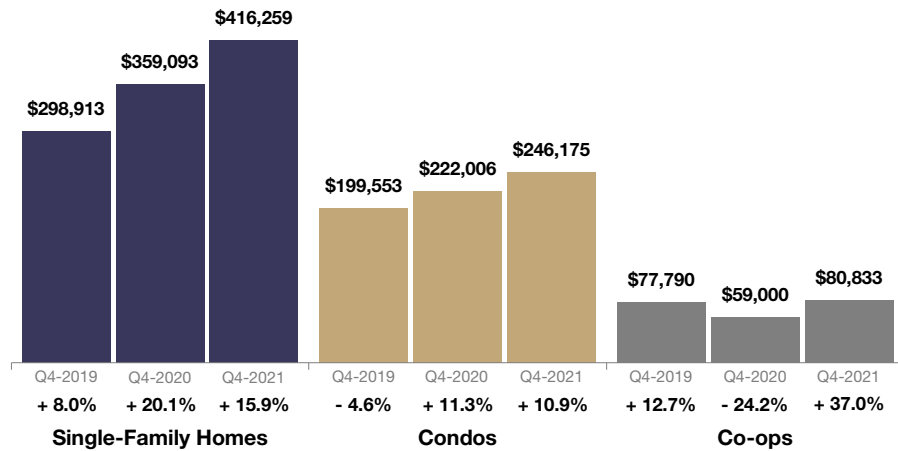
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	\$250,000	\$170,000	\$47,500
Q2-2019	\$265,000	\$195,000	\$75,750
Q3-2019	\$288,525	\$190,000	--
Q4-2019	\$277,500	\$187,000	\$65,950
Q1-2020	\$277,950	\$182,000	\$55,000
Q2-2020	\$298,500	\$190,000	\$74,000
Q3-2020	\$330,000	\$210,750	\$67,000
Q4-2020	\$330,000	\$216,650	\$59,000
Q1-2021	\$341,000	\$214,000	--
Q2-2021	\$360,000	\$220,000	\$80,500
Q3-2021	\$385,000	\$239,000	\$120,000
<b>Q4-2021</b>	<b>\$385,000</b>	<b>\$246,000</b>	<b>\$72,500</b>

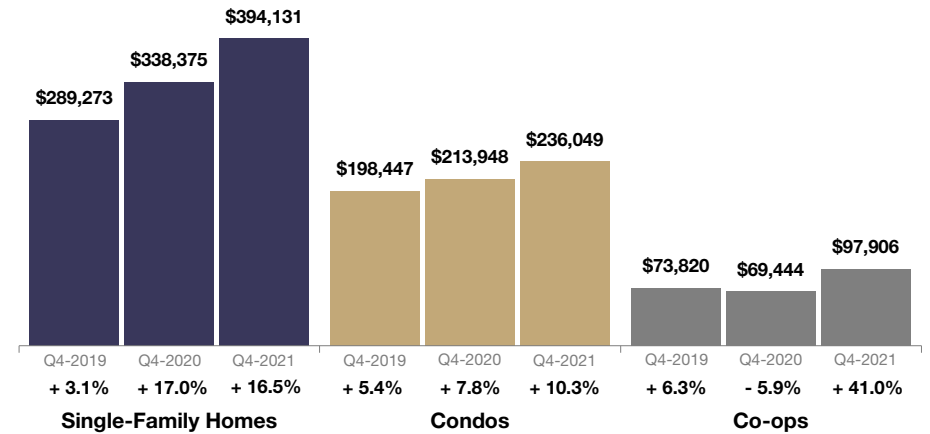
# Average Sales Price

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

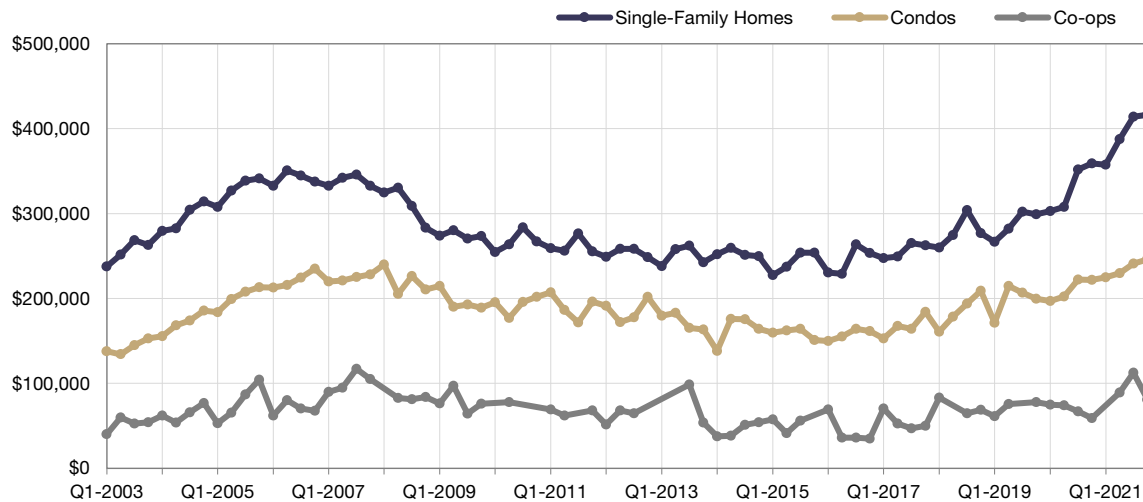
## Q4-2021



## Year to Date



## Historical Average Sales Price by Quarter



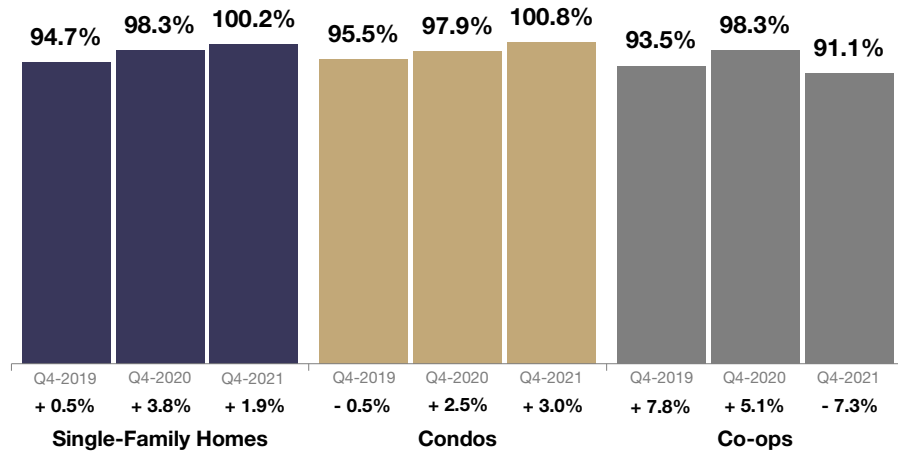
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	\$266,538	\$171,376	\$61,250
Q2-2019	\$282,199	\$214,606	\$75,583
Q3-2019	\$302,127	\$206,597	--
Q4-2019	\$298,913	\$199,553	\$77,790
Q1-2020	\$302,650	\$197,165	\$75,000
Q2-2020	\$307,817	\$202,235	\$74,000
Q3-2020	\$351,757	\$222,405	\$67,000
Q4-2020	\$359,093	\$222,006	\$59,000
Q1-2021	\$357,536	\$224,886	--
Q2-2021	\$387,781	\$229,648	\$89,167
Q3-2021	\$413,844	\$240,894	\$112,714
<b>Q4-2021</b>	<b>\$416,259</b>	<b>\$246,175</b>	<b>\$80,833</b>

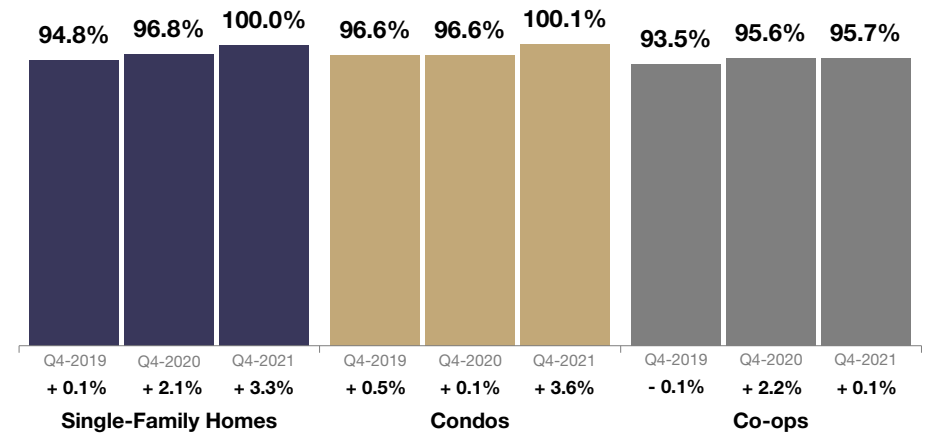
# Percent of Original List Price Received

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.

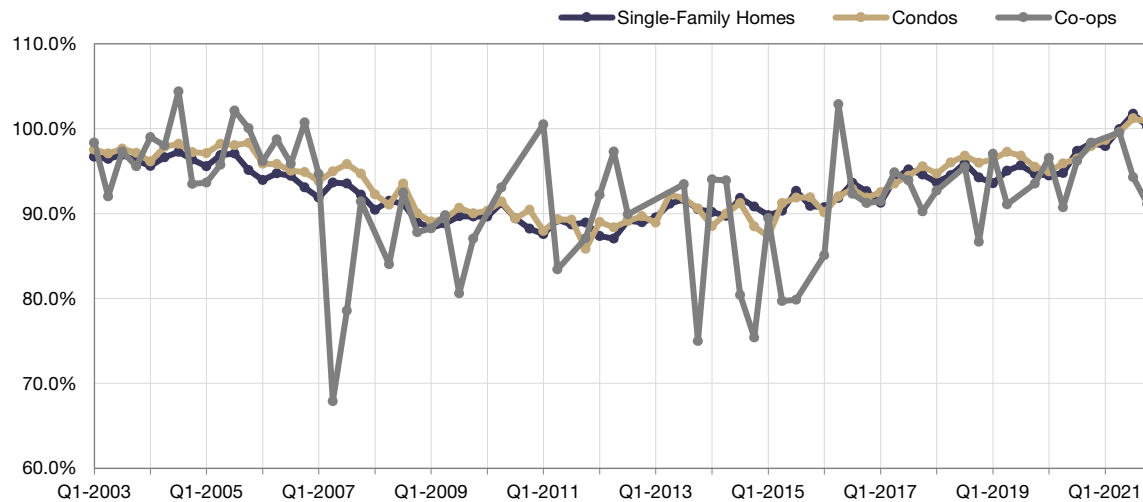
## Q4-2021



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## Historical Percent of Original List Price Received by Quarter



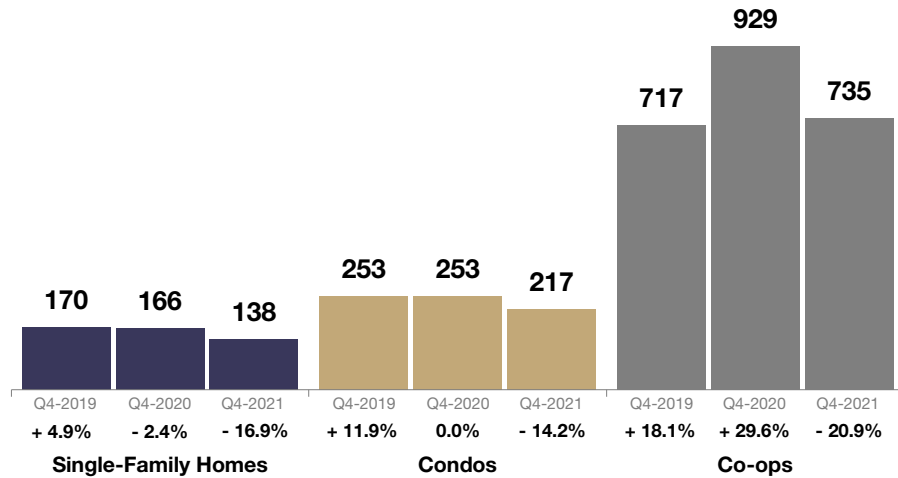
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	93.6%	96.4%	97.0%
Q2-2019	95.0%	97.3%	91.1%
Q3-2019	95.7%	96.8%	--
Q4-2019	94.7%	95.5%	93.5%
Q1-2020	94.5%	95.0%	96.5%
Q2-2020	94.8%	95.9%	90.7%
Q3-2020	97.4%	96.4%	96.2%
Q4-2020	98.3%	97.9%	98.3%
Q1-2021	97.9%	98.6%	--
Q2-2021	99.9%	99.6%	99.5%
Q3-2021	101.8%	101.2%	94.3%
<b>Q4-2021</b>	<b>100.2%</b>	<b>100.8%</b>	<b>91.1%</b>

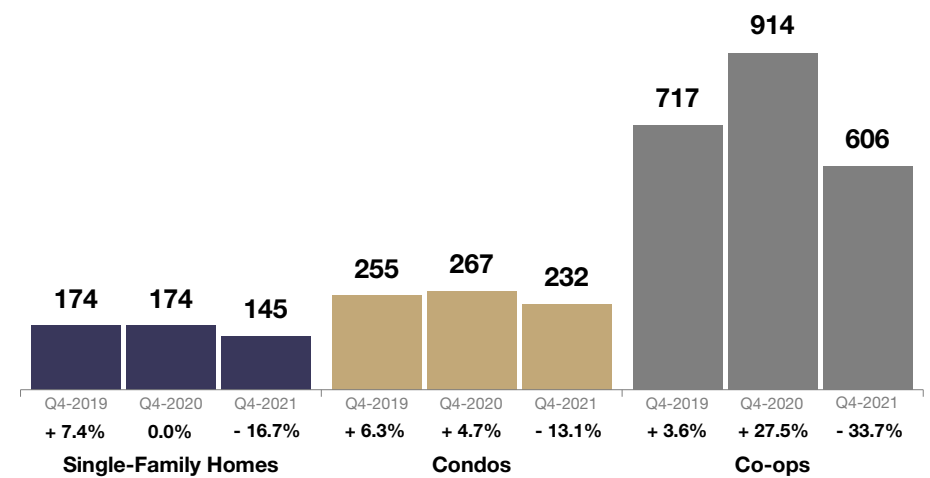
# Housing Affordability Index

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.

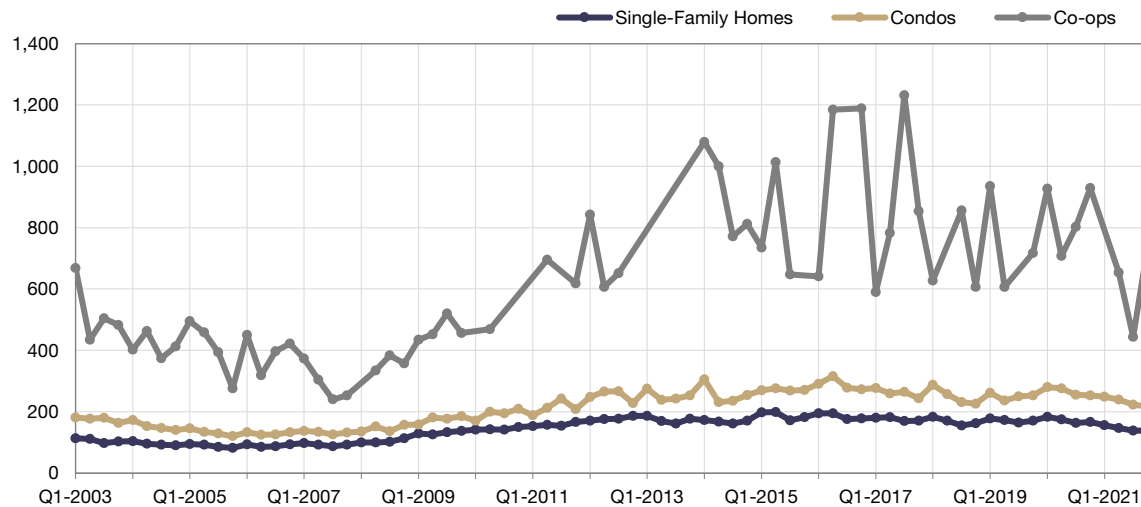
## Q4-2021



## Year to Date



## Historical Housing Affordability Index by Quarter



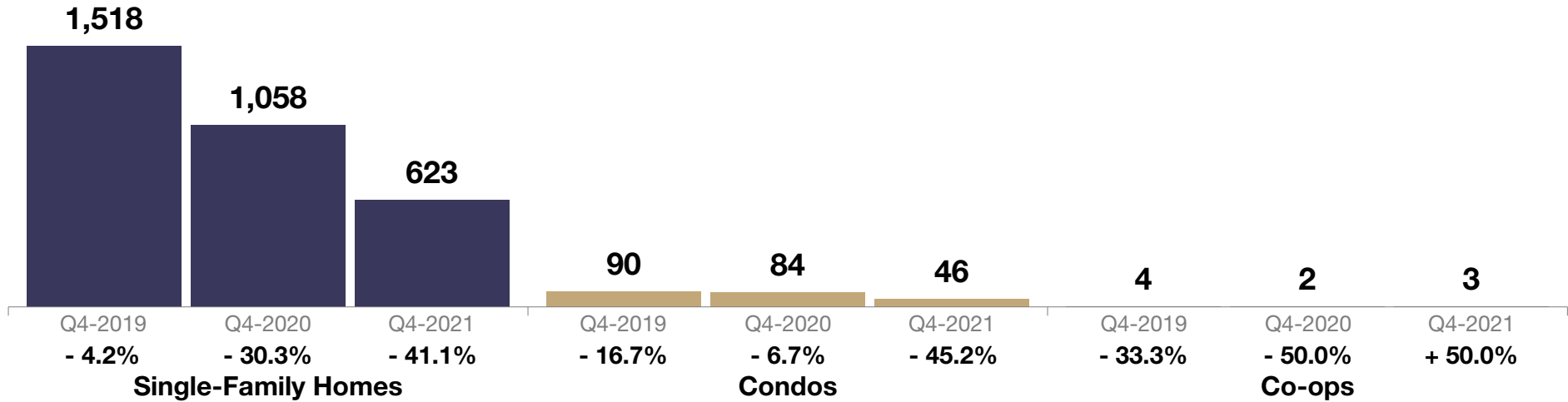
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	178	261	935
Q2-2019	173	236	607
Q3-2019	164	250	--
Q4-2019	170	253	717
Q1-2020	183	280	927
Q2-2020	175	276	708
Q3-2020	163	255	803
Q4-2020	166	253	929
Q1-2021	156	249	--
Q2-2021	146	239	654
Q3-2021	138	223	444
<b>Q4-2021</b>	<b>138</b>	<b>217</b>	<b>735</b>

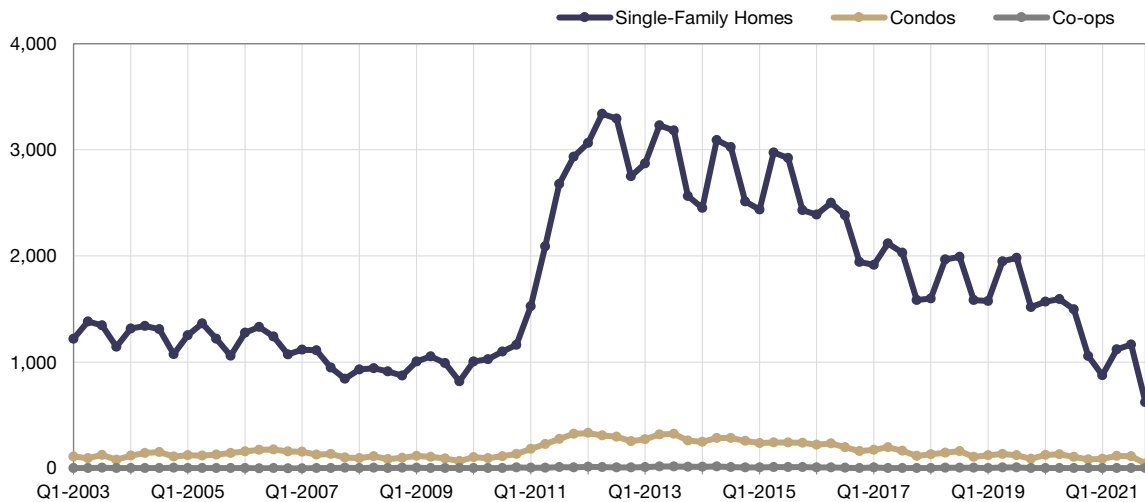
# Inventory of Homes for Sale

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

## Q4-2021



## Historical Inventory of Homes for Sale by Quarter



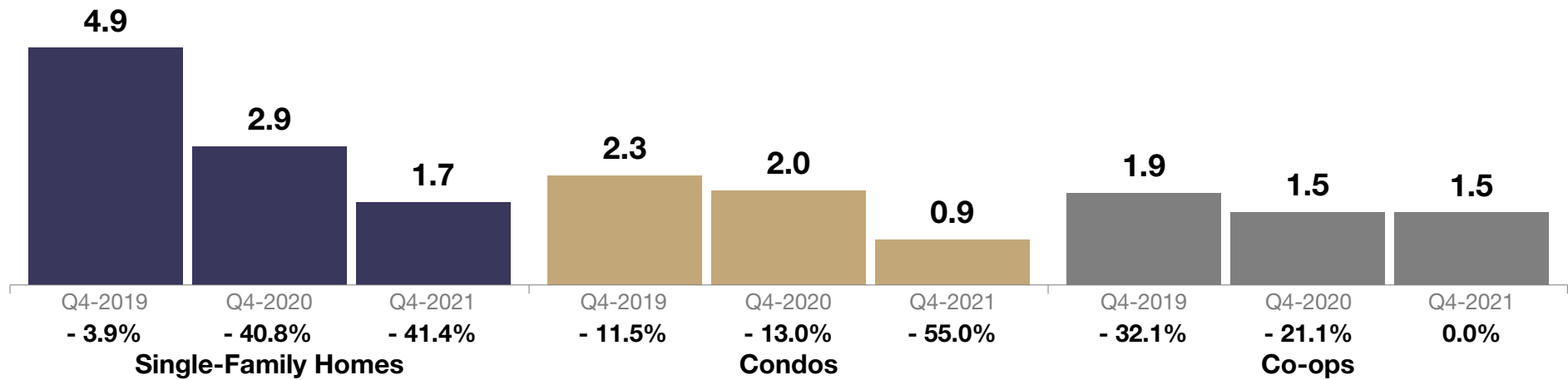
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	1,575	124	4
Q2-2019	1,951	136	8
Q3-2019	1,984	123	8
Q4-2019	1,518	90	4
Q1-2020	1,569	125	2
Q2-2020	1,593	131	3
Q3-2020	1,497	108	2
Q4-2020	1,058	84	2
Q1-2021	877	89	4
Q2-2021	1,120	116	4
Q3-2021	1,166	113	2
<b>Q4-2021</b>	<b>623</b>	<b>46</b>	<b>3</b>

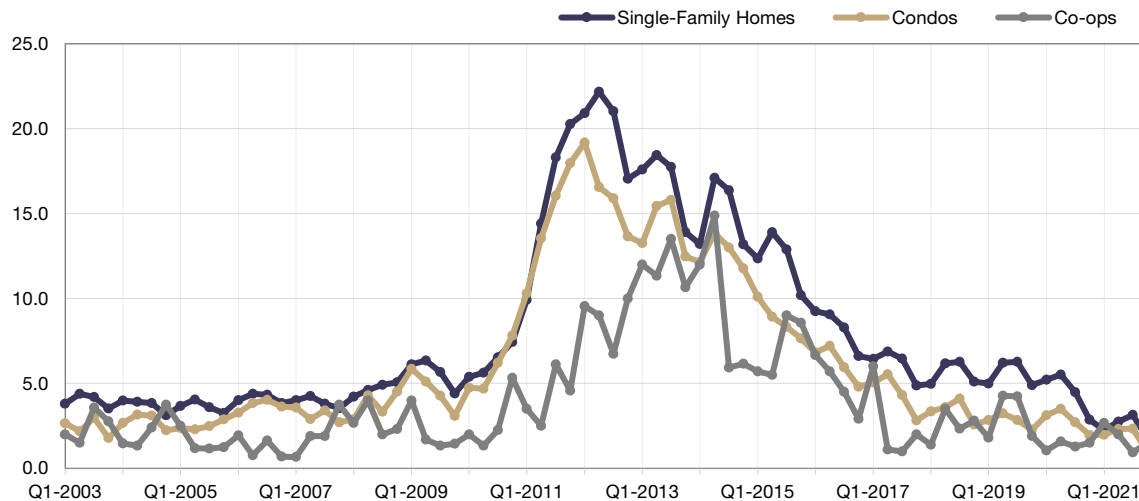
# Months Supply of Inventory

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.

## Q4-2021



## Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q1-2019	5.0	2.8	1.8
Q2-2019	6.2	3.2	4.3
Q3-2019	6.3	2.8	4.2
Q4-2019	4.9	2.3	1.9
Q1-2020	5.2	3.1	1.1
Q2-2020	5.5	3.5	1.6
Q3-2020	4.5	2.7	1.3
Q4-2020	2.9	2.0	1.5
Q1-2021	2.3	2.0	2.7
Q2-2021	2.7	2.3	2.0
Q3-2021	3.1	2.3	0.9
<b>Q4-2021</b>	<b>1.7</b>	<b>0.9</b>	<b>1.5</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	Q4-2020	Q4-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>	<p>1,324 (Q1-2019), 1,992 (Q3-2019), 1,743 (Q1-2020), 947 (Q3-2020), 1,359 (Q1-2021), 1,478 (Q3-2021), 2,102 (Q1-2022), 1,254 (Q3-2022), 1,163 (Q1-2023), 1,863 (Q3-2023), 1,717 (Q1-2024), 1,037 (Q3-2024)</p>	1,254	<b>1,037</b>	- 17.3%	6,193	<b>5,780</b>	- 6.7%
<b>Pending Sales</b>	<p>917 (Q1-2019), 1,196 (Q3-2019), 1,214 (Q1-2020), 885 (Q3-2020), 805 (Q1-2021), 1,026 (Q3-2021), 1,782 (Q1-2022), 1,347 (Q3-2022), 1,060 (Q1-2023), 1,321 (Q3-2023), 1,327 (Q1-2024), 1,257 (Q3-2024)</p>	1,347	<b>1,257</b>	- 6.7%	4,960	<b>4,965</b>	+ 0.1%
<b>Closed Sales</b>	<p>885 (Q1-2019), 970 (Q3-2019), 1,247 (Q1-2020), 1,103 (Q3-2020), 830 (Q1-2021), 710 (Q3-2021), 1,333 (Q1-2022), 1,584 (Q3-2022), 1,303 (Q1-2023), 1,092 (Q3-2023), 1,368 (Q1-2024), 1,288 (Q3-2024)</p>	1,584	<b>1,288</b>	- 18.7%	4,457	<b>5,051</b>	+ 13.3%
<b>Days on Market</b>	<p>102 (Q1-2019), 92 (Q3-2019), 79 (Q1-2020), 84 (Q3-2020), 101 (Q1-2021), 99 (Q3-2021), 83 (Q1-2022), 68 (Q3-2022), 69 (Q1-2023), 56 (Q3-2023), 43 (Q1-2024), 46 (Q3-2024)</p>	68	<b>46</b>	- 32.4%	84	<b>53</b>	- 36.9%
<b>Median Sales Price</b>	<p>\$237,900 (Q1-2019), \$265,990 (Q3-2019), \$275,000 (Q1-2020), \$265,000 (Q3-2020), \$269,000 (Q1-2021), \$280,000 (Q3-2021), \$315,000 (Q1-2022), \$316,700 (Q3-2022), \$329,000 (Q1-2023), \$335,000 (Q3-2023), \$365,500 (Q1-2024), \$366,375 (Q3-2024)</p>	\$316,700	<b>\$366,375</b>	+ 15.7%	\$300,000	<b>\$350,000</b>	+ 16.7%
<b>Average Sales Price</b>	<p>\$252,999 (Q1-2019), \$272,877 (Q3-2019), \$291,069 (Q1-2020), \$284,541 (Q3-2020), \$299,893 (Q1-2021), \$295,095 (Q3-2021), \$337,917 (Q1-2022), \$345,559 (Q3-2022), \$342,548 (Q1-2023), \$368,456 (Q3-2023), \$369,799 (Q1-2024), \$395,141 (Q3-2024)</p>	\$345,559	<b>\$395,141</b>	+ 14.3%	\$325,061	<b>\$374,372</b>	+ 15.2%
<b>Pct. of Orig. Price Received</b>	<p>94.0% (Q1-2019), 95.3% (Q3-2019), 95.8% (Q1-2020), 94.8% (Q3-2020), 94.5% (Q1-2021), 94.9% (Q3-2021), 97.3% (Q1-2022), 98.3% (Q3-2022), 98.0% (Q1-2023), 99.9% (Q3-2023), 101.6% (Q1-2024), 100.3% (Q3-2024)</p>	98.3%	<b>100.3%</b>	+ 2.0%	96.7%	<b>100.0%</b>	+ 3.4%
<b>Housing Affordability Index</b>	<p>187 (Q1-2019), 180 (Q3-2019), 173 (Q1-2020), 178 (Q3-2020), 190 (Q1-2021), 187 (Q3-2021), 171 (Q1-2022), 173 (Q3-2022), 162 (Q1-2023), 157 (Q3-2023), 146 (Q1-2024), 145 (Q3-2024)</p>	173	<b>145</b>	- 16.2%	183	<b>152</b>	- 16.9%
<b>Inventory of Homes for Sale</b>	<p>1,703 (Q1-2019), 2,095 (Q3-2019), 2,115 (Q1-2020), 1,612 (Q3-2020), 1,696 (Q1-2021), 1,727 (Q3-2021), 1,607 (Q1-2022), 1,144 (Q3-2022), 970 (Q1-2023), 1,240 (Q3-2023), 1,281 (Q1-2024), 672 (Q3-2024)</p>	1,144	<b>672</b>	- 41.3%	--	--	--
<b>Months Supply of Inventory</b>	<p>4.7 (Q1-2019), 5.9 (Q3-2019), 5.9 (Q1-2020), 4.6 (Q3-2020), 5.0 (Q1-2021), 5.3 (Q3-2021), 4.3 (Q1-2022), 2.8 (Q3-2022), 2.2 (Q1-2023), 2.7 (Q3-2023), 3.0 (Q1-2024), 1.6 (Q3-2024)</p>	2.8	<b>1.6</b>	- 42.9%	--	--	--