

Quarterly Indicators

Dutchess County



Q1-2022

The U.S. real estate market continued at a breakneck pace in the first quarter of 2022. Inventory remained at or near record lows and buyer competition was fierce, with homes selling in lightning speed, often with multiple offers. Demand for housing remains steady despite soaring sales prices, which have grown by double-digits nationally, marking 120 consecutive months of year-over-year price increases. Escalating home prices and a lack of inventory have caused pending and existing home sales to fall recently, as buyers continue to have difficulty finding a home to purchase.

- Single-Family Closed Sales were down 8.0 percent to 366.
- Condos Closed Sales were down 10.3 percent to 61.
- Co-ops Closed Sales were down 20.0 percent to 4.
- Single-Family Median Sales Price increased 7.8 percent to \$394,000.
- Condos Median Sales Price decreased 6.7 percent to \$245,000.
- Co-ops Median Sales Price increased 24.6 percent to \$112,000.

With inflation at a 40-year high, the Federal Reserve has begun a series of expected rate hikes throughout the year. Mortgage rates, which typically lead Federal Reserve action, have surged in recent months, as the average 30-year fixed-rate mortgage reached 4.6% in March according to Freddie Mac, decreasing affordability and impacting mortgage eligibility for millions of prospective buyers. Economists say additional rate increases and an improvement in housing supply will likely ease demand and slow price growth in the future, but with so few listings for sale currently, the market remains very competitive.

Quarterly Snapshot

- 8.5% **- 31.0%** **+ 7.4%**

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.

- 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	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings	<p>752, 585, 379, 498, 494, 825, 444, 390, 761, 603, 400, 385</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	390	385	- 1.3%	390	385	- 1.3%
Pending Sales	<p>401, 435, 320, 260, 344, 589, 496, 324, 493, 479, 419, 347</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	324	347	+ 7.1%	324	347	+ 7.1%
Closed Sales	<p>311, 440, 387, 261, 262, 436, 576, 398, 387, 508, 481, 366</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	398	366	- 8.0%	398	366	- 8.0%
Days on Market	<p>85, 72, 84, 92, 90, 79, 56, 65, 64, 40, 53, 58</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	65	58	- 10.8%	65	58	- 10.8%
Median Sales Price	<p>\$296,900, \$330,000, \$309,000, \$300,000, \$310,000, \$367,050, \$375,000, \$365,500, \$395,000, \$415,000, \$400,000, \$384,000</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	\$365,500	\$394,000	+ 7.8%	\$365,500	\$394,000	+ 7.8%
Average Sales Price	<p>\$325,021, \$339,764, \$335,817, \$338,024, \$319,703, \$444,178, \$439,931, \$431,285, \$464,283, \$451,984, \$451,933, \$428,733</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	\$431,285	\$428,733	- 0.6%	\$431,285	\$428,733	- 0.6%
Pct. of Orig. Price Received	<p>95.1%, 95.2%, 94.5%, 93.0%, 94.9%, 97.9%, 98.8%, 97.6%, 99.5%, 101.5%, 99.3%, 98.8%</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	97.6%	98.8%	+ 1.2%	97.6%	98.8%	+ 1.2%
Housing Affordability Index	<p>155, 144, 153, 170, 169, 147, 146, 146, 133, 128, 133, 135</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	146	135	- 7.5%	146	135	- 7.5%
Inventory of Homes for Sale	<p>789, 736, 540, 598, 593, 646, 419, 357, 502, 486, 327, 256</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	357	256	- 28.3%	--	--	--
Months Supply of Inventory	<p>7.6, 6.4, 4.6, 5.1, 5.2, 5.1, 3.0, 2.4, 3.2, 3.3, 2.3, 1.8</p> <p>Q2-2019, Q4-2019, Q2-2020, Q4-2020, Q2-2021, Q4-2021</p>	2.4	1.8	- 25.0%	--	--	--

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	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change														
New Listings	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>68</td><td>47</td><td>79</td><td>83</td><td>90</td><td>77</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	68	47	79	83	90	77	71	58	- 18.3%	71	58	- 18.3%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	68	47	79	83	90	77															
Pending Sales	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>58</td><td>46</td><td>77</td><td>70</td><td>87</td><td>65</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	58	46	77	70	87	65	69	67	- 2.9%	69	67	- 2.9%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	58	46	77	70	87	65															
Closed Sales	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>56</td><td>46</td><td>49</td><td>72</td><td>86</td><td>82</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	56	46	49	72	86	82	68	61	- 10.3%	68	61	- 10.3%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	56	46	49	72	86	82															
Days on Market	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>60</td><td>70</td><td>58</td><td>50</td><td>63</td><td>50</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	60	70	58	50	63	50	88	46	- 47.7%	88	46	- 47.7%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	60	70	58	50	63	50															
Median Sales Price	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>\$183,458</td><td>\$202,450</td><td>\$213,750</td><td>\$260,000</td><td>\$215,000</td><td>\$245,000</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	\$183,458	\$202,450	\$213,750	\$260,000	\$215,000	\$245,000	\$262,500	\$245,000	- 6.7%	\$262,500	\$245,000	- 6.7%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	\$183,458	\$202,450	\$213,750	\$260,000	\$215,000	\$245,000															
Average Sales Price	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>\$224,436</td><td>\$227,295</td><td>\$248,155</td><td>\$294,591</td><td>\$333,213</td><td>\$276,461</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	\$224,436	\$227,295	\$248,155	\$294,591	\$333,213	\$276,461	\$333,213	\$276,461	- 17.0%	\$333,213	\$276,461	- 17.0%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	\$224,436	\$227,295	\$248,155	\$294,591	\$333,213	\$276,461															
Pct. of Orig. Price Received	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>96.6%</td><td>96.9%</td><td>94.4%</td><td>95.6%</td><td>98.1%</td><td>99.4%</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	96.6%	96.9%	94.4%	95.6%	98.1%	99.4%	96.2%	97.5%	+ 1.4%	96.2%	97.5%	+ 1.4%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	96.6%	96.9%	94.4%	95.6%	98.1%	99.4%															
Housing Affordability Index	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>251</td><td>234</td><td>245</td><td>211</td><td>197</td><td>218</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	251	234	245	211	197	218	203	218	+ 7.4%	203	218	+ 7.4%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	251	234	245	211	197	218															
Inventory of Homes for Sale	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>57</td><td>39</td><td>72</td><td>74</td><td>71</td><td>48</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	57	39	72	74	71	48	66	34	- 48.5%	--	--	--
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	57	39	72	74	71	48															
Months Supply of Inventory	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>3.8</td><td>2.3</td><td>5.0</td><td>4.0</td><td>2.9</td><td>1.4</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	3.8	2.3	5.0	4.0	2.9	1.4	3.1	1.4	- 54.8%	--	--	--
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021															
Value	3.8	2.3	5.0	4.0	2.9	1.4															

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.

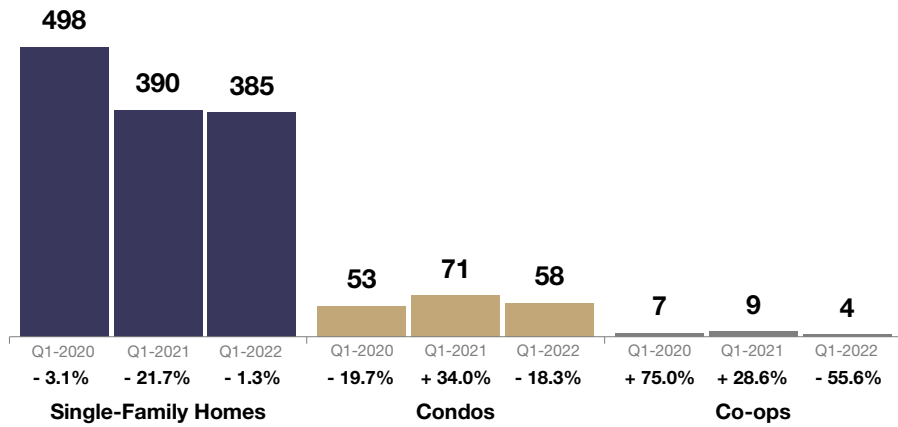


Key Metrics	Historical Sparkbars	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		9	4	- 55.6%	9	4	- 55.6%
Pending Sales		8	4	- 50.0%	8	4	- 50.0%
Closed Sales		5	4	- 20.0%	5	4	- 20.0%
Days on Market		89	80	- 10.1%	89	80	- 10.1%
Median Sales Price		\$89,900	\$112,000	+ 24.6%	\$89,900	\$112,000	+ 24.6%
Average Sales Price		\$93,460	\$118,500	+ 26.8%	\$93,460	\$118,500	+ 26.8%
Pct. of Orig. Price Received		92.1%	94.9%	+ 3.0%	92.1%	94.9%	+ 3.0%
Housing Affordability Index		592	476	- 19.6%	592	476	- 19.6%
Inventory of Homes for Sale		3	4	+ 33.3%	--	--	--
Months Supply of Inventory		1.1	2.0	+ 81.8%	--	--	--

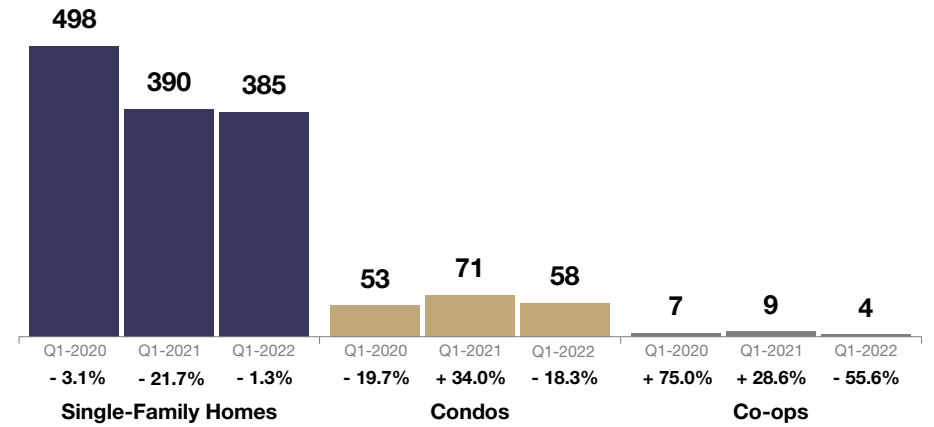
New Listings

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

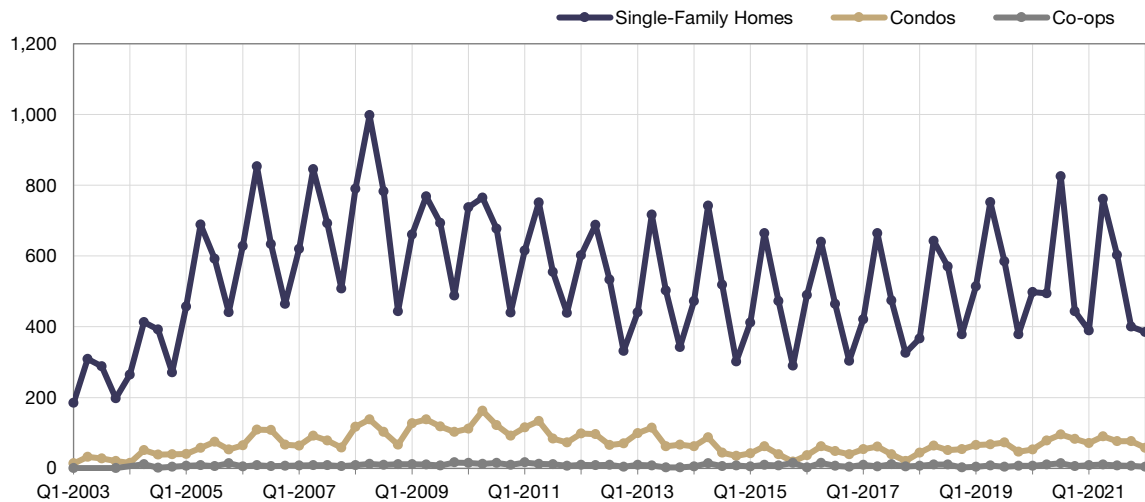
Q1-2022



Year to Date



Historical New Listings by Quarter



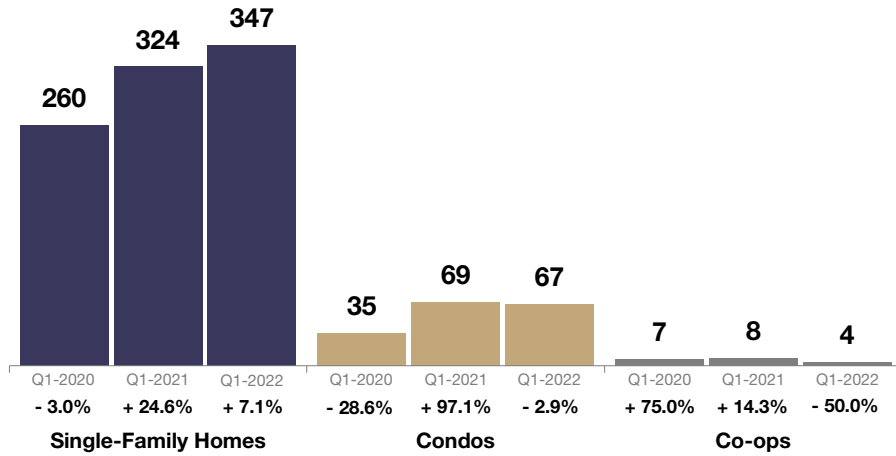
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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
Q3-2021	603	77	8
Q4-2021	400	77	7
Q1-2022	385	58	4

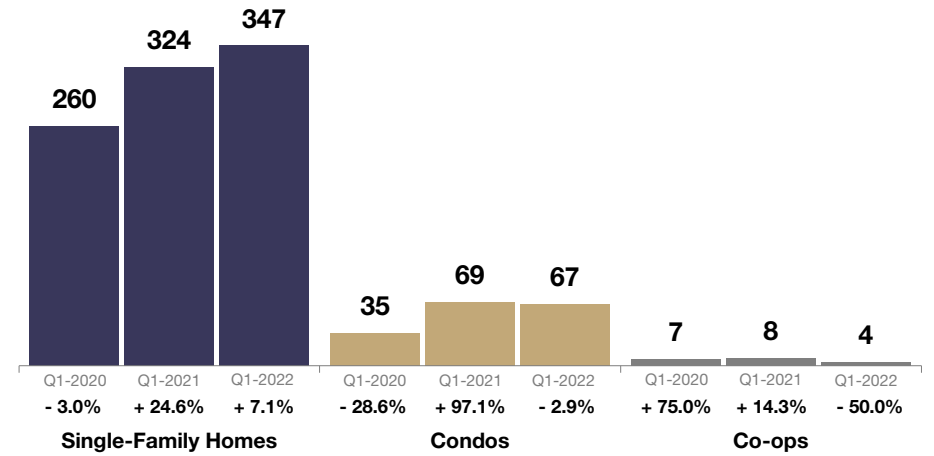
Pending Sales

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

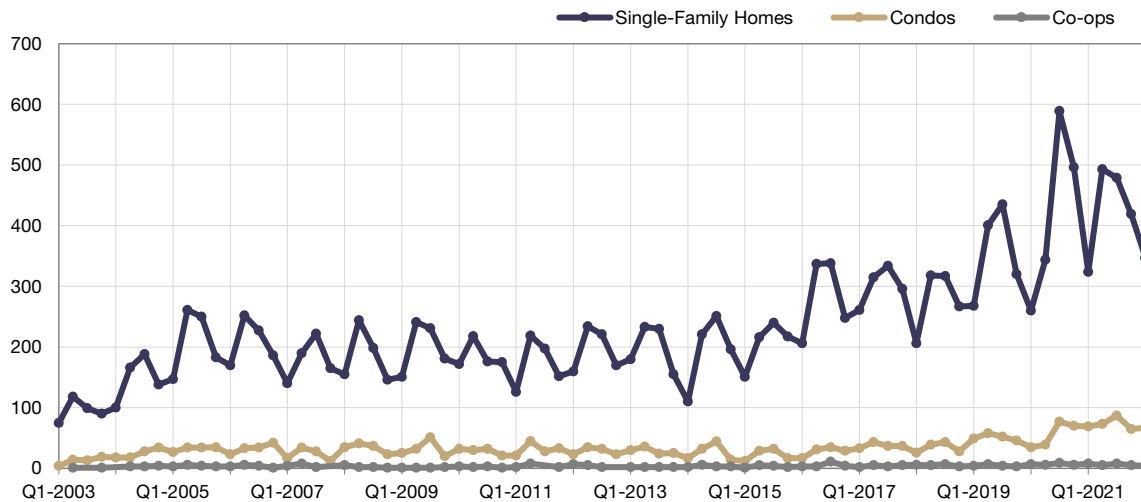
Q1-2022



Year to Date



Historical Pending Sales by Quarter



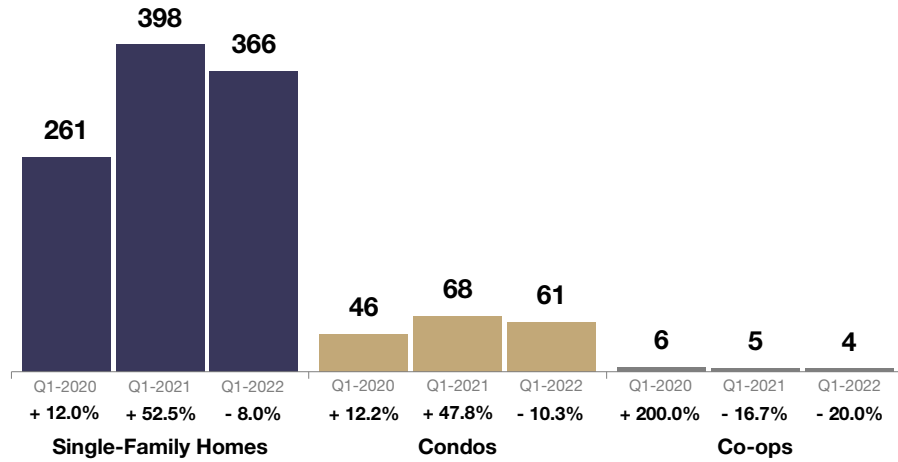
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	401	58	7
Q3-2019	435	52	4
Q4-2019	320	46	3
Q1-2020	260	35	7
Q2-2020	344	39	6
Q3-2020	589	77	9
Q4-2020	496	70	6
Q1-2021	324	69	8
Q2-2021	493	73	5
Q3-2021	479	87	8
Q4-2021	419	65	5
Q1-2022	347	67	4

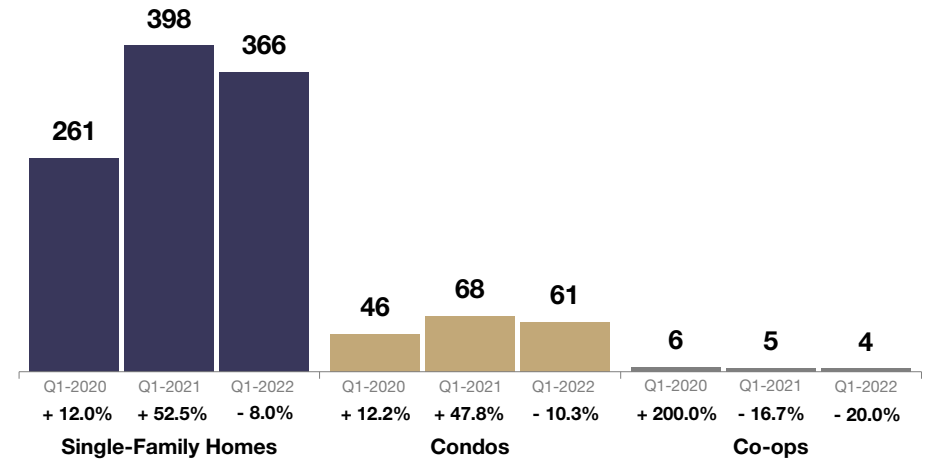
Closed Sales

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

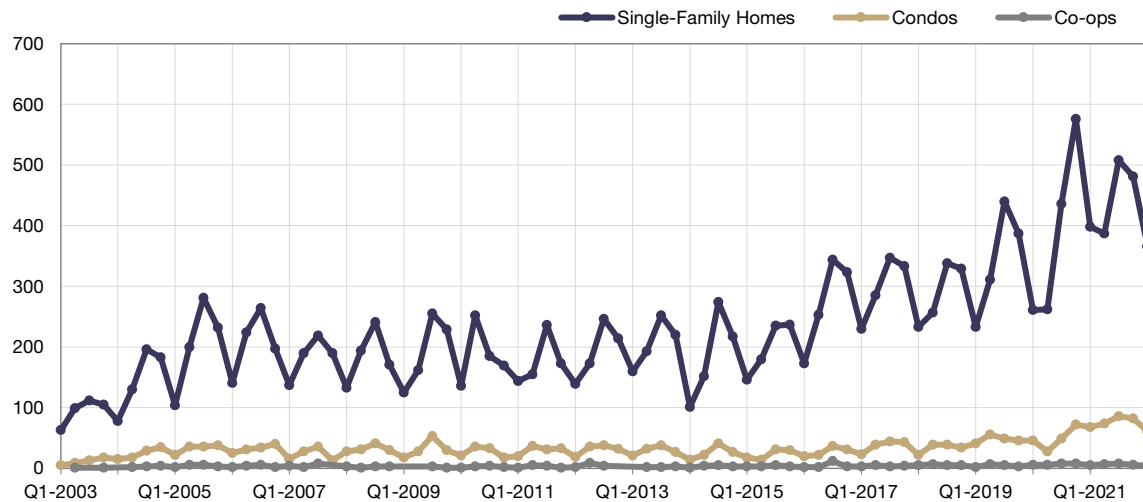
Q1-2022



Year to Date



Historical Closed Sales by Quarter



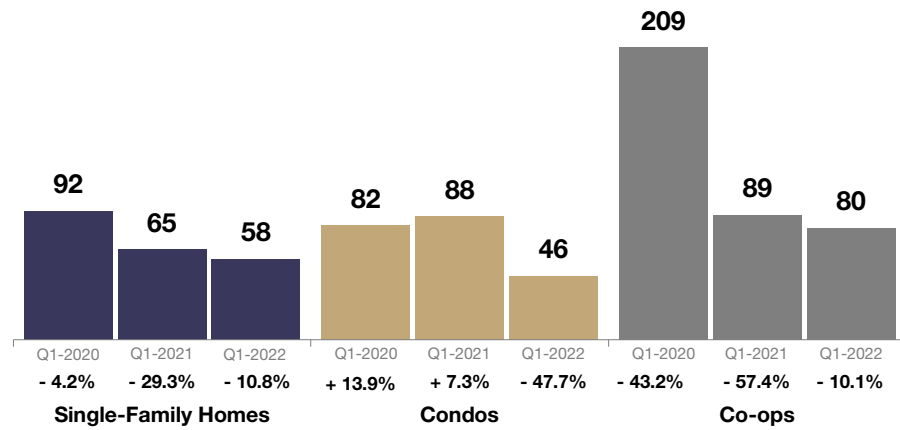
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	68	5
Q2-2021	387	74	7
Q3-2021	508	86	8
Q4-2021	481	82	6
Q1-2022	366	61	4

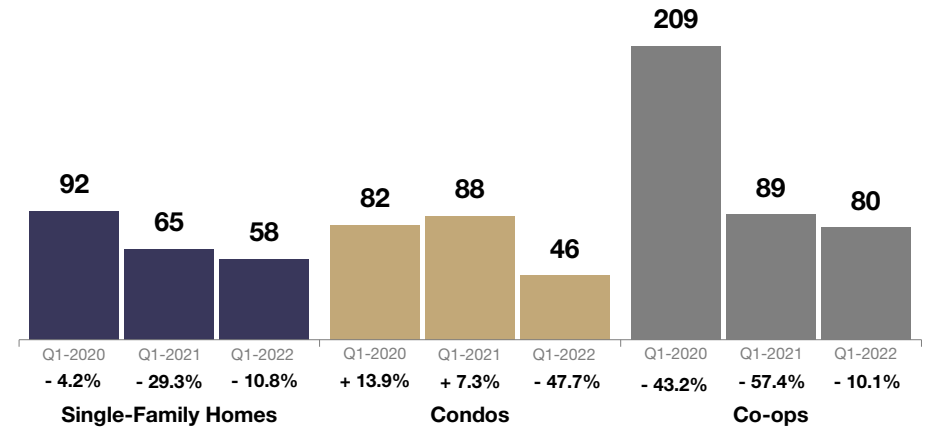
Days on Market Until Sale

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

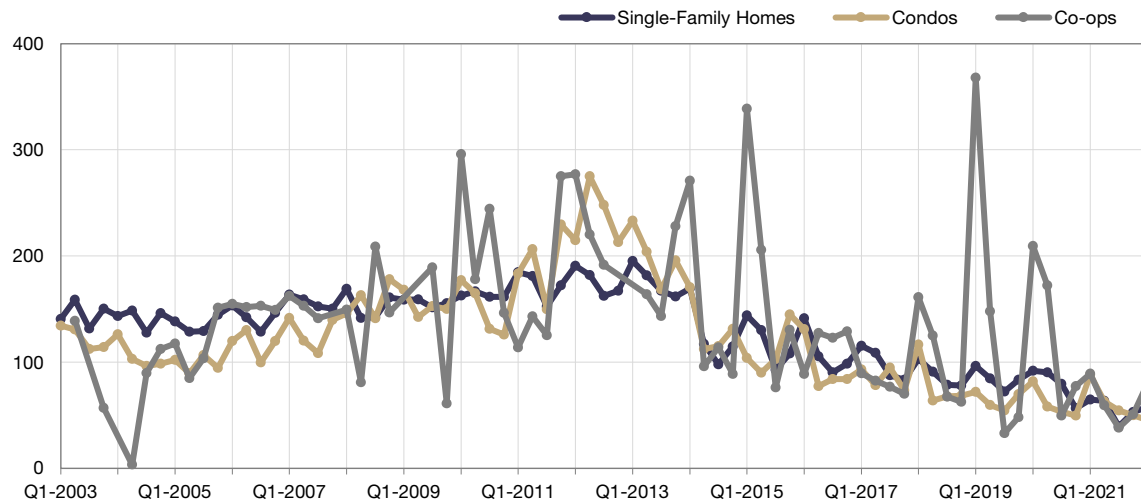
Q1-2022



Year to Date



Historical Days on Market Until Sale by Quarter



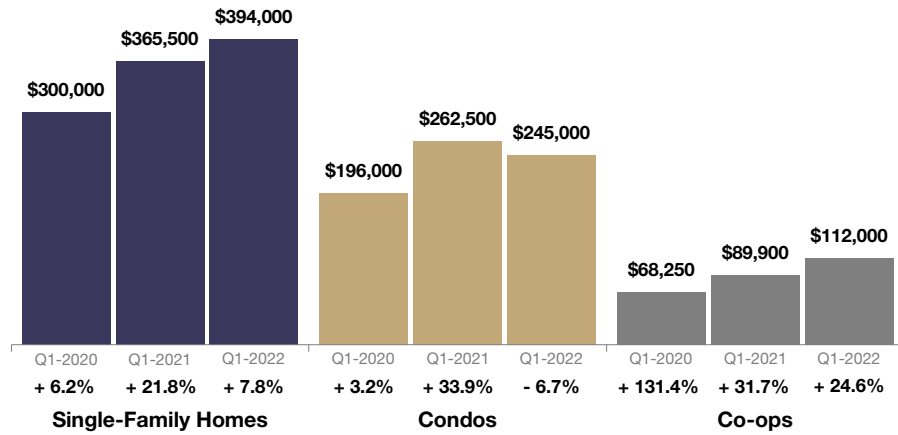
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	88	89
Q2-2021	64	63	59
Q3-2021	40	54	38
Q4-2021	53	50	51
Q1-2022	58	46	80

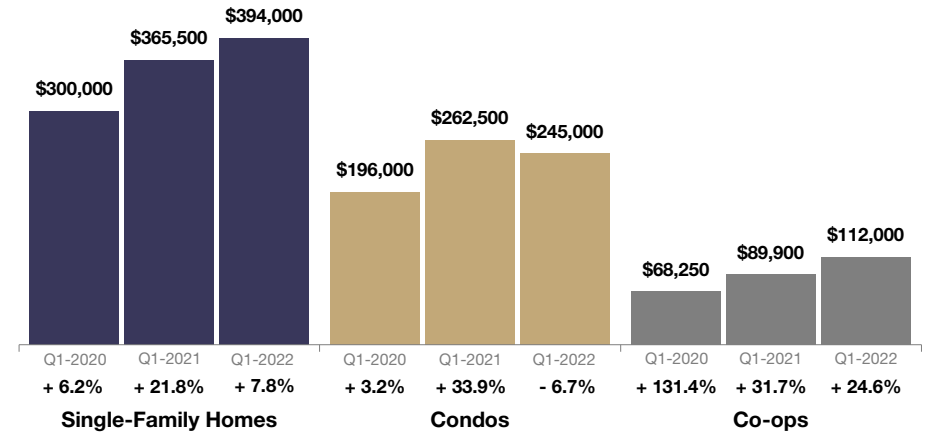
Median Sales Price

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

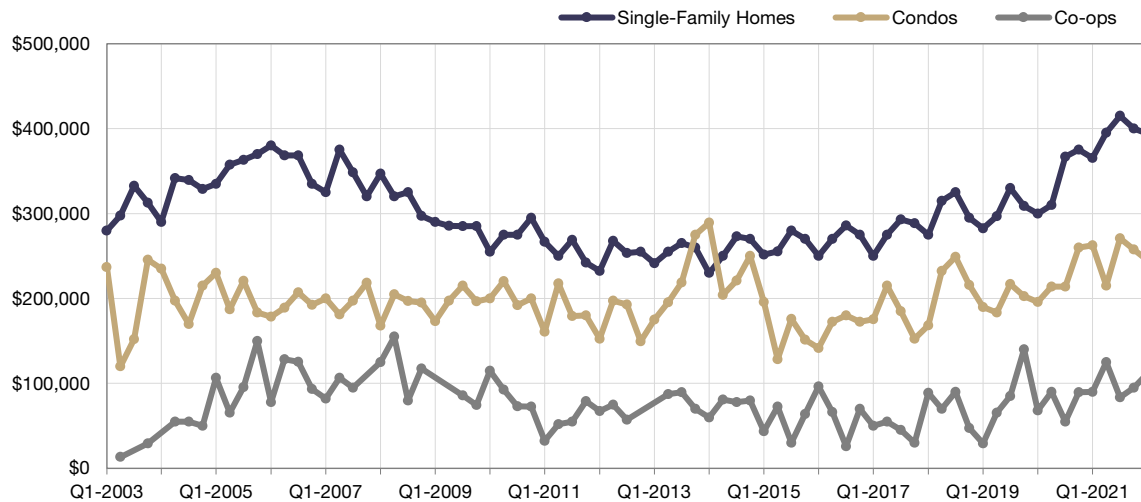
Q1-2022



Year to Date



Historical Median Sales Price by Quarter



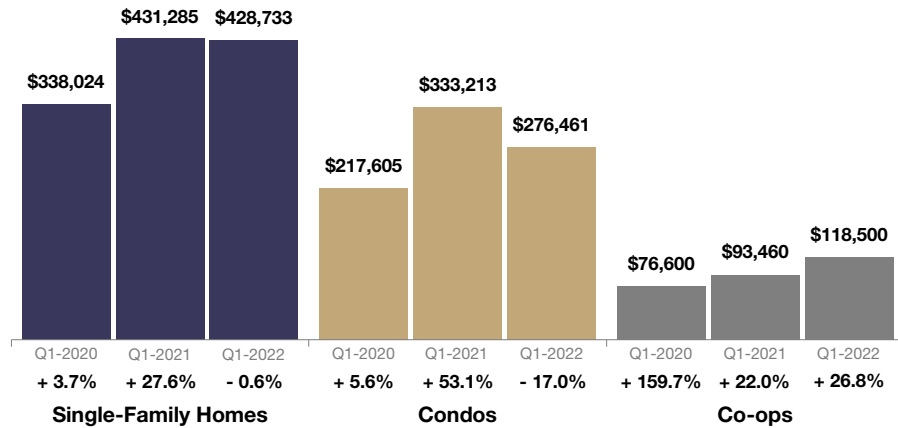
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$262,500	\$89,900
Q2-2021	\$395,000	\$215,000	\$125,000
Q3-2021	\$415,000	\$271,000	\$83,750
Q4-2021	\$400,000	\$257,500	\$94,975
Q1-2022	\$394,000	\$245,000	\$112,000

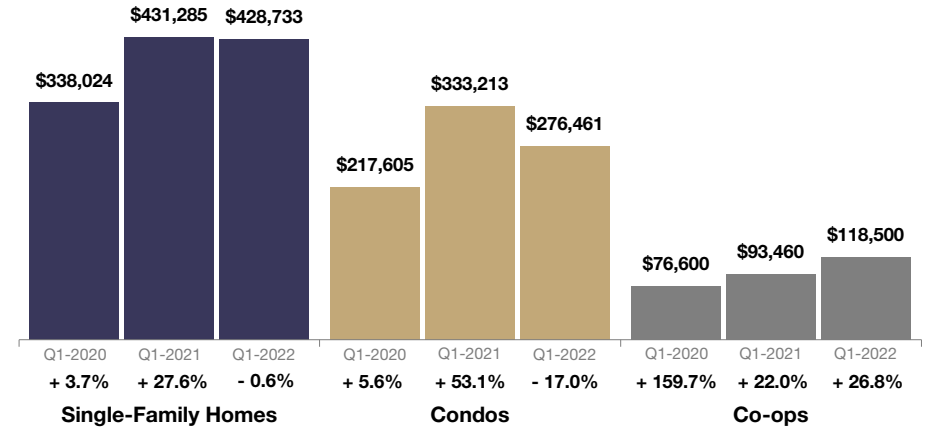
Average Sales Price

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

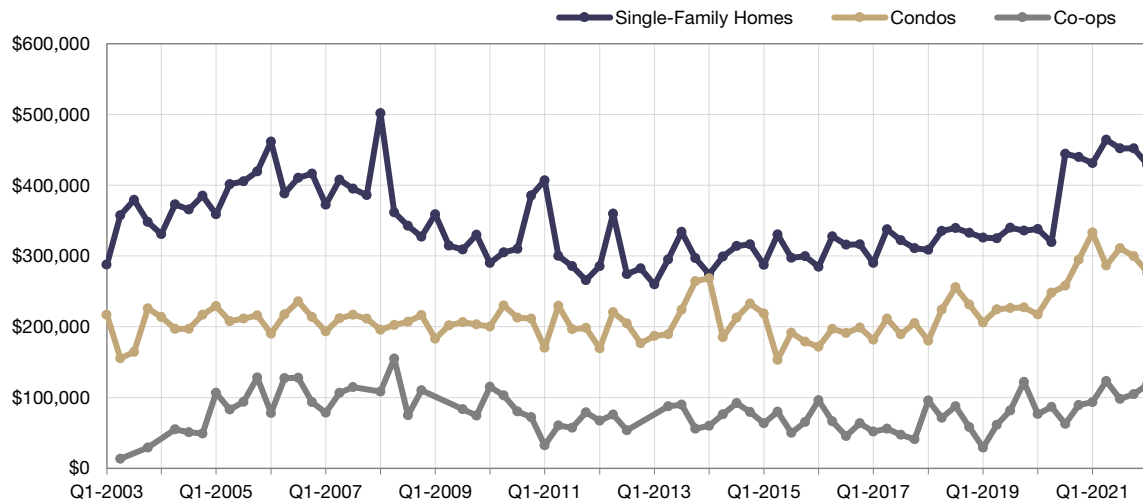
Q1-2022



Year to Date



Historical Average Sales Price by Quarter



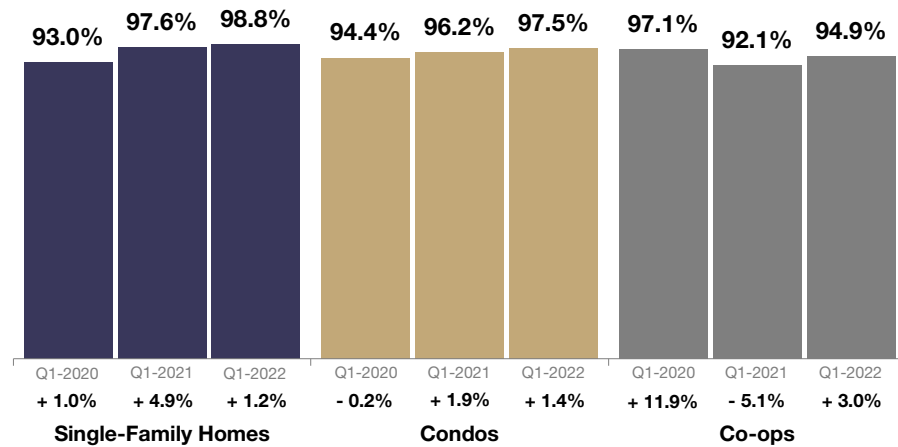
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	\$333,213	\$93,460
Q2-2021	\$464,263	\$286,615	\$123,286
Q3-2021	\$451,984	\$310,910	\$98,188
Q4-2021	\$451,933	\$299,497	\$104,895
Q1-2022	\$428,733	\$276,461	\$118,500

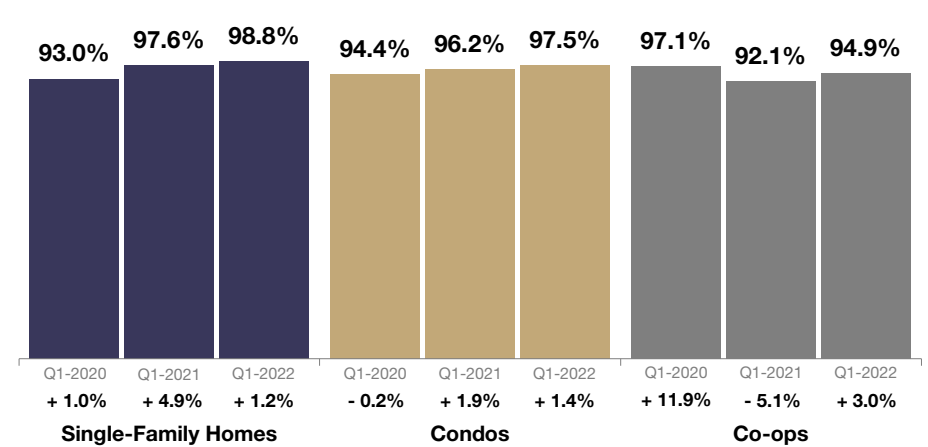
Percent of Original List Price Received

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.

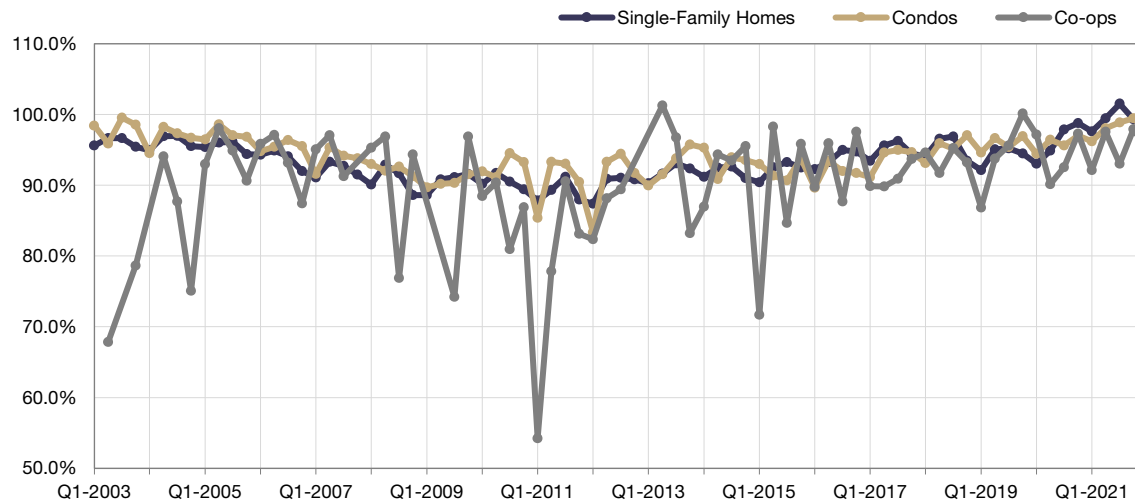
Q1-2022



Year to Date



Historical Percent of Original List Price Received by Quarter



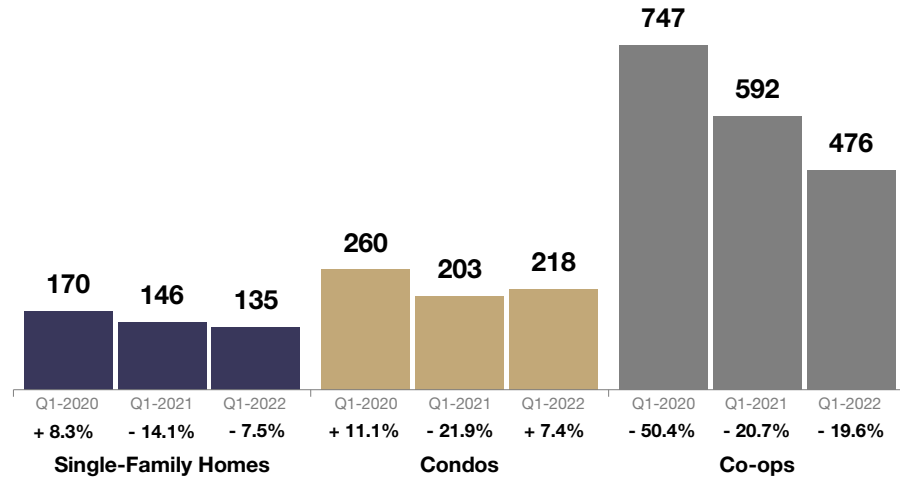
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2019	95.1%	96.6%	93.8%
Q3-2019	95.2%	95.4%	95.6%
Q4-2019	94.5%	96.9%	100.1%
Q1-2020	93.0%	94.4%	97.1%
Q2-2020	94.9%	96.4%	90.1%
Q3-2020	97.9%	95.6%	92.6%
Q4-2020	98.8%	97.0%	97.3%
Q1-2021	97.6%	96.2%	92.1%
Q2-2021	99.5%	98.1%	97.5%
Q3-2021	101.5%	98.9%	93.0%
Q4-2021	99.3%	99.4%	97.9%
Q1-2022	98.8%	97.5%	94.9%

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

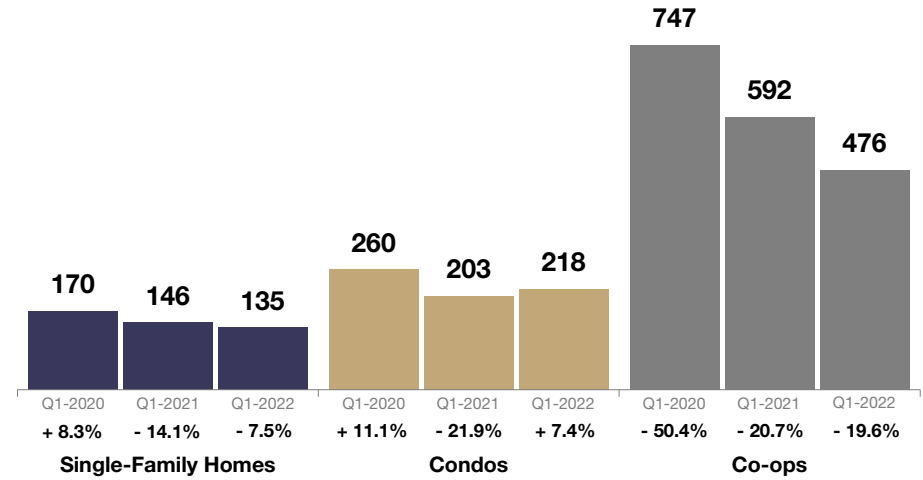
Housing Affordability Index

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.

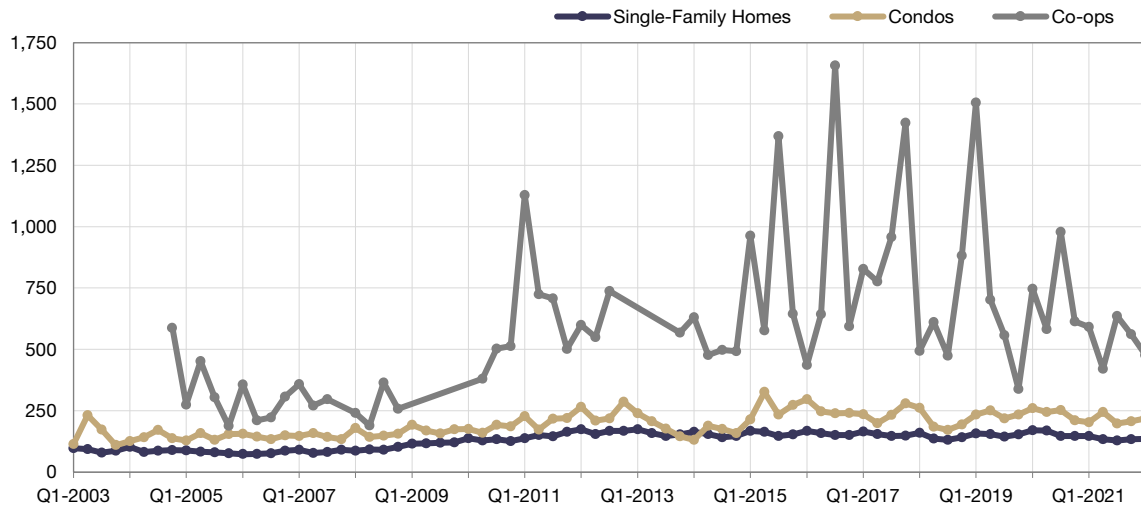
Q1-2022



Year to Date



Historical Housing Affordability Index by Quarter



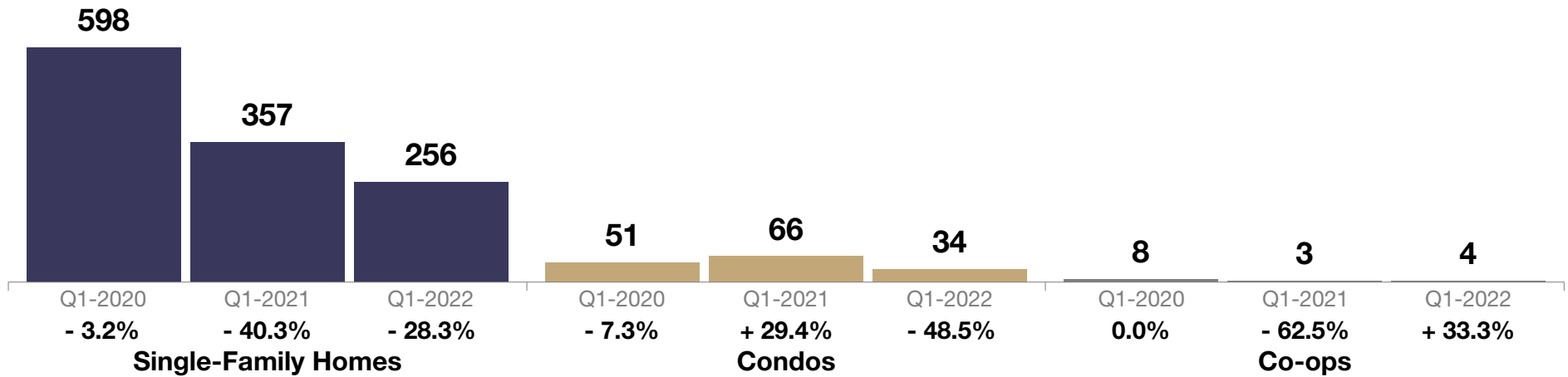
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	203	592
Q2-2021	133	245	421
Q3-2021	128	197	636
Q4-2021	133	207	561
Q1-2022	135	218	476

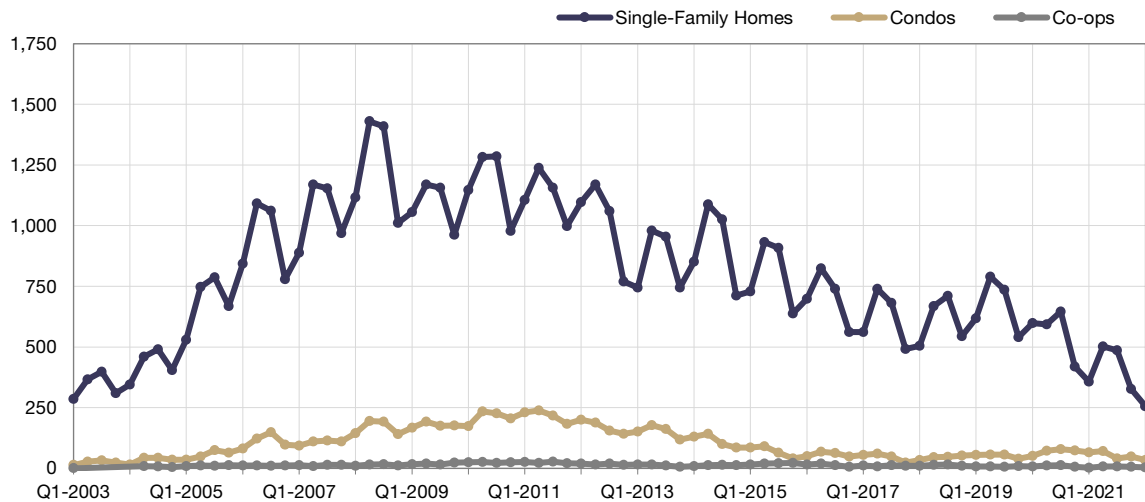
Inventory of Homes for Sale

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

Q1-2022



Historical Inventory of Homes for Sale by Quarter



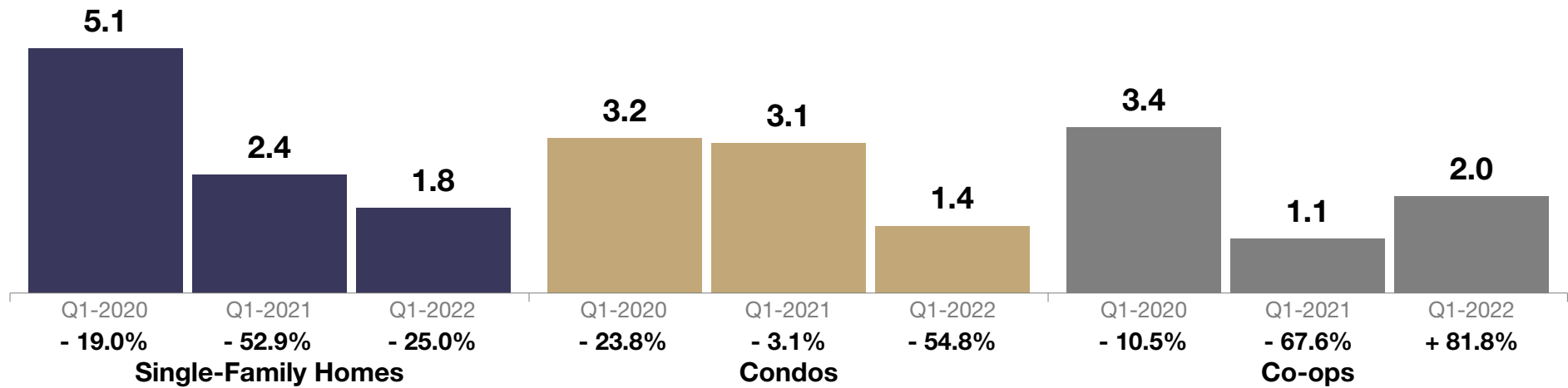
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
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	419	74	7
Q1-2021	357	66	3
Q2-2021	502	71	8
Q3-2021	486	41	8
Q4-2021	327	48	7
Q1-2022	256	34	4

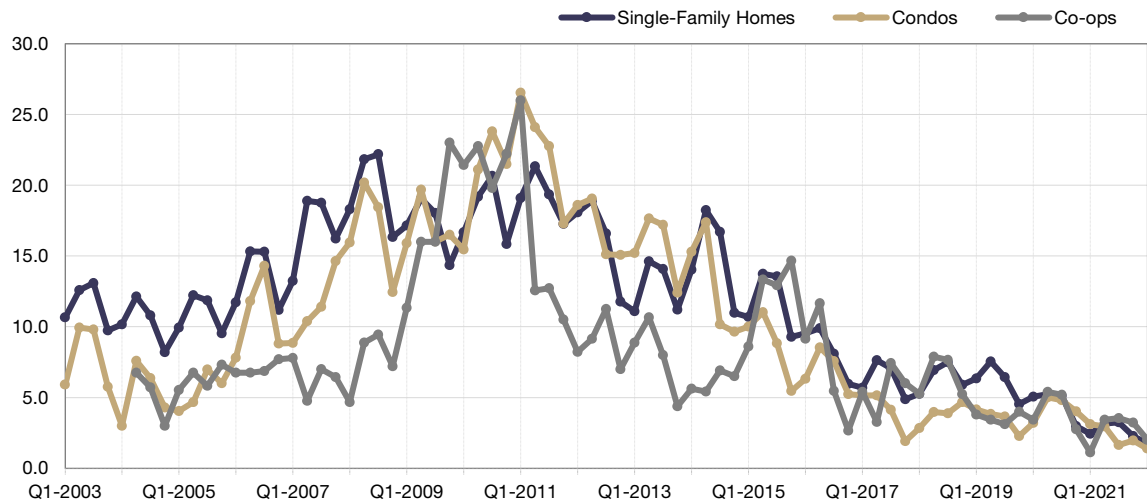
Months Supply of Inventory

The inventory of homes for sale at the end of a quarter, divided by the average monthly pending sales from the last 4 quarters.

Q1-2022



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
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	3.2	2.9	3.4
Q3-2021	3.3	1.6	3.6
Q4-2021	2.3	2.0	3.2
Q1-2022	1.8	1.4	2.0

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	Q1-2021	Q1-2022	Percent Change	YTD 2021	YTD 2022	Percent Change																				
New Listings	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><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><td>484</td><td>447</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	828	662	433	558	584	935	533	470	862	688	484	447	470	447	- 4.9%	470	447	- 4.9%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	828	662	433	558	584	935	533	470	862	688	484	447															
Pending Sales	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>466</td><td>491</td><td>369</td><td>302</td><td>389</td><td>675</td><td>572</td><td>401</td><td>571</td><td>574</td><td>489</td><td>418</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	466	491	369	302	389	675	572	401	571	574	489	418	401	418	+ 4.2%	401	418	+ 4.2%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	466	491	369	302	389	675	572	401	571	574	489	418															
Closed Sales	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>374</td><td>494</td><td>436</td><td>313</td><td>296</td><td>493</td><td>656</td><td>471</td><td>468</td><td>602</td><td>569</td><td>431</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	374	494	436	313	296	493	656	471	468	602	569	431	471	431	- 8.5%	471	431	- 8.5%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	374	494	436	313	296	493	656	471	468	602	569	431															
Days on Market	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><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><td>53</td><td>56</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	82	70	82	93	89	76	56	68	64	42	53	56	68	56	- 17.6%	68	56	- 17.6%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	82	70	82	93	89	76	56	68	64	42	53	56															
Median Sales Price	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>\$283,250</td><td>\$319,450</td><td>\$300,000</td><td>\$288,925</td><td>\$297,500</td><td>\$390,000</td><td>\$365,000</td><td>\$353,000</td><td>\$375,000</td><td>\$385,550</td><td>\$389,000</td><td>\$379,000</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	\$283,250	\$319,450	\$300,000	\$288,925	\$297,500	\$390,000	\$365,000	\$353,000	\$375,000	\$385,550	\$389,000	\$379,000	\$353,000	\$379,000	+ 7.4%	\$353,000	\$379,000	+ 7.4%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	\$283,250	\$319,450	\$300,000	\$288,925	\$297,500	\$390,000	\$365,000	\$353,000	\$375,000	\$385,550	\$389,000	\$379,000															
Average Sales Price	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><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>\$413,540</td><td>\$431,073</td><td>\$427,129</td><td>\$426,306</td><td>\$404,302</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	\$305,028	\$325,892	\$322,955	\$315,315	\$308,213	\$419,514	\$419,707	\$413,540	\$431,073	\$427,129	\$426,306	\$404,302	\$413,540	\$404,302	- 2.2%	\$413,540	\$404,302	- 2.2%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	\$305,028	\$325,892	\$322,955	\$315,315	\$308,213	\$419,514	\$419,707	\$413,540	\$431,073	\$427,129	\$426,306	\$404,302															
Pct. of Orig. Price Received	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><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><td>99.3%</td><td>98.6%</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	95.3%	95.2%	94.8%	93.3%	95.0%	97.6%	98.6%	97.3%	99.2%	101.0%	99.3%	98.6%	97.3%	98.6%	+ 1.3%	97.3%	98.6%	+ 1.3%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	95.3%	95.2%	94.8%	93.3%	95.0%	97.6%	98.6%	97.3%	99.2%	101.0%	99.3%	98.6%															
Housing Affordability Index	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>162</td><td>149</td><td>158</td><td>176</td><td>176</td><td>150</td><td>150</td><td>151</td><td>140</td><td>135</td><td>137</td><td>141</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	162	149	158	176	176	150	150	151	140	135	137	141	151	141	- 6.6%	151	141	- 6.6%
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	162	149	158	176	176	150	150	151	140	135	137	141															
Inventory of Homes for Sale	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><td>854</td><td>800</td><td>588</td><td>657</td><td>677</td><td>738</td><td>500</td><td>426</td><td>581</td><td>535</td><td>382</td><td>294</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	854	800	588	657	677	738	500	426	581	535	382	294	426	294	- 31.0%	--	--	--
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	854	800	588	657	677	738	500	426	581	535	382	294															
Months Supply of Inventory	<table border="1"> <tr><th>Quarter</th><td>Q2-2019</td><td>Q4-2019</td><td>Q2-2020</td><td>Q4-2020</td><td>Q2-2021</td><td>Q4-2021</td></tr> <tr><th>Value</th><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>3.0</td><td>2.3</td><td>1.7</td></tr> </table>	Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021	Value	7.1	6.1	4.3	4.8	5.2	5.1	3.1	2.5	3.1	3.0	2.3	1.7	2.5	1.7	- 32.0%	--	--	--
Quarter	Q2-2019	Q4-2019	Q2-2020	Q4-2020	Q2-2021	Q4-2021																					
Value	7.1	6.1	4.3	4.8	5.2	5.1	3.1	2.5	3.1	3.0	2.3	1.7															