

# Quarterly Indicators

## Rockland County



### Q2-2022

The second quarter marked a turning point in the U.S. housing market, as rising inflation, skyrocketing sales prices, and surging mortgage interest rates finally caught up to market participants. Mortgage rates exceeded expectations and hit a 14-year high in June, having jumped nearly 3 percentage points since January, while national existing-home sales prices topped \$400,000 for the first time ever. Buyer demand has cooled rapidly amid the rising costs of home ownership, as many Americans have lost mortgage eligibility or are now unable to afford a home in the current economic climate.

- Single-Family Closed Sales were down 22.8 percent to 473.
- Condos Closed Sales were down 31.3 percent to 125.
- Co-ops Closed Sales were down 35.5 percent to 20.
- Single-Family Median Sales Price increased 17.3 percent to \$645,000.
- Condos Median Sales Price increased 0.2 percent to \$313,000.
- Co-ops Median Sales Price increased 19.4 percent to \$101,500.

As market dynamics shift, talks of a housing correction have intensified. Although opinions are mixed on where the market is headed, many economists agree that the housing boom of the last two years has peaked. Mortgage applications are down considerably from this time last year, while undeterred buyers are having to pay significantly more per month to own a home. As a result, home sales continued to decline nationwide in Q2, largely returning to pre-pandemic levels, according to Lawrence Yun, Chief Economist at the National Association of REALTORS®. With demand moderating, housing supply has been improving in recent months, a sign the market is transitioning toward a more balanced market.

### Quarterly Snapshot

**- 25.2%**    **- 24.2%**    **+ 12.5%**

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.



Rockland County

Key Metrics	Historical Sparkbars	Q2-2021	Q2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>918, 562, 730, 774, 1,093, 632, 626, 992, 815, 503, 581, 902</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	992	<b>902</b>	- 9.1%	1,618	<b>1,483</b>	- 8.3%
<b>Pending Sales</b>	<p>606, 463, 408, 510, 920, 680, 561, 720, 721, 570, 442, 630</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	720	<b>630</b>	- 12.5%	1,281	<b>1,072</b>	- 16.3%
<b>Closed Sales</b>	<p>643, 531, 452, 363, 677, 839, 609, 613, 715, 748, 516, 473</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	613	<b>473</b>	- 22.8%	1,222	<b>989</b>	- 19.1%
<b>Days on Market</b>	<p>67, 79, 90, 78, 76, 63, 61, 54, 37, 40, 50, 29</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	54	<b>29</b>	- 46.3%	57	<b>40</b>	- 29.8%
<b>Median Sales Price</b>	<p>\$475,000, \$450,000, \$469,000, \$475,000, \$510,000, \$525,000, \$522,000, \$550,000, \$579,000, \$590,000, \$600,000, \$645,000</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	\$550,000	<b>\$645,000</b>	+ 17.3%	\$535,000	<b>\$620,000</b>	+ 15.9%
<b>Average Sales Price</b>	<p>\$497,380, \$482,365, \$486,154, \$514,502, \$549,883, \$573,727, \$560,503, \$602,958, \$640,315, \$656,775, \$658,022, \$683,979</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	\$602,959	<b>\$683,979</b>	+ 13.4%	\$581,801	<b>\$670,461</b>	+ 15.2%
<b>Pct. of Orig. Price Received</b>	<p>95.6%, 94.0%, 93.5%, 95.5%, 96.3%, 97.2%, 97.8%, 100.1%, 101.8%, 100.8%, 100.5%, 105.3%</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	100.1%	<b>105.3%</b>	+ 5.2%	98.9%	<b>102.8%</b>	+ 3.9%
<b>Housing Affordability Index</b>	<p>78, 82, 85, 85, 81, 80, 115, 108, 102, 99, 88, 71</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	108	<b>71</b>	- 34.3%	111	<b>74</b>	- 33.3%
<b>Inventory of Homes for Sale</b>	<p>1,101, 835, 886, 885, 805, 549, 454, 588, 491, 288, 336, 444</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	588	<b>444</b>	- 24.5%	--	--	--
<b>Months Supply of Inventory</b>	<p>6.4, 4.8, 5.1, 5.3, 4.2, 2.6, 2.0, 2.4, 2.2, 1.3, 1.6, 2.3</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	2.4	<b>2.3</b>	- 4.2%	--	--	--

# 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	Q2-2021	Q2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>	<p>201, 155, 195, 164, 253, 187, 191, 251, 200, 152, 153, 205</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	251	<b>205</b>	- 18.3%	442	<b>358</b>	- 19.0%
<b>Pending Sales</b>	<p>146, 129, 125, 95, 234, 182, 177, 209, 154, 178, 117, 163</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	209	<b>163</b>	- 22.0%	386	<b>280</b>	- 27.5%
<b>Closed Sales</b>	<p>145, 147, 106, 104, 144, 217, 169, 182, 202, 176, 163, 125</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	182	<b>125</b>	- 31.3%	351	<b>288</b>	- 17.9%
<b>Days on Market</b>	<p>67, 79, 76, 80, 55, 69, 56, 39, 33, 38, 41, 27</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	39	<b>27</b>	- 30.8%	47	<b>35</b>	- 25.5%
<b>Median Sales Price</b>	<p>\$256,000, \$250,000, \$254,000, \$250,000, \$274,400, \$280,000, \$285,000, \$312,500, \$309,950, \$312,500, \$289,700, \$313,000</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	\$312,500	<b>\$313,000</b>	+ 0.2%	\$305,000	<b>\$300,000</b>	- 1.6%
<b>Average Sales Price</b>	<p>\$283,806, \$299,016, \$271,964, \$285,712, \$305,496, \$305,212, \$371,329, \$396,371, \$349,170, \$372,200, \$382,040, \$366,908</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	\$396,371	<b>\$366,908</b>	- 7.4%	\$384,314	<b>\$364,160</b>	- 5.2%
<b>Pct. of Orig. Price Received</b>	<p>95.1%, 94.5%, 94.9%, 95.9%, 96.8%, 96.7%, 97.3%, 99.1%, 100.0%, 99.8%, 99.6%, 102.6%</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	99.1%	<b>102.6%</b>	+ 3.5%	98.3%	<b>100.9%</b>	+ 2.6%
<b>Housing Affordability Index</b>	<p>145, 148, 154, 161, 151, 151, 210, 189, 190, 186, 183, 147</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	189	<b>147</b>	- 22.2%	194	<b>153</b>	- 21.1%
<b>Inventory of Homes for Sale</b>	<p>213, 170, 178, 196, 156, 117, 103, 105, 117, 62, 78, 82</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	105	<b>82</b>	- 21.9%	--	--	--
<b>Months Supply of Inventory</b>	<p>4.8, 3.9, 3.9, 4.8, 3.2, 2.2, 1.8, 1.6, 1.9, 1.0, 1.4, 1.6</p> <p>Q3-2019, Q1-2020, Q3-2020, Q1-2021, Q3-2021, Q1-2022</p>	1.6	<b>1.6</b>	0.0%	--	--	--

# 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.

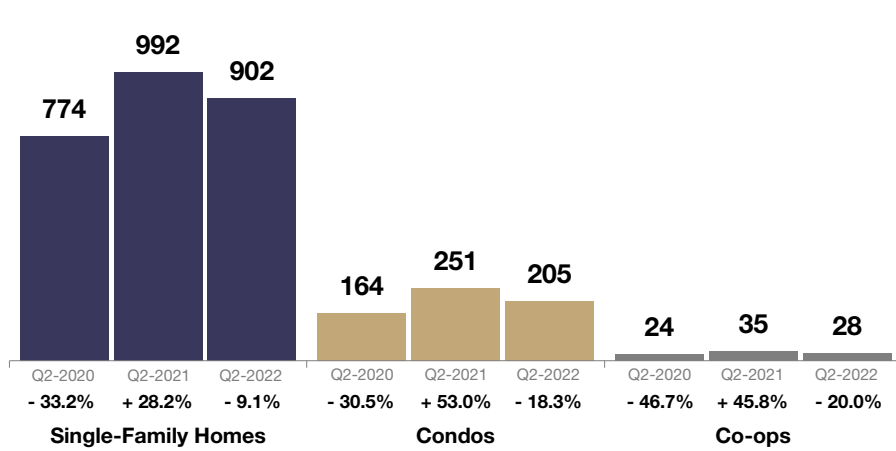


Key Metrics	Historical Sparkbars	Q2-2021	Q2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		35	28	- 20.0%	60	62	+ 3.3%
<b>Pending Sales</b>		21	27	+ 28.6%	48	50	+ 4.2%
<b>Closed Sales</b>		31	20	- 35.5%	46	41	- 10.9%
<b>Days on Market</b>		108	67	- 38.0%	91	66	- 27.5%
<b>Median Sales Price</b>		\$85,000	\$101,500	+ 19.4%	\$86,500	\$100,000	+ 15.6%
<b>Average Sales Price</b>		\$122,258	\$124,425	+ 1.8%	\$117,668	\$127,388	+ 8.3%
<b>Pct. of Orig. Price Received</b>		92.9%	97.8%	+ 5.3%	92.9%	97.9%	+ 5.4%
<b>Housing Affordability Index</b>		696	454	- 34.8%	684	460	- 32.7%
<b>Inventory of Homes for Sale</b>		35	26	- 25.7%	--	--	--
<b>Months Supply of Inventory</b>		4.2	3.2	- 23.8%	--	--	--

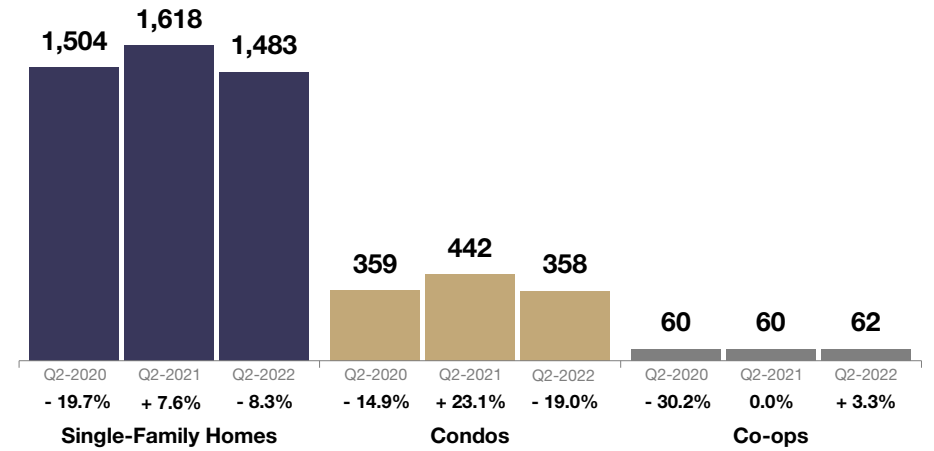
# New Listings

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

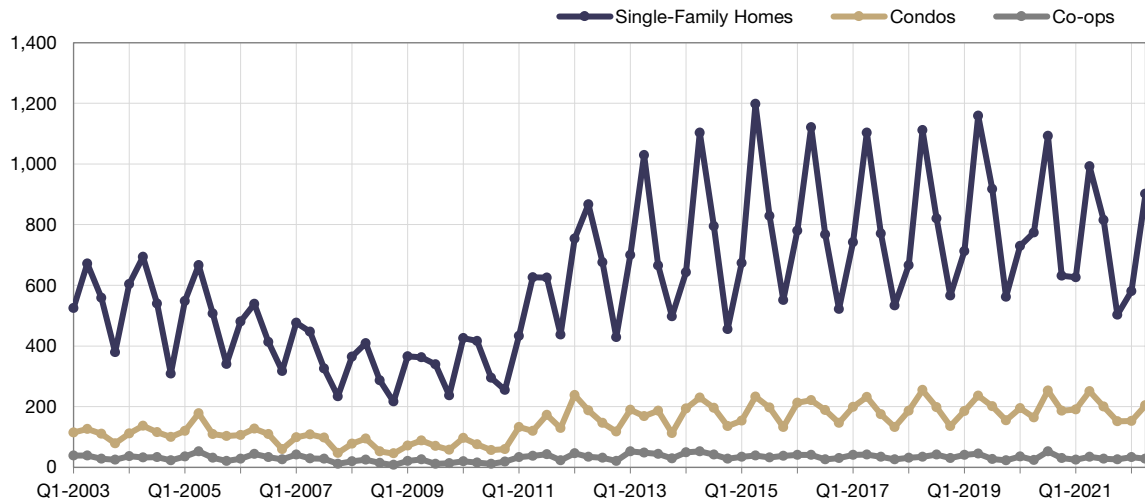
## Q2-2022



## Year to Date



## Historical New Listings by Quarter



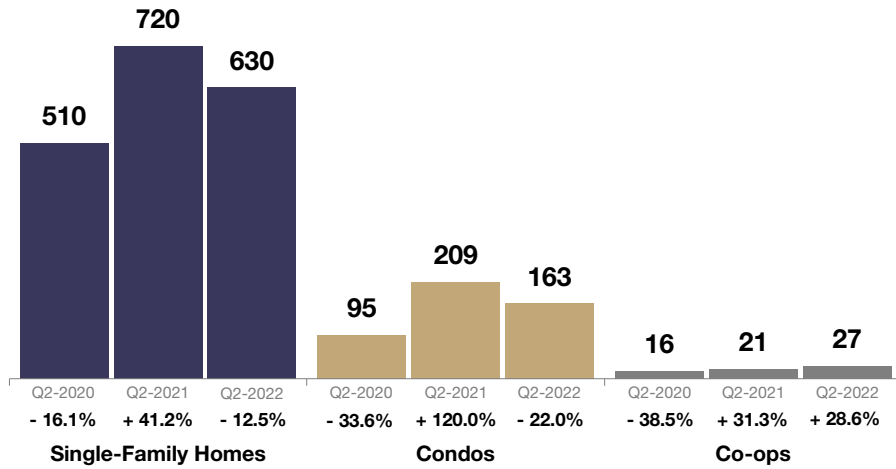
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	918	201	27
Q4-2019	562	155	23
Q1-2020	730	195	36
Q2-2020	774	164	24
Q3-2020	1,093	253	53
Q4-2020	632	187	30
Q1-2021	626	191	25
Q2-2021	992	251	35
Q3-2021	815	200	28
Q4-2021	503	152	26
Q1-2022	581	153	34
<b>Q2-2022</b>	<b>902</b>	<b>205</b>	<b>28</b>

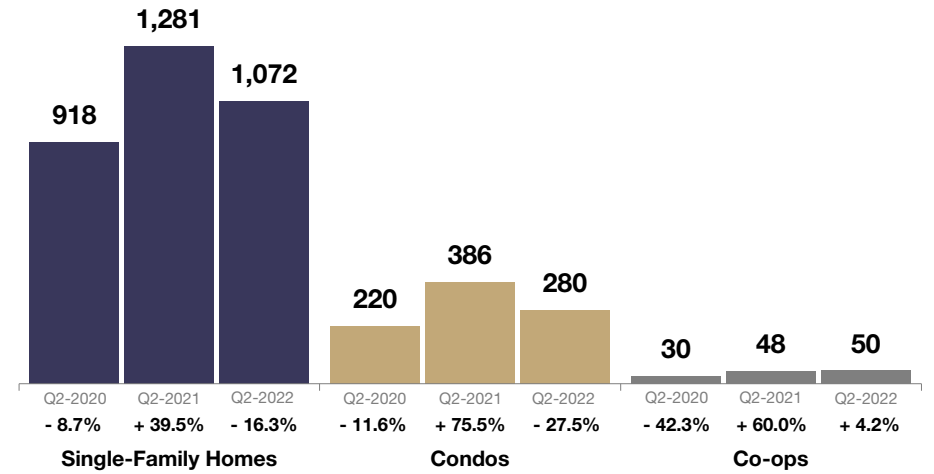
# Pending Sales

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

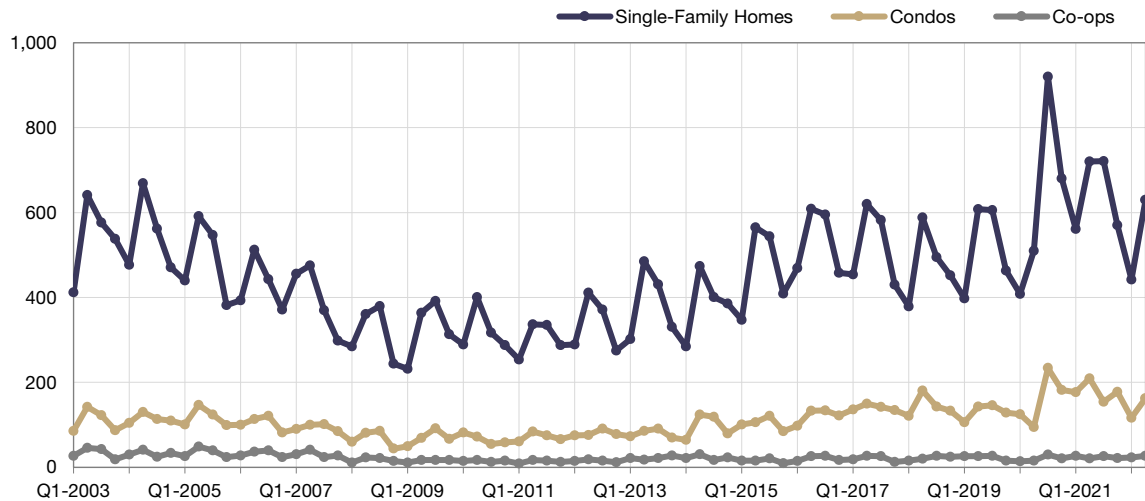
## Q2-2022



## Year to Date



## Historical Pending Sales by Quarter



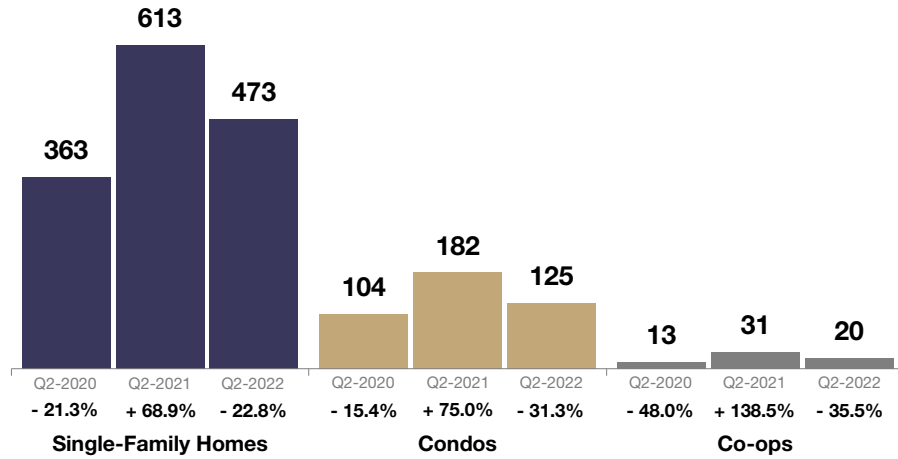
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	606	146	27
Q4-2019	463	129	16
Q1-2020	408	125	14
Q2-2020	510	95	16
Q3-2020	920	234	30
Q4-2020	680	182	21
Q1-2021	561	177	27
Q2-2021	720	209	21
Q3-2021	721	154	26
Q4-2021	570	178	22
Q1-2022	442	117	23
<b>Q2-2022</b>	<b>630</b>	<b>163</b>	<b>27</b>

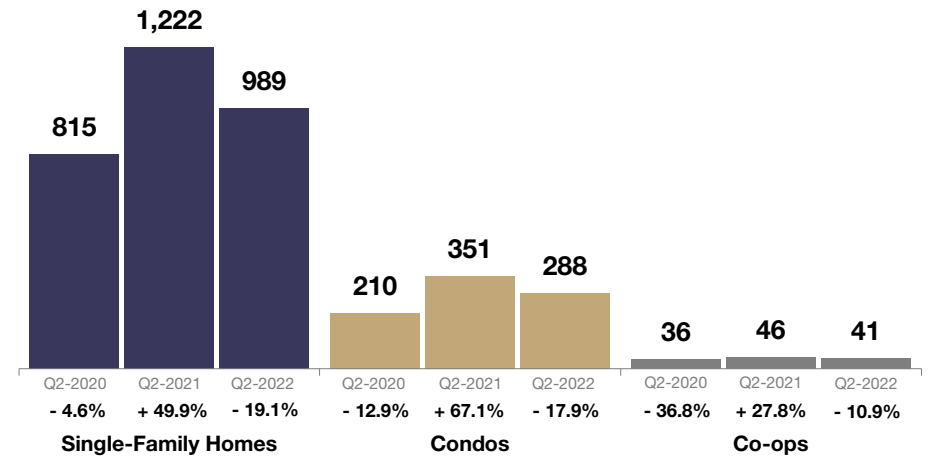
# Closed Sales

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

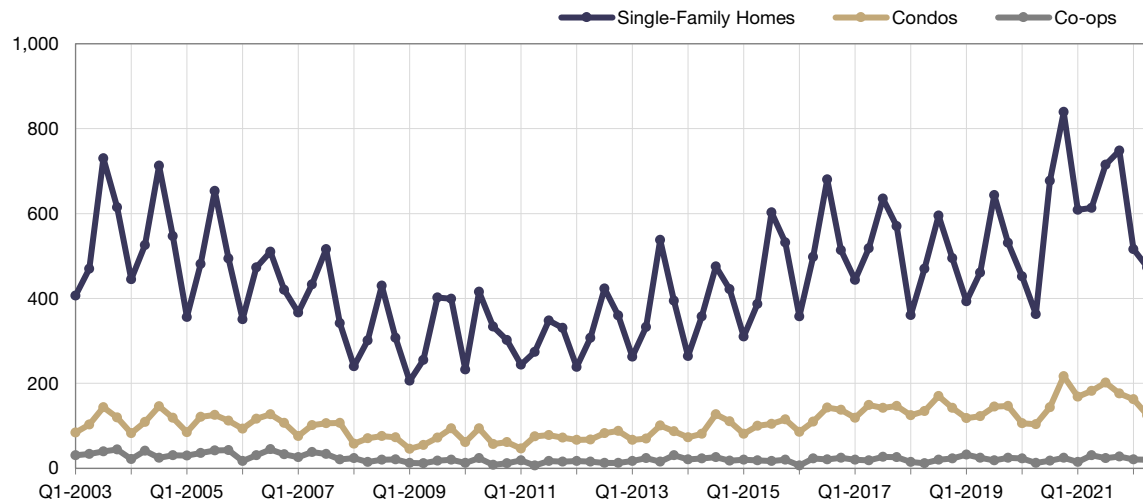
## Q2-2022



## Year to Date



## Historical Closed Sales by Quarter



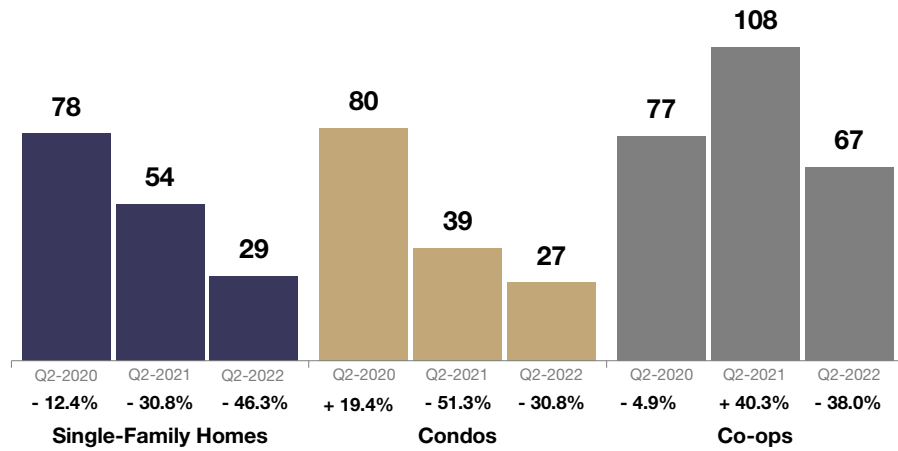
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	643	145	19
Q4-2019	531	147	25
Q1-2020	452	106	23
Q2-2020	363	104	13
Q3-2020	677	144	18
Q4-2020	839	217	25
Q1-2021	609	169	15
Q2-2021	613	182	31
Q3-2021	715	202	24
Q4-2021	748	176	28
Q1-2022	516	163	21
<b>Q2-2022</b>	<b>473</b>	<b>125</b>	<b>20</b>

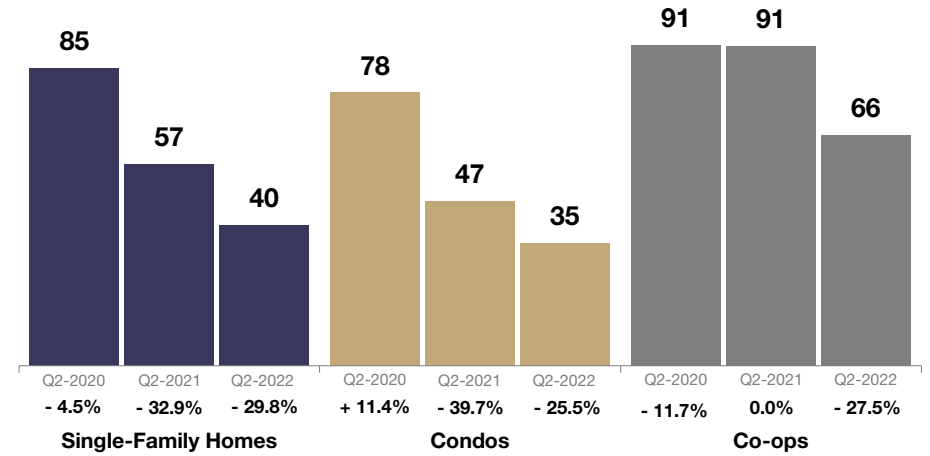
# Days on Market Until Sale

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

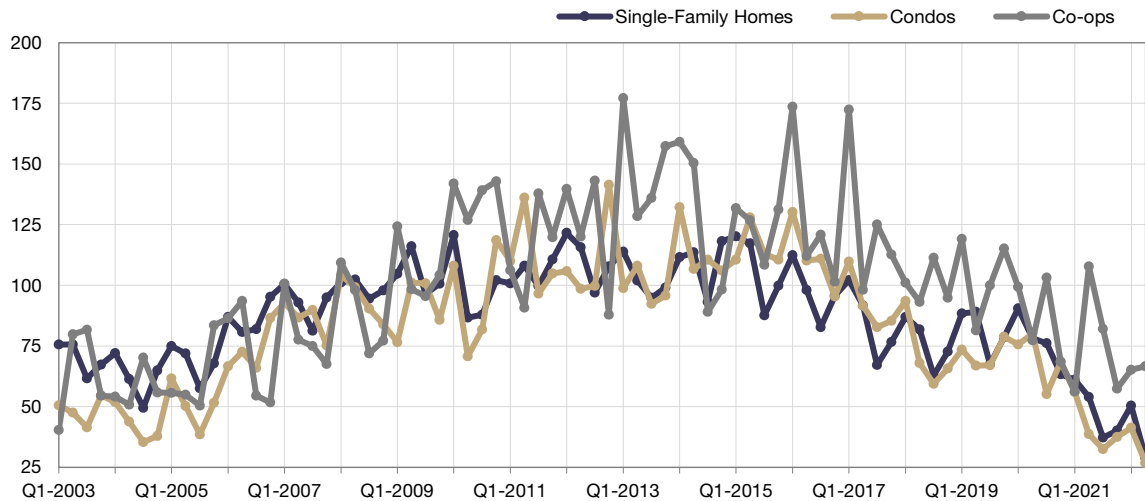
## Q2-2022



## 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.

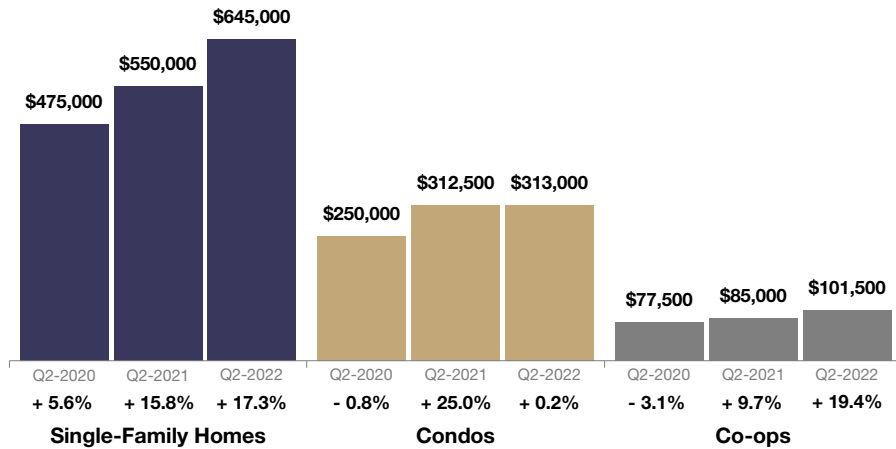
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	67	67	100
Q4-2019	79	79	115
Q1-2020	90	76	99
Q2-2020	78	80	77
Q3-2020	76	55	103
Q4-2020	63	69	69
Q1-2021	61	56	56
Q2-2021	54	39	108
Q3-2021	37	33	82
Q4-2021	40	38	57
Q1-2022	50	41	65
<b>Q2-2022</b>	<b>29</b>	<b>27</b>	<b>67</b>



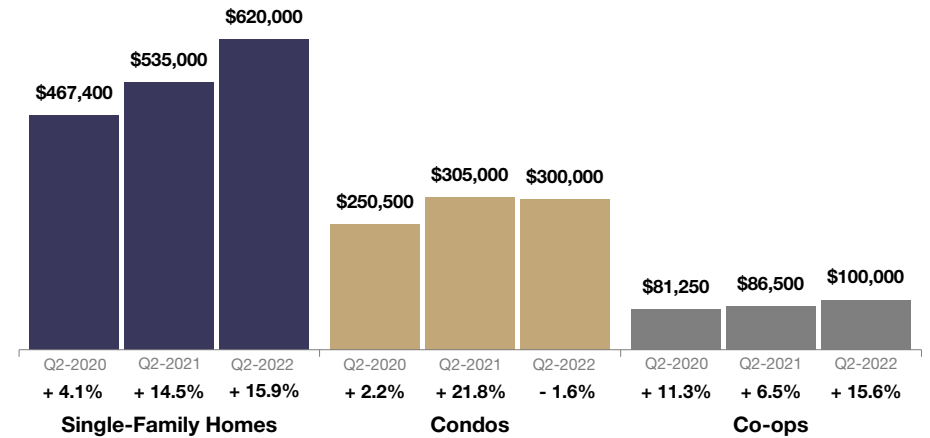
# Median Sales Price

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

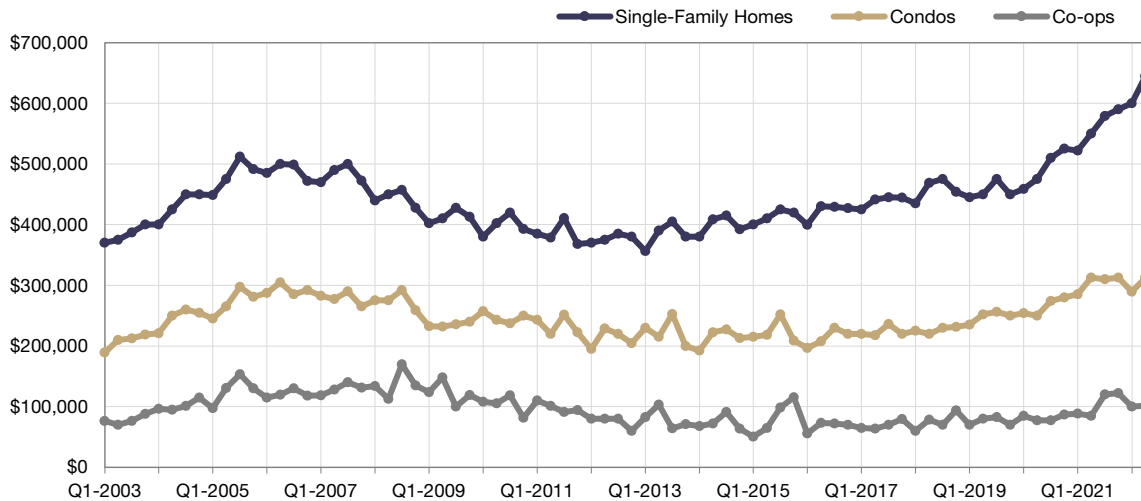
## Q2-2022



## Year to Date



## Historical Median Sales Price by Quarter



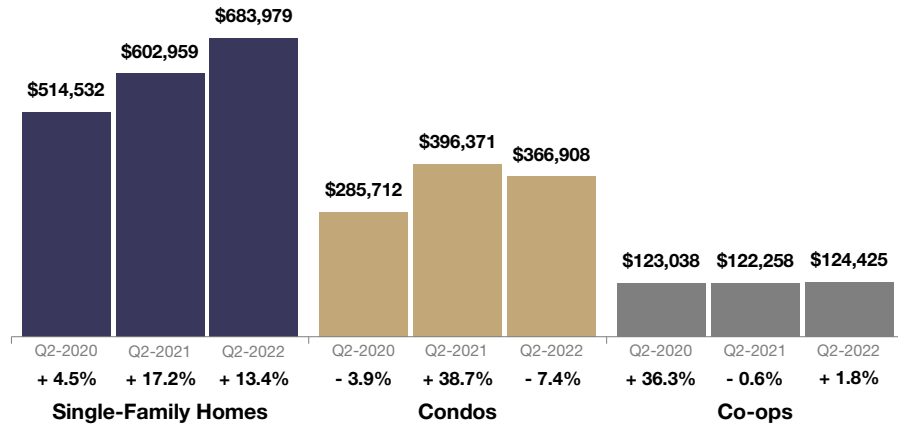
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	\$475,000	\$256,000	\$82,500
Q4-2019	\$450,000	\$250,000	\$69,999
Q1-2020	\$459,000	\$254,000	\$85,000
Q2-2020	\$475,000	\$250,000	\$77,500
Q3-2020	\$510,000	\$274,400	\$77,500
Q4-2020	\$525,000	\$280,000	\$87,000
Q1-2021	\$522,000	\$285,000	\$88,725
Q2-2021	\$550,000	\$312,500	\$85,000
Q3-2021	\$579,000	\$309,950	\$120,000
Q4-2021	\$590,000	\$312,500	\$122,500
Q1-2022	\$600,000	\$289,700	\$100,000
<b>Q2-2022</b>	<b>\$645,000</b>	<b>\$313,000</b>	<b>\$101,500</b>

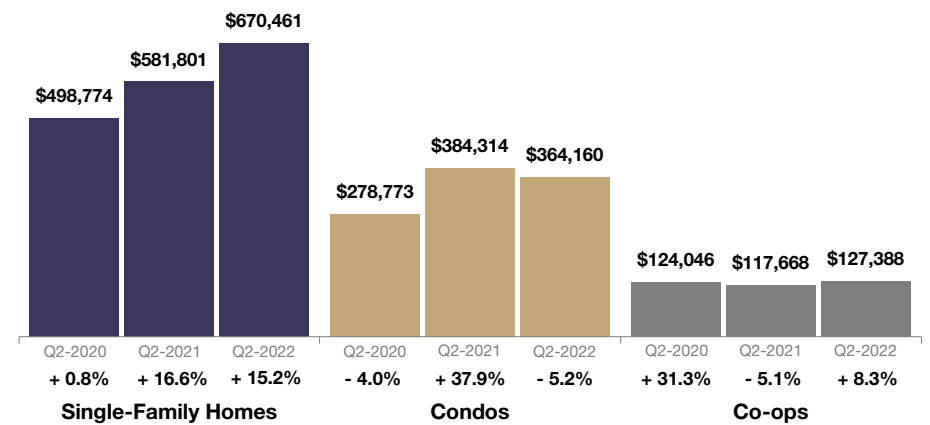
# Average Sales Price

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

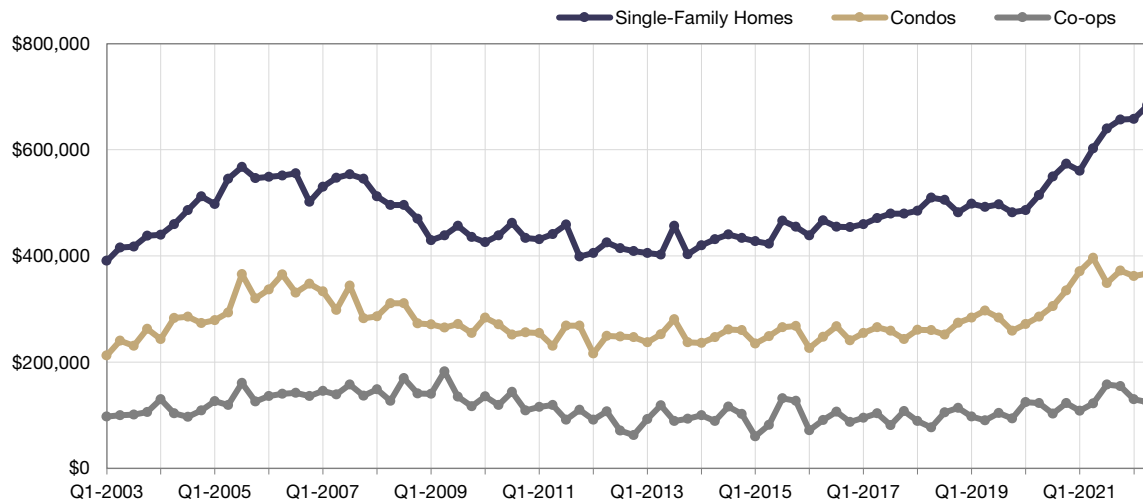
## Q2-2022



## Year to Date



## Historical Average Sales Price by Quarter



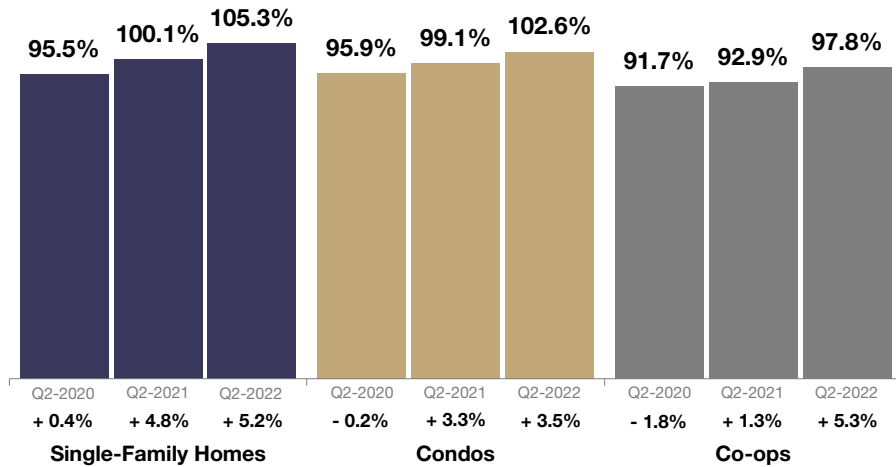
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	\$497,380	\$283,806	\$104,263
Q4-2019	\$482,365	\$259,016	\$94,196
Q1-2020	\$486,154	\$271,964	\$124,615
Q2-2020	\$514,532	\$285,712	\$123,038
Q3-2020	\$549,683	\$305,496	\$102,822
Q4-2020	\$573,727	\$335,212	\$123,016
Q1-2021	\$560,503	\$371,329	\$108,182
Q2-2021	\$602,959	\$396,371	\$122,258
Q3-2021	\$640,315	\$349,170	\$158,142
Q4-2021	\$656,775	\$372,200	\$154,800
Q1-2022	\$658,022	\$362,040	\$130,210
<b>Q2-2022</b>	<b>\$683,979</b>	<b>\$366,908</b>	<b>\$124,425</b>

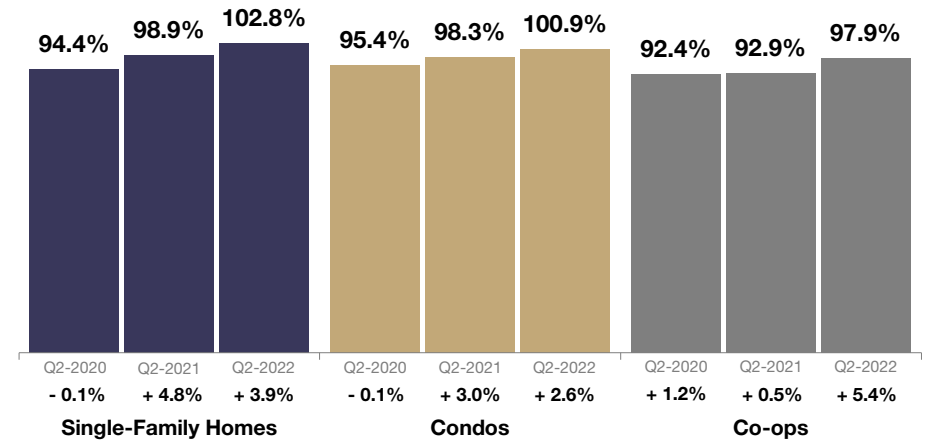
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

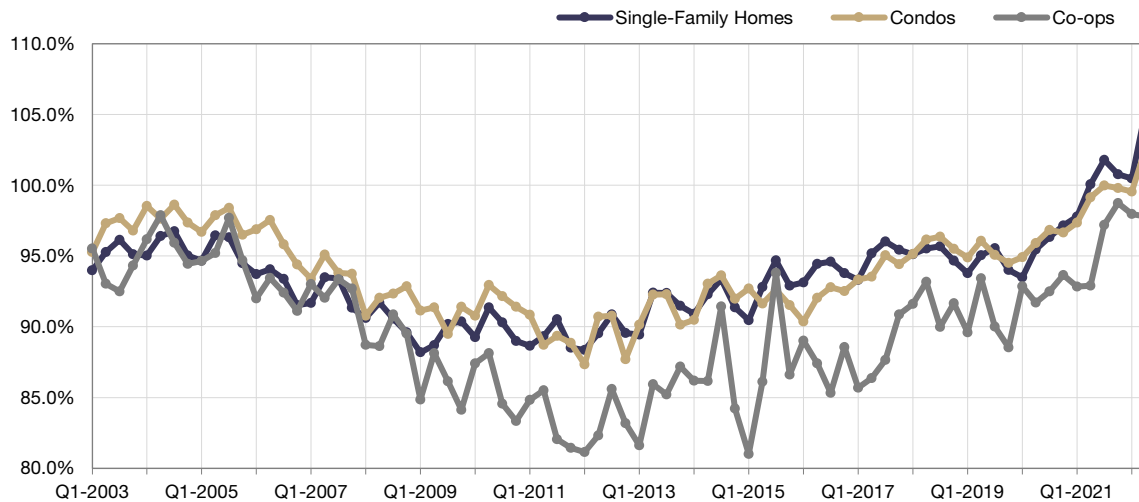
## Q2-2022



## Year to Date



## Historical Percent of Original List Price Received by Quarter



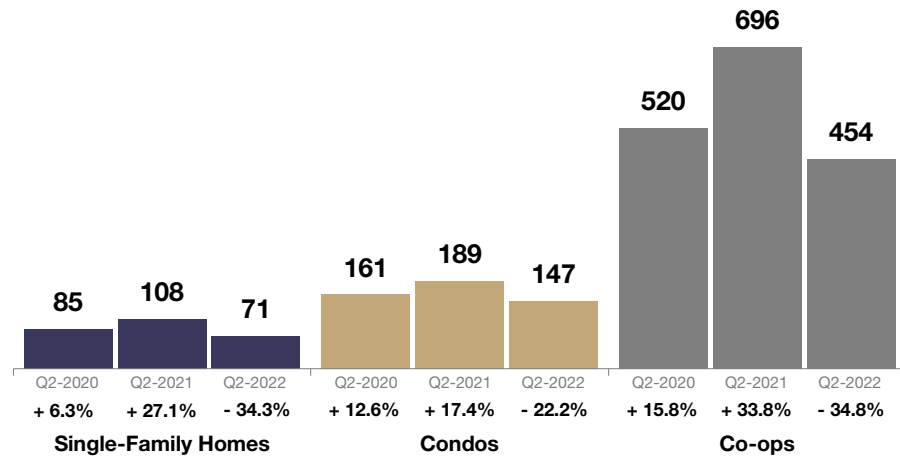
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	95.6%	95.1%	90.0%
Q4-2019	94.0%	94.5%	88.5%
Q1-2020	93.5%	94.9%	92.9%
Q2-2020	95.5%	95.9%	91.7%
Q3-2020	96.3%	96.8%	92.5%
Q4-2020	97.2%	96.7%	93.7%
Q1-2021	97.8%	97.3%	92.8%
Q2-2021	100.1%	99.1%	92.9%
Q3-2021	101.8%	100.0%	97.2%
Q4-2021	100.8%	99.8%	98.7%
Q1-2022	100.5%	99.6%	98.0%
<b>Q2-2022</b>	<b>105.3%</b>	<b>102.6%</b>	<b>97.8%</b>

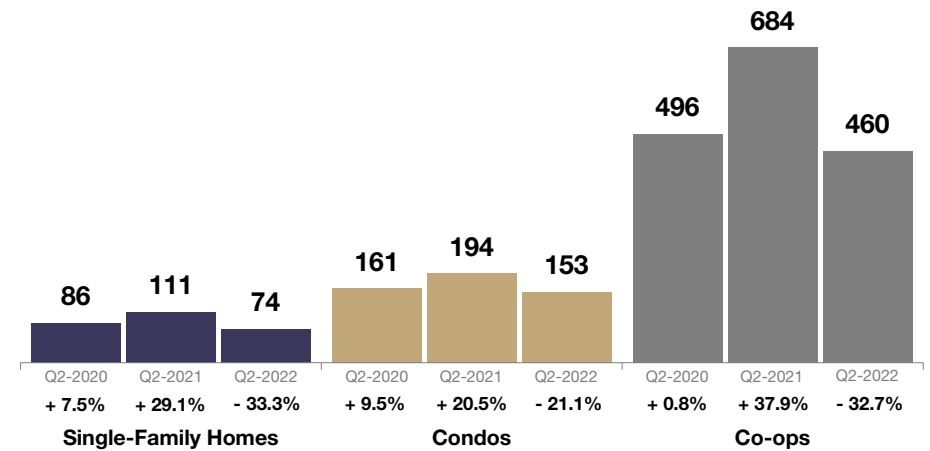
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

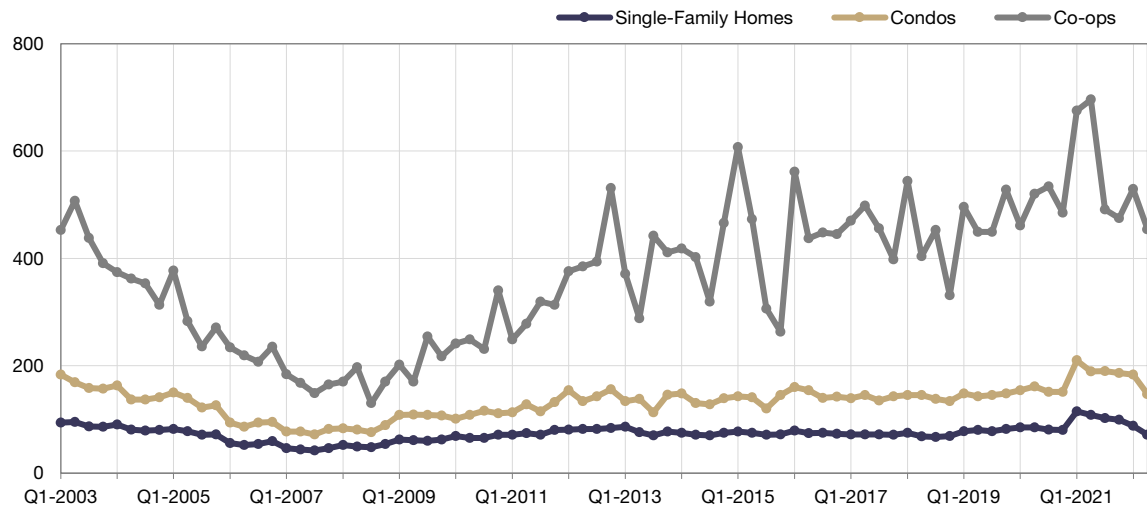
## Q2-2022



## Year to Date



## Historical Housing Affordability Index by Quarter



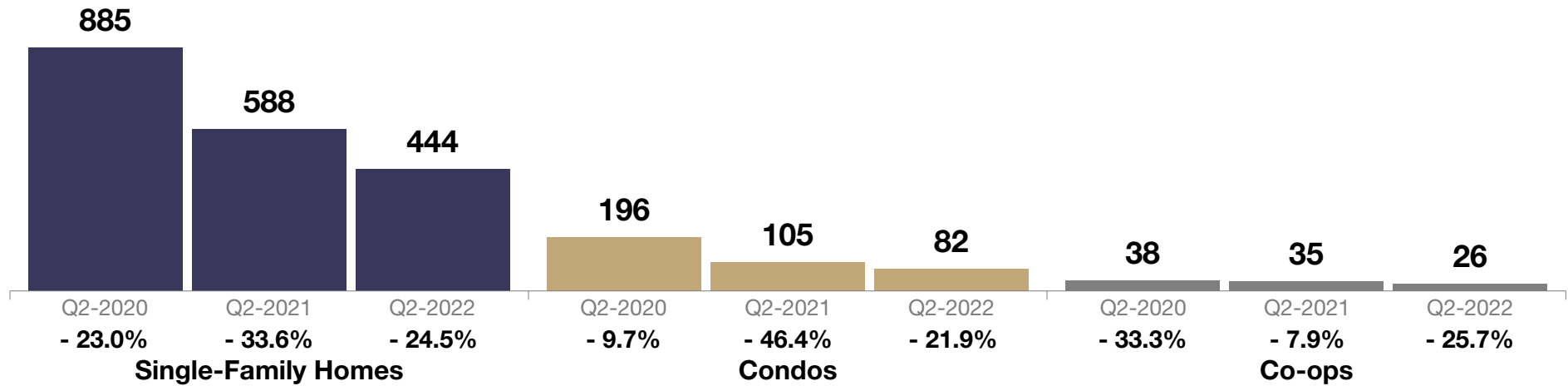
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	78	145	449
Q4-2019	82	148	528
Q1-2020	85	154	461
Q2-2020	85	161	520
Q3-2020	81	151	534
Q4-2020	80	151	485
Q1-2021	115	210	675
Q2-2021	108	189	696
Q3-2021	102	190	491
Q4-2021	99	186	475
Q1-2022	88	183	529
<b>Q2-2022</b>	<b>71</b>	<b>147</b>	<b>454</b>

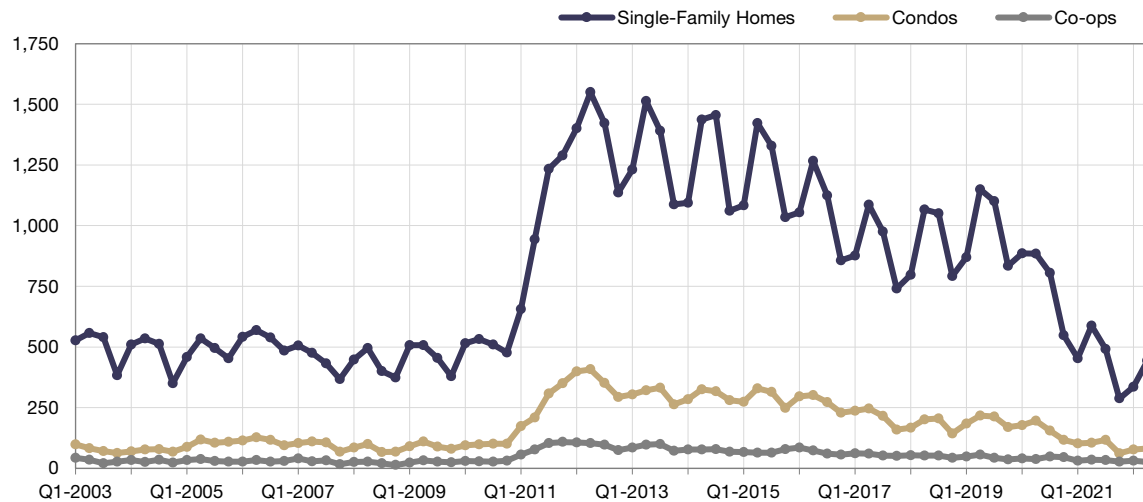
# Inventory of Homes for Sale

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

## Q2-2022



## Historical Inventory of Homes for Sale by Quarter



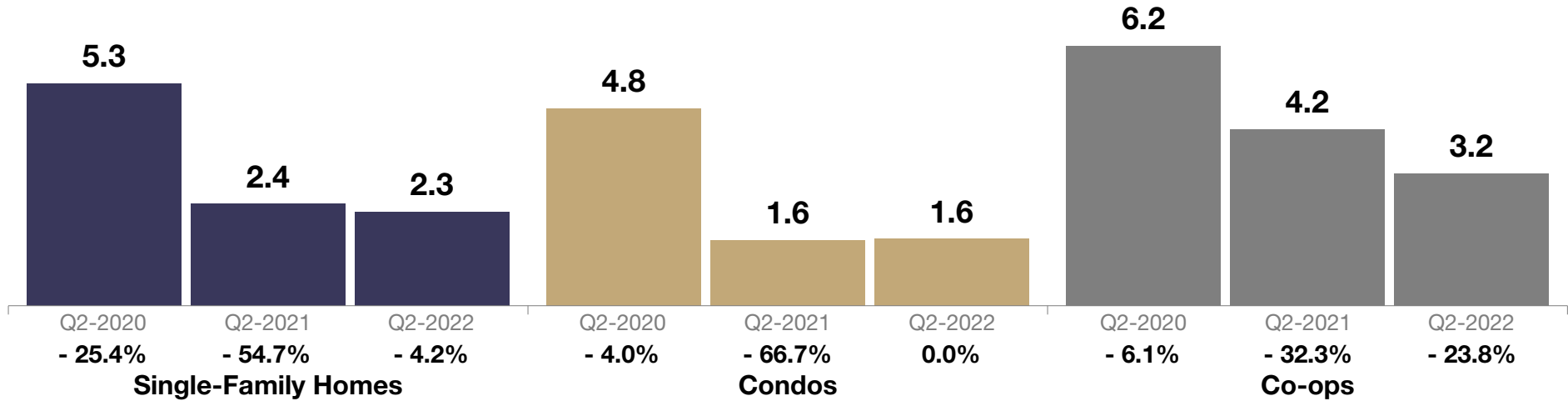
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2019	1,101	213	43
Q4-2019	835	170	37
Q1-2020	886	178	41
Q2-2020	885	196	38
Q3-2020	805	156	49
Q4-2020	549	117	46
Q1-2021	454	103	32
Q2-2021	588	105	35
Q3-2021	491	117	34
Q4-2021	288	62	28
Q1-2022	336	78	31
<b>Q2-2022</b>	<b>444</b>	<b>82</b>	<b>26</b>

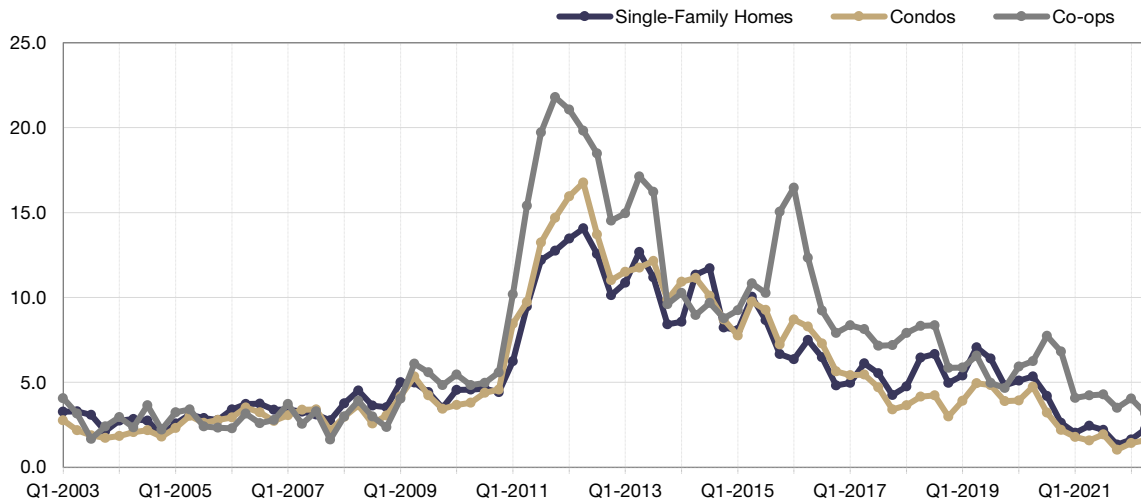
# Months Supply of Inventory

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

## Q2-2022



## 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
Q3-2019	6.4	4.8	5.0
Q4-2019	4.8	3.9	4.7
Q1-2020	5.1	3.9	5.9
Q2-2020	5.3	4.8	6.2
Q3-2020	4.2	3.2	7.7
Q4-2020	2.6	2.2	6.8
Q1-2021	2.0	1.8	4.1
Q2-2021	2.4	1.6	4.2
Q3-2021	2.2	1.9	4.3
Q4-2021	1.3	1.0	3.5
Q1-2022	1.6	1.4	4.0
<b>Q2-2022</b>	<b>2.3</b>	<b>1.6</b>	<b>3.2</b>

# Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	Q2-2021	Q2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change														
<b>New Listings</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>1,146</td><td>961</td><td>1,399</td><td>842</td><td>1,043</td><td>1,135</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	1,146	961	1,399	842	1,043	1,135	1,278	1,135	- 11.2%	2,120	1,903	- 10.2%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	1,146	961	1,399	842	1,043	1,135															
<b>Pending Sales</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>779</td><td>547</td><td>1,184</td><td>765</td><td>901</td><td>820</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	779	547	1,184	765	901	820	950	820	- 13.7%	1,715	1,402	- 18.3%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	779	547	1,184	765	901	820															
<b>Closed Sales</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>807</td><td>581</td><td>839</td><td>793</td><td>941</td><td>618</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	807	581	839	793	941	618	826	618	- 25.2%	1,619	1,318	- 18.6%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	807	581	839	793	941	618															
<b>Days on Market</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>68</td><td>88</td><td>73</td><td>60</td><td>37</td><td>30</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	68	88	73	60	37	30	53	30	- 43.4%	56	40	- 28.6%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	68	88	73	60	37	30															
<b>Median Sales Price</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>\$405,000</td><td>\$415,000</td><td>\$470,000</td><td>\$485,000</td><td>\$511,000</td><td>\$575,000</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	\$405,000	\$415,000	\$470,000	\$485,000	\$511,000	\$575,000	\$511,000	\$575,000	+ 12.5%	\$499,999	\$550,500	+ 10.1%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	\$405,000	\$415,000	\$470,000	\$485,000	\$511,000	\$575,000															
<b>Average Sales Price</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>\$449,750</td><td>\$432,764</td><td>\$499,186</td><td>\$511,832</td><td>\$565,519</td><td>\$601,738</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	\$449,750	\$432,764	\$499,186	\$511,832	\$565,519	\$601,738	\$539,399	\$601,738	+ 11.6%	\$525,798	\$586,678	+ 11.6%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	\$449,750	\$432,764	\$499,186	\$511,832	\$565,519	\$601,738															
<b>Pct. of Orig. Price Received</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>95.3%</td><td>93.7%</td><td>96.3%</td><td>97.6%</td><td>101.3%</td><td>104.5%</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	95.3%	93.7%	96.3%	97.6%	101.3%	104.5%	99.6%	104.5%	+ 4.9%	98.6%	102.2%	+ 3.7%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	95.3%	93.7%	96.3%	97.6%	101.3%	104.5%															
<b>Housing Affordability Index</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>85</td><td>95</td><td>88</td><td>123</td><td>111</td><td>80</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	85	95	88	123	111	80	116	80	- 31.0%	118	84	- 28.8%
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	85	95	88	123	111	80															
<b>Inventory of Homes for Sale</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>1,357</td><td>1,105</td><td>1,010</td><td>712</td><td>642</td><td>552</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	1,357	1,105	1,010	712	642	552	728	552	- 24.2%	--	--	--
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	1,357	1,105	1,010	712	642	552															
<b>Months Supply of Inventory</b>	<table border="1"> <tr><th>Quarter</th><td>Q3-2019</td><td>Q1-2020</td><td>Q3-2020</td><td>Q1-2021</td><td>Q3-2021</td><td>Q1-2022</td></tr> <tr><th>Value</th><td>6.0</td><td>4.9</td><td>4.1</td><td>2.0</td><td>2.2</td><td>2.2</td></tr> </table>	Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022	Value	6.0	4.9	4.1	2.0	2.2	2.2	2.3	2.2	- 4.3%	--	--	--
Quarter	Q3-2019	Q1-2020	Q3-2020	Q1-2021	Q3-2021	Q1-2022															
Value	6.0	4.9	4.1	2.0	2.2	2.2															