

Quarterly Indicators

Orange County



Q2-2023

Affordability challenges continue to limit market activity, with buyers and sellers at a standstill due to fluctuations in mortgage interest rates, which are up considerably from this time last year. Prospective buyers have been sidelined by elevated sales prices and higher borrowing costs, causing existing-home sales to fall, while many would-be sellers with low-rate mortgages have delayed their decision to sell in hopes market conditions will improve, further constraining an already limited supply of homes and driving sales prices higher.

- Single-Family Closed Sales were down 17.9 percent to 689.
- Condos Closed Sales were down 19.7 percent to 94.
- Co-ops Closed Sales remained flat at 3.
- Single-Family Median Sales Price increased 0.1 percent to \$415,328.
- Condos Median Sales Price increased 2.7 percent to \$282,500.
- Co-ops Median Sales Price increased 8.2 percent to \$105,000.

Imbalances in supply and demand have boosted competition among homebuyers, especially in more affordable markets, where homes are selling quickly even as sales prices continue to rise. But the shortage of existing homes for sale has also led an increasing number of buyers to the new-home market, which has seen construction and new-home sales surge in recent months, exceeding expectations and causing builder confidence to rise to levels not seen in nearly a year.

Quarterly Snapshot

- 18.6% **- 44.7%** **+ 2.0%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
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Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

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Single-Family Homes Market Overview

Key metrics for **Single-Family Homes Only** for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q2-2022	Q2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings	<p>1,897 (Q3-2020), 1,104 (Q1-2021), 1,002 (Q3-2021), 1,648 (Q1-2022), 1,527 (Q3-2022), 929 (Q1-2023), 988 (Q3-2020), 1,515 (Q1-2021), 1,195 (Q3-2021), 737 (Q1-2022), 816 (Q3-2022), 1,031 (Q1-2023)</p>	1,515	1,031	- 31.9%	2,503	1,847	- 26.2%
Pending Sales	<p>1,601 (Q3-2020), 1,208 (Q1-2021), 914 (Q3-2021), 1,144 (Q1-2022), 1,132 (Q3-2022), 1,049 (Q1-2023), 754 (Q3-2020), 939 (Q1-2021), 999 (Q3-2021), 678 (Q1-2022), 556 (Q3-2022), 891 (Q1-2023)</p>	939	891	- 5.1%	1,693	1,447	- 14.5%
Closed Sales	<p>1,191 (Q3-2020), 1,429 (Q1-2021), 1,150 (Q3-2021), 960 (Q1-2022), 1,183 (Q3-2022), 1,134 (Q1-2023), 975 (Q3-2020), 839 (Q1-2021), 1,019 (Q3-2021), 891 (Q1-2022), 604 (Q3-2022), 689 (Q1-2023)</p>	839	689	- 17.9%	1,814	1,293	- 28.7%
Days on Market	<p>82 (Q3-2020), 69 (Q1-2021), 70 (Q3-2021), 58 (Q1-2022), 43 (Q3-2022), 47 (Q1-2023), 61 (Q3-2020), 45 (Q1-2021), 40 (Q3-2021), 52 (Q1-2022), 71 (Q3-2022), 60 (Q1-2023)</p>	45	60	+ 33.3%	54	65	+ 20.4%
Median Sales Price	<p>\$330,000 (Q3-2020), \$330,000 (Q1-2021), \$342,000 (Q3-2021), \$361,000 (Q1-2022), \$385,000 (Q3-2022), \$385,000 (Q1-2023), \$375,000 (Q3-2020), \$415,000 (Q1-2021), \$422,000 (Q3-2021), \$406,000 (Q1-2022), \$395,000 (Q3-2022), \$415,328 (Q1-2023)</p>	\$415,000	\$415,328	+ 0.1%	\$390,000	\$405,000	+ 3.8%
Average Sales Price	<p>\$392,191 (Q3-2020), \$399,188 (Q1-2021), \$358,453 (Q3-2021), \$389,244 (Q1-2022), \$413,844 (Q3-2022), \$416,900 (Q1-2023), \$418,510 (Q3-2020), \$451,507 (Q1-2021), \$417,741 (Q3-2021), \$438,491 (Q1-2022), \$425,322 (Q3-2022), \$440,912 (Q1-2023)</p>	\$451,507	\$440,912	- 2.3%	\$433,741	\$433,630	- 0.0%
Pct. of Orig. Price Received	<p>97.4% (Q3-2020), 98.3% (Q1-2021), 98.0% (Q3-2021), 100.1% (Q1-2022), 101.8% (Q3-2022), 100.2% (Q1-2023), 99.6% (Q3-2020), 102.2% (Q1-2021), 101.0% (Q3-2021), 97.8% (Q1-2022), 95.8% (Q3-2022), 98.2% (Q1-2023)</p>	102.2%	98.2%	- 3.9%	100.8%	97.1%	- 3.7%
Housing Affordability Index	<p>156 (Q3-2020), 158 (Q1-2021), 159 (Q3-2021), 149 (Q1-2022), 142 (Q3-2022), 139 (Q1-2023), 133 (Q3-2020), 105 (Q1-2021), 100 (Q3-2021), 95 (Q1-2022), 101 (Q3-2022), 94 (Q1-2023)</p>	105	94	- 10.5%	112	96	- 14.3%
Inventory of Homes for Sale	<p>1,647 (Q3-2020), 1,244 (Q1-2021), 1,012 (Q3-2021), 1,250 (Q1-2022), 1,353 (Q3-2022), 927 (Q1-2023), 910 (Q3-2020), 1,226 (Q1-2021), 1,146 (Q3-2021), 871 (Q1-2022), 850 (Q3-2022), 666 (Q1-2023)</p>	1,226	666	- 45.7%	--	--	--
Months Supply of Inventory	<p>4.9 (Q3-2020), 3.4 (Q1-2021), 2.6 (Q3-2021), 3.1 (Q1-2022), 3.7 (Q3-2022), 2.6 (Q1-2023), 2.7 (Q3-2020), 3.8 (Q1-2021), 3.7 (Q3-2021), 3.1 (Q1-2022), 3.2 (Q3-2022), 2.6 (Q1-2023)</p>	3.8	2.6	- 31.6%	--	--	--

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	Q2-2022	Q2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings	<p>Q3-2020: 197, Q1-2021: 144, Q3-2021: 204, Q1-2022: 136, Q3-2022: 160, Q1-2023: 138</p>	171	138	- 19.3%	307	251	- 18.2%
Pending Sales	<p>Q3-2020: 181, Q1-2021: 124, Q3-2021: 158, Q1-2022: 114, Q3-2022: 150, Q1-2023: 104</p>	122	104	- 14.8%	236	207	- 12.3%
Closed Sales	<p>Q3-2020: 138, Q1-2021: 147, Q3-2021: 180, Q1-2022: 120, Q3-2022: 140, Q1-2023: 103</p>	117	94	- 19.7%	237	197	- 16.9%
Days on Market	<p>Q3-2020: 64, Q1-2021: 51, Q3-2021: 30, Q1-2022: 41, Q3-2022: 28, Q1-2023: 36</p>	36	36	0.0%	39	40	+ 2.6%
Median Sales Price	<p>Q3-2020: \$210,750, Q1-2021: \$214,000, Q3-2021: \$239,000, Q1-2022: \$231,000, Q3-2022: \$289,950, Q1-2023: \$282,500</p>	\$275,000	\$282,500	+ 2.7%	\$250,000	\$275,000	+ 10.0%
Average Sales Price	<p>Q3-2020: \$222,005, Q1-2021: \$224,886, Q3-2021: \$239,928, Q1-2022: \$241,680, Q3-2022: \$287,992, Q1-2023: \$281,863</p>	\$287,992	\$298,758	+ 3.7%	\$264,543	\$289,924	+ 9.6%
Pct. of Orig. Price Received	<p>Q3-2020: 96.4%, Q1-2021: 98.6%, Q3-2021: 101.1%, Q1-2022: 100.5%, Q3-2022: 102.5%, Q1-2023: 99.1%</p>	101.8%	99.1%	- 2.7%	101.1%	99.1%	- 2.0%
Housing Affordability Index	<p>Q3-2020: 244, Q1-2021: 255, Q3-2021: 228, Q1-2022: 216, Q3-2022: 147, Q1-2023: 138</p>	159	138	- 13.2%	175	141	- 19.4%
Inventory of Homes for Sale	<p>Q3-2020: 135, Q1-2021: 101, Q3-2021: 128, Q1-2022: 80, Q3-2022: 91, Q1-2023: 65</p>	102	65	- 36.3%	--	--	--
Months Supply of Inventory	<p>Q3-2020: 3.4, Q1-2021: 2.3, Q3-2021: 2.7, Q1-2022: 1.6, Q3-2022: 2.1, Q1-2023: 1.7</p>	2.3	1.7	- 26.1%	--	--	--

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.

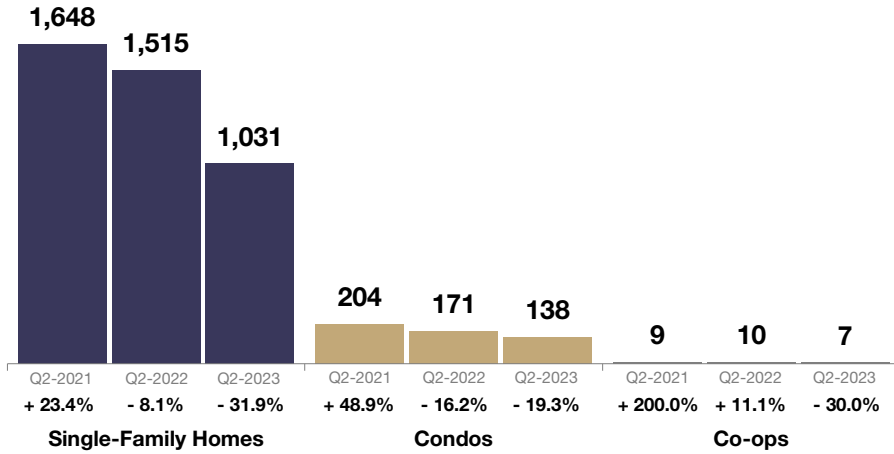


Key Metrics	Historical Sparkbars	Q2-2022	Q2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings	<p>Q3-2020: 2, Q1-2021: 1, Q3-2021: 9, Q1-2022: 9, Q3-2022: 5, Q1-2023: 3, Q3-2022: 5, Q1-2023: 10, Q3-2022: 6, Q1-2023: 5, Q3-2022: 11, Q1-2023: 7</p>	10	7	- 30.0%	15	18	+ 20.0%
Pending Sales	<p>Q3-2020: 1, Q1-2021: 1, Q3-2021: 6, Q1-2022: 6, Q3-2022: 5, Q1-2023: 2, Q3-2022: 2, Q1-2023: 4, Q3-2022: 3, Q1-2023: 7, Q3-2022: 5, Q1-2023: 3</p>	4	3	- 25.0%	6	8	+ 33.3%
Closed Sales	<p>Q3-2020: 2, Q1-2021: 2, Q3-2021: 0, Q1-2022: 6, Q3-2022: 7, Q1-2023: 3, Q3-2022: 3, Q1-2023: 3, Q3-2022: 4, Q1-2023: 4, Q3-2022: 8, Q1-2023: 3</p>	3	3	0.0%	6	11	+ 83.3%
Days on Market	<p>Q3-2020: 108, Q1-2021: 245, Q3-2021: 0, Q1-2022: 60, Q3-2022: 45, Q1-2023: 65, Q3-2022: 43, Q1-2023: 53, Q3-2022: 52, Q1-2023: 90, Q3-2022: 75, Q1-2023: 65</p>	53	65	+ 22.6%	48	72	+ 50.0%
Median Sales Price	<p>Q3-2020: \$67,000, Q1-2021: \$59,000, Q3-2021: \$0, Q1-2022: \$80,500, Q3-2022: \$120,000, Q1-2023: \$72,500, Q3-2022: \$90,000, Q1-2023: \$97,000, Q3-2022: \$109,913, Q1-2023: \$115,000, Q3-2022: \$110,000, Q1-2023: \$105,000</p>	\$97,000	\$105,000	+ 8.2%	\$93,500	\$105,000	+ 12.3%
Average Sales Price	<p>Q3-2020: \$67,000, Q1-2021: \$59,000, Q3-2021: \$0, Q1-2022: \$89,167, Q3-2022: \$112,714, Q1-2023: \$80,833, Q3-2022: \$88,967, Q1-2023: \$99,000, Q3-2022: \$107,706, Q1-2023: \$114,688, Q3-2022: \$107,438, Q1-2023: \$113,333</p>	\$99,000	\$113,333	+ 14.5%	\$93,983	\$109,045	+ 16.0%
Pct. of Orig. Price Received	<p>Q3-2020: 96.2%, Q1-2021: 98.3%, Q3-2021: 0.0%, Q1-2022: 99.5%, Q3-2022: 94.3%, Q1-2023: 91.1%, Q3-2022: 98.8%, Q1-2023: 94.1%, Q3-2022: 91.2%, Q1-2023: 96.9%, Q3-2022: 94.2%, Q1-2023: 89.3%</p>	94.1%	89.3%	- 5.1%	96.4%	92.8%	- 3.7%
Housing Affordability Index	<p>Q3-2020: 766, Q1-2021: 886, Q3-2021: 0, Q1-2022: 670, Q3-2022: 455, Q1-2023: 738, Q3-2022: 555, Q1-2023: 450, Q3-2022: 386, Q1-2023: 335, Q3-2022: 361, Q1-2023: 370</p>	450	370	- 17.8%	467	370	- 20.8%
Inventory of Homes for Sale	<p>Q3-2020: 3, Q1-2021: 2, Q3-2021: 4, Q1-2022: 4, Q3-2022: 3, Q1-2023: 3, Q3-2022: 5, Q1-2023: 8, Q3-2022: 10, Q1-2023: 6, Q3-2022: 8, Q1-2023: 7</p>	8	7	- 12.5%	--	--	--
Months Supply of Inventory	<p>Q3-2020: 1.9, Q1-2021: 1.5, Q3-2021: 2.7, Q1-2022: 2.0, Q3-2022: 1.3, Q1-2023: 1.4, Q3-2022: 2.7, Q1-2023: 5.5, Q3-2022: 8.2, Q1-2023: 3.8, Q3-2022: 4.2, Q1-2023: 3.5</p>	5.5	3.5	- 36.4%	--	--	--

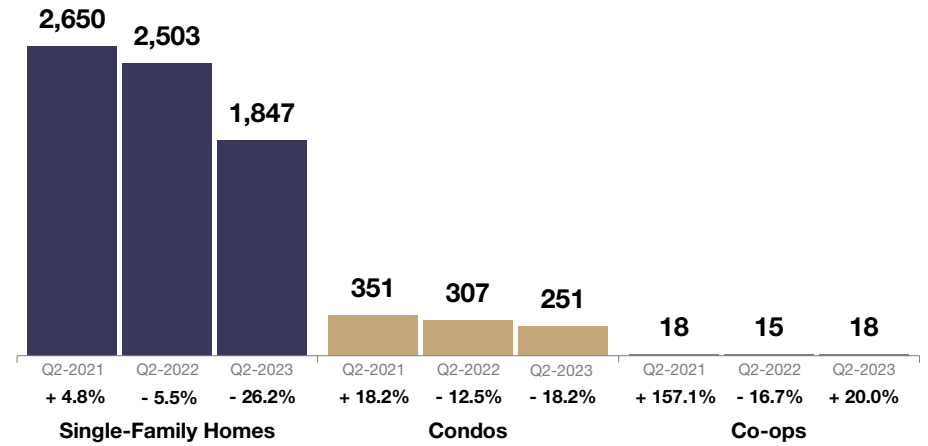
New Listings

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

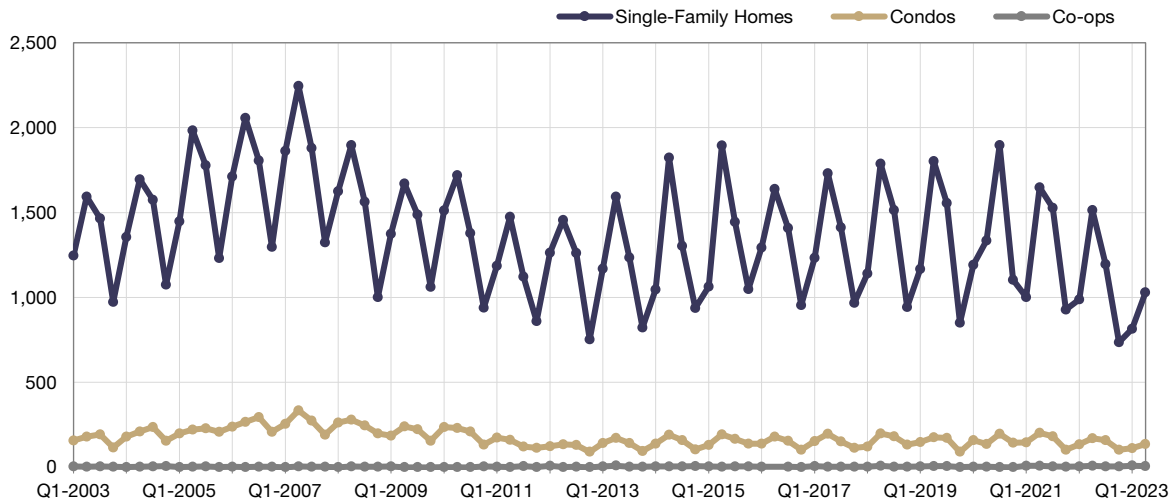
Q2-2023



Year to Date



Historical New Listings by Quarter



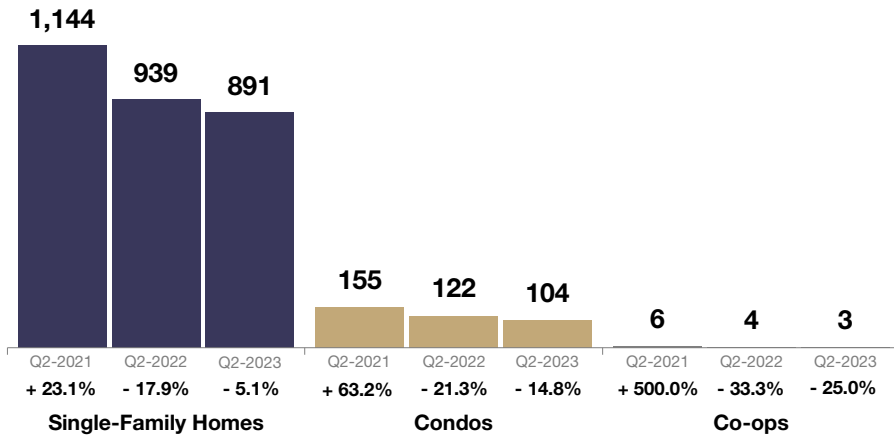
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	1,897	197	2
Q4-2020	1,104	144	1
Q1-2021	1,002	147	9
Q2-2021	1,648	204	9
Q3-2021	1,527	182	5
Q4-2021	929	103	3
Q1-2022	988	136	5
Q2-2022	1,515	171	10
Q3-2022	1,195	160	6
Q4-2022	737	104	5
Q1-2023	816	113	11
Q2-2023	1,031	138	7

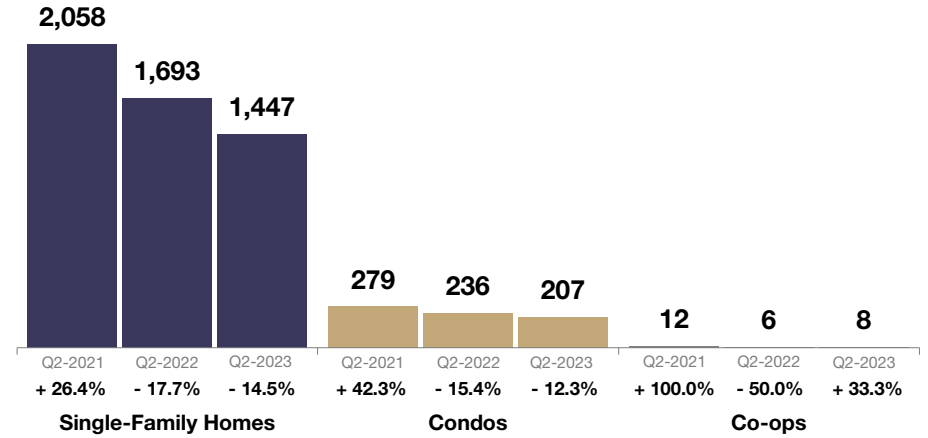
Pending Sales

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

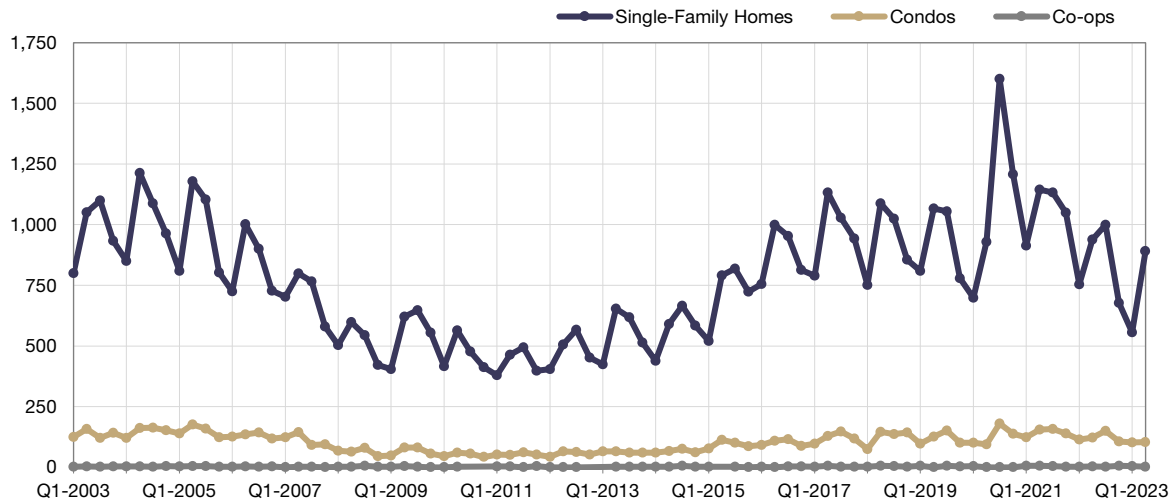
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Year to Date



Historical Pending Sales by Quarter



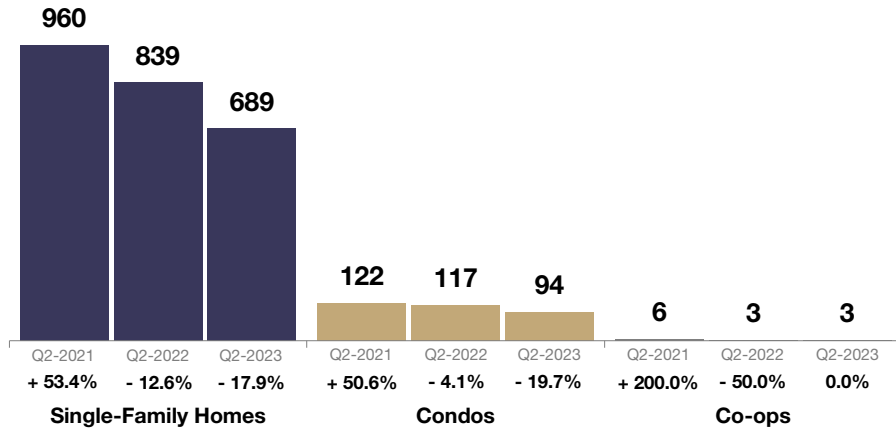
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	1,601	181	1
Q4-2020	1,208	138	1
Q1-2021	914	124	6
Q2-2021	1,144	155	6
Q3-2021	1,132	158	5
Q4-2021	1,049	139	2
Q1-2022	754	114	2
Q2-2022	939	122	4
Q3-2022	999	150	3
Q4-2022	678	107	7
Q1-2023	556	103	5
Q2-2023	891	104	3

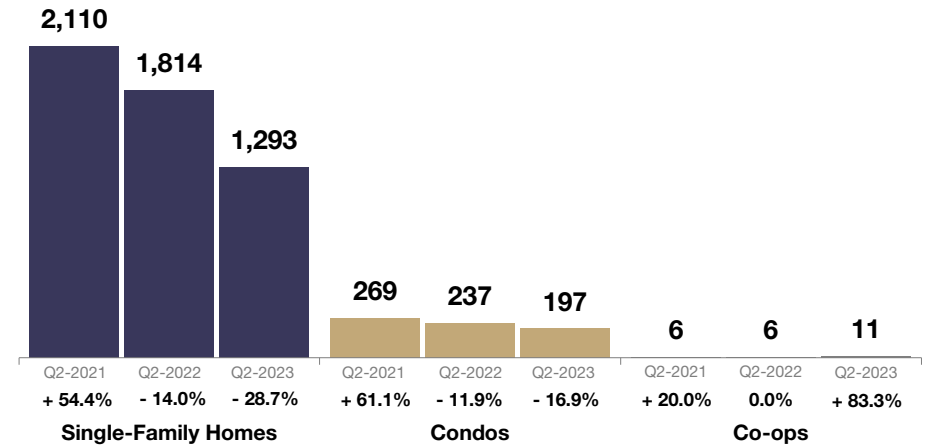
Closed Sales

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

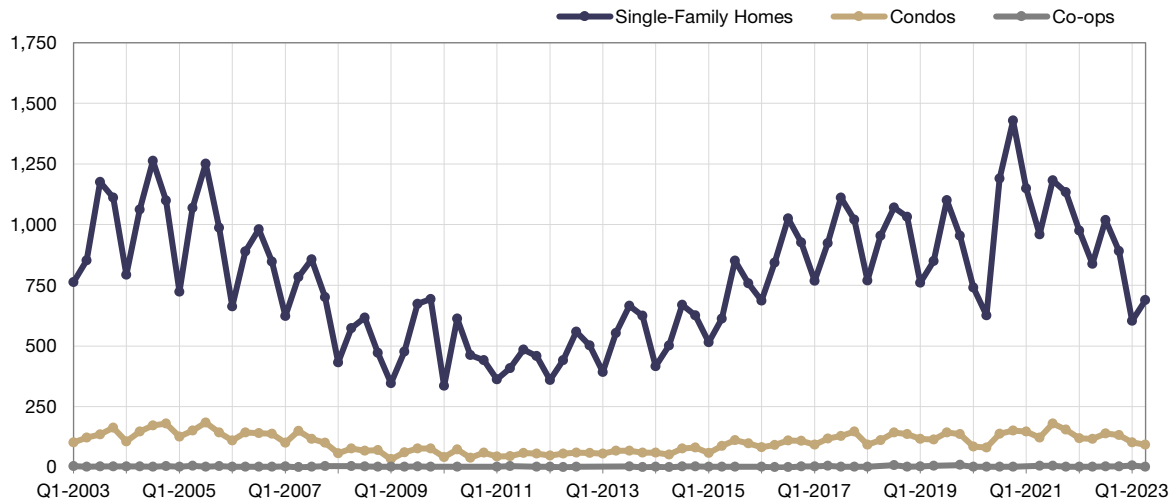
Q2-2023



Year to Date



Historical Closed Sales by Quarter



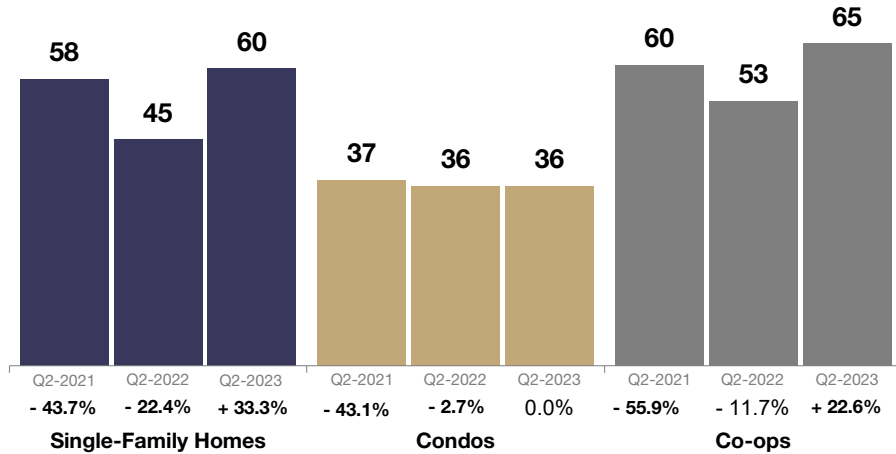
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	1,191	138	2
Q4-2020	1,429	152	2
Q1-2021	1,150	147	0
Q2-2021	960	122	6
Q3-2021	1,183	180	7
Q4-2021	1,134	155	3
Q1-2022	975	120	3
Q2-2022	839	117	3
Q3-2022	1,019	140	4
Q4-2022	891	133	4
Q1-2023	604	103	8
Q2-2023	689	94	3

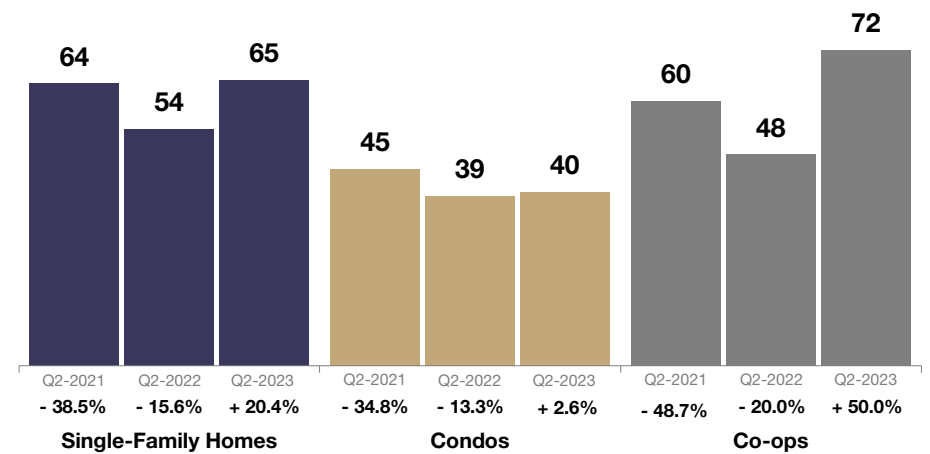
Days on Market Until Sale

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

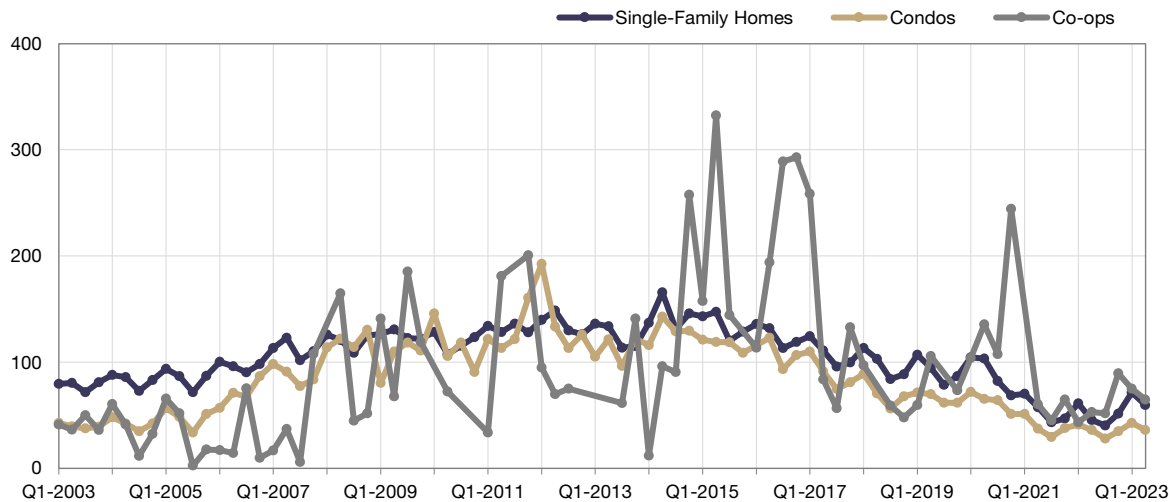
Q2-2023



Year to Date



Historical Days on Market Until Sale by Quarter



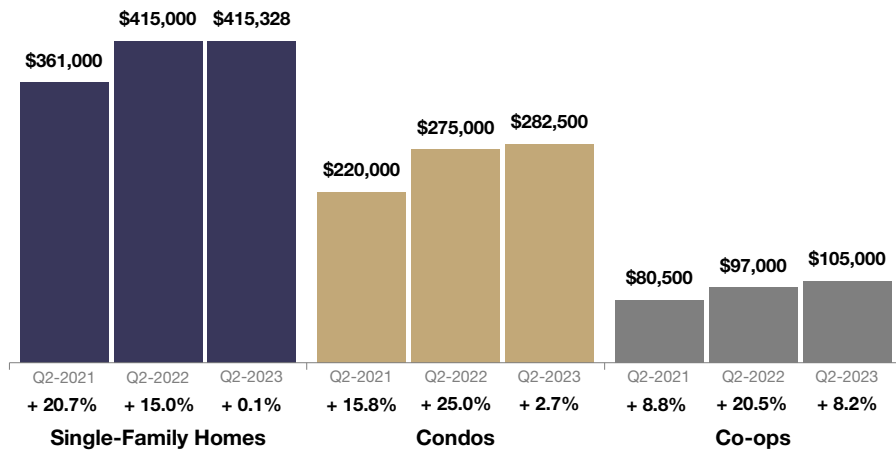
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	82	64	108
Q4-2020	69	51	245
Q1-2021	70	51	--
Q2-2021	58	37	60
Q3-2021	43	30	45
Q4-2021	47	38	65
Q1-2022	61	41	43
Q2-2022	45	36	53
Q3-2022	40	28	52
Q4-2022	52	35	90
Q1-2023	71	43	75
Q2-2023	60	36	65

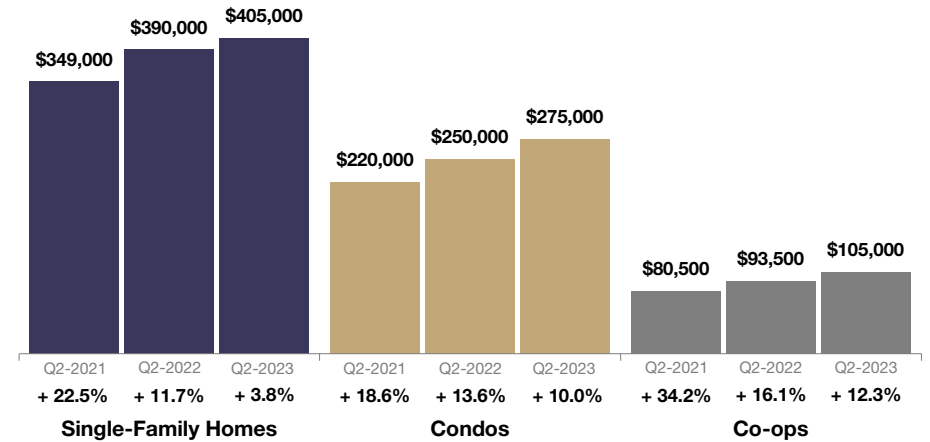
Median Sales Price

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

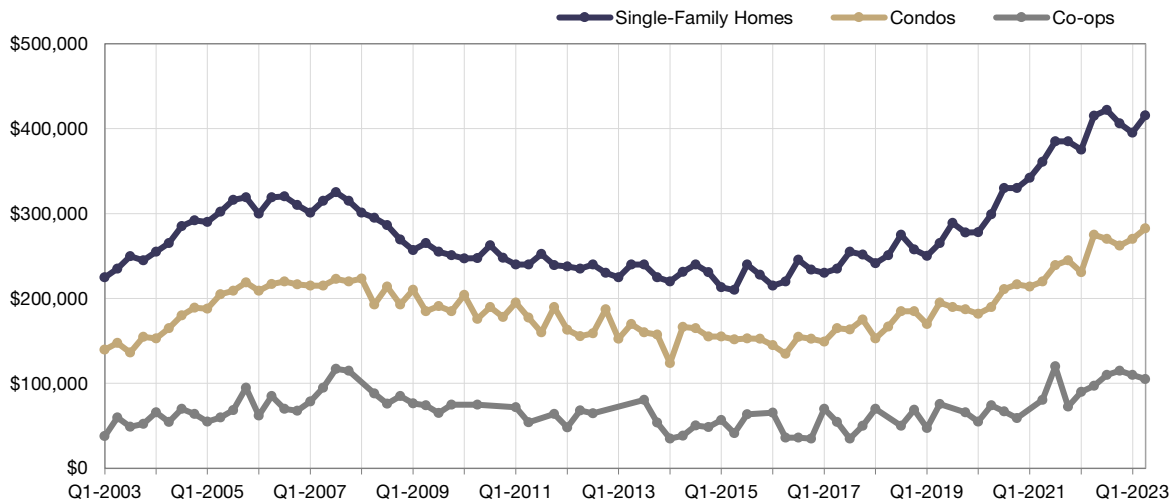
Q2-2023



Year to Date



Historical Median Sales Price by Quarter



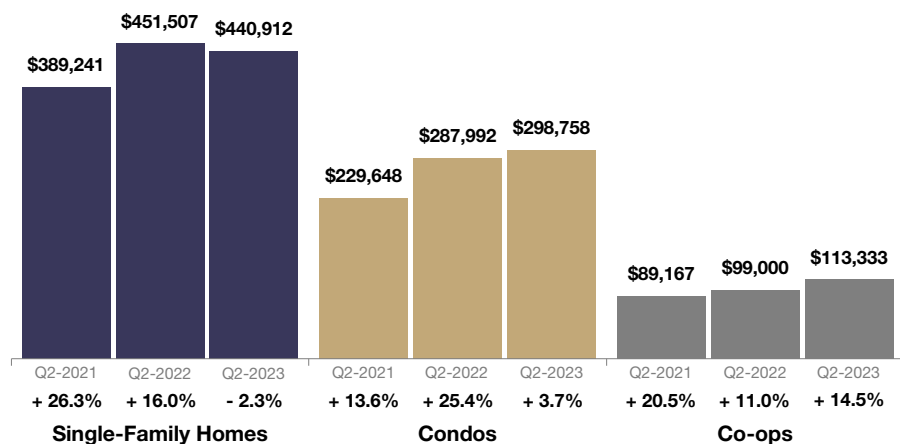
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	\$330,000	\$210,750	\$67,000
Q4-2020	\$330,000	\$216,650	\$59,000
Q1-2021	\$342,000	\$214,000	--
Q2-2021	\$361,000	\$220,000	\$80,500
Q3-2021	\$385,000	\$239,000	\$120,000
Q4-2021	\$385,000	\$245,000	\$72,500
Q1-2022	\$375,000	\$231,000	\$90,000
Q2-2022	\$415,000	\$275,000	\$97,000
Q3-2022	\$422,000	\$269,950	\$109,913
Q4-2022	\$406,000	\$262,000	\$115,000
Q1-2023	\$395,000	\$270,000	\$110,000
Q2-2023	\$415,328	\$282,500	\$105,000

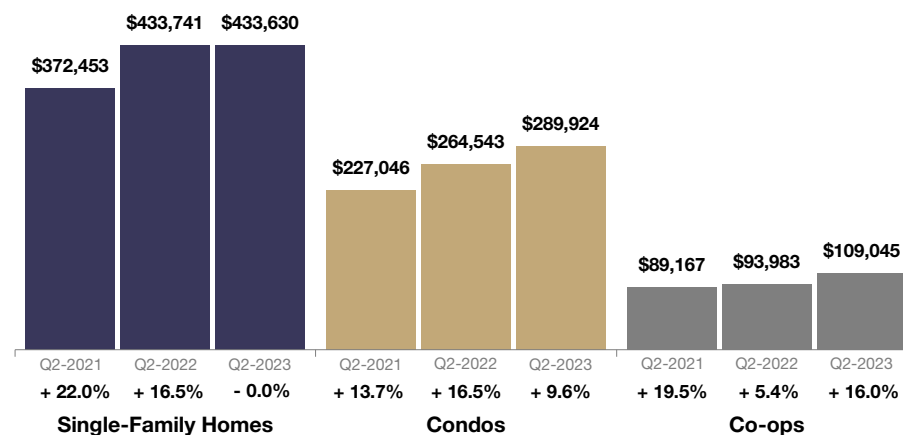
Average Sales Price

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

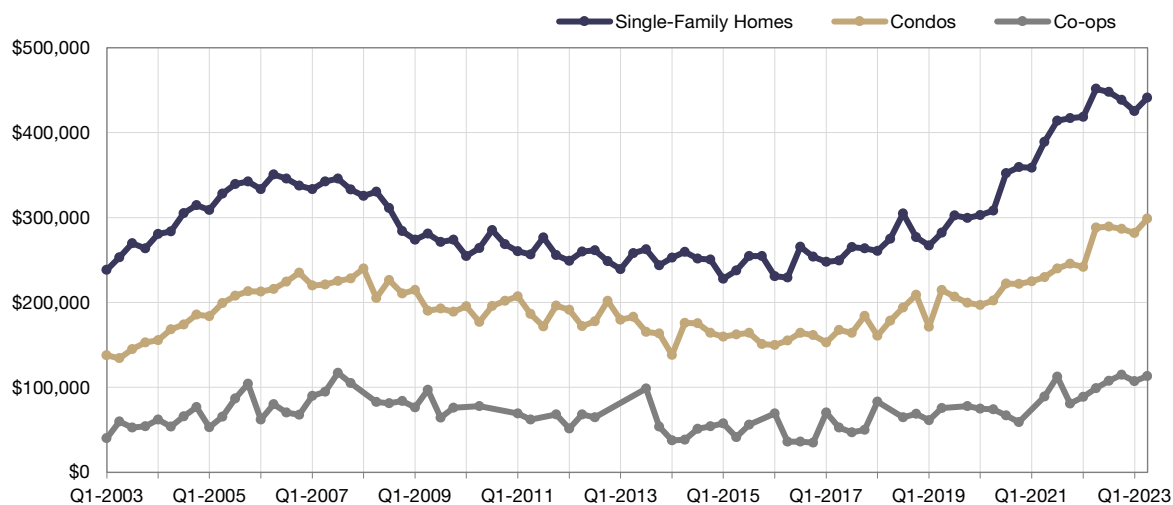
Q2-2023



Year to Date



Historical Average Sales Price by Quarter



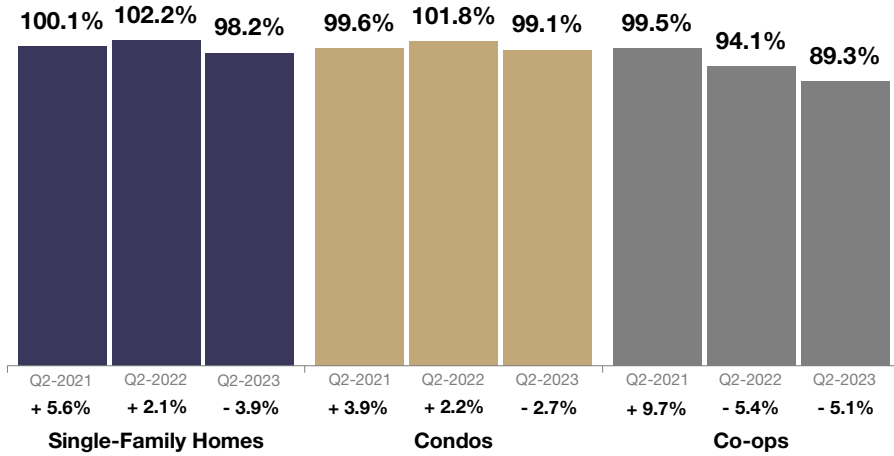
Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	\$352,191	\$222,405	\$67,000
Q4-2020	\$359,188	\$222,006	\$59,000
Q1-2021	\$358,453	\$224,886	--
Q2-2021	\$389,241	\$229,648	\$89,167
Q3-2021	\$413,844	\$239,928	\$112,714
Q4-2021	\$416,900	\$245,651	\$80,833
Q1-2022	\$418,510	\$241,680	\$88,967
Q2-2022	\$451,507	\$287,992	\$99,000
Q3-2022	\$447,741	\$289,121	\$107,706
Q4-2022	\$438,491	\$286,772	\$114,688
Q1-2023	\$425,322	\$281,863	\$107,438
Q2-2023	\$440,912	\$298,758	\$113,333

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

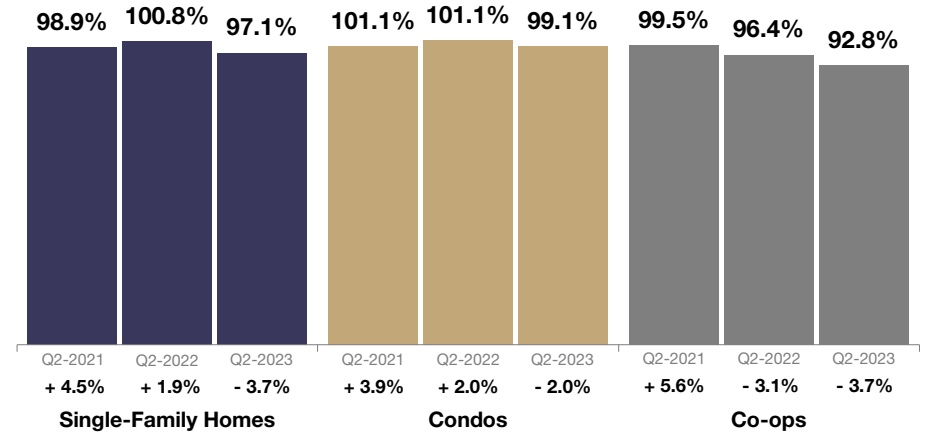
Percent of Original List Price Received

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.

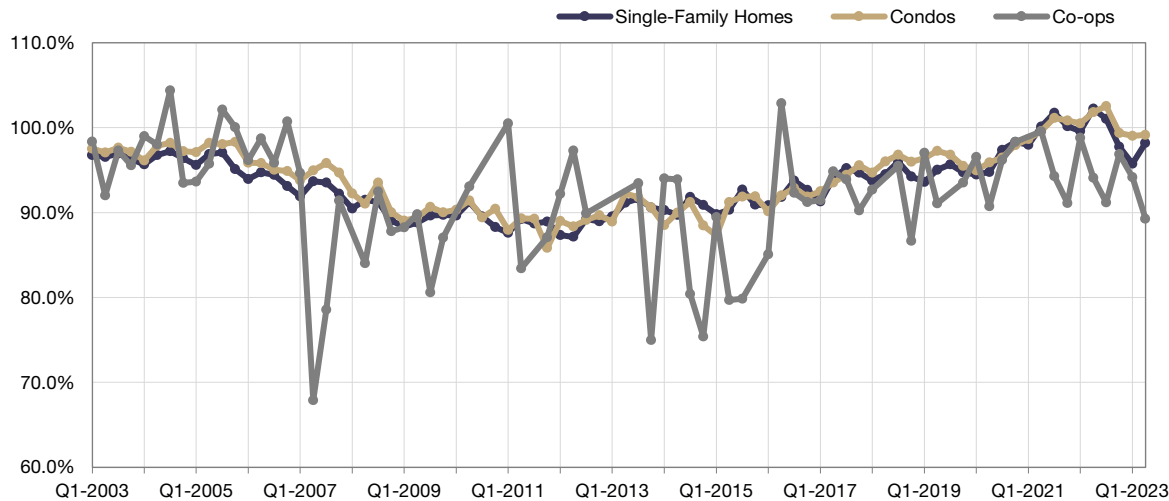
Q2-2023



Year to Date



Historical Percent of Original List Price Received by Quarter



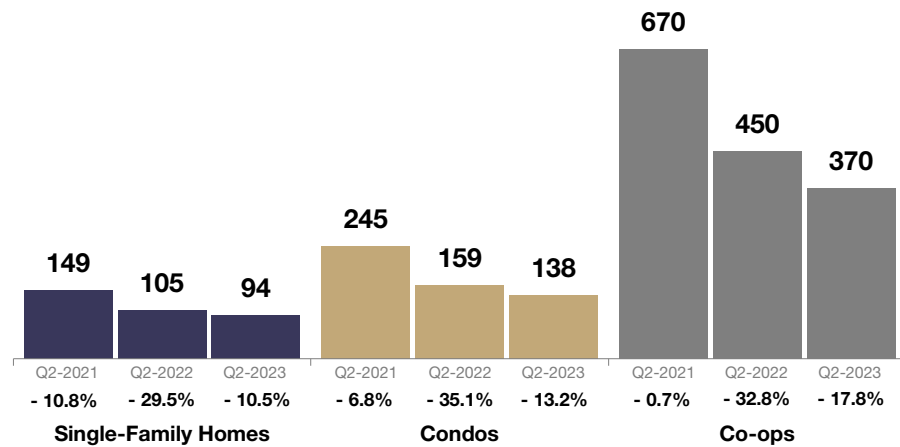
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	97.4%	96.4%	96.2%
Q4-2020	98.3%	97.9%	98.3%
Q1-2021	98.0%	98.6%	--
Q2-2021	100.1%	99.6%	99.5%
Q3-2021	101.8%	101.1%	94.3%
Q4-2021	100.2%	100.8%	91.1%
Q1-2022	99.6%	100.5%	98.8%
Q2-2022	102.2%	101.8%	94.1%
Q3-2022	101.0%	102.5%	91.2%
Q4-2022	97.8%	99.4%	96.9%
Q1-2023	95.8%	99.0%	94.2%
Q2-2023	98.2%	99.1%	89.3%

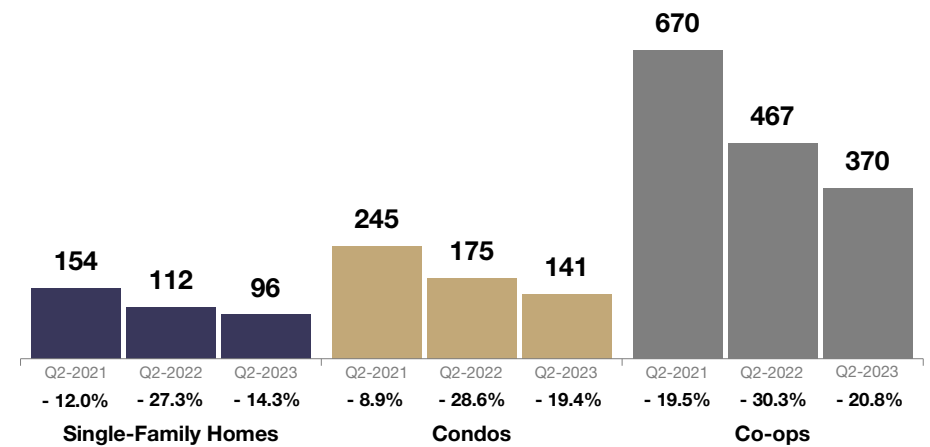
Housing Affordability Index

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.

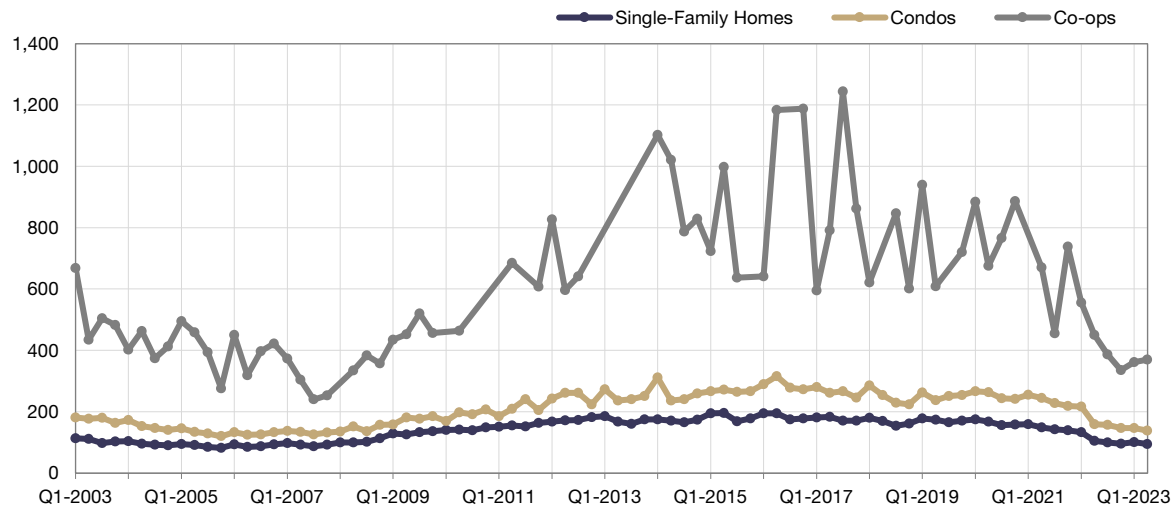
Q2-2023



Year to Date



Historical Housing Affordability Index by Quarter



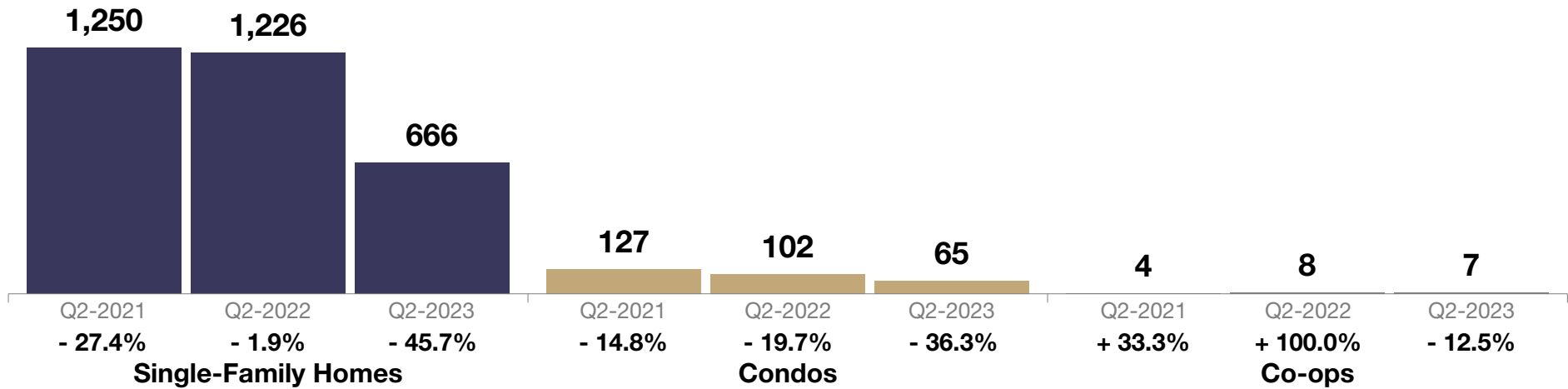
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	156	244	766
Q4-2020	158	241	886
Q1-2021	159	255	--
Q2-2021	149	245	670
Q3-2021	142	228	455
Q4-2021	139	218	738
Q1-2022	133	216	555
Q2-2022	105	159	450
Q3-2022	100	157	386
Q4-2022	95	147	335
Q1-2023	101	147	361
Q2-2023	94	138	370

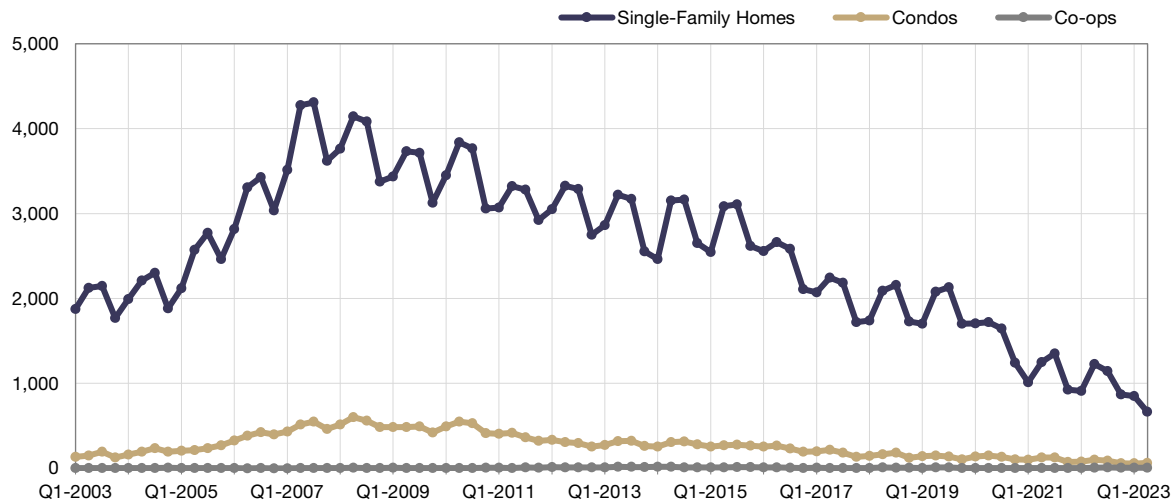
Inventory of Homes for Sale

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

Q2-2023



Historical Inventory of Homes for Sale by Quarter



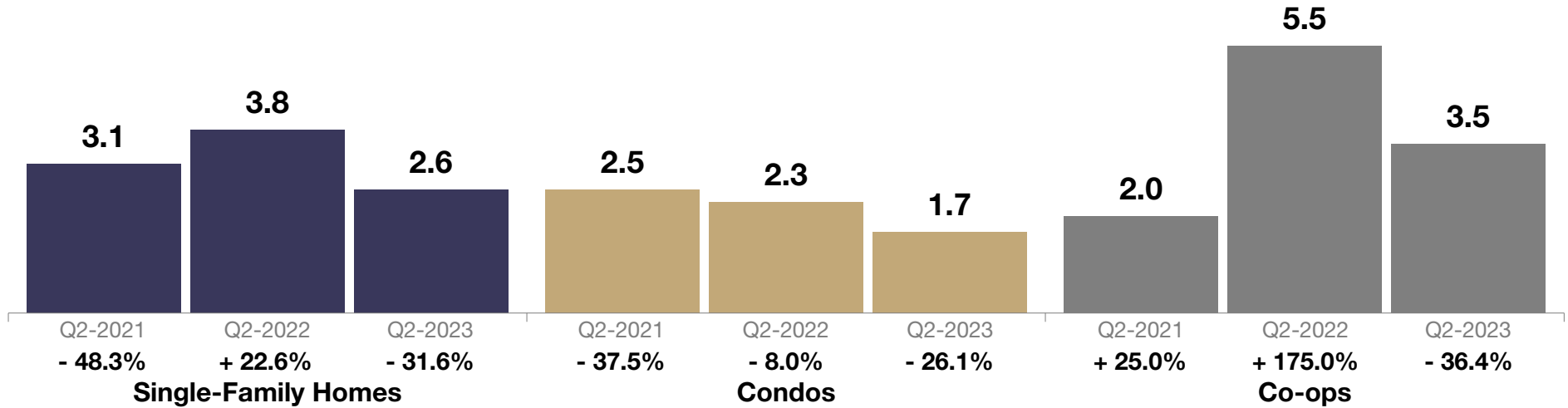
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2020	1,647	135	3
Q4-2020	1,244	104	2
Q1-2021	1,012	101	4
Q2-2021	1,250	127	4
Q3-2021	1,353	128	3
Q4-2021	927	76	3
Q1-2022	910	80	5
Q2-2022	1,226	102	8
Q3-2022	1,146	91	10
Q4-2022	871	61	6
Q1-2023	850	59	8
Q2-2023	666	65	7

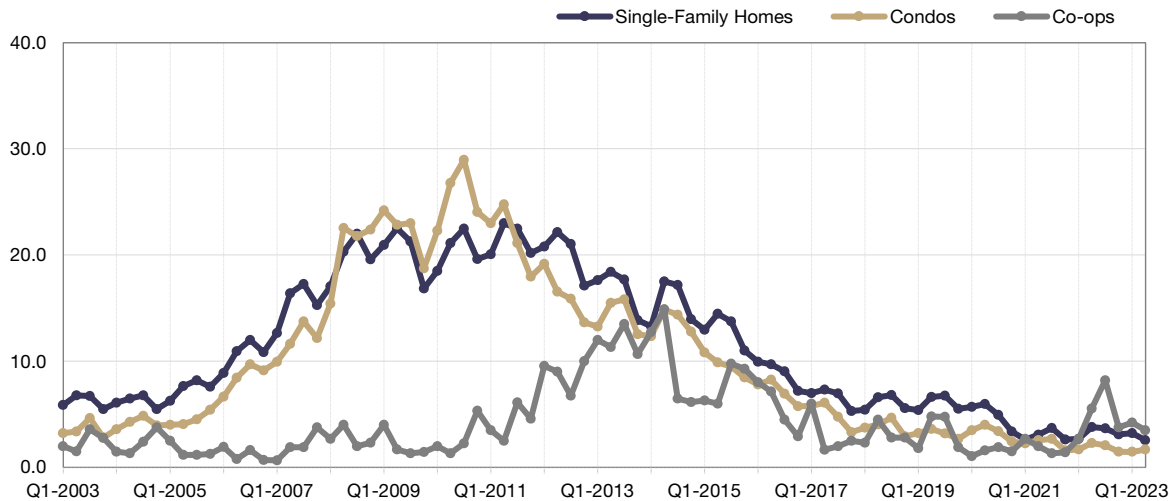
Months Supply of Inventory

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.

Q2-2023



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
Q3-2020	4.9	3.4	1.9
Q4-2020	3.4	2.4	1.5
Q1-2021	2.6	2.3	2.7
Q2-2021	3.1	2.5	2.0
Q3-2021	3.7	2.7	1.3
Q4-2021	2.6	1.6	1.4
Q1-2022	2.7	1.7	2.7
Q2-2022	3.8	2.3	5.5
Q3-2022	3.7	2.1	8.2
Q4-2022	3.1	1.5	3.8
Q1-2023	3.2	1.5	4.2
Q2-2023	2.6	1.7	3.5

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	Q2-2022	Q2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings	<p>2,103, 1,254, 1,163, 1,863, 1,718, 1,038, 1,136, 1,700, 1,364, 848, 941, 1,178</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	1,700	1,178	- 30.7%	2,836	2,119	- 25.3%
Pending Sales	<p>1,784, 1,353, 1,048, 1,308, 1,297, 1,194, 871, 1,071, 1,153, 795, 666, 998</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	1,071	998	- 6.8%	1,942	1,664	- 14.3%
Closed Sales	<p>1,333, 1,585, 1,303, 1,092, 1,370, 1,295, 1,099, 966, 1,167, 1,030, 717, 786</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	966	786	- 18.6%	2,065	1,503	- 27.2%
Days on Market	<p>80, 67, 68, 56, 42, 46, 59, 45, 39, 50, 68, 57</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	45	57	+ 26.7%	52	62	+ 19.2%
Median Sales Price	<p>\$315,000, \$316,500, \$329,000, \$335,000, \$369,000, \$365,750, \$355,000, \$382,000, \$405,000, \$385,750, \$362,500, \$399,000</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	\$392,000	\$399,900	+ 2.0%	\$371,587	\$380,000	+ 2.3%
Average Sales Price	<p>\$337,917, \$345,433, \$342,548, \$368,609, \$369,455, \$394,923, \$398,012, \$428,546, \$427,357, \$417,008, \$400,255, \$422,638</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	\$428,546	\$422,638	- 1.4%	\$412,271	\$411,961	- 0.1%
Pct. of Orig. Price Received	<p>97.3%, 98.3%, 98.0%, 99.9%, 101.6%, 100.3%, 99.7%, 102.1%, 101.2%, 98.0%, 96.2%, 98.3%</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	102.1%	98.3%	- 3.7%	100.8%	97.3%	- 3.5%
Housing Affordability Index	<p>163, 165, 166, 161, 150, 146, 141, 111, 105, 100, 110, 97</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	111	97	- 12.6%	118	102	- 13.6%
Inventory of Homes for Sale	<p>1,793, 1,356, 1,124, 1,386, 1,488, 1,009, 1,002, 1,340, 1,251, 940, 918, 741</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	1,340	741	- 44.7%	--	--	--
Months Supply of Inventory	<p>4.8, 3.3, 2.6, 3.0, 3.6, 2.5, 2.6, 3.6, 3.5, 2.9, 3.0, 2.5</p> <p>Q3-2020, Q1-2021, Q3-2021, Q1-2022, Q3-2022, Q1-2023</p>	3.6	2.5	- 30.6%	--	--	--