

# Monthly Indicators



## April 2017

The employment landscape and wages have both improved over the last few years, allowing for more people to participate in the home-buying process. When the economy is in good working order, as it is now, it creates opportunities in residential real estate, and right now is a potentially lucrative time to sell a home. Houses that show well and are priced correctly have been selling quickly, often at higher prices than asking.

New Listings decreased 3.0 percent for Single-Family Detached homes and 8.0 percent for Single-Family Attached homes. Pending Sales increased 23.2 percent for Single-Family Detached homes and 36.3 percent for Single-Family Attached homes. Inventory decreased 24.8 percent for Single-Family Detached homes and 28.6 percent for Single-Family Attached homes.

The Median Sales Price increased 5.1 percent to \$194,500 for Single-Family Detached homes and 6.6 percent to \$145,500 for Single-Family Attached homes. Absorption Rate decreased 29.5 percent for Single-Family Detached homes and 31.1 percent for Single-Family Attached homes.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

## Quick Facts

|                                       |                                       |   |
|---------------------------------------|---------------------------------------|---|
| <b>1,780</b>                          | <b>1,088</b>                          | <b>\$194,500</b>                                    |
| <b>New Listings</b><br>All Properties | <b>Closed Sales</b><br>All Properties | <b>Median Sales Price</b><br>Single-Family Detached |

This is a research tool provided by the Greater Albuquerque Association of REALTORS® with data from Southwest Multiple Listing Service, Inc. (SWMLS). The SWMLS market areas includes Albuquerque, Corrales, Placitas, Rio Rancho, Bernalillo, East Mountains/Estancia Basin and most of Valencia County. Percent changes are calculated using rounded figures.

|  |    |
|--|----|
| Single-Family Detached Market Overview | 2  |
| Single-Family Attached Market Overview | 3  |
| New Listings                           | 4  |
| Pending Sales                          | 5  |
| Closed Sales                           | 6  |
| Days on Market Until Sale              | 7  |
| Median Sales Price                     | 8  |
| Average Sales Price                    | 9  |
| Percent of List Price Received         | 10 |
| Housing Affordability Index            | 11 |
| Inventory of Homes for Sale            | 12 |
| Absorption Rate                        | 13 |
| All Properties Combined                | 14 |

# Single-Family Detached Market Overview

Key market metrics for the current month and year-to-date. Single-Family Detached properties only.



| Key Metrics                           | Historical Sparkbars | 4-2016    | 4-2017           | Percent Change | YTD 2016  | YTD 2017         | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                   |                      | 1,682     | <b>1,631</b>     | - 3.0%         | 5,915     | <b>5,788</b>     | - 2.1%         |
| <b>Pending Sales</b>                  |                      | 1,080     | <b>1,331</b>     | + 23.2%        | 3,885     | <b>4,296</b>     | + 10.6%        |
| <b>Closed Sales</b>                   |                      | 973       | <b>981</b>       | + 0.8%         | 3,205     | <b>3,335</b>     | + 4.1%         |
| <b>Days on Market Until Sale</b>      |                      | 59        | <b>51</b>        | - 13.6%        | 65        | <b>57</b>        | - 12.3%        |
| <b>Median Sales Price</b>             |                      | \$185,000 | <b>\$194,500</b> | + 5.1%         | \$180,000 | <b>\$189,000</b> | + 5.0%         |
| <b>Average Sales Price</b>            |                      | \$216,838 | <b>\$235,875</b> | + 8.8%         | \$213,887 | <b>\$225,881</b> | + 5.6%         |
| <b>Percent of List Price Received</b> |                      | 97.7%     | <b>98.3%</b>     | + 0.6%         | 97.2%     | <b>97.7%</b>     | + 0.5%         |
| <b>Housing Affordability Index</b>    |                      | 150       | <b>136</b>       | - 9.3%         | 154       | <b>140</b>       | - 9.1%         |
| <b>Inventory of Homes for Sale</b>    |                      | 3,989     | <b>3,001</b>     | - 24.8%        | --        | <b>--</b>        | --             |
| <b>Absorption Rate</b>                |                      | 4.4       | <b>3.1</b>       | - 29.5%        | --        | <b>--</b>        | --             |

# Single-Family Attached Market Overview

Key market metrics for the current month and year-to-date. Single-Family Attached properties only.



| Key Metrics                           | Historical Sparkbars | 4-2016    | 4-2017           | Percent Change | YTD 2016  | YTD 2017         | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                   |                      | 162       | <b>149</b>       | - 8.0%         | 586       | <b>621</b>       | + 6.0%         |
| <b>Pending Sales</b>                  |                      | 102       | <b>139</b>       | + 36.3%        | 376       | <b>438</b>       | + 16.5%        |
| <b>Closed Sales</b>                   |                      | 109       | <b>107</b>       | - 1.8%         | 322       | <b>330</b>       | + 2.5%         |
| <b>Days on Market Until Sale</b>      |                      | 57        | <b>50</b>        | - 12.3%        | 60        | <b>48</b>        | - 20.0%        |
| <b>Median Sales Price</b>             |                      | \$136,500 | <b>\$145,500</b> | + 6.6%         | \$135,000 | <b>\$137,500</b> | + 1.9%         |
| <b>Average Sales Price</b>            |                      | \$147,878 | <b>\$152,735</b> | + 3.3%         | \$141,166 | <b>\$147,957</b> | + 4.8%         |
| <b>Percent of List Price Received</b> |                      | 97.3%     | <b>97.6%</b>     | + 0.3%         | 97.1%     | <b>96.9%</b>     | - 0.2%         |
| <b>Housing Affordability Index</b>    |                      | 203       | <b>182</b>       | - 10.3%        | 206       | <b>193</b>       | - 6.3%         |
| <b>Inventory of Homes for Sale</b>    |                      | 395       | <b>282</b>       | - 28.6%        | --        | <b>--</b>        | --             |
| <b>Absorption Rate</b>                |                      | 4.5       | <b>3.1</b>       | - 31.1%        | --        | <b>--</b>        | --             |

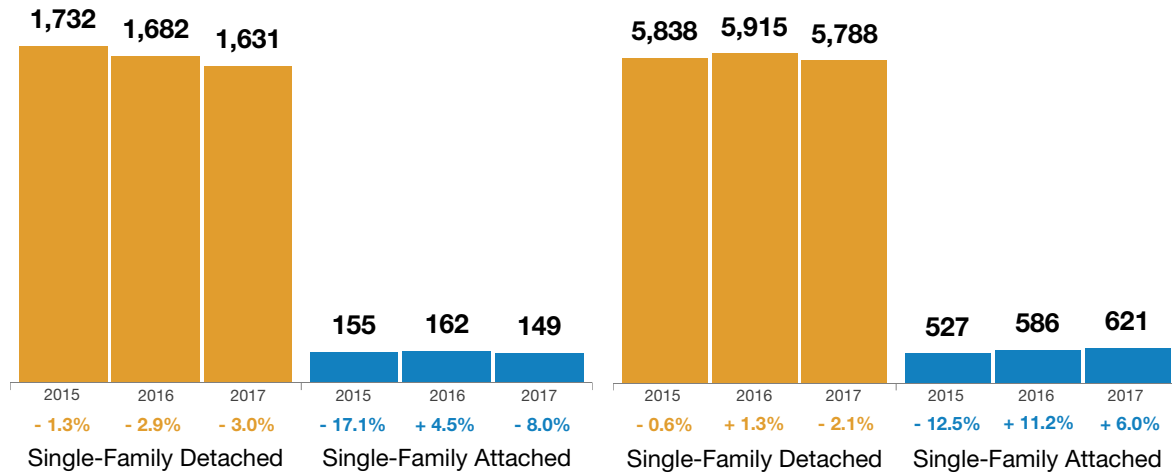
# New Listings

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



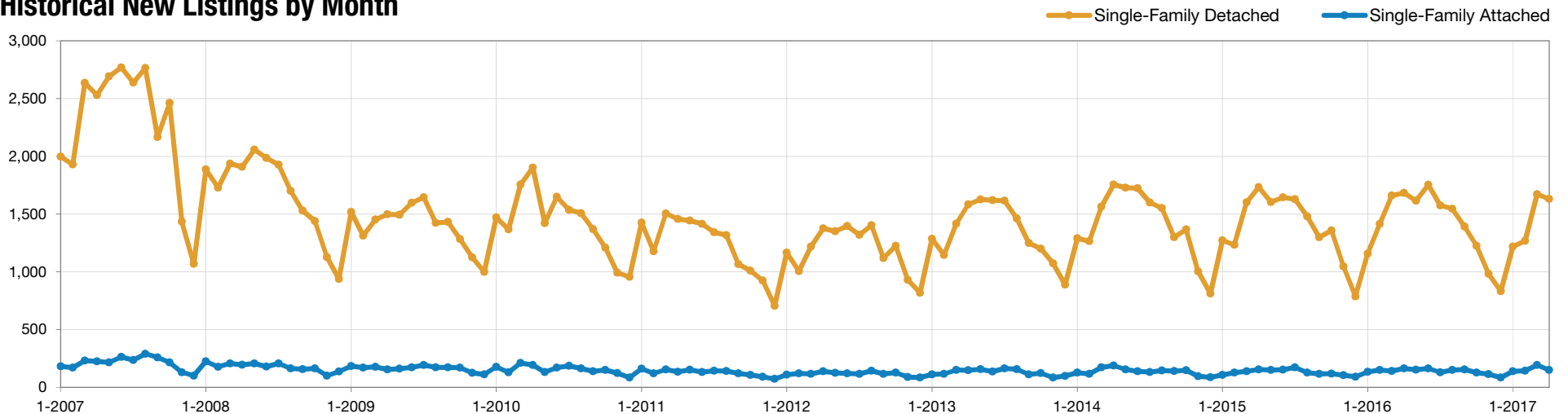
## April

## Year to Date



| New Listings    | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016        | 1,615                  | +0.7%                 | 152                    | +2.0%                 |
| Jun-2016        | 1,752                  | +6.5%                 | 163                    | +7.9%                 |
| Jul-2016        | 1,575                  | -3.3%                 | 130                    | -24.4%                |
| Aug-2016        | 1,544                  | +4.4%                 | 149                    | +17.3%                |
| Sep-2016        | 1,391                  | +7.1%                 | 153                    | +31.9%                |
| Oct-2016        | 1,225                  | -9.7%                 | 126                    | +6.8%                 |
| Nov-2016        | 982                    | -6.1%                 | 113                    | +7.6%                 |
| Dec-2016        | 832                    | +5.9%                 | 83                     | -7.8%                 |
| Jan-2017        | 1,218                  | +5.3%                 | 138                    | +3.0%                 |
| Feb-2017        | 1,268                  | -10.4%                | 142                    | -4.7%                 |
| Mar-2017        | 1,671                  | +0.6%                 | 192                    | +36.2%                |
| <b>Apr-2017</b> | <b>1,631</b>           | <b>-3.0%</b>          | <b>149</b>             | <b>-8.0%</b>          |
| 12-Month Avg    | 1,392                  | -0.3%                 | 141                    | +4.7%                 |

## Historical New Listings by Month

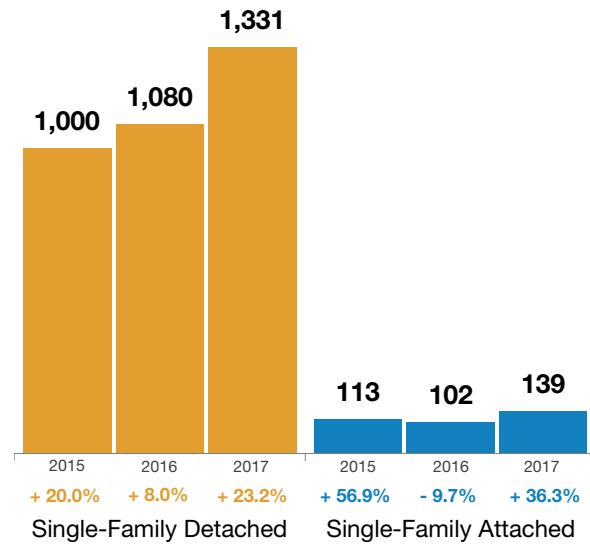


# Pending Sales

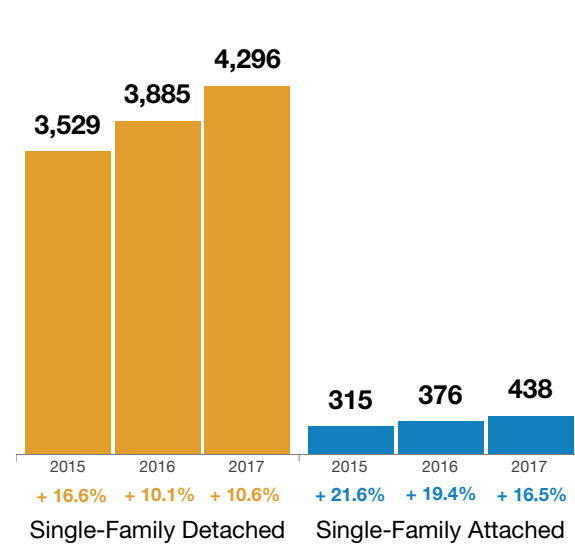
A count of the properties on which offers have been accepted in a given month.



## April

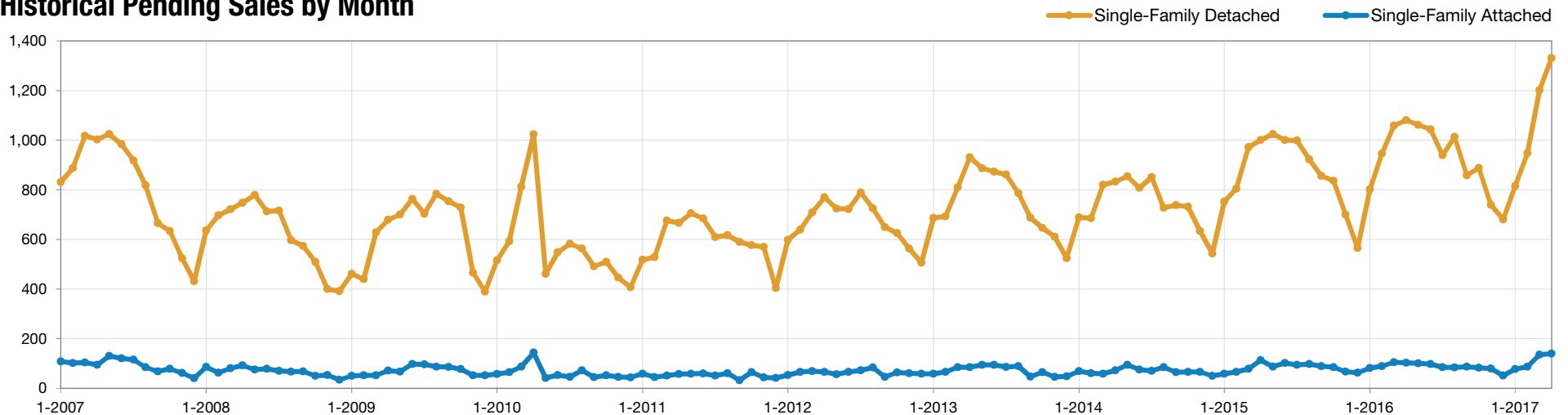


## Year to Date



| Pending Sales   | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016        | 1,061                  | +3.5%                 | 100                    | +14.9%                |
| Jun-2016        | 1,044                  | +4.4%                 | 97                     | -4.0%                 |
| Jul-2016        | 939                    | -5.9%                 | 85                     | -9.6%                 |
| Aug-2016        | 1,013                  | +9.9%                 | 83                     | -14.4%                |
| Sep-2016        | 858                    | +0.2%                 | 87                     | -2.2%                 |
| Oct-2016        | 888                    | +6.2%                 | 82                     | -3.5%                 |
| Nov-2016        | 739                    | +5.6%                 | 79                     | +17.9%                |
| Dec-2016        | 680                    | +20.4%                | 51                     | -17.7%                |
| Jan-2017        | 815                    | +1.7%                 | 77                     | -4.9%                 |
| Feb-2017        | 948                    | +0.2%                 | 87                     | -2.2%                 |
| Mar-2017        | 1,202                  | +13.6%                | 135                    | +29.8%                |
| <b>Apr-2017</b> | <b>1,331</b>           | <b>+23.2%</b>         | <b>139</b>             | <b>+36.3%</b>         |
| 12-Month Avg    | 960                    | +6.8%                 | 92                     | +4.2%                 |

## Historical Pending Sales by Month

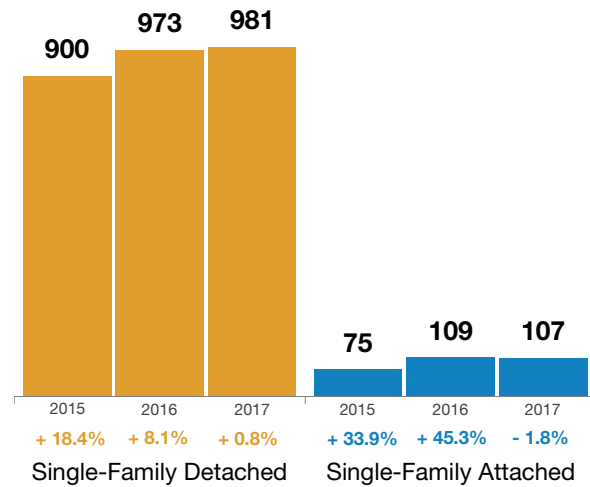


# Closed Sales

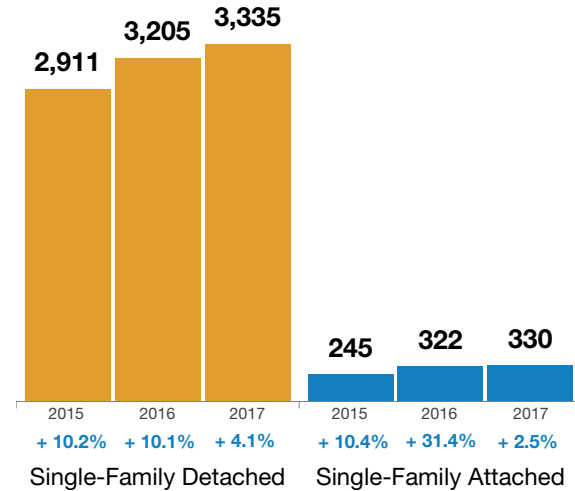
A count of the actual sales that closed in a given month.



## April

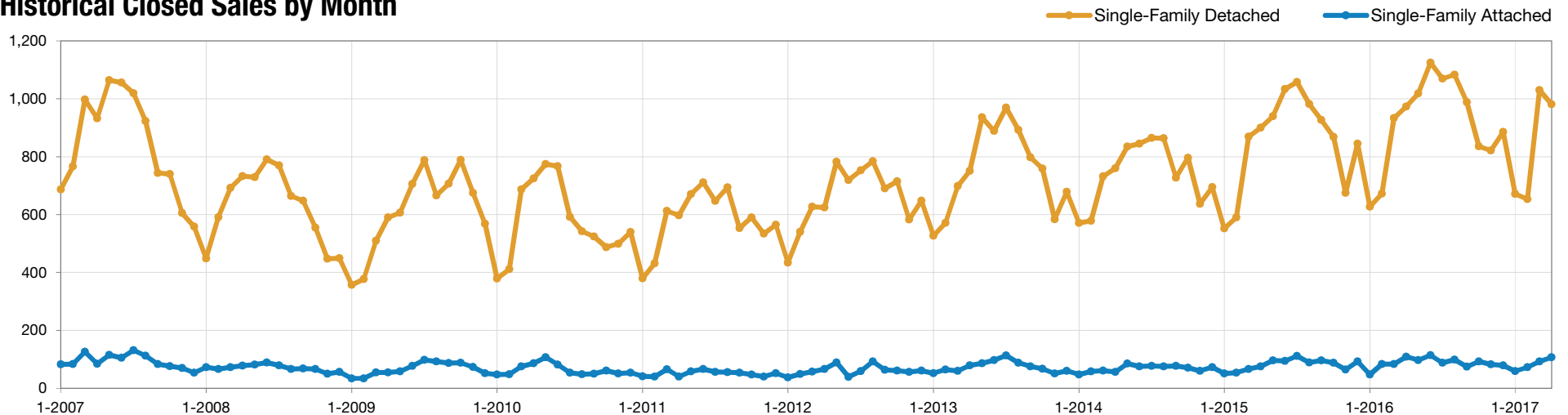


## Year to Date



| Closed Sales    | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016        | 1,018                  | +8.3%                 | 97                     | +1.0%                 |
| Jun-2016        | 1,125                  | +8.8%                 | 114                    | +21.3%                |
| Jul-2016        | 1,070                  | +1.1%                 | 88                     | -20.7%                |
| Aug-2016        | 1,083                  | +10.3%                | 99                     | +11.2%                |
| Sep-2016        | 988                    | +6.6%                 | 74                     | -22.9%                |
| Oct-2016        | 836                    | -3.7%                 | 92                     | +4.5%                 |
| Nov-2016        | 821                    | +21.6%                | 82                     | +28.1%                |
| Dec-2016        | 885                    | +4.7%                 | 79                     | -14.1%                |
| Jan-2017        | 671                    | +7.0%                 | 59                     | +25.5%                |
| Feb-2017        | 653                    | -2.8%                 | 72                     | -13.3%                |
| Mar-2017        | 1,030                  | +10.4%                | 92                     | +10.8%                |
| <b>Apr-2017</b> | <b>981</b>             | <b>+0.8%</b>          | <b>107</b>             | <b>-1.8%</b>          |
| 12-Month Avg    | 930                    | +6.0%                 | 88                     | +0.3%                 |

## Historical Closed Sales by Month

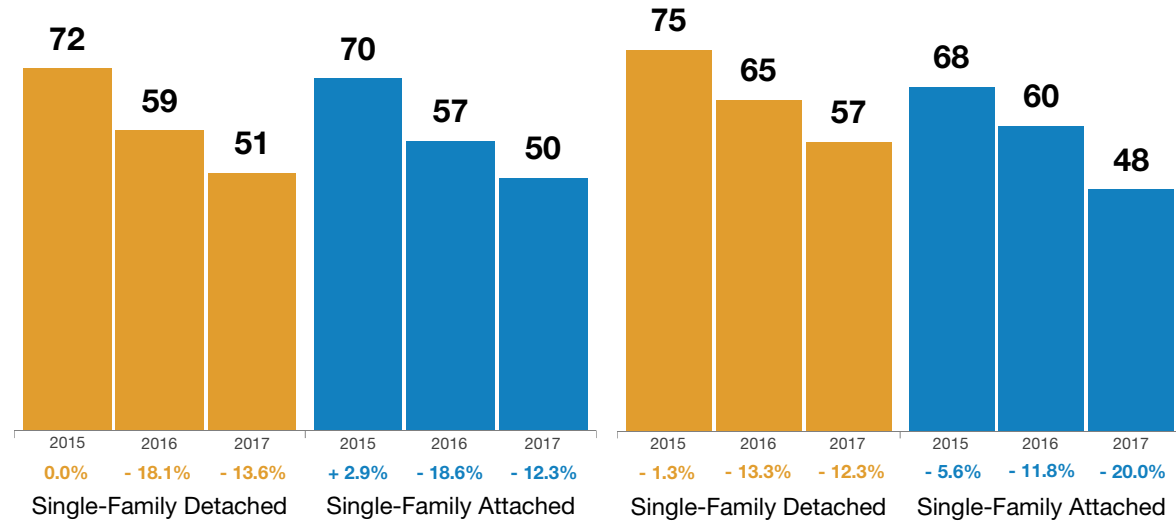


# Days on Market Until Sale

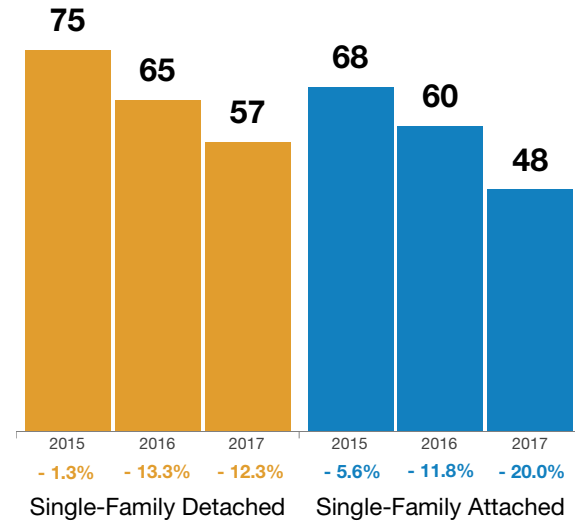
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



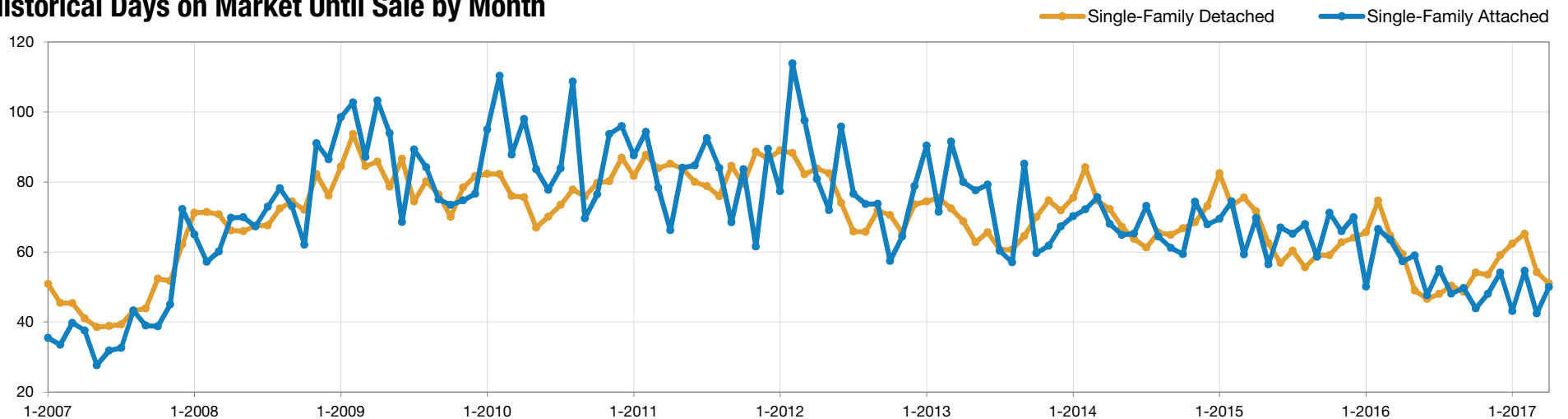
## Year to Date



| Days on Market  | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016        | 49                     | -22.2%                | 59                     | +5.4%                 |
| Jun-2016        | 47                     | -17.5%                | 48                     | -28.4%                |
| Jul-2016        | 48                     | -20.0%                | 55                     | -15.4%                |
| Aug-2016        | 50                     | -10.7%                | 48                     | -29.4%                |
| Sep-2016        | 49                     | -16.9%                | 50                     | -15.3%                |
| Oct-2016        | 54                     | -8.5%                 | 44                     | -38.0%                |
| Nov-2016        | 54                     | -14.3%                | 48                     | -27.3%                |
| Dec-2016        | 59                     | -7.8%                 | 54                     | -22.9%                |
| Jan-2017        | 62                     | -6.1%                 | 43                     | -14.0%                |
| Feb-2017        | 65                     | -13.3%                | 55                     | -17.9%                |
| Mar-2017        | 54                     | -16.9%                | 42                     | -34.4%                |
| <b>Apr-2017</b> | <b>51</b>              | <b>-13.6%</b>         | <b>50</b>              | <b>-12.3%</b>         |
| 12-Month Avg*   | 53                     | -14.4%                | 50                     | -21.9%                |

\* Days on Market for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

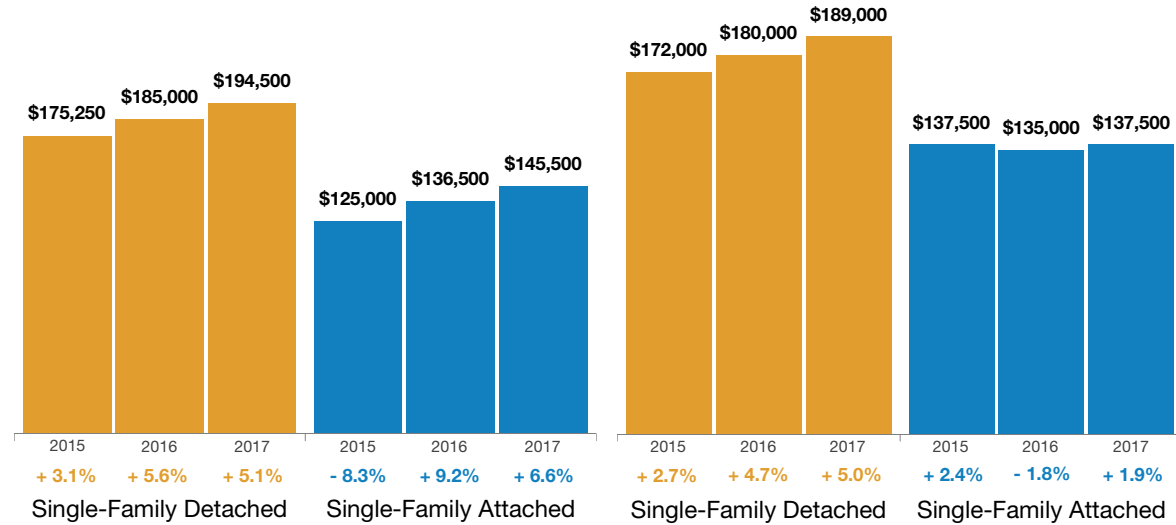


# Median Sales Price

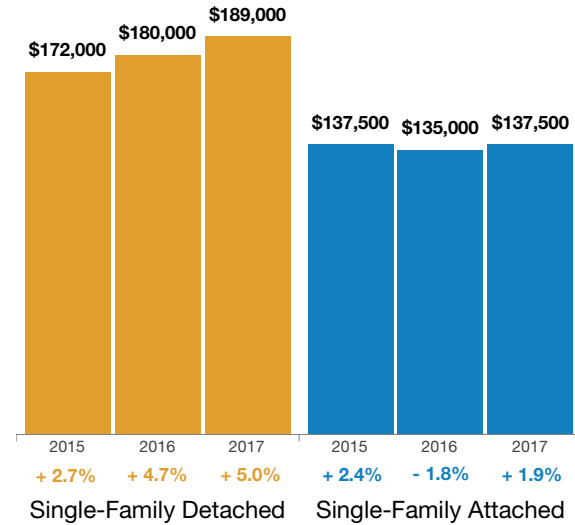
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



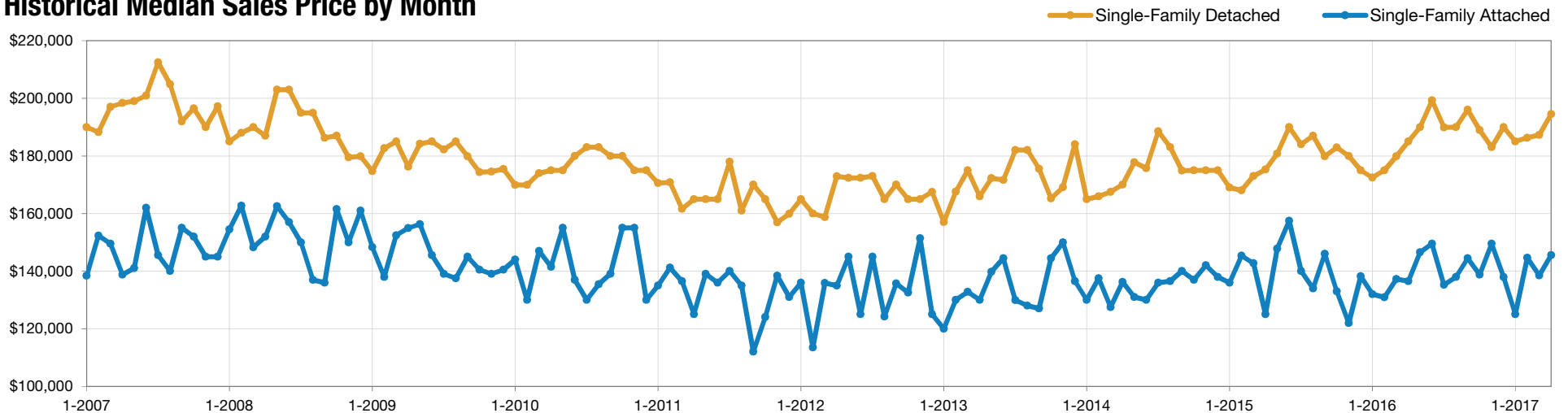
## Year to Date



| Median Sales Price | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016           | \$190,000              | +5.1%                 | \$146,500              | -0.9%                 |
| Jun-2016           | \$199,250              | +4.9%                 | \$149,500              | -5.1%                 |
| Jul-2016           | \$189,900              | +3.2%                 | \$135,250              | -3.4%                 |
| Aug-2016           | \$190,000              | +1.6%                 | \$138,000              | +3.0%                 |
| Sep-2016           | \$196,000              | +8.9%                 | \$144,500              | -1.0%                 |
| Oct-2016           | \$189,000              | +3.3%                 | \$138,750              | +4.3%                 |
| Nov-2016           | \$183,000              | +1.7%                 | \$149,500              | +22.5%                |
| Dec-2016           | \$190,000              | +8.6%                 | \$138,000              | -0.2%                 |
| Jan-2017           | \$185,000              | +7.2%                 | \$125,000              | -5.3%                 |
| Feb-2017           | \$186,300              | +6.5%                 | \$144,662              | +10.5%                |
| Mar-2017           | \$187,250              | +4.1%                 | \$138,500              | +0.9%                 |
| <b>Apr-2017</b>    | <b>\$194,500</b>       | <b>+5.1%</b>          | <b>\$145,500</b>       | <b>+6.6%</b>          |
| 12-Month Avg*      | \$190,000              | +4.7%                 | \$142,000              | +3.3%                 |

\* Median Sales Price for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



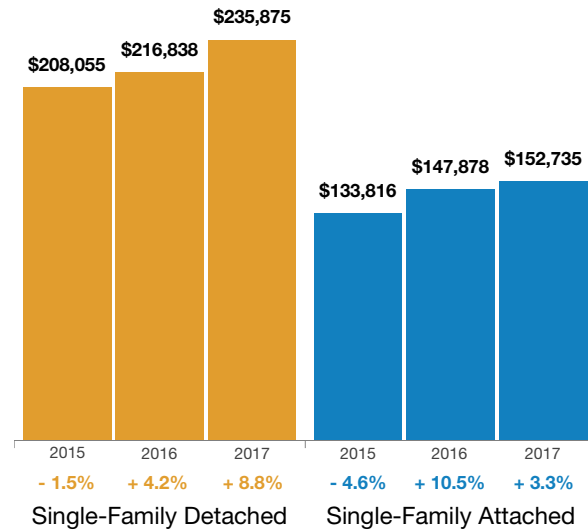


# Average Sales Price

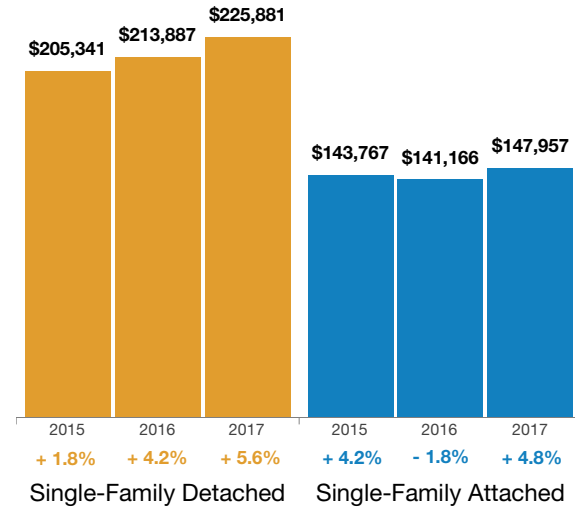
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



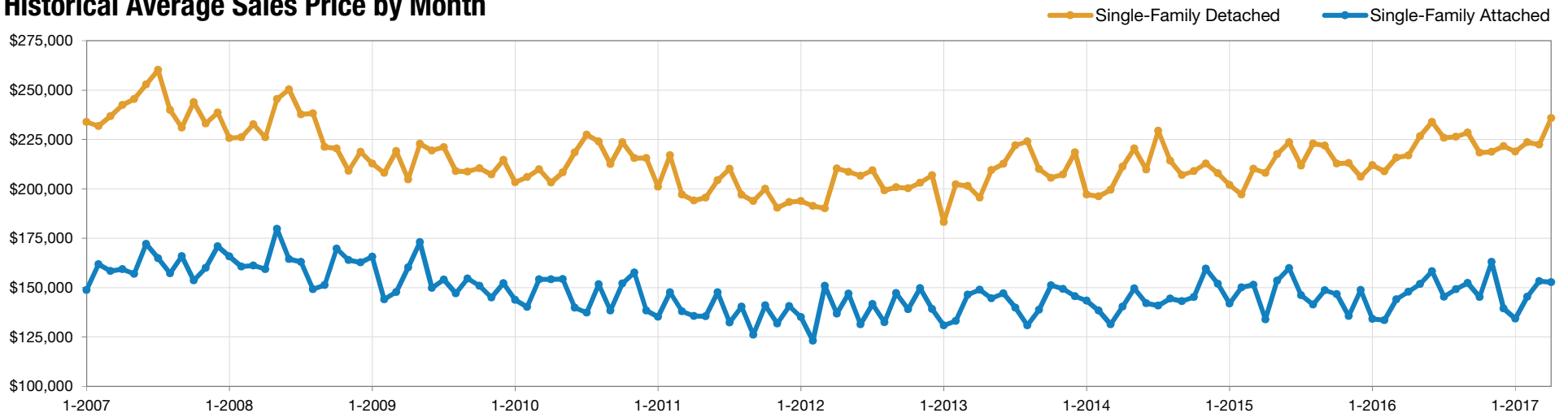
## Year to Date



| Avg. Sales Price | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|------------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016         | \$226,609              | +4.2%                 | \$151,840              | -1.1%                 |
| Jun-2016         | \$233,893              | +4.6%                 | \$158,309              | -1.0%                 |
| Jul-2016         | \$225,778              | +6.6%                 | \$145,289              | -0.5%                 |
| Aug-2016         | \$226,322              | +1.5%                 | \$149,212              | +5.5%                 |
| Sep-2016         | \$228,426              | +3.0%                 | \$152,357              | +2.5%                 |
| Oct-2016         | \$218,368              | +2.6%                 | \$145,242              | -1.0%                 |
| Nov-2016         | \$218,719              | +2.7%                 | \$162,979              | +20.3%                |
| Dec-2016         | \$221,598              | +7.5%                 | \$139,414              | -6.3%                 |
| Jan-2017         | \$218,865              | +3.3%                 | \$134,263              | +0.1%                 |
| Feb-2017         | \$223,627              | +7.1%                 | \$145,349              | +8.9%                 |
| Mar-2017         | \$222,383              | +3.1%                 | \$153,224              | +6.4%                 |
| <b>Apr-2017</b>  | <b>\$235,875</b>       | <b>+8.8%</b>          | <b>\$152,735</b>       | <b>+3.3%</b>          |
| 12-Month Avg*    | \$225,585              | +4.6%                 | \$149,928              | +2.7%                 |

\* Avg. Sales Price for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



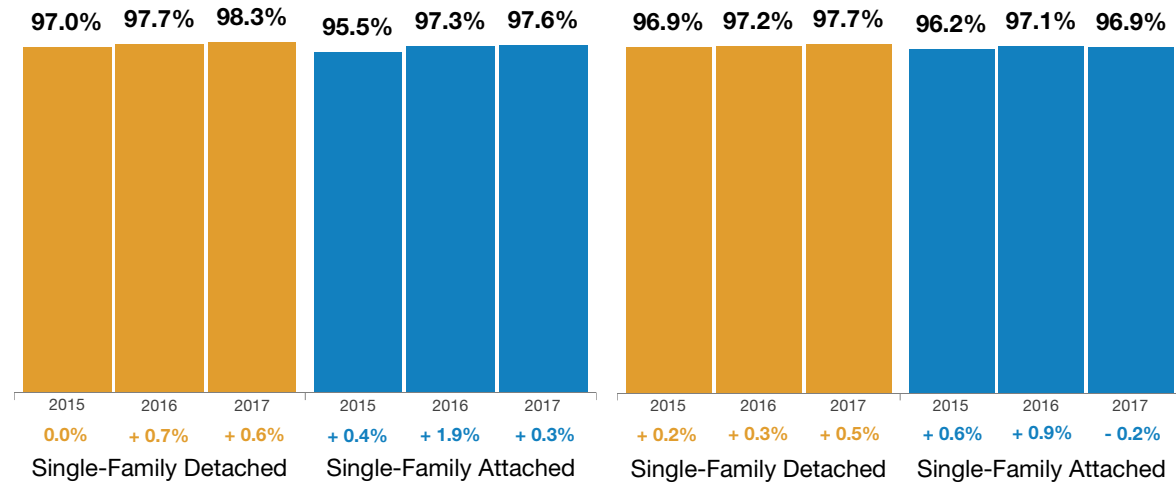
# Percent of List Price Received



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

## April

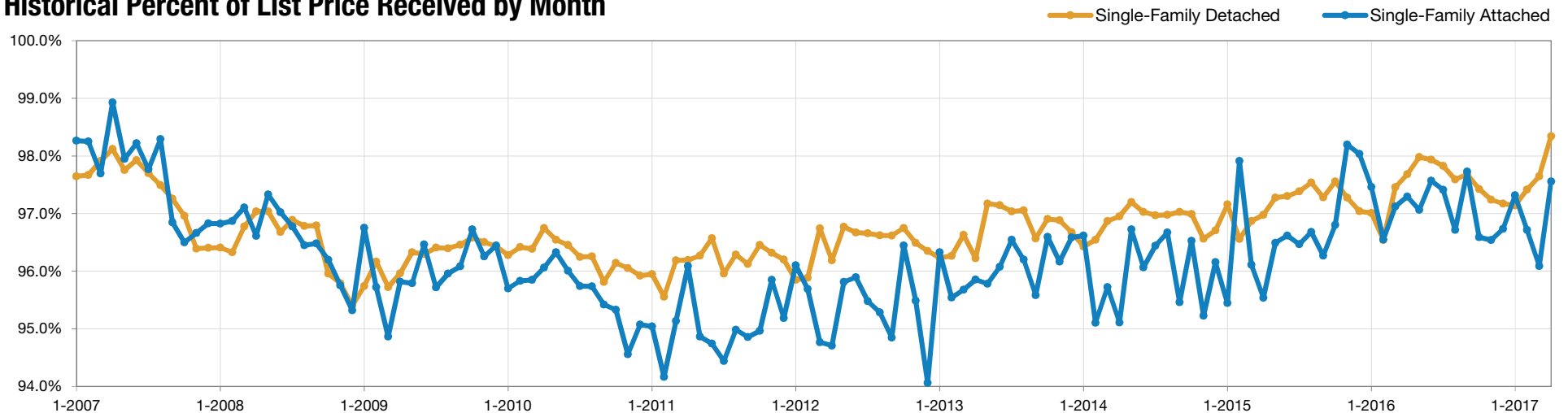
## Year to Date



| Pct. of List Price Received | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016                    | 98.0%                  | +0.7%                 | 97.1%                  | +0.6%                 |
| Jun-2016                    | 97.9%                  | +0.6%                 | 97.6%                  | +1.0%                 |
| Jul-2016                    | 97.8%                  | +0.4%                 | 97.4%                  | +0.9%                 |
| Aug-2016                    | 97.6%                  | +0.1%                 | 96.7%                  | 0.0%                  |
| Sep-2016                    | 97.7%                  | +0.4%                 | 97.7%                  | +1.5%                 |
| Oct-2016                    | 97.4%                  | -0.2%                 | 96.6%                  | -0.2%                 |
| Nov-2016                    | 97.2%                  | -0.1%                 | 96.5%                  | -1.7%                 |
| Dec-2016                    | 97.2%                  | +0.2%                 | 96.7%                  | -1.3%                 |
| Jan-2017                    | 97.1%                  | +0.1%                 | 97.3%                  | -0.2%                 |
| Feb-2017                    | 97.4%                  | +0.9%                 | 96.7%                  | +0.2%                 |
| Mar-2017                    | 97.6%                  | +0.1%                 | 96.1%                  | -1.0%                 |
| <b>Apr-2017</b>             | <b>98.3%</b>           | <b>+0.6%</b>          | <b>97.6%</b>           | <b>+0.3%</b>          |
| 12-Month Avg*               | 97.7%                  | +0.4%                 | 97.0%                  | +0.1%                 |

\* Pct. of List Price Received for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



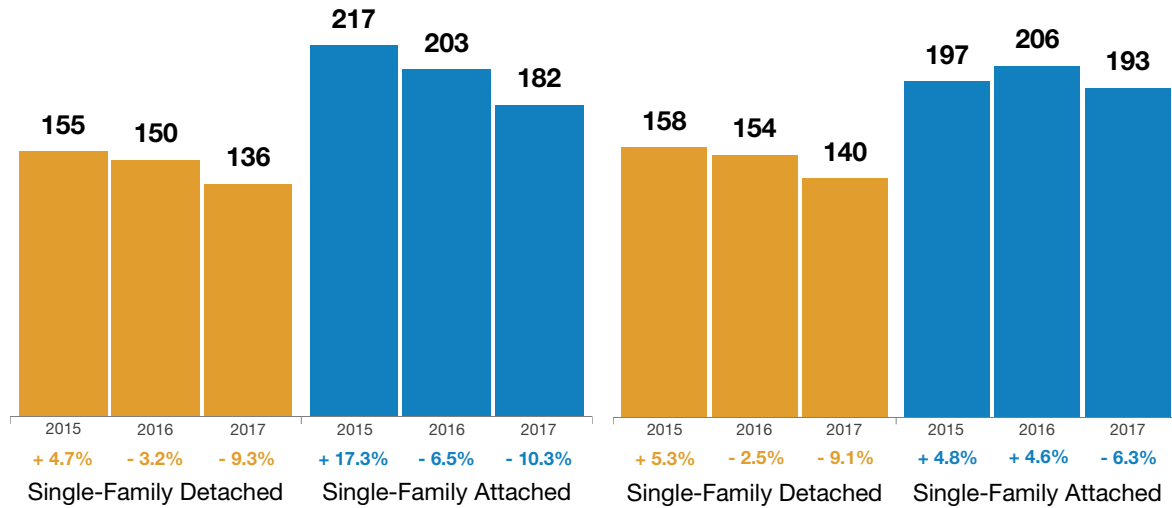
# Housing Affordability Index



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.

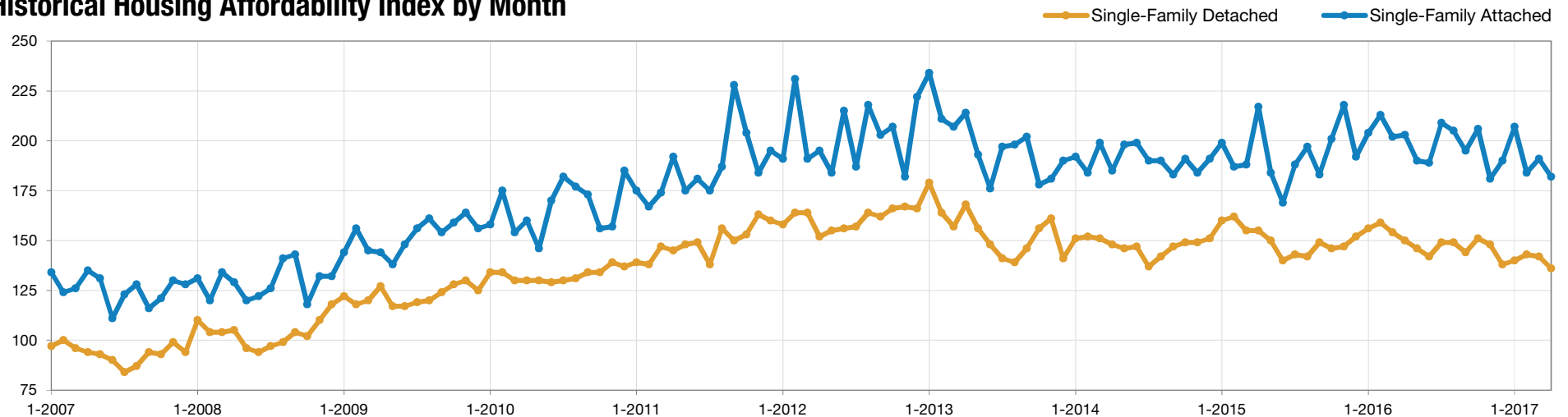
## April

## Year to Date



| Affordability Index | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|---------------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016            | 146                    | -2.7%                 | 190                    | +3.3%                 |
| Jun-2016            | 142                    | +1.4%                 | 189                    | +11.8%                |
| Jul-2016            | 149                    | +4.2%                 | 209                    | +11.2%                |
| Aug-2016            | 149                    | +4.9%                 | 205                    | +4.1%                 |
| Sep-2016            | 144                    | -3.4%                 | 195                    | +6.6%                 |
| Oct-2016            | 151                    | +3.4%                 | 206                    | +2.5%                 |
| Nov-2016            | 148                    | +0.7%                 | 181                    | -17.0%                |
| Dec-2016            | 138                    | -9.2%                 | 190                    | -1.0%                 |
| Jan-2017            | 140                    | -10.3%                | 207                    | +1.5%                 |
| Feb-2017            | 143                    | -10.1%                | 184                    | -13.6%                |
| Mar-2017            | 142                    | -7.8%                 | 191                    | -5.4%                 |
| <b>Apr-2017</b>     | <b>136</b>             | <b>-9.3%</b>          | <b>182</b>             | <b>-10.3%</b>         |
| 12-Month Avg        | 144                    | -8.5%                 | 194                    | -7.4%                 |

## Historical Housing Affordability Index by Month

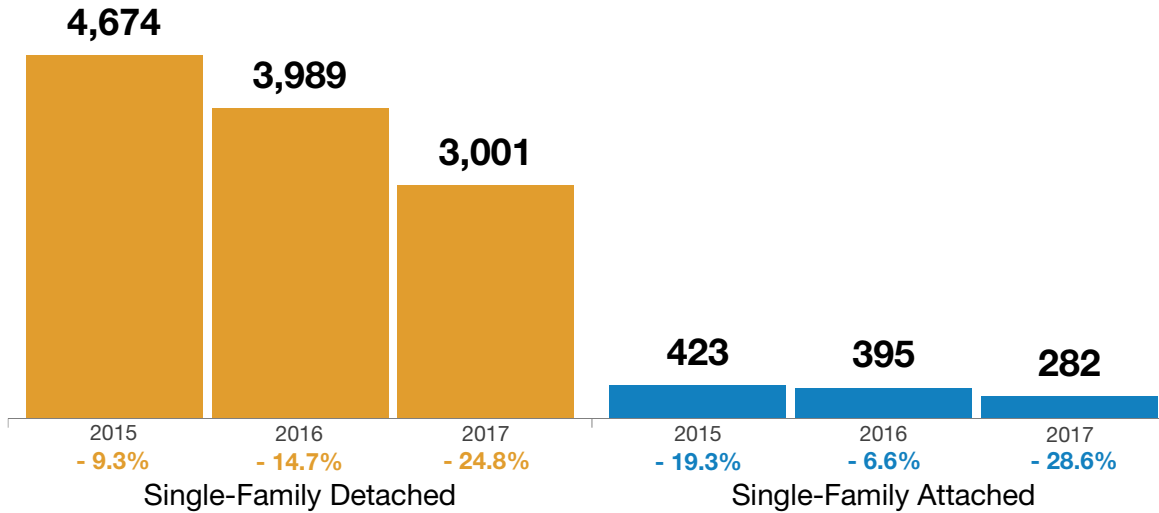


# Inventory of Homes for Sale

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

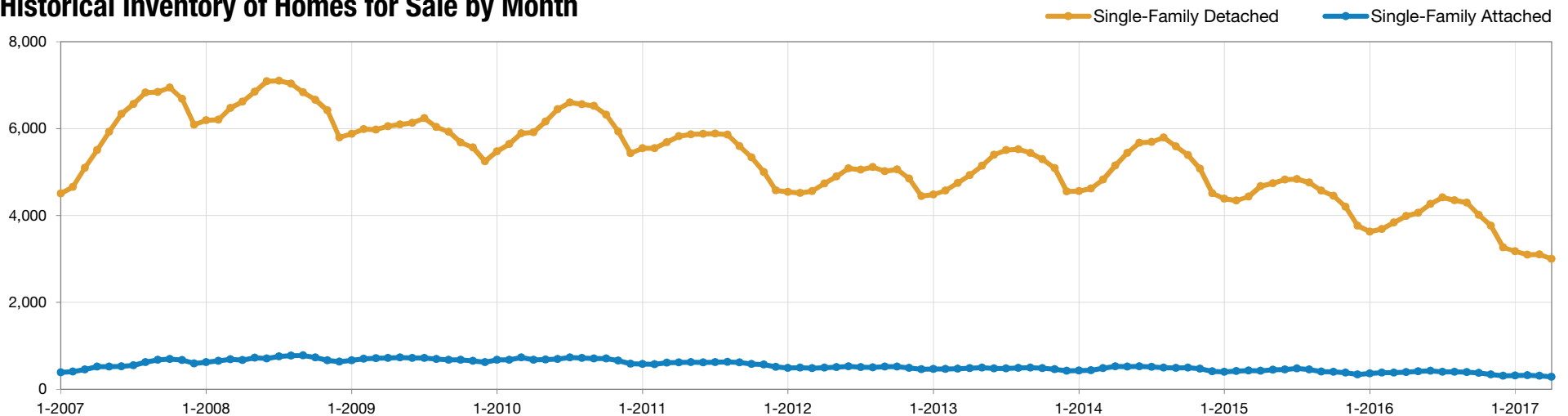


## April



| Homes for Sale  | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016        | 4,060                  | -14.4%                | 412                    | -7.8%                 |
| Jun-2016        | 4,266                  | -11.6%                | 425                    | -5.6%                 |
| Jul-2016        | 4,413                  | -8.8%                 | 396                    | -16.6%                |
| Aug-2016        | 4,350                  | -8.6%                 | 397                    | -12.2%                |
| Sep-2016        | 4,297                  | -6.0%                 | 394                    | -3.2%                 |
| Oct-2016        | 4,011                  | -9.9%                 | 375                    | -5.3%                 |
| Nov-2016        | 3,765                  | -10.3%                | 341                    | -10.0%                |
| Dec-2016        | 3,268                  | -13.2%                | 311                    | -8.8%                 |
| Jan-2017        | 3,172                  | -12.6%                | 317                    | -12.9%                |
| Feb-2017        | 3,099                  | -16.0%                | 318                    | -15.9%                |
| Mar-2017        | 3,103                  | -19.2%                | 311                    | -18.2%                |
| <b>Apr-2017</b> | <b>3,001</b>           | <b>-24.8%</b>         | <b>282</b>             | <b>-28.6%</b>         |
| 12-Month Avg    | 3,734                  | -12.6%                | 357                    | -12.0%                |

## Historical Inventory of Homes for Sale by Month

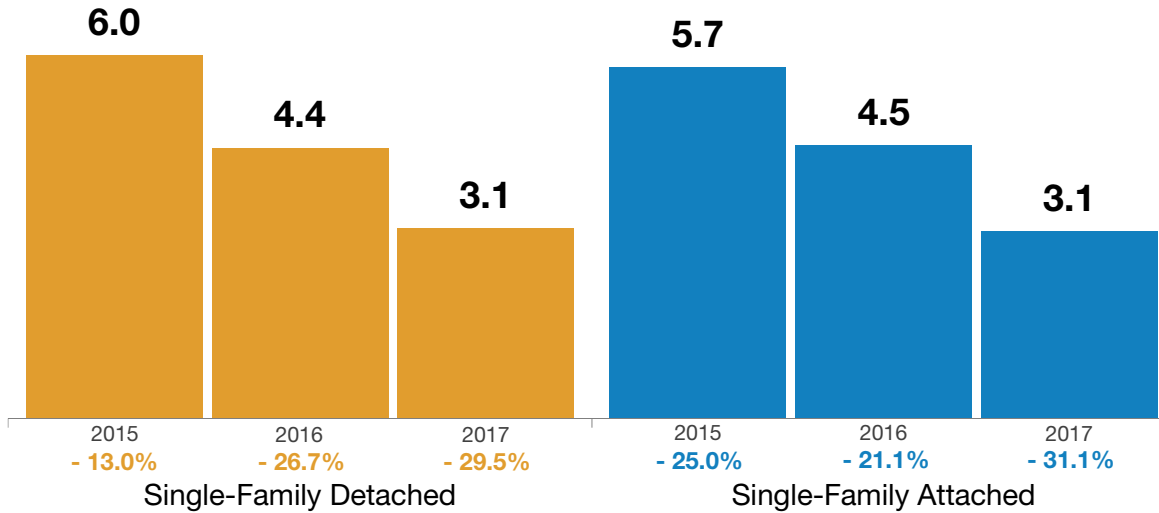


# Absorption Rate

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



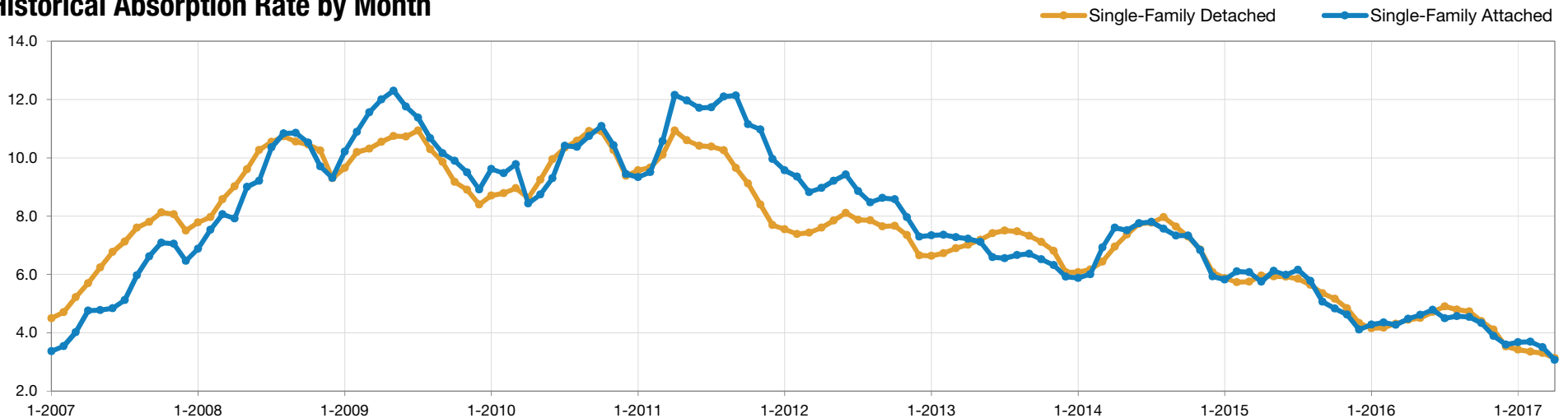
## April



| Absorption Rate | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| May-2016        | 4.5                    | -23.7%                | 4.6                    | -24.6%                |
| Jun-2016        | 4.7                    | -20.3%                | 4.8                    | -20.0%                |
| Jul-2016        | 4.9                    | -15.5%                | 4.5                    | -27.4%                |
| Aug-2016        | 4.8                    | -14.3%                | 4.6                    | -20.7%                |
| Sep-2016        | 4.7                    | -13.0%                | 4.5                    | -11.8%                |
| Oct-2016        | 4.4                    | -15.4%                | 4.3                    | -10.4%                |
| Nov-2016        | 4.1                    | -14.6%                | 3.9                    | -15.2%                |
| Dec-2016        | 3.5                    | -18.6%                | 3.6                    | -12.2%                |
| Jan-2017        | 3.4                    | -19.0%                | 3.7                    | -14.0%                |
| Feb-2017        | 3.3                    | -21.4%                | 3.7                    | -14.0%                |
| Mar-2017        | 3.3                    | -23.3%                | 3.5                    | -18.6%                |
| <b>Apr-2017</b> | <b>3.1</b>             | <b>-29.5%</b>         | <b>3.1</b>             | <b>-31.1%</b>         |
| 12-Month Avg*   | 4.1                    | -18.7%                | 4.1                    | -18.8%                |

\* Absorption Rate for all properties from May 2016 through April 2017. This is not the average of the individual figures above.

## Historical Absorption Rate by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics                           | Historical Sparkbars | 4-2016    | 4-2017           | Percent Change | YTD 2016  | YTD 2017         | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                   |                      | 1,844     | <b>1,780</b>     | - 3.5%         | 6,501     | <b>6,409</b>     | - 1.4%         |
| <b>Pending Sales</b>                  |                      | 1,182     | <b>1,470</b>     | + 24.4%        | 4,261     | <b>4,734</b>     | + 11.1%        |
| <b>Closed Sales</b>                   |                      | 1,082     | <b>1,088</b>     | + 0.6%         | 3,527     | <b>3,665</b>     | + 3.9%         |
| <b>Days on Market Until Sale</b>      |                      | 59        | <b>51</b>        | - 13.6%        | 65        | <b>56</b>        | - 13.8%        |
| <b>Median Sales Price</b>             |                      | \$180,750 | <b>\$187,950</b> | + 4.0%         | \$175,000 | <b>\$184,000</b> | + 5.1%         |
| <b>Average Sales Price</b>            |                      | \$209,891 | <b>\$227,683</b> | + 8.5%         | \$207,244 | <b>\$218,861</b> | + 5.6%         |
| <b>Percent of List Price Received</b> |                      | 97.6%     | <b>98.3%</b>     | + 0.7%         | 97.2%     | <b>97.6%</b>     | + 0.4%         |
| <b>Housing Affordability Index</b>    |                      | 154       | <b>141</b>       | - 8.4%         | 159       | <b>144</b>       | - 9.4%         |
| <b>Inventory of Homes for Sale</b>    |                      | 4,384     | <b>3,283</b>     | - 25.1%        | --        | <b>--</b>        | --             |
| <b>Absorption Rate</b>                |                      | 4.4       | <b>3.1</b>       | - 29.5%        | --        | <b>--</b>        | --             |