

# Monthly Indicators



## July 2020

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

New Listings decreased 0.8 percent for Single-Family Detached homes and 4.5 percent for Single-Family Attached homes. Pending Sales increased 20.8 percent for Single-Family Detached homes and 15.1 percent for Single-Family Attached homes. Inventory decreased 53.7 percent for Single-Family Detached homes and 56.8 percent for Single-Family Attached homes.

The Median Sales Price increased 8.3 percent to \$251,000 for Single-Family Detached homes and 2.9 percent to \$173,750 for Single-Family Attached homes. Absorption Rate decreased 55.6 percent for Single-Family Detached homes and 61.5 percent for Single-Family Attached homes.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

## Quick Facts

|                                       |                                       |   |
|---------------------------------------|---------------------------------------|---|
| <b>1,700</b>                          | <b>1,606</b>                          | <b>\$251,000</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 MLS Areas 10-180, 210-293 and 690-760. Percent changes are calculated using rounded figures.

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| New Listings                           | <b>4</b>  |
| Pending Sales                          | <b>5</b>  |
| Closed Sales                           | <b>6</b>  |
| Days on Market Until Sale              | <b>7</b>  |
| Median Sales Price                     | <b>8</b>  |
| Average Sales Price                    | <b>9</b>  |
| Percent of List Price Received         | <b>10</b> |
| Housing Affordability Index            | <b>11</b> |
| Inventory of Homes for Sale            | <b>12</b> |
| Absorption Rate                        | <b>13</b> |
| All Properties Combined                | <b>14</b> |

# 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 | 7-2019    | 7-2020           | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|--------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings                   |                      | 1,563     | <b>1,550</b>     | - 0.8%         | 10,258    | <b>9,308</b>     | - 9.3%         |
| Pending Sales                  |                      | 1,238     | <b>1,495</b>     | + 20.8%        | 7,885     | <b>8,225</b>     | + 4.3%         |
| Closed Sales                   |                      | 1,200     | <b>1,471</b>     | + 22.6%        | 7,223     | <b>7,092</b>     | - 1.8%         |
| Days on Market Until Sale      |                      | 33        | <b>26</b>        | - 21.2%        | 41        | <b>33</b>        | - 19.5%        |
| Median Sales Price             |                      | \$231,750 | <b>\$251,000</b> | + 8.3%         | \$220,000 | <b>\$238,450</b> | + 8.4%         |
| Average Sales Price            |                      | \$264,689 | <b>\$289,677</b> | + 9.4%         | \$259,305 | <b>\$273,884</b> | + 5.6%         |
| Percent of List Price Received |                      | 98.7%     | <b>99.5%</b>     | + 0.8%         | 98.4%     | <b>98.9%</b>     | + 0.5%         |
| Housing Affordability Index    |                      | 118       | <b>118</b>       | 0.0%           | 125       | <b>124</b>       | - 0.8%         |
| Inventory of Homes for Sale    |                      | 2,722     | <b>1,260</b>     | - 53.7%        | --        | <b>--</b>        | --             |
| Absorption Rate                |                      | 2.7       | <b>1.2</b>       | - 55.6%        | --        | <b>--</b>        | --             |

# Single-Family Attached Market Overview

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



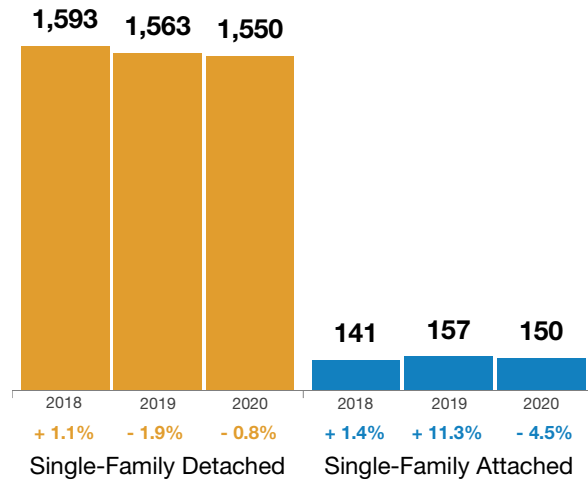
| Key Metrics                           | Historical Sparkbars | 7-2019    | 7-2020           | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                   |                      | 157       | <b>150</b>       | - 4.5%         | 1,028     | <b>979</b>       | - 4.8%         |
| <b>Pending Sales</b>                  |                      | 126       | <b>145</b>       | + 15.1%        | 787       | <b>874</b>       | + 11.1%        |
| <b>Closed Sales</b>                   |                      | 131       | <b>135</b>       | + 3.1%         | 727       | <b>776</b>       | + 6.7%         |
| <b>Days on Market Until Sale</b>      |                      | 35        | <b>29</b>        | - 17.1%        | 42        | <b>30</b>        | - 28.6%        |
| <b>Median Sales Price</b>             |                      | \$168,900 | <b>\$173,750</b> | + 2.9%         | \$156,000 | <b>\$169,000</b> | + 8.3%         |
| <b>Average Sales Price</b>            |                      | \$177,075 | <b>\$183,058</b> | + 3.4%         | \$169,365 | <b>\$177,473</b> | + 4.8%         |
| <b>Percent of List Price Received</b> |                      | 97.8%     | <b>98.9%</b>     | + 1.1%         | 97.9%     | <b>98.3%</b>     | + 0.4%         |
| <b>Housing Affordability Index</b>    |                      | 162       | <b>171</b>       | + 5.6%         | 176       | <b>175</b>       | - 0.6%         |
| <b>Inventory of Homes for Sale</b>    |                      | 271       | <b>117</b>       | - 56.8%        | --        | <b>--</b>        | --             |
| <b>Absorption Rate</b>                |                      | 2.6       | <b>1.0</b>       | - 61.5%        | --        | <b>--</b>        | --             |

# New Listings

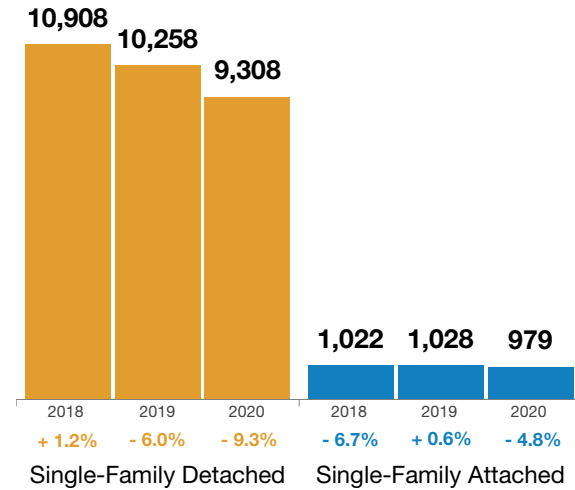
A count of the properties that have been newly listed on the market in a given month.



## July

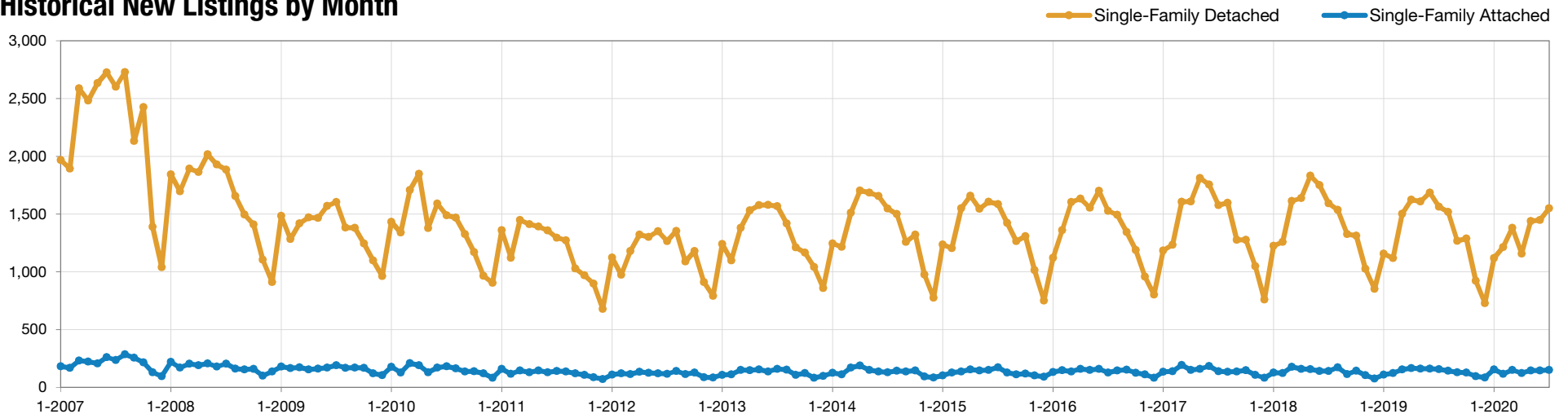


## Year to Date



| New Listings    | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019        | 1,517                  | -1.3%                 | 142                    | -17.9%                |
| Sep-2019        | 1,268                  | -4.3%                 | 128                    | +13.3%                |
| Oct-2019        | 1,287                  | -1.9%                 | 126                    | -11.9%                |
| Nov-2019        | 921                    | -10.1%                | 95                     | -8.7%                 |
| Dec-2019        | 727                    | -14.7%                | 84                     | +10.5%                |
| Jan-2020        | 1,119                  | -3.3%                 | 153                    | +41.7%                |
| Feb-2020        | 1,214                  | +8.6%                 | 115                    | -5.7%                 |
| Mar-2020        | 1,380                  | -8.1%                 | 149                    | -3.2%                 |
| Apr-2020        | 1,156                  | -28.8%                | 123                    | -25.5%                |
| May-2020        | 1,440                  | -10.5%                | 145                    | -9.9%                 |
| Jun-2020        | 1,449                  | -14.0%                | 144                    | -10.6%                |
| <b>Jul-2020</b> | <b>1,550</b>           | <b>-0.8%</b>          | <b>150</b>             | <b>-4.5%</b>          |
| 12-Month Avg    | 1,252                  | -7.9%                 | 130                    | -5.1%                 |

## Historical New Listings by Month

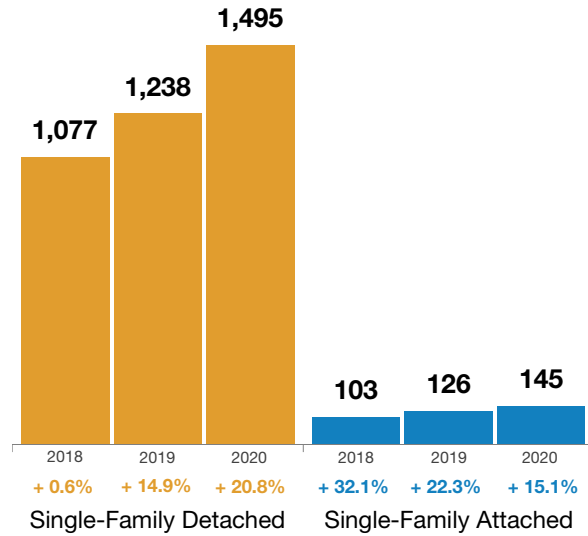


# Pending Sales

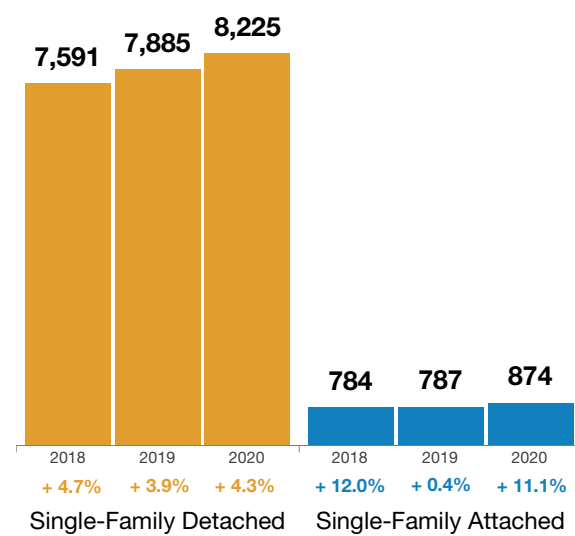
A count of the properties on which offers have been accepted in a given month.



## July

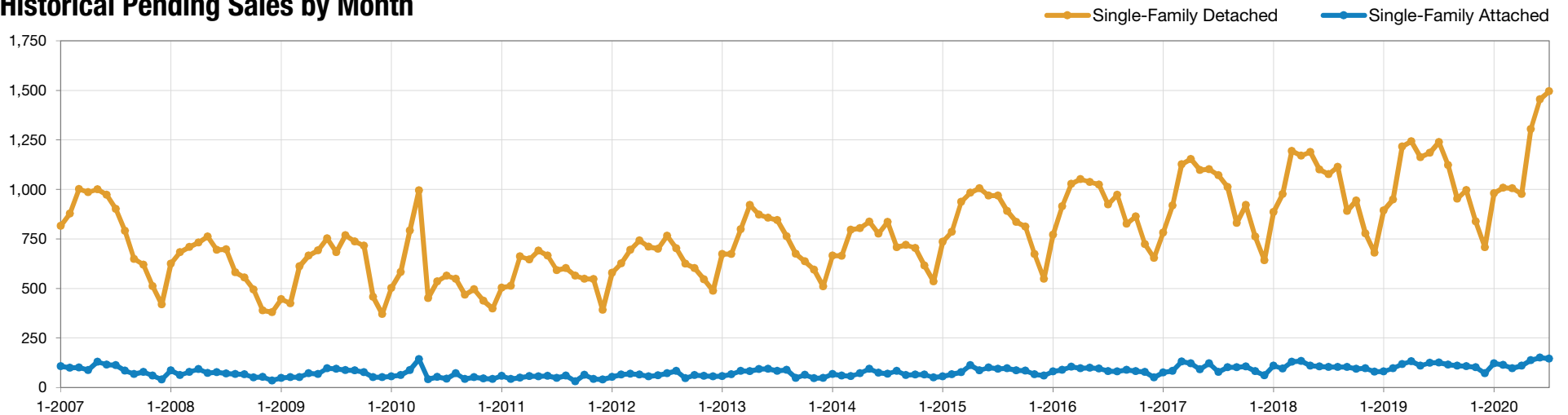


## Year to Date



| Pending Sales   | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019        | 1,122                  | +0.7%                 | 115                    | +11.7%                |
| Sep-2019        | 953                    | +7.0%                 | 110                    | +6.8%                 |
| Oct-2019        | 996                    | +5.5%                 | 107                    | +13.8%                |
| Nov-2019        | 838                    | +7.7%                 | 101                    | +5.2%                 |
| Dec-2019        | 708                    | +4.1%                 | 72                     | -8.9%                 |
| Jan-2020        | 980                    | +9.7%                 | 122                    | +50.6%                |
| Feb-2020        | 1,008                  | +6.2%                 | 114                    | +17.5%                |
| Mar-2020        | 1,006                  | -17.3%                | 97                     | -17.1%                |
| Apr-2020        | 976                    | -21.5%                | 109                    | -17.4%                |
| May-2020        | 1,305                  | +12.3%                | 137                    | +24.5%                |
| Jun-2020        | 1,455                  | +22.9%                | 150                    | +21.0%                |
| <b>Jul-2020</b> | <b>1,495</b>           | <b>+20.8%</b>         | <b>145</b>             | <b>+15.1%</b>         |
| 12-Month Avg    | 1,070                  | +4.5%                 | 115                    | +9.3%                 |

## Historical Pending Sales by Month

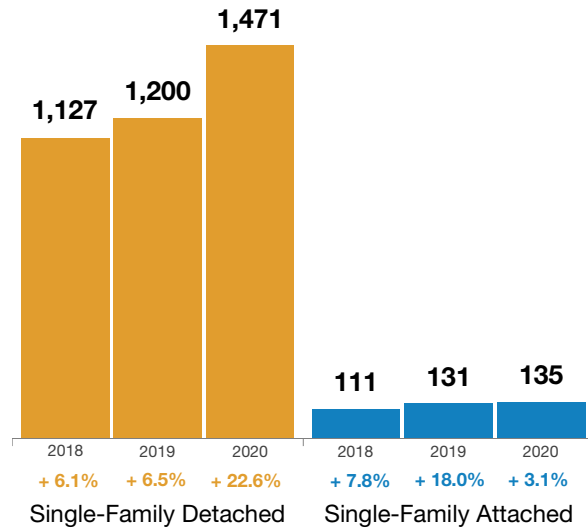


# Closed Sales

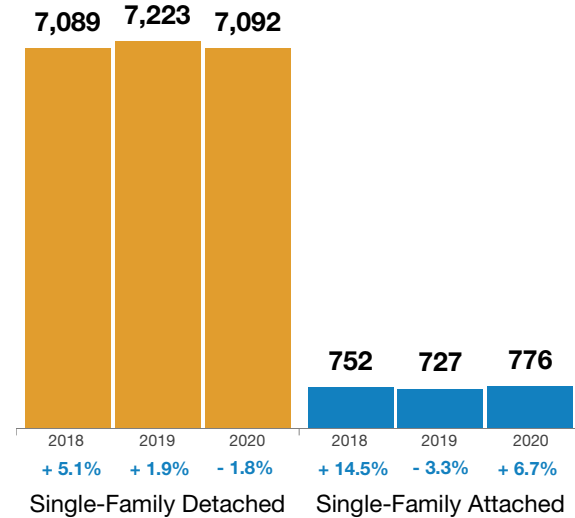
A count of the actual sales that closed in a given month.



## July

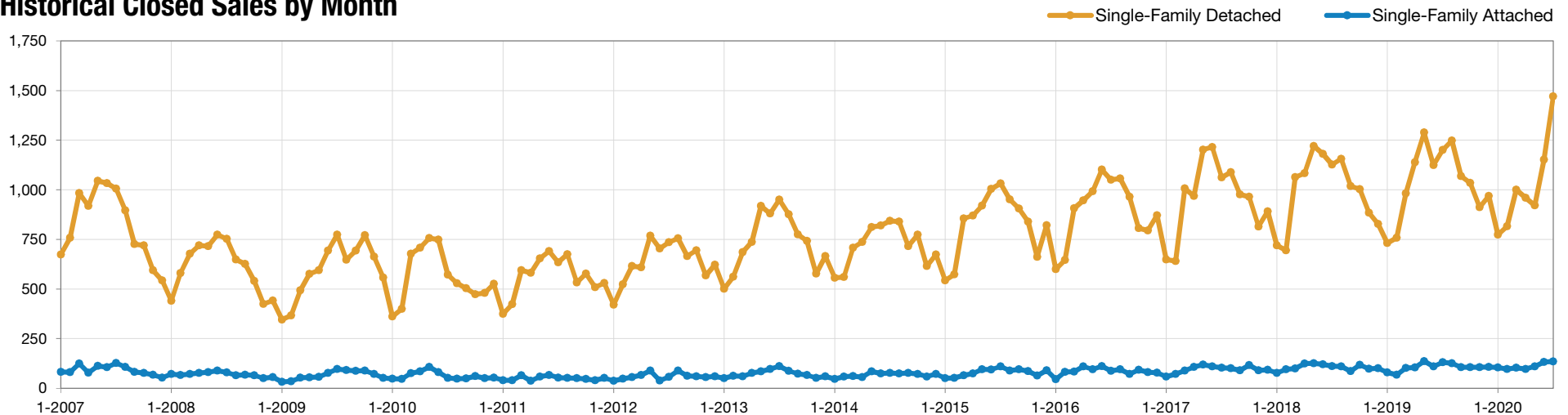


## Year to Date



| Closed Sales    | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019        | 1,248                  | +8.0%                 | 126                    | +15.6%                |
| Sep-2019        | 1,068                  | +4.8%                 | 106                    | +23.3%                |
| Oct-2019        | 1,035                  | +3.2%                 | 105                    | -10.3%                |
| Nov-2019        | 912                    | +3.2%                 | 105                    | +7.1%                 |
| Dec-2019        | 969                    | +17.0%                | 107                    | +7.0%                 |
| Jan-2020        | 774                    | +5.7%                 | 104                    | +31.6%                |
| Feb-2020        | 816                    | +7.7%                 | 96                     | +43.3%                |
| Mar-2020        | 1,000                  | +1.8%                 | 103                    | +2.0%                 |
| Apr-2020        | 959                    | -15.8%                | 96                     | -7.7%                 |
| May-2020        | 921                    | -28.5%                | 110                    | -19.1%                |
| Jun-2020        | 1,151                  | +2.4%                 | 132                    | +21.1%                |
| <b>Jul-2020</b> | <b>1,471</b>           | <b>+22.6%</b>         | <b>135</b>             | <b>+3.1%</b>          |
| 12-Month Avg    | 1,027                  | +1.7%                 | 110                    | +7.1%                 |

## Historical Closed Sales by Month

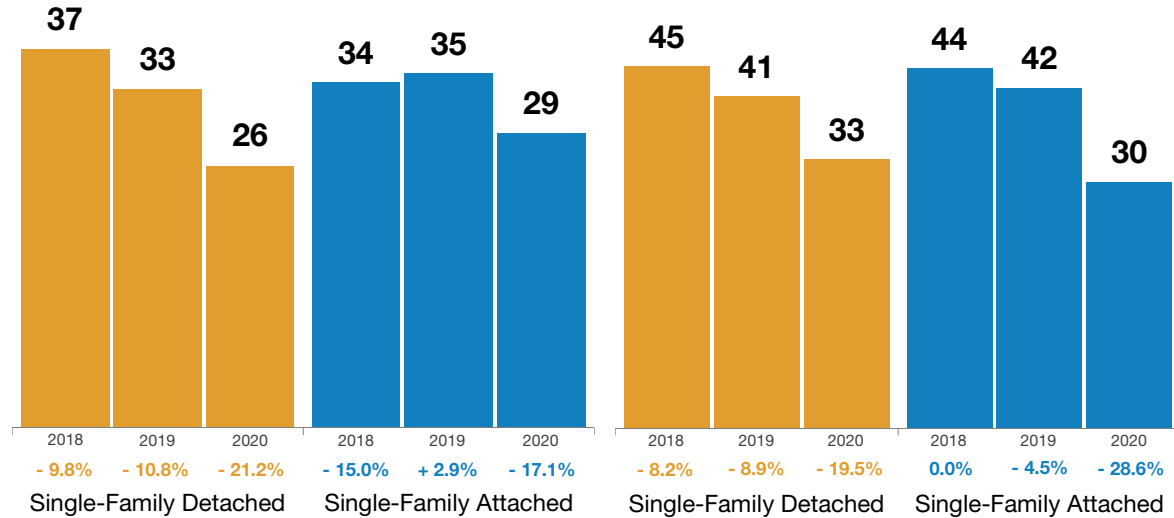


# Days on Market Until Sale

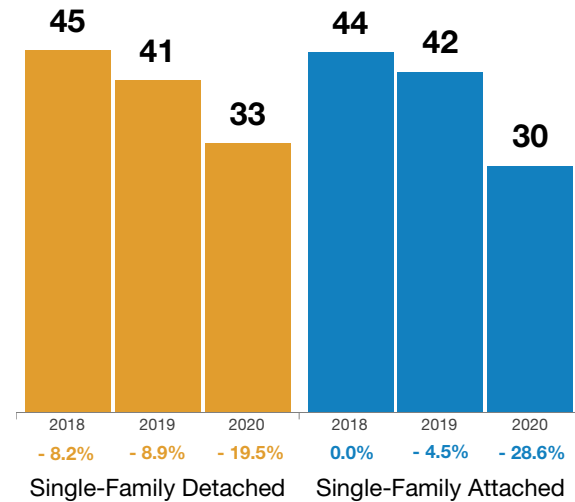
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



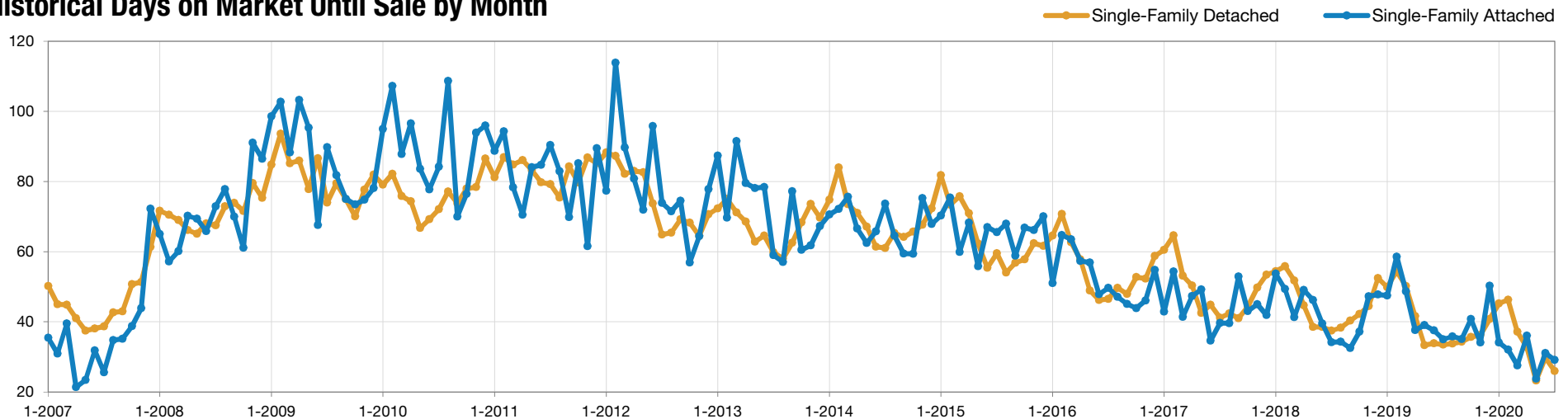
## Year to Date



| Days on Market  | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019        | 34                     | -10.5%                | 36                     | +5.9%                 |
| Sep-2019        | 34                     | -15.0%                | 35                     | +6.1%                 |
| Oct-2019        | 36                     | -14.3%                | 41                     | +10.8%                |
| Nov-2019        | 36                     | -18.2%                | 34                     | -27.7%                |
| Dec-2019        | 41                     | -21.2%                | 50                     | +4.2%                 |
| Jan-2020        | 45                     | -10.0%                | 34                     | -27.7%                |
| Feb-2020        | 46                     | -14.8%                | 32                     | -45.8%                |
| Mar-2020        | 37                     | -26.0%                | 28                     | -42.9%                |
| Apr-2020        | 33                     | -21.4%                | 36                     | -5.3%                 |
| May-2020        | 23                     | -30.3%                | 24                     | -38.5%                |
| Jun-2020        | 30                     | -11.8%                | 31                     | -18.4%                |
| <b>Jul-2020</b> | <b>26</b>              | <b>-21.2%</b>         | <b>29</b>              | <b>-17.1%</b>         |
| 12-Month Avg*   | 34                     | -17.7%                | 34                     | -17.2%                |

\* Days on Market for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

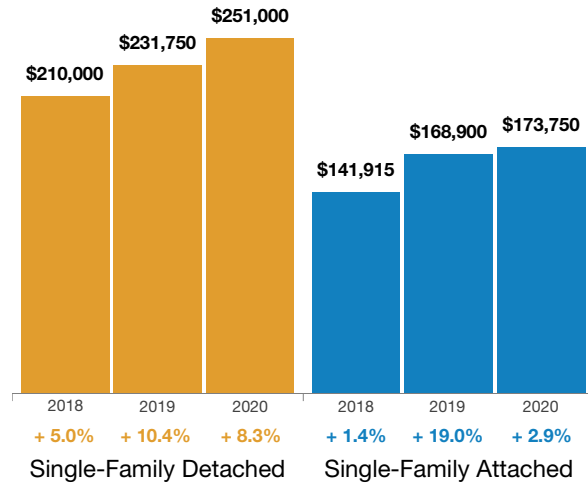


# Median Sales Price

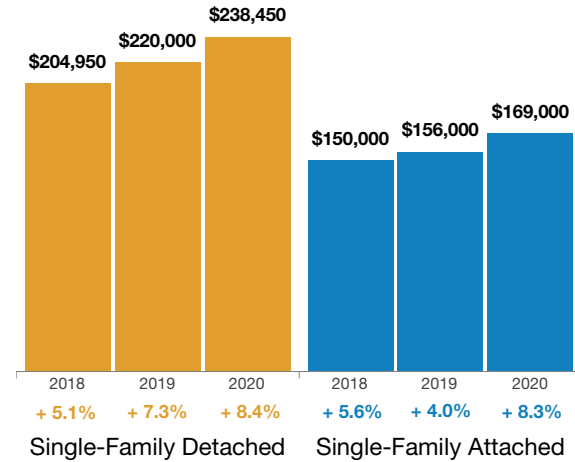
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



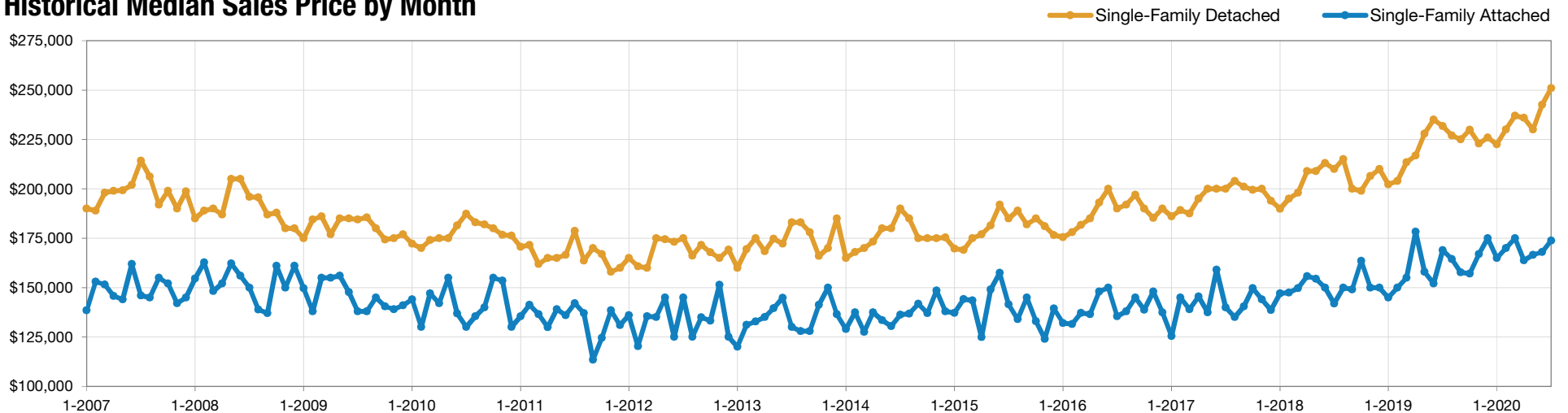
## Year to Date



| Median Sales Price | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019           | \$227,000              | +5.6%                 | \$164,425              | +9.6%                 |
| Sep-2019           | \$225,000              | +12.5%                | \$157,750              | +5.9%                 |
| Oct-2019           | \$229,900              | +15.5%                | \$157,000              | -4.0%                 |
| Nov-2019           | \$222,950              | +8.0%                 | \$167,000              | +11.3%                |
| Dec-2019           | \$226,000              | +7.6%                 | \$175,000              | +16.7%                |
| Jan-2020           | \$222,500              | +10.0%                | \$165,000              | +13.8%                |
| Feb-2020           | \$230,000              | +12.7%                | \$170,000              | +13.4%                |
| Mar-2020           | \$237,000              | +11.0%                | \$175,000              | +12.9%                |
| Apr-2020           | \$236,000              | +8.8%                 | \$163,750              | -8.1%                 |
| May-2020           | \$230,000              | +0.9%                 | \$166,500              | +5.4%                 |
| Jun-2020           | \$242,500              | +3.2%                 | \$167,950              | +10.5%                |
| <b>Jul-2020</b>    | <b>\$251,000</b>       | <b>+8.3%</b>          | <b>\$173,750</b>       | <b>+2.9%</b>          |
| 12-Month Avg*      | \$234,000              | +8.8%                 | \$167,500              | +8.1%                 |

\* Median Sales Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



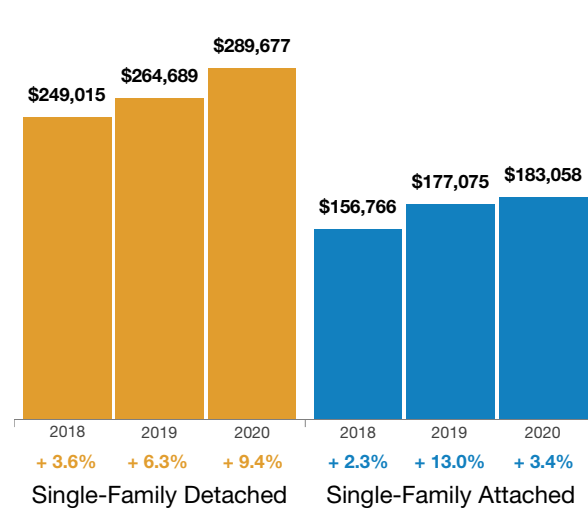


# Average Sales Price

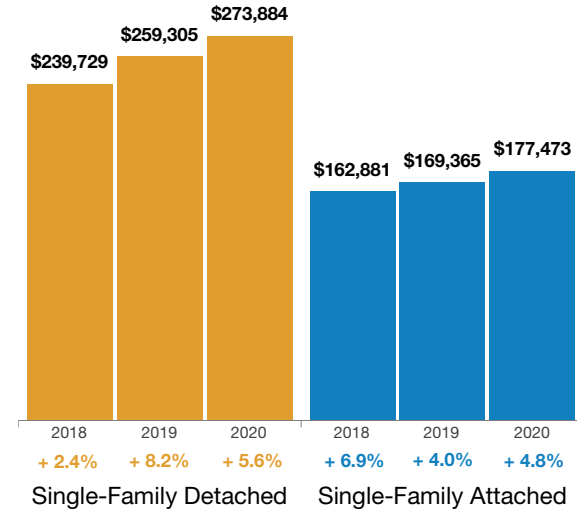
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



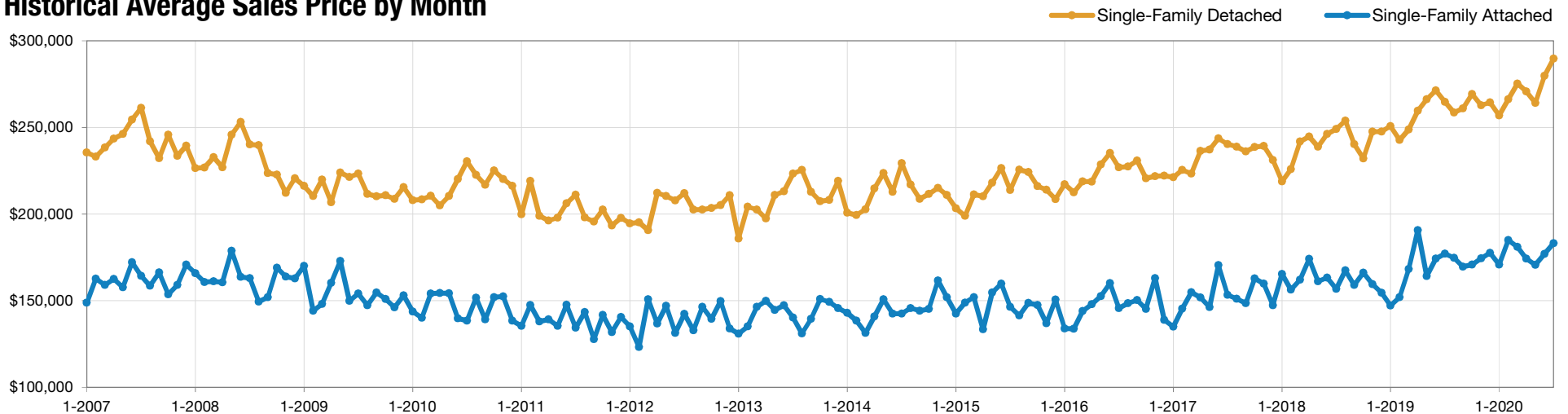
## Year to Date



| Avg. Sales Price | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|------------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019         | \$258,564              | +1.8%                 | \$174,746              | +4.4%                 |
| Sep-2019         | \$261,036              | +8.6%                 | \$169,624              | +6.6%                 |
| Oct-2019         | \$269,262              | +16.0%                | \$170,713              | +2.7%                 |
| Nov-2019         | \$262,771              | +6.1%                 | \$174,440              | +9.4%                 |
| Dec-2019         | \$264,476              | +6.8%                 | \$177,511              | +14.9%                |
| Jan-2020         | \$256,862              | +2.4%                 | \$170,820              | +16.1%                |
| Feb-2020         | \$266,249              | +9.6%                 | \$184,912              | +21.7%                |
| Mar-2020         | \$275,221              | +10.7%                | \$180,988              | +7.6%                 |
| Apr-2020         | \$270,758              | +4.3%                 | \$174,195              | -8.7%                 |
| May-2020         | \$264,070              | -0.8%                 | \$170,665              | +4.0%                 |
| Jun-2020         | \$279,857              | +3.2%                 | \$176,949              | +1.6%                 |
| <b>Jul-2020</b>  | <b>\$289,677</b>       | <b>+9.4%</b>          | <b>\$183,058</b>       | <b>+3.4%</b>          |
| 12-Month Avg*    | \$269,269              | +6.3%                 | \$175,812              | +5.8%                 |

\* Avg. Sales Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



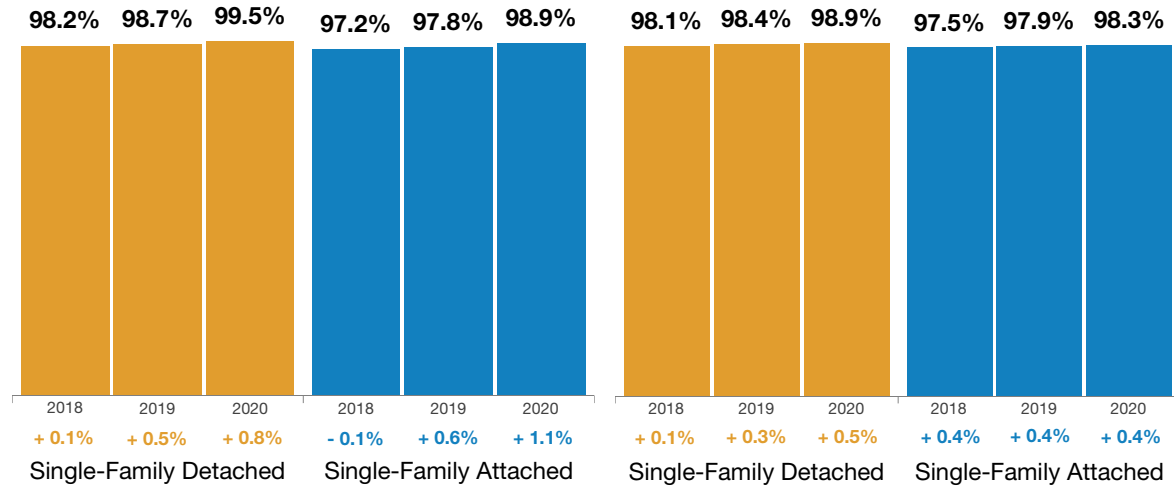
# Percent of List Price Received



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.

## July

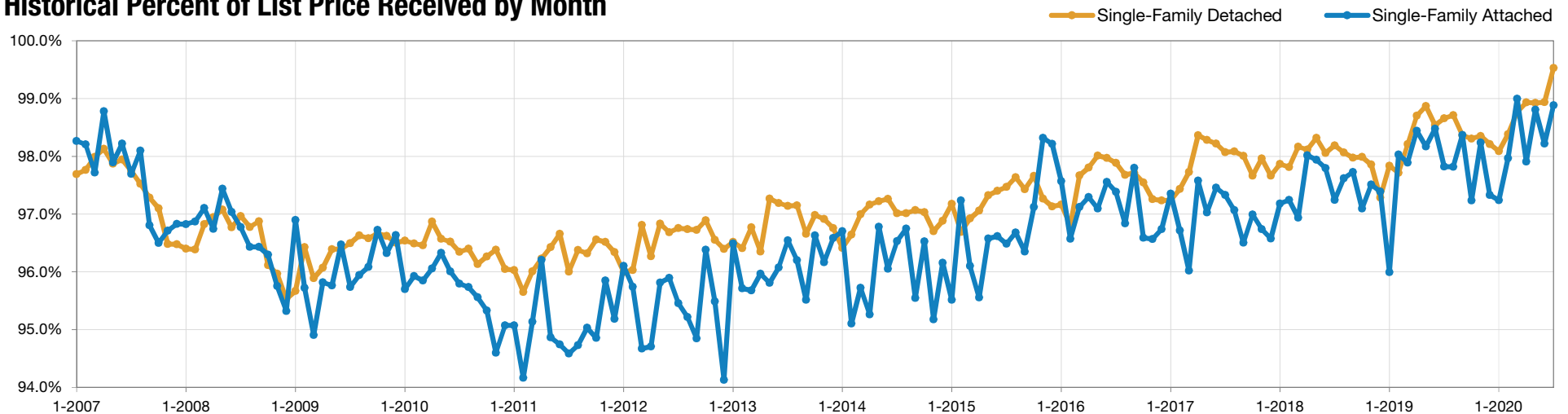
## Year to Date



| Pct. of List Price Received | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019                    | 98.7%                  | +0.6%                 | 97.8%                  | +0.2%                 |
| Sep-2019                    | 98.4%                  | +0.4%                 | 98.4%                  | +0.7%                 |
| Oct-2019                    | 98.3%                  | +0.3%                 | 97.2%                  | +0.1%                 |
| Nov-2019                    | 98.3%                  | +0.4%                 | 98.2%                  | +0.7%                 |
| Dec-2019                    | 98.2%                  | +0.9%                 | 97.3%                  | -0.1%                 |
| Jan-2020                    | 98.1%                  | +0.3%                 | 97.2%                  | +1.3%                 |
| Feb-2020                    | 98.4%                  | +0.7%                 | 98.0%                  | 0.0%                  |
| Mar-2020                    | 98.8%                  | +0.6%                 | 99.0%                  | +1.1%                 |
| Apr-2020                    | 98.9%                  | +0.2%                 | 97.9%                  | -0.5%                 |
| May-2020                    | 98.9%                  | 0.0%                  | 98.8%                  | +0.6%                 |
| Jun-2020                    | 98.9%                  | +0.4%                 | 98.2%                  | -0.3%                 |
| <b>Jul-2020</b>             | <b>99.5%</b>           | <b>+0.8%</b>          | <b>98.9%</b>           | <b>+1.1%</b>          |
| 12-Month Avg*               | 98.7%                  | +0.5%                 | 98.1%                  | +0.4%                 |

\* Pct. of List Price Received for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



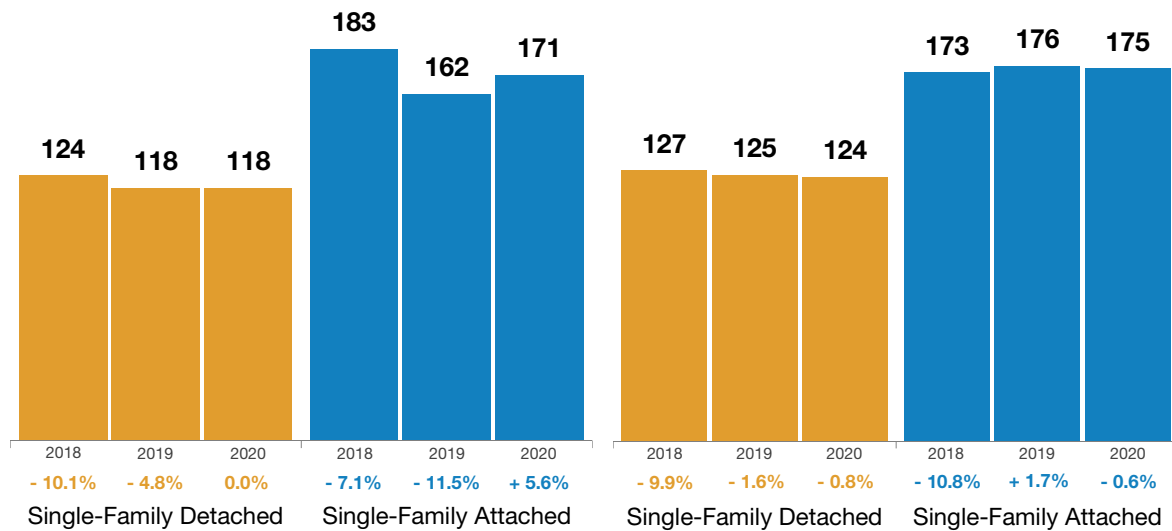
# Housing Affordability Index



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.

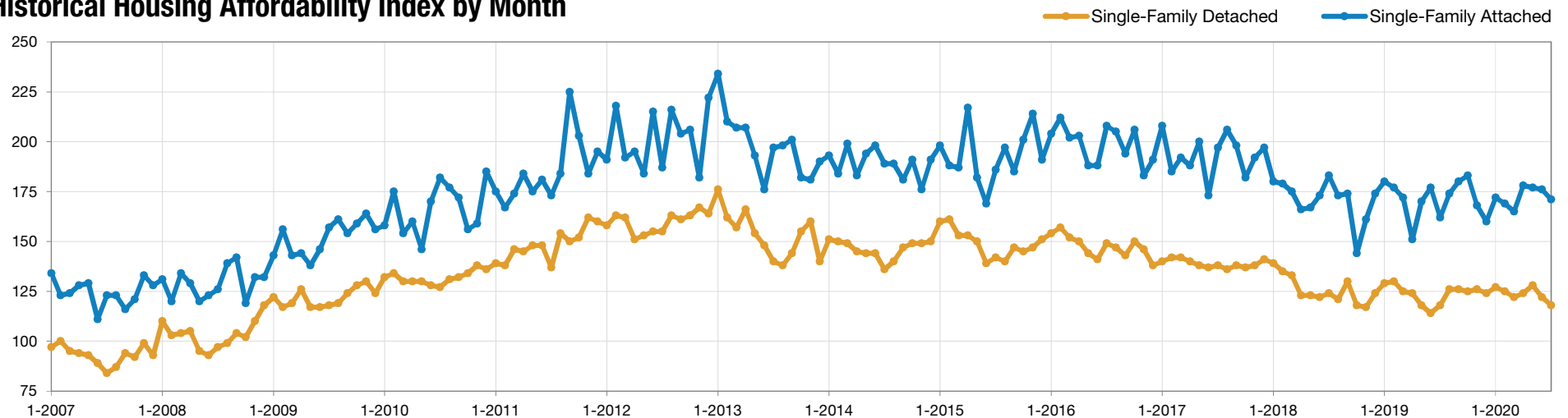
## July

## Year to Date



| Affordability Index | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|---------------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019            | 126                    | +4.1%                 | 174                    | +0.6%                 |
| Sep-2019            | 126                    | -3.1%                 | 180                    | +3.4%                 |
| Oct-2019            | 125                    | +5.9%                 | 183                    | +27.1%                |
| Nov-2019            | 126                    | +7.7%                 | 168                    | +4.3%                 |
| Dec-2019            | 124                    | 0.0%                  | 160                    | -8.0%                 |
| Jan-2020            | 127                    | -1.6%                 | 172                    | -4.4%                 |
| Feb-2020            | 125                    | -3.8%                 | 169                    | -4.5%                 |
| Mar-2020            | 122                    | -2.4%                 | 165                    | -4.1%                 |
| Apr-2020            | 124                    | 0.0%                  | 178                    | +17.9%                |
| May-2020            | 128                    | +8.5%                 | 177                    | +4.1%                 |
| Jun-2020            | 122                    | +7.0%                 | 176                    | -0.6%                 |
| <b>Jul-2020</b>     | <b>118</b>             | <b>0.0%</b>           | <b>171</b>             | <b>+5.6%</b>          |
| 12-Month Avg        | 124                    | -0.8%                 | 173                    | 0.0%                  |

## Historical Housing Affordability Index by Month

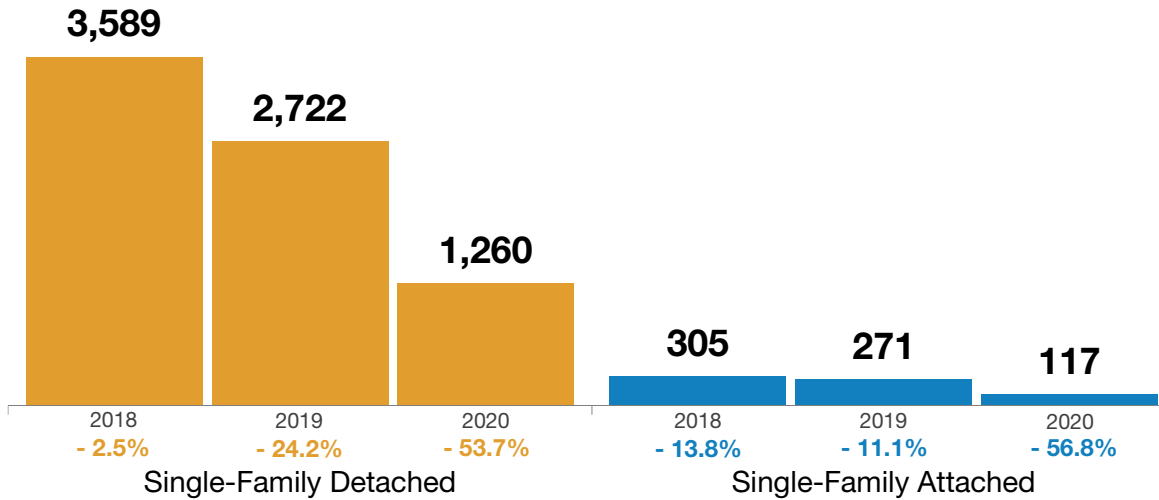


# Inventory of Homes for Sale

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

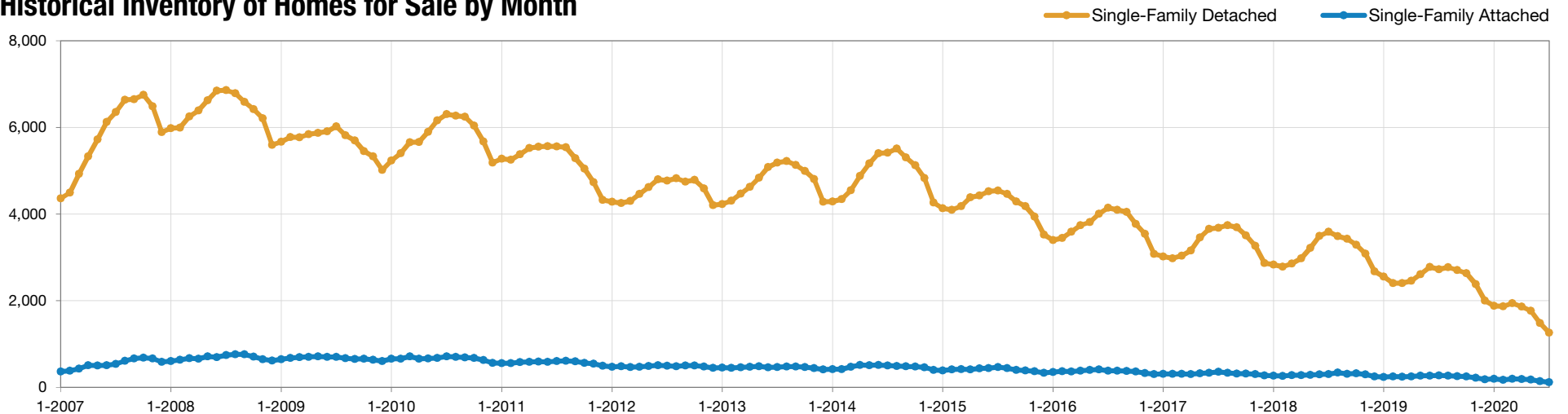


## July



| Homes for Sale  | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019        | 2,774                  | -20.4%                | 263                    | -21.7%                |
| Sep-2019        | 2,705                  | -21.1%                | 256                    | -16.6%                |
| Oct-2019        | 2,630                  | -20.0%                | 247                    | -23.1%                |
| Nov-2019        | 2,381                  | -22.9%                | 215                    | -27.1%                |
| Dec-2019        | 2,001                  | -25.2%                | 183                    | -25.3%                |
| Jan-2020        | 1,878                  | -26.5%                | 191                    | -19.1%                |
| Feb-2020        | 1,870                  | -22.1%                | 167                    | -31.8%                |
| Mar-2020        | 1,938                  | -19.3%                | 193                    | -20.6%                |
| Apr-2020        | 1,860                  | -24.4%                | 187                    | -24.0%                |
| May-2020        | 1,763                  | -32.5%                | 176                    | -33.8%                |
| Jun-2020        | 1,482                  | -46.6%                | 139                    | -47.7%                |
| <b>Jul-2020</b> | <b>1,260</b>           | <b>-53.7%</b>         | <b>117</b>             | <b>-56.8%</b>         |
| 12-Month Avg    | 2,045                  | -27.6%                | 195                    | -28.8%                |

## Historical Inventory of Homes for Sale by Month

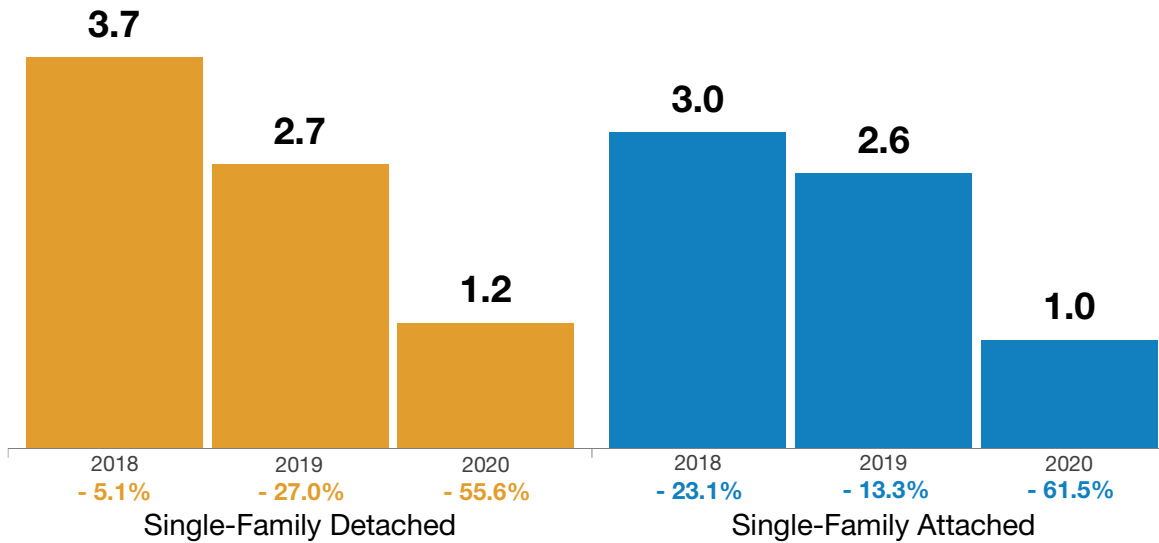


# Absorption Rate

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.



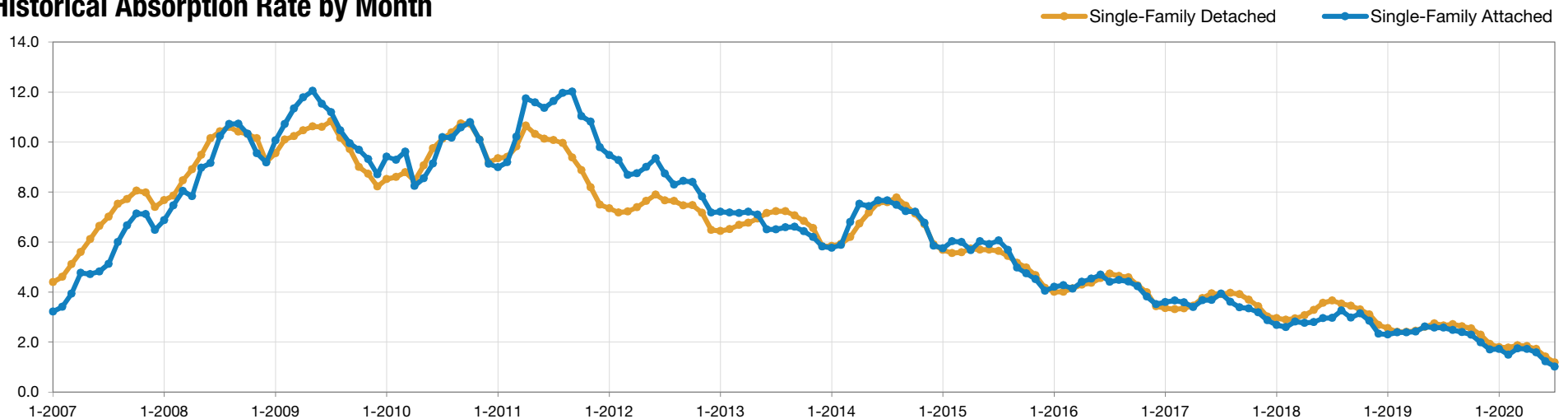
## July



| Absorption Rate | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Aug-2019        | 2.7                    | -22.9%                | 2.5                    | -24.2%                |
| Sep-2019        | 2.6                    | -23.5%                | 2.4                    | -20.0%                |
| Oct-2019        | 2.5                    | -24.2%                | 2.3                    | -25.8%                |
| Nov-2019        | 2.3                    | -25.8%                | 2.0                    | -31.0%                |
| Dec-2019        | 1.9                    | -29.6%                | 1.7                    | -26.1%                |
| Jan-2020        | 1.8                    | -30.8%                | 1.7                    | -26.1%                |
| Feb-2020        | 1.8                    | -25.0%                | 1.5                    | -37.5%                |
| Mar-2020        | 1.9                    | -20.8%                | 1.7                    | -29.2%                |
| Apr-2020        | 1.8                    | -25.0%                | 1.7                    | -29.2%                |
| May-2020        | 1.7                    | -34.6%                | 1.6                    | -38.5%                |
| Jun-2020        | 1.4                    | -48.1%                | 1.2                    | -53.8%                |
| <b>Jul-2020</b> | <b>1.2</b>             | <b>-55.6%</b>         | <b>1.0</b>             | <b>-61.5%</b>         |
| 12-Month Avg*   | 2.0                    | -30.1%                | 1.8                    | -32.9%                |

\* Absorption Rate for all properties from August 2019 through July 2020. 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 | 7-2019    | 7-2020           | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|--------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings                   |                      | 1,720     | <b>1,700</b>     | - 1.2%         | 11,286    | <b>10,287</b>    | - 8.9%         |
| Pending Sales                  |                      | 1,364     | <b>1,640</b>     | + 20.2%        | 8,672     | <b>9,099</b>     | + 4.9%         |
| Closed Sales                   |                      | 1,331     | <b>1,606</b>     | + 20.7%        | 7,950     | <b>7,868</b>     | - 1.0%         |
| Days on Market Until Sale      |                      | 34        | <b>26</b>        | - 23.5%        | 41        | <b>33</b>        | - 19.5%        |
| Median Sales Price             |                      | \$224,900 | <b>\$248,000</b> | + 10.3%        | \$215,000 | <b>\$230,000</b> | + 7.0%         |
| Average Sales Price            |                      | \$256,066 | <b>\$280,770</b> | + 9.6%         | \$251,076 | <b>\$264,384</b> | + 5.3%         |
| Percent of List Price Received |                      | 98.6%     | <b>99.5%</b>     | + 0.9%         | 98.4%     | <b>98.8%</b>     | + 0.4%         |
| Housing Affordability Index    |                      | 122       | <b>119</b>       | - 2.5%         | 128       | <b>129</b>       | + 0.8%         |
| Inventory of Homes for Sale    |                      | 2,993     | <b>1,377</b>     | - 54.0%        | --        | <b>--</b>        | --             |
| Absorption Rate                |                      | 2.6       | <b>1.2</b>       | - 53.8%        | --        | <b>--</b>        | --             |