



Monthly Indicators



November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

- New Listings decreased 8.6 percent to 646.
- Pending Sales were up 5.8 percent to 636.
- Inventory levels shrank 50.1 percent to 688 units.
- The Median Sales Price increased 11.1 percent to \$172,250.
- Percent of Original List Price Received increased 2.8 percent to 98.6.
- Months Supply of Inventory was down 52.6 percent to 0.9 months.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Activity Snapshot

+ 6.9% **+ 11.1%** **- 50.1%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Inventory
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Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Market Overview

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



Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		707	646	- 8.6%	9,867	9,494	- 3.8%
Pending Sales		601	636	+ 5.8%	8,214	8,872	+ 8.0%
Closed Sales		693	741	+ 6.9%	7,950	8,466	+ 6.5%
Median Sales Price		\$155,000	\$172,250	+ 11.1%	\$155,000	\$170,000	+ 9.7%
Average Sales Price		\$186,727	\$207,917	+ 11.3%	\$182,909	\$197,998	+ 8.2%
Pct. of Orig. Price Received		95.9%	98.6%	+ 2.8%	96.7%	97.7%	+ 1.0%
Housing Affordability Index		183	182	- 0.5%	183	184	+ 0.5%
Inventory of Homes for Sale		1,378	688	- 50.1%	--	--	--
Months Supply of Inventory		1.9	0.9	- 52.6%	--	--	--

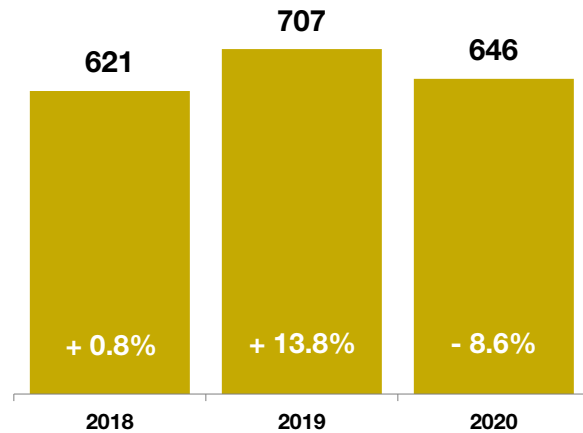
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New Listings

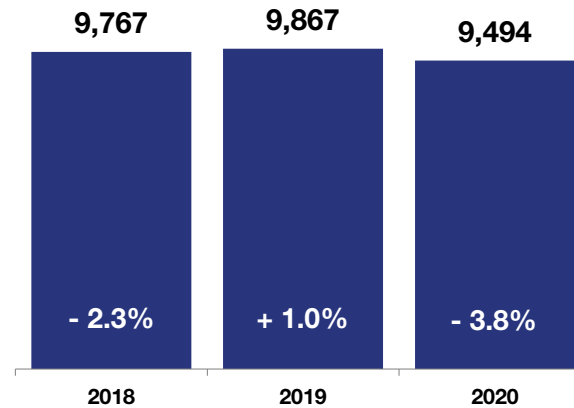
A count of the properties that have been newly listed on the market in a given month.



November

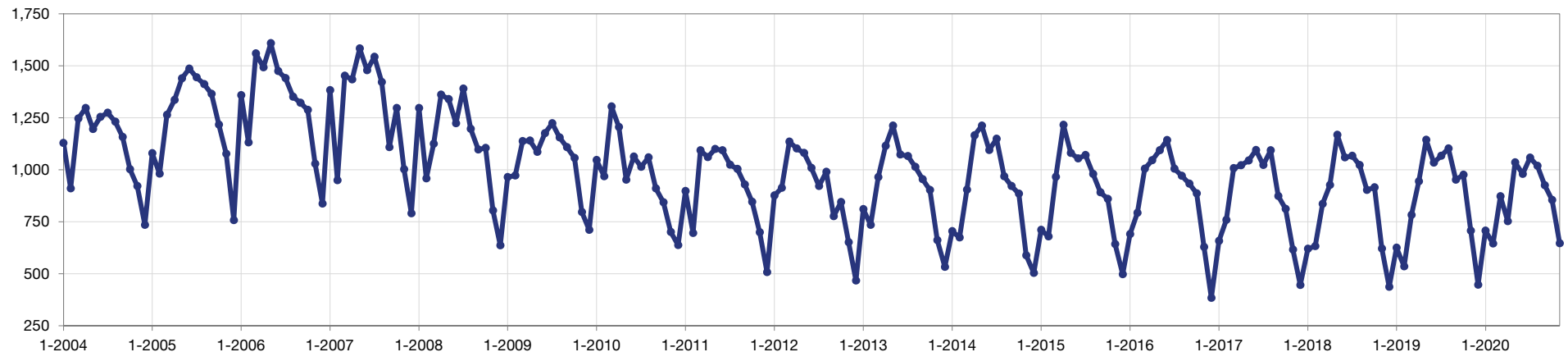


Year to Date



New Listings		Prior Year	Percent Change
December 2019	447	437	+2.3%
January 2020	707	625	+13.1%
February 2020	645	535	+20.6%
March 2020	872	782	+11.5%
April 2020	752	944	-20.3%
May 2020	1,035	1,143	-9.4%
June 2020	980	1,034	-5.2%
July 2020	1,058	1,067	-0.8%
August 2020	1,019	1,102	-7.5%
September 2020	925	952	-2.8%
October 2020	855	976	-12.4%
November 2020	646	707	-8.6%
12-Month Avg	828	859	-3.6%

Historical New Listings by Month



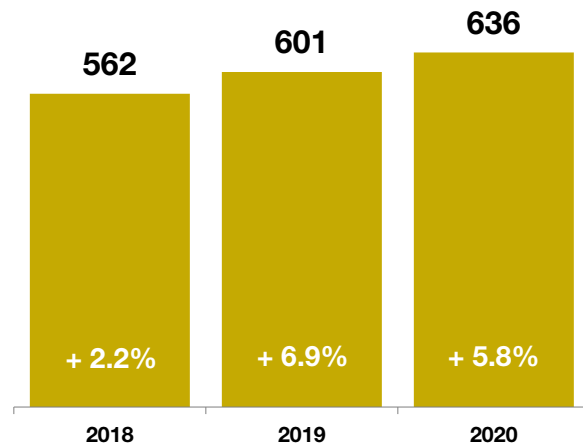
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Pending Sales

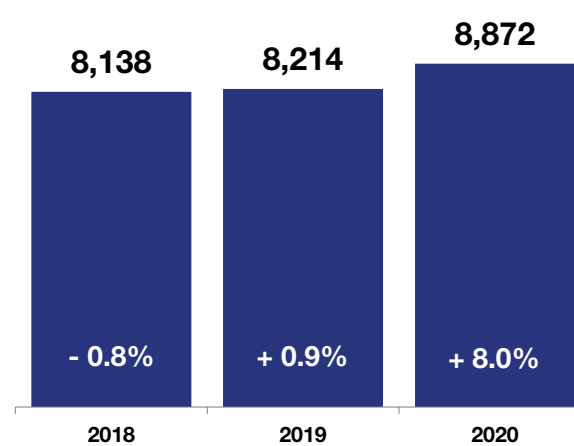
A count of the properties on which offers have been accepted in a given month.



November



Year to Date



Pending Sales		Prior Year	Percent Change
December 2019	475	420	+13.1%
January 2020	626	600	+4.3%
February 2020	650	553	+17.5%
March 2020	690	725	-4.8%
April 2020	712	796	-10.6%
May 2020	981	921	+6.5%
June 2020	957	857	+11.7%
July 2020	960	833	+15.2%
August 2020	964	854	+12.9%
September 2020	862	755	+14.2%
October 2020	834	719	+16.0%
November 2020	636	601	+5.8%
12-Month Avg	779	720	+8.2%

Historical Pending Sales by Month



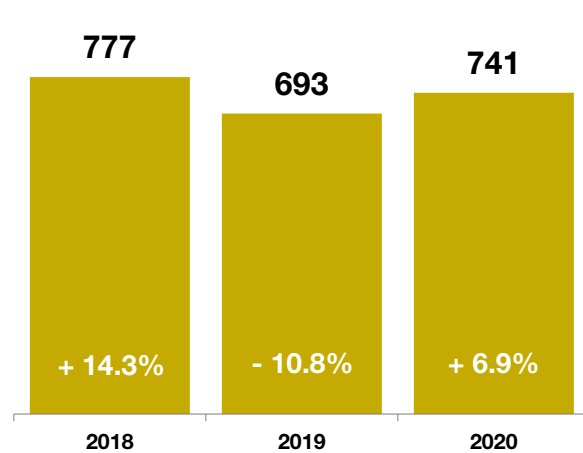
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Closed Sales

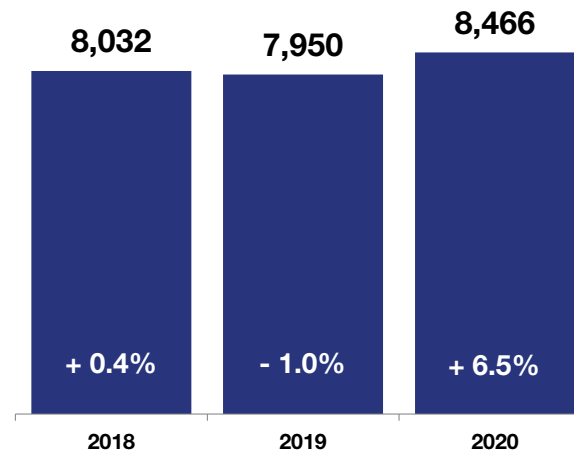
A count of the actual sales that closed in a given month.



November

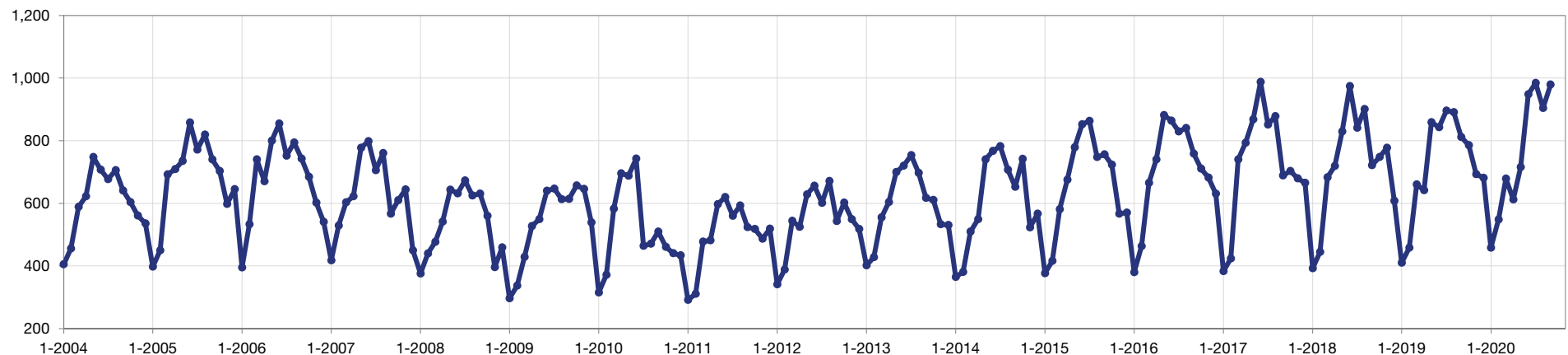


Year to Date



Closed Sales		Prior Year	Percent Change
December 2019	681	608	+12.0%
January 2020	458	410	+11.7%
February 2020	548	458	+19.7%
March 2020	679	660	+2.9%
April 2020	612	642	-4.7%
May 2020	716	859	-16.6%
June 2020	948	843	+12.5%
July 2020	984	896	+9.8%
August 2020	904	891	+1.5%
September 2020	979	812	+20.6%
October 2020	897	786	+14.1%
November 2020	741	693	+6.9%
12-Month Avg	762	713	+6.9%

Historical Closed Sales by Month



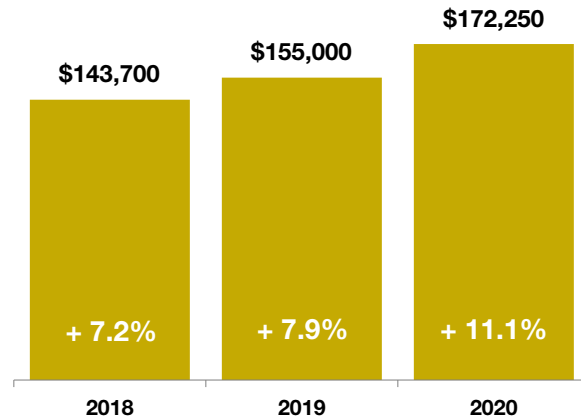
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Median Sales Price

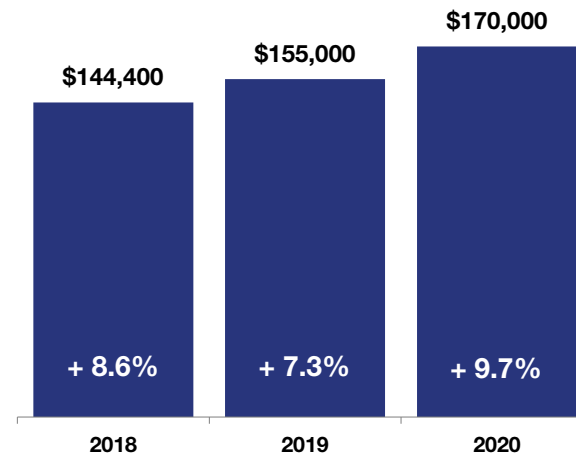
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



Median Sales Price		Prior Year	Percent Change
December 2019	\$149,950	\$141,250	+6.2%
January 2020	\$144,950	\$131,000	+10.6%
February 2020	\$150,950	\$145,000	+4.1%
March 2020	\$160,000	\$147,000	+8.8%
April 2020	\$157,000	\$150,000	+4.7%
May 2020	\$170,000	\$155,000	+9.7%
June 2020	\$172,000	\$165,500	+3.9%
July 2020	\$179,900	\$159,900	+12.5%
August 2020	\$170,000	\$159,900	+6.3%
September 2020	\$177,000	\$165,000	+7.3%
October 2020	\$179,900	\$150,500	+19.5%
November 2020	\$172,250	\$155,000	+11.1%
12-Month Avg*	\$168,000	\$155,000	+8.4%

* Average Median Sales Price of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month



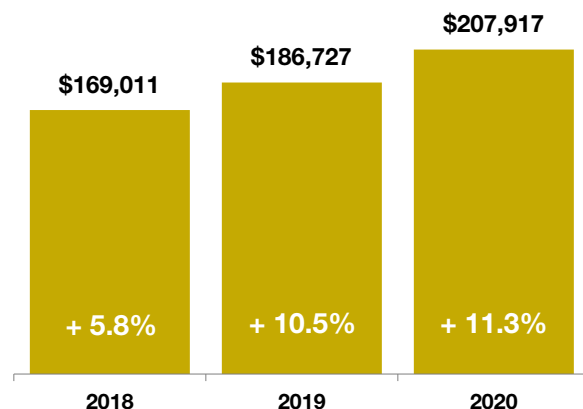
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Average Sales Price

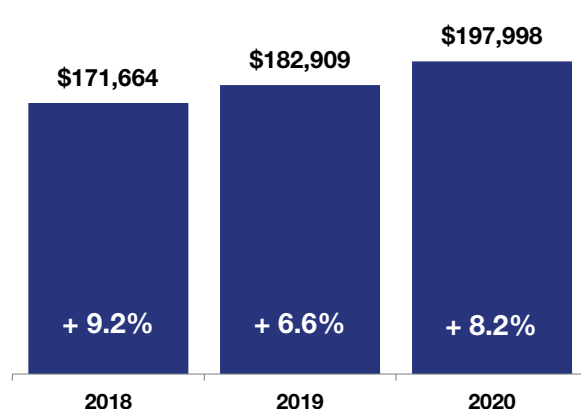
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2019	\$172,839	\$172,652	+0.1%
January 2020	\$164,137	\$157,757	+4.0%
February 2020	\$174,922	\$165,700	+5.6%
March 2020	\$189,632	\$167,112	+13.5%
April 2020	\$185,360	\$179,464	+3.3%
May 2020	\$200,573	\$179,307	+11.9%
June 2020	\$196,841	\$192,291	+2.4%
July 2020	\$206,626	\$199,096	+3.8%
August 2020	\$198,710	\$185,999	+6.8%
September 2020	\$213,079	\$191,271	+11.4%
October 2020	\$208,689	\$182,034	+14.6%
November 2020	\$207,917	\$186,727	+11.3%
12-Month Med*	\$196,126	\$182,179	+7.7%

* Avg. Sales Price of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



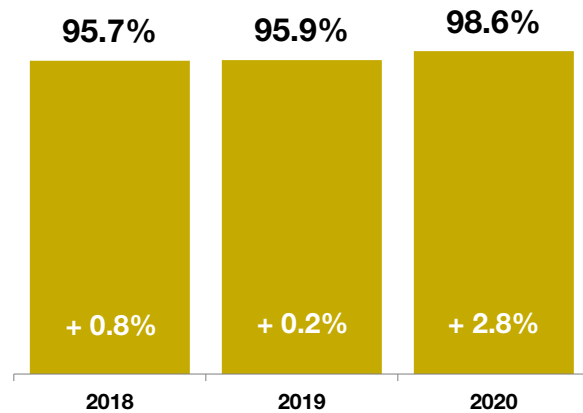
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Percent of Original List Price Received

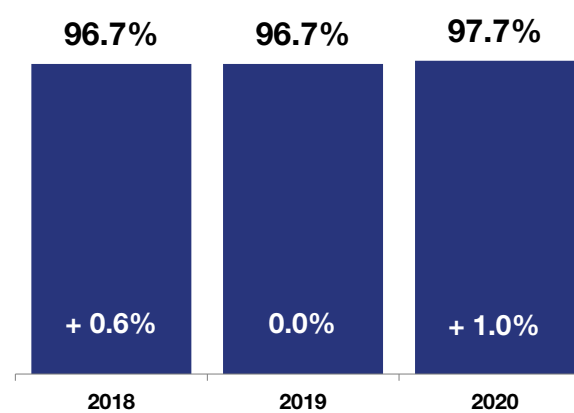
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2019	95.2%	94.9%	+0.3%
January 2020	95.5%	93.9%	+1.7%
February 2020	95.5%	95.0%	+0.5%
March 2020	96.4%	95.8%	+0.6%
April 2020	97.1%	97.5%	-0.4%
May 2020	97.4%	97.4%	0.0%
June 2020	98.3%	98.6%	-0.3%
July 2020	98.6%	97.6%	+1.0%
August 2020	98.5%	96.6%	+2.0%
September 2020	98.4%	97.1%	+1.3%
October 2020	98.1%	96.4%	+1.8%
November 2020	98.6%	95.9%	+2.8%
12-Month Avg*	97.5%	96.6%	+0.9%

* Pct. of Orig. Price Received of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



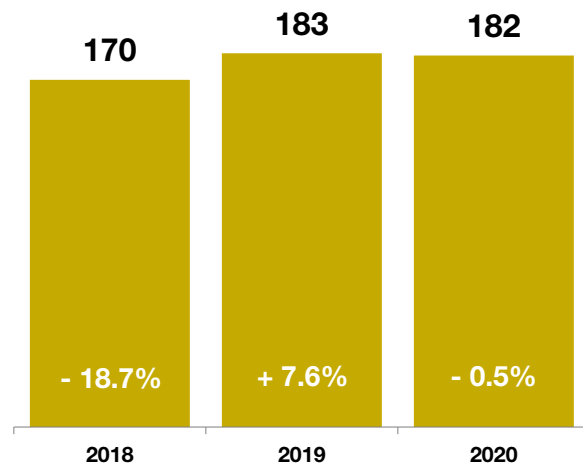
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Housing Affordability Index

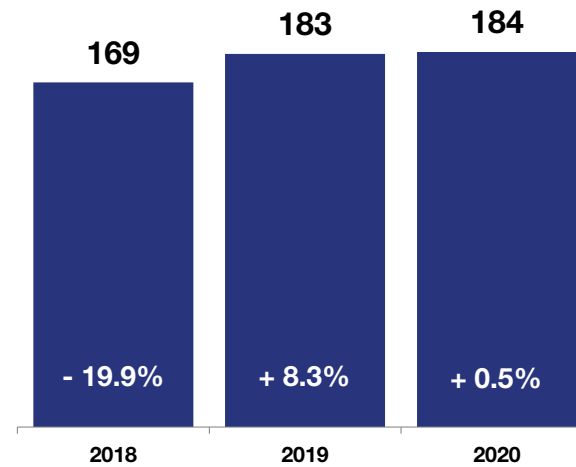


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

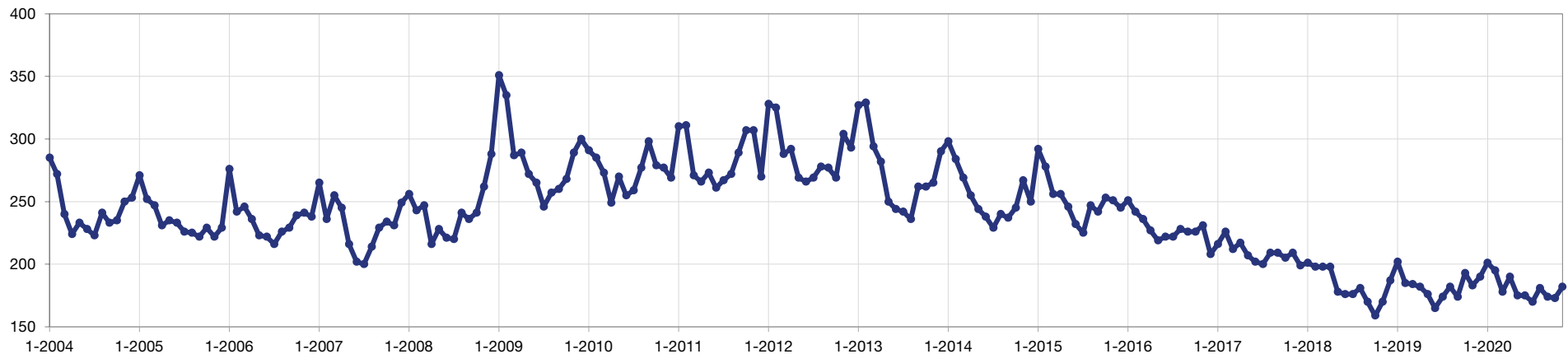


Year to Date



Affordability Index		Prior Year	Percent Change
December 2019	190	187	+1.6%
January 2020	201	202	-0.5%
February 2020	195	185	+5.4%
March 2020	178	184	-3.3%
April 2020	190	182	+4.4%
May 2020	175	176	-0.6%
June 2020	175	165	+6.1%
July 2020	170	174	-2.3%
August 2020	181	182	-0.5%
September 2020	174	174	0.0%
October 2020	173	193	-10.4%
November 2020	182	183	-0.5%
12-Month Avg	182	182	-0.1%

Historical Housing Affordability Index by Month



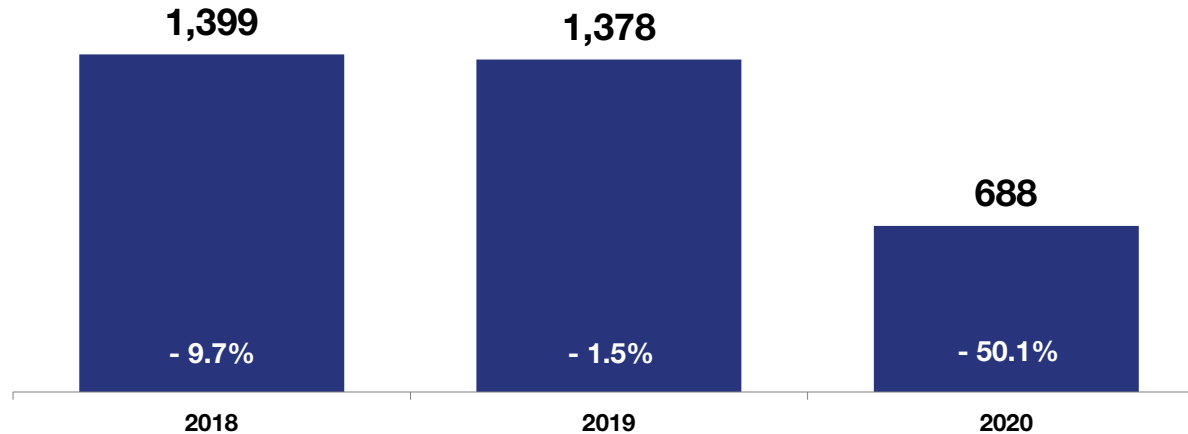
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Inventory of Homes for Sale

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

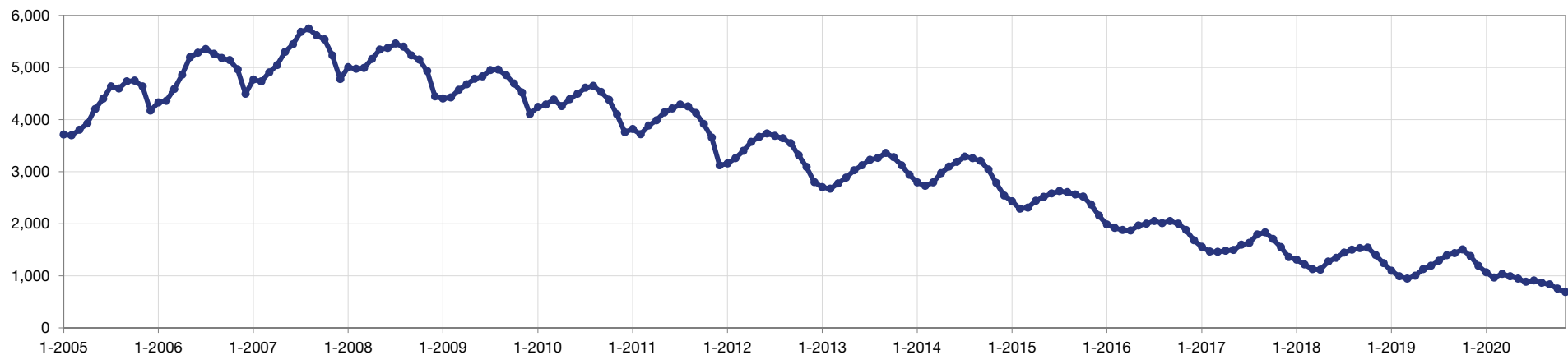


November



Homes for Sale		Prior Year	Percent Change
December 2019	1,189	1,243	-4.3%
January 2020	1,064	1,097	-3.0%
February 2020	963	991	-2.8%
March 2020	1,037	943	+10.0%
April 2020	988	1,000	-1.2%
May 2020	943	1,125	-16.2%
June 2020	884	1,190	-25.7%
July 2020	906	1,289	-29.7%
August 2020	864	1,395	-38.1%
September 2020	835	1,433	-41.7%
October 2020	754	1,504	-49.9%
November 2020	688	1,378	-50.1%
12-Month Avg*	926	1,216	-23.8%

Historical Inventory of Homes for Sale by Month



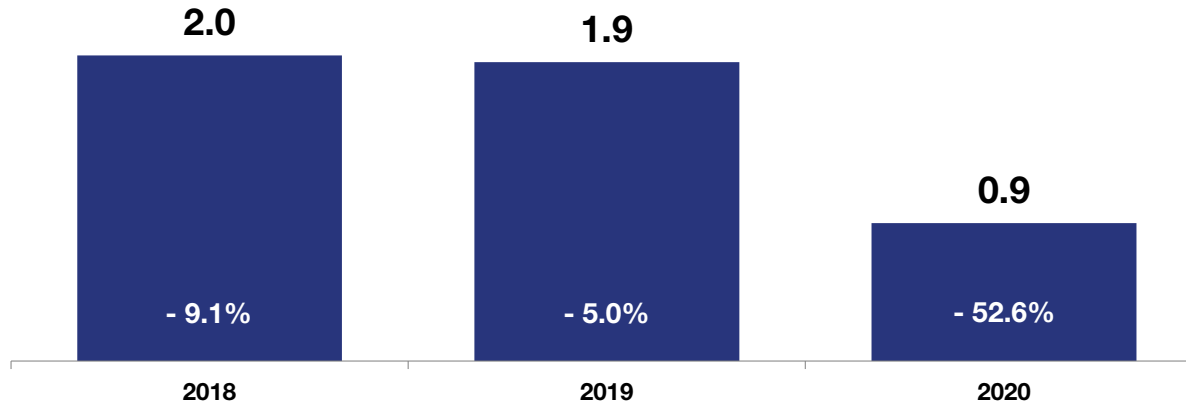
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Months Supply of Inventory

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.



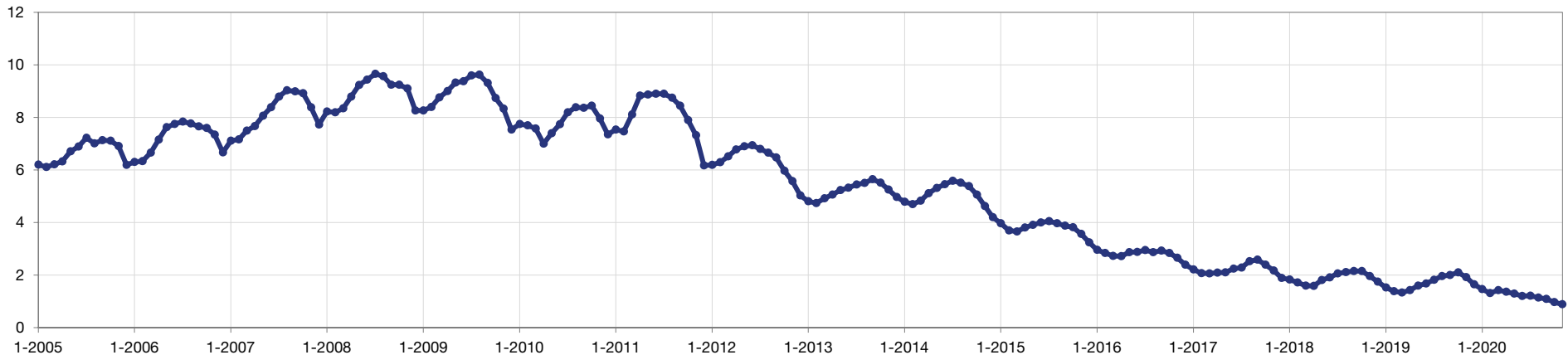
November



Months Supply		Prior Year	Percent Change
December 2019	1.6	1.7	-5.9%
January 2020	1.5	1.5	0.0%
February 2020	1.3	1.4	-7.1%
March 2020	1.4	1.3	+7.7%
April 2020	1.4	1.4	0.0%
May 2020	1.3	1.6	-18.8%
June 2020	1.2	1.7	-29.4%
July 2020	1.2	1.8	-33.3%
August 2020	1.1	2.0	-45.0%
September 2020	1.1	2.0	-45.0%
October 2020	1.0	2.1	-52.4%
November 2020	0.9	1.9	-52.6%
12-Month Avg*	1.2	1.7	-29.4%

* Months Supply for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



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