



Monthly Indicators



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

- New Listings decreased 0.4 percent to 1,056.
- Pending Sales were down 14.6 percent to 821.
- Inventory levels shrank 22.5 percent to 708 units.
- The Median Sales Price increased 5.6 percent to \$189,900.
- Percent of Original List Price Received increased 3.1 percent to 101.7.
- Months Supply of Inventory was down 25.0 percent to 0.9 months.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Activity Snapshot

- 18.2% **+ 5.6%** **- 22.5%**

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.






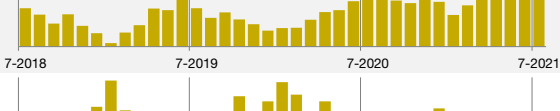

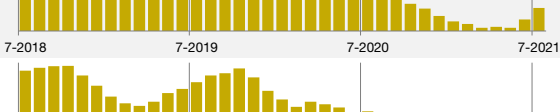

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Market Overview



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

Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,060	1,056	- 0.4%	6,061	5,727	- 5.5%
Pending Sales		961	821	- 14.6%	5,579	5,177	- 7.2%
Closed Sales		986	807	- 18.2%	4,955	4,740	- 4.3%
Median Sales Price		\$179,900	\$189,900	+ 5.6%	\$165,000	\$182,500	+ 10.6%
Average Sales Price		\$206,669	\$221,963	+ 7.4%	\$191,479	\$217,749	+ 13.7%
Pct. of Orig. Price Received		98.6%	101.7%	+ 3.1%	97.3%	100.4%	+ 3.2%
Housing Affordability Index		170	159	- 6.5%	185	165	- 10.8%
Inventory of Homes for Sale		913	708	- 22.5%	--	--	--
Months Supply of Inventory		1.2	0.9	- 25.0%	--	--	--

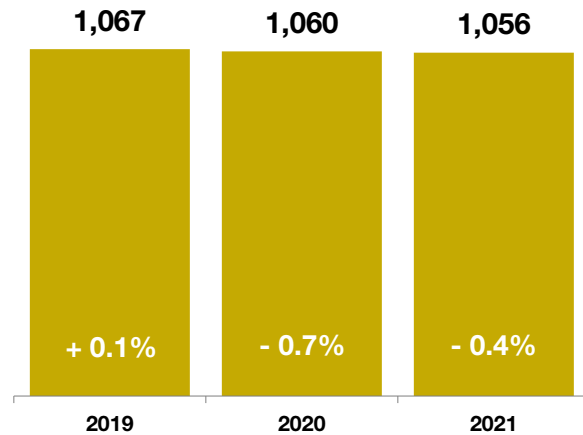
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New Listings

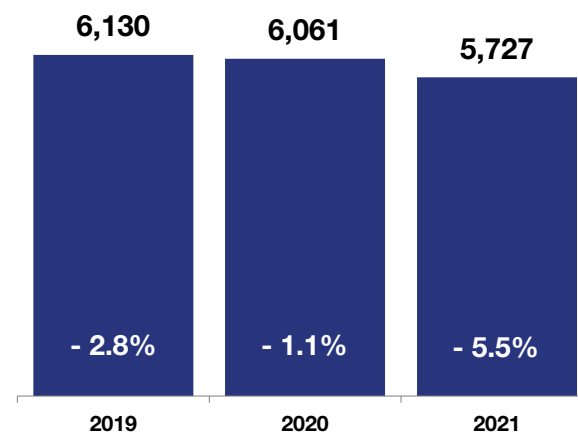
A count of the properties that have been newly listed on the market in a given month.



July

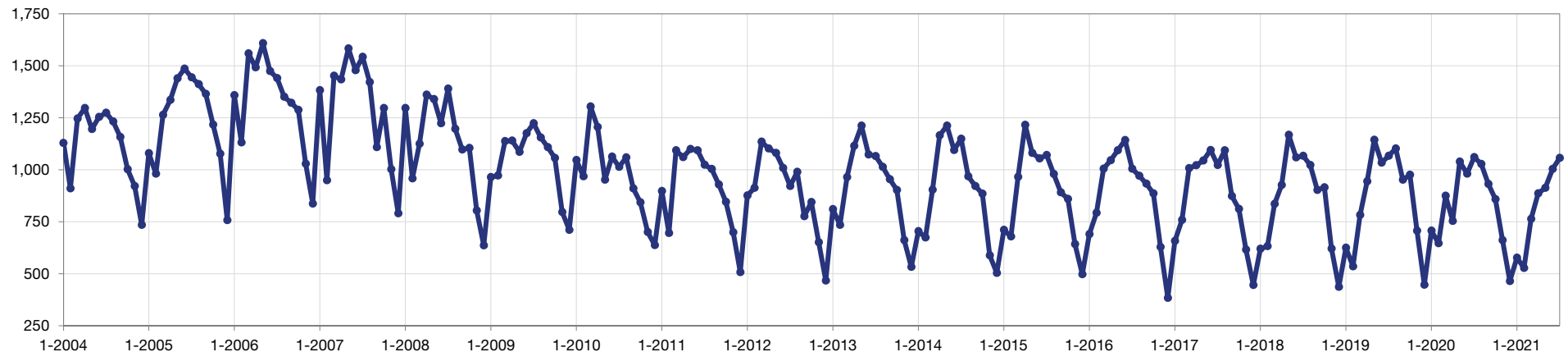


Year to Date



New Listings		Prior Year	Percent Change
August 2020	1,028	1,102	-6.7%
September 2020	931	952	-2.2%
October 2020	858	976	-12.1%
November 2020	661	707	-6.5%
December 2020	465	447	+4.0%
January 2021	577	707	-18.4%
February 2021	528	646	-18.3%
March 2021	764	875	-12.7%
April 2021	886	753	+17.7%
May 2021	913	1,039	-12.1%
June 2021	1,003	981	+2.2%
July 2021	1,056	1,060	-0.4%
12-Month Avg	806	854	-5.6%

Historical New Listings by Month



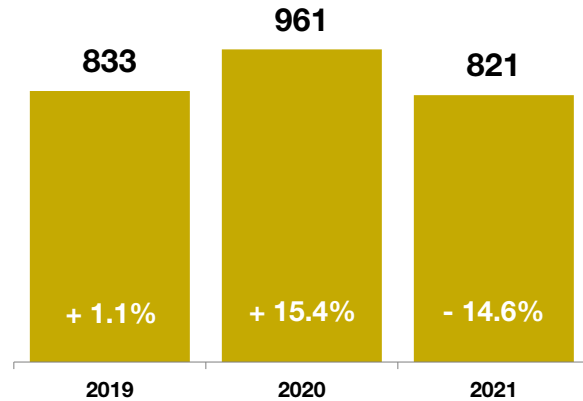
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Pending Sales

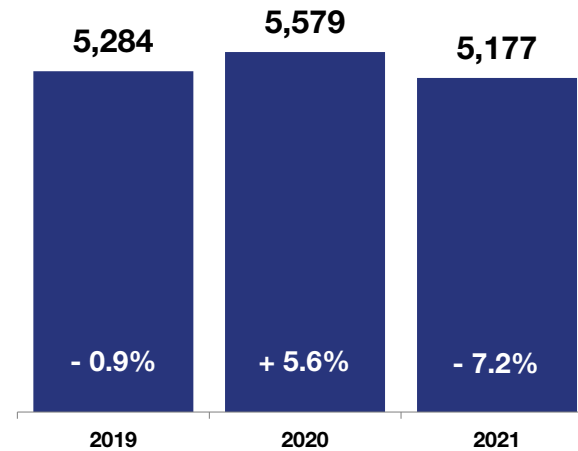
A count of the properties on which offers have been accepted in a given month.



July



Year to Date



Pending Sales		Prior Year	Percent Change
August 2020	970	854	+13.6%
September 2020	865	755	+14.6%
October 2020	833	719	+15.9%
November 2020	648	601	+7.8%
December 2020	494	475	+4.0%
January 2021	562	626	-10.2%
February 2021	521	650	-19.8%
March 2021	757	693	+9.2%
April 2021	822	712	+15.4%
May 2021	872	983	-11.3%
June 2021	822	954	-13.8%
July 2021	821	961	-14.6%
12-Month Avg	749	749	0.0%

Historical Pending Sales by Month



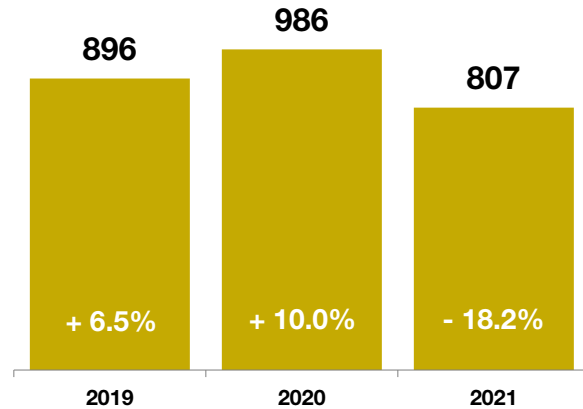
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Closed Sales

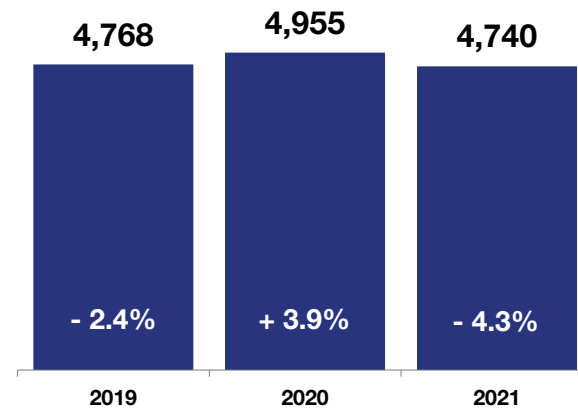
A count of the actual sales that closed in a given month.



July



Year to Date



Closed Sales		Prior Year	Percent Change
August 2020	909	891	+2.0%
September 2020	986	812	+21.4%
October 2020	907	786	+15.4%
November 2020	764	693	+10.2%
December 2020	791	681	+16.2%
January 2021	449	458	-2.0%
February 2021	499	549	-9.1%
March 2021	619	680	-9.0%
April 2021	713	614	+16.1%
May 2021	736	719	+2.4%
June 2021	917	949	-3.4%
July 2021	807	986	-18.2%
12-Month Avg	758	735	+3.1%

Historical Closed Sales by Month



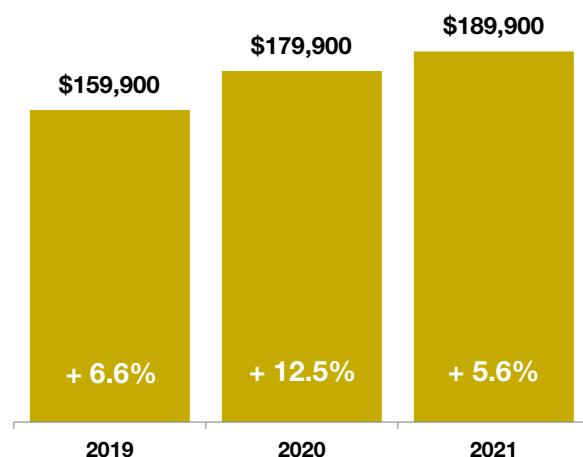
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Median Sales Price

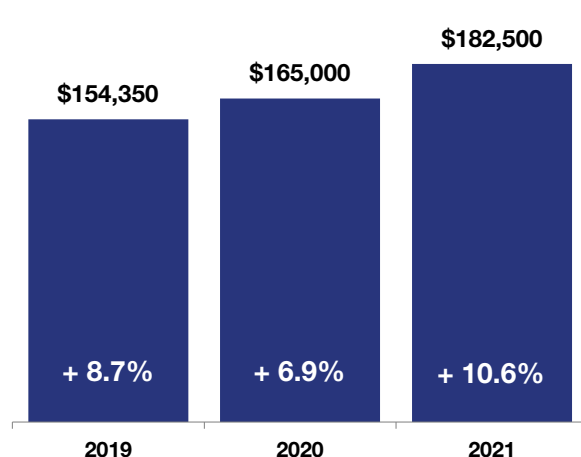
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



Median Sales Price		Prior Year	Percent Change
August 2020	\$170,000	\$159,900	+6.3%
September 2020	\$177,000	\$165,000	+7.3%
October 2020	\$180,000	\$150,500	+19.6%
November 2020	\$172,000	\$155,000	+11.0%
December 2020	\$168,000	\$149,950	+12.0%
January 2021	\$168,000	\$144,950	+15.9%
February 2021	\$174,900	\$151,900	+15.1%
March 2021	\$175,000	\$160,000	+9.4%
April 2021	\$178,990	\$157,000	+14.0%
May 2021	\$190,000	\$170,000	+11.8%
June 2021	\$191,200	\$172,000	+11.2%
July 2021	\$189,900	\$179,900	+5.6%
12-Month Avg*	\$179,000	\$160,000	+11.9%

* Average Median Sales Price of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month



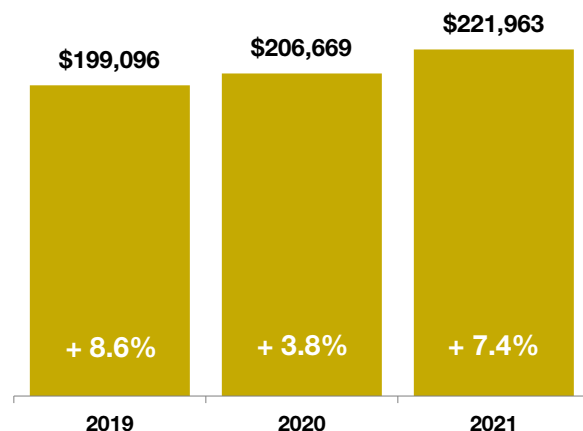
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Average Sales Price

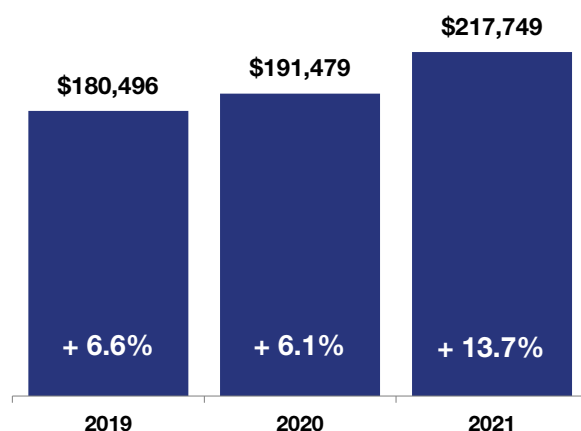
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



Avg. Sales Price	Prior Year	Percent Change
August 2020	\$198,789	\$185,999 +6.9%
September 2020	\$212,979	\$190,415 +11.8%
October 2020	\$209,328	\$182,034 +15.0%
November 2020	\$207,868	\$186,366 +11.5%
December 2020	\$193,816	\$172,839 +12.1%
January 2021	\$200,897	\$164,137 +22.4%
February 2021	\$203,095	\$174,985 +16.1%
March 2021	\$217,008	\$189,567 +14.5%
April 2021	\$211,883	\$185,363 +14.3%
May 2021	\$222,087	\$200,676 +10.7%
June 2021	\$231,843	\$196,788 +17.8%
July 2021	\$221,963	\$206,669 +7.4%
12-Month Med*	\$211,586	\$188,148 +12.5%

* Avg. Sales Price of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



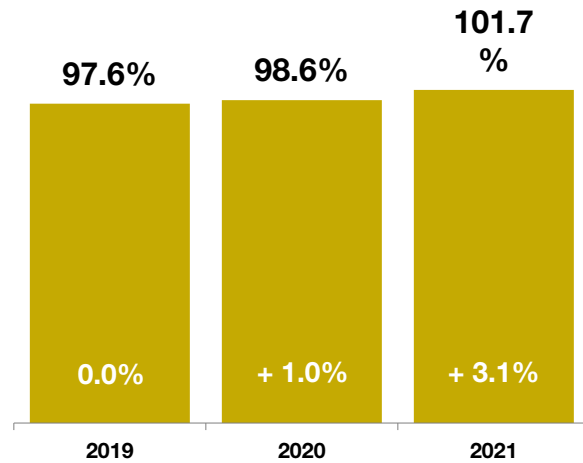
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Percent of Original List Price Received

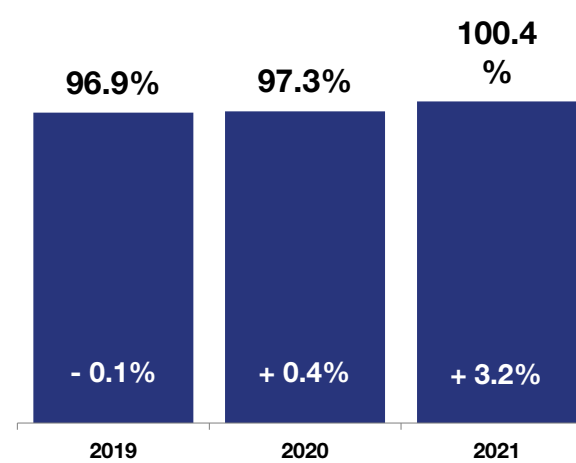
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2020	98.3%	95.2%	+3.3%
January 2021	96.9%	95.5%	+1.5%
February 2021	97.9%	95.5%	+2.5%
March 2021	99.4%	96.4%	+3.1%
April 2021	100.2%	97.2%	+3.1%
May 2021	101.3%	97.4%	+4.0%
June 2021	102.2%	98.3%	+4.0%
July 2021	101.7%	98.6%	+3.1%
12-Month Avg*	99.4%	96.8%	+2.7%

* Pct. of Orig. Price Received of all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



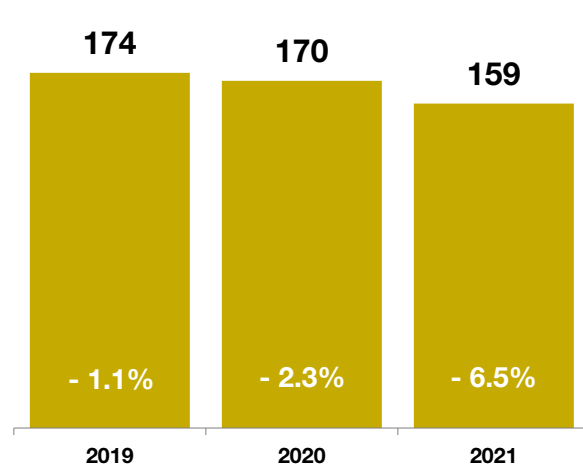
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Housing Affordability Index

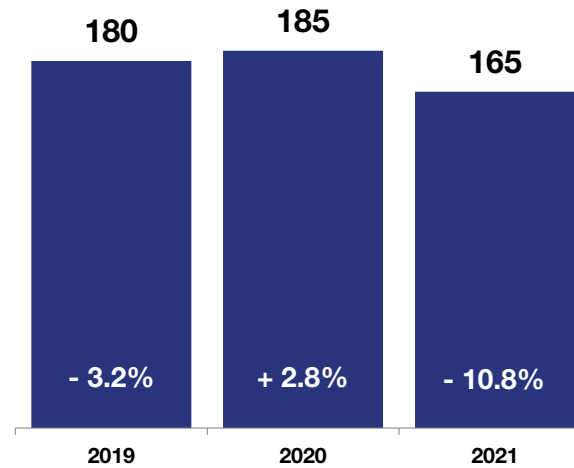


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July

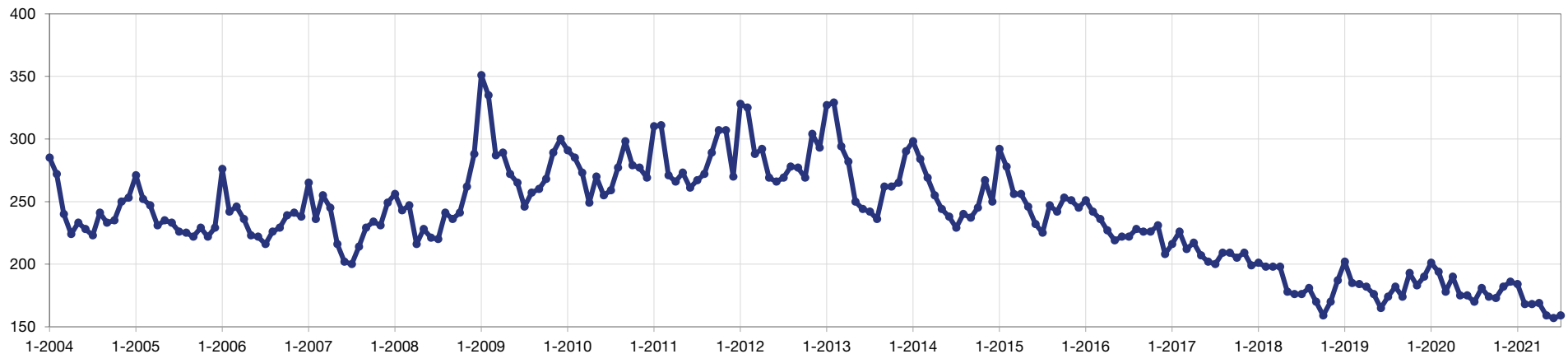


Year to Date



	Affordability Index	Prior Year	Percent Change
August 2020	181	182	-0.5%
September 2020	174	174	0.0%
October 2020	173	193	-10.4%
November 2020	182	183	-0.5%
December 2020	186	190	-2.1%
January 2021	184	201	-8.5%
February 2021	168	194	-13.4%
March 2021	168	178	-5.6%
April 2021	169	190	-11.1%
May 2021	159	175	-9.1%
June 2021	157	175	-10.3%
July 2021	159	170	-6.5%
12-Month Avg	172	184	-6.6%

Historical Housing Affordability Index by Month



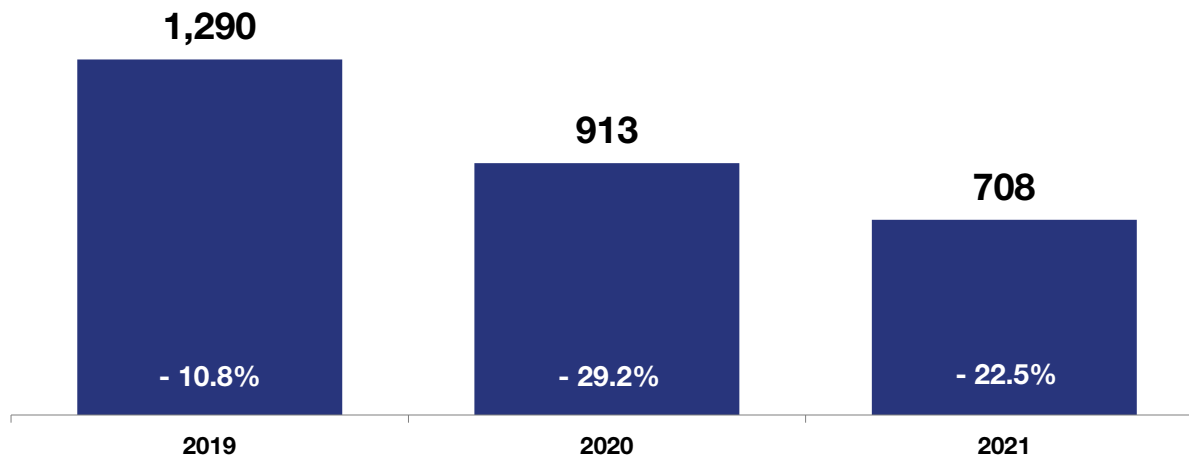
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Inventory of Homes for Sale

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

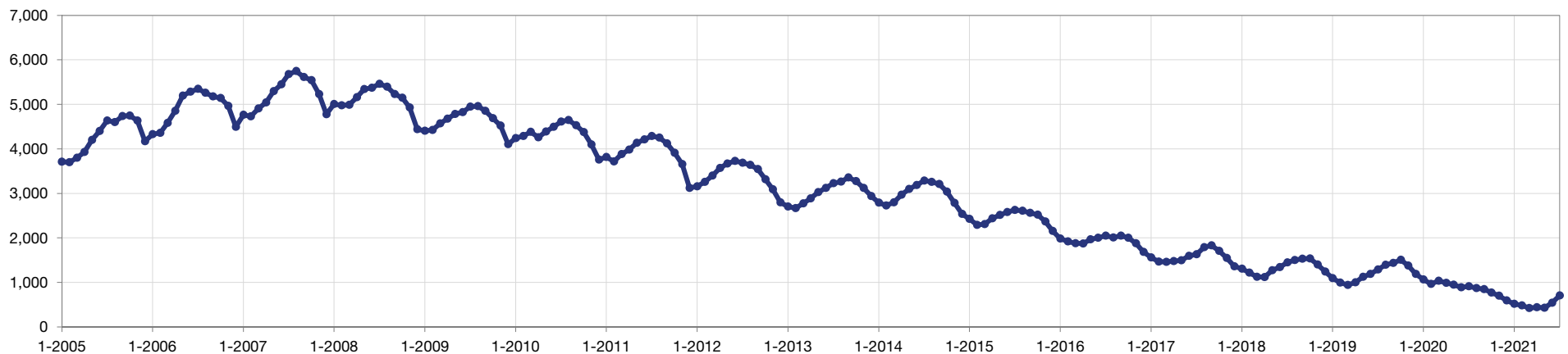


July



Homes for Sale		Prior Year	Percent Change
August 2020	873	1,396	-37.5%
September 2020	846	1,434	-41.0%
October 2020	769	1,505	-48.9%
November 2020	701	1,379	-49.2%
December 2020	597	1,190	-49.8%
January 2021	517	1,065	-51.5%
February 2021	481	965	-50.2%
March 2021	426	1,039	-59.0%
April 2021	440	991	-55.6%
May 2021	428	947	-54.8%
June 2021	543	888	-38.9%
July 2021	708	913	-22.5%
12-Month Avg*	611	1,143	-46.5%

Historical Inventory of Homes for Sale by Month



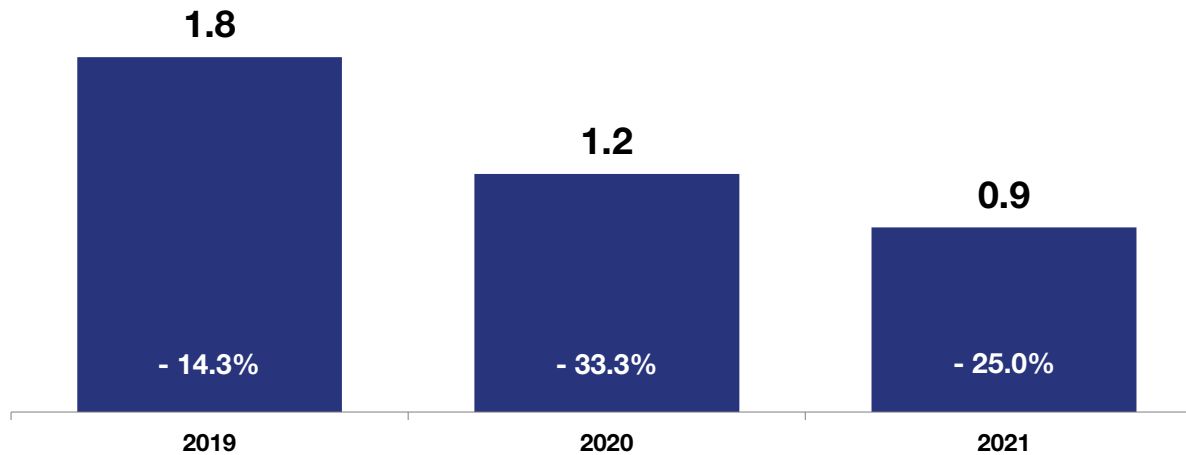
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Months Supply of Inventory

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.



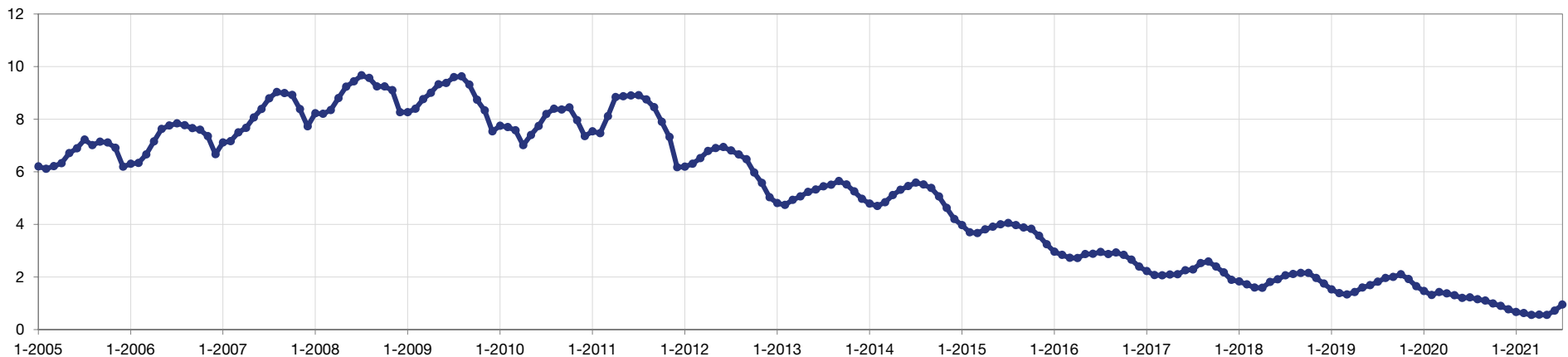
July



Months Supply		Prior Year	Percent Change
August 2020	1.2	2.0	-40.0%
September 2020	1.1	2.0	-45.0%
October 2020	1.0	2.1	-52.4%
November 2020	0.9	1.9	-52.6%
December 2020	0.8	1.6	-50.0%
January 2021	0.7	1.5	-53.3%
February 2021	0.6	1.3	-53.8%
March 2021	0.6	1.4	-57.1%
April 2021	0.6	1.4	-57.1%
May 2021	0.6	1.3	-53.8%
June 2021	0.7	1.2	-41.7%
July 2021	0.9	1.2	-25.0%
12-Month Avg*	0.8	1.6	-50.0%

* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



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