

Quarterly Indicators

Westchester County



Q1-2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

- Single-Family Closed Sales were down 5.4 percent to 985.
- Condos Closed Sales were down 1.5 percent to 258.
- Co-ops Closed Sales were down 1.3 percent to 447.

- Single-Family Median Sales Price decreased 1.2 percent to \$604,900.
- Condos Median Sales Price increased 2.5 percent to \$360,000.
- Co-ops Median Sales Price increased 9.7 percent to \$170,000.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

Quarterly Snapshot

- 3.8% **- 1.8%** **+ 3.4%**

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

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Single-Family Homes Market Overview

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



Key Metrics	Historical Sparkbars	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>3,263, 2,153, 1,271, 2,616, 3,214, 2,168, 1,328, 2,446, 3,483, 2,295, 1,436, 2,605</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	2,446	2,605	+ 6.5%	2,446	2,605	+ 6.5%
Pending Sales	<p>2,103, 1,500, 1,227, 1,389, 2,034, 1,430, 1,309, 1,222, 1,957, 1,422, 1,223, 1,316</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	1,222	1,316	+ 7.7%	1,222	1,316	+ 7.7%
Closed Sales	<p>1,651, 2,113, 1,432, 1,095, 1,630, 1,998, 1,442, 1,041, 1,561, 1,919, 1,365, 985</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	1,041	985	- 5.4%	1,041	985	- 5.4%
Days on Market	<p>85, 74, 85, 100, 85, 66, 77, 89, 75, 63, 80, 88</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	89	88	- 1.1%	89	88	- 1.1%
Median Sales Price	<p>\$609,000, \$609,000, \$565,500, \$600,000, \$670,000, \$680,000, \$600,000, \$612,500, \$710,000, \$678,500, \$604,000, \$604,900</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	\$612,500	\$604,900	- 1.2%	\$612,500	\$604,900	- 1.2%
Average Sales Price	<p>\$841,411, \$867,557, \$755,885, \$815,863, \$899,109, \$873,589, \$795,054, \$825,054, \$919,563, \$879,313, \$778,022, \$758,138</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	\$825,054	\$758,138	- 8.1%	\$825,054	\$758,138	- 8.1%
Pct. of Orig. Price Received	<p>95.4%, 96.2%, 94.8%, 94.4%, 96.6%, 97.1%, 95.2%, 94.9%, 96.3%, 96.6%, 94.6%, 94.0%</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	94.9%	94.0%	- 0.9%	94.9%	94.0%	- 0.9%
Housing Affordability Index	<p>49, 48, 55, 51, 47, 47, 53, 50, 42, 44, 47, 50</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	50	50	0.0%	50	50	0.0%
Inventory of Homes for Sale	<p>3,481, 3,031, 2,069, 2,681, 3,091, 2,886, 1,902, 2,498, 3,237, 3,069, 2,039, 2,645</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	2,498	2,645	+ 5.9%	--	--	--
Months Supply of Inventory	<p>6.7, 5.8, 4.0, 5.2, 6.0, 5.7, 3.7, 5.0, 6.6, 6.2, 4.2, 5.4</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	5.0	5.4	+ 8.0%	--	--	--

Condos Market Overview

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



Key Metrics	Historical Sparkbars	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>555, 424, 299, 456, 578, 419, 314, 435, 589, 413, 311, 450</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	435	450	+ 3.4%	435	450	+ 3.4%
Pending Sales	<p>446, 339, 288, 283, 437, 306, 308, 255, 424, 344, 282, 304</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	255	304	+ 19.2%	255	304	+ 19.2%
Closed Sales	<p>379, 404, 334, 262, 359, 406, 305, 262, 334, 401, 313, 258</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	262	258	- 1.5%	262	258	- 1.5%
Days on Market	<p>79, 74, 74, 83, 69, 57, 68, 79, 64, 59, 70, 81</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	79	81	+ 2.5%	79	81	+ 2.5%
Median Sales Price	<p>\$355,875, \$369,000, \$360,000, \$369,500, \$375,000, \$385,250, \$382,500, \$351,250, \$369,500, \$382,000, \$385,000, \$360,000</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	\$351,250	\$360,000	+ 2.5%	\$351,250	\$360,000	+ 2.5%
Average Sales Price	<p>\$433,616, \$418,820, \$423,143, \$447,770, \$435,142, \$434,006, \$461,088, \$431,401, \$417,142, \$456,310, \$462,027, \$426,251</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	\$431,401	\$426,251	- 1.2%	\$431,401	\$426,251	- 1.2%
Pct. of Orig. Price Received	<p>95.2%, 95.7%, 94.8%, 95.6%, 96.4%, 97.0%, 96.2%, 95.8%, 97.0%, 97.4%, 96.3%, 95.4%</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	95.8%	95.4%	- 0.4%	95.8%	95.4%	- 0.4%
Housing Affordability Index	<p>90, 87, 87, 85, 84, 83, 83, 86, 81, 76, 73, 84</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	86	84	- 2.3%	86	84	- 2.3%
Inventory of Homes for Sale	<p>502, 455, 321, 387, 432, 427, 309, 388, 447, 416, 323, 389</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	388	389	+ 0.3%	--	--	--
Months Supply of Inventory	<p>4.2, 3.9, 2.8, 3.4, 3.8, 3.9, 2.8, 3.6, 4.1, 3.8, 3.0, 3.4</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	3.6	3.4	- 5.6%	--	--	--

Co-ops Market Overview

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

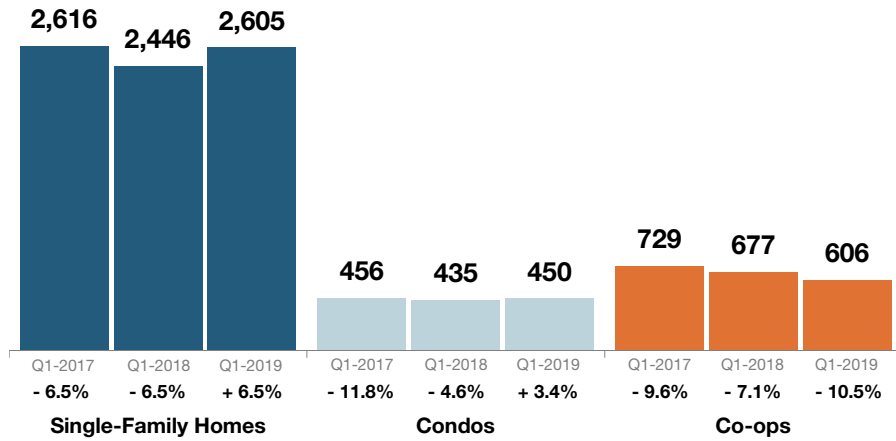


Key Metrics	Historical Sparkbars	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>837, 686, 521, 729, 814, 658, 440, 677, 782, 585, 456, 606</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	677	606	- 10.5%	677	606	- 10.5%
Pending Sales	<p>569, 482, 425, 491, 591, 484, 481, 423, 612, 480, 483, 514</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	423	514	+ 21.5%	423	514	+ 21.5%
Closed Sales	<p>465, 535, 477, 447, 526, 590, 475, 453, 472, 545, 524, 447</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	453	447	- 1.3%	453	447	- 1.3%
Days on Market	<p>105, 87, 85, 97, 88, 77, 81, 92, 81, 67, 71, 79</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	92	79	- 14.1%	92	79	- 14.1%
Median Sales Price	<p>\$155,000, \$159,000, \$155,000, \$143,000, \$162,500, \$165,000, \$155,000, \$155,000, \$170,000, \$170,000, \$166,000, \$170,000</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	\$155,000	\$170,000	+ 9.7%	\$155,000	\$170,000	+ 9.7%
Average Sales Price	<p>\$182,766, \$195,847, \$187,051, \$167,219, \$197,854, \$197,373, \$184,563, \$188,656, \$204,823, \$205,792, \$195,024, \$193,968</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	\$188,656	\$193,968	+ 2.8%	\$188,656	\$193,968	+ 2.8%
Pct. of Orig. Price Received	<p>93.7%, 94.7%, 94.8%, 93.7%, 95.2%, 95.8%, 94.9%, 95.6%, 96.6%, 96.9%, 96.7%, 96.0%</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	95.6%	96.0%	+ 0.4%	95.6%	96.0%	+ 0.4%
Housing Affordability Index	<p>206, 203, 201, 214, 195, 194, 204, 196, 175, 176, 170, 177</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	196	177	- 9.7%	196	177	- 9.7%
Inventory of Homes for Sale	<p>1,031, 954, 775, 800, 842, 820, 578, 664, 667, 638, 468, 452</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	664	452	- 31.9%	--	--	--
Months Supply of Inventory	<p>6.3, 5.9, 4.8, 4.9, 5.1, 4.9, 3.4, 4.0, 4.0, 3.8, 2.8, 2.6</p> <p>Q2-2016, Q4-2016, Q2-2017, Q4-2017, Q2-2018, Q4-2018</p>	4.0	2.6	- 35.0%	--	--	--

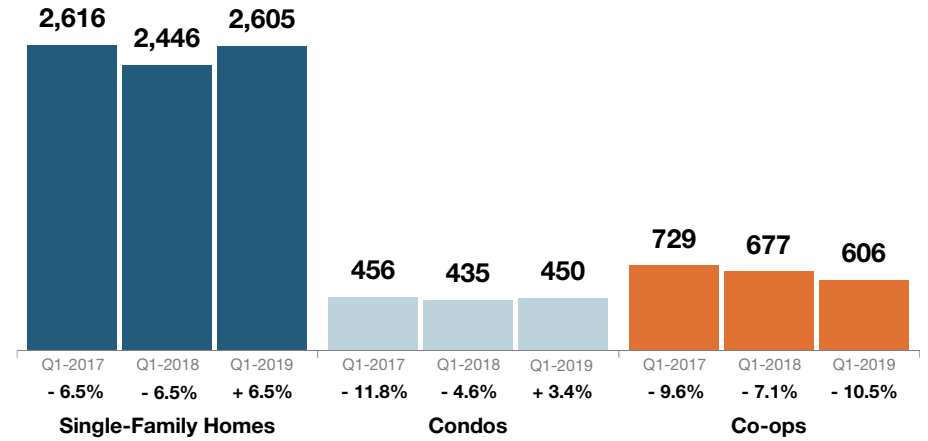
New Listings

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

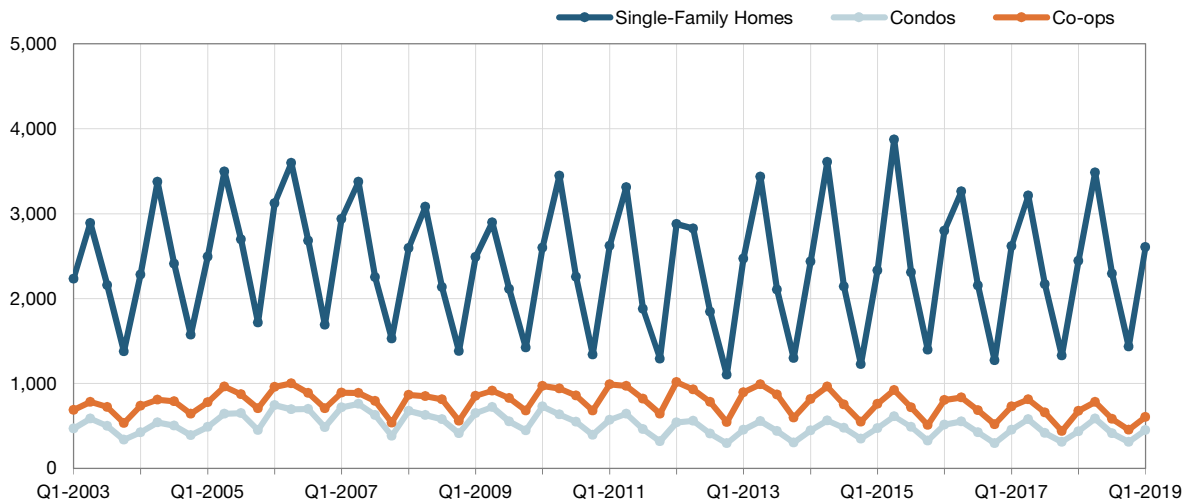
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Year to Date



Historical New Listings by Quarter



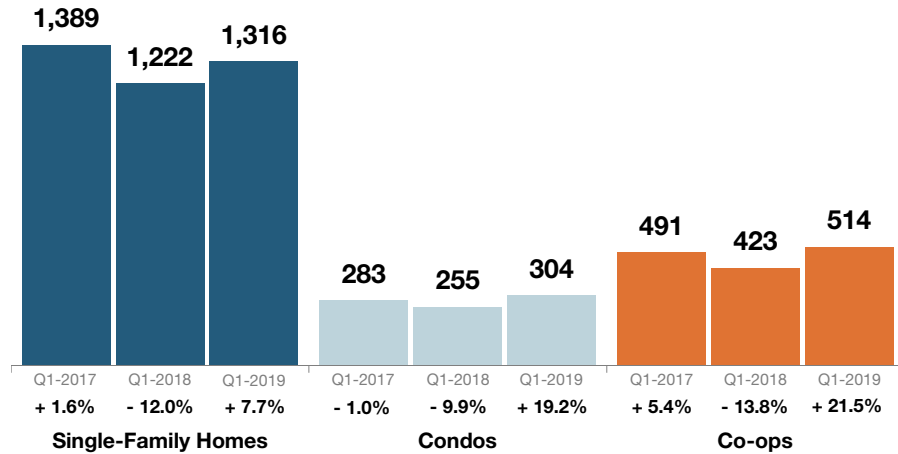
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	3,263	555	837
Q3-2016	2,153	424	686
Q4-2016	1,271	299	521
Q1-2017	2,616	456	729
Q2-2017	3,214	578	814
Q3-2017	2,168	419	658
Q4-2017	1,328	314	440
Q1-2018	2,446	435	677
Q2-2018	3,483	589	782
Q3-2018	2,295	413	585
Q4-2018	1,436	311	456
Q1-2019	2,605	450	606

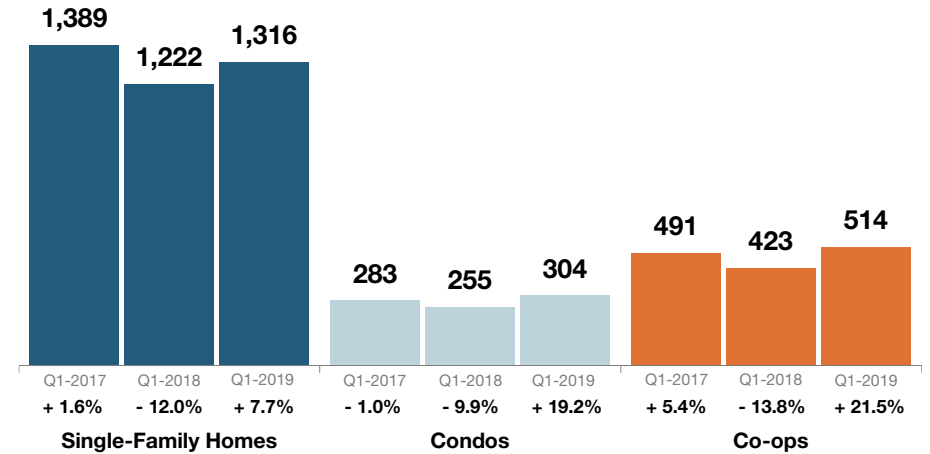
Pending Sales

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

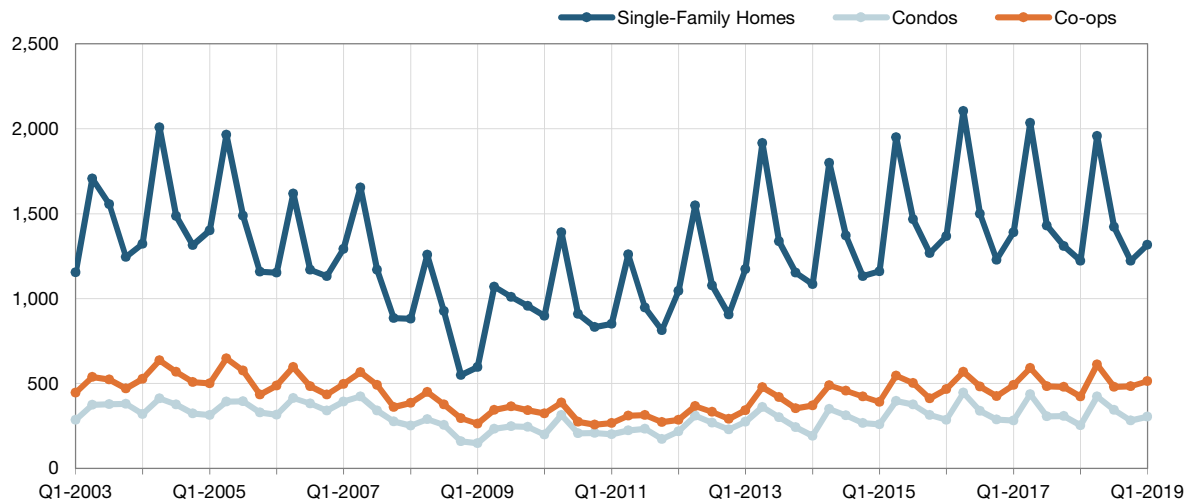
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Historical Pending Sales by Quarter



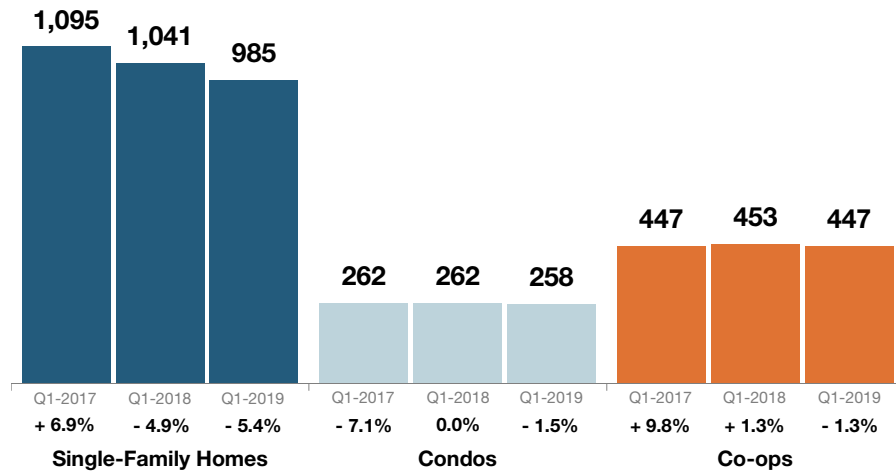
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	2,103	446	569
Q3-2016	1,500	339	482
Q4-2016	1,227	288	425
Q1-2017	1,389	283	491
Q2-2017	2,034	437	591
Q3-2017	1,430	306	484
Q4-2017	1,309	308	481
Q1-2018	1,222	255	423
Q2-2018	1,957	424	612
Q3-2018	1,422	344	480
Q4-2018	1,223	282	483
Q1-2019	1,316	304	514

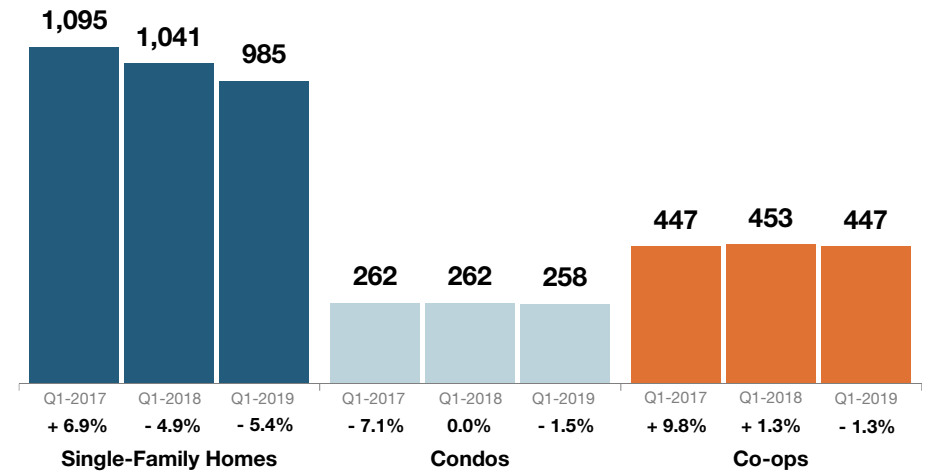
Closed Sales

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

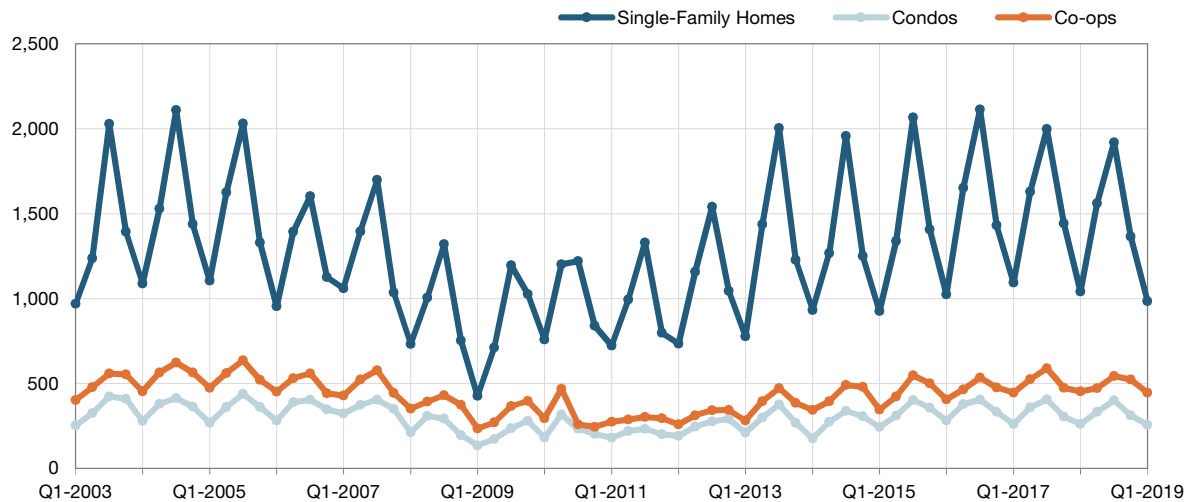
Q1-2019



Year to Date



Historical Closed Sales by Quarter



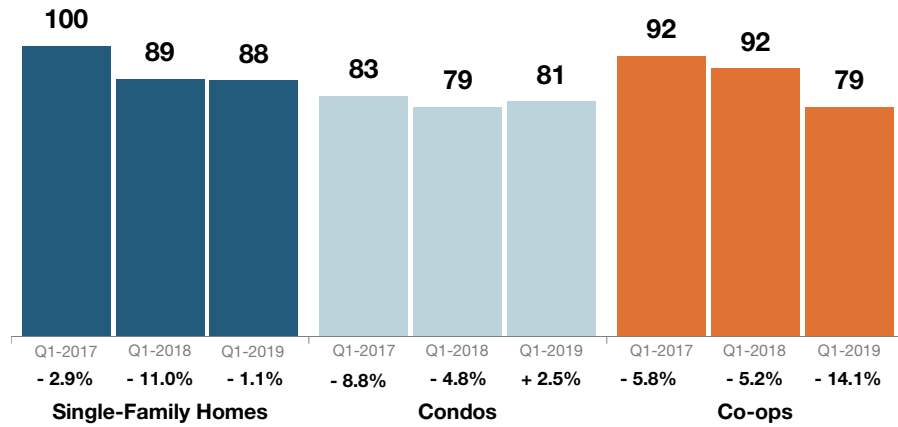
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	1,651	379	465
Q3-2016	2,113	404	535
Q4-2016	1,432	334	477
Q1-2017	1,095	262	447
Q2-2017	1,630	359	526
Q3-2017	1,998	406	590
Q4-2017	1,442	305	475
Q1-2018	1,041	262	453
Q2-2018	1,561	334	472
Q3-2018	1,919	401	545
Q4-2018	1,365	313	524
Q1-2019	985	258	447

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

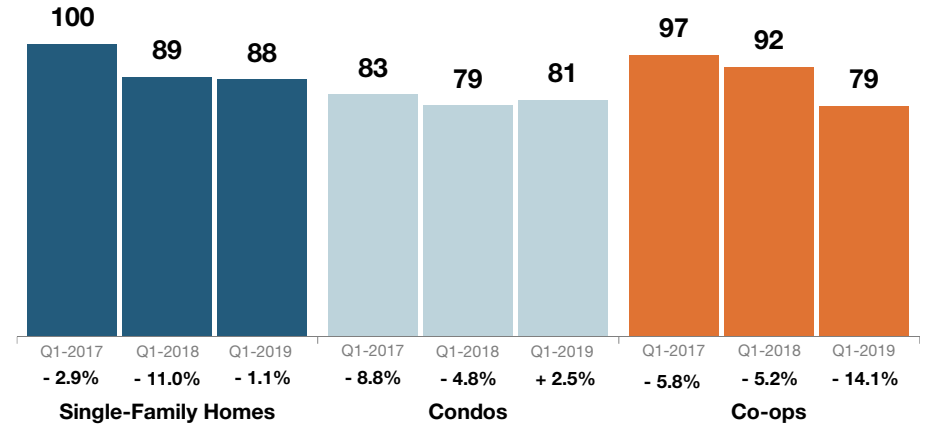
Days on Market Until Sale

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

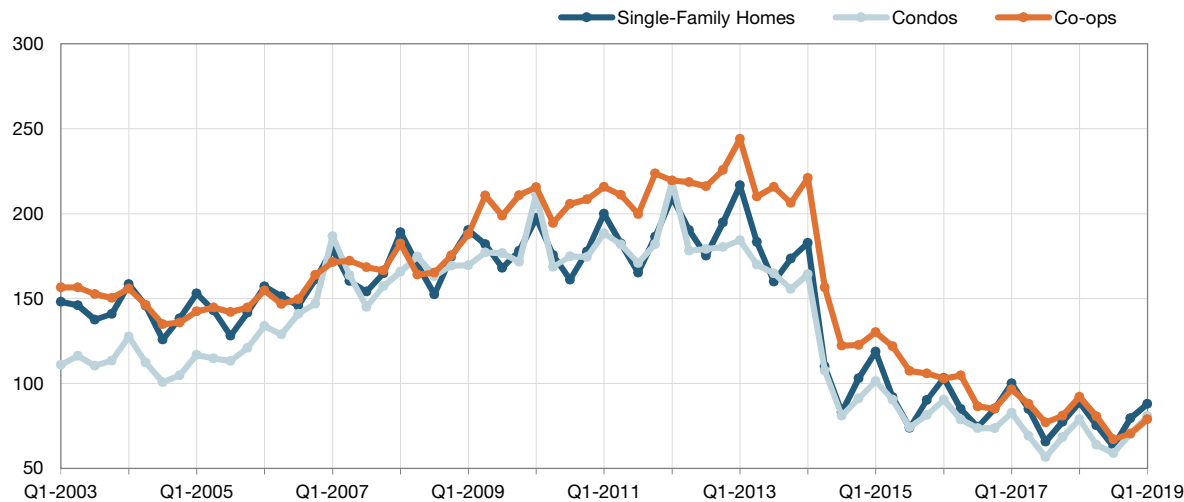
Q1-2019



Year to Date



Historical Days on Market Until Sale by Quarter



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

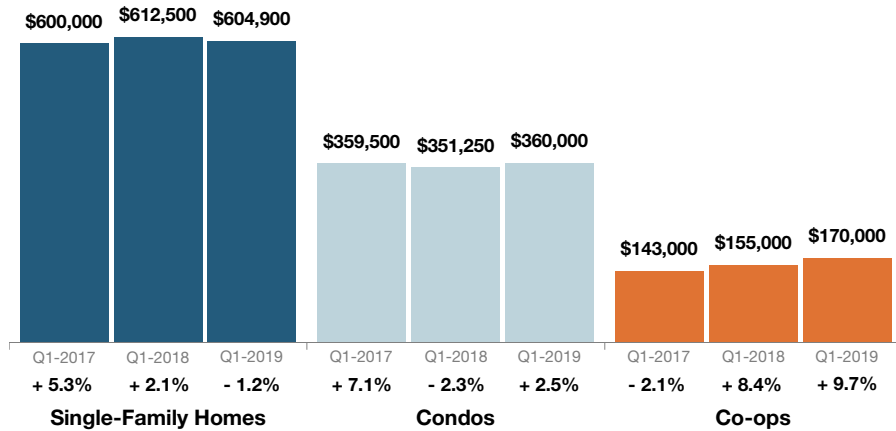
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	85	79	105
Q3-2016	74	74	87
Q4-2016	85	74	85
Q1-2017	100	83	97
Q2-2017	85	69	88
Q3-2017	66	57	77
Q4-2017	77	68	81
Q1-2018	89	79	92
Q2-2018	75	64	81
Q3-2018	63	59	67
Q4-2018	80	70	71
Q1-2019	88	81	79

Median Sales Price

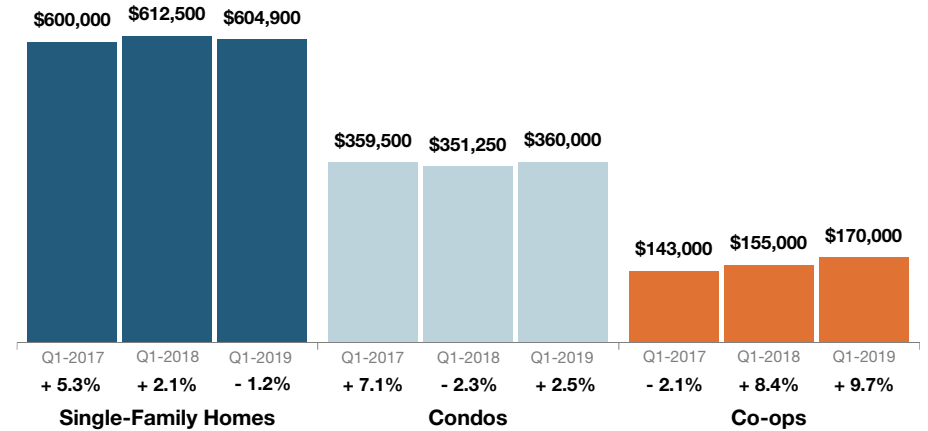
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



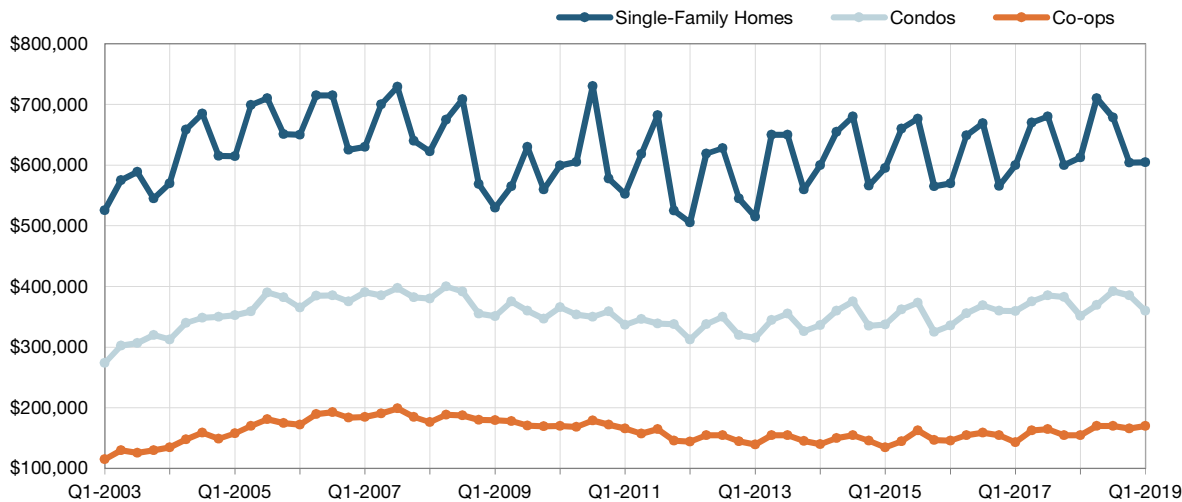
Q1-2019



Year to Date



Historical Median Sales Price by Quarter



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

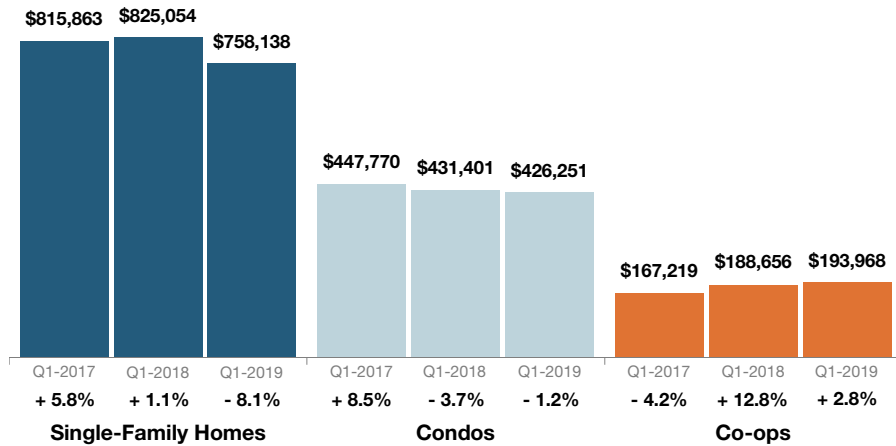
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	\$649,000	\$355,875	\$155,000
Q3-2016	\$669,000	\$369,000	\$159,000
Q4-2016	\$565,500	\$360,000	\$155,000
Q1-2017	\$600,000	\$359,500	\$143,000
Q2-2017	\$670,000	\$375,000	\$162,500
Q3-2017	\$680,000	\$385,250	\$165,000
Q4-2017	\$600,000	\$382,500	\$155,000
Q1-2018	\$612,500	\$351,250	\$155,000
Q2-2018	\$710,000	\$369,500	\$170,000
Q3-2018	\$678,500	\$392,000	\$170,000
Q4-2018	\$604,000	\$385,000	\$166,000
Q1-2019	\$604,900	\$360,000	\$170,000

Average Sales Price

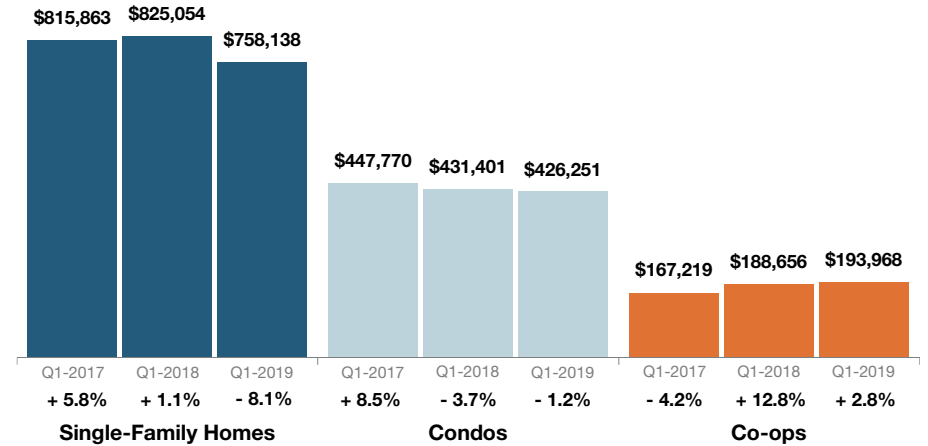
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



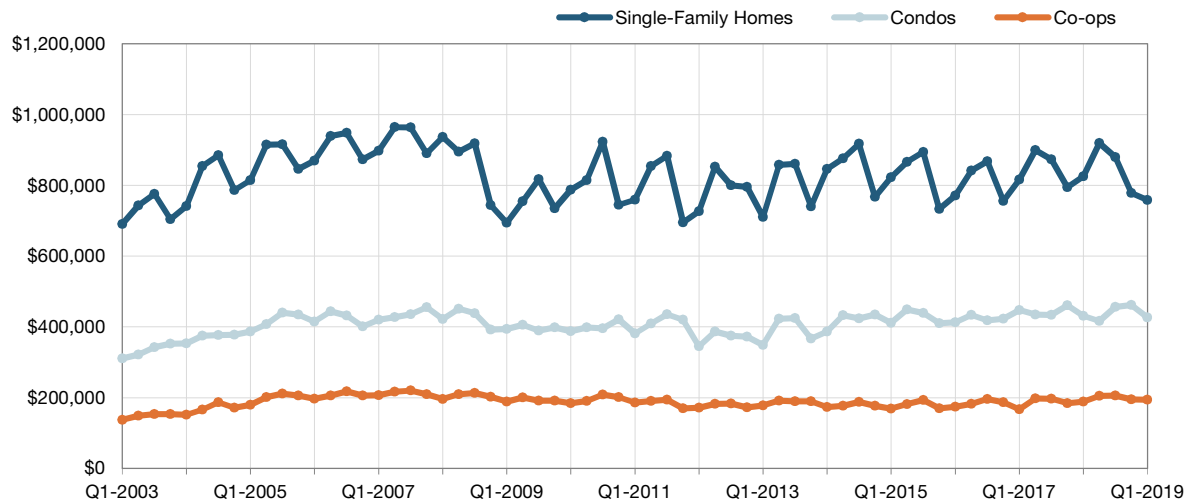
Q1-2019



Year to Date



Historical Average Sales Price by Quarter



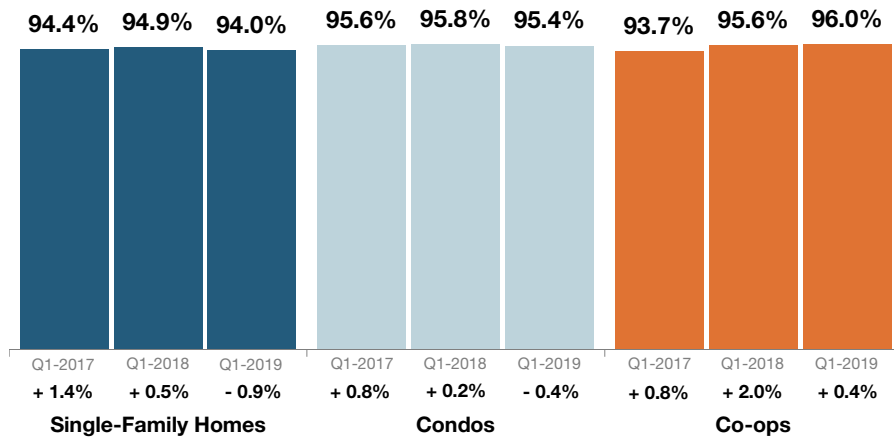
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	\$841,411	\$433,616	\$182,766
Q3-2016	\$867,557	\$418,820	\$195,847
Q4-2016	\$755,885	\$423,143	\$187,051
Q1-2017	\$815,863	\$447,770	\$167,219
Q2-2017	\$899,109	\$435,142	\$197,854
Q3-2017	\$873,589	\$434,006	\$197,373
Q4-2017	\$795,054	\$461,088	\$184,563
Q1-2018	\$825,054	\$431,401	\$188,656
Q2-2018	\$919,563	\$417,142	\$204,823
Q3-2018	\$879,313	\$456,310	\$205,792
Q4-2018	\$778,022	\$462,027	\$195,024
Q1-2019	\$758,138	\$426,251	\$193,968

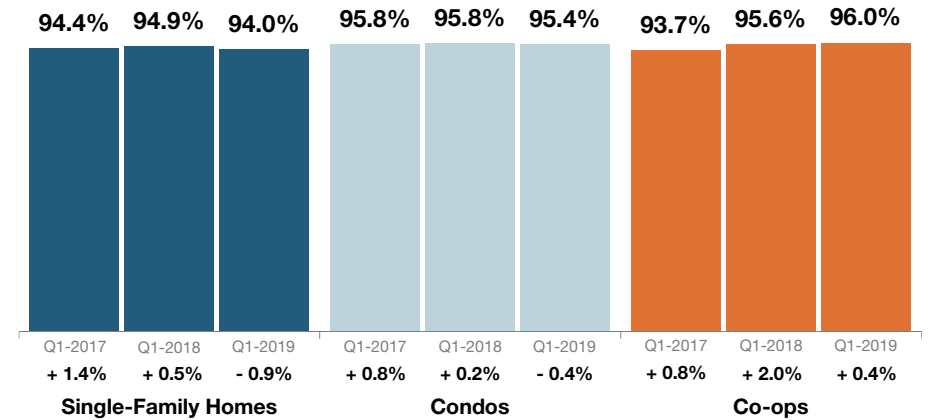
Percent of Original List Price Received

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.

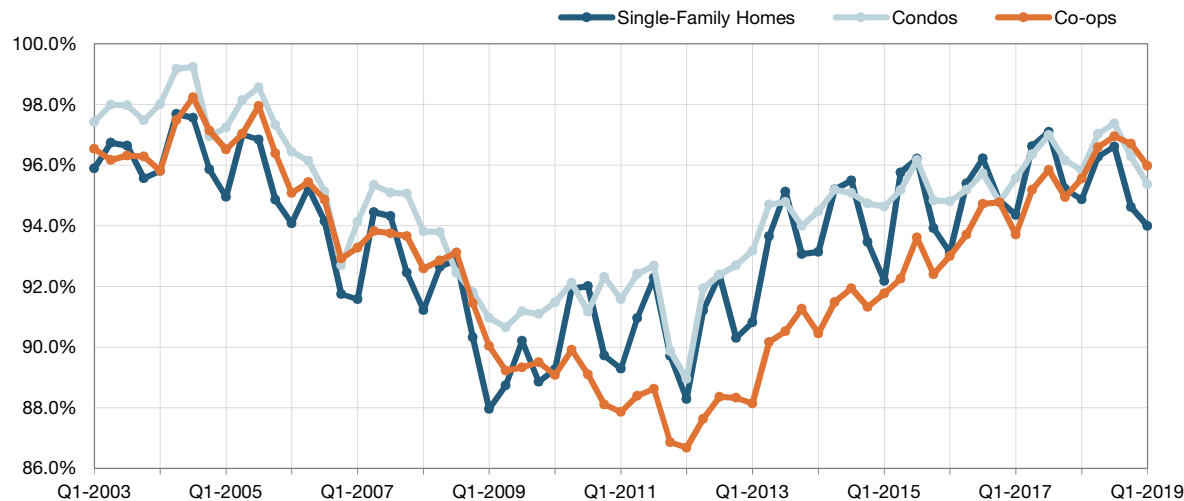
Q1-2019



Year to Date



Historical Percent of Original List Price Received by Quarter



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

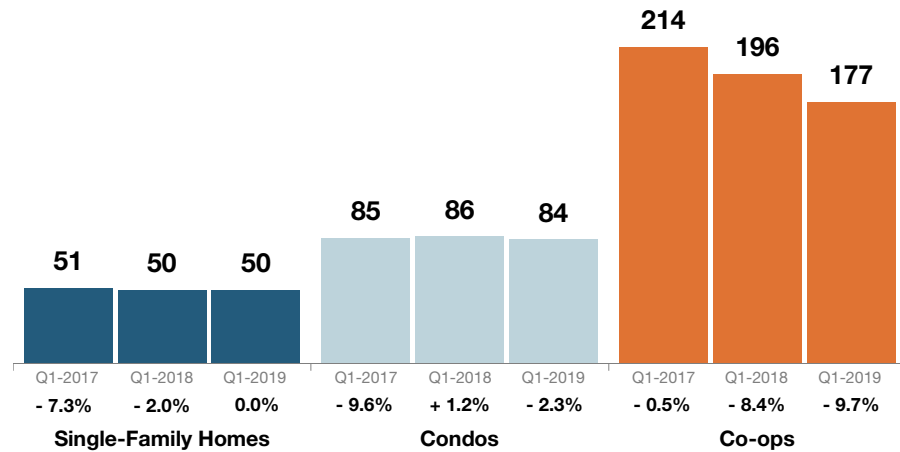
Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	95.4%	95.2%	93.7%
Q3-2016	96.2%	95.7%	94.7%
Q4-2016	94.8%	94.8%	94.8%
Q1-2017	94.4%	95.6%	93.7%
Q2-2017	96.6%	96.4%	95.2%
Q3-2017	97.1%	97.0%	95.8%
Q4-2017	95.2%	96.2%	94.9%
Q1-2018	94.9%	95.8%	95.6%
Q2-2018	96.3%	97.0%	96.6%
Q3-2018	96.6%	97.4%	96.9%
Q4-2018	94.6%	96.3%	96.7%
Q1-2019	94.0%	95.4%	96.0%

Housing Affordability Index

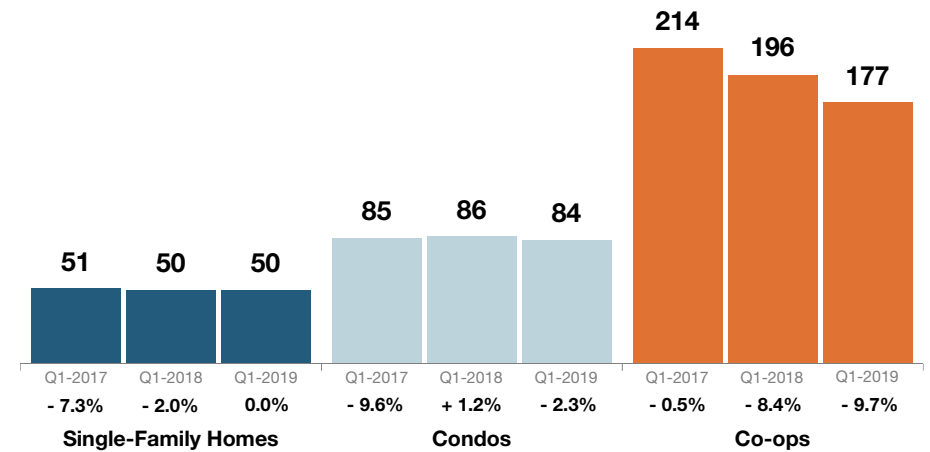
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



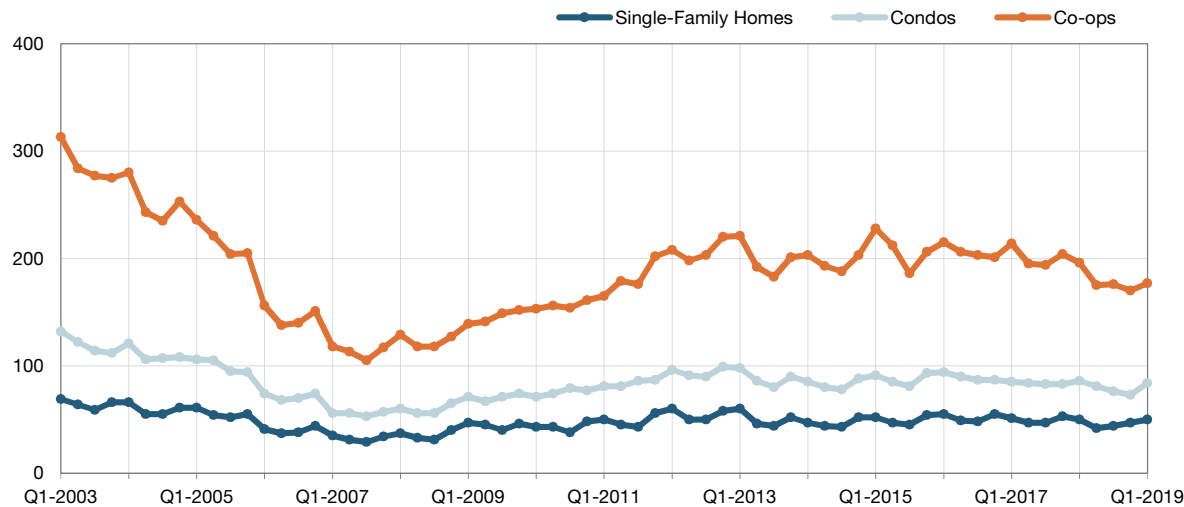
Q1-2019



Year to Date



Historical Housing Affordability Index by Quarter



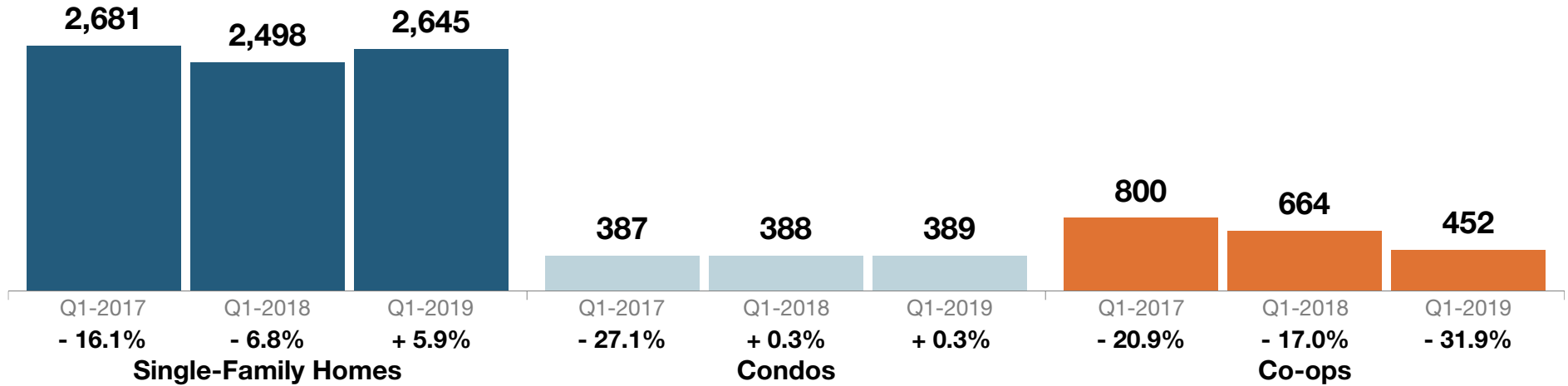
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	49	90	206
Q3-2016	48	87	203
Q4-2016	55	87	201
Q1-2017	51	85	214
Q2-2017	47	84	195
Q3-2017	47	83	194
Q4-2017	53	83	204
Q1-2018	50	86	196
Q2-2018	42	81	175
Q3-2018	44	76	176
Q4-2018	47	73	170
Q1-2019	50	84	177

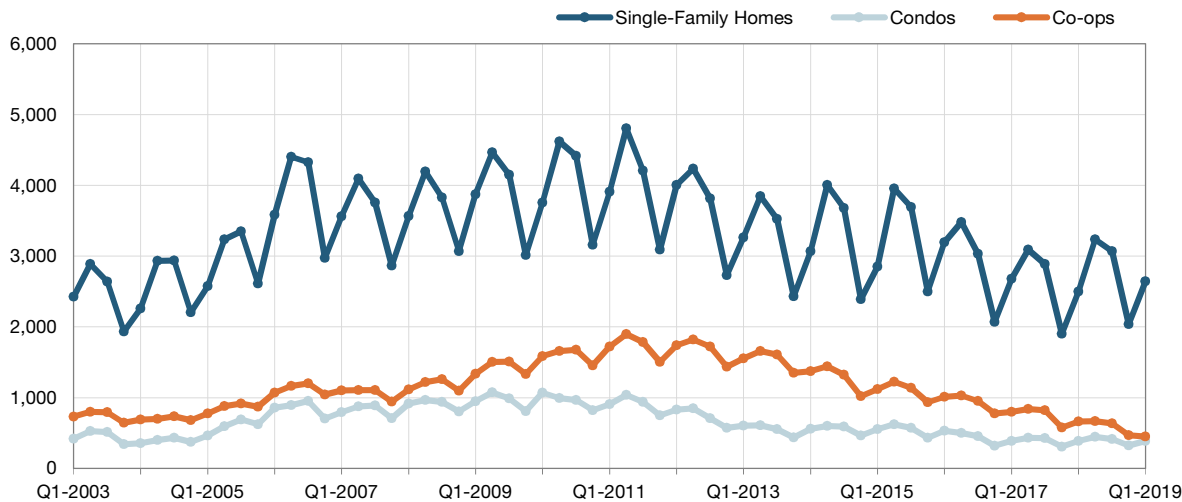
Inventory of Homes for Sale

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

Q1-2019



Historical Inventory of Homes for Sale by Quarter



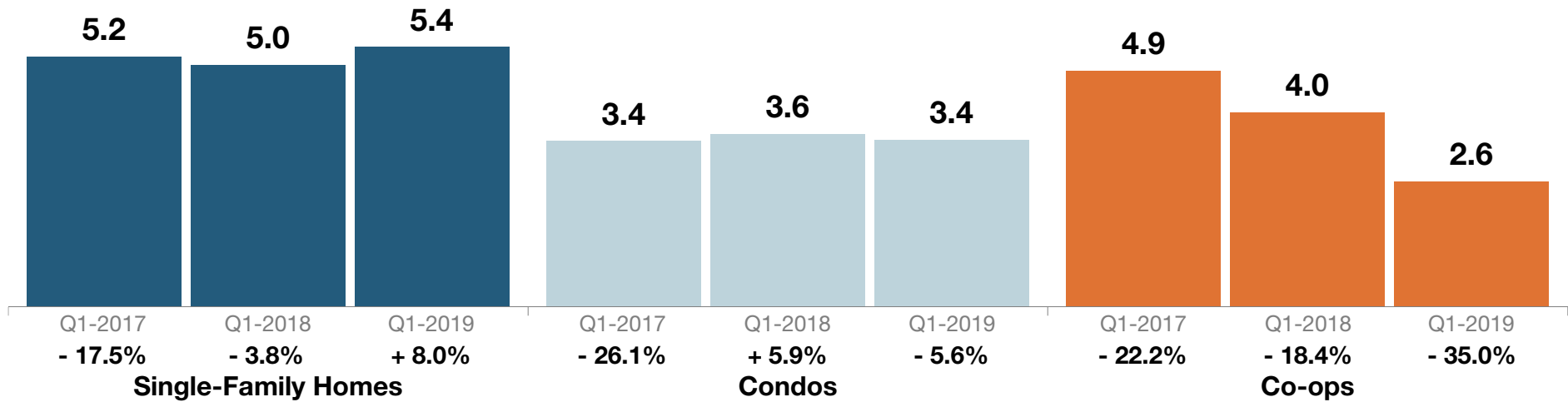
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	3,481	502	1,031
Q3-2016	3,031	455	954
Q4-2016	2,069	321	775
Q1-2017	2,681	387	800
Q2-2017	3,091	432	842
Q3-2017	2,886	427	820
Q4-2017	1,902	309	578
Q1-2018	2,498	388	664
Q2-2018	3,237	447	667
Q3-2018	3,069	416	638
Q4-2018	2,039	323	468
Q1-2019	2,645	389	452

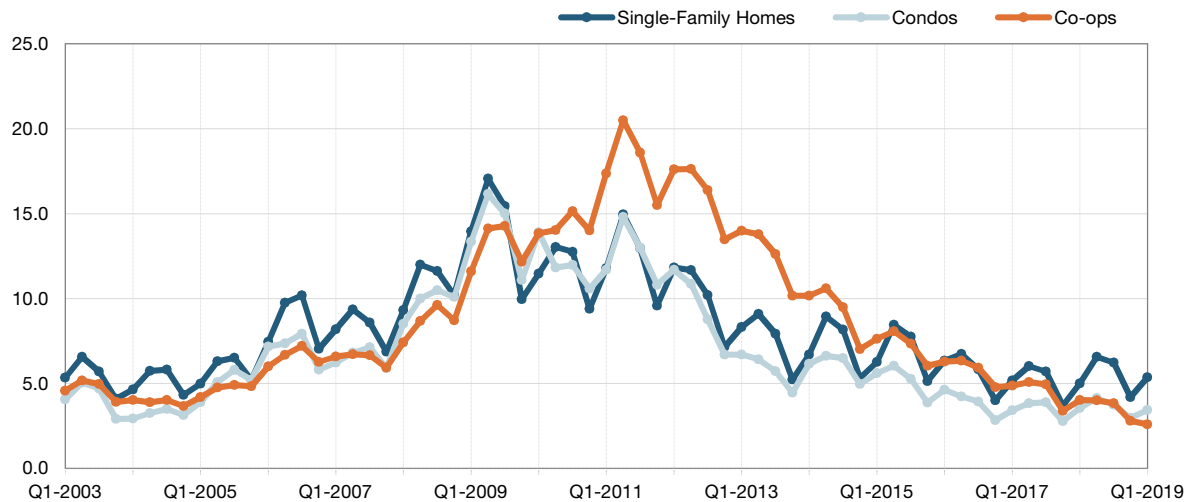
Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 4 quarters.

Q1-2019



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q2-2016	6.7	4.2	6.3
Q3-2016	5.8	3.9	5.9
Q4-2016	4.0	2.8	4.8
Q1-2017	5.2	3.4	4.9
Q2-2017	6.0	3.8	5.1
Q3-2017	5.7	3.9	4.9
Q4-2017	3.7	2.8	3.4
Q1-2018	5.0	3.6	4.0
Q2-2018	6.6	4.1	4.0
Q3-2018	6.2	3.8	3.8
Q4-2018	4.2	3.0	2.8
Q1-2019	5.4	3.4	2.6

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

Total Market Overview

Key metrics for single-family homes, condominiums and co-operatives combined for the report quarter and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	Q1-2018	Q1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings	<p>Q2-2016: 4,655; Q4-2016: 3,263, 2,091; Q2-2017: 3,801, 4,606; Q4-2017: 3,245, 2,082; Q2-2018: 3,558, 4,854; Q4-2018: 3,293, 2,203, 3,661</p>	3,558	3,661	+ 2.9%	3,558	3,661	+ 2.9%
Pending Sales	<p>Q2-2016: 3,118; Q4-2016: 2,321, 1,940; Q2-2017: 2,163, 3,062; Q4-2017: 2,220, 2,098; Q2-2018: 1,900, 2,993; Q4-2018: 2,246, 1,988, 2,134</p>	1,900	2,134	+ 12.3%	1,900	2,134	+ 12.3%
Closed Sales	<p>Q2-2016: 2,495; Q4-2016: 3,052, 2,243; Q2-2017: 1,804, 2,515; Q4-2017: 2,994, 2,222; Q2-2018: 1,756, 2,367; Q4-2018: 2,865, 2,202, 1,690</p>	1,756	1,690	- 3.8%	1,756	1,690	- 3.8%
Days on Market	<p>Q2-2016: 88; Q4-2016: 76, 83; Q2-2017: 97, 83; Q4-2017: 67, 77; Q2-2018: 88, 75; Q4-2018: 63, 76, 85</p>	88	85	- 3.4%	88	85	- 3.4%
Median Sales Price	<p>Q2-2016: \$461,500; Q4-2016: \$525,000, \$443,000; Q2-2017: \$425,000, \$505,000; Q4-2017: \$536,000, \$475,000; Q2-2018: \$435,000, \$540,000; Q4-2018: \$535,000, \$470,000, \$450,000</p>	\$435,000	\$450,000	+ 3.4%	\$435,000	\$450,000	+ 3.4%
Average Sales Price	<p>Q2-2016: \$656,712; Q4-2016: \$690,410, \$585,368; Q2-2017: \$601,562, \$686,411; Q4-2017: \$690,659, \$518,548; Q2-2018: \$602,147, \$706,143; Q4-2018: \$691,985, \$594,372, \$558,250</p>	\$602,147	\$558,250	- 7.3%	\$602,147	\$558,250	- 7.3%
Pct. of Orig. Price Received	<p>Q2-2016: 95.0%; Q4-2016: 95.9%, 94.8%; Q2-2017: 94.4%, 96.3%; Q4-2017: 96.8%, 95.3%; Q2-2018: 95.2%, 96.4%; Q4-2018: 96.8%, 95.4%, 94.7%</p>	95.2%	94.7%	- 0.5%	95.2%	94.7%	- 0.5%
Housing Affordability Index	<p>Q2-2016: 66; Q4-2016: 61, 70; Q2-2017: 72, 63; Q4-2017: 60, 66; Q2-2018: 70, 55; Q4-2018: 56, 60, 67</p>	70	67	- 4.3%	70	67	- 4.3%
Inventory of Homes for Sale	<p>Q2-2016: 5,014; Q4-2016: 4,440, 3,165; Q2-2017: 3,868, 4,365; Q4-2017: 4,133, 2,789; Q2-2018: 3,550, 4,351; Q4-2018: 4,123, 2,830, 3,486</p>	3,550	3,486	- 1.8%	--	--	--
Months Supply of Inventory	<p>Q2-2016: 6.3; Q4-2016: 5.6, 4.0; Q2-2017: 4.9, 5.5; Q4-2017: 5.3, 3.5; Q2-2018: 4.6, 5.7; Q4-2018: 5.4, 3.7, 4.5</p>	4.6	4.5	- 2.2%	--	--	--