

# Quarterly Indicators

## Rockland County



### Q4-2020

Q4 continued the rebound in housing activity seen in the third quarter, with buyer activity remaining high while seller activity remains too little to bring supply into balance with demand in most market segments.

- Single-Family Closed Sales were up 58.0 percent to 839.
- Condos Closed Sales were up 47.6 percent to 217.
- Co-ops Closed Sales remained flat at 25.
  
- Single-Family Median Sales Price increased 16.7 percent to \$525,000.
- Condos Median Sales Price increased 12.0 percent to \$280,000.
- Co-ops Median Sales Price increased 24.3 percent to \$87,000.

The 2021 housing market looks to start the year with continued strong buyer demand, near record-low mortgage rates, and limited supply of properties for sale in many market segments. While market fundamentals are strong, the resurgence of COVID-19 in recent weeks leaves some uncertainty on the potential impacts to the economy, the housing market, and the country overall as we wait for the deployment of the vaccines to bring back some stability and normalcy to society.

### Quarterly Snapshot

**+ 53.8%**    **- 38.5%**    **+ 18.9%**

| 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 |
|--|--|--|
|--|--|--|

Residential real estate activity composed of Single-Family, Condo and Co-op properties. Percent changes are calculated using rounded figures.

|   |    |
|---|----|
| Single-Family Homes Market Overview     | 2  |
| Condos Market Overview                  | 3  |
| Co-ops Market Overview                  | 4  |
| New Listings                            | 5  |
| Pending Sales                           | 6  |
| Closed Sales                            | 7  |
| Days on Market Until Sale               | 8  |
| Median Sales Price                      | 9  |
| Average Sales Price                     | 10 |
| Percent of Original List Price Received | 11 |
| Housing Affordability Index             | 12 |
| Inventory of Homes for Sale             | 13 |
| Months Supply of Inventory              | 14 |
| Total Market Overview                   | 15 |

# 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  | Q4-2019   | Q4-2020          | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                 | <p>Q1-2018: 667, Q3-2018: 1,112, Q1-2019: 820, Q3-2019: 566, Q1-2020: 713, Q3-2020: 1,159, 918, 562, 730, 774, 1,093, 631</p>   | 562       | <b>631</b>       | + 12.3%        | 3,352     | <b>3,228</b>     | - 3.7%         |
| <b>Pending Sales</b>                | <p>Q1-2018: 379, Q3-2018: 588, Q1-2019: 495, Q3-2019: 452, Q1-2020: 398, Q3-2020: 608, 606, 465, 411, 514, 929, 709</p>   | 465       | <b>709</b>       | + 52.5%        | 2,077     | <b>2,563</b>     | + 23.4%        |
| <b>Closed Sales</b>                 | <p>Q1-2018: 361, Q3-2018: 470, Q1-2019: 595, Q3-2019: 495, Q1-2020: 393, Q3-2020: 461, 643, 531, 452, 363, 677, 839</p>   | 531       | <b>839</b>       | + 58.0%        | 2,028     | <b>2,331</b>     | + 14.9%        |
| <b>Days on Market</b>               | <p>Q1-2018: 87, Q3-2018: 82, Q1-2019: 63, Q3-2019: 73, Q1-2020: 88, Q3-2020: 89, 67, 79, 90, 78, 76, 63</p>   | 79        | <b>63</b>        | - 20.3%        | 79        | <b>75</b>        | - 5.1%         |
| <b>Median Sales Price</b>           | <p>Q1-2018: \$435,000, Q3-2018: \$468,750, Q1-2019: \$475,000, Q3-2019: \$454,000, Q1-2020: \$445,000, Q3-2020: \$450,000, \$475,000, \$450,000, \$489,000, \$475,000, \$510,000, \$525,000</p> | \$450,000 | <b>\$525,000</b> | + 16.7%        | \$455,000 | <b>\$500,000</b> | + 9.9%         |
| <b>Average Sales Price</b>          | <p>Q1-2018: \$484,869, Q3-2018: \$509,587, Q1-2019: \$505,412, Q3-2019: \$481,961, Q1-2020: \$488,252, Q3-2020: \$492,293, \$497,380, \$482,365, \$488,154, \$514,532, \$549,691, \$573,850</p> | \$482,365 | <b>\$573,650</b> | + 18.9%        | \$492,461 | <b>\$540,530</b> | + 9.8%         |
| <b>Pct. of Orig. Price Received</b> | <p>Q1-2018: 95.1%, Q3-2018: 95.5%, Q1-2019: 95.7%, Q3-2019: 94.7%, Q1-2020: 93.8%, Q3-2020: 95.1%, 95.6%, 94.0%, 93.5%, 95.5%, 96.3%, 97.1%</p>   | 94.0%     | <b>97.1%</b>     | + 3.3%         | 94.7%     | <b>95.9%</b>     | + 1.3%         |
| <b>Housing Affordability Index</b>  | <p>Q1-2018: 71, Q3-2018: 64, Q1-2019: 63, Q3-2019: 65, Q1-2020: 68, Q3-2020: 70, 68, 72, 72, 71, 68, 68</p>   | 72        | <b>68</b>        | - 5.6%         | 71        | <b>71</b>        | 0.0%           |
| <b>Inventory of Homes for Sale</b>  | <p>Q1-2018: 799, Q3-2018: 1,067, Q1-2019: 1,052, Q3-2019: 793, Q1-2020: 871, Q3-2020: 1,151, 1,102, 836, 887, 885, 797, 494</p>   | 836       | <b>494</b>       | - 40.9%        | --        | <b>--</b>        | --             |
| <b>Months Supply of Inventory</b>   | <p>Q1-2018: 4.8, Q3-2018: 6.5, Q1-2019: 6.7, Q3-2019: 5.0, Q1-2020: 5.4, Q3-2020: 7.1, 6.4, 4.8, 5.1, 5.3, 4.1, 2.3</p>   | 4.8       | <b>2.3</b>       | - 52.1%        | --        | <b>--</b>        | --             |

# 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  | Q4-2019   | Q4-2020          | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                 | <p>Q1-2018: 187, Q3-2018: 255, Q1-2019: 136, Q3-2019: 236, Q1-2020: 164, Q3-2020: 253</p>                                     | 155       | <b>187</b>       | + 20.6%        | 778       | <b>799</b>       | + 2.7%         |
| <b>Pending Sales</b>                | <p>Q1-2018: 121, Q3-2018: 181, Q1-2019: 105, Q3-2019: 146, Q1-2020: 95, Q3-2020: 236</p>                                      | 129       | <b>191</b>       | + 48.1%        | 523       | <b>653</b>       | + 24.9%        |
| <b>Closed Sales</b>                 | <p>Q1-2018: 125, Q3-2018: 170, Q1-2019: 117, Q3-2019: 145, Q1-2020: 106, Q3-2020: 217</p>                                     | 147       | <b>217</b>       | + 47.6%        | 532       | <b>571</b>       | + 7.3%         |
| <b>Days on Market</b>               | <p>Q1-2018: 94, Q3-2018: 59, Q1-2019: 74, Q3-2019: 67, Q1-2020: 80, Q3-2020: 69</p>   | 79        | <b>69</b>        | - 12.7%        | 72        | <b>69</b>        | - 4.2%         |
| <b>Median Sales Price</b>           | <p>Q1-2018: \$225,000, Q3-2018: \$230,050, Q1-2019: \$231,438, Q3-2019: \$252,000, Q1-2020: \$254,000, Q3-2020: \$280,000</p> | \$250,000 | <b>\$280,000</b> | + 12.0%        | \$247,250 | <b>\$265,000</b> | + 7.2%         |
| <b>Average Sales Price</b>          | <p>Q1-2018: \$280,716, Q3-2018: \$251,835, Q1-2019: \$274,323, Q3-2019: \$283,806, Q1-2020: \$285,712, Q3-2020: \$305,498</p> | \$259,016 | <b>\$335,212</b> | + 29.4%        | \$279,731 | <b>\$306,961</b> | + 9.7%         |
| <b>Pct. of Orig. Price Received</b> | <p>Q1-2018: 95.1%, Q3-2018: 96.4%, Q1-2019: 94.9%, Q3-2019: 95.1%, Q1-2020: 94.9%, Q3-2020: 96.8%</p>                         | 94.5%     | <b>96.7%</b>     | + 2.3%         | 95.1%     | <b>96.2%</b>     | + 1.2%         |
| <b>Housing Affordability Index</b>  | <p>Q1-2018: 137, Q3-2018: 130, Q1-2019: 125, Q3-2019: 130, Q1-2020: 130, Q3-2020: 127</p>                                     | 130       | <b>127</b>       | - 2.3%         | 131       | <b>134</b>       | + 2.3%         |
| <b>Inventory of Homes for Sale</b>  | <p>Q1-2018: 167, Q3-2018: 205, Q1-2019: 184, Q3-2019: 213, Q1-2020: 178, Q3-2020: 156</p>                                     | 170       | <b>106</b>       | - 37.6%        | --        | --               | --             |
| <b>Months Supply of Inventory</b>   | <p>Q1-2018: 3.7, Q3-2018: 4.2, Q1-2019: 3.9, Q3-2019: 4.9, Q1-2020: 3.9, Q3-2020: 3.2</p>                                     | 3.9       | <b>1.9</b>       | - 51.3%        | --        | --               | --             |

# 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.

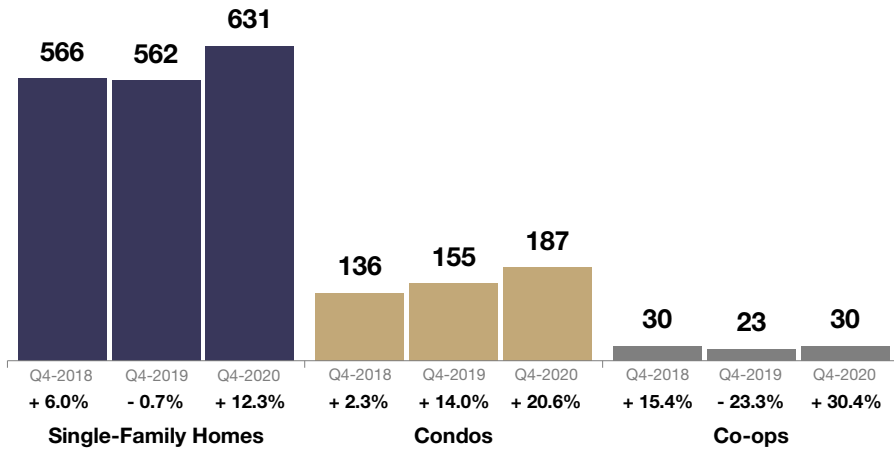


| Key Metrics                         | Historical Sparkbars   | Q4-2019  | Q4-2020          | Percent Change | YTD 2019 | YTD 2020         | Percent Change |
|-------------------------------------|--|----------|------------------|----------------|----------|------------------|----------------|
| <b>New Listings</b>                 | <p>Q1-2018: 31, Q3-2018: 42, Q1-2019: 41, Q3-2019: 27, Q1-2020: 36, Q3-2020: 53</p>  | 23       | <b>30</b>        | + 30.4%        | 136      | <b>143</b>       | + 5.1%         |
| <b>Pending Sales</b>                | <p>Q1-2018: 16, Q3-2018: 27, Q1-2019: 26, Q3-2019: 27, Q1-2020: 17, Q3-2020: 32</p>  | 16       | <b>24</b>        | + 50.0%        | 95       | <b>87</b>        | - 8.4%         |
| <b>Closed Sales</b>                 | <p>Q1-2018: 15, Q3-2018: 20, Q1-2019: 32, Q3-2019: 19, Q1-2020: 23, Q3-2020: 25</p>  | 25       | <b>25</b>        | 0.0%           | 101      | <b>79</b>        | - 21.8%        |
| <b>Days on Market</b>               | <p>Q1-2018: 101, Q3-2018: 111, Q1-2019: 119, Q3-2019: 100, Q1-2020: 77, Q3-2020: 103</p>                                     | 115      | <b>69</b>        | - 40.0%        | 105      | <b>87</b>        | - 17.1%        |
| <b>Median Sales Price</b>           | <p>Q1-2018: \$60,000, Q3-2018: \$70,000, Q1-2019: \$70,000, Q3-2019: \$82,500, Q1-2020: \$85,000, Q3-2020: \$87,000</p>      | \$69,999 | <b>\$87,000</b>  | + 24.3%        | \$76,000 | <b>\$85,000</b>  | + 11.8%        |
| <b>Average Sales Price</b>          | <p>Q1-2018: \$68,917, Q3-2018: \$105,120, Q1-2019: \$113,783, Q3-2019: \$104,263, Q1-2020: \$124,615, Q3-2020: \$123,016</p> | \$94,196 | <b>\$123,016</b> | + 30.6%        | \$96,234 | <b>\$118,884</b> | + 23.5%        |
| <b>Pct. of Orig. Price Received</b> | <p>Q1-2018: 91.6%, Q3-2018: 90.0%, Q1-2019: 89.6%, Q3-2019: 90.0%, Q1-2020: 92.9%, Q3-2020: 92.5%</p>                        | 88.5%    | <b>93.7%</b>     | + 5.9%         | 90.4%    | <b>92.8%</b>     | + 2.7%         |
| <b>Housing Affordability Index</b>  | <p>Q1-2018: 512, Q3-2018: 427, Q1-2019: 435, Q3-2019: 394, Q1-2020: 388, Q3-2020: 449</p>                                    | 463      | <b>408</b>       | - 11.9%        | 426      | <b>417</b>       | - 2.1%         |
| <b>Inventory of Homes for Sale</b>  | <p>Q1-2018: 54, Q3-2018: 53, Q1-2019: 48, Q3-2019: 43, Q1-2020: 41, Q3-2020: 47</p>  | 37       | <b>41</b>        | + 10.8%        | --       | --               | --             |
| <b>Months Supply of Inventory</b>   | <p>Q1-2018: 7.9, Q3-2018: 8.4, Q1-2019: 5.9, Q3-2019: 5.0, Q1-2020: 5.9, Q3-2020: 7.1</p>                                    | 4.7      | <b>5.7</b>       | + 21.3%        | --       | --               | --             |

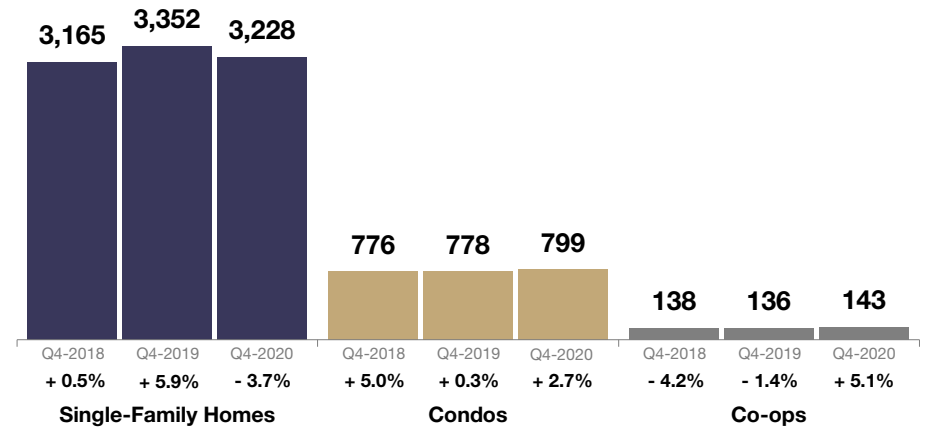
# New Listings

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

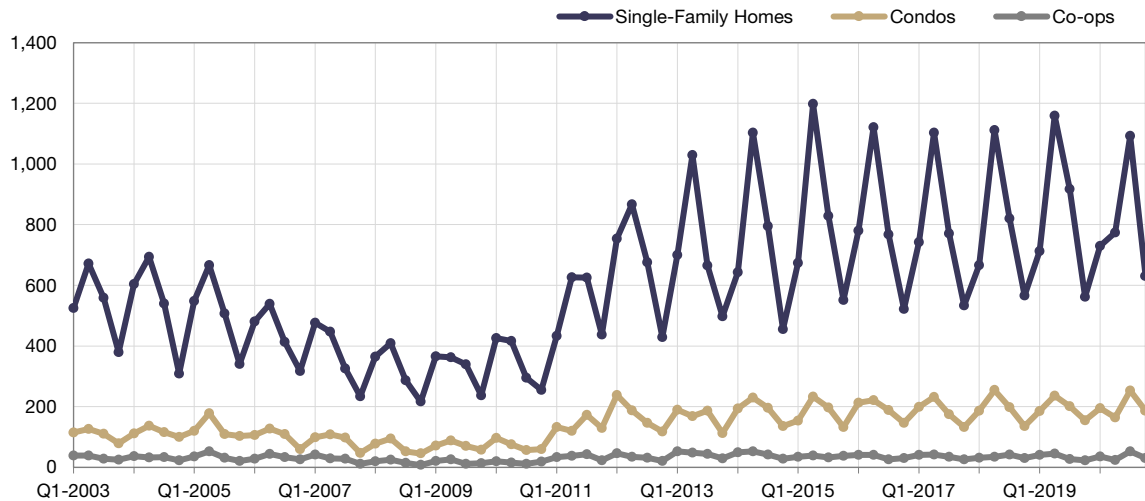
## Q4-2020



## Year to Date



## Historical New Listings by Quarter



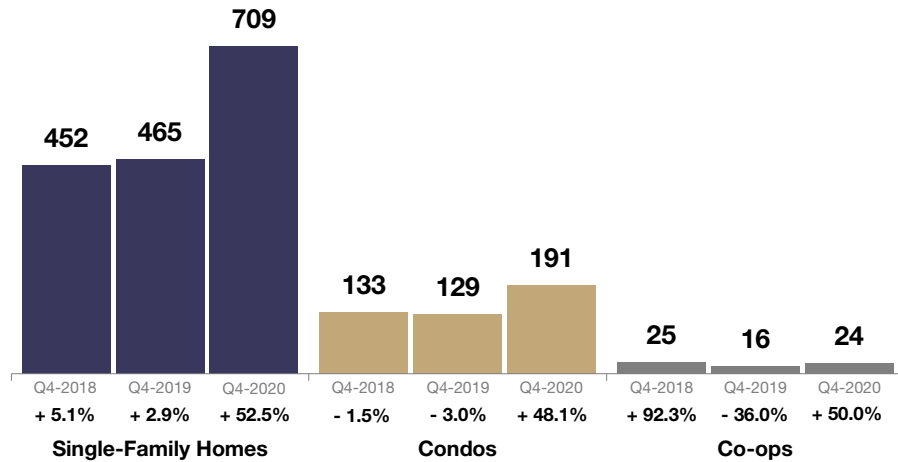
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos     | Co-ops    |
|----------------|---------------------|------------|-----------|
| Q1-2018        | 667                 | 187        | 31        |
| Q2-2018        | 1,112               | 255        | 35        |
| Q3-2018        | 820                 | 198        | 42        |
| Q4-2018        | 566                 | 136        | 30        |
| Q1-2019        | 713                 | 186        | 41        |
| Q2-2019        | 1,159               | 236        | 45        |
| Q3-2019        | 918                 | 201        | 27        |
| Q4-2019        | 562                 | 155        | 23        |
| Q1-2020        | 730                 | 195        | 36        |
| Q2-2020        | 774                 | 164        | 24        |
| Q3-2020        | 1,093               | 253        | 53        |
| <b>Q4-2020</b> | <b>631</b>          | <b>187</b> | <b>30</b> |

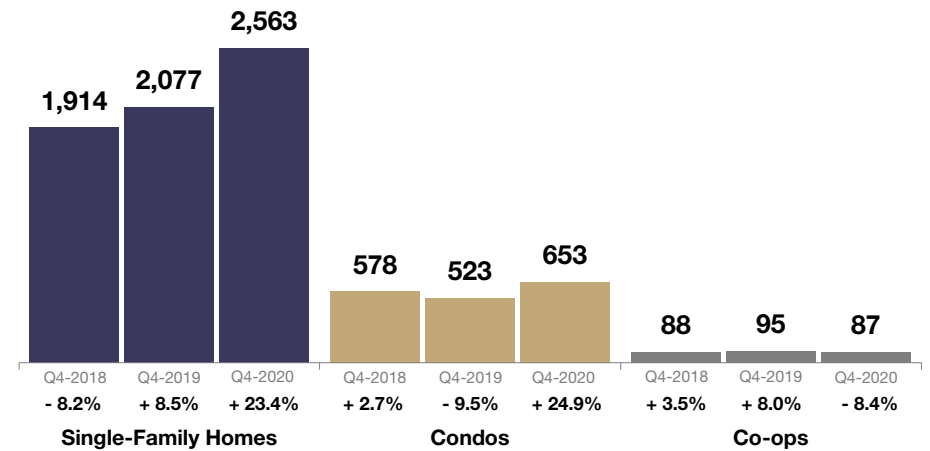
# Pending Sales

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

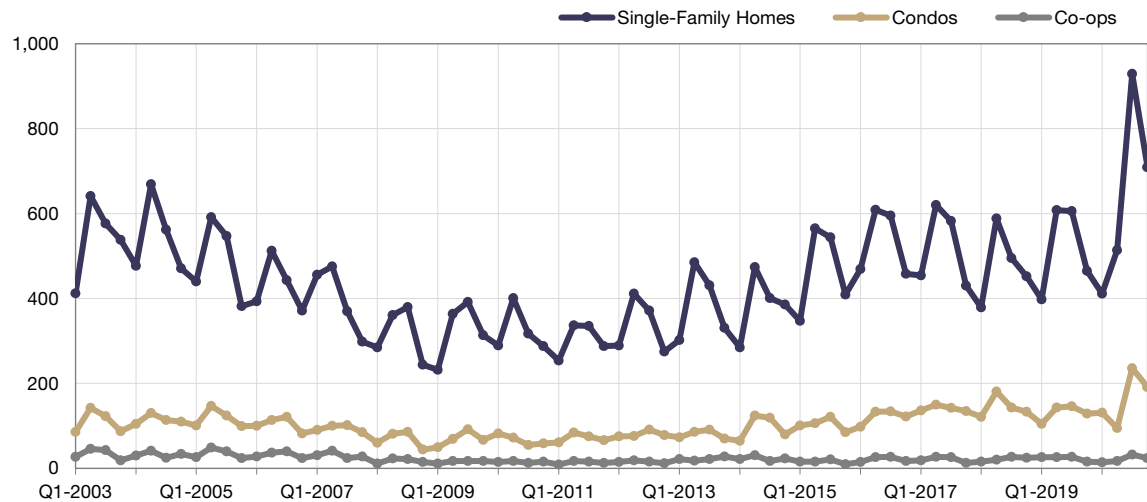
## Q4-2020



## Year to Date



## Historical Pending Sales by Quarter



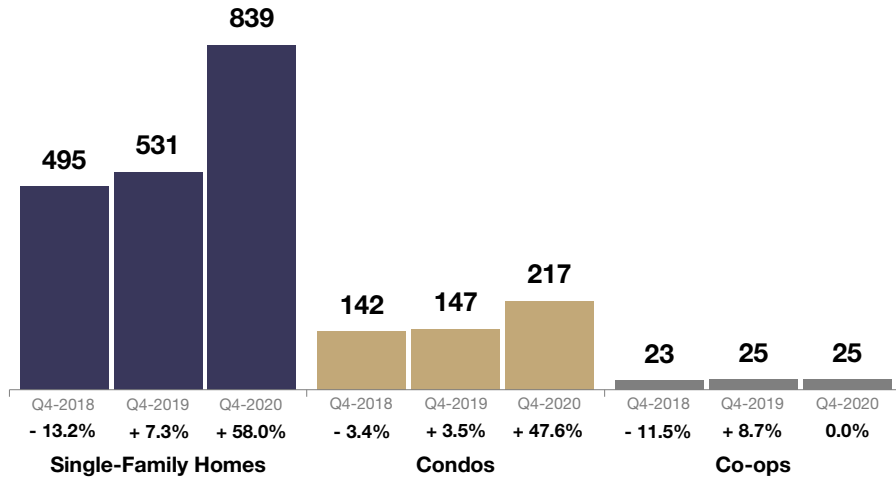
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos     | Co-ops    |
|----------------|---------------------|------------|-----------|
| Q1-2018        | 379                 | 121        | 16        |
| Q2-2018        | 588                 | 181        | 20        |
| Q3-2018        | 495                 | 143        | 27        |
| Q4-2018        | 452                 | 133        | 25        |
| Q1-2019        | 398                 | 105        | 26        |
| Q2-2019        | 608                 | 143        | 26        |
| Q3-2019        | 606                 | 146        | 27        |
| Q4-2019        | 465                 | 129        | 16        |
| Q1-2020        | 411                 | 131        | 14        |
| Q2-2020        | 514                 | 95         | 17        |
| Q3-2020        | 929                 | 236        | 32        |
| <b>Q4-2020</b> | <b>709</b>          | <b>191</b> | <b>24</b> |

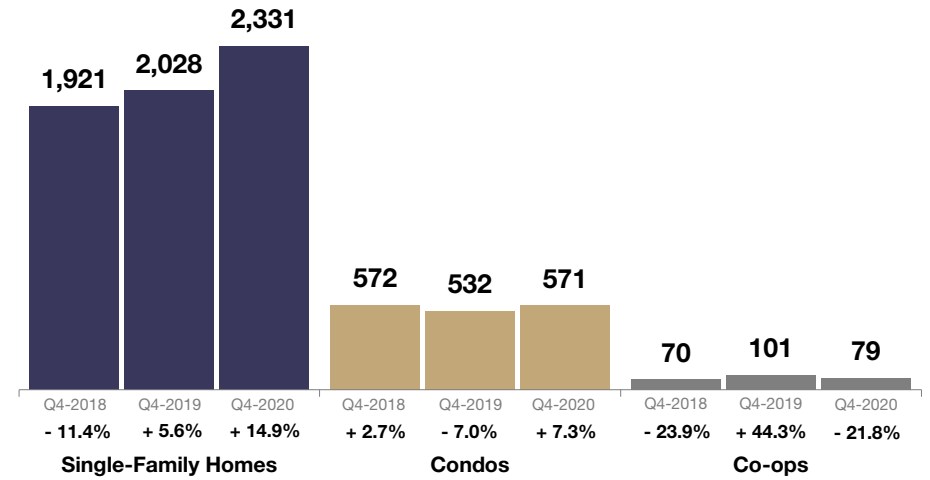
# Closed Sales

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

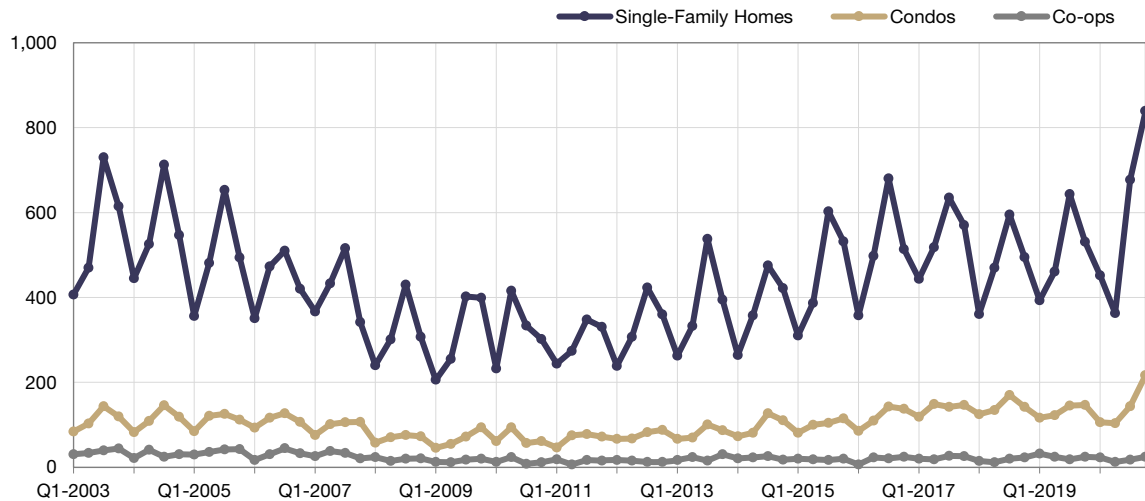
## Q4-2020



## Year to Date



## Historical Closed Sales by Quarter



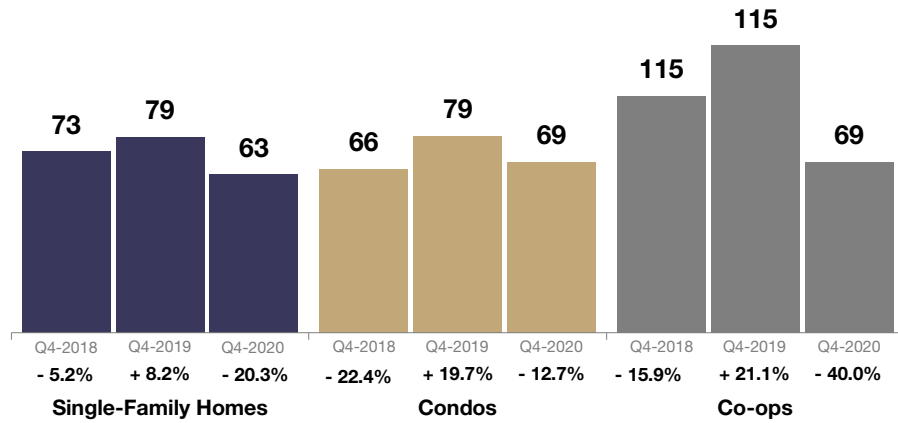
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos     | Co-ops    |
|----------------|---------------------|------------|-----------|
| Q1-2018        | 361                 | 125        | 15        |
| Q2-2018        | 470                 | 135        | 12        |
| Q3-2018        | 595                 | 170        | 20        |
| Q4-2018        | 495                 | 142        | 23        |
| Q1-2019        | 393                 | 117        | 32        |
| Q2-2019        | 461                 | 123        | 25        |
| Q3-2019        | 643                 | 145        | 19        |
| Q4-2019        | 531                 | 147        | 25        |
| Q1-2020        | 452                 | 106        | 23        |
| Q2-2020        | 363                 | 104        | 13        |
| Q3-2020        | 677                 | 144        | 18        |
| <b>Q4-2020</b> | <b>839</b>          | <b>217</b> | <b>25</b> |

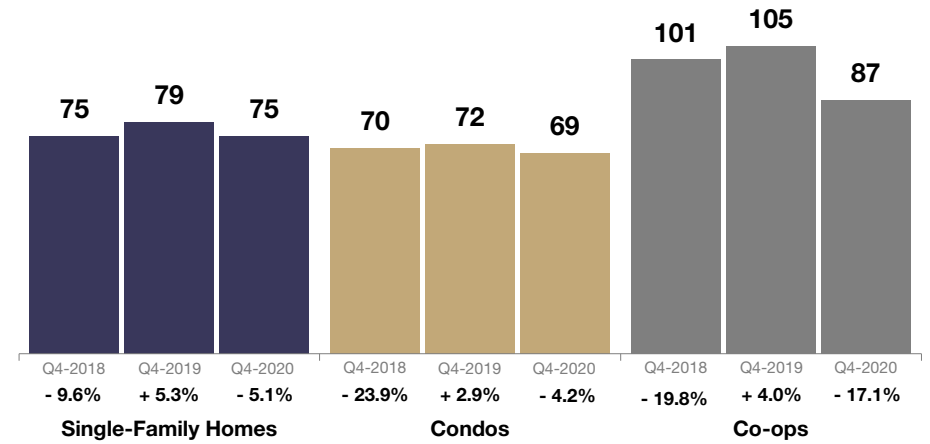
# Days on Market Until Sale

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

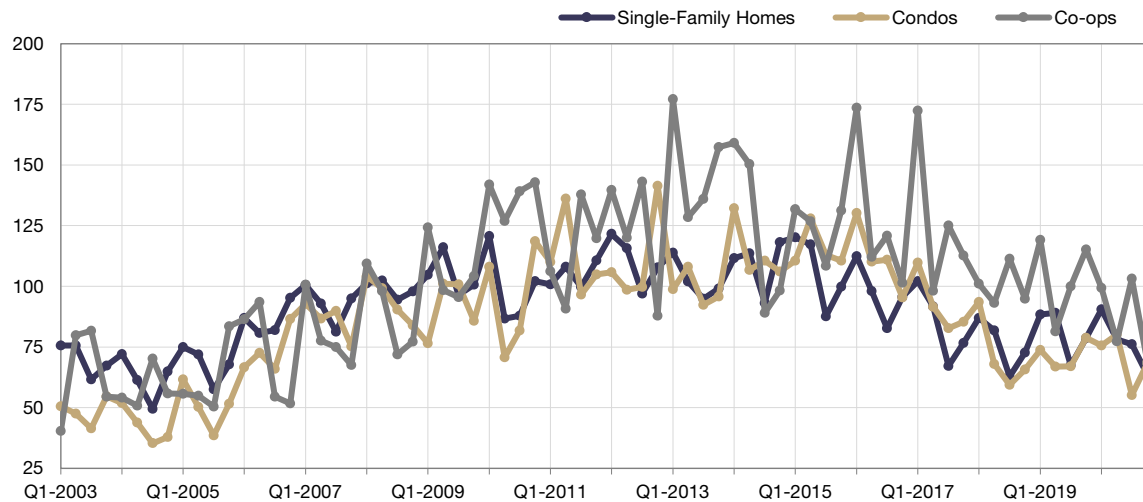
## Q4-2020



## Year to Date



## Historical Days on Market Until Sale by Quarter



| Quarter        | Single-Family Homes | Condos    | Co-ops    |
|----------------|---------------------|-----------|-----------|
| Q1-2018        | 87                  | 94        | 101       |
| Q2-2018        | 82                  | 68        | 93        |
| Q3-2018        | 63                  | 59        | 111       |
| Q4-2018        | 73                  | 66        | 95        |
| Q1-2019        | 88                  | 74        | 119       |
| Q2-2019        | 89                  | 67        | 81        |
| Q3-2019        | 67                  | 67        | 100       |
| Q4-2019        | 79                  | 79        | 115       |
| Q1-2020        | 90                  | 76        | 99        |
| Q2-2020        | 78                  | 80        | 77        |
| Q3-2020        | 76                  | 55        | 103       |
| <b>Q4-2020</b> | <b>63</b>           | <b>69</b> | <b>69</b> |

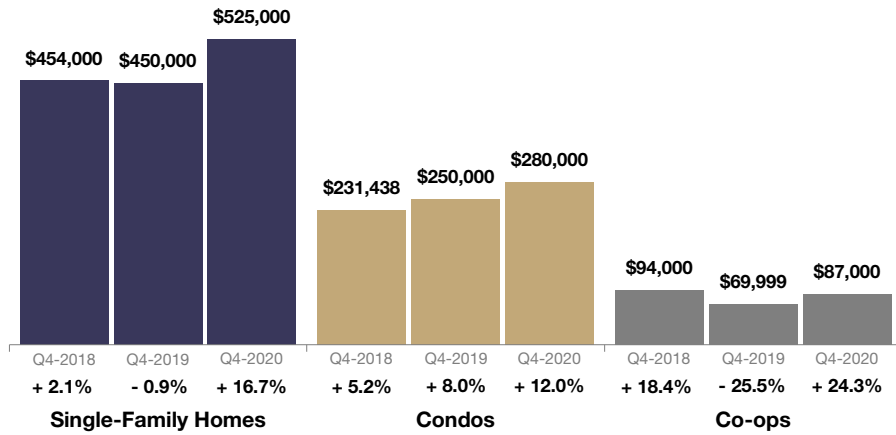
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.



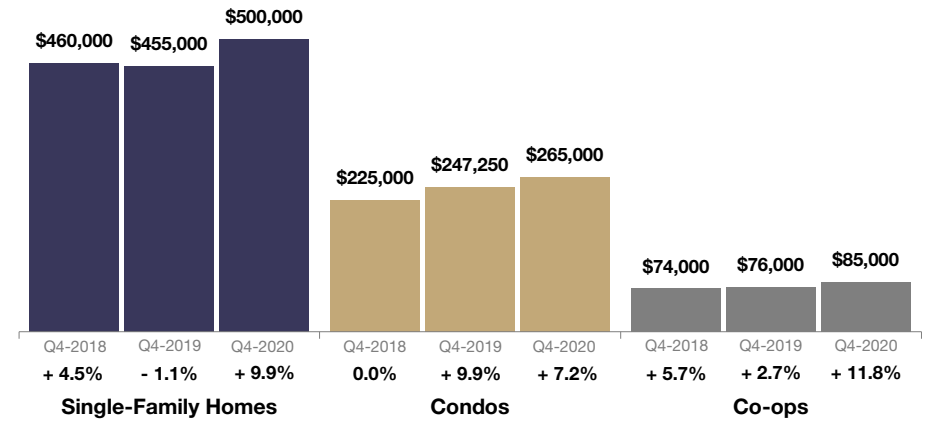
# Median Sales Price

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

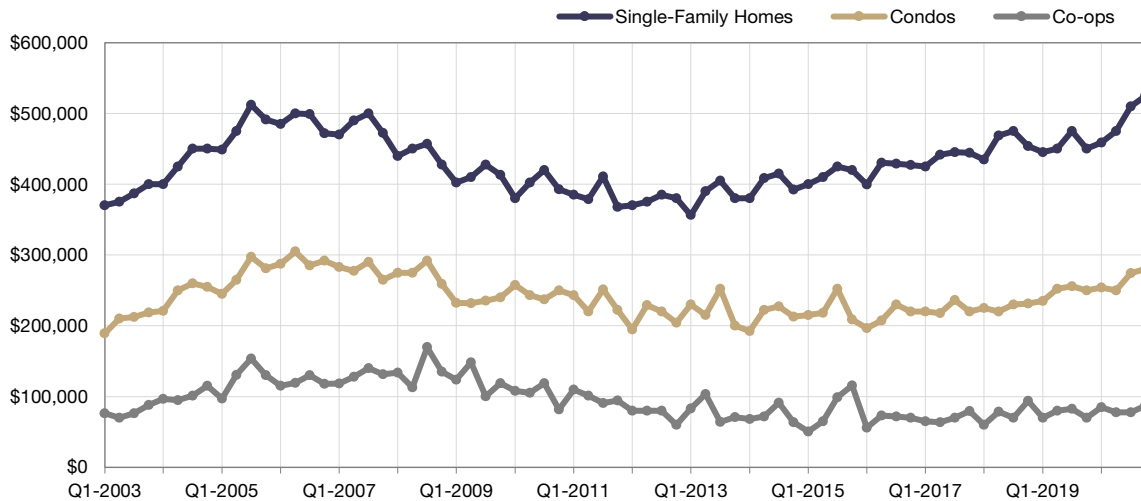
## Q4-2020



## Year to Date



## Historical Median Sales Price by Quarter



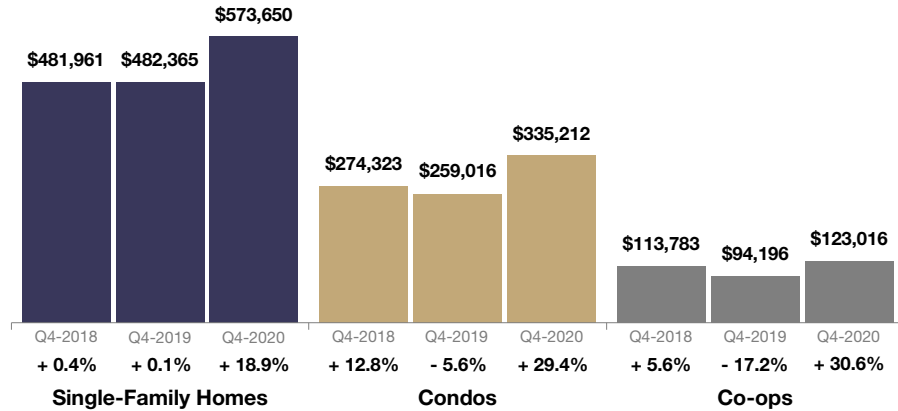
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos           | Co-ops          |
|----------------|---------------------|------------------|-----------------|
| Q1-2018        | \$435,000           | \$225,000        | \$60,000        |
| Q2-2018        | \$468,750           | \$219,900        | \$78,750        |
| Q3-2018        | \$475,000           | \$230,050        | \$70,000        |
| Q4-2018        | \$454,000           | \$231,438        | \$94,000        |
| Q1-2019        | \$445,000           | \$235,000        | \$70,000        |
| Q2-2019        | \$450,000           | \$252,000        | \$80,000        |
| Q3-2019        | \$475,000           | \$256,000        | \$82,500        |
| Q4-2019        | \$450,000           | \$250,000        | \$69,999        |
| Q1-2020        | \$459,000           | \$254,000        | \$85,000        |
| Q2-2020        | \$475,000           | \$250,000        | \$77,500        |
| Q3-2020        | \$510,000           | \$274,400        | \$77,500        |
| <b>Q4-2020</b> | <b>\$525,000</b>    | <b>\$280,000</b> | <b>\$87,000</b> |

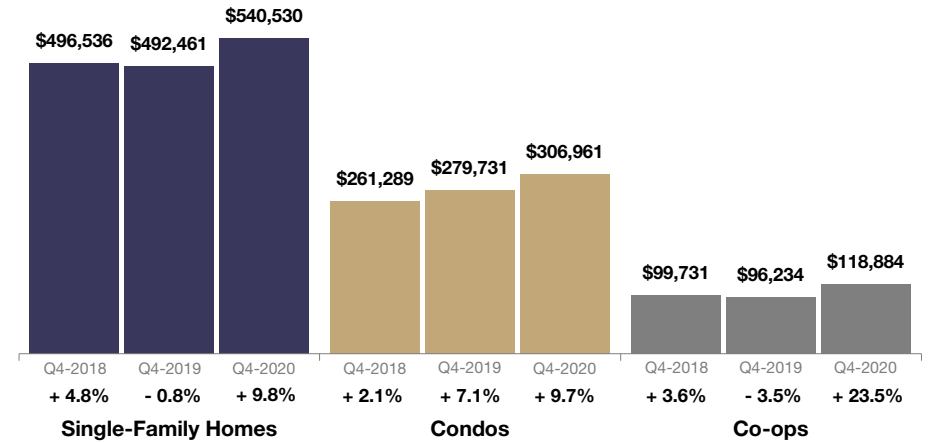
# Average Sales Price

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

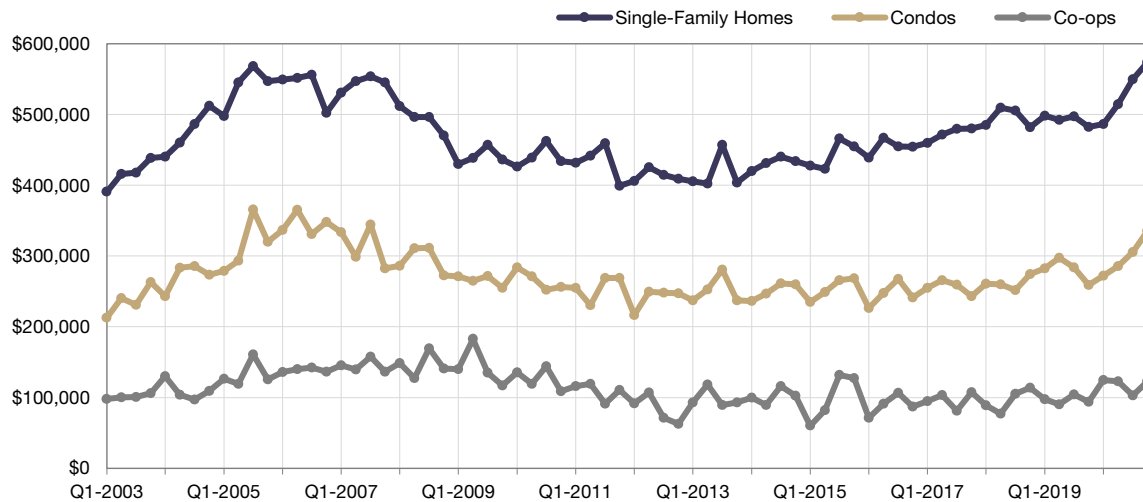
## Q4-2020



## Year to Date



## Historical Average Sales Price by Quarter



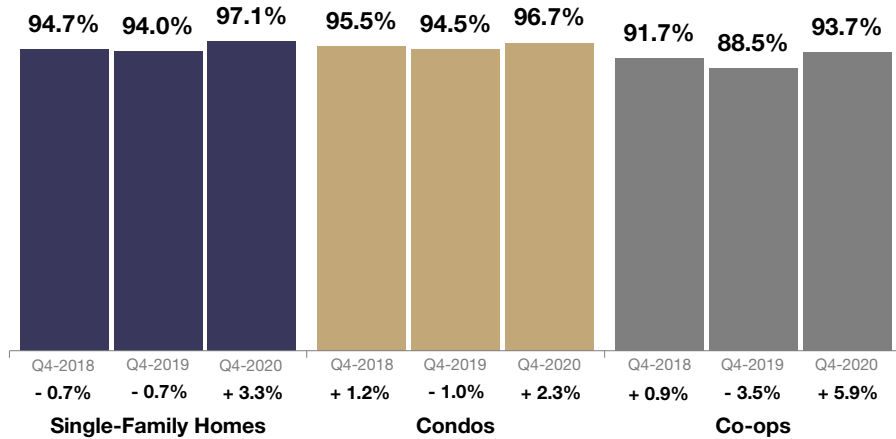
| Quarter        | Single-Family Homes | Condos           | Co-ops           |
|----------------|---------------------|------------------|------------------|
| Q1-2018        | \$484,869           | \$260,716        | \$88,917         |
| Q2-2018        | \$509,587           | \$260,017        | \$77,333         |
| Q3-2018        | \$505,412           | \$251,835        | \$105,120        |
| Q4-2018        | \$481,961           | \$274,323        | \$113,783        |
| Q1-2019        | \$498,252           | \$282,310        | \$97,695         |
| Q2-2019        | \$492,293           | \$297,233        | \$90,300         |
| Q3-2019        | \$497,380           | \$283,806        | \$104,263        |
| Q4-2019        | \$482,365           | \$259,016        | \$94,196         |
| Q1-2020        | \$486,154           | \$271,964        | \$124,615        |
| Q2-2020        | \$514,532           | \$285,712        | \$123,038        |
| Q3-2020        | \$549,691           | \$305,496        | \$102,822        |
| <b>Q4-2020</b> | <b>\$573,650</b>    | <b>\$335,212</b> | <b>\$123,016</b> |

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

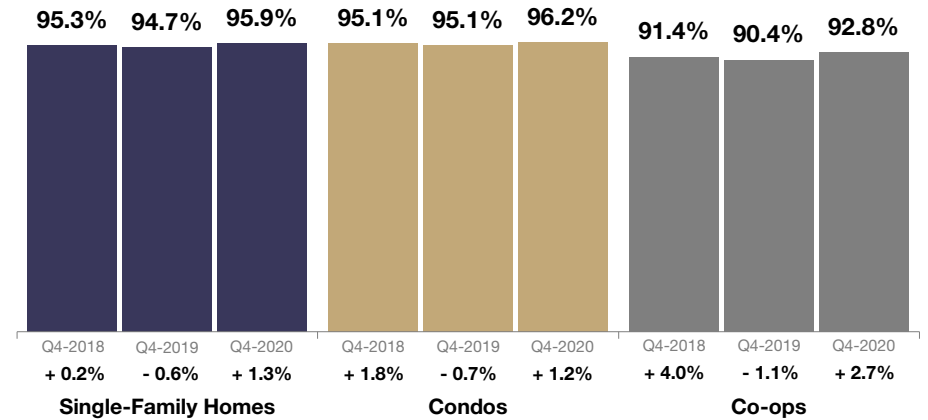
# Percent of Original List Price Received

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.

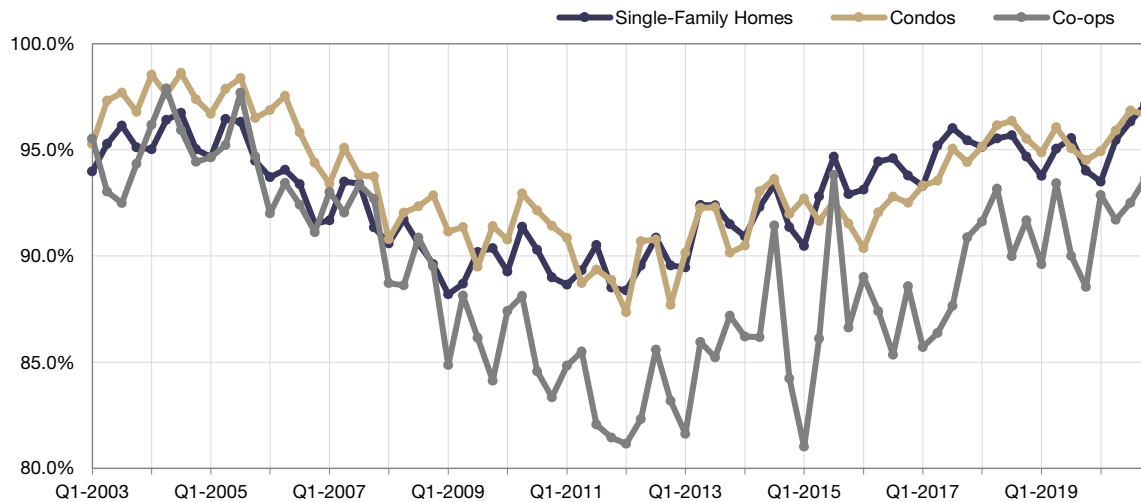
## Q4-2020



## Year to Date



## Historical Percent of Original List Price Received by Quarter



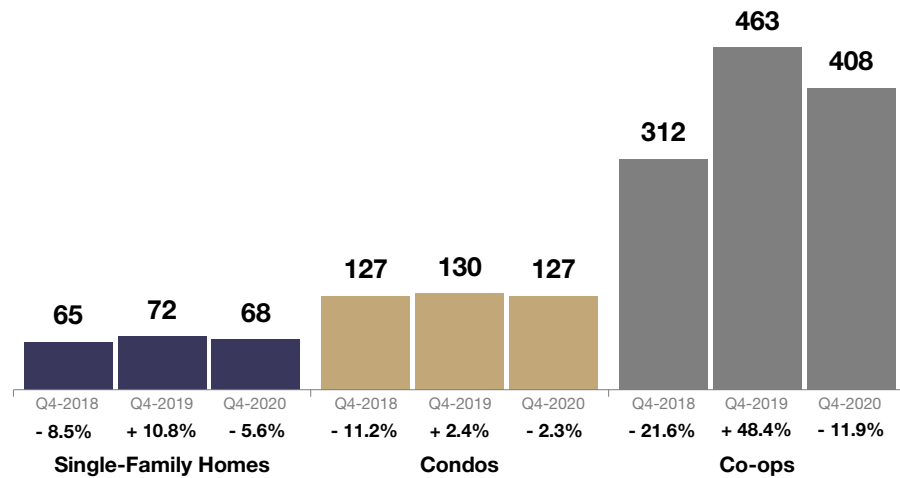
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos       | Co-ops       |
|----------------|---------------------|--------------|--------------|
| Q1-2018        | 95.1%               | 95.1%        | 91.6%        |
| Q2-2018        | 95.5%               | 96.2%        | 93.2%        |
| Q3-2018        | 95.7%               | 96.4%        | 90.0%        |
| Q4-2018        | 94.7%               | 95.5%        | 91.7%        |
| Q1-2019        | 93.8%               | 94.9%        | 89.6%        |
| Q2-2019        | 95.1%               | 96.1%        | 93.4%        |
| Q3-2019        | 95.6%               | 95.1%        | 90.0%        |
| Q4-2019        | 94.0%               | 94.5%        | 88.5%        |
| Q1-2020        | 93.5%               | 94.9%        | 92.9%        |
| Q2-2020        | 95.5%               | 95.9%        | 91.7%        |
| Q3-2020        | 96.3%               | 96.8%        | 92.5%        |
| <b>Q4-2020</b> | <b>97.1%</b>        | <b>96.7%</b> | <b>93.7%</b> |

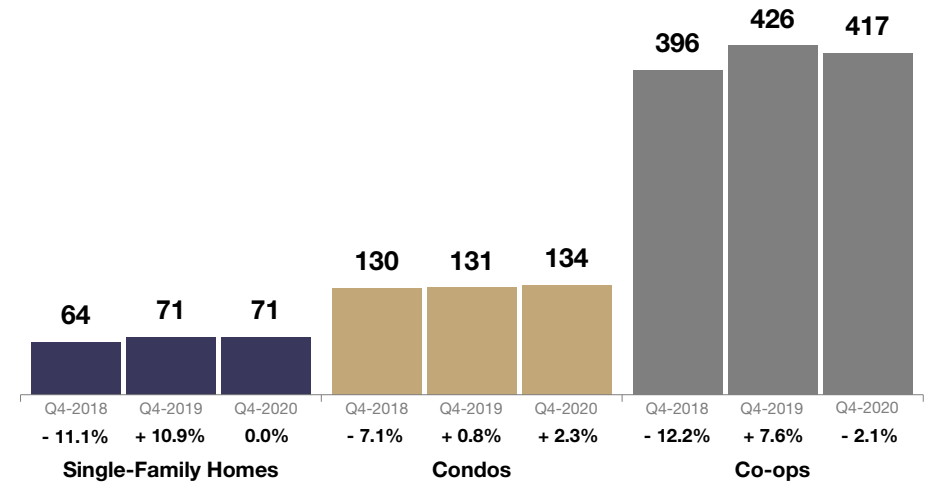
# Housing Affordability Index

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.

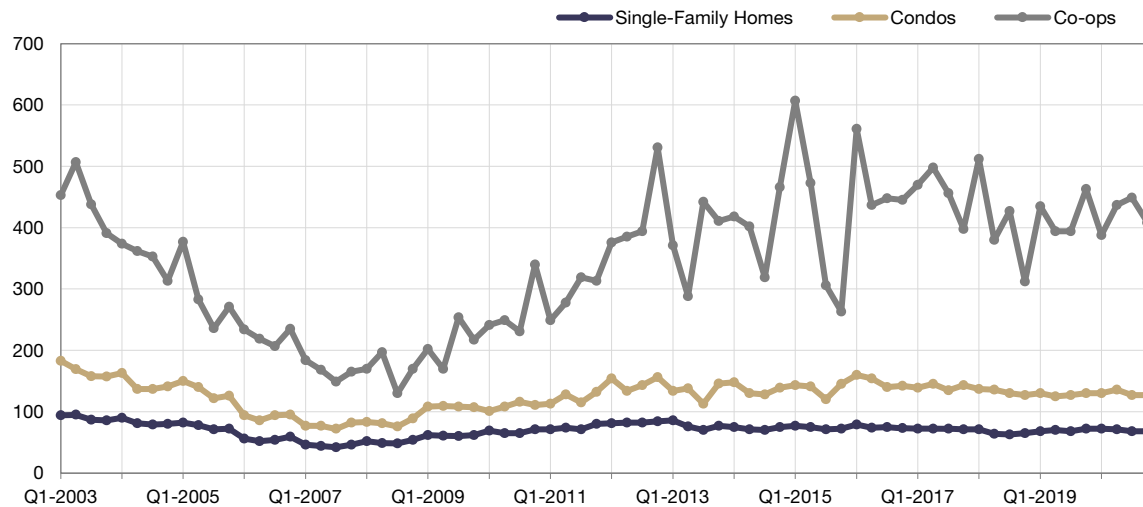
## Q4-2020



## Year to Date



## Historical Housing Affordability Index by Quarter



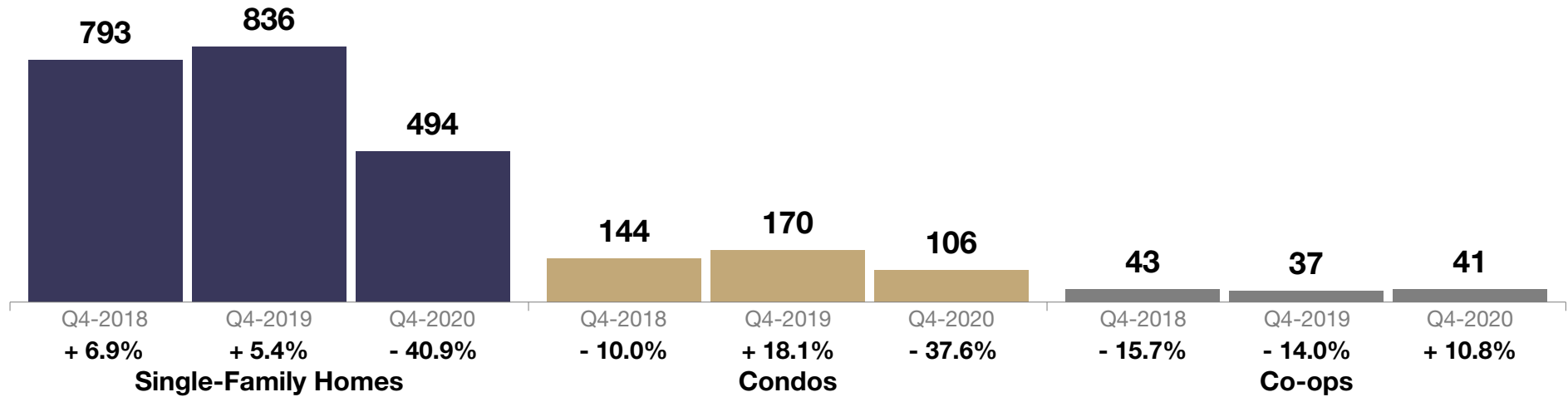
| Quarter        | Single-Family Homes | Condos     | Co-ops     |
|----------------|---------------------|------------|------------|
| Q1-2018        | 71                  | 137        | 512        |
| Q2-2018        | 64                  | 136        | 380        |
| Q3-2018        | 63                  | 130        | 427        |
| Q4-2018        | 65                  | 127        | 312        |
| Q1-2019        | 68                  | 130        | 435        |
| Q2-2019        | 70                  | 125        | 394        |
| Q3-2019        | 68                  | 127        | 394        |
| Q4-2019        | 72                  | 130        | 463        |
| Q1-2020        | 72                  | 130        | 388        |
| Q2-2020        | 71                  | 136        | 437        |
| Q3-2020        | 68                  | 127        | 449        |
| <b>Q4-2020</b> | <b>68</b>           | <b>127</b> | <b>408</b> |

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

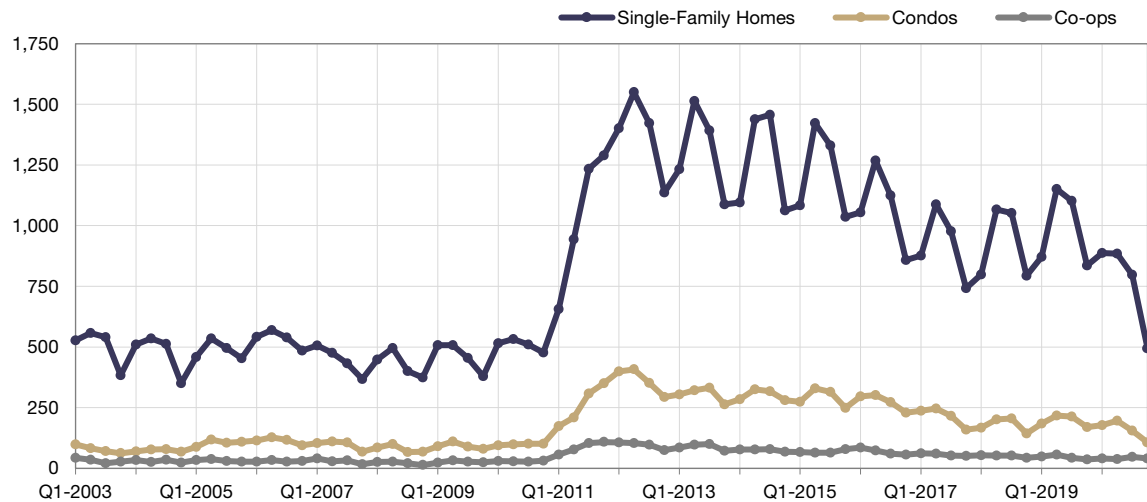
# Inventory of Homes for Sale

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

## Q4-2020



## Historical Inventory of Homes for Sale by Quarter



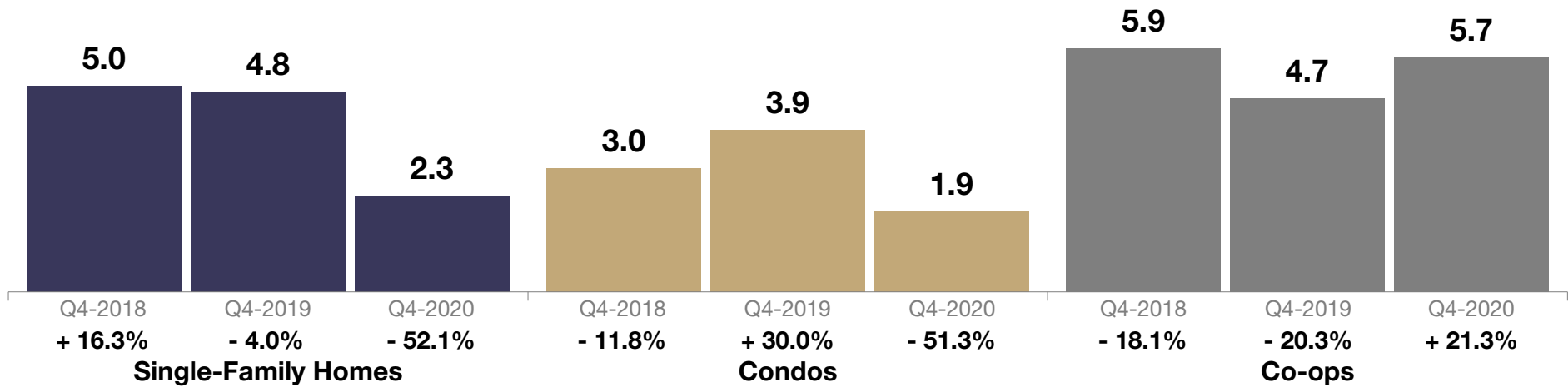
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

| Quarter        | Single-Family Homes | Condos     | Co-ops    |
|----------------|---------------------|------------|-----------|
| Q1-2018        | 799                 | 167        | 54        |
| Q2-2018        | 1,067               | 201        | 52        |
| Q3-2018        | 1,052               | 205        | 53        |
| Q4-2018        | 793                 | 144        | 43        |
| Q1-2019        | 871                 | 184        | 48        |
| Q2-2019        | 1,151               | 217        | 57        |
| Q3-2019        | 1,102               | 213        | 43        |
| Q4-2019        | 836                 | 170        | 37        |
| Q1-2020        | 887                 | 178        | 41        |
| Q2-2020        | 885                 | 196        | 38        |
| Q3-2020        | 797                 | 156        | 47        |
| <b>Q4-2020</b> | <b>494</b>          | <b>106</b> | <b>41</b> |

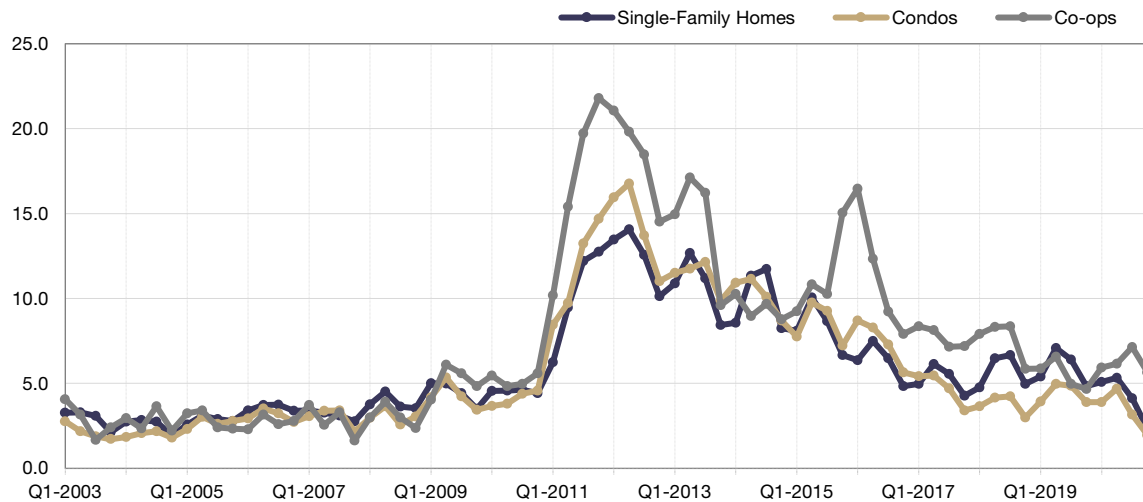
# Months Supply of Inventory

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.

## Q4-2020



## Historical Months Supply of Inventory 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     |
|----------------|---------------------|------------|------------|
| Q1-2018        | 4.8                 | 3.7        | 7.9        |
| Q2-2018        | 6.5                 | 4.2        | 8.3        |
| Q3-2018        | 6.7                 | 4.2        | 8.4        |
| Q4-2018        | 5.0                 | 3.0        | 5.9        |
| Q1-2019        | 5.4                 | 3.9        | 5.9        |
| Q2-2019        | 7.1                 | 5.0        | 6.6        |
| Q3-2019        | 6.4                 | 4.9        | 5.0        |
| Q4-2019        | 4.8                 | 3.9        | 4.7        |
| Q1-2020        | 5.1                 | 3.9        | 5.9        |
| Q2-2020        | 5.3                 | 4.7        | 6.2        |
| Q3-2020        | 4.1                 | 3.2        | 7.1        |
| <b>Q4-2020</b> | <b>2.3</b>          | <b>1.9</b> | <b>5.7</b> |

# 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  | Q4-2019   | Q4-2020          | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>New Listings</b>                 | <p>885, 1,402, 1,060, 732, 940, 1,440, 1,146, 740, 961, 962, 1,399, 848</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 740       | <b>848</b>       | + 14.6%        | 4,266     | <b>4,170</b>     | - 2.3%         |
| <b>Pending Sales</b>                | <p>516, 789, 665, 610, 529, 777, 779, 610, 556, 626, 1,197, 924</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 610       | <b>924</b>       | + 51.5%        | 2,695     | <b>3,303</b>     | + 22.6%        |
| <b>Closed Sales</b>                 | <p>501, 617, 785, 660, 542, 609, 807, 703, 581, 480, 839, 1,081</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 703       | <b>1,081</b>     | + 53.8%        | 2,661     | <b>2,981</b>     | + 12.0%        |
| <b>Days on Market</b>               | <p>89, 79, 63, 72, 87, 84, 68, 80, 88, 79, 73, 65</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 80        | <b>65</b>        | - 18.8%        | 79        | <b>74</b>        | - 6.3%         |
| <b>Median Sales Price</b>           | <p>\$385,000, \$425,000, \$430,000, \$410,000, \$390,000, \$418,064, \$435,000, \$409,000, \$415,000, \$439,000, \$470,000, \$485,000</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p> | \$408,000 | <b>\$485,000</b> | + 18.9%        | \$417,500 | <b>\$459,000</b> | + 9.9%         |
| <b>Average Sales Price</b>          | <p>\$416,852, \$446,574, \$440,299, \$424,457, \$427,088, \$436,302, \$449,750, \$421,858, \$432,764, \$454,226, \$498,192, \$515,364</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p> | \$421,858 | <b>\$515,364</b> | + 22.2%        | \$434,870 | <b>\$484,598</b> | + 11.4%        |
| <b>Pct. of Orig. Price Received</b> | <p>95.0%, 95.6%, 95.7%, 94.8%, 93.8%, 95.2%, 95.3%, 93.9%, 93.7%, 95.5%, 96.3%, 97.0%</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 93.9%     | <b>97.0%</b>     | + 3.3%         | 94.6%     | <b>95.9%</b>     | + 1.4%         |
| <b>Housing Affordability Index</b>  | <p>80, 70, 69, 71, 78, 75, 75, 79, 80, 77, 74, 73</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 79        | <b>73</b>        | - 7.6%         | 78        | <b>77</b>        | - 1.3%         |
| <b>Inventory of Homes for Sale</b>  | <p>1,020, 1,320, 1,310, 980, 1,103, 1,425, 1,358, 1,043, 1,106, 1,119, 1,000, 641</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 1,043     | <b>641</b>       | - 38.5%        | --        | --               | --             |
| <b>Months Supply of Inventory</b>   | <p>4.6, 6.0, 6.2, 4.6, 5.1, 6.6, 6.0, 4.6, 4.9, 5.2, 4.0, 2.3</p> <p>Q1-2018, Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020</p>   | 4.6       | <b>2.3</b>       | - 50.0%        | --        | --               | --             |