

Quarterly Indicators

Orange County



Q2-2021

Q2 2021 continued the trends seen in the first quarter – strong buyer demand and low inventory in most market segments, coupled with low interest rates, drove multiple offers for above asking price on many properties. In May, the National Association of REALTORS® reported that the median sales price of existing homes rose by 24% over the previous year – the highest increase since 1999. While this breakneck pace of price appreciation is likely to slow a bit in the coming months, low inventory and healthy buyer demand are expected to keep the market active throughout the next quarter.

- Single-Family Closed Sales were up 53.6 percent to 963.
- Condos Closed Sales were up 50.6 percent to 122.
- Co-ops Closed Sales were up 200.0 percent to 6.
- Single-Family Median Sales Price increased 20.6 percent to \$360,000.
- Condos Median Sales Price increased 15.8 percent to \$220,000.
- Co-ops Median Sales Price increased 8.8 percent to \$80,500.

As the quarter was coming to a close, lumber prices fell by more than half of their record highs earlier in the quarter, but were still about double from their pre-pandemic levels. The lower lumber prices are great news for new construction builders and potential homebuyers and are likely to have a positive impact on the amount of housing built in the coming months, as some projects that were delayed due to high prices are restarted.

Quarterly Snapshot

+ 53.7% **- 40.0%** **+ 19.6%**

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	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>1,518 (Q3-2018), 945 (Q4-2018), 1,171 (Q1-2019), 1,808 (Q2-2019), 1,561 (Q3-2019), 853 (Q4-2019), 1,195 (Q1-2020), 1,338 (Q2-2020), 1,903 (Q3-2020), 1,109 (Q4-2020), 1,007 (Q1-2021), 1,648 (Q2-2021)</p>	1,338	1,648	+ 23.2%	2,533	2,655	+ 4.8%
Pending Sales	<p>1,027 (Q3-2018), 857 (Q4-2018), 812 (Q1-2019), 1,069 (Q2-2019), 1,056 (Q3-2019), 779 (Q4-2019), 699 (Q1-2020), 930 (Q2-2020), 1,615 (Q3-2020), 1,233 (Q4-2020), 941 (Q1-2021), 1,233 (Q2-2021)</p>	930	1,233	+ 32.6%	1,629	2,174	+ 33.5%
Closed Sales	<p>1,074 (Q3-2018), 1,032 (Q4-2018), 764 (Q1-2019), 850 (Q2-2019), 1,103 (Q3-2019), 956 (Q4-2019), 741 (Q1-2020), 627 (Q2-2020), 1,193 (Q3-2020), 1,429 (Q4-2020), 1,155 (Q1-2021), 963 (Q2-2021)</p>	627	963	+ 53.6%	1,368	2,118	+ 54.8%
Days on Market	<p>85 (Q3-2018), 89 (Q4-2018), 107 (Q1-2019), 95 (Q2-2019), 81 (Q3-2019), 87 (Q4-2019), 104 (Q1-2020), 103 (Q2-2020), 86 (Q3-2020), 70 (Q4-2020), 71 (Q1-2021), 58 (Q2-2021)</p>	103	58	- 43.7%	104	65	- 37.5%
Median Sales Price	<p>\$275,000 (Q3-2018), \$258,050 (Q4-2018), \$250,000 (Q1-2019), \$265,000 (Q2-2019), \$288,525 (Q3-2019), \$277,500 (Q4-2019), \$277,950 (Q1-2020), \$288,500 (Q2-2020), \$330,000 (Q3-2020), \$330,000 (Q4-2020), \$340,000 (Q1-2021), \$360,000 (Q2-2021)</p>	\$298,500	\$360,000	+ 20.6%	\$285,000	\$347,000	+ 21.8%
Average Sales Price	<p>\$303,831 (Q3-2018), \$276,822 (Q4-2018), \$266,538 (Q1-2019), \$282,199 (Q2-2019), \$302,127 (Q3-2019), \$298,913 (Q4-2019), \$302,850 (Q1-2020), \$307,817 (Q2-2020), \$351,757 (Q3-2020), \$359,257 (Q4-2020), \$357,178 (Q1-2021), \$388,091 (Q2-2021)</p>	\$307,817	\$388,091	+ 26.1%	\$305,018	\$371,239	+ 21.7%
Pct. of Orig. Price Received	<p>95.9% (Q3-2018), 94.2% (Q4-2018), 93.6% (Q1-2019), 95.0% (Q2-2019), 95.7% (Q3-2019), 94.7% (Q4-2019), 94.5% (Q1-2020), 94.8% (Q2-2020), 97.4% (Q3-2020), 98.3% (Q4-2020), 97.9% (Q1-2021), 99.9% (Q2-2021)</p>	94.8%	99.9%	+ 5.4%	94.6%	98.8%	+ 4.4%
Housing Affordability Index	<p>147 (Q3-2018), 153 (Q4-2018), 164 (Q1-2019), 161 (Q2-2019), 152 (Q3-2019), 158 (Q4-2019), 160 (Q1-2020), 153 (Q2-2020), 143 (Q3-2020), 145 (Q4-2020), 139 (Q1-2021), 130 (Q2-2021)</p>	153	130	- 15.0%	161	135	- 16.1%
Inventory of Homes for Sale	<p>1,991 (Q3-2018), 1,584 (Q4-2018), 1,575 (Q1-2019), 1,951 (Q2-2019), 1,984 (Q3-2019), 1,518 (Q4-2019), 1,569 (Q1-2020), 1,593 (Q2-2020), 1,497 (Q3-2020), 1,053 (Q4-2020), 868 (Q1-2021), 944 (Q2-2021)</p>	1,593	944	- 40.7%	--	--	--
Months Supply of Inventory	<p>6.3 (Q3-2018), 5.1 (Q4-2018), 5.0 (Q1-2019), 6.2 (Q2-2019), 6.3 (Q3-2019), 4.9 (Q4-2019), 5.2 (Q1-2020), 5.5 (Q2-2020), 4.5 (Q3-2020), 2.8 (Q4-2020), 2.2 (Q1-2021), 2.3 (Q2-2021)</p>	5.5	2.3	- 58.2%	--	--	--

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	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>182, 133, 148, 176, 174, 92, 160, 137, 197, 144, 147, 204</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	137	204	+ 48.9%	297	351	+ 18.2%
Pending Sales	<p>137, 143, 98, 126, 151, 101, 101, 95, 181, 141, 125, 163</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	95	163	+ 71.6%	196	288	+ 46.9%
Closed Sales	<p>143, 137, 117, 114, 144, 137, 86, 81, 138, 152, 147, 122</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	81	122	+ 50.6%	167	269	+ 61.1%
Days on Market	<p>56, 68, 71, 70, 62, 62, 72, 65, 64, 51, 51, 37</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	65	37	- 43.1%	69	45	- 34.8%
Median Sales Price	<p>\$185,000, \$184,900, \$170,000, \$195,000, \$190,000, \$187,000, \$182,000, \$190,000, \$210,750, \$216,650, \$214,000, \$220,000</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	\$190,000	\$220,000	+ 15.8%	\$185,500	\$220,000	+ 18.6%
Average Sales Price	<p>\$194,049, \$209,187, \$171,376, \$214,606, \$206,597, \$199,553, \$197,165, \$202,235, \$222,405, \$222,006, \$224,886, \$229,648</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	\$202,235	\$229,648	+ 13.6%	\$199,624	\$227,046	+ 13.7%
Pct. of Orig. Price Received	<p>96.8%, 96.0%, 96.4%, 97.3%, 96.8%, 95.5%, 95.0%, 95.9%, 96.4%, 97.9%, 98.6%, 99.6%</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	95.9%	99.6%	+ 3.9%	95.4%	99.1%	+ 3.9%
Housing Affordability Index	<p>218, 214, 242, 218, 231, 234, 245, 241, 223, 221, 221, 213</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	241	213	- 11.6%	247	213	- 13.8%
Inventory of Homes for Sale	<p>163, 108, 124, 136, 123, 90, 125, 131, 108, 84, 89, 91</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	131	91	- 30.5%	--	--	--
Months Supply of Inventory	<p>4.1, 2.6, 2.8, 3.2, 2.8, 2.3, 3.1, 3.5, 2.7, 1.9, 2.0, 1.8</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	3.5	1.8	- 48.6%	--	--	--

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.

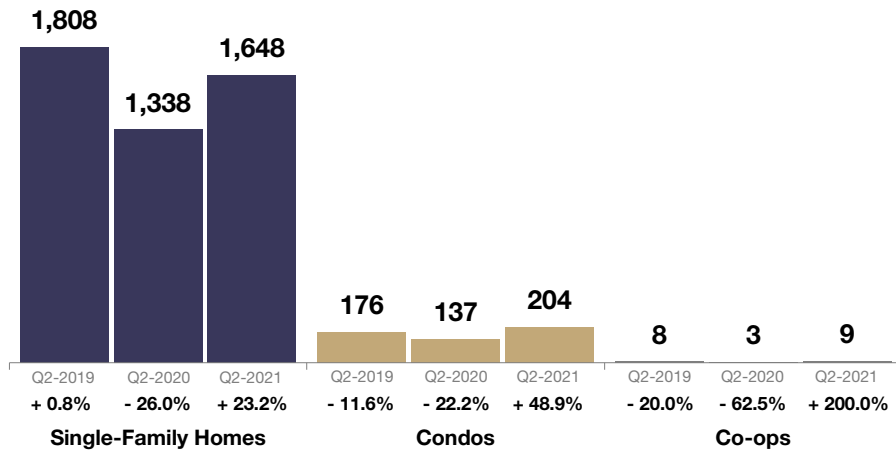


Key Metrics	Historical Sparkbars	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>Q3-2018: 4, Q1-2019: 4, 5, 8, 8, Q3-2019: 2, Q1-2020: 4, 3, 2, 1, Q3-2020: 9, 9, Q1-2021: 9</p>	3	9	+ 200.0%	7	18	+ 157.1%
Pending Sales	<p>Q3-2018: 5, Q1-2019: 2, 7, 1, 7, 4, 5, Q3-2019: 1, 1, 1, Q1-2020: 6, 6, Q3-2020: 6, 6, Q1-2021: 6</p>	1	6	+ 500.0%	6	12	+ 100.0%
Closed Sales	<p>Q3-2018: 9, Q1-2019: 2, 4, 6, 0, 10, 3, 2, 2, 2, Q3-2019: 0, 6, Q1-2020: 6, 6, Q3-2020: 6, 6, Q1-2021: 6</p>	2	6	+ 200.0%	5	6	+ 20.0%
Days on Market	<p>Q3-2018: 59, 48, 60, 106, 0, 74, 104, 136, 108, 245, Q3-2019: 0, 60, Q1-2020: 136, 60, Q3-2020: 117, 60, Q1-2021: 60</p>	136	60	- 55.9%	117	60	- 48.7%
Median Sales Price	<p>Q3-2018: \$49,900, Q1-2019: \$59,000, \$47,500, \$75,750, Q3-2019: \$0, \$65,950, \$55,000, \$74,000, \$67,000, \$59,000, Q1-2020: \$0, \$80,500, Q3-2020: \$60,000, \$80,500, Q1-2021: \$80,500</p>	\$74,000	\$80,500	+ 8.8%	\$60,000	\$80,500	+ 34.2%
Average Sales Price	<p>Q3-2018: \$64,869, Q1-2019: \$69,000, \$61,250, \$75,583, Q3-2019: \$0, \$77,790, \$75,000, \$74,000, \$67,000, \$59,000, Q1-2020: \$0, \$89,167, Q3-2020: \$74,600, \$89,167, Q1-2021: \$89,167</p>	\$74,000	\$89,167	+ 20.5%	\$74,600	\$89,167	+ 19.5%
Pct. of Orig. Price Received	<p>Q3-2018: 95.5%, 86.7%, 97.0%, 91.1%, Q3-2019: 0.0%, 93.5%, 96.5%, 90.7%, 96.2%, 98.3%, Q1-2020: 0.0%, 99.5%, Q3-2020: 94.2%, 99.5%, Q1-2021: 99.5%</p>	90.7%	99.5%	+ 9.7%	94.2%	99.5%	+ 5.6%
Housing Affordability Index	<p>Q3-2018: 809, 574, 866, 562, Q3-2019: 0, 664, 810, 618, 702, 812, Q1-2020: 0, 582, Q3-2020: 763, 582, Q1-2021: 582</p>	618	582	- 5.8%	763	582	- 23.7%
Inventory of Homes for Sale	<p>Q3-2018: 5, 6, 4, 8, 8, Q3-2019: 4, 2, 3, 2, 2, 4, 2, Q1-2020: 3, 2, Q3-2020: 3, 2, Q1-2021: 2</p>	3	2	- 33.3%	--	--	--
Months Supply of Inventory	<p>Q3-2018: 2.3, 2.8, 1.8, 4.3, 4.2, Q3-2019: 1.9, 1.1, 1.6, 1.3, 1.5, 2.7, 1.0, Q1-2020: 1.6, 1.0, Q3-2020: 1.6, 1.0, Q1-2021: 1.0</p>	1.6	1.0	- 37.5%	--	--	--

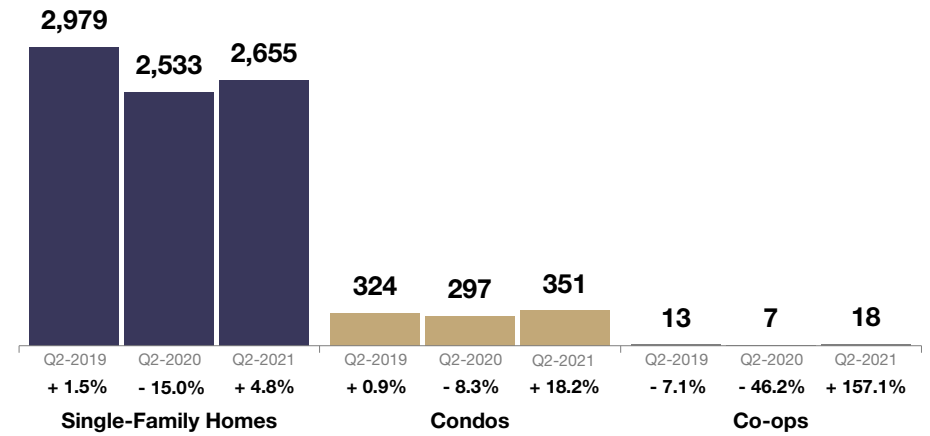
New Listings

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

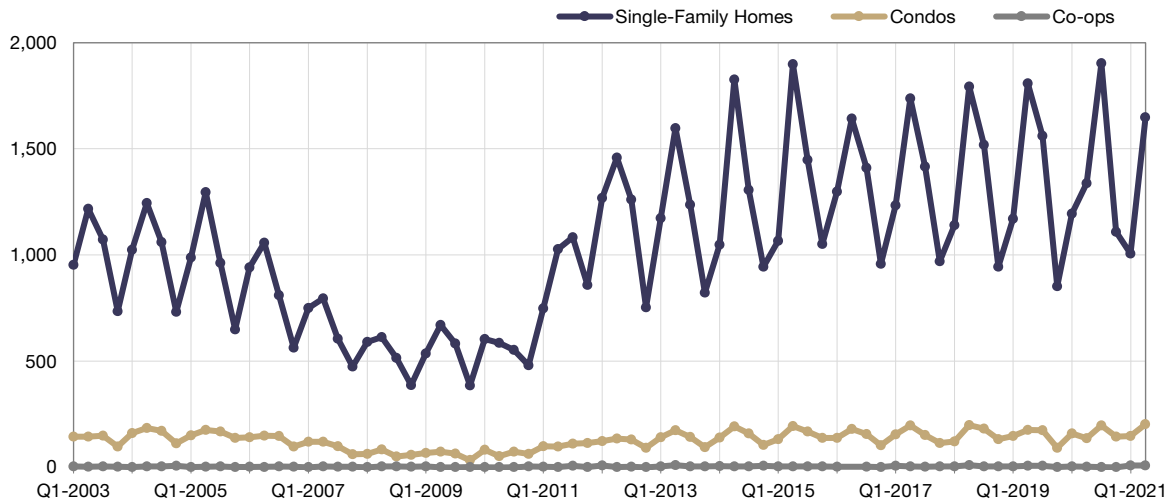
Q2-2021



Year to Date



Historical New Listings by Quarter



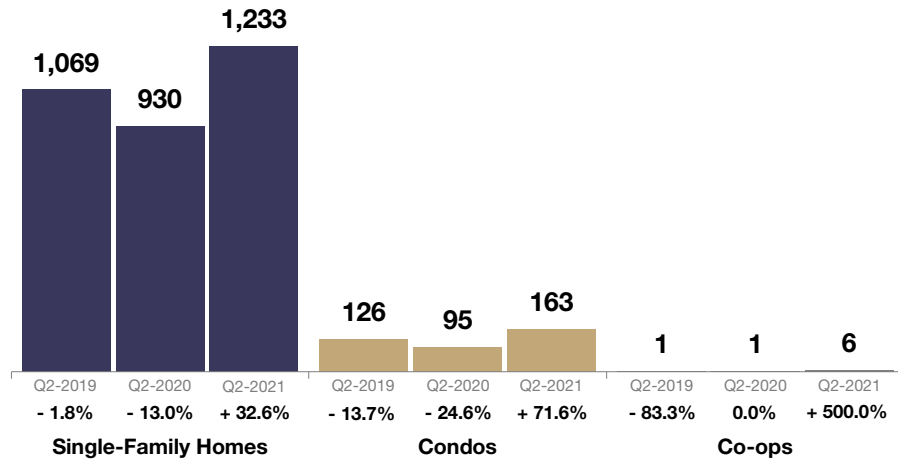
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	1,518	182	4
Q4-2018	945	133	4
Q1-2019	1,171	148	5
Q2-2019	1,808	176	8
Q3-2019	1,561	174	8
Q4-2019	853	92	2
Q1-2020	1,195	160	4
Q2-2020	1,338	137	3
Q3-2020	1,903	197	2
Q4-2020	1,109	144	1
Q1-2021	1,007	147	9
Q2-2021	1,648	204	9

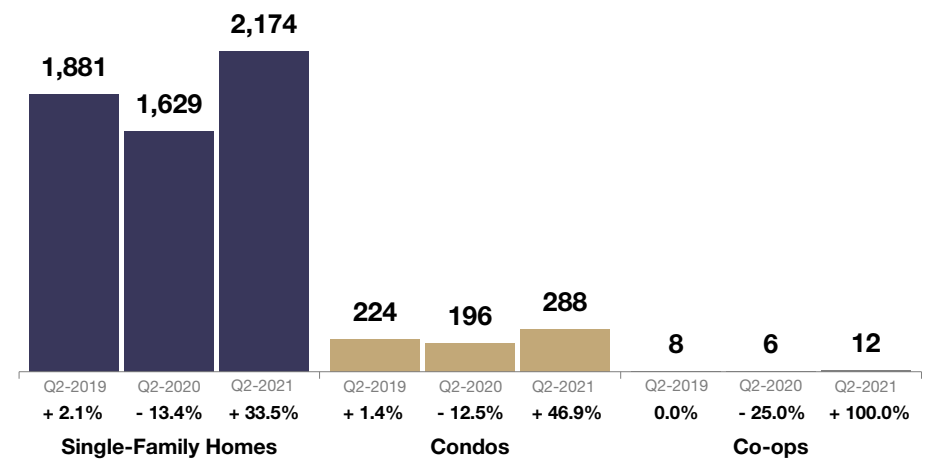
Pending Sales

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

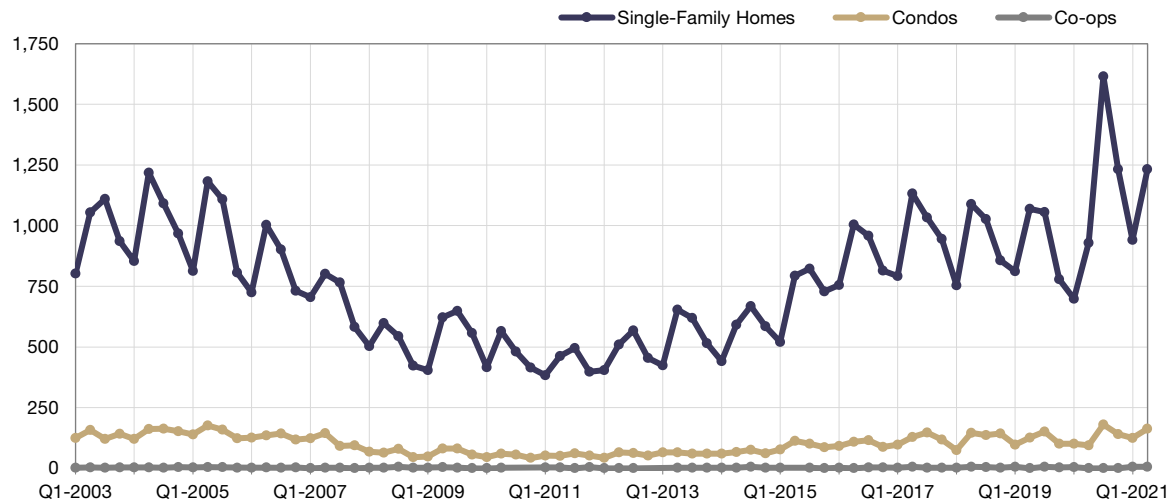
Q2-2021



Year to Date



Historical Pending Sales by Quarter



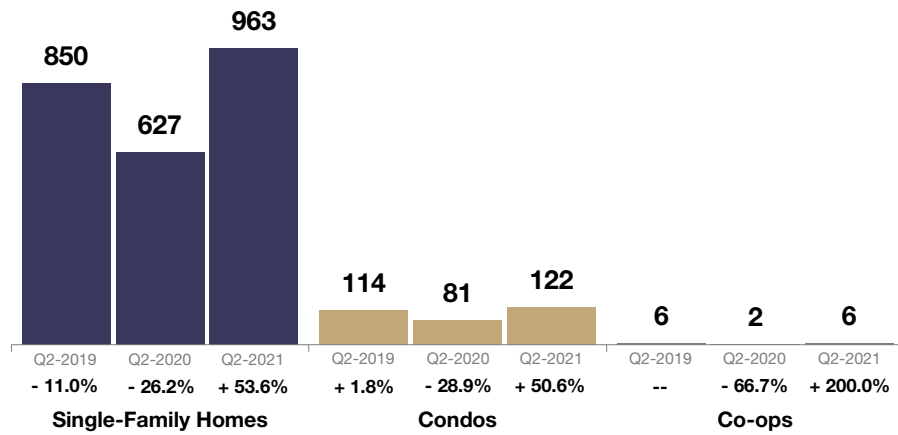
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	1,027	137	5
Q4-2018	857	143	2
Q1-2019	812	98	7
Q2-2019	1,069	126	1
Q3-2019	1,056	151	7
Q4-2019	779	101	4
Q1-2020	699	101	5
Q2-2020	930	95	1
Q3-2020	1,615	181	1
Q4-2020	1,233	141	1
Q1-2021	941	125	6
Q2-2021	1,233	163	6

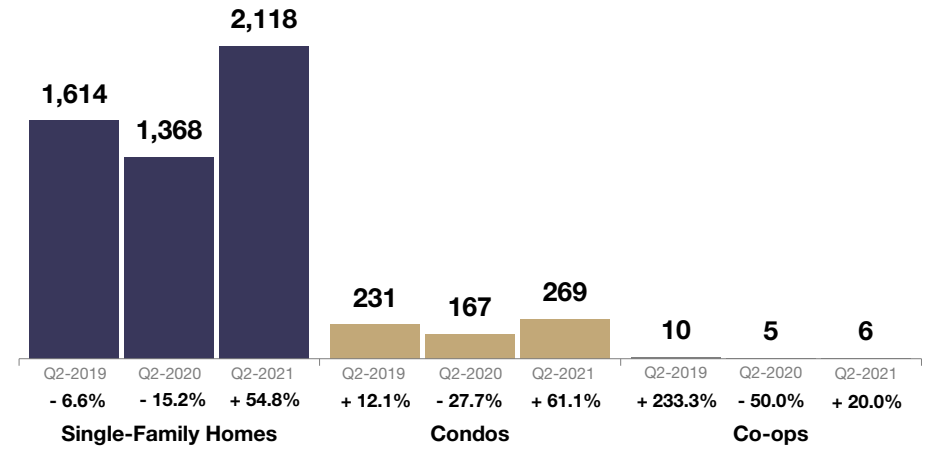
Closed Sales

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

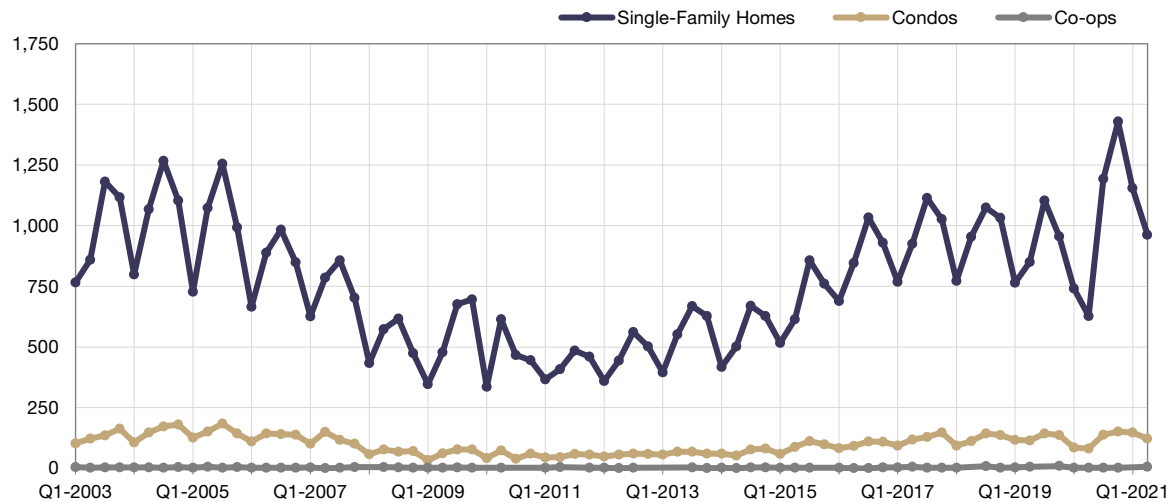
Q2-2021



Year to Date



Historical Closed Sales by Quarter



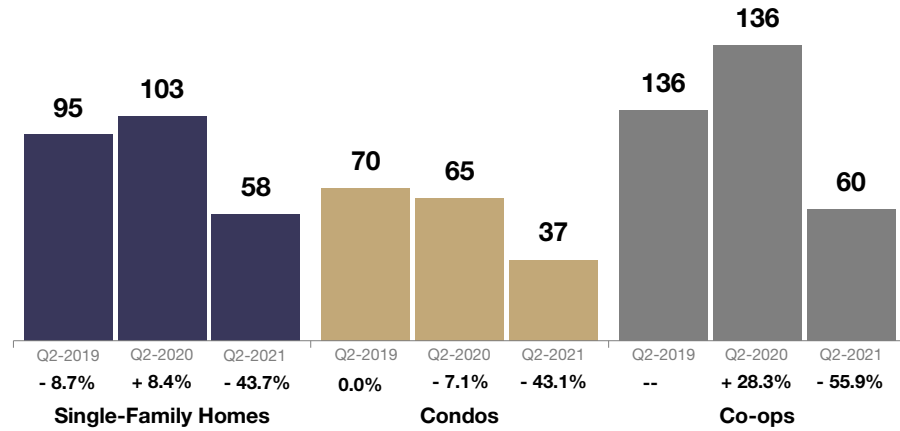
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	1,074	143	9
Q4-2018	1,032	137	2
Q1-2019	764	117	4
Q2-2019	850	114	6
Q3-2019	1,103	144	0
Q4-2019	956	137	10
Q1-2020	741	86	3
Q2-2020	627	81	2
Q3-2020	1,193	138	2
Q4-2020	1,429	152	2
Q1-2021	1,155	147	0
Q2-2021	963	122	6

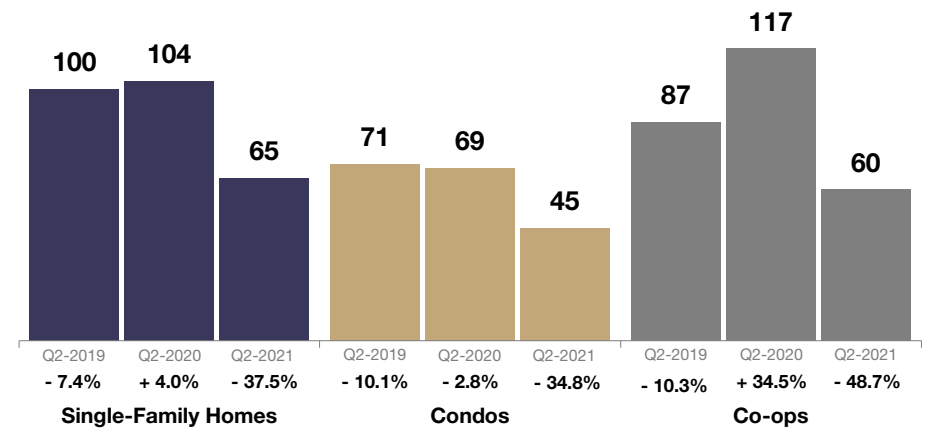
Days on Market Until Sale

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

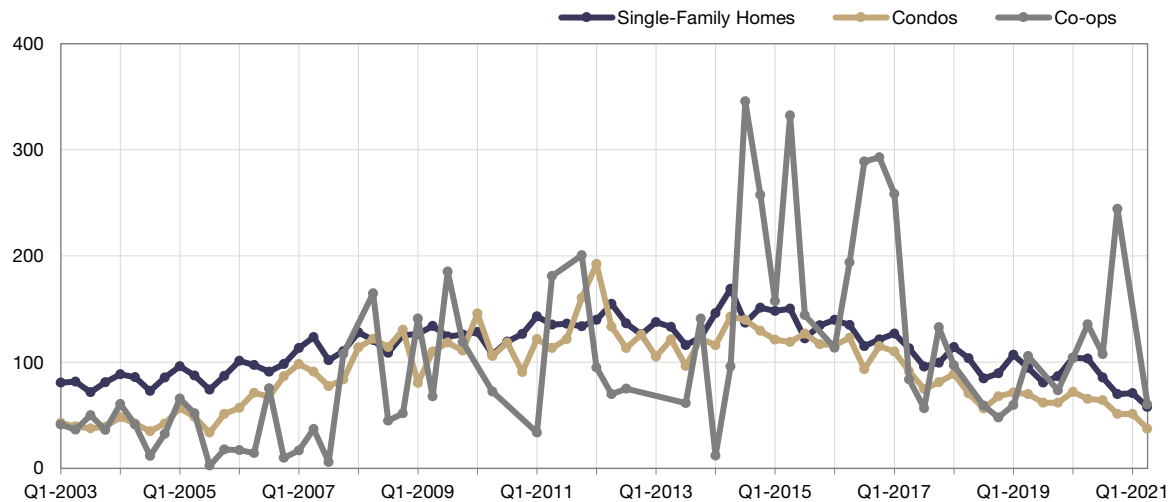
Q2-2021



Year to Date



Historical Days on Market Until Sale by Quarter



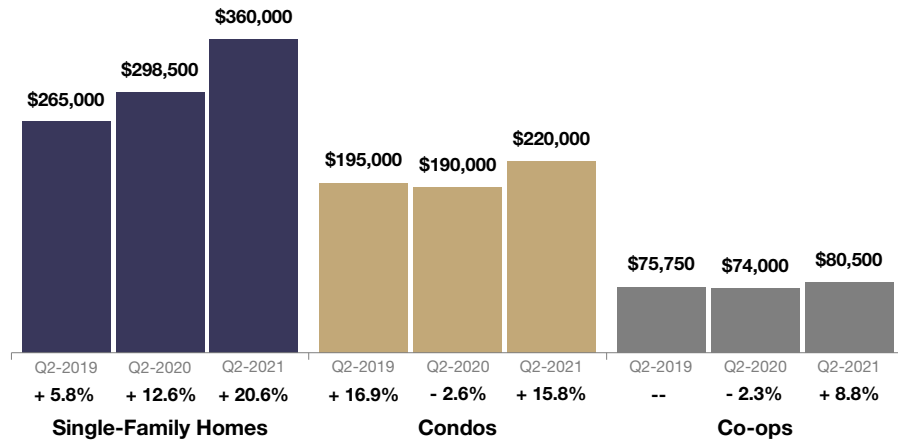
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	85	56	59
Q4-2018	89	68	48
Q1-2019	107	71	60
Q2-2019	95	70	106
Q3-2019	81	62	--
Q4-2019	87	62	74
Q1-2020	104	72	104
Q2-2020	103	65	136
Q3-2020	86	64	108
Q4-2020	70	51	245
Q1-2021	71	51	--
Q2-2021	58	37	60

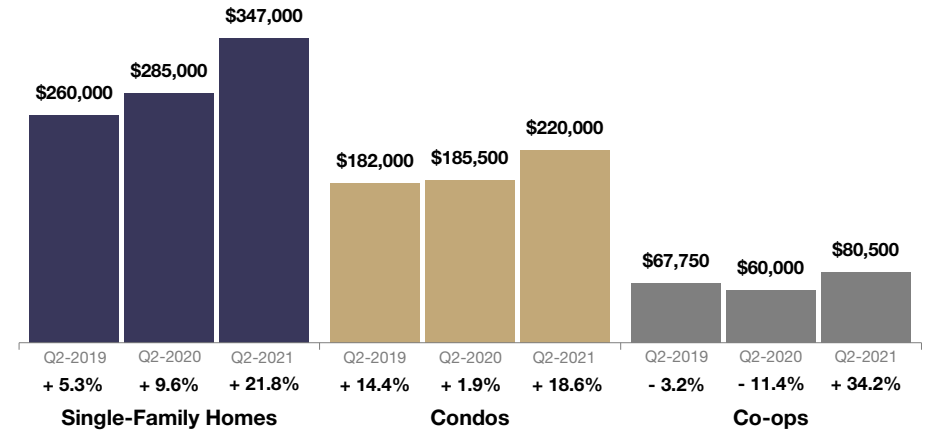
Median Sales Price

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

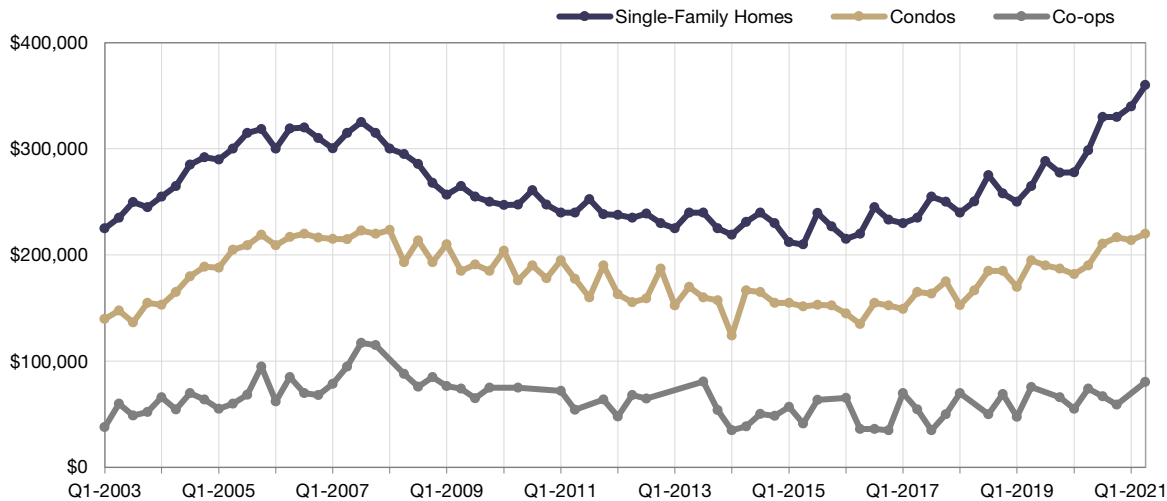
Q2-2021



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Historical Median Sales Price by Quarter



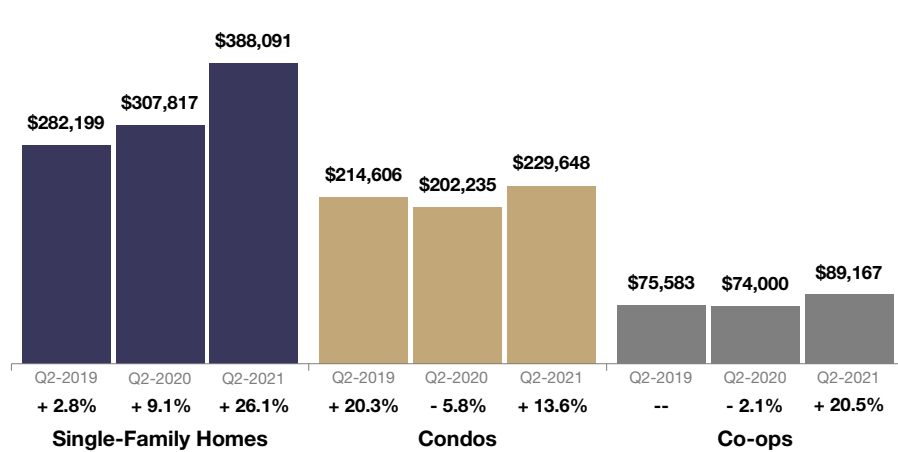
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Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	\$275,000	\$185,000	\$49,900
Q4-2018	\$258,050	\$184,900	\$69,000
Q1-2019	\$250,000	\$170,000	\$47,500
Q2-2019	\$265,000	\$195,000	\$75,750
Q3-2019	\$288,525	\$190,000	--
Q4-2019	\$277,500	\$187,000	\$65,950
Q1-2020	\$277,950	\$182,000	\$55,000
Q2-2020	\$298,500	\$190,000	\$74,000
Q3-2020	\$330,000	\$210,750	\$67,000
Q4-2020	\$330,000	\$216,650	\$59,000
Q1-2021	\$340,000	\$214,000	--
Q2-2021	\$360,000	\$220,000	\$80,500

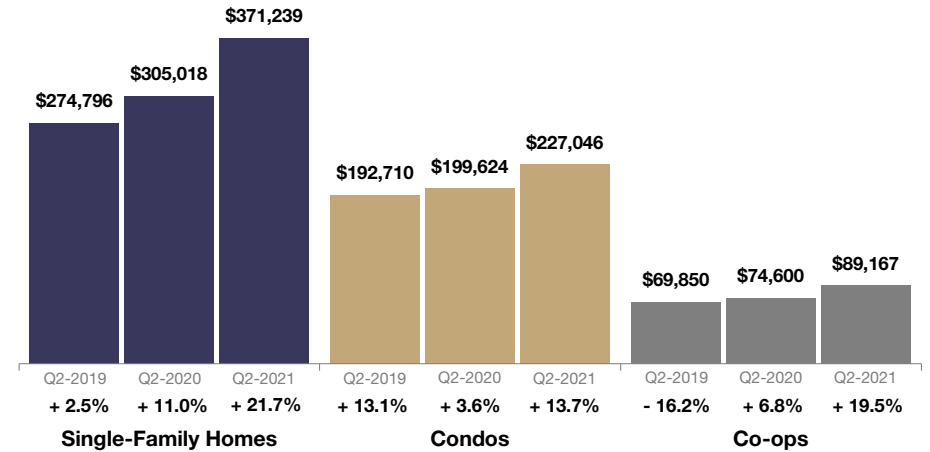
Average Sales Price

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

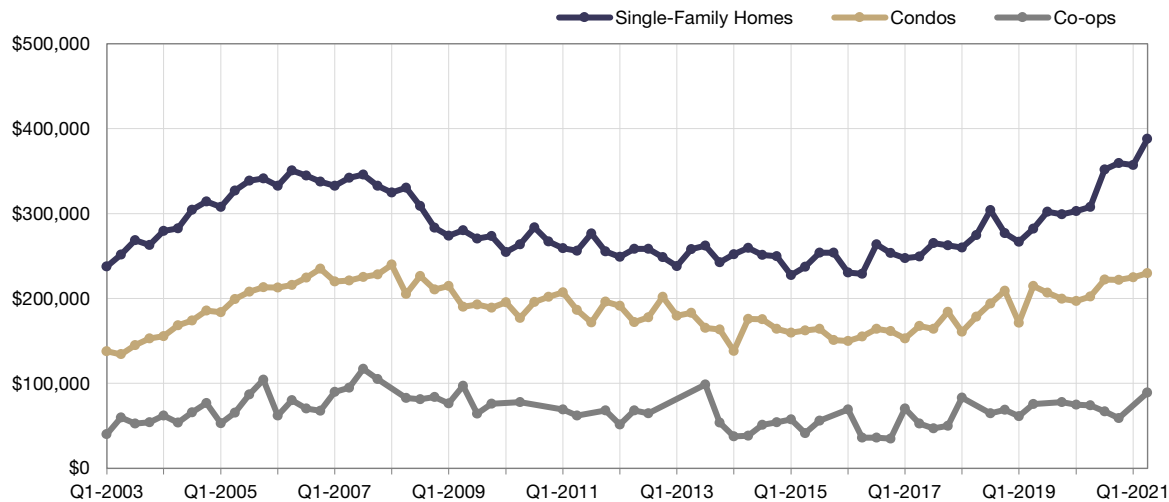
Q2-2021



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Historical Average Sales Price by Quarter



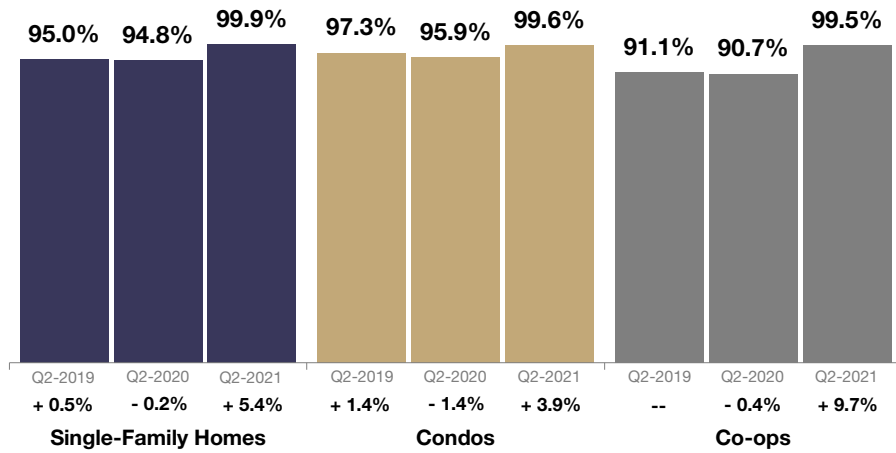
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	\$303,831	\$194,049	\$64,869
Q4-2018	\$276,822	\$209,187	\$69,000
Q1-2019	\$266,538	\$171,376	\$61,250
Q2-2019	\$282,199	\$214,606	\$75,583
Q3-2019	\$302,127	\$206,597	--
Q4-2019	\$298,913	\$199,553	\$77,790
Q1-2020	\$302,650	\$197,165	\$75,000
Q2-2020	\$307,817	\$202,235	\$74,000
Q3-2020	\$351,757	\$222,405	\$67,000
Q4-2020	\$359,257	\$222,006	\$59,000
Q1-2021	\$357,178	\$224,886	--
Q2-2021	\$388,091	\$229,648	\$89,167

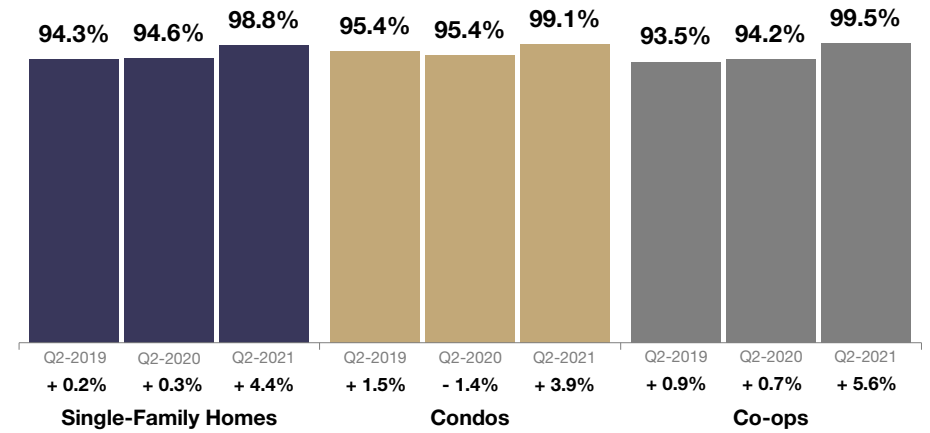
Percent of Original List Price Received

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.

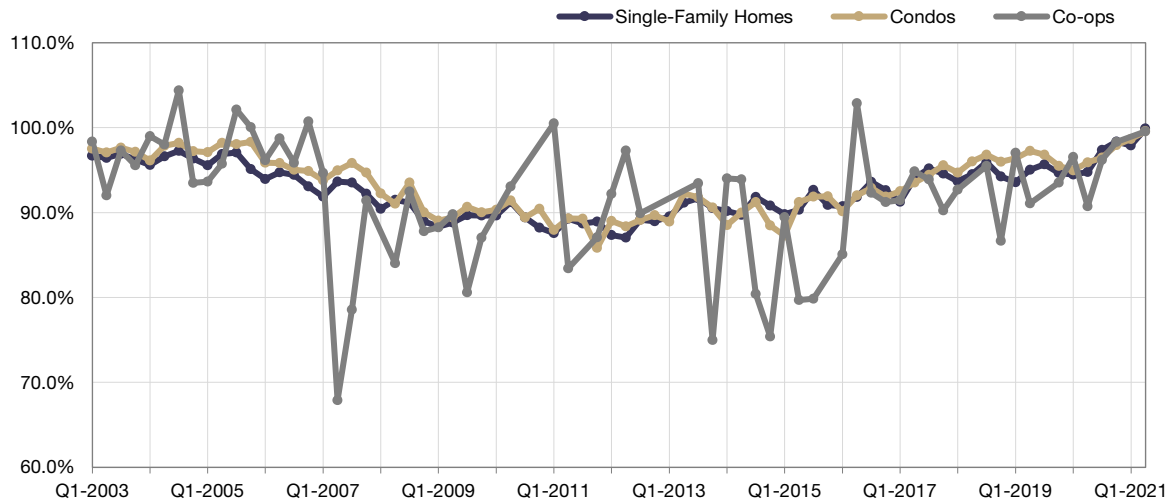
Q2-2021



Year to Date



Historical Percent of Original List Price Received by Quarter



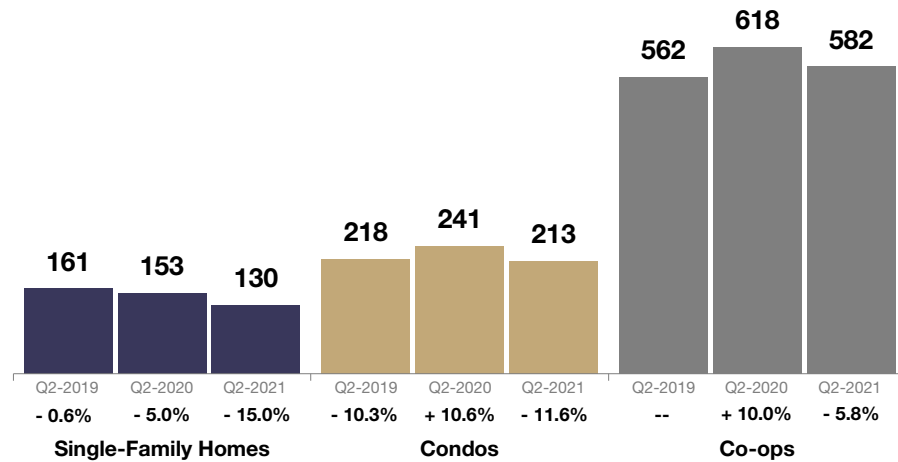
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	95.9%	96.8%	95.5%
Q4-2018	94.2%	96.0%	86.7%
Q1-2019	93.6%	96.4%	97.0%
Q2-2019	95.0%	97.3%	91.1%
Q3-2019	95.7%	96.8%	--
Q4-2019	94.7%	95.5%	93.5%
Q1-2020	94.5%	95.0%	96.5%
Q2-2020	94.8%	95.9%	90.7%
Q3-2020	97.4%	96.4%	96.2%
Q4-2020	98.3%	97.9%	98.3%
Q1-2021	97.9%	98.6%	--
Q2-2021	99.9%	99.6%	99.5%

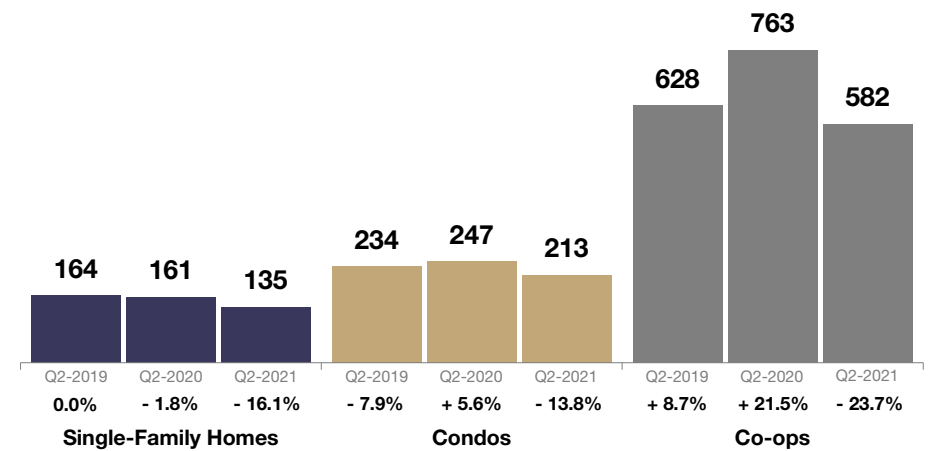
Housing Affordability Index

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.

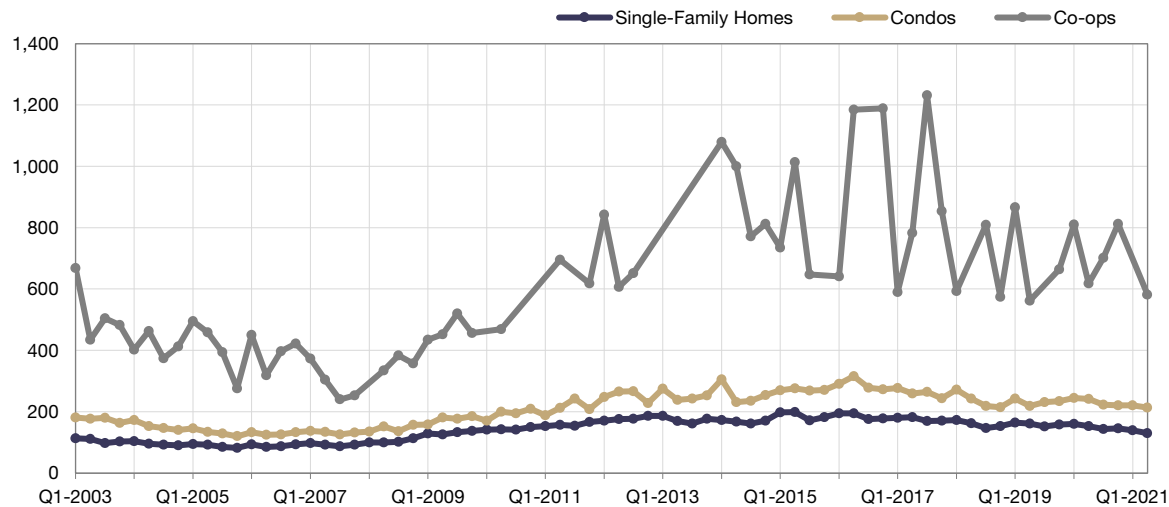
Q2-2021



Year to Date



Historical Housing Affordability Index by Quarter



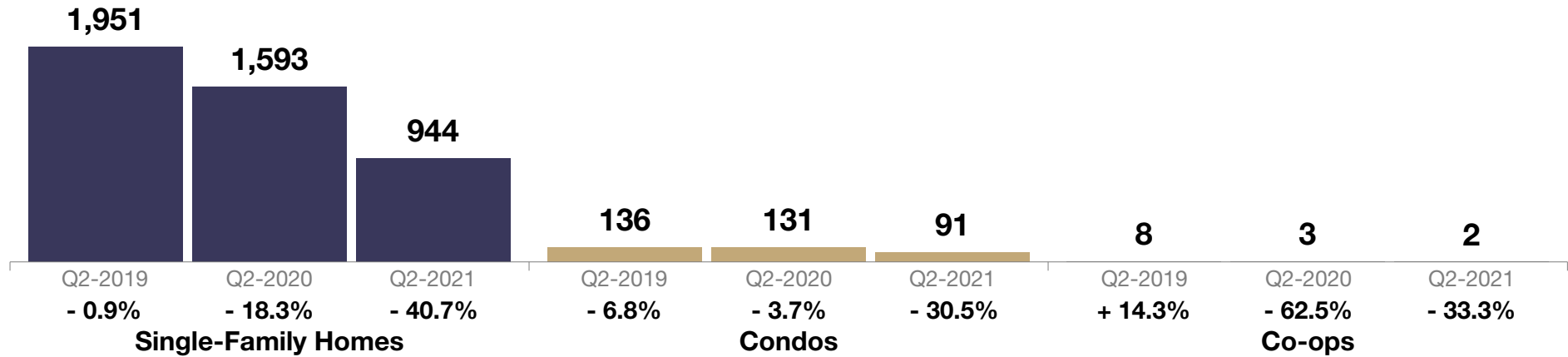
Note: If no activity occurred during a quarter, no data point is shown and the line extends to the next available data point.

Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	147	218	809
Q4-2018	153	214	574
Q1-2019	164	242	866
Q2-2019	161	218	562
Q3-2019	152	231	--
Q4-2019	158	234	664
Q1-2020	160	245	810
Q2-2020	153	241	618
Q3-2020	143	223	702
Q4-2020	145	221	812
Q1-2021	139	221	--
Q2-2021	130	213	582

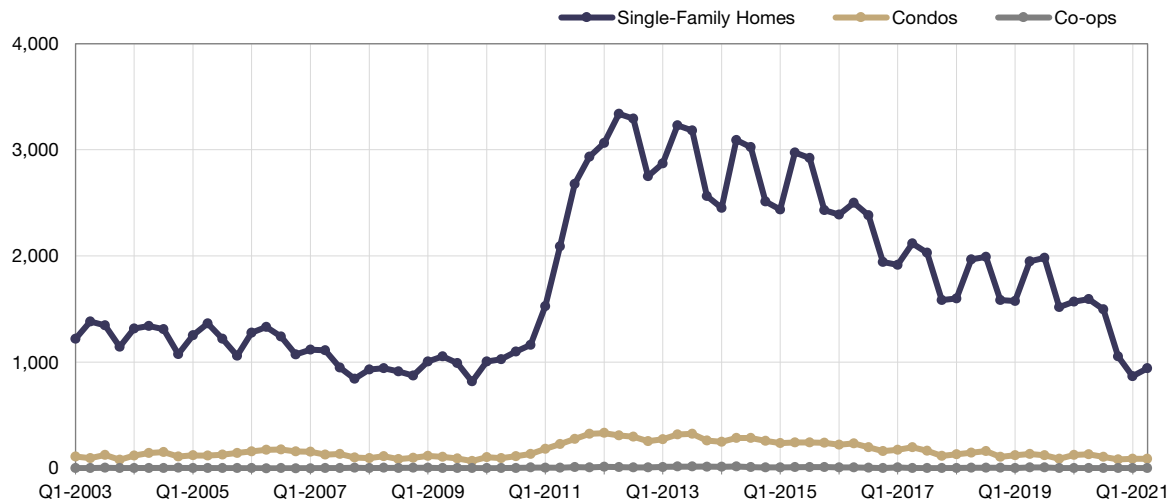
Inventory of Homes for Sale

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

Q2-2021



Historical Inventory of Homes for Sale by Quarter

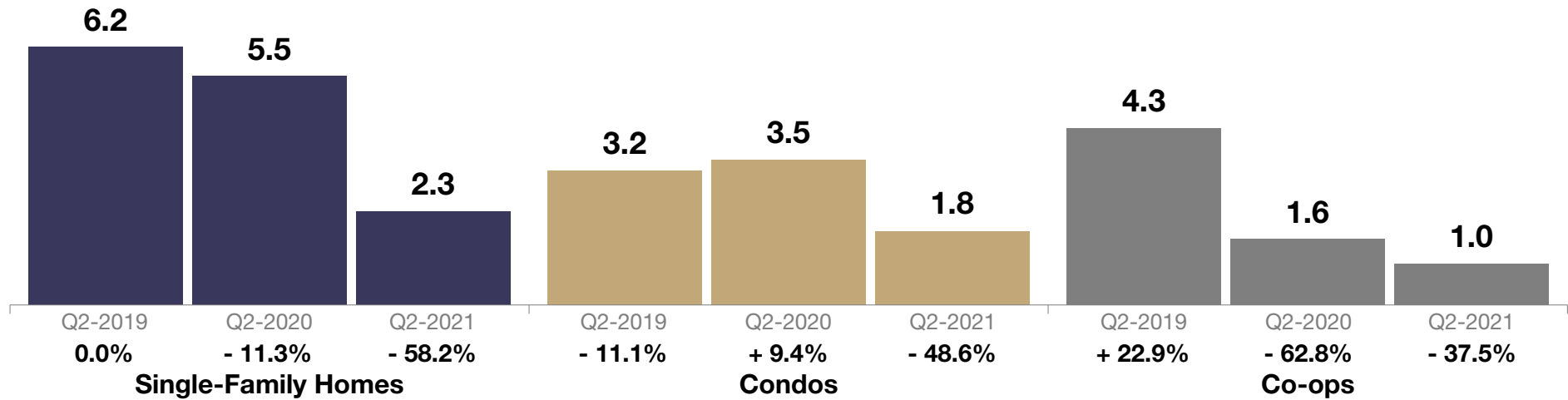


Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	1,991	163	5
Q4-2018	1,584	108	6
Q1-2019	1,575	124	4
Q2-2019	1,951	136	8
Q3-2019	1,984	123	8
Q4-2019	1,518	90	4
Q1-2020	1,569	125	2
Q2-2020	1,593	131	3
Q3-2020	1,497	108	2
Q4-2020	1,053	84	2
Q1-2021	868	89	4
Q2-2021	944	91	2

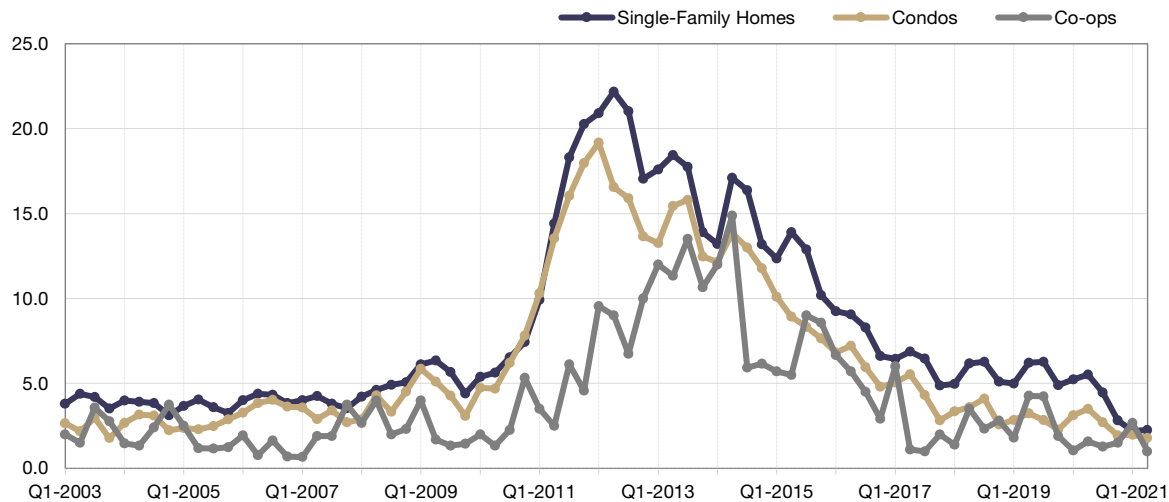
Months Supply of Inventory

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

Q2-2021



Historical Months Supply of Inventory by Quarter



Quarter	Single-Family Homes	Condos	Co-ops
Q3-2018	6.3	4.1	2.3
Q4-2018	5.1	2.6	2.8
Q1-2019	5.0	2.8	1.8
Q2-2019	6.2	3.2	4.3
Q3-2019	6.3	2.8	4.2
Q4-2019	4.9	2.3	1.9
Q1-2020	5.2	3.1	1.1
Q2-2020	5.5	3.5	1.6
Q3-2020	4.5	2.7	1.3
Q4-2020	2.8	1.9	1.5
Q1-2021	2.2	2.0	2.7
Q2-2021	2.3	1.8	1.0

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	Q2-2020	Q2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings	<p>1,704, 1,082, 1,324, 1,992, 1,743, 947, 1,359, 1,478, 2,102, 1,254, 1,163, 1,861</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	1,478	1,861	+ 25.9%	2,837	3,024	+ 6.6%
Pending Sales	<p>1,169, 1,002, 917, 1,196, 1,214, 884, 805, 1,026, 1,797, 1,375, 1,072, 1,402</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	1,026	1,402	+ 36.6%	1,831	2,474	+ 35.1%
Closed Sales	<p>1,226, 1,171, 885, 970, 1,247, 1,103, 830, 710, 1,333, 1,583, 1,302, 1,091</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	710	1,091	+ 53.7%	1,540	2,393	+ 55.4%
Days on Market	<p>81, 87, 102, 92, 79, 84, 101, 99, 83, 68, 69, 56</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	99	56	- 43.4%	100	63	- 37.0%
Median Sales Price	<p>\$280,000, \$245,000, \$237,900, \$255,950, \$275,000, \$265,000, \$268,000, \$280,000, \$315,000, \$316,500, \$328,785, \$335,000</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	\$280,000	\$335,000	+ 19.6%	\$275,000	\$330,000	+ 20.0%
Average Sales Price	<p>\$289,260, \$268,540, \$232,999, \$272,977, \$291,069, \$284,541, \$290,883, \$295,095, \$337,917, \$345,698, \$342,219, \$368,712</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	\$295,095	\$368,712	+ 24.9%	\$292,825	\$354,302	+ 21.0%
Pct. of Orig. Price Received	<p>96.0%, 94.4%, 94.0%, 95.3%, 95.8%, 94.8%, 94.5%, 94.9%, 97.3%, 98.3%, 98.0%, 99.8%</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	94.9%	99.8%	+ 5.2%	94.7%	98.8%	+ 4.3%
Housing Affordability Index	<p>155, 162, 173, 166, 160, 165, 166, 163, 149, 151, 144, 140</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	163	140	- 14.1%	166	142	- 14.5%
Inventory of Homes for Sale	<p>2,159, 1,698, 1,703, 2,095, 2,115, 1,612, 1,696, 1,727, 1,607, 1,139, 961, 1,037</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	1,727	1,037	- 40.0%	--	--	--
Months Supply of Inventory	<p>6.0, 4.8, 4.7, 5.9, 5.9, 4.6, 5.0, 5.3, 4.3, 2.7, 2.2, 2.2</p> <p>Q3-2018, Q1-2019, Q3-2019, Q1-2020, Q3-2020, Q1-2021</p>	5.3	2.2	- 58.5%	--	--	--