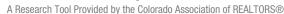
## **Local Market Update for October 2019**





Not all agents are the same!



## **Second Congressional District**

| Single Family                   | October   |           |                                      | Year to Date |              |                                      |  |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics                     | 2018      | 2019      | Percent Change<br>from Previous Year | Thru 10-2018 | Thru 10-2019 | Percent Change<br>from Previous Year |  |
| New Listings                    | 1,126     | 1,145     | + 1.7%                               | 13,015       | 13,860       | + 6.5%                               |  |
| Sold Listings                   | 1,000     | 1,098     | + 9.8%                               | 9,892        | 10,177       | + 2.9%                               |  |
| Median Sales Price*             | \$471,800 | \$500,000 | + 6.0%                               | \$472,500    | \$485,275    | + 2.7%                               |  |
| Average Sales Price*            | \$674,257 | \$653,554 | - 3.1%                               | \$641,132    | \$658,891    | + 2.8%                               |  |
| Percent of List Price Received* | 98.2%     | 98.4%     | + 0.2%                               | 99.4%        | 98.9%        | - 0.5%                               |  |
| Days on Market Until Sale       | 51        | 48        | - 5.9%                               | 44           | 45           | + 2.3%                               |  |
| Inventory of Homes for Sale     | 3,031     | 2,586     | - 14.7%                              |              |              |                                      |  |
| Months Supply of Inventory      | 3.1       | 2.6       | - 16.1%                              |              |              |                                      |  |

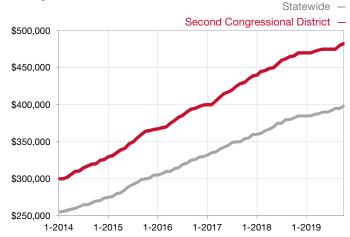
<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse-Condo                 | October   |           |                                      | Year to Date |              |                                      |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|
| Key Metrics                     | 2018      | 2019      | Percent Change<br>from Previous Year | Thru 10-2018 | Thru 10-2019 | Percent Change<br>from Previous Year |
| New Listings                    | 594       | 535       | - 9.9%                               | 6,187        | 6,860        | + 10.9%                              |
| Sold Listings                   | 516       | 544       | + 5.4%                               | 4,755        | 4,797        | + 0.9%                               |
| Median Sales Price*             | \$395,000 | \$375,000 | - 5.1%                               | \$360,000    | \$365,000    | + 1.4%                               |
| Average Sales Price*            | \$495,562 | \$561,240 | + 13.3%                              | \$482,326    | \$494,560    | + 2.5%                               |
| Percent of List Price Received* | 98.7%     | 98.2%     | - 0.5%                               | 99.4%        | 98.6%        | - 0.8%                               |
| Days on Market Until Sale       | 59        | 58        | - 1.7%                               | 47           | 54           | + 14.9%                              |
| Inventory of Homes for Sale     | 1,522     | 1,573     | + 3.4%                               |              |              |                                      |
| Months Supply of Inventory      | 3.2       | 3.4       | + 6.3%                               |              |              |                                      |

<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price - Single Family

Rolling 12-Month Calculation



## Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

