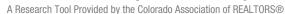
Local Market Update for May 2020





Not all agents are the same!



Second Congressional District

| Single Family | May | | | Year to Date | | | |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics | 2019 | 2020 | Percent Change from Previous Year | Thru 05-2019 | Thru 05-2020 | Percent Change from Previous Year | |
| New Listings | 1,866 | 1,559 | - 16.5% | 6,683 | 5,560 | - 16.8% | |
| Sold Listings | 1,219 | 663 | - 45.6% | 4,367 | 3,680 | - 15.7% | |
| Median Sales Price* | \$494,900 | \$485,000 | - 2.0% | \$479,250 | \$494,900 | + 3.3% | |
| Average Sales Price* | \$637,554 | \$625,543 | - 1.9% | \$650,500 | \$642,631 | - 1.2% | |
| Percent of List Price Received* | 99.4% | 99.4% | 0.0% | 99.0% | 99.3% | + 0.3% | |
| Days on Market Until Sale | 37 | 33 | - 10.8% | 47 | 44 | - 6.4% | |
| Inventory of Homes for Sale | 2,983 | 2,063 | - 30.8% | | | | |
| Months Supply of Inventory | 3.1 | 2.2 | - 29.0% | | | | |

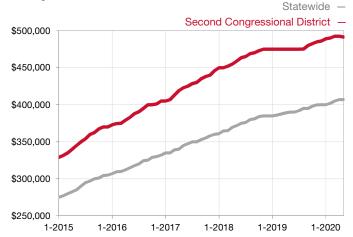
^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse/Condo | May | | | Year to Date | | |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|
| Key Metrics | 2019 | 2020 | Percent Change from Previous Year | Thru 05-2019 | Thru 05-2020 | Percent Change from Previous Year |
| New Listings | 841 | 788 | - 6.3% | 3,373 | 2,834 | - 16.0% |
| Sold Listings | 554 | 267 | - 51.8% | 2,074 | 1,692 | - 18.4% |
| Median Sales Price* | \$362,658 | \$345,000 | - 4.9% | \$355,000 | \$369,000 | + 3.9% |
| Average Sales Price* | \$471,569 | \$496,772 | + 5.3% | \$486,146 | \$541,814 | + 11.5% |
| Percent of List Price Received* | 98.7% | 98.7% | 0.0% | 98.6% | 98.6% | 0.0% |
| Days on Market Until Sale | 46 | 44 | - 4.3% | 51 | 66 | + 29.4% |
| Inventory of Homes for Sale | 1,919 | 1,668 | - 13.1% | | | |
| Months Supply of Inventory | 4.1 | 3.7 | - 9.8% | | | |

^{*} 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

