

# Monthly Indicators



## January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings decreased 22.0 percent for Single Family homes and 17.3 percent for Townhouse/Condo homes. Pending Sales increased 157.2 percent for Single Family homes and 171.7 percent for Townhouse/Condo homes. Inventory decreased 70.3 percent for Single Family homes and 57.9 percent for Townhouse/Condo homes.

Median Sales Price increased 25.8 percent to \$389,900 for Single Family homes and 15.2 percent to \$265,000 for Townhouse/Condo homes. Days on Market decreased 32.9 percent for Single Family homes and 11.1 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 77.4 percent for Single Family homes and 68.1 percent for Townhouse/Condo homes.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Quick Facts

**+ 35.5%**

Change in  
**Closed Sales**  
All Properties

**+ 18.5%**

Change in  
**Median Sales Price**  
All Properties

**- 64.6%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Royal Palm Coast REALTOR® Association service area. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



| Key Metrics                         | Historical Sparkbars | 1-2020    | 1-2021           | % Change | YTD 2020  | YTD 2021         | % Change |
|-------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                 |                      | 3,230     | <b>2,519</b>     | - 22.0%  | 3,230     | <b>2,519</b>     | - 22.0%  |
| <b>Pending Sales</b>                |                      | 1,566     | <b>4,028</b>     | + 157.2% | 1,566     | <b>4,028</b>     | + 157.2% |
| <b>Closed Sales</b>                 |                      | 1,347     | <b>1,756</b>     | + 30.4%  | 1,347     | <b>1,756</b>     | + 30.4%  |
| <b>Days on Market Until Sale</b>    |                      | 82        | <b>55</b>        | - 32.9%  | 82        | <b>55</b>        | - 32.9%  |
| <b>Median Sales Price</b>           |                      | \$310,000 | <b>\$389,900</b> | + 25.8%  | \$310,000 | <b>\$389,900</b> | + 25.8%  |
| <b>Average Sales Price</b>          |                      | \$518,584 | <b>\$677,009</b> | + 30.5%  | \$518,584 | <b>\$677,009</b> | + 30.5%  |
| <b>Pct. of Orig. Price Received</b> |                      | 94.2%     | <b>96.5%</b>     | + 2.4%   | 94.2%     | <b>96.5%</b>     | + 2.4%   |
| <b>Housing Affordability Index</b>  |                      | 94        | <b>82</b>        | - 12.8%  | 94        | <b>82</b>        | - 12.8%  |
| <b>Inventory of Homes for Sale</b>  |                      | 10,501    | <b>3,124</b>     | - 70.3%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>   |                      | 6.2       | <b>1.4</b>       | - 77.4%  | —         | —                | —        |

# Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



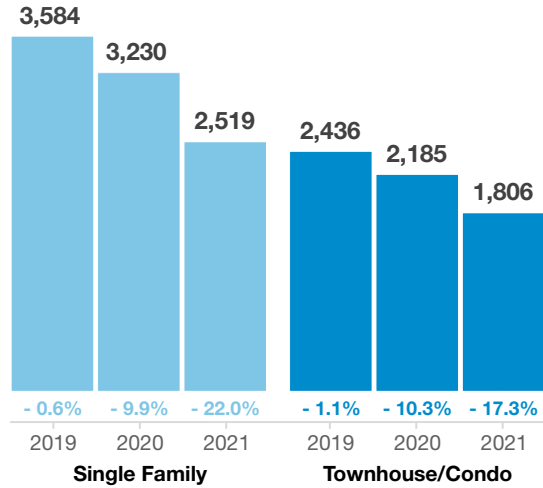
| Key Metrics                         | Historical Sparkbars | 1-2020    | 1-2021           | % Change | YTD 2020  | YTD 2021         | % Change |
|-------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                 |                      | 2,185     | <b>1,806</b>     | - 17.3%  | 2,185     | <b>1,806</b>     | - 17.3%  |
| <b>Pending Sales</b>                |                      | 1,114     | <b>3,027</b>     | + 171.7% | 1,114     | <b>3,027</b>     | + 171.7% |
| <b>Closed Sales</b>                 |                      | 888       | <b>1,280</b>     | + 44.1%  | 888       | <b>1,280</b>     | + 44.1%  |
| <b>Days on Market Until Sale</b>    |                      | 90        | <b>80</b>        | - 11.1%  | 90        | <b>80</b>        | - 11.1%  |
| <b>Median Sales Price</b>           |                      | \$230,000 | <b>\$265,000</b> | + 15.2%  | \$230,000 | <b>\$265,000</b> | + 15.2%  |
| <b>Average Sales Price</b>          |                      | \$373,802 | <b>\$402,467</b> | + 7.7%   | \$373,802 | <b>\$402,467</b> | + 7.7%   |
| <b>Pct. of Orig. Price Received</b> |                      | 93.3%     | <b>94.9%</b>     | + 1.7%   | 93.3%     | <b>94.9%</b>     | + 1.7%   |
| <b>Housing Affordability Index</b>  |                      | 127       | <b>121</b>       | - 4.7%   | 127       | <b>121</b>       | - 4.7%   |
| <b>Inventory of Homes for Sale</b>  |                      | 7,359     | <b>3,095</b>     | - 57.9%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>   |                      | 6.9       | <b>2.2</b>       | - 68.1%  | —         | —                | —        |

# New Listings

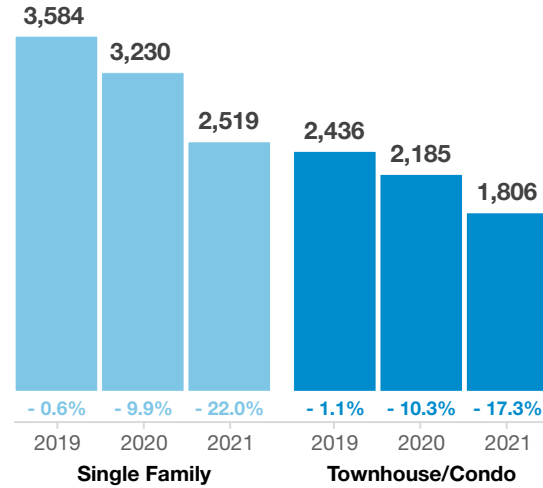
A count of the properties that have been newly listed on the market in a given month.



## January

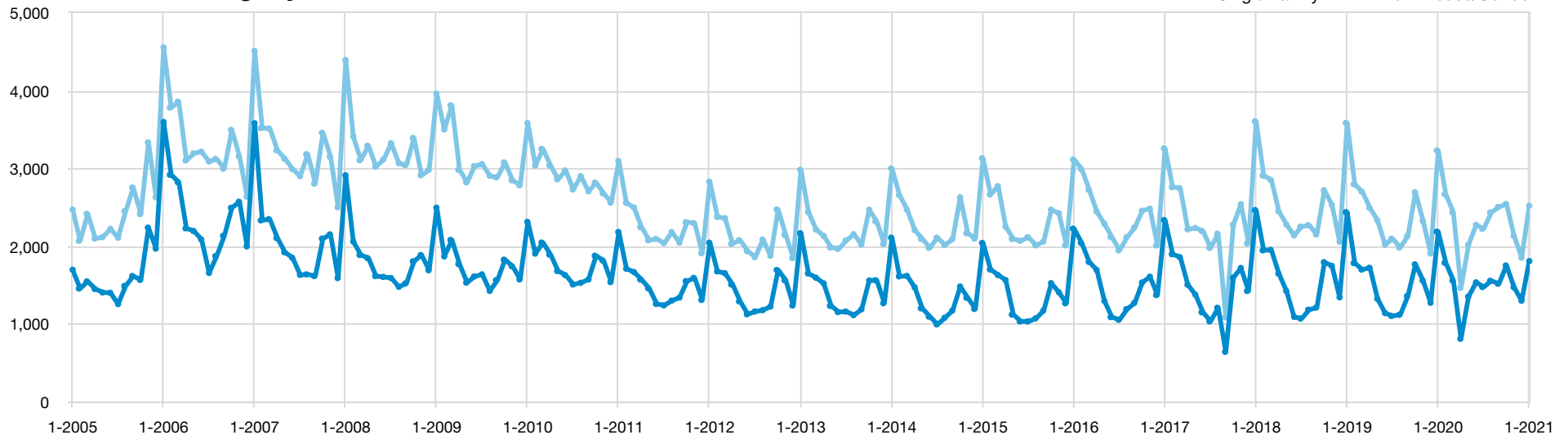


## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020        | 2,666         | - 4.6%                | 1,785             | + 0.2%                |
| Mar-2020        | 2,432         | - 9.9%                | 1,556             | - 8.3%                |
| Apr-2020        | 1,462         | - 41.3%               | 807               | - 53.1%               |
| May-2020        | 2,017         | - 13.5%               | 1,350             | + 2.0%                |
| Jun-2020        | 2,272         | + 12.6%               | 1,533             | + 34.7%               |
| Jul-2020        | 2,223         | + 6.1%                | 1,473             | + 33.9%               |
| Aug-2020        | 2,432         | + 22.8%               | 1,553             | + 39.2%               |
| Sep-2020        | 2,502         | + 17.7%               | 1,515             | + 11.7%               |
| Oct-2020        | 2,542         | - 5.6%                | 1,750             | - 0.8%                |
| Nov-2020        | 2,131         | - 8.4%                | 1,470             | - 5.5%                |
| Dec-2020        | 1,851         | - 2.8%                | 1,297             | + 2.1%                |
| <b>Jan-2021</b> | <b>2,519</b>  | <b>- 22.0%</b>        | <b>1,806</b>      | <b>- 17.3%</b>        |
| 12-Month Avg    | 2,254         | - 5.7%                | 1,491             | - 0.7%                |

## Historical New Listings by Month

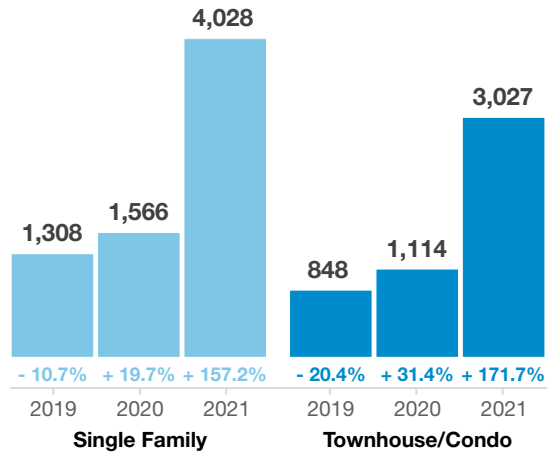


# Pending Sales

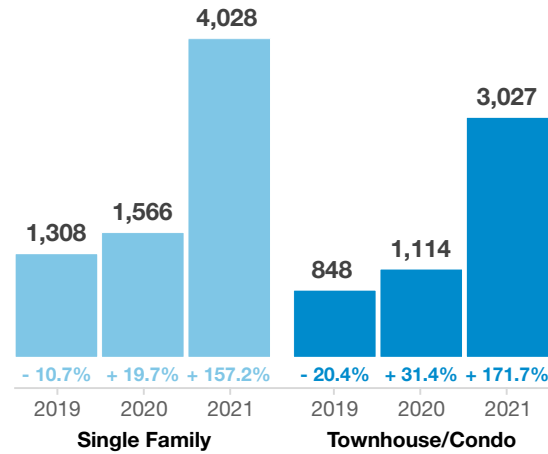
A count of the properties on which offers have been accepted in a given month.



## January

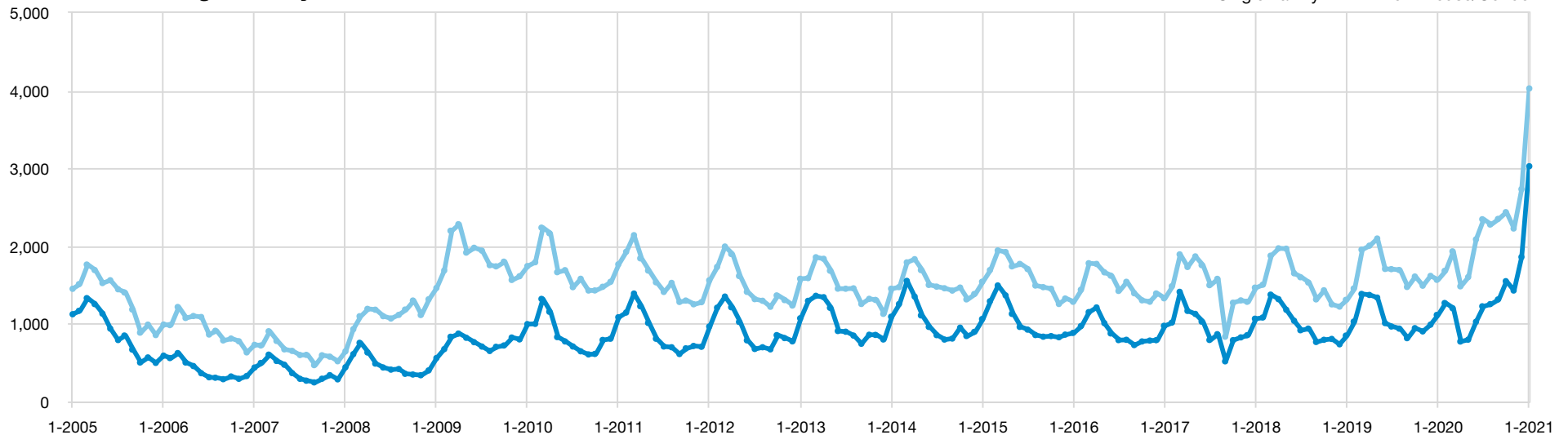


## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020        | 1,681         | + 15.6%               | 1,267             | + 23.2%               |
| Mar-2020        | 1,932         | - 1.1%                | 1,201             | - 13.2%               |
| Apr-2020        | 1,482         | - 26.1%               | 772               | - 43.7%               |
| May-2020        | 1,601         | - 23.7%               | 796               | - 40.5%               |
| Jun-2020        | 2,086         | + 22.3%               | 1,026             | + 1.7%                |
| Jul-2020        | 2,345         | + 37.7%               | 1,225             | + 26.9%               |
| Aug-2020        | 2,277         | + 34.6%               | 1,253             | + 33.6%               |
| Sep-2020        | 2,349         | + 59.4%               | 1,313             | + 61.1%               |
| Oct-2020        | 2,436         | + 51.5%               | 1,548             | + 64.0%               |
| Nov-2020        | 2,226         | + 49.4%               | 1,428             | + 58.3%               |
| Dec-2020        | 2,732         | + 69.1%               | 1,859             | + 88.0%               |
| <b>Jan-2021</b> | <b>4,028</b>  | <b>+ 157.2%</b>       | <b>3,027</b>      | <b>+ 171.7%</b>       |
| 12-Month Avg    | 2,265         | + 33.5%               | 1,393             | + 30.7%               |

## Historical Pending Sales by Month

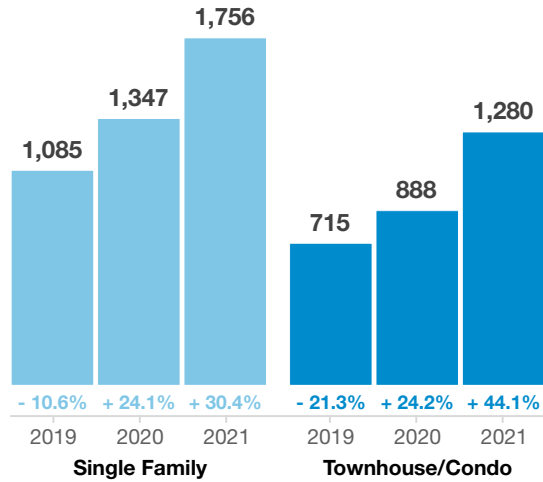


# Closed Sales

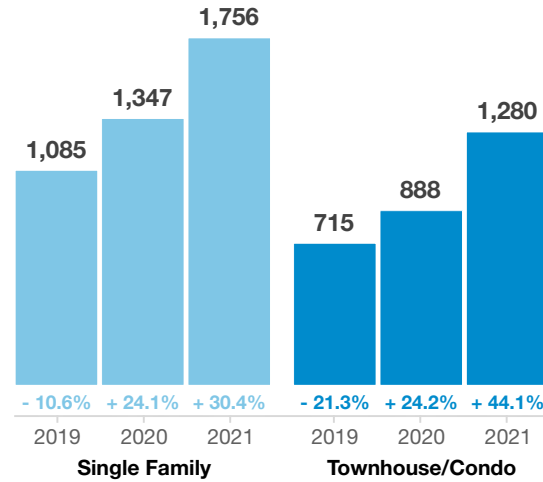
A count of the actual sales that closed in a given month.



## January

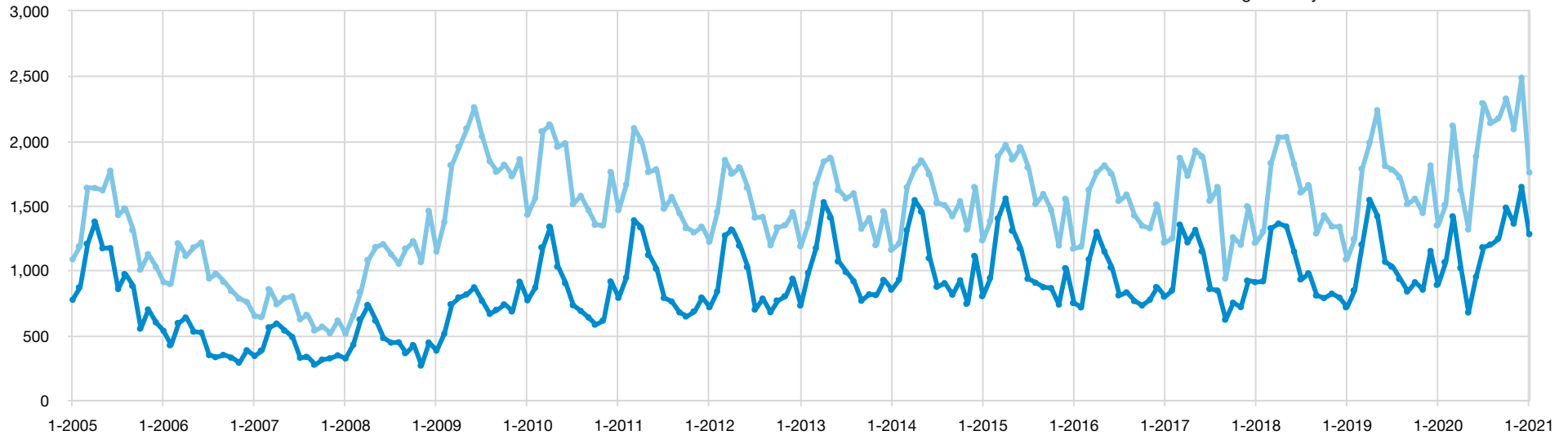


## Year to Date



| Closed Sales    | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020        | 1,505         | + 21.4%               | 1,063             | + 25.8%               |
| Mar-2020        | 2,117         | + 18.7%               | 1,417             | + 18.2%               |
| Apr-2020        | 1,620         | - 18.4%               | 1,019             | - 34.0%               |
| May-2020        | 1,316         | - 41.1%               | 675               | - 52.4%               |
| Jun-2020        | 1,881         | + 4.2%                | 950               | - 10.9%               |
| Jul-2020        | 2,291         | + 28.9%               | 1,178             | + 14.5%               |
| Aug-2020        | 2,137         | + 24.5%               | 1,199             | + 28.4%               |
| Sep-2020        | 2,172         | + 43.7%               | 1,244             | + 48.6%               |
| Oct-2020        | 2,326         | + 49.8%               | 1,484             | + 63.4%               |
| Nov-2020        | 2,090         | + 44.8%               | 1,361             | + 59.9%               |
| Dec-2020        | 2,487         | + 37.5%               | 1,644             | + 43.1%               |
| <b>Jan-2021</b> | <b>1,756</b>  | <b>+ 30.4%</b>        | <b>1,280</b>      | <b>+ 44.1%</b>        |
| 12-Month Avg    | 1,975         | + 17.3%               | 1,210             | + 14.6%               |

## Historical Closed Sales by Month

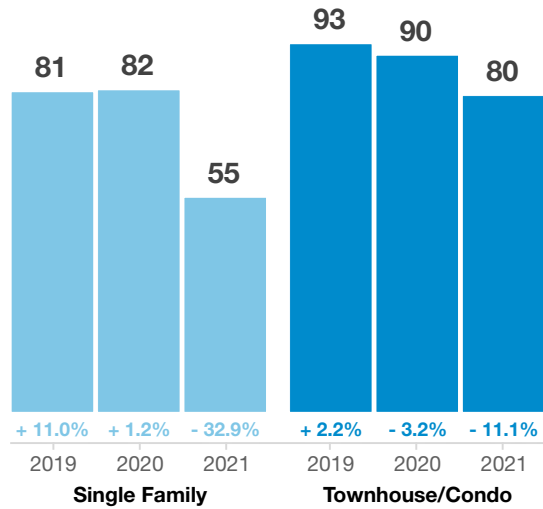


# Days on Market Until Sale

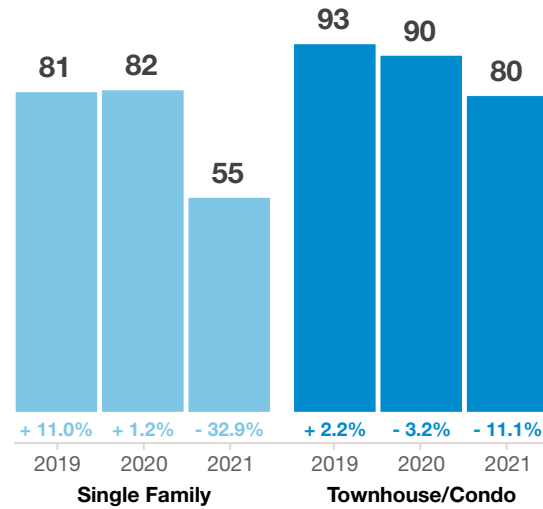
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020        | 80            | - 3.6%                | 90                | - 5.3%                |
| Mar-2020        | 82            | - 3.5%                | 91                | 0.0%                  |
| Apr-2020        | 76            | - 7.3%                | 79                | - 15.1%               |
| May-2020        | 76            | - 10.6%               | 83                | - 14.4%               |
| Jun-2020        | 81            | - 4.7%                | 88                | - 8.3%                |
| Jul-2020        | 77            | - 12.5%               | 88                | - 7.4%                |
| Aug-2020        | 77            | - 11.5%               | 87                | - 10.3%               |
| Sep-2020        | 69            | - 23.3%               | 88                | - 8.3%                |
| Oct-2020        | 69            | - 16.9%               | 83                | - 13.5%               |
| Nov-2020        | 58            | - 25.6%               | 78                | - 14.3%               |
| Dec-2020        | 57            | - 29.6%               | 78                | - 11.4%               |
| <b>Jan-2021</b> | <b>55</b>     | <b>- 32.9%</b>        | <b>80</b>         | <b>- 11.1%</b>        |
| 12-Month Avg*   | 71            | - 15.7%               | 84                | - 10.2%               |

\* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

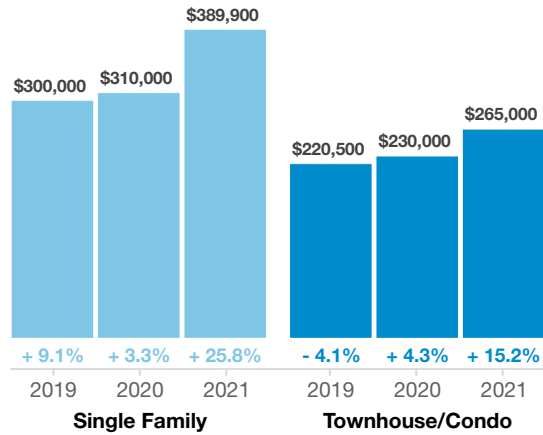


# Median Sales Price

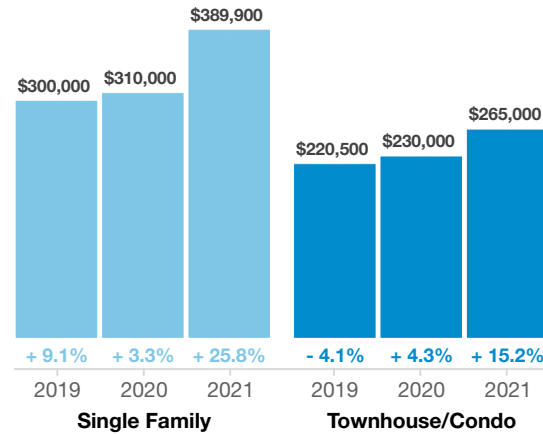
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



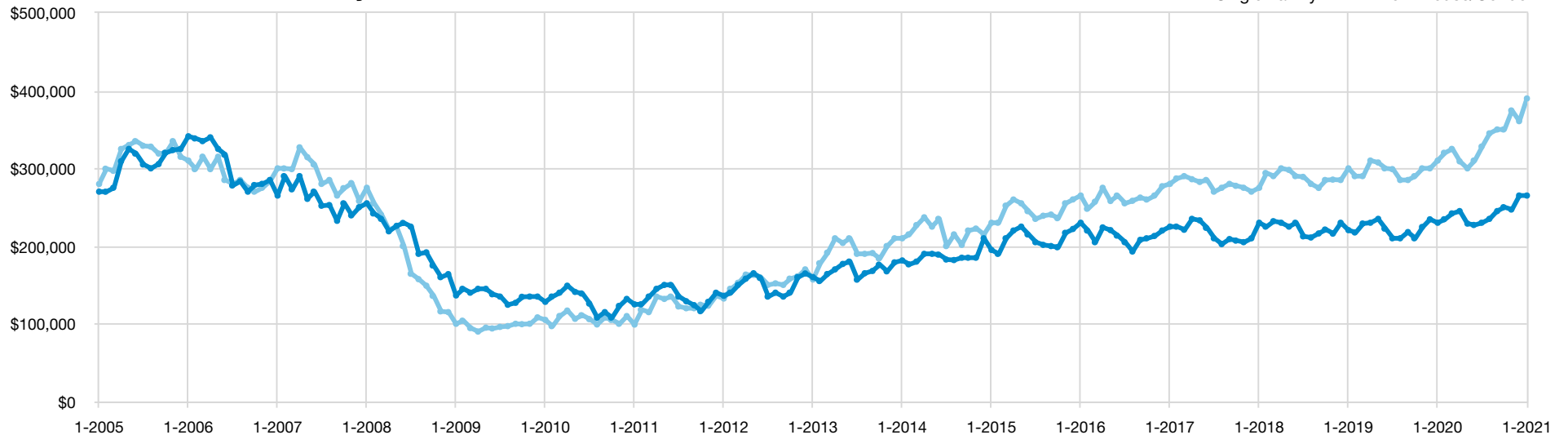
## Year to Date



| Median Sales Price | Single Family    | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|-------------------|-----------------------|
| Feb-2020           | \$320,000        | + 10.4%               | \$234,475         | + 7.8%                |
| Mar-2020           | \$325,000        | + 12.1%               | \$242,000         | + 5.7%                |
| Apr-2020           | \$309,000        | - 0.3%                | \$245,000         | + 6.5%                |
| May-2020           | \$300,000        | - 2.4%                | \$228,900         | - 2.6%                |
| Jun-2020           | \$310,000        | + 3.3%                | \$227,125         | + 2.1%                |
| Jul-2020           | \$328,000        | + 9.7%                | \$230,000         | + 9.5%                |
| Aug-2020           | \$345,000        | + 21.1%               | \$235,000         | + 11.9%               |
| Sep-2020           | \$350,000        | + 22.8%               | \$245,000         | + 12.4%               |
| Oct-2020           | \$350,000        | + 20.7%               | \$250,000         | + 19.0%               |
| Nov-2020           | \$374,450        | + 24.8%               | \$247,000         | + 10.0%               |
| Dec-2020           | \$360,702        | + 20.2%               | \$265,000         | + 13.1%               |
| <b>Jan-2021</b>    | <b>\$389,900</b> | <b>+ 25.8%</b>        | <b>\$265,000</b>  | <b>+ 15.2%</b>        |
| 12-Month Avg*      | \$340,000        | + 14.3%               | \$245,000         | + 9.4%                |

\* Median Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



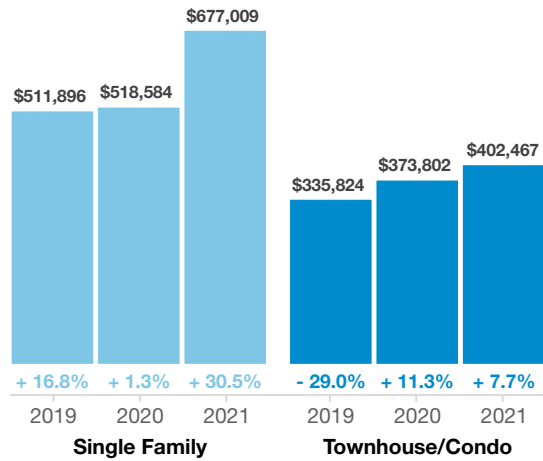


# Average Sales Price

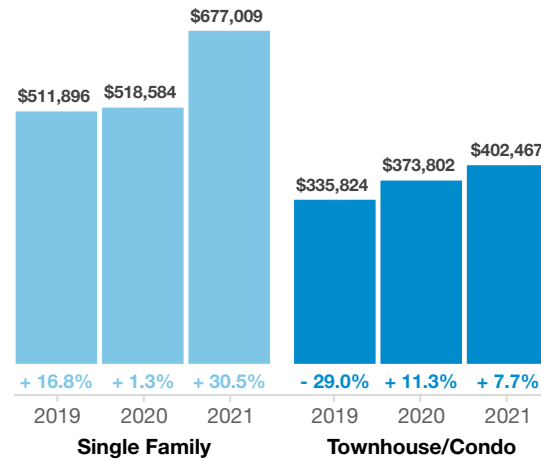
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year to Date



| Avg. Sales Price | Single Family    | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|------------------|------------------|-----------------------|-------------------|-----------------------|
| Feb-2020         | \$493,048        | + 1.8%                | \$349,763         | + 8.7%                |
| Mar-2020         | \$544,727        | + 19.6%               | \$386,717         | + 12.9%               |
| Apr-2020         | \$468,101        | - 10.4%               | \$336,229         | - 7.5%                |
| May-2020         | \$450,853        | - 6.2%                | \$338,060         | - 6.3%                |
| Jun-2020         | \$526,827        | + 11.6%               | \$349,032         | - 0.7%                |
| Jul-2020         | \$492,895        | + 8.3%                | \$331,520         | + 8.5%                |
| Aug-2020         | \$503,555        | + 25.2%               | \$448,200         | + 48.1%               |
| Sep-2020         | \$510,981        | + 25.4%               | \$377,315         | + 22.8%               |
| Oct-2020         | \$584,791        | + 39.3%               | \$366,264         | + 24.9%               |
| Nov-2020         | \$585,783        | + 37.2%               | \$362,187         | + 19.2%               |
| Dec-2020         | \$654,865        | + 40.2%               | \$420,516         | + 26.0%               |
| <b>Jan-2021</b>  | <b>\$677,009</b> | <b>+ 30.5%</b>        | <b>\$402,467</b>  | <b>+ 7.7%</b>         |
| 12-Month Avg*    | \$546,670        | + 18.7%               | \$376,354         | + 12.8%               |

\* Avg. Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

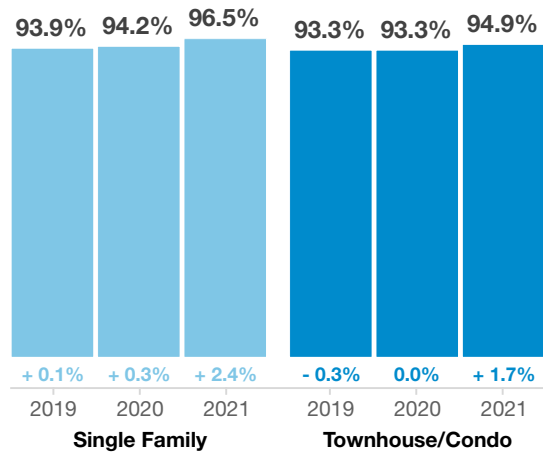


# Percent of Original List Price Received

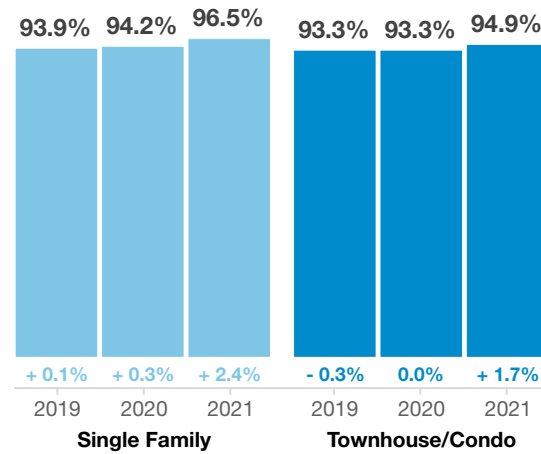
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



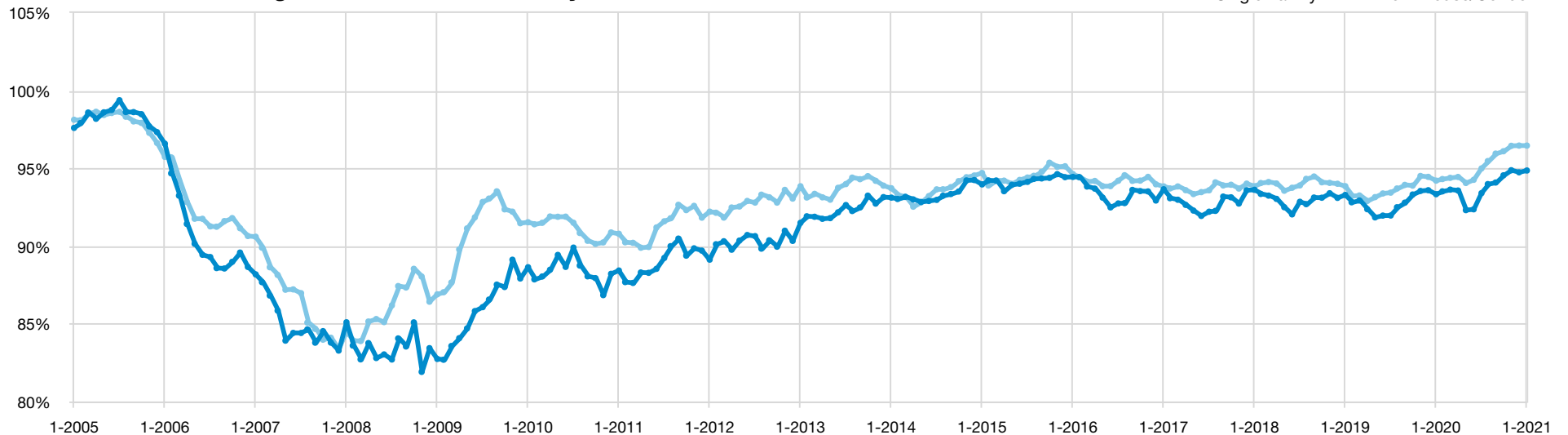
## Year to Date



| Pct. of Orig. Price Received | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|------------------------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020                     | 94.3%         | + 1.2%                | 93.5%             | + 0.8%                |
| Mar-2020                     | 94.4%         | + 1.2%                | 93.6%             | + 0.8%                |
| Apr-2020                     | 94.4%         | + 1.6%                | 93.6%             | + 1.3%                |
| May-2020                     | 94.1%         | + 1.1%                | 92.3%             | + 0.5%                |
| Jun-2020                     | 94.3%         | + 1.0%                | 92.4%             | + 0.4%                |
| Jul-2020                     | 95.0%         | + 1.7%                | 93.4%             | + 1.5%                |
| Aug-2020                     | 95.5%         | + 1.9%                | 94.0%             | + 1.6%                |
| Sep-2020                     | 95.9%         | + 2.1%                | 94.1%             | + 1.4%                |
| Oct-2020                     | 96.1%         | + 2.3%                | 94.6%             | + 1.4%                |
| Nov-2020                     | 96.4%         | + 2.0%                | 94.9%             | + 1.5%                |
| Dec-2020                     | 96.5%         | + 2.1%                | 94.7%             | + 1.2%                |
| <b>Jan-2021</b>              | <b>96.5%</b>  | <b>+ 2.4%</b>         | <b>94.9%</b>      | <b>+ 1.7%</b>         |
| 12-Month Avg*                | 95.4%         | + 1.9%                | 94.0%             | + 1.4%                |

\* Pct. of Orig. Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

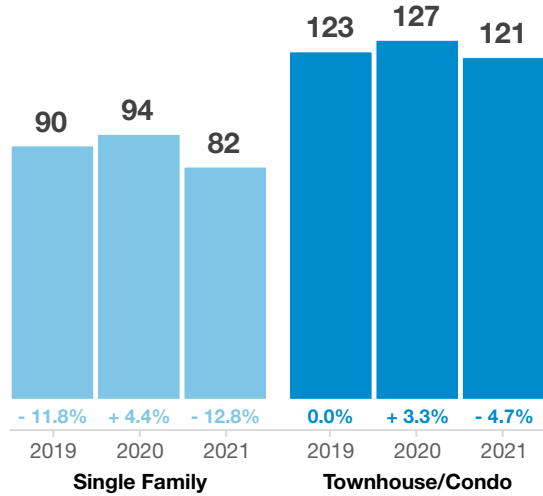


# Housing Affordability Index

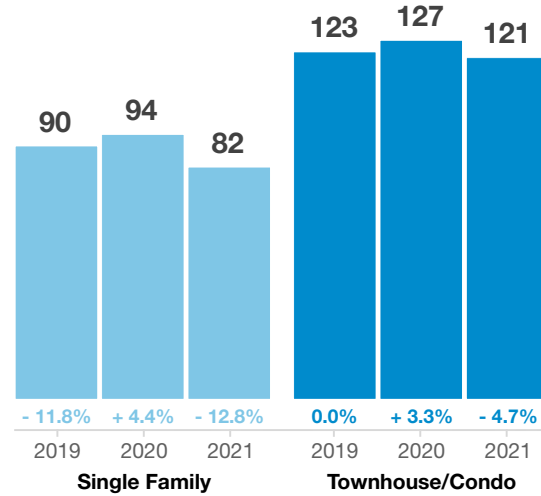
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

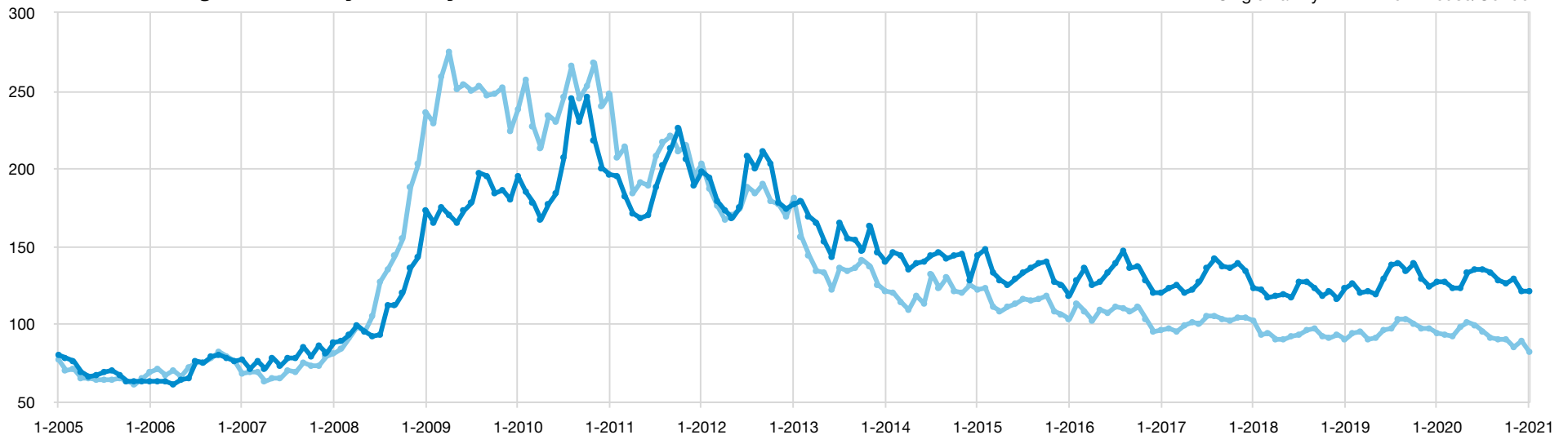


## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020            | 93            | - 1.1%                | 127               | + 0.8%                |
| Mar-2020            | 92            | - 3.2%                | 123               | + 2.5%                |
| Apr-2020            | 98            | + 8.9%                | 123               | + 1.7%                |
| May-2020            | 101           | + 11.0%               | 133               | + 11.8%               |
| Jun-2020            | 99            | + 3.1%                | 135               | + 4.7%                |
| Jul-2020            | 95            | - 2.1%                | 135               | - 2.2%                |
| Aug-2020            | 91            | - 11.7%               | 133               | - 4.3%                |
| Sep-2020            | 90            | - 12.6%               | 128               | - 4.5%                |
| Oct-2020            | 90            | - 10.0%               | 126               | - 9.4%                |
| Nov-2020            | 85            | - 12.4%               | 129               | 0.0%                  |
| Dec-2020            | 89            | - 8.2%                | 121               | - 2.4%                |
| <b>Jan-2021</b>     | <b>82</b>     | <b>- 12.8%</b>        | <b>121</b>        | <b>- 4.7%</b>         |
| 12-Month Avg        | 92            | - 4.2%                | 128               | - 0.8%                |

## Historical Housing Affordability Index by Month

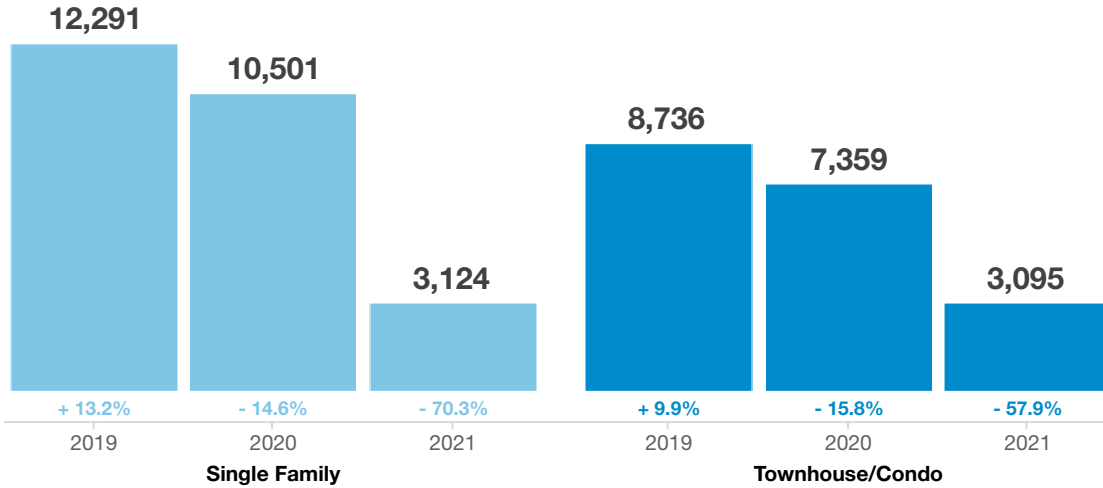


# Inventory of Homes for Sale

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

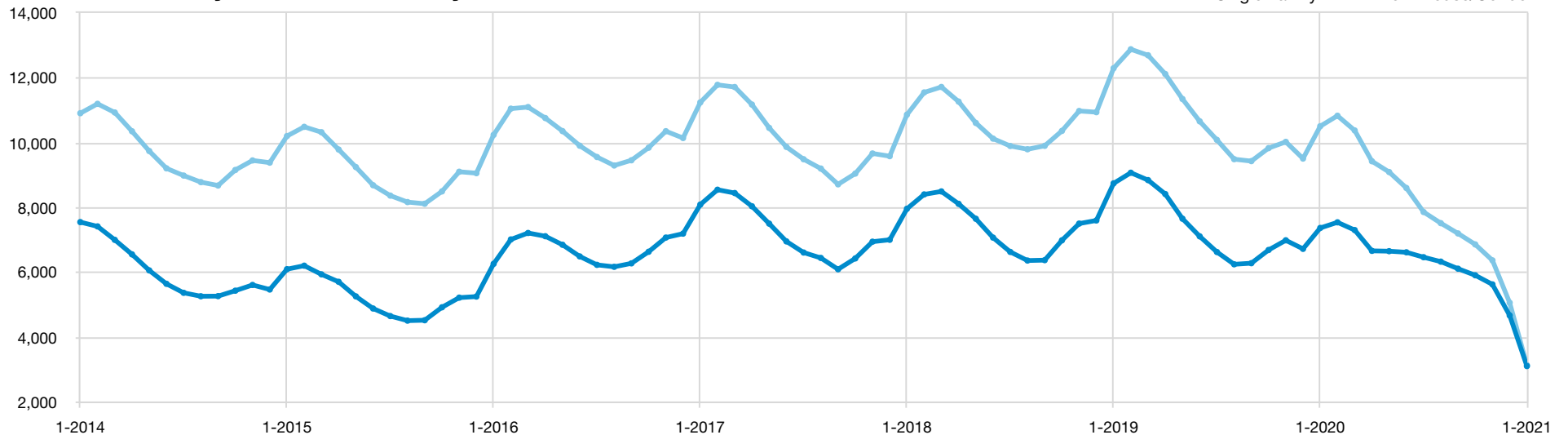


## January



| Homes for Sale  | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020        | 10,824        | - 15.9%               | 7,533             | - 16.9%               |
| Mar-2020        | 10,370        | - 18.3%               | 7,294             | - 17.5%               |
| Apr-2020        | 9,419         | - 22.2%               | 6,652             | - 20.9%               |
| May-2020        | 9,086         | - 19.9%               | 6,642             | - 13.1%               |
| Jun-2020        | 8,594         | - 19.3%               | 6,608             | - 6.9%                |
| Jul-2020        | 7,852         | - 22.1%               | 6,456             | - 2.4%                |
| Aug-2020        | 7,507         | - 20.8%               | 6,319             | + 1.3%                |
| Sep-2020        | 7,190         | - 23.7%               | 6,101             | - 2.7%                |
| Oct-2020        | 6,851         | - 30.3%               | 5,898             | - 11.7%               |
| Nov-2020        | 6,358         | - 36.5%               | 5,616             | - 19.5%               |
| Dec-2020        | 5,050         | - 46.9%               | 4,658             | - 30.6%               |
| <b>Jan-2021</b> | <b>3,124</b>  | <b>- 70.3%</b>        | <b>3,095</b>      | <b>- 57.9%</b>        |
| 12-Month Avg    | 7,685         | - 28.2%               | 6,073             | - 17.1%               |

## Historical Inventory of Homes for Sale by Month

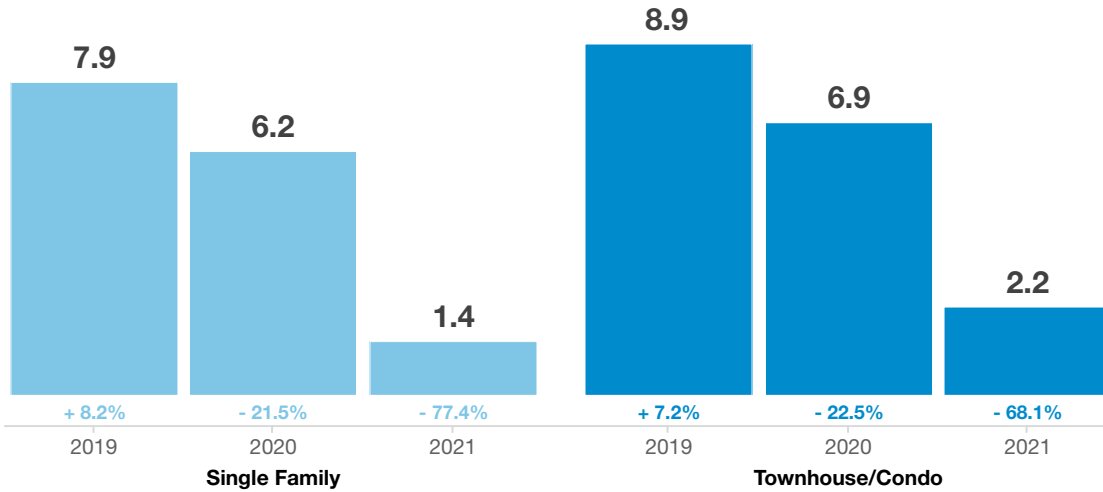


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



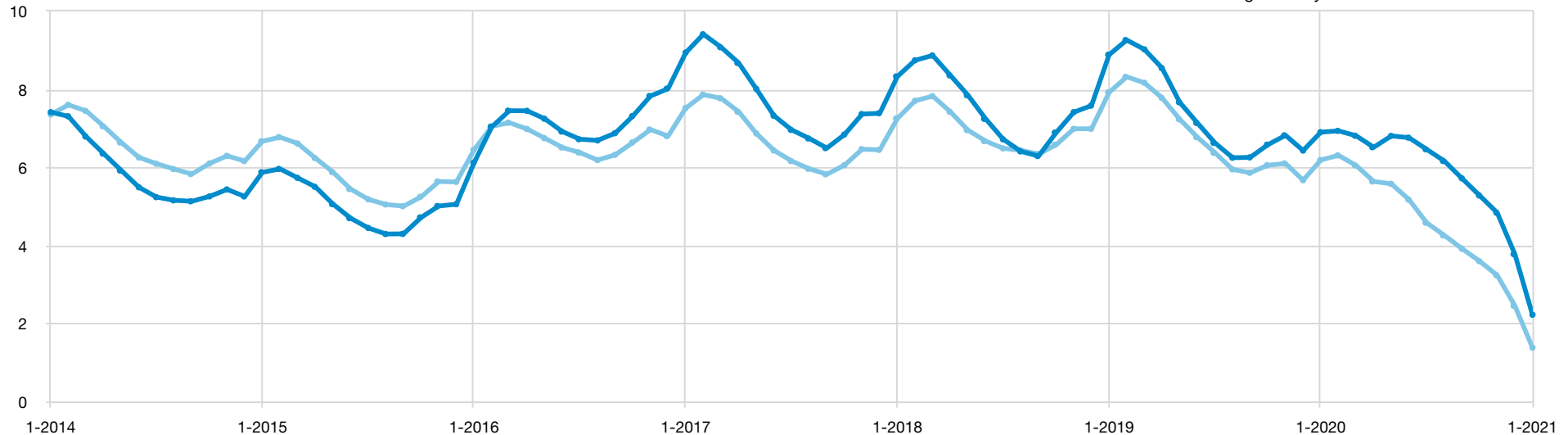
## January



| Months Supply   | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Feb-2020        | 6.3           | - 24.1%               | 6.9               | - 25.8%               |
| Mar-2020        | 6.0           | - 26.8%               | 6.8               | - 24.4%               |
| Apr-2020        | 5.6           | - 28.2%               | 6.5               | - 23.5%               |
| May-2020        | 5.6           | - 22.2%               | 6.8               | - 11.7%               |
| Jun-2020        | 5.2           | - 23.5%               | 6.8               | - 4.2%                |
| Jul-2020        | 4.6           | - 28.1%               | 6.5               | - 1.5%                |
| Aug-2020        | 4.3           | - 27.1%               | 6.2               | 0.0%                  |
| Sep-2020        | 3.9           | - 33.9%               | 5.7               | - 9.5%                |
| Oct-2020        | 3.6           | - 41.0%               | 5.3               | - 19.7%               |
| Nov-2020        | 3.2           | - 47.5%               | 4.8               | - 29.4%               |
| Dec-2020        | 2.5           | - 56.1%               | 3.8               | - 40.6%               |
| <b>Jan-2021</b> | <b>1.4</b>    | <b>- 77.4%</b>        | <b>2.2</b>        | <b>- 68.1%</b>        |
| 12-Month Avg*   | 4.3           | - 35.2%               | 5.7               | - 22.0%               |

\* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics                         | Historical Sparkbars | 1-2020    | 1-2021           | % Change | YTD 2020  | YTD 2021         | % Change |
|-------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                 |                      | 5,598     | <b>4,454</b>     | - 20.4%  | 5,598     | <b>4,454</b>     | - 20.4%  |
| <b>Pending Sales</b>                |                      | 2,792     | <b>7,232</b>     | + 159.0% | 2,792     | <b>7,232</b>     | + 159.0% |
| <b>Closed Sales</b>                 |                      | 2,315     | <b>3,136</b>     | + 35.5%  | 2,315     | <b>3,136</b>     | + 35.5%  |
| <b>Days on Market Until Sale</b>    |                      | 85        | <b>66</b>        | - 22.4%  | 85        | <b>66</b>        | - 22.4%  |
| <b>Median Sales Price</b>           |                      | \$270,000 | <b>\$320,000</b> | + 18.5%  | \$270,000 | <b>\$320,000</b> | + 18.5%  |
| <b>Average Sales Price</b>          |                      | \$449,111 | <b>\$547,497</b> | + 21.9%  | \$449,111 | <b>\$547,497</b> | + 21.9%  |
| <b>Pct. of Orig. Price Received</b> |                      | 93.7%     | <b>95.6%</b>     | + 2.0%   | 93.7%     | <b>95.6%</b>     | + 2.0%   |
| <b>Housing Affordability Index</b>  |                      | 108       | <b>100</b>       | - 7.4%   | 108       | <b>100</b>       | - 7.4%   |
| <b>Inventory of Homes for Sale</b>  |                      | 18,415    | <b>6,526</b>     | - 64.6%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>   |                      | 6.5       | <b>1.7</b>       | - 73.8%  | —         | —                | —        |