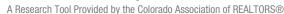
## **Local Market Update for October 2018**





Not all agents are the same!



## **Second Congressional District**

Single Family	October			Year to Date		
Key Metrics	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	977	1,124	+ 15.0%	13,320	12,997	- 2.4%
Sold Listings	1,078	969	- 10.1%	10,352	9,828	- 5.1%
Median Sales Price*	\$442,500	\$472,000	+ 6.7%	\$437,888	\$472,450	+ 7.9%
Average Sales Price*	\$644,776	\$679,330	+ 5.4%	\$589,394	\$641,222	+ 8.8%
Percent of List Price Received*	98.5%	98.2%	- 0.3%	99.4%	99.4%	0.0%
Days on Market Until Sale	51	52	+ 2.0%	49	44	- 10.2%
Inventory of Homes for Sale	2,863	2,480	- 13.4%			
Months Supply of Inventory	2.8	2.5	- 10.7%			

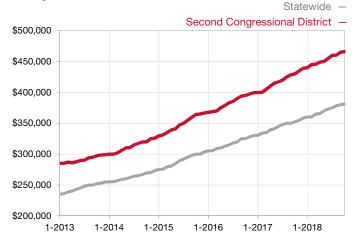
<sup>\*</sup> Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo	October			Year to Date		
Key Metrics	2017	2018	Percent Change from Previous Year	Thru 10-2017	Thru 10-2018	Percent Change from Previous Year
New Listings	420	618	+ 47.1%	6,093	6,158	+ 1.1%
Sold Listings	604	521	- 13.7%	5,023	4,727	- 5.9%
Median Sales Price*	\$345,000	\$390,000	+ 13.0%	\$321,000	\$360,000	+ 12.1%
Average Sales Price*	\$449,280	\$490,408	+ 9.2%	\$429,379	\$482,794	+ 12.4%
Percent of List Price Received*	98.7%	98.8%	+ 0.1%	99.2%	99.4%	+ 0.2%
Days on Market Until Sale	49	58	+ 18.4%	50	47	- 6.0%
Inventory of Homes for Sale	1,332	1,186	- 11.0%			
Months Supply of Inventory	2.7	2.5	- 7.4%			

<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

