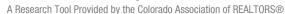
Local Market Update for October 2018





Not all agents are the same!





First 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	709	795	+ 12.1%	8,524	8,768	+ 2.9%	
Sold Listings	658	627	- 4.7%	6,952	6,843	- 1.6%	
Median Sales Price*	\$440,000	\$486,750	+ 10.6%	\$427,450	\$470,000	+ 10.0%	
Average Sales Price*	\$564,259	\$639,775	+ 13.4%	\$542,056	\$595,989	+ 9.9%	
Percent of List Price Received*	99.4%	98.5%	- 0.9%	100.1%	100.1%	0.0%	
Days on Market Until Sale	23	26	+ 13.0%	22	21	- 4.5%	
Inventory of Homes for Sale	1,213	1,151	- 5.1%				
Months Supply of Inventory	1.8	1.7	- 5.6%				

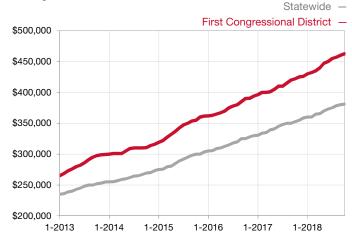
^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

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	540	605	+ 12.0%	6,356	6,455	+ 1.6%	
Sold Listings	483	436	- 9.7%	4,957	5,000	+ 0.9%	
Median Sales Price*	\$359,000	\$370,000	+ 3.1%	\$330,000	\$375,000	+ 13.6%	
Average Sales Price*	\$409,573	\$418,144	+ 2.1%	\$391,527	\$429,798	+ 9.8%	
Percent of List Price Received*	99.2%	98.8%	- 0.4%	99.9%	99.7%	- 0.2%	
Days on Market Until Sale	30	30	0.0%	28	29	+ 3.6%	
Inventory of Homes for Sale	1,163	1,092	- 6.1%				
Months Supply of Inventory	2.4	2.2	- 8.3%				

^{*} 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

