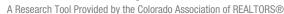
Local Market Update for March 2019





Not all agents are the same!



Second Congressional District

| Single Family | March | | | Year to Date | | | |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics | 2018 | 2019 | Percent Change from Previous Year | Thru 03-2018 | Thru 03-2019 | Percent Change from Previous Year | |
| New Listings | 1,272 | 1,234 | - 3.0% | 3,128 | 3,184 | + 1.8% | |
| Sold Listings | 941 | 848 | - 9.9% | 2,247 | 2,080 | - 7.4% | |
| Median Sales Price* | \$465,000 | \$485,000 | + 4.3% | \$456,100 | \$460,000 | + 0.9% | |
| Average Sales Price* | \$652,963 | \$696,267 | + 6.6% | \$623,915 | \$653,338 | + 4.7% | |
| Percent of List Price Received* | 99.6% | 99.1% | - 0.5% | 99.3% | 98.7% | - 0.6% | |
| Days on Market Until Sale | 49 | 50 | + 2.0% | 53 | 54 | + 1.9% | |
| Inventory of Homes for Sale | 2,071 | 1,929 | - 6.9% | | | | |
| Months Supply of Inventory | 2.0 | 2.0 | 0.0% | | | | |

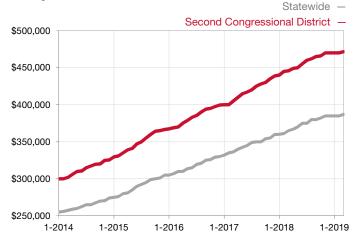
^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse-Condo | March | | | Year to Date | | | |
|---------------------------------|-----------|-----------|--------------------------------------|--------------|--------------|--------------------------------------|--|
| Key Metrics | 2018 | 2019 | Percent Change from Previous Year | Thru 03-2018 | Thru 03-2019 | Percent Change from Previous Year | |
| New Listings | 580 | 698 | + 20.3% | 1,504 | 1,804 | + 19.9% | |
| Sold Listings | 400 | 394 | - 1.5% | 1,073 | 1,045 | - 2.6% | |
| Median Sales Price* | \$362,500 | \$335,750 | - 7.4% | \$350,000 | \$350,000 | 0.0% | |
| Average Sales Price* | \$553,745 | \$494,649 | - 10.7% | \$504,755 | \$492,605 | - 2.4% | |
| Percent of List Price Received* | 99.7% | 98.6% | - 1.1% | 99.3% | 98.5% | - 0.8% | |
| Days on Market Until Sale | 52 | 52 | 0.0% | 54 | 55 | + 1.9% | |
| Inventory of Homes for Sale | 1,202 | 1,257 | + 4.6% | | | | |
| Months Supply of Inventory | 2.4 | 2.7 | + 12.5% | | | | |

^{*} 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

