

# Monthly Indicators



## November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings were up 6.7 percent to 886. Pending Sales increased 9.8 percent to 910. Inventory shrank 43.3 percent to 1,577 units.

Prices moved higher as the Median Sales Price was up 14.5 percent to \$182,000. Days on Market decreased 20.6 percent to 27 days. Months Supply of Inventory was down 44.4 percent to 1.5 months.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

## Activity Snapshot

**- 1.9%**      **+ 14.5%**      **- 43.3%**

One-Year Change in Closed Sales      One-Year Change in Median Sales Price      One-Year Change in Homes for Sale

Residential activity for Regional Board B composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

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



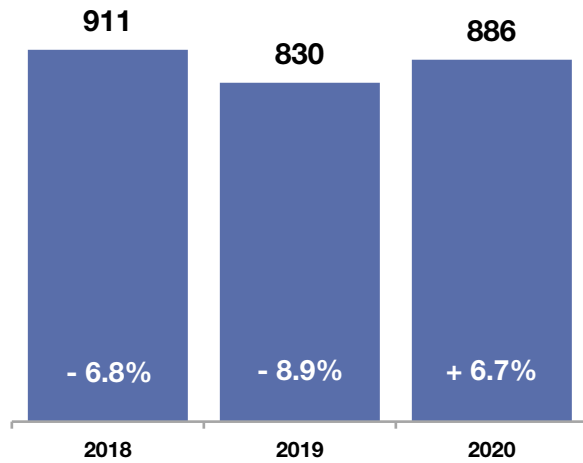
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		830	<b>886</b>	+ 6.7%	15,223	<b>13,236</b>	- 13.1%
<b>Pending Sales</b>		829	<b>910</b>	+ 9.8%	11,807	<b>11,735</b>	- 0.6%
<b>Closed Sales</b>		1,111	<b>1,090</b>	- 1.9%	11,063	<b>10,185</b>	- 7.9%
<b>Days on Market</b>		34	<b>27</b>	- 20.6%	38	<b>36</b>	- 5.3%
<b>Median Sales Price</b>		\$159,000	<b>\$182,000</b>	+ 14.5%	\$158,000	<b>\$174,000</b>	+ 10.1%
<b>Average Sales Price</b>		\$187,737	<b>\$216,689</b>	+ 15.4%	\$186,069	<b>\$204,681</b>	+ 10.0%
<b>Pct. of List Price Received</b>		98.6%	<b>102.8%</b>	+ 4.3%	98.9%	<b>100.6%</b>	+ 1.7%
<b>Housing Affordability Index</b>		205	<b>190</b>	- 7.3%	207	<b>199</b>	- 3.9%
<b>Inventory of Homes for Sale</b>		2,782	<b>1,577</b>	- 43.3%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		2.7	<b>1.5</b>	- 44.4%	--	<b>--</b>	--

# New Listings

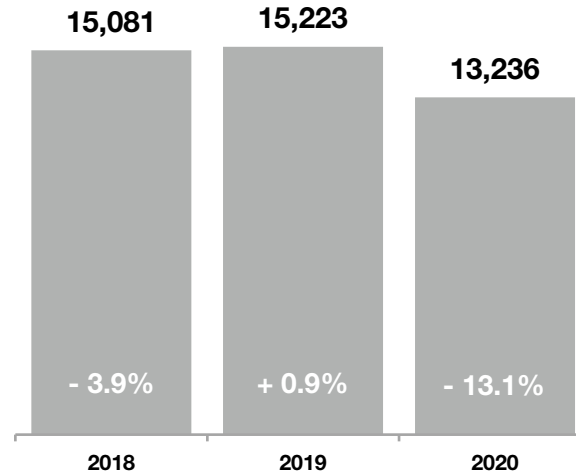
A count of the properties that have been newly listed on the market in a given month.



## November

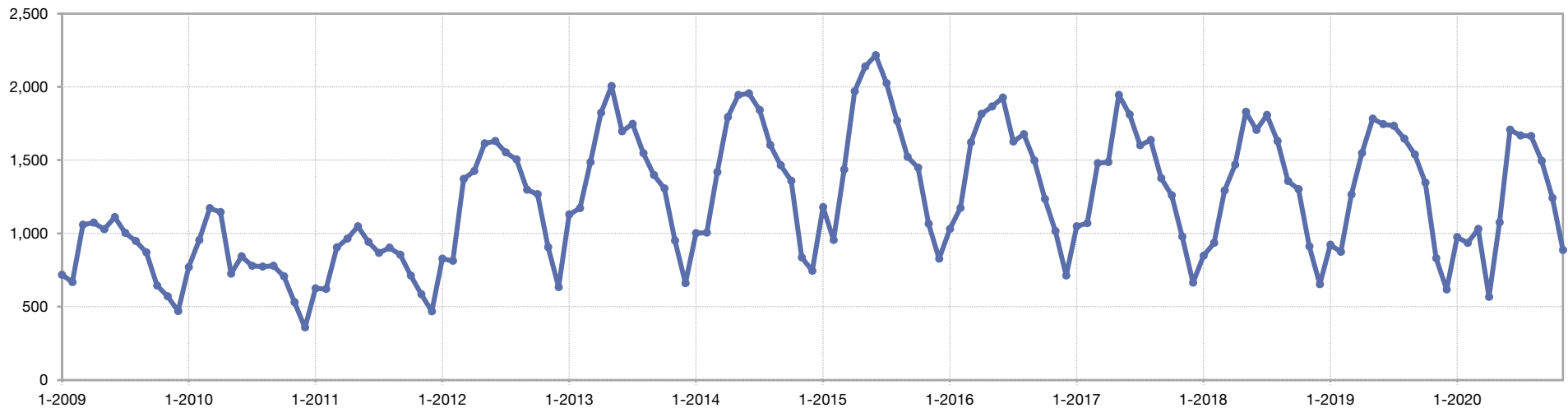


## Year to Date



	New Listings	Prior Year	Percent Change
December 2019	616	653	-5.7%
January 2020	974	922	+5.6%
February 2020	935	874	+7.0%
March 2020	1,029	1,264	-18.6%
April 2020	566	1,546	-63.4%
May 2020	1,074	1,782	-39.7%
June 2020	1,706	1,745	-2.2%
July 2020	1,667	1,733	-3.8%
August 2020	1,663	1,645	+1.1%
September 2020	1,494	1,537	-2.8%
October 2020	1,242	1,345	-7.7%
<b>November 2020</b>	<b>886</b>	<b>830</b>	<b>+6.7%</b>
12-Month Avg	1,154	1,323	-12.8%

## Historical New Listings by Month

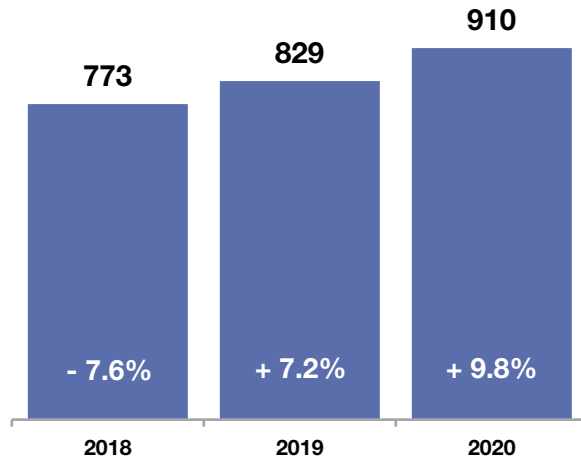


# Pending Sales

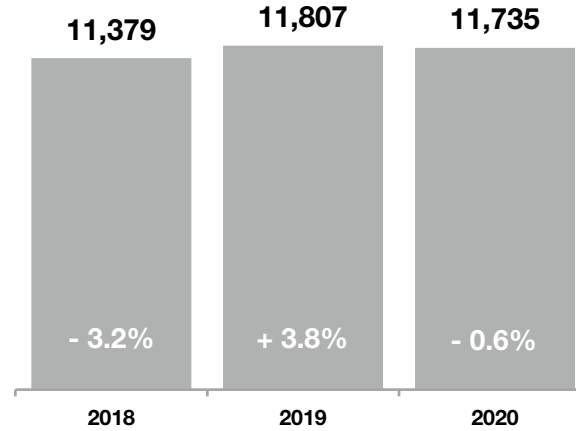
A count of the properties on which offers have been accepted in a given month.



## November

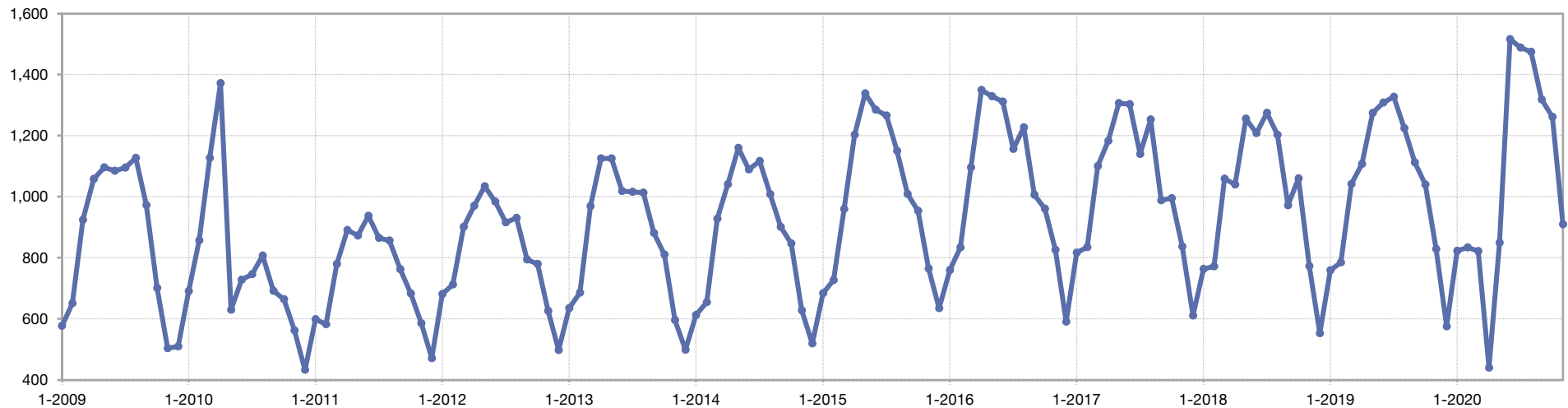


## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2019	575	553	+4.0%
January 2020	823	759	+8.4%
February 2020	834	785	+6.2%
March 2020	822	1,042	-21.1%
April 2020	440	1,107	-60.3%
May 2020	849	1,274	-33.4%
June 2020	1,516	1,308	+15.9%
July 2020	1,488	1,327	+12.1%
August 2020	1,474	1,224	+20.4%
September 2020	1,318	1,112	+18.5%
October 2020	1,261	1,040	+21.3%
<b>November 2020</b>	<b>910</b>	<b>829</b>	<b>+9.8%</b>
12-Month Avg	1,026	1,030	-0.4%

## Historical Pending Sales by Month

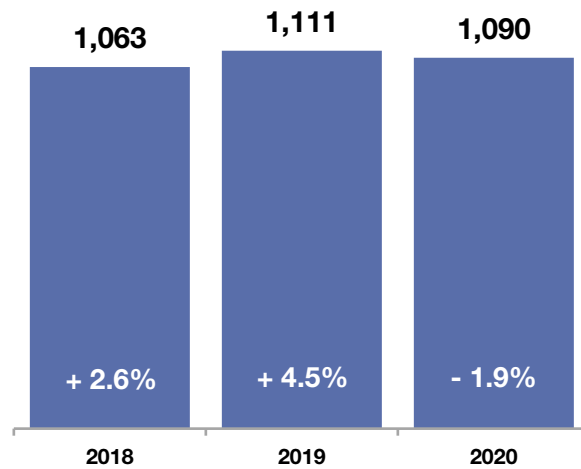


# Closed Sales

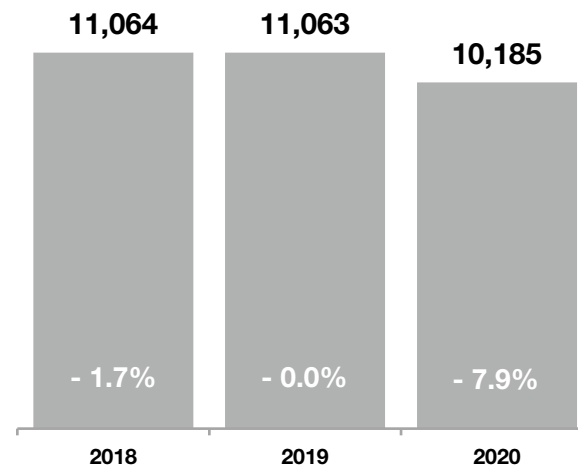
A count of the actual sales that closed in a given month.



## November

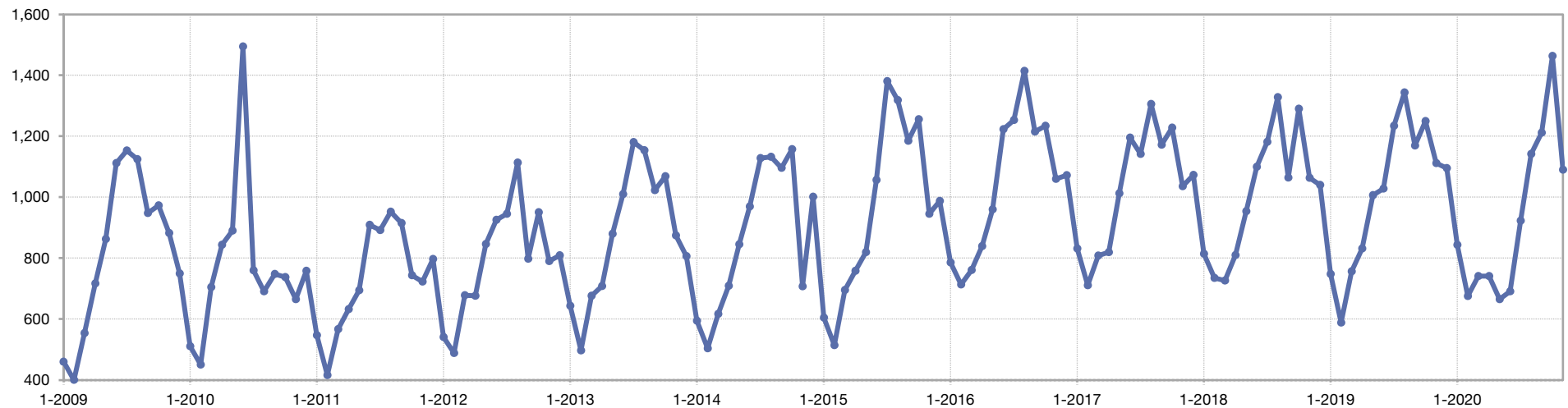


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2019	1,095	1,040	+5.3%
January 2020	843	748	+12.7%
February 2020	675	588	+14.8%
March 2020	741	756	-2.0%
April 2020	741	831	-10.8%
May 2020	665	1,006	-33.9%
June 2020	691	1,028	-32.8%
July 2020	923	1,234	-25.2%
August 2020	1,142	1,343	-15.0%
September 2020	1,211	1,169	+3.6%
October 2020	1,463	1,249	+17.1%
<b>November 2020</b>	<b>1,090</b>	<b>1,111</b>	<b>-1.9%</b>
12-Month Avg	940	1,009	-6.8%

## Historical Closed Sales by Month

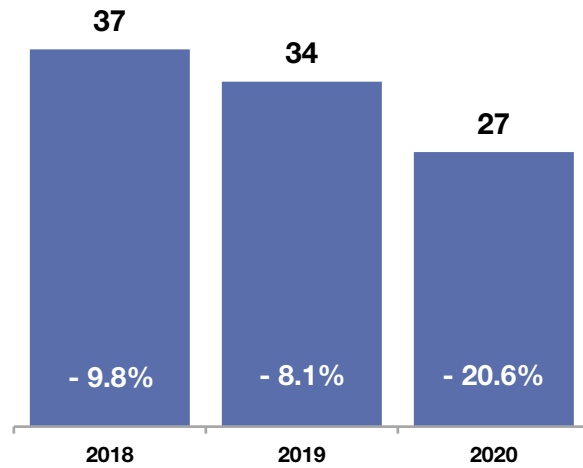


# Days on Market Until Sale

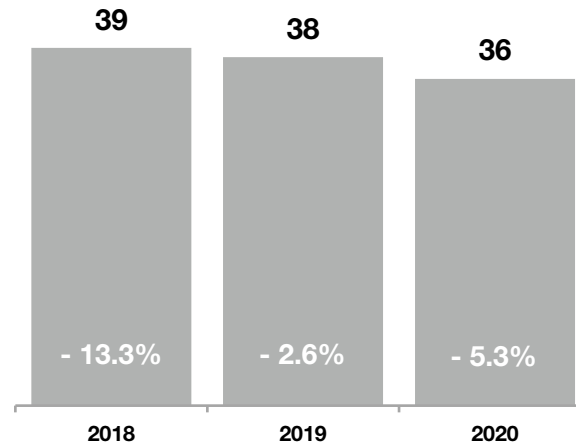
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



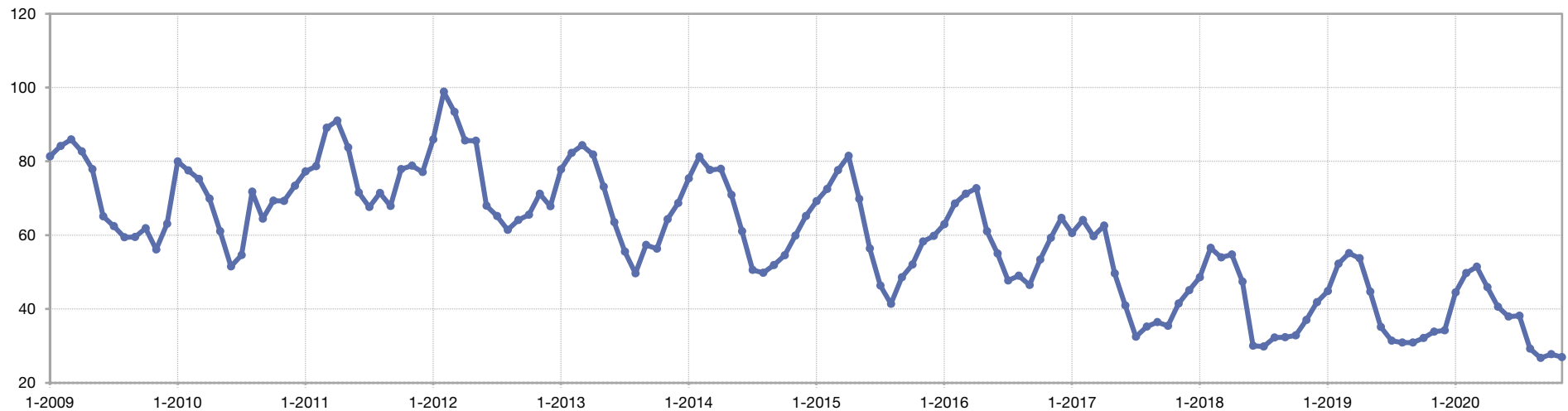
## Year to Date



Days on Market		Prior Year	Percent Change
December 2019	34	42	-19.0%
January 2020	44	45	-2.2%
February 2020	50	52	-3.8%
March 2020	51	55	-7.3%
April 2020	46	54	-14.8%
May 2020	41	45	-8.9%
June 2020	38	35	+8.6%
July 2020	38	31	+22.6%
August 2020	29	31	-6.5%
September 2020	27	31	-12.9%
October 2020	28	32	-12.5%
<b>November 2020</b>	<b>27</b>	<b>34</b>	<b>-20.6%</b>
12-Month Avg*	36	39	-7.7%

\* Average Days on Market of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

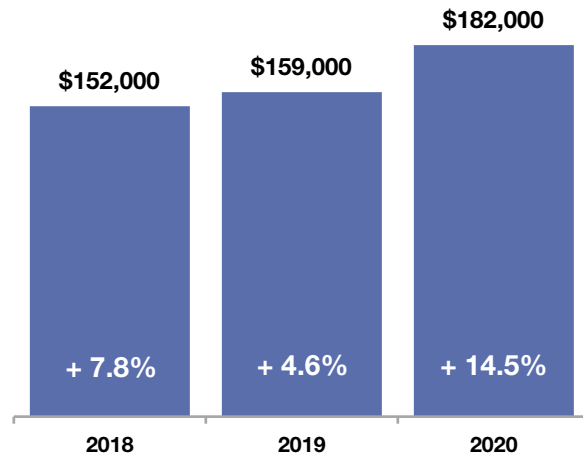


# Median Sales Price

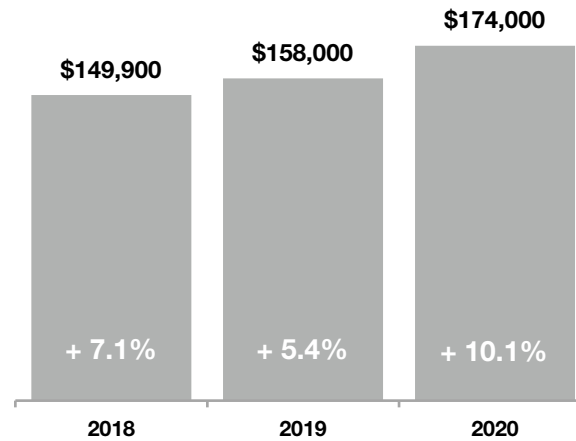
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



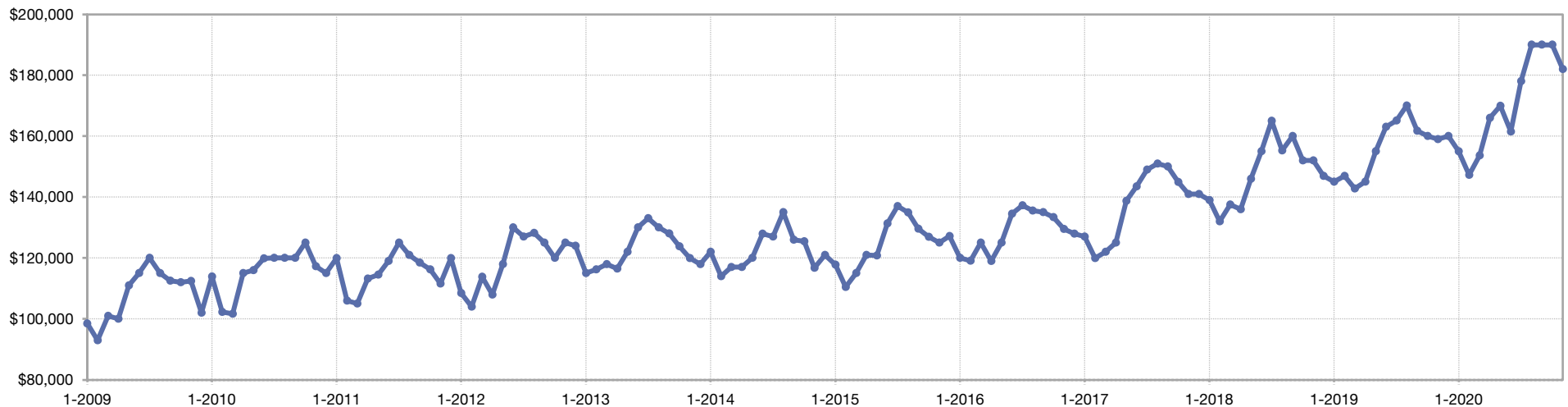
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2019	\$160,000	\$146,950	+8.9%
January 2020	\$155,000	\$145,000	+6.9%
February 2020	\$147,250	\$146,900	+0.2%
March 2020	\$153,600	\$142,750	+7.6%
April 2020	\$166,000	\$145,000	+14.5%
May 2020	\$169,950	\$155,000	+9.6%
June 2020	\$161,500	\$163,000	-0.9%
July 2020	\$178,000	\$165,089	+7.8%
August 2020	\$190,000	\$170,000	+11.8%
September 2020	\$190,000	\$161,725	+17.5%
October 2020	\$190,000	\$160,000	+18.8%
<b>November 2020</b>	<b>\$182,000</b>	<b>\$159,000</b>	<b>+14.5%</b>
12-Month Med*	\$171,000	\$157,000	+8.9%

\* Median Sales Price of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

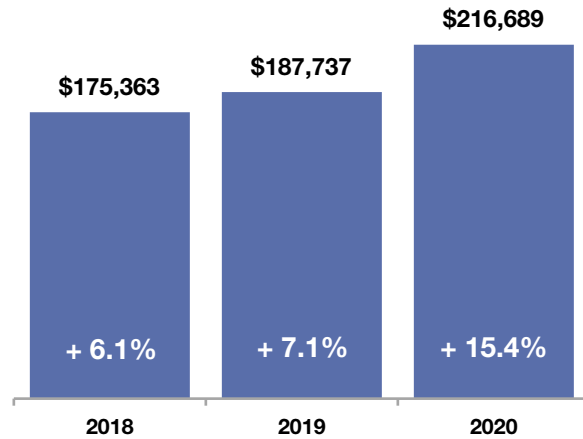


# Average Sales Price

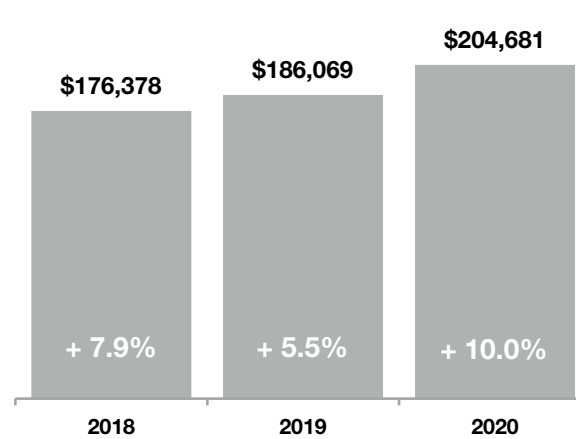
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



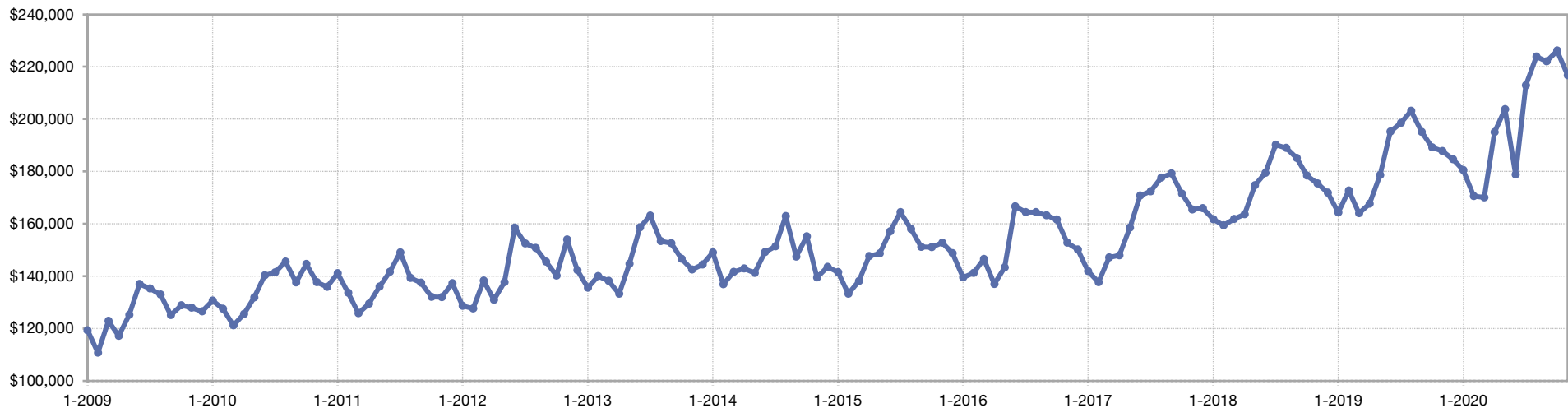
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2019	\$184,637	\$171,800	+7.5%
January 2020	\$180,482	\$164,256	+9.9%
February 2020	\$170,551	\$172,613	-1.2%
March 2020	\$170,043	\$164,031	+3.7%
April 2020	\$194,975	\$167,579	+16.3%
May 2020	\$203,686	\$178,586	+14.1%
June 2020	\$178,785	\$195,197	-8.4%
July 2020	\$212,826	\$198,478	+7.2%
August 2020	\$223,809	\$203,065	+10.2%
September 2020	\$221,978	\$195,051	+13.8%
October 2020	\$226,113	\$189,113	+19.6%
<b>November 2020</b>	<b>\$216,689</b>	<b>\$187,737</b>	<b>+15.4%</b>
12-Month Avg*	\$202,738	\$184,849	+9.7%

\* Avg. Sales Price of all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



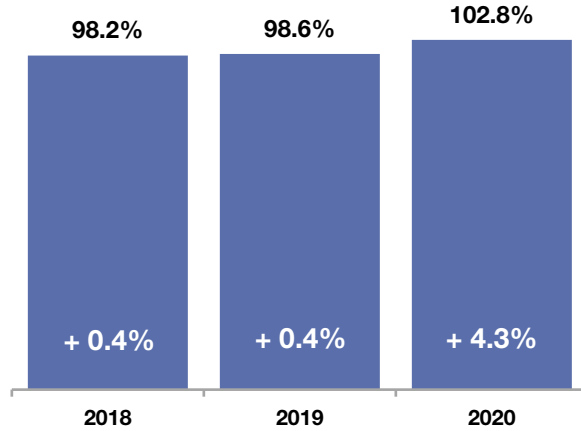


# Percent of List Price Received

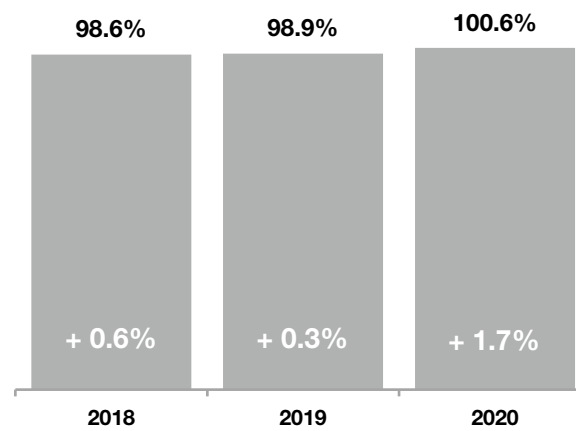


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November



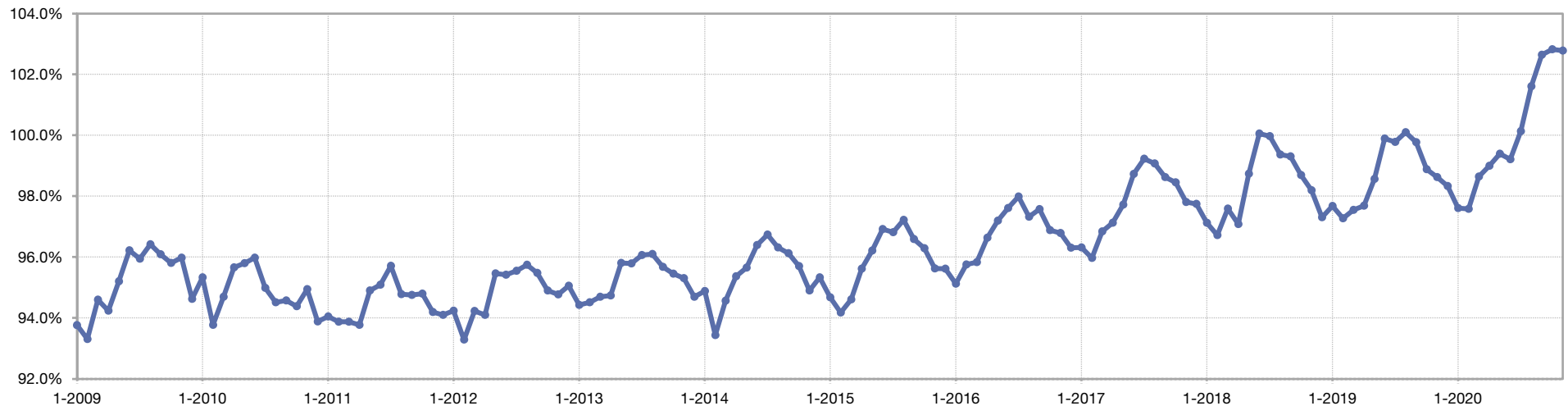
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
December 2019	98.3%	97.3%	+1.0%
January 2020	97.6%	97.7%	-0.1%
February 2020	97.6%	97.3%	+0.3%
March 2020	98.6%	97.5%	+1.1%
April 2020	99.0%	97.7%	+1.3%
May 2020	99.4%	98.6%	+0.8%
June 2020	99.2%	99.9%	-0.7%
July 2020	100.1%	99.8%	+0.3%
August 2020	101.6%	100.1%	+1.5%
September 2020	102.6%	99.8%	+2.8%
October 2020	102.8%	98.9%	+3.9%
<b>November 2020</b>	<b>102.8%</b>	<b>98.6%</b>	<b>+4.3%</b>
12-Month Avg*	100.4%	98.8%	+1.6%

\* Average Pct. of List Price Received for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

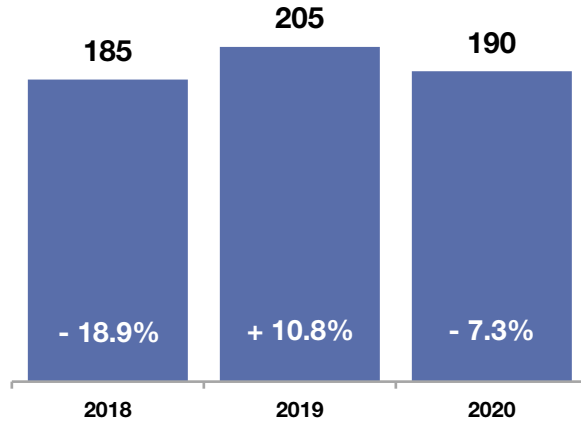


# Housing Affordability Index

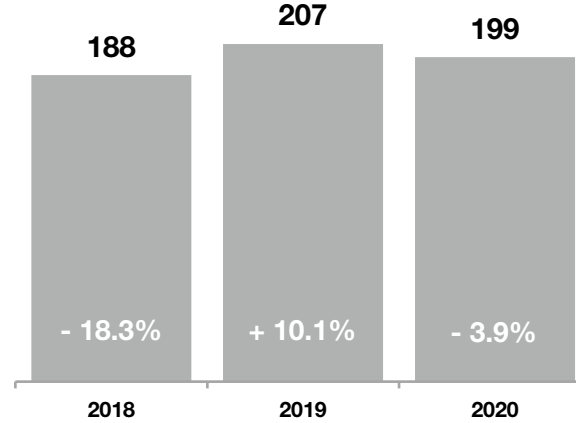


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November

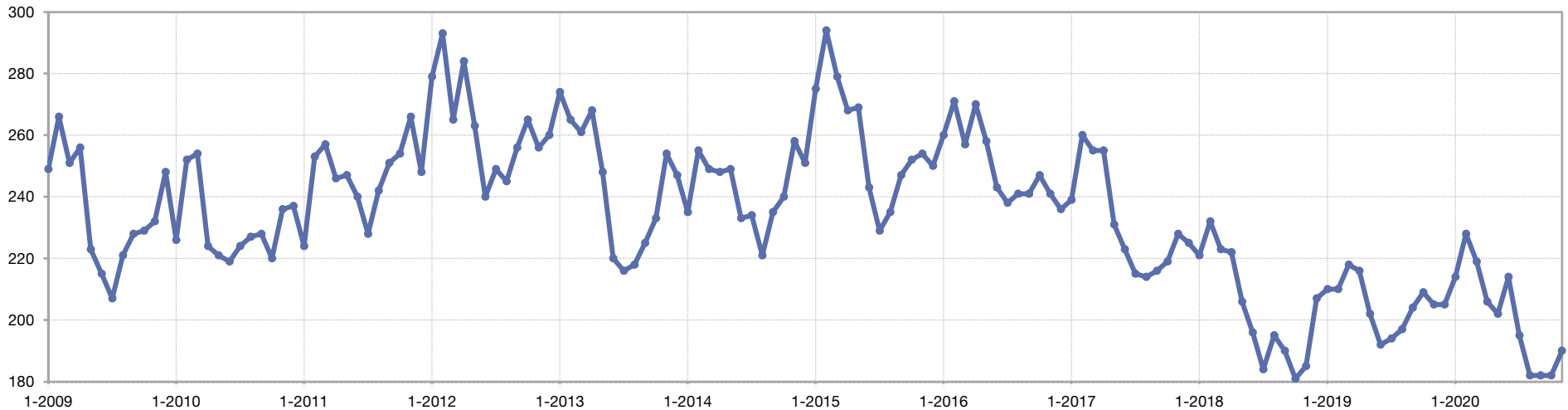


## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2019	205	207	-1.0%
January 2020	214	210	+1.9%
February 2020	228	210	+8.6%
March 2020	219	218	+0.5%
April 2020	206	216	-4.6%
May 2020	202	202	0.0%
June 2020	214	192	+11.5%
July 2020	195	194	+0.5%
August 2020	182	197	-7.6%
September 2020	182	204	-10.8%
October 2020	182	209	-12.9%
<b>November 2020</b>	<b>190</b>	<b>205</b>	<b>-7.3%</b>
12-Month Avg	202	205	-1.8%

## Historical Housing Affordability Index by Month

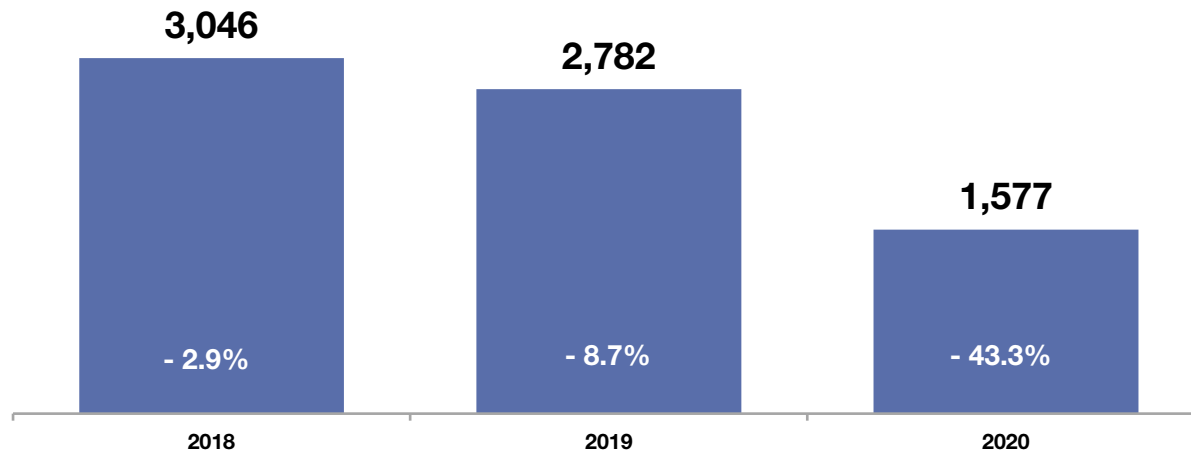


# Inventory of Homes for Sale

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

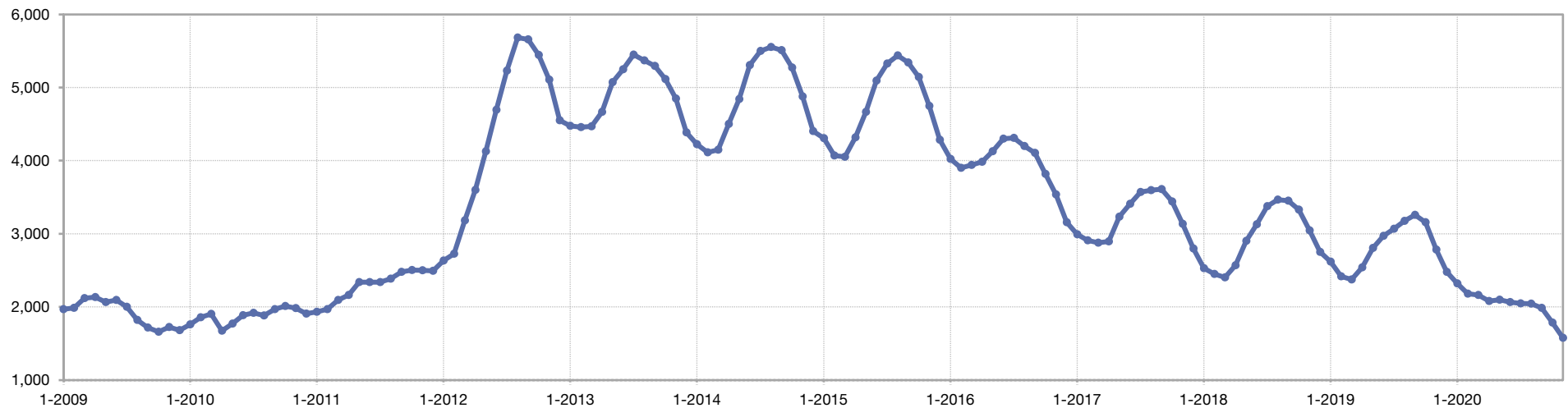


## November



	Homes for Sale	Prior Year	Percent Change
December 2019	2,477	2,752	-10.0%
January 2020	2,320	2,618	-11.4%
February 2020	2,181	2,417	-9.8%
March 2020	2,162	2,372	-8.9%
April 2020	2,078	2,538	-18.1%
May 2020	2,097	2,805	-25.2%
June 2020	2,065	2,969	-30.4%
July 2020	2,047	3,065	-33.2%
August 2020	2,043	3,174	-35.6%
September 2020	1,987	3,258	-39.0%
October 2020	1,786	3,155	-43.4%
<b>November 2020</b>	<b>1,577</b>	<b>2,782</b>	<b>-43.3%</b>
12-Month Avg*	2,068	2,825	-26.8%

## Historical Inventory of Homes for Sale by Month

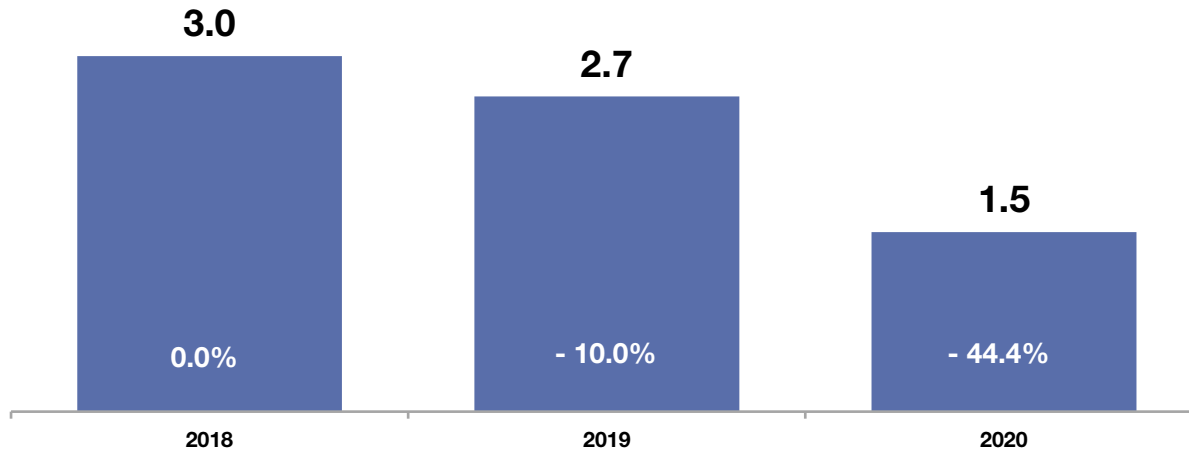


# Months Supply of Inventory

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.



## November



Months Supply		Prior Year	Percent Change
December 2019	2.4	2.8	-14.3%
January 2020	2.2	2.6	-15.4%
February 2020	2.1	2.4	-12.5%
March 2020	2.1	2.4	-12.5%
April 2020	2.1	2.5	-16.0%
May 2020	2.3	2.8	-17.9%
June 2020	2.2	2.9	-24.1%
July 2020	2.1	3.0	-30.0%
August 2020	2.1	3.1	-32.3%
September 2020	2.0	3.2	-37.5%
October 2020	1.8	3.1	-41.9%
<b>November 2020</b>	<b>1.5</b>	<b>2.7</b>	<b>-44.4%</b>
12-Month Avg*	2.1	2.8	-25.0%

\* Months Supply for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

