

Local Market Update – September 2018

A Research Tool Provided by the Multiple Listing Service of Hilton Head Island and the Hilton Head Area Association of REALTORS®



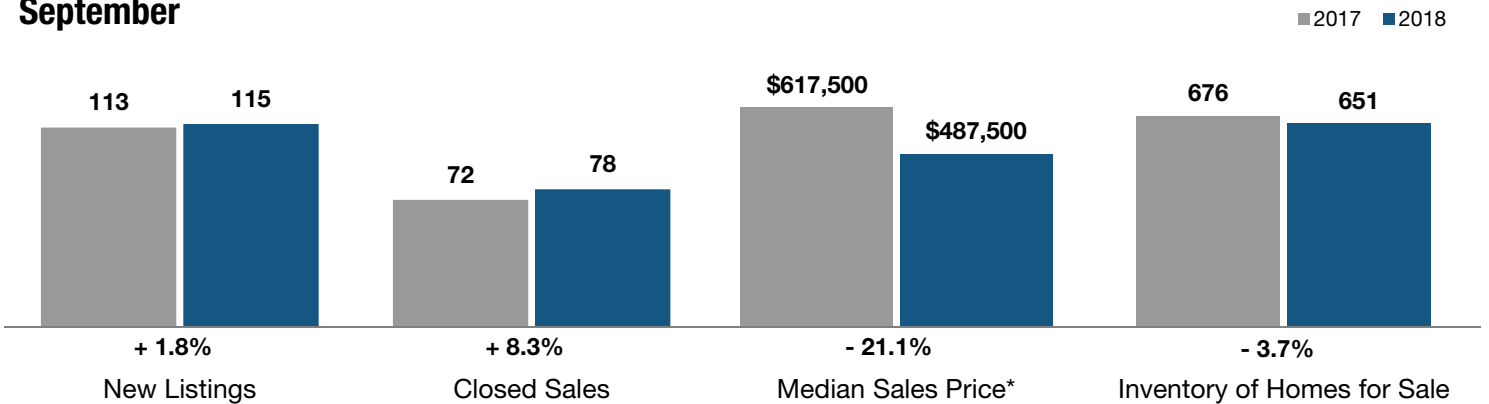
Hilton Head Totals

Detached Homes Only

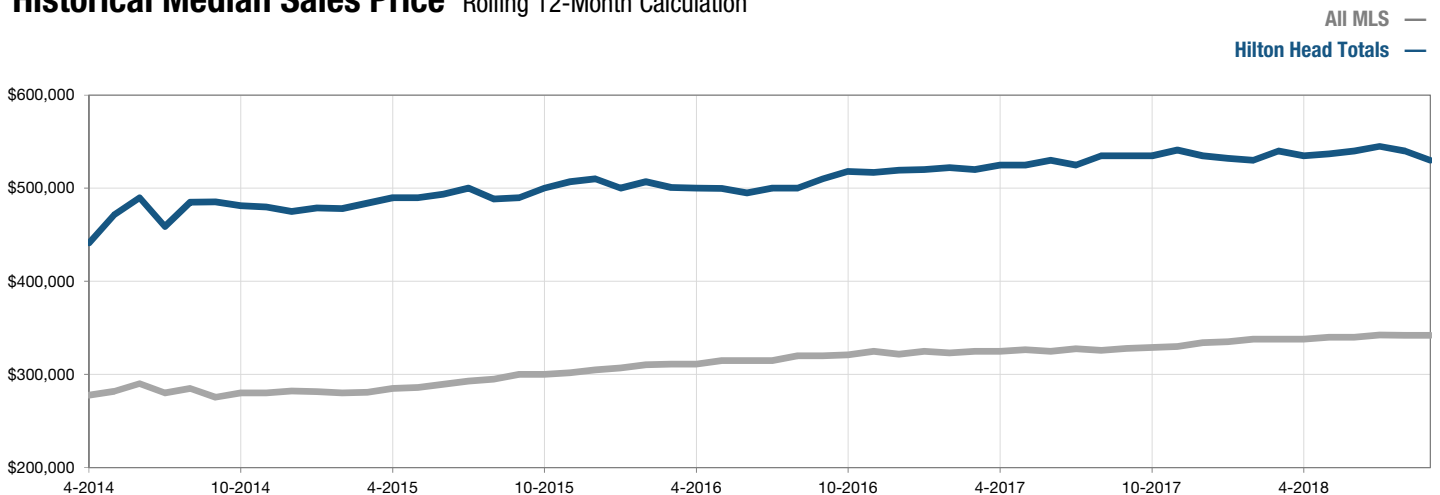
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	113	115	+ 1.8%	1,167	1,314	+ 12.6%
Closed Sales	72	78	+ 8.3%	730	866	+ 18.6%
Median Sales Price*	\$617,500	\$487,500	- 21.1%	\$540,000	\$530,000	- 1.9%
Percent of List Price Received*	95.2%	95.8%	+ 0.6%	95.5%	95.6%	+ 0.2%
Days on Market Until Sale	177	147	- 16.7%	175	151	- 13.6%
Inventory of Homes for Sale	676	651	- 3.7%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

A Research Tool Provided by the Multiple Listing Service of
Hilton Head Island and the Hilton Head Area Association of REALTORS®



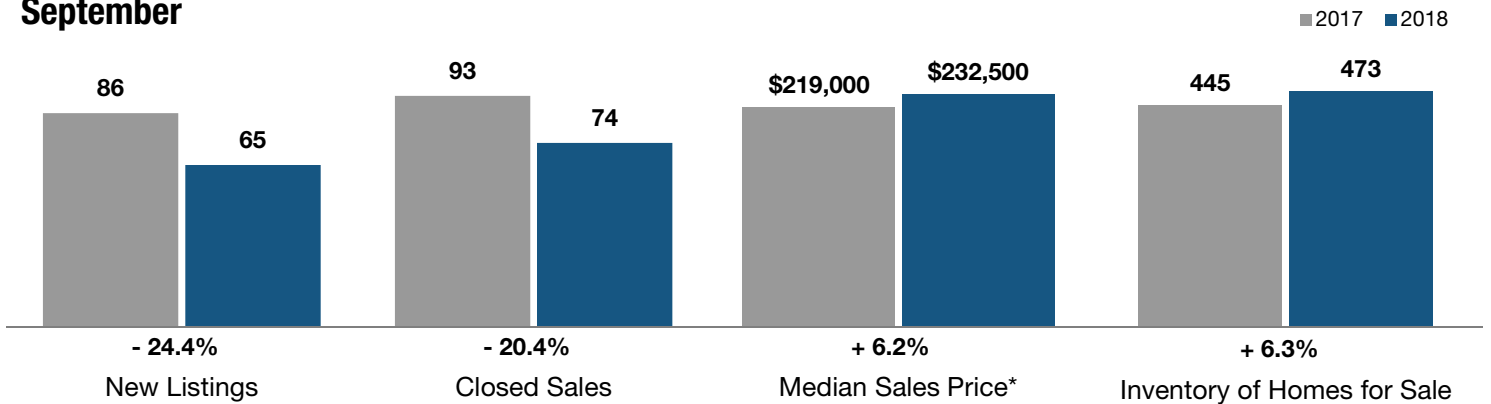
Hilton Head Totals

Condos / Villas Only

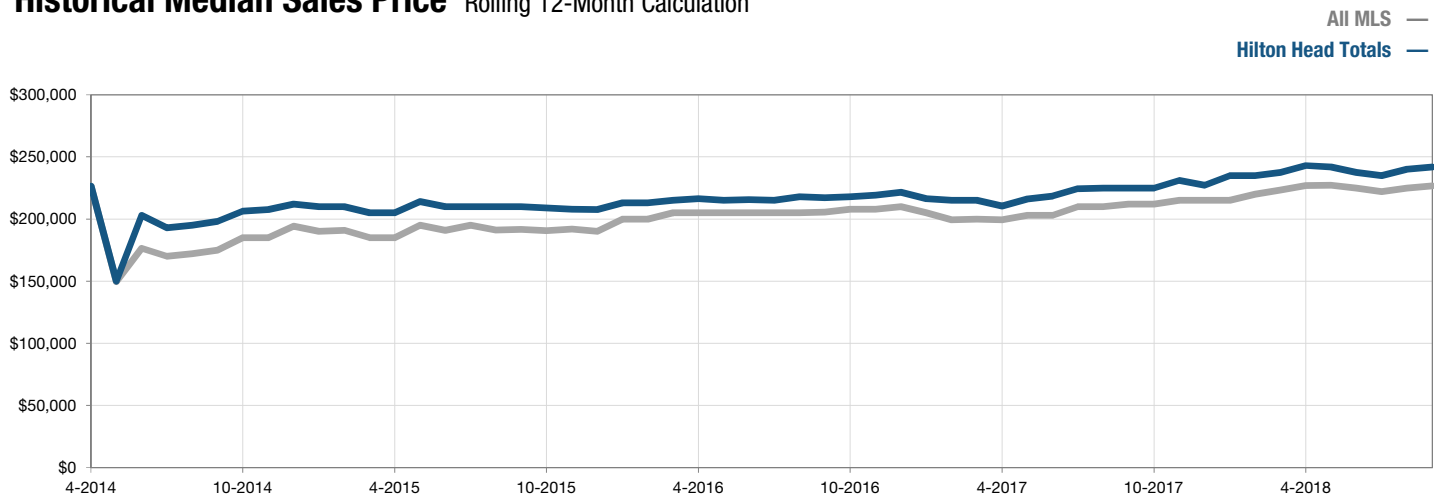
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	86	65	- 24.4%	1,039	1,149	+ 10.6%
Closed Sales	93	74	- 20.4%	831	877	+ 5.5%
Median Sales Price*	\$219,000	\$232,500	+ 6.2%	\$220,000	\$243,000	+ 10.5%
Percent of List Price Received*	95.2%	95.4%	+ 0.2%	94.8%	95.7%	+ 1.0%
Days on Market Until Sale	154	118	- 23.6%	159	125	- 21.3%
Inventory of Homes for Sale	445	473	+ 6.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update – September 2018

A Research Tool Provided by the Multiple Listing Service of Hilton Head Island and the Hilton Head Area Association of REALTORS®

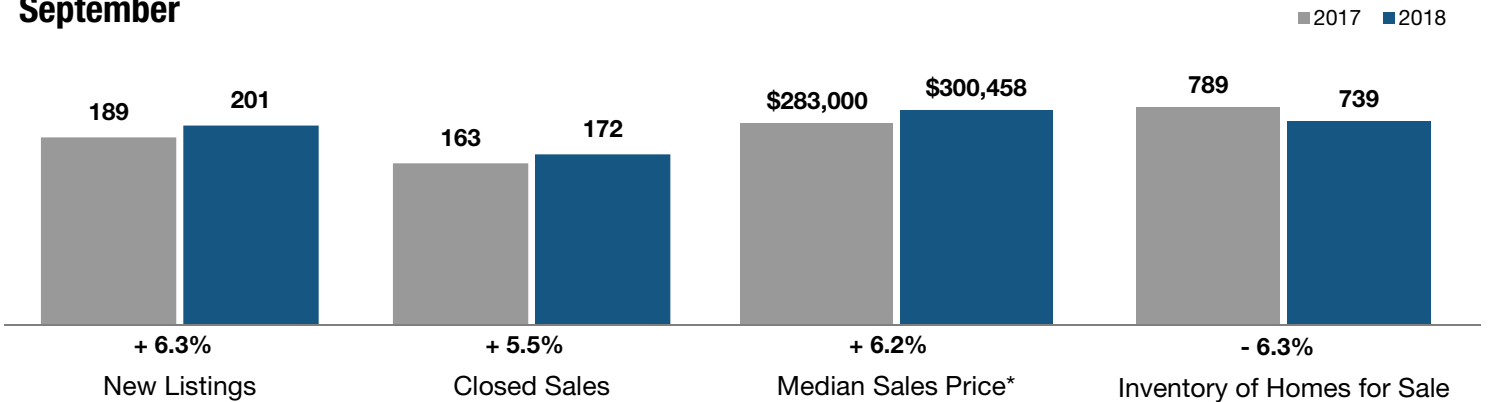


Mainland

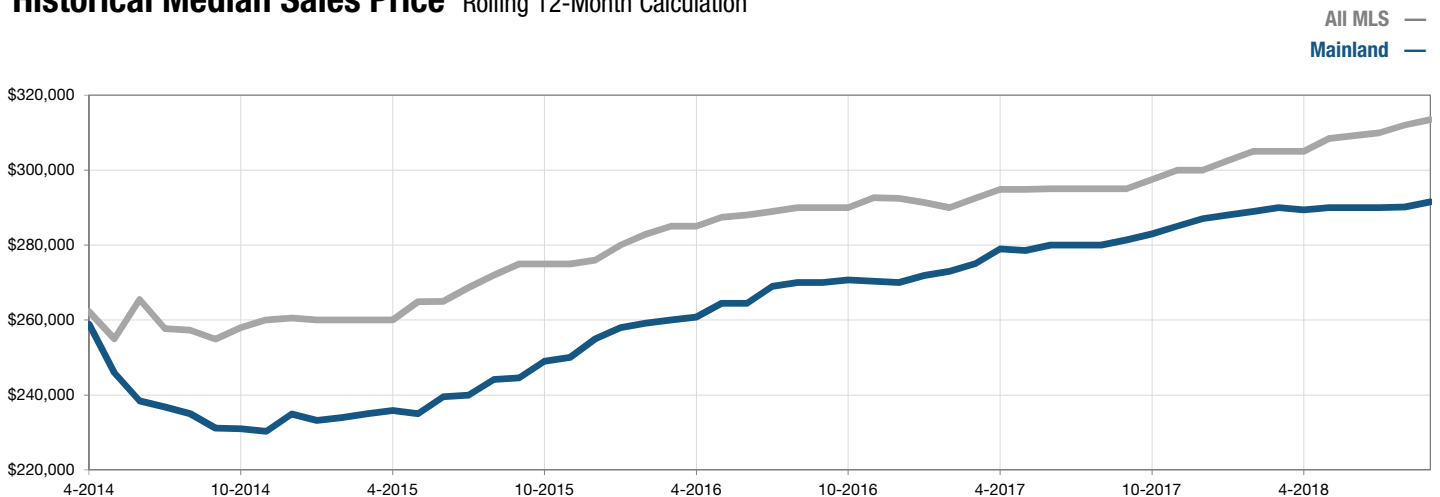
Key Metrics	September			Year to Date		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	189	201	+ 6.3%	2,140	2,317	+ 8.3%
Closed Sales	163	172	+ 5.5%	1,589	1,810	+ 13.9%
Median Sales Price*	\$283,000	\$300,458	+ 6.2%	\$282,000	\$287,200	+ 1.8%
Percent of List Price Received*	97.1%	97.7%	+ 0.5%	97.2%	97.6%	+ 0.4%
Days on Market Until Sale	136	119	- 12.8%	134	126	- 6.1%
Inventory of Homes for Sale	789	739	- 6.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation



Monthly Indicators



September 2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

New Listings were up 1.6 percent to 441. Pending Sales increased 31.5 percent to 338, the eighth consecutive month of year-over-year gains. Inventory shrank 0.5 percent to 2,253 units.

Prices moved higher as Median Sales Price was up 6.1 percent to \$312,990. Days on Market decreased 16.8 percent to 129 days. Months Supply of Inventory was down 16.4 percent to 5.1 months, indicating that demand increased relative to supply.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

Quick Facts

- 6.0%	+ 6.1%	- 16.4%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Hilton Head Association of REALTORS®. Percent changes are calculated using rounded figures.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

Key market metrics for the current month and year-to-date figures.



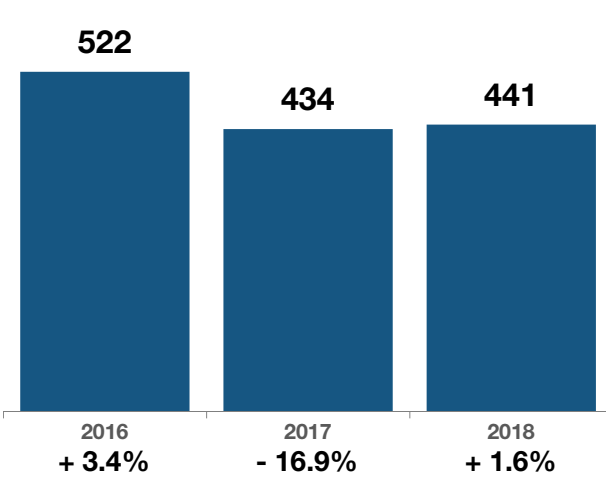
Key Metrics	Historical Sparkbars	09-2017	09-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		434	441	+ 1.6%	4,987	5,533	+ 10.9%
Pending Sales		257	338	+ 31.5%	3,704	4,188	+ 13.1%
Closed Sales		381	358	- 6.0%	3,522	3,979	+ 13.0%
Days on Market		155	129	- 16.8%	151	134	- 11.3%
Median Sales Price		\$295,000	\$312,990	+ 6.1%	\$295,000	\$312,000	+ 5.8%
Average Sales Price		\$407,311	\$402,567	- 1.2%	\$386,100	\$404,023	+ 4.6%
Pct. of List Price Received		96.3%	96.5%	+ 0.2%	96.1%	96.6%	+ 0.5%
Housing Affordability Index		80	76	- 5.0%	80	76	- 5.0%
Inventory of Homes for Sale		2,264	2,253	- 0.5%	--	--	--
Months Supply of Inventory		6.1	5.1	- 16.4%	--	--	--

New Listings

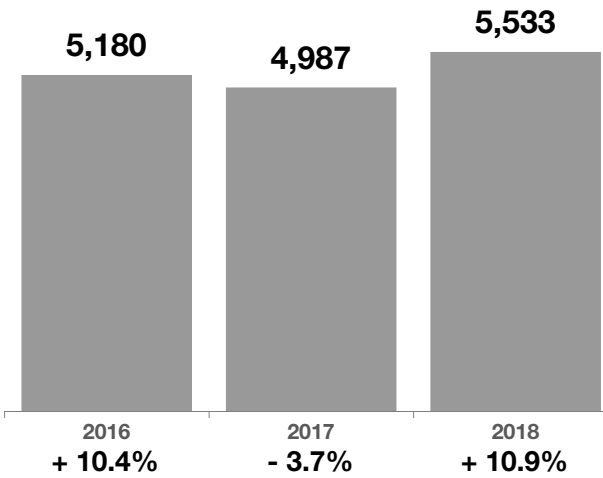
A count of the properties that have been newly listed on the market in a given month.



September

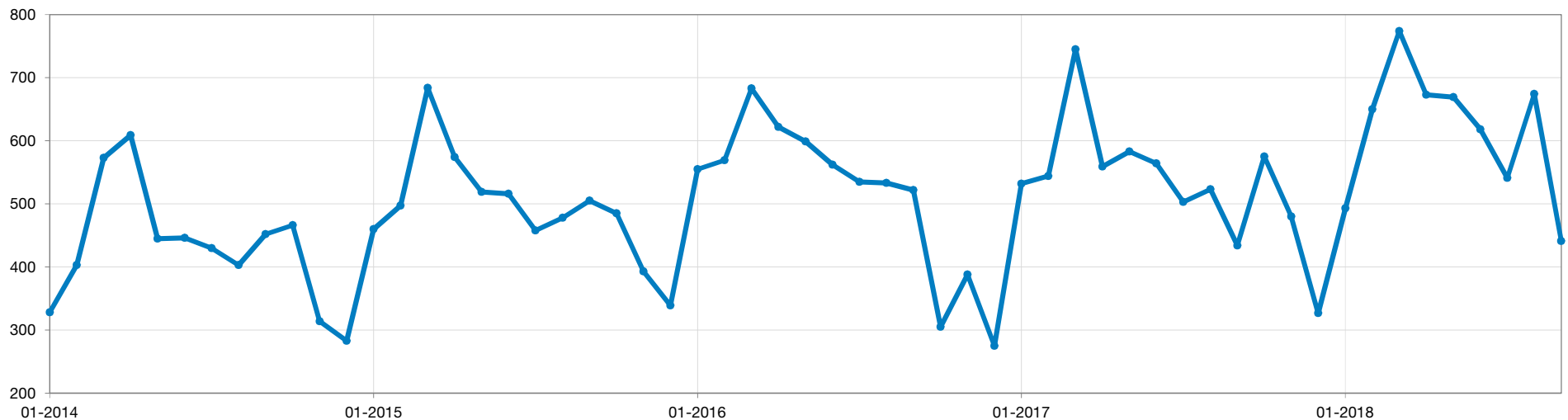


Year to Date



	New Listings	Prior Year	Percent Change
October 2017	575	305	+88.5%
November 2017	480	388	+23.7%
December 2017	327	275	+18.9%
January 2018	493	532	-7.3%
February 2018	650	544	+19.5%
March 2018	774	745	+3.9%
April 2018	673	559	+20.4%
May 2018	669	583	+14.8%
June 2018	618	564	+9.6%
July 2018	541	503	+7.6%
August 2018	674	523	+28.9%
September 2018	441	434	+1.6%
12-Month Avg	576	496	+16.1%

Historical New Listings by Month

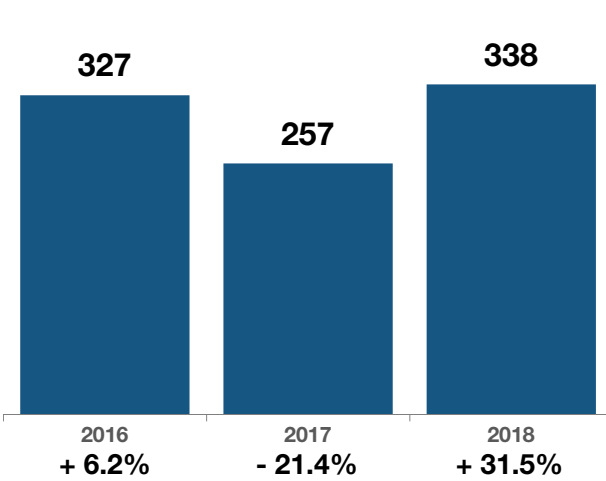


Pending Sales

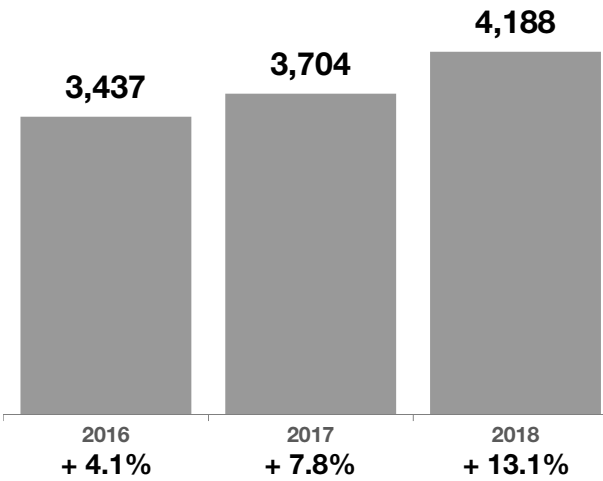
A count of the properties on which offers have been accepted in a given month.



September

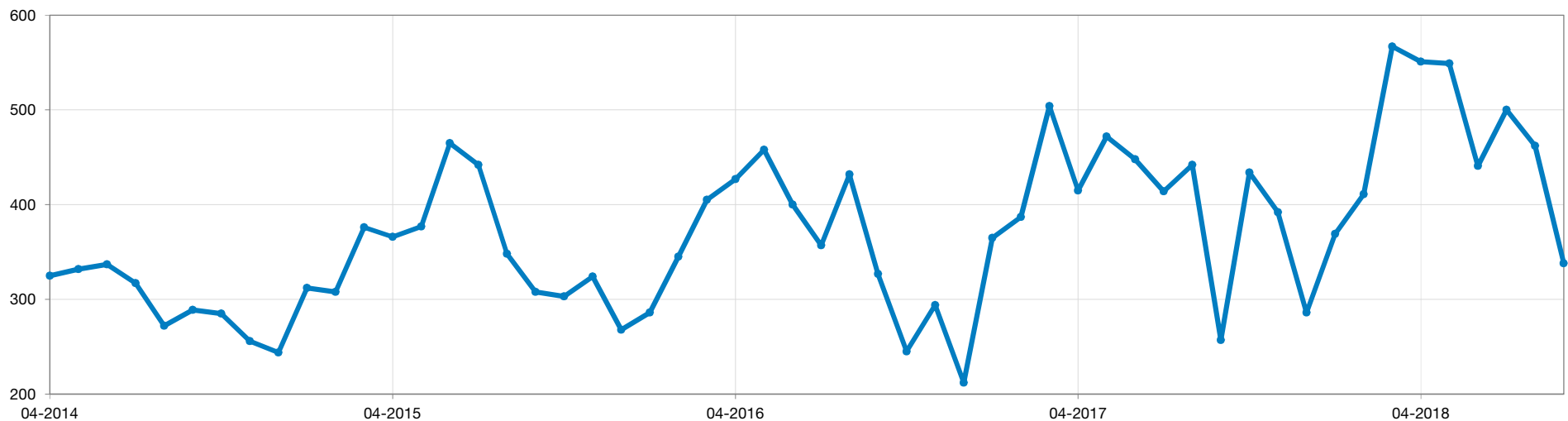


Year to Date



Pending Sales	Prior Year	Percent Change
October 2017	434	245 +77.1%
November 2017	392	294 +33.3%
December 2017	286	212 +34.9%
January 2018	369	365 +1.1%
February 2018	411	387 +6.2%
March 2018	567	504 +12.5%
April 2018	551	415 +32.8%
May 2018	549	472 +16.3%
June 2018	441	448 -1.6%
July 2018	500	414 +20.8%
August 2018	462	442 +4.5%
September 2018	338	257 +31.5%
12-Month Avg	442	371 +19.0%

Historical Pending Sales by Month

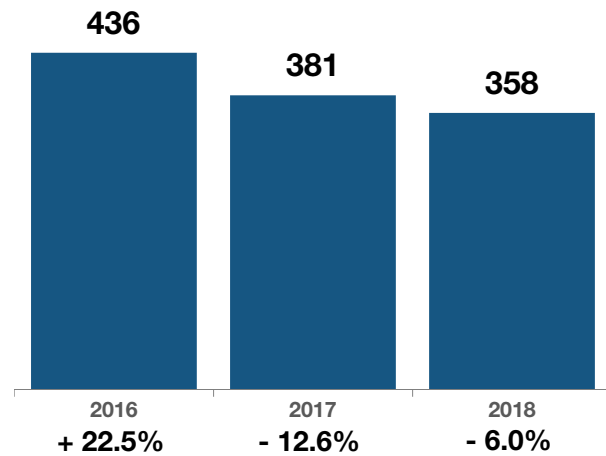


Closed Sales

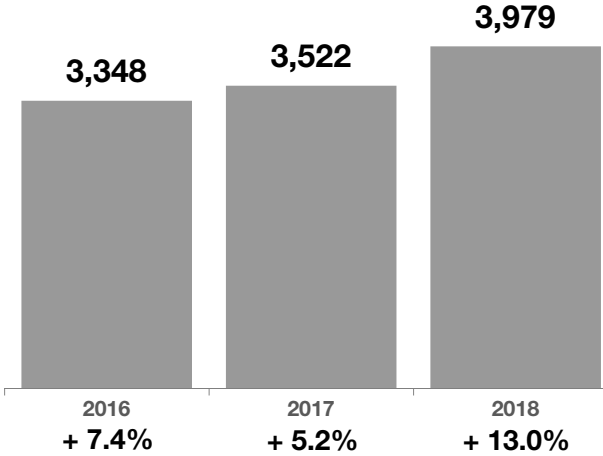
A count of the actual sales that closed in a given month.



September

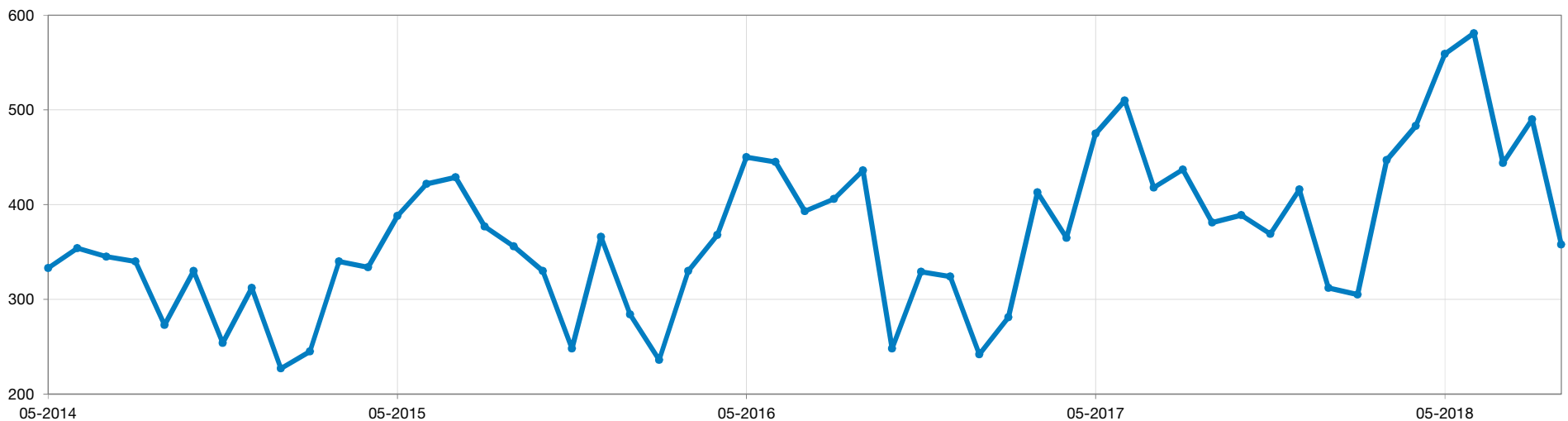


Year to Date



Closed Sales	Prior Year	Percent Change	
October 2017	389	248	+56.9%
November 2017	369	329	+12.2%
December 2017	416	324	+28.4%
January 2018	312	242	+28.9%
February 2018	305	281	+8.5%
March 2018	447	413	+8.2%
April 2018	483	365	+32.3%
May 2018	559	475	+17.7%
June 2018	581	510	+13.9%
July 2018	444	418	+6.2%
August 2018	490	437	+12.1%
September 2018	358	381	-6.0%
12-Month Avg	429	369	+16.5%

Historical Closed Sales by Month

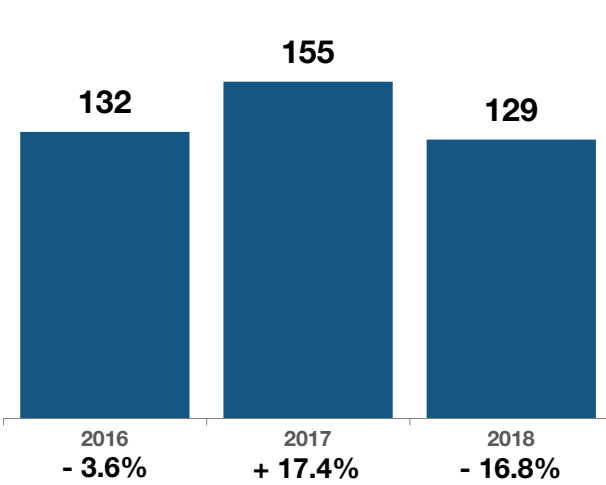


Days on Market Until Sale

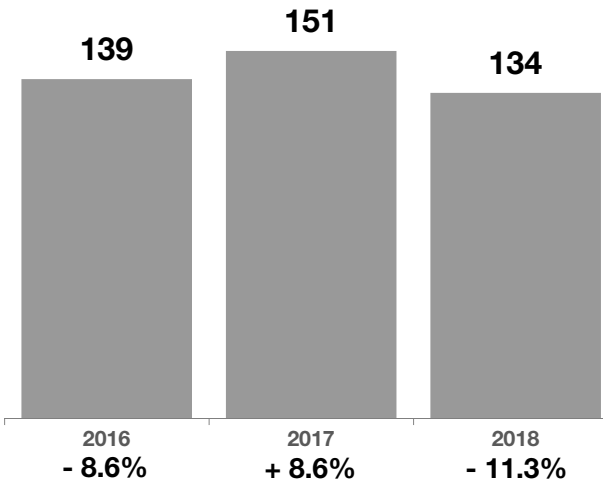
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



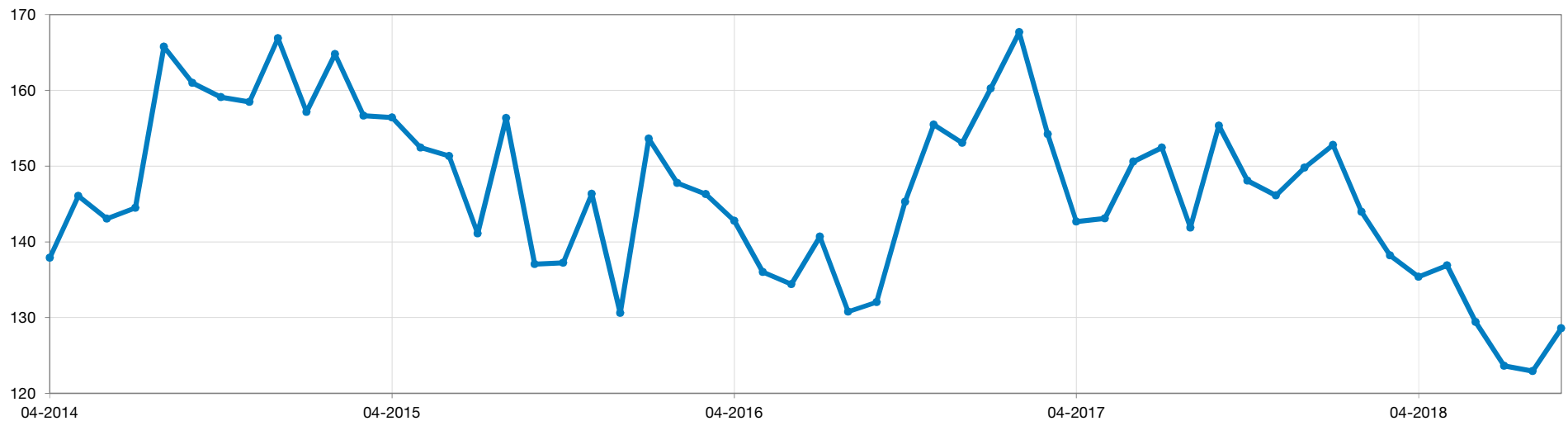
Year to Date



Days on Market	Prior Year	Percent Change
October 2017	148	+2.1%
November 2017	146	-5.8%
December 2017	150	-2.0%
January 2018	153	-4.4%
February 2018	144	-14.3%
March 2018	138	-10.4%
April 2018	135	-5.6%
May 2018	137	-4.2%
June 2018	129	-14.6%
July 2018	124	-18.4%
August 2018	123	-13.4%
September 2018	129	-16.8%
12-Month Avg*	137	-9.3%

* Average Days on Market of all properties from October 2017 through September 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

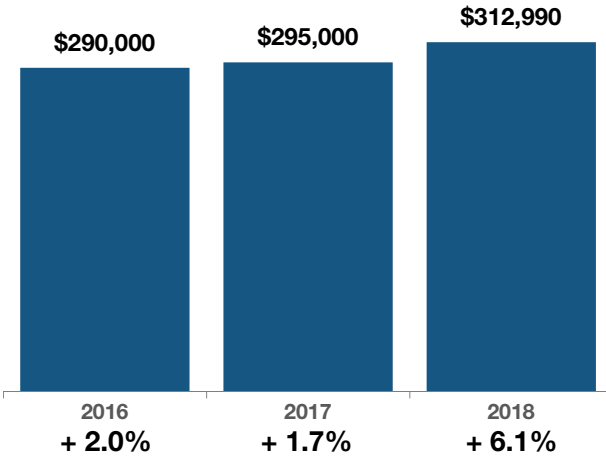


Median Sales Price

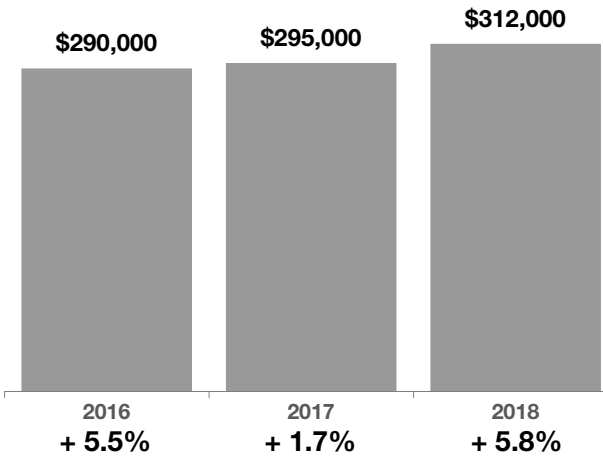
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



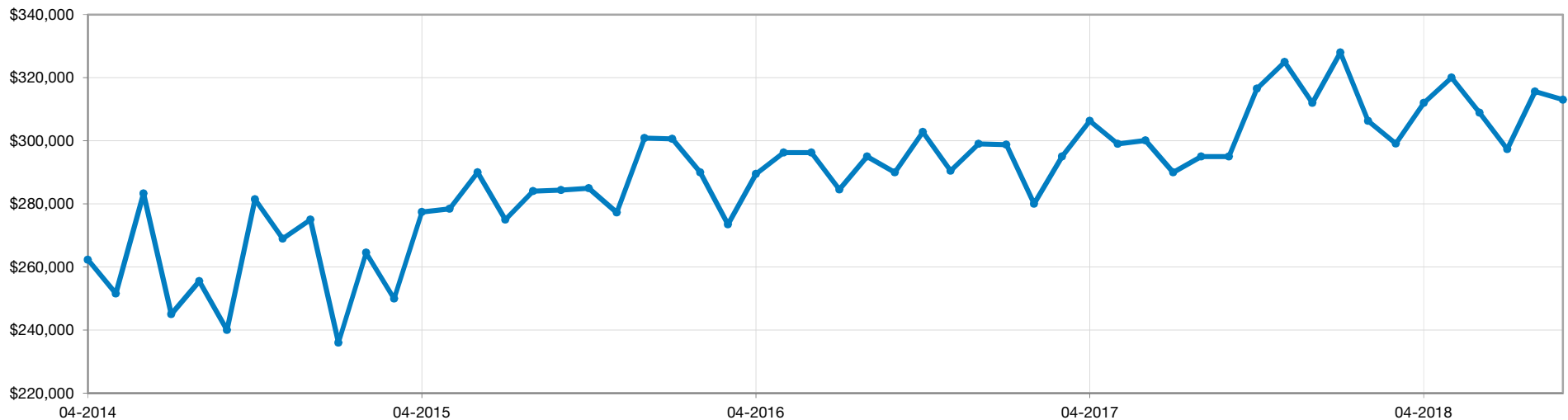
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2017	\$316,500	\$302,750	+4.5%
November 2017	\$325,000	\$290,500	+11.9%
December 2017	\$312,000	\$299,000	+4.3%
January 2018	\$328,000	\$298,750	+9.8%
February 2018	\$306,300	\$280,020	+9.4%
March 2018	\$299,111	\$295,000	+1.4%
April 2018	\$312,000	\$306,340	+1.8%
May 2018	\$320,000	\$299,000	+7.0%
June 2018	\$308,900	\$300,148	+2.9%
July 2018	\$297,315	\$290,000	+2.5%
August 2018	\$315,625	\$295,000	+7.0%
September 2018	\$312,990	\$295,000	+6.1%
12-Month Med*	\$313,453	\$295,000	+6.3%

* Median Sales Price of all properties from October 2017 through September 2018. This is not the median of the individual figures above.

Historical Median Sales Price by Month

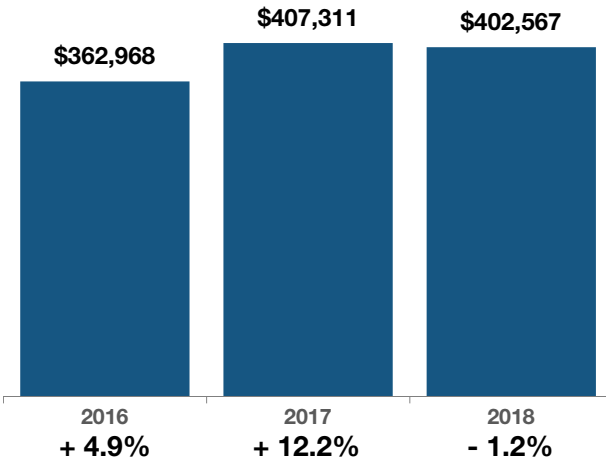


Average Sales Price

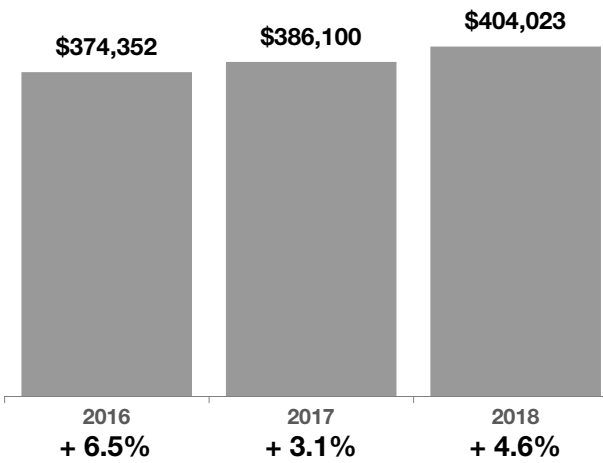
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



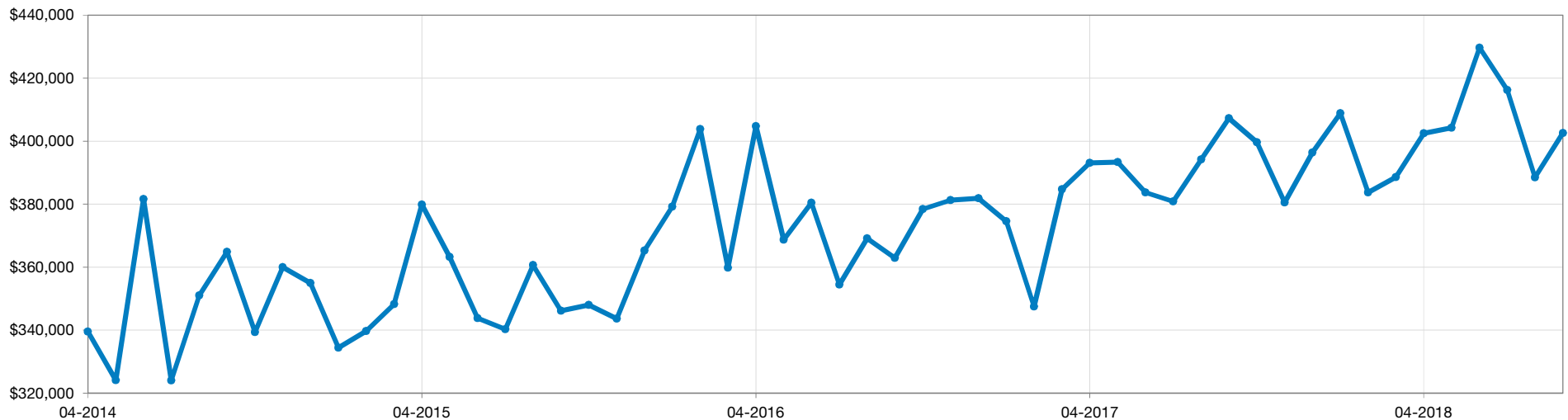
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2017	\$399,639	\$378,471	+5.6%
November 2017	\$380,569	\$381,318	-0.2%
December 2017	\$396,353	\$381,851	+3.8%
January 2018	\$408,873	\$374,552	+9.2%
February 2018	\$383,729	\$347,474	+10.4%
March 2018	\$388,588	\$384,744	+1.0%
April 2018	\$402,501	\$393,075	+2.4%
May 2018	\$404,231	\$393,330	+2.8%
June 2018	\$429,673	\$383,756	+12.0%
July 2018	\$416,206	\$380,892	+9.3%
August 2018	\$388,477	\$394,202	-1.5%
September 2018	\$402,567	\$407,311	-1.2%
12-Month Avg*	\$400,117	\$383,415	+4.4%

* Avg. Sales Price of all properties from October 2017 through September 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

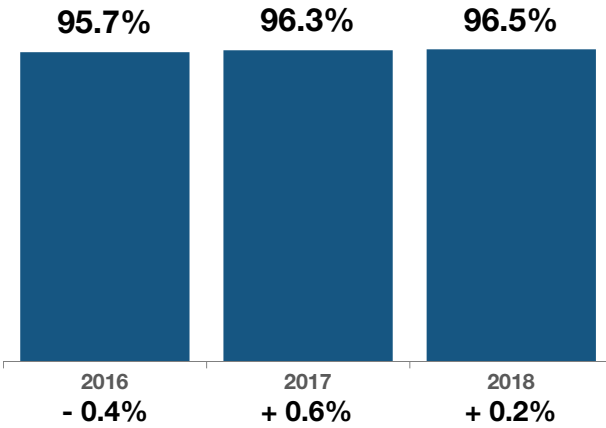


Percent of List Price Received

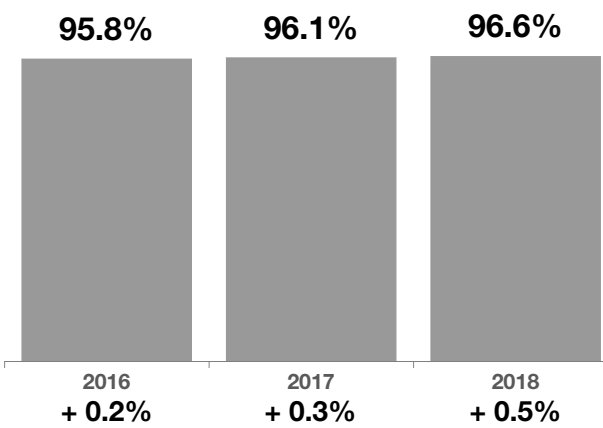
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



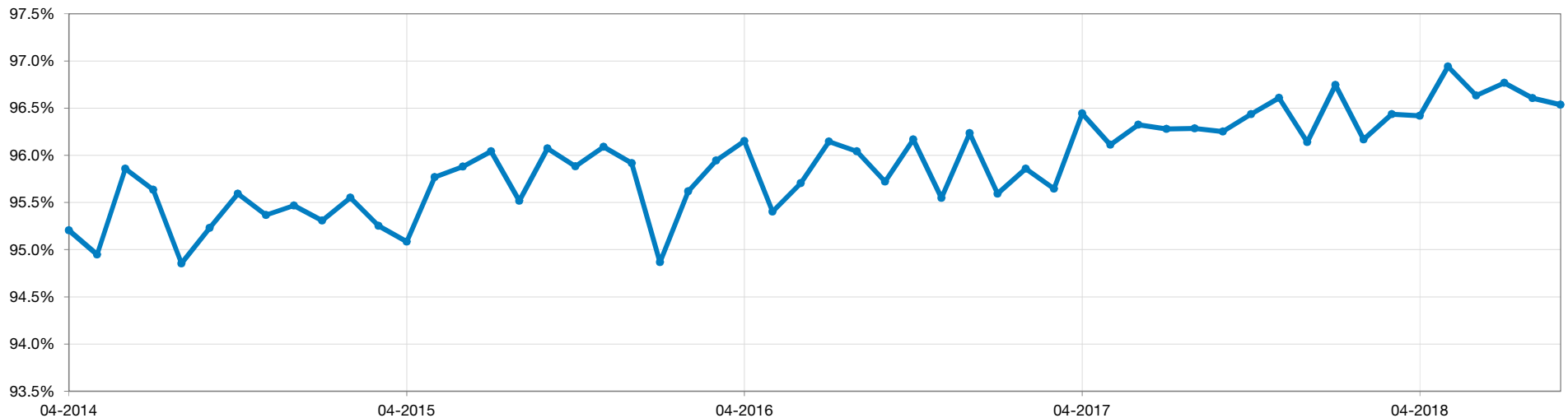
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
October 2017	96.4%	96.2%	+0.2%
November 2017	96.6%	95.5%	+1.2%
December 2017	96.1%	96.2%	-0.1%
January 2018	96.7%	95.6%	+1.2%
February 2018	96.2%	95.9%	+0.3%
March 2018	96.4%	95.6%	+0.8%
April 2018	96.4%	96.4%	0.0%
May 2018	96.9%	96.1%	+0.8%
June 2018	96.6%	96.3%	+0.3%
July 2018	96.8%	96.3%	+0.5%
August 2018	96.6%	96.3%	+0.3%
September 2018	96.5%	96.3%	+0.2%
12-Month Avg*	96.6%	96.1%	+0.5%

* Average Pct. of List Price Received for all properties from October 2017 through September 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

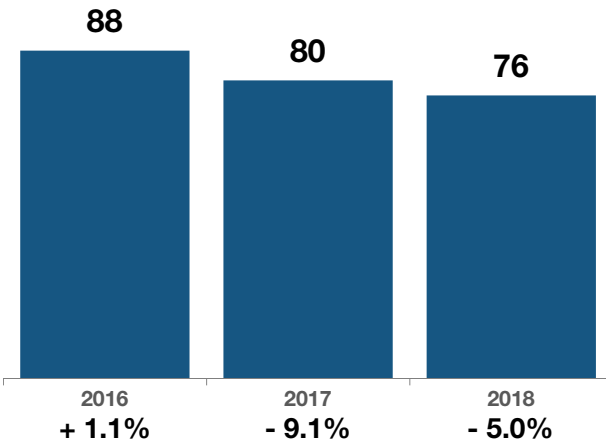


Housing Affordability Index

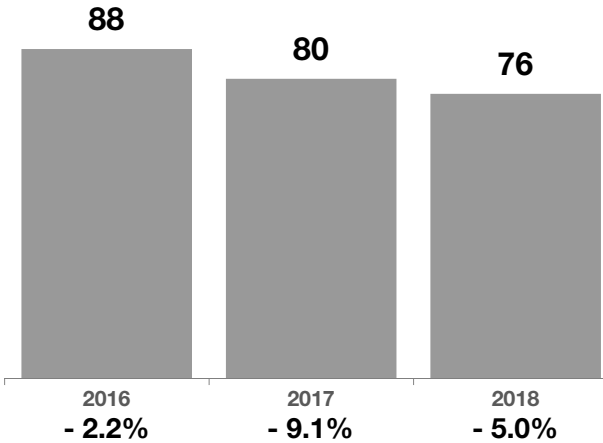
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

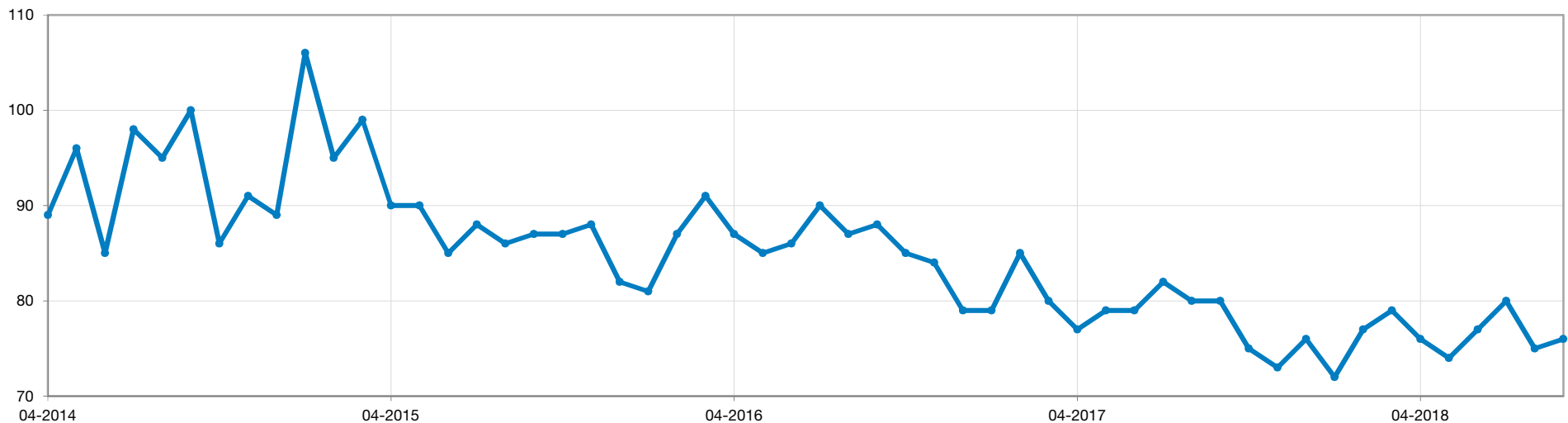


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2017	75	85	-11.8%
November 2017	73	84	-13.1%
December 2017	76	79	-3.8%
January 2018	72	79	-8.9%
February 2018	77	85	-9.4%
March 2018	79	80	-1.3%
April 2018	76	77	-1.3%
May 2018	74	79	-6.3%
June 2018	77	79	-2.5%
July 2018	80	82	-2.4%
August 2018	75	80	-6.3%
September 2018	76	80	-5.0%
12-Month Avg	76	81	-6.1%

Historical Housing Affordability Index by Month

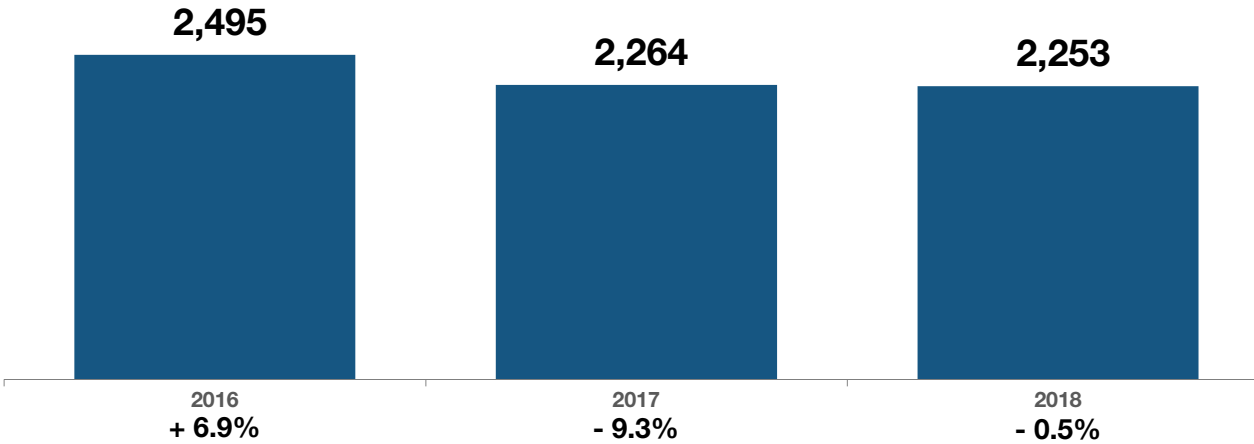


Inventory of Homes for Sale

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



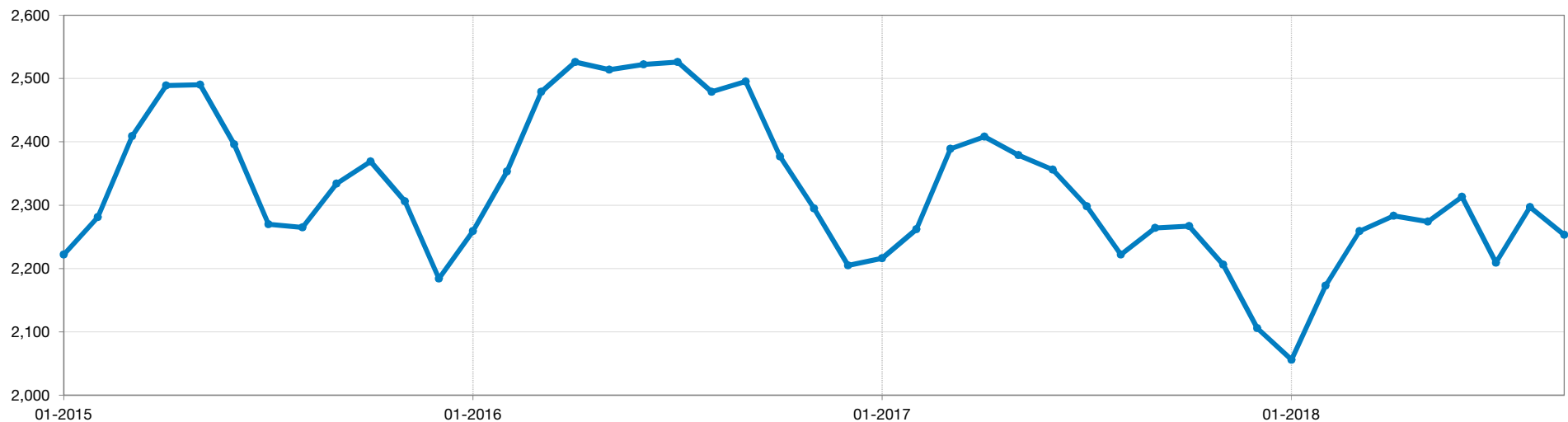
September



Homes for Sale	Prior Year	Percent Change
October 2017	2,267	-4.6%
November 2017	2,206	-3.9%
December 2017	2,106	-4.5%
January 2018	2,056	-7.2%
February 2018	2,173	-3.9%
March 2018	2,259	-5.4%
April 2018	2,283	-5.2%
May 2018	2,274	-4.4%
June 2018	2,313	-1.8%
July 2018	2,209	-3.9%
August 2018	2,297	+3.4%
September 2018	2,253	-0.5%
12-Month Avg*	2,225	-0.8%

* Homes for Sale for all properties from October 2017 through September 2018. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

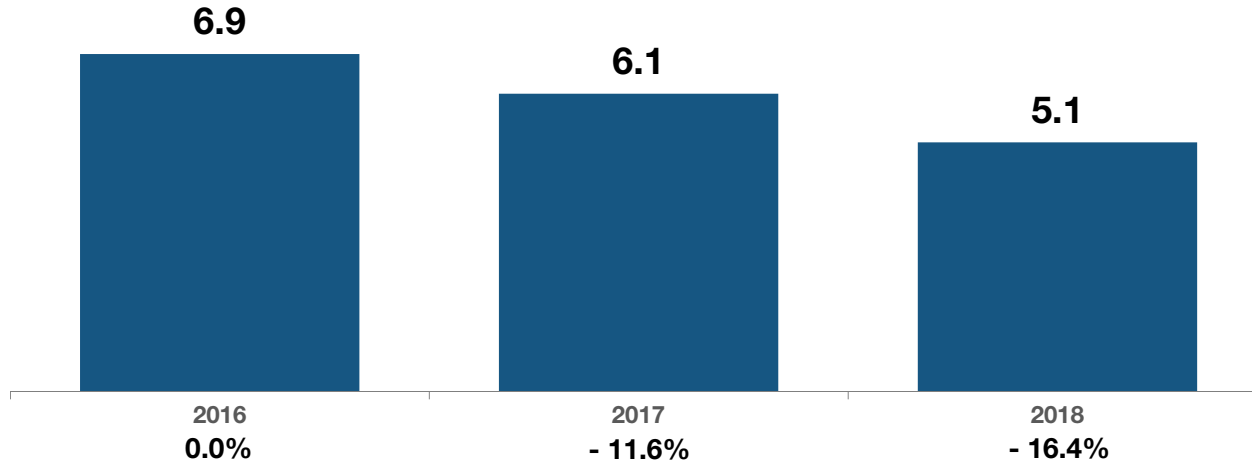


Months Supply of Inventory

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.



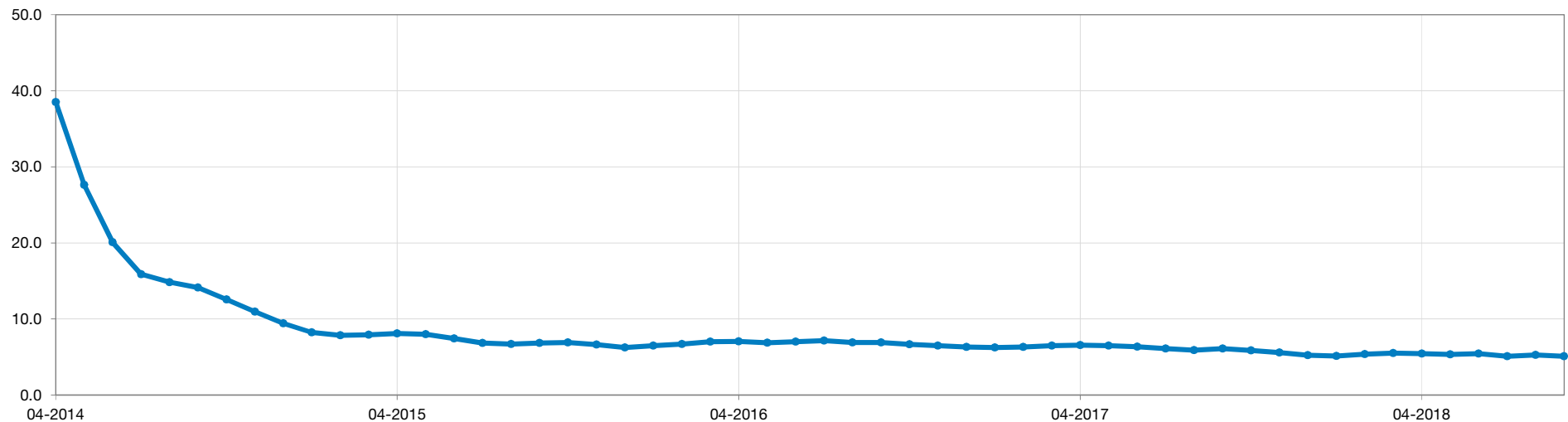
September



Months Supply		Prior Year	Percent Change
October 2017	5.9	6.7	-11.9%
November 2017	5.6	6.5	-13.8%
December 2017	5.2	6.3	-17.5%
January 2018	5.1	6.2	-17.7%
February 2018	5.4	6.3	-14.3%
March 2018	5.5	6.5	-15.4%
April 2018	5.4	6.6	-18.2%
May 2018	5.3	6.5	-18.5%
June 2018	5.4	6.3	-14.3%
July 2018	5.1	6.1	-16.4%
August 2018	5.3	5.9	-10.2%
September 2018	5.1	6.1	-16.4%
12-Month Avg*	5.4	6.3	-14.3%

* Months Supply for all properties from October 2017 through September 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2018

According to a recent study by Fannie Mae, 24 percent of Americans feel that now is a good time to buy a house. That number was 54 percent five years ago. Feelings change rapidly when incomes do not match well with home prices and frustration sets in. For the 12-month period spanning October 2017 through September 2018, Pending Sales in the Hilton Head region were up 19.0 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 29.1 percent.

The overall Median Sales Price was up 6.3 percent to \$313,453. The property type with the largest price gain was the Condos / Villas segment, where prices increased 7.0 percent to \$226,800. The price range that tended to sell the quickest was the \$100,001 to \$225,000 range at 110 days; the price range that tended to sell the slowest was the \$650,001 and Above range at 198 days.

Market-wide, inventory levels were down 0.5 percent. The property type that gained the most inventory was the Condos segment, where it increased 6.9 percent. That amounts to 5.2 months supply for Single-Family homes and 4.9 months supply for Condos.

Quick Facts

+ 29.1%	+ 23.8%	+ 21.1%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$650,001 and Above	4 Bedrooms or More	Single-Family

Pending Sales	2
Days on Market Until Sale	3
Median Sales Price	4
Percent of List Price Received	5
Inventory of Homes for Sale	6
Months Supply of Inventory	7

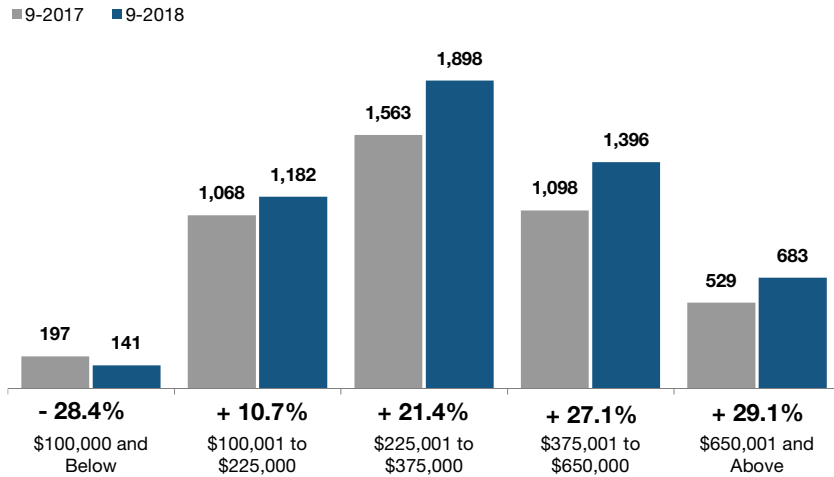


Pending Sales

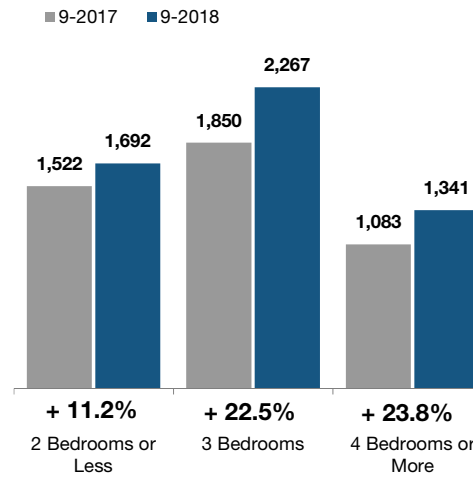
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



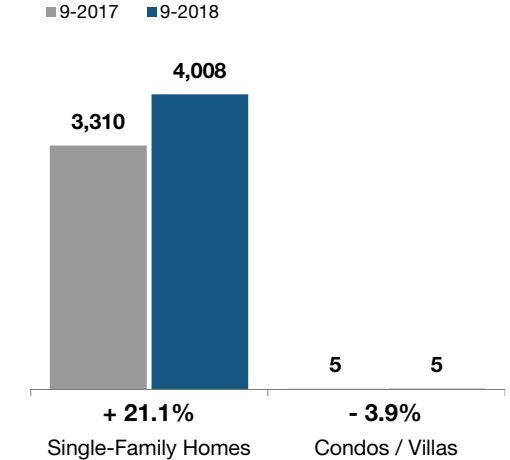
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	197	141	-28.4%
\$100,001 to \$225,000	1,068	1,182	+10.7%
\$225,001 to \$375,000	1,563	1,898	+21.4%
\$375,001 to \$650,000	1,098	1,396	+27.1%
\$650,001 and Above	529	683	+29.1%
All Price Ranges	4,455	5,300	+19.0%

Single-Family Homes

9-2017	9-2018	Change
66	39	-40.9%
615	665	+8.1%
1,246	1,511	+21.3%
906	1,178	+30.0%
477	615	+28.9%
3,310	4,008	+21.1%

Condos / Villas

9-2017	9-2018	Change
2	4	+56.5%
3	3	-8.6%
6	4	-21.4%
7	8	+2.7%
16	13	-14.6%
5	5	-3.9%

By Bedroom Count

9-2017	9-2018	Change
1,522	1,692	+11.2%
1,850	2,267	+22.5%
1,083	1,341	+23.8%
4,455	5,300	+19.0%

9-2017	9-2018	Change
645	696	+7.9%
1,600	1,994	+24.6%
1,065	1,318	+23.8%
3,310	4,008	+21.1%

9-2017	9-2018	Change
5	5	-2.1%
6	5	-21.5%
8	15	+88.8%
5	5	-3.9%

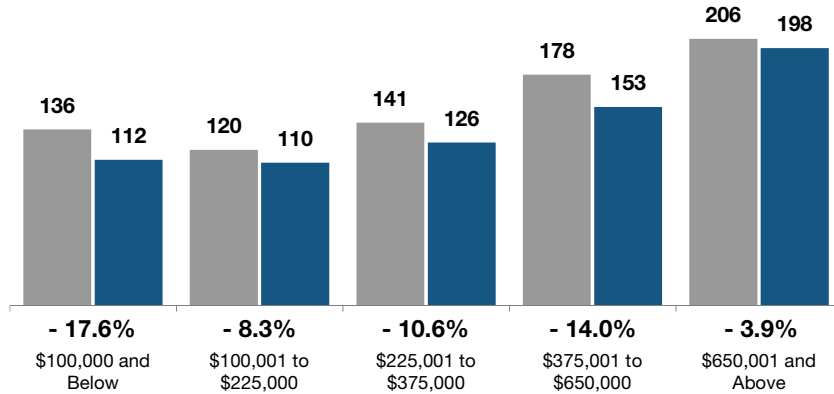
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted.
Based on a rolling 12-month average.



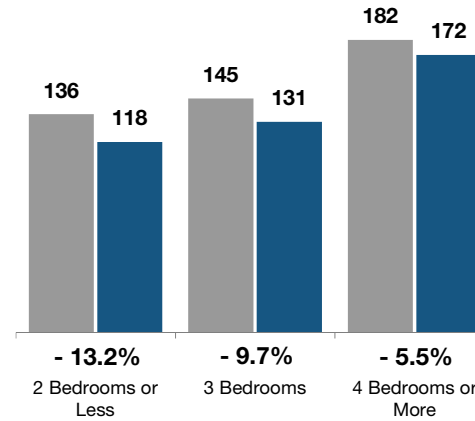
By Price Range

■ 9-2017 ■ 9-2018



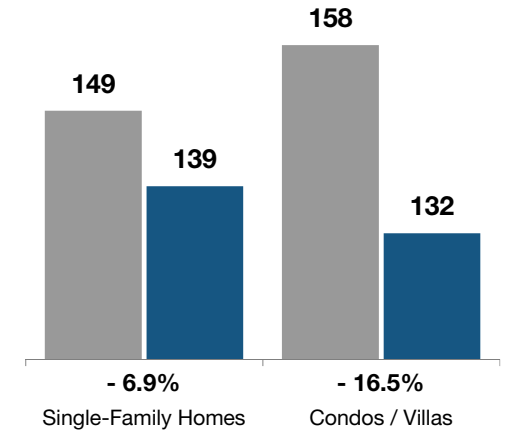
By Bedroom Count

■ 9-2017 ■ 9-2018



By Property Type

■ 9-2017 ■ 9-2018



All Properties

By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	136	112	- 17.6%
\$100,001 to \$225,000	120	110	- 8.3%
\$225,001 to \$375,000	141	126	- 10.6%
\$375,001 to \$650,000	178	153	- 14.0%
\$650,001 and Above	206	198	- 3.9%
All Price Ranges	151	137	- 9.3%

Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	161	120	- 25.7%
3 Bedrooms	110	110	+ 0.2%
4 Bedrooms or More	134	124	- 6.9%
	170	150	- 11.4%
	208	193	- 7.6%
All Single-Family Homes	149	139	- 6.9%

Condos / Villas

	9-2017	9-2018	Change
\$100,000 and Below	123	110	- 10.6%
\$100,001 to \$225,000	136	111	- 18.4%
\$225,001 to \$375,000	170	131	- 22.9%
\$375,001 to \$650,000	218	167	- 23.4%
\$650,001 and Above	179	247	+ 38.0%
All Condos / Villas	158	132	- 16.5%

By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	136	118	- 13.2%
3 Bedrooms	145	131	- 9.7%
4 Bedrooms or More	182	172	- 5.5%
All Bedroom Counts	151	137	- 9.3%

	9-2017	9-2018	Change
2 Bedrooms or Less	117	110	- 5.7%
3 Bedrooms	139	127	- 8.4%
4 Bedrooms or More	181	172	- 5.3%
All Single-Family Homes	149	139	- 6.9%

	9-2017	9-2018	Change
2 Bedrooms or Less	149	124	- 16.8%
3 Bedrooms	187	155	- 17.1%
4 Bedrooms or More	203	201	- 1.0%
All Condos / Villas	158	132	- 16.5%

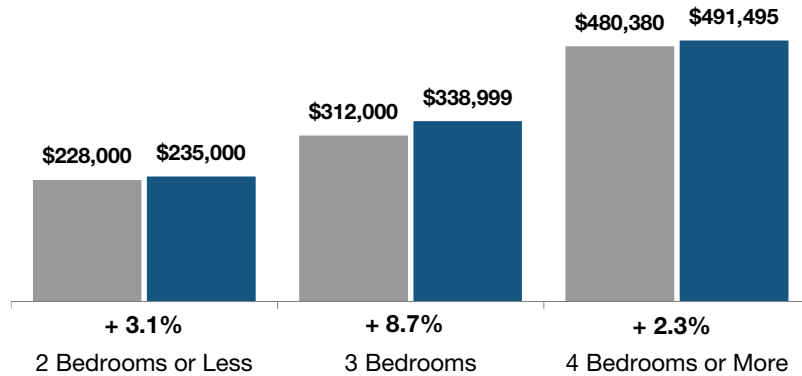
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



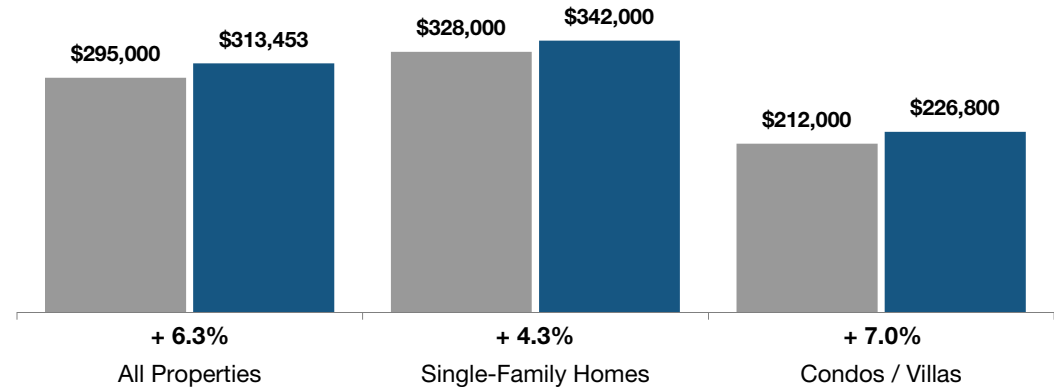
By Bedroom Count

■ 9-2017 ■ 9-2018



By Property Type

■ 9-2017 ■ 9-2018



All Properties

By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	\$228,000	\$235,000	+ 3.1%
3 Bedrooms	\$312,000	\$338,999	+ 8.7%
4 Bedrooms or More	\$480,380	\$491,495	+ 2.3%
All Bedroom Counts	\$295,000	\$313,453	+ 6.3%

Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	\$264,000	\$271,440	+ 2.8%
3 Bedrooms	\$306,670	\$335,000	+ 9.2%
4 Bedrooms or More	\$478,608	\$491,495	+ 2.7%
All Single-Family Homes	\$328,000	\$342,000	+ 4.3%

Condos / Villas

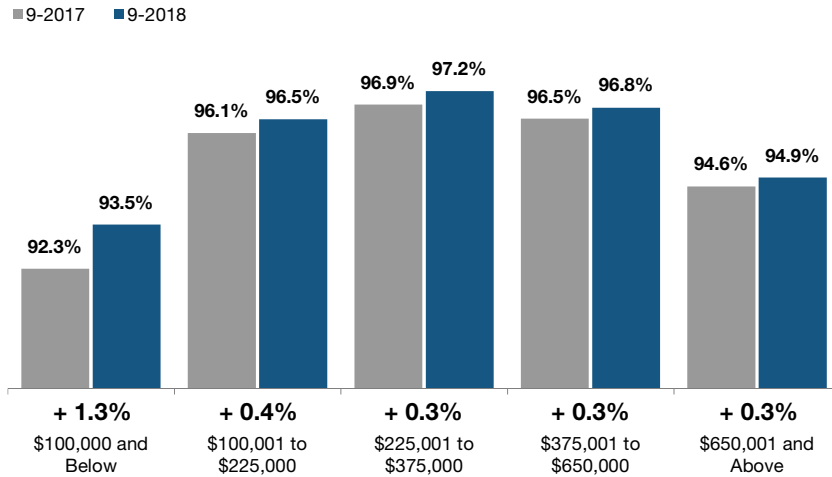
	9-2017	9-2018	Change
2 Bedrooms or Less	\$179,950	\$190,000	+ 5.6%
3 Bedrooms	\$336,250	\$356,800	+ 6.1%
4 Bedrooms or More	\$540,000	\$483,000	- 10.6%
All Condos / Villas	\$212,000	\$226,800	+ 7.0%

Percent of List Price Received

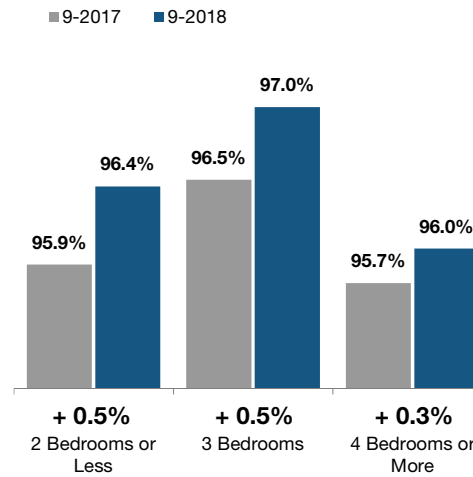
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



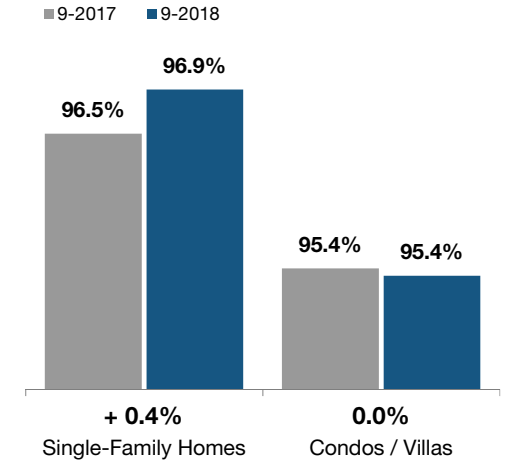
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2017	9-2018	Change
\$100,000 and Below	92.3%	93.5%	+ 1.3%
\$100,001 to \$225,000	96.1%	96.5%	+ 0.4%
\$225,001 to \$375,000	96.9%	97.2%	+ 0.3%
\$375,001 to \$650,000	96.5%	96.8%	+ 0.3%
\$650,001 and Above	94.6%	94.9%	+ 0.3%
All Price Ranges	96.1%	96.6%	+ 0.5%

Single-Family Homes

9-2017	9-2018	Change	9-2017	9-2018	Change
92.3%	93.9%	+ 1.7%	95.3%	92.6%	- 7.4%
96.6%	97.1%	+ 0.5%	95.6%	95.2%	- 0.4%
97.3%	97.5%	+ 0.2%	95.7%	96.4%	+ 0.7%
96.7%	96.9%	+ 0.2%	95.3%	95.4%	+ 0.1%
94.6%	94.8%	+ 0.2%	92.0%	95.5%	+ 3.8%
96.5%	96.9%	+ 0.4%	95.4%	95.4%	0.0%

Condos / Villas

By Bedroom Count	9-2017	9-2018	Change
2 Bedrooms or Less	95.9%	96.4%	+ 0.5%
3 Bedrooms	96.5%	97.0%	+ 0.5%
4 Bedrooms or More	95.7%	96.0%	+ 0.3%
All Bedroom Counts	96.1%	96.6%	+ 0.5%

9-2017	9-2018	Change	9-2017	9-2018	Change
97.3%	97.6%	+ 0.3%	95.6%	95.2%	- 0.4%
96.7%	97.1%	+ 0.4%	94.9%	96.5%	+ 1.7%
95.8%	96.0%	+ 0.2%	95.4%	98.9%	+ 3.7%
96.5%	96.9%	+ 0.4%	95.4%	95.4%	0.0%

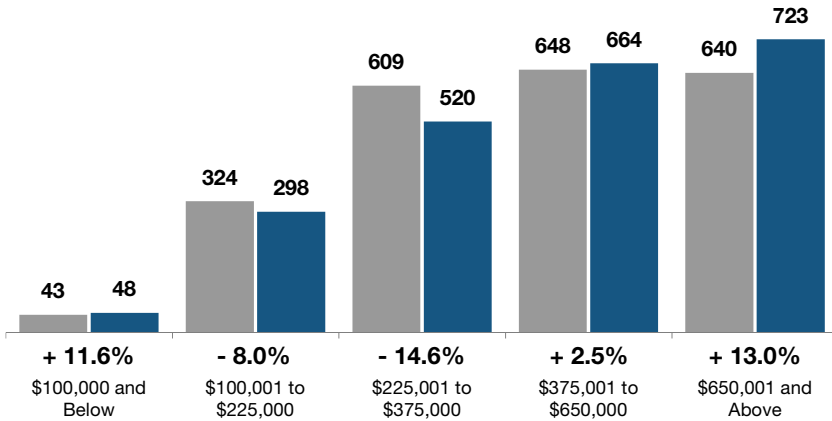
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month.
Based on one month of activity.



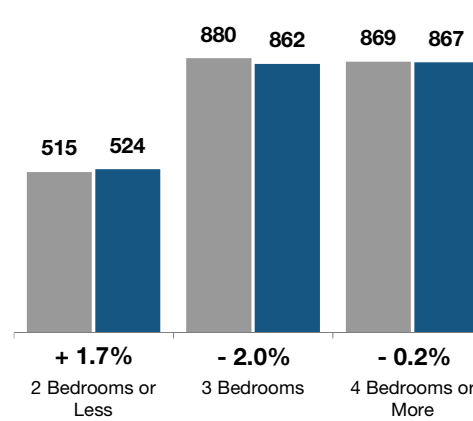
By Price Range

■ 9-2017 ■ 9-2018



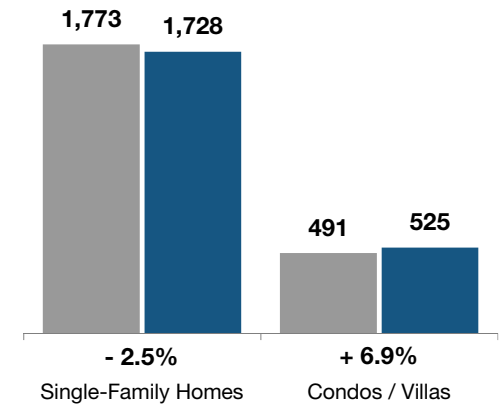
By Bedroom Count

■ 9-2017 ■ 9-2018



By Property Type

■ 9-2017 ■ 9-2018



All Properties

By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	43	48	+ 11.6%
\$100,001 to \$225,000	324	298	- 8.0%
\$225,001 to \$375,000	609	520	- 14.6%
\$375,001 to \$650,000	648	664	+ 2.5%
\$650,001 and Above	640	723	+ 13.0%
All Price Ranges	2,264	2,253	- 0.5%

Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	18	17	- 5.6%
3 Bedrooms	192	160	- 16.7%
4 Bedrooms or More	461	378	- 18.0%
	530	526	- 0.8%
	572	647	+ 13.1%
All Single-Family Homes	1,773	1,728	- 2.5%

Condos / Villas

	9-2017	9-2018	Change
	25	31	+ 24.0%
	132	138	+ 4.5%
	148	142	- 4.1%
	118	138	+ 16.9%
	68	76	+ 11.8%
All Condos / Villas	491	525	+ 6.9%

By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	515	524	+ 1.7%
3 Bedrooms	880	862	- 2.0%
4 Bedrooms or More	869	867	- 0.2%
All Bedroom Counts	2,264	2,253	- 0.5%

	9-2017	9-2018	Change
2 Bedrooms or Less	175	143	- 18.3%
3 Bedrooms	745	747	+ 0.3%
4 Bedrooms or More	853	838	- 1.8%
All Single-Family Homes	1,773	1,728	- 2.5%

	9-2017	9-2018	Change
	340	381	+ 12.1%
	135	115	- 14.8%
	16	29	+ 81.3%
All Condos / Villas	491	525	+ 6.9%

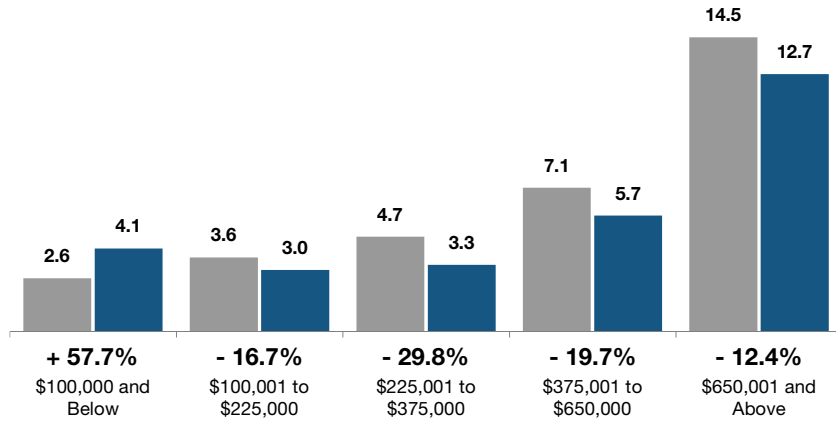
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



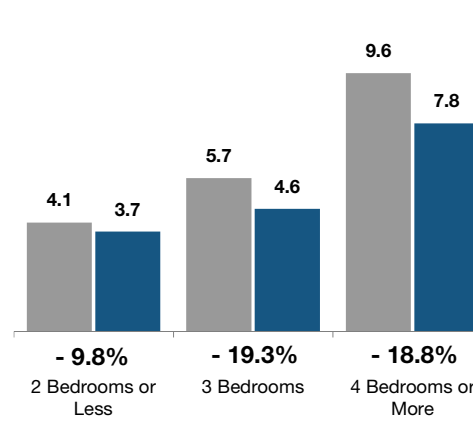
By Price Range

■ 9-2017 ■ 9-2018



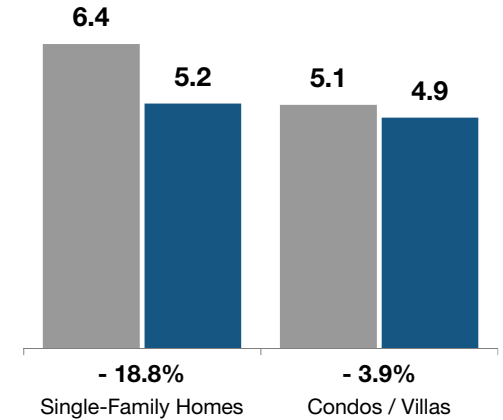
By Bedroom Count

■ 9-2017 ■ 9-2018



By Property Type

■ 9-2017 ■ 9-2018



All Properties

By Price Range

	9-2017	9-2018	Change
\$100,000 and Below	2.6	4.1	+ 57.7%
\$100,001 to \$225,000	3.6	3.0	- 16.7%
\$225,001 to \$375,000	4.7	3.3	- 29.8%
\$375,001 to \$650,000	7.1	5.7	- 19.7%
\$650,001 and Above	14.5	12.7	- 12.4%
All Price Ranges	6.1	5.1	- 16.4%

Single-Family Homes

	9-2017	9-2018	Change
2 Bedrooms or Less	3.3	4.8	+ 45.5%
3 Bedrooms	3.7	2.9	- 21.6%
4 Bedrooms or More	4.4	3.0	- 31.8%
Single-Family Homes	7.0	5.4	- 22.9%
Single-Family Homes	14.4	12.6	- 12.5%
All Single-Family Homes	6.4	5.2	- 18.8%

Condos / Villas

	9-2017	9-2018	Change
Condos / Villas	2.3	3.6	+ 56.5%
Condos / Villas	3.5	3.2	- 8.6%
Condos / Villas	5.6	4.4	- 21.4%
Condos / Villas	7.4	7.6	+ 2.7%
Condos / Villas	15.7	13.4	- 14.6%
All Condos / Villas	5.1	4.9	- 3.9%

By Bedroom Count

	9-2017	9-2018	Change
2 Bedrooms or Less	4.1	3.7	- 9.8%
3 Bedrooms	5.7	4.6	- 19.3%
4 Bedrooms or More	9.6	7.8	- 18.8%
All Bedroom Counts	6.1	5.1	- 16.4%

	9-2017	9-2018	Change
2 Bedrooms or Less	3.3	2.5	- 24.2%
3 Bedrooms	5.6	4.5	- 19.6%
4 Bedrooms or More	9.6	7.6	- 20.8%
All Single-Family Homes	6.4	5.2	- 18.8%

	9-2017	9-2018	Change
Condos / Villas	4.7	4.6	- 2.1%
Condos / Villas	6.5	5.1	- 21.5%
Condos / Villas	8.0	15.1	+ 88.8%
All Condos / Villas	5.1	4.9	- 3.9%