

Local Market Update – December 2019

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



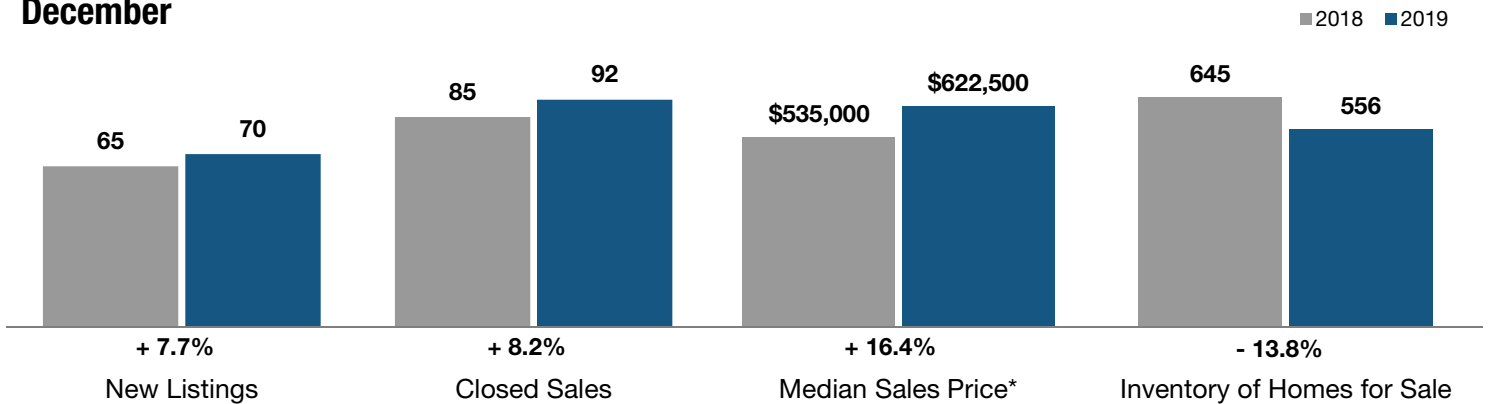
Hilton Head Totals

Detached Homes Only

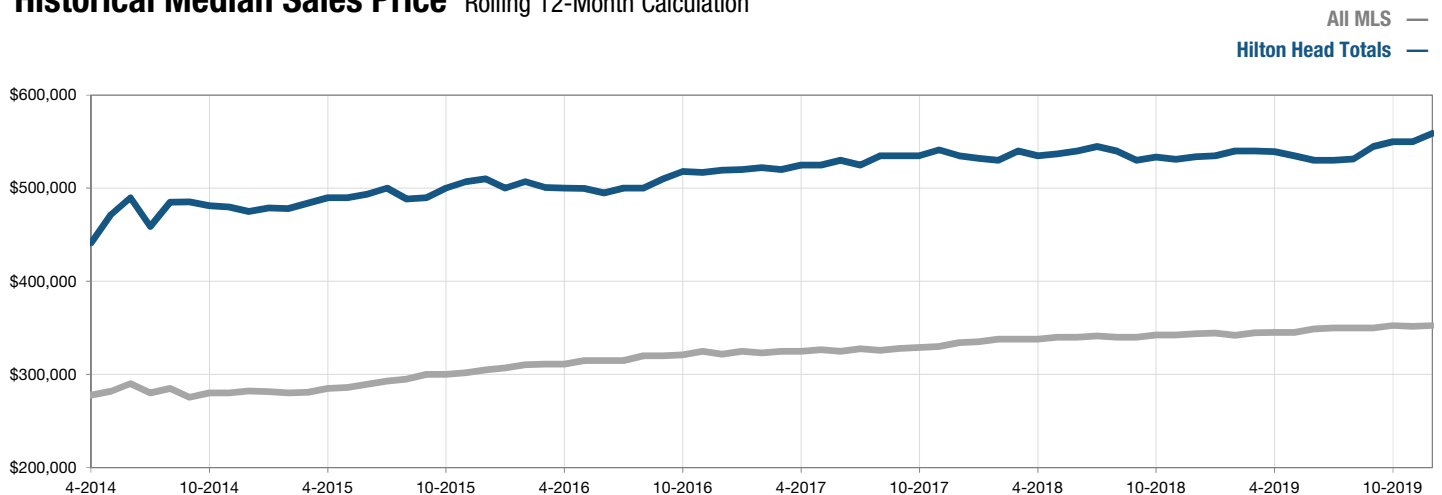
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	65	70	+ 7.7%	1,640	1,511	- 7.9%
Closed Sales	85	92	+ 8.2%	1,140	1,069	- 6.2%
Median Sales Price*	\$535,000	\$622,500	+ 16.4%	\$533,750	\$559,000	+ 4.7%
Percent of List Price Received*	96.0%	96.1%	+ 0.1%	95.7%	95.8%	+ 0.1%
Days on Market Until Sale	146	164	+ 12.0%	153	164	+ 7.1%
Inventory of Homes for Sale	645	556	- 13.8%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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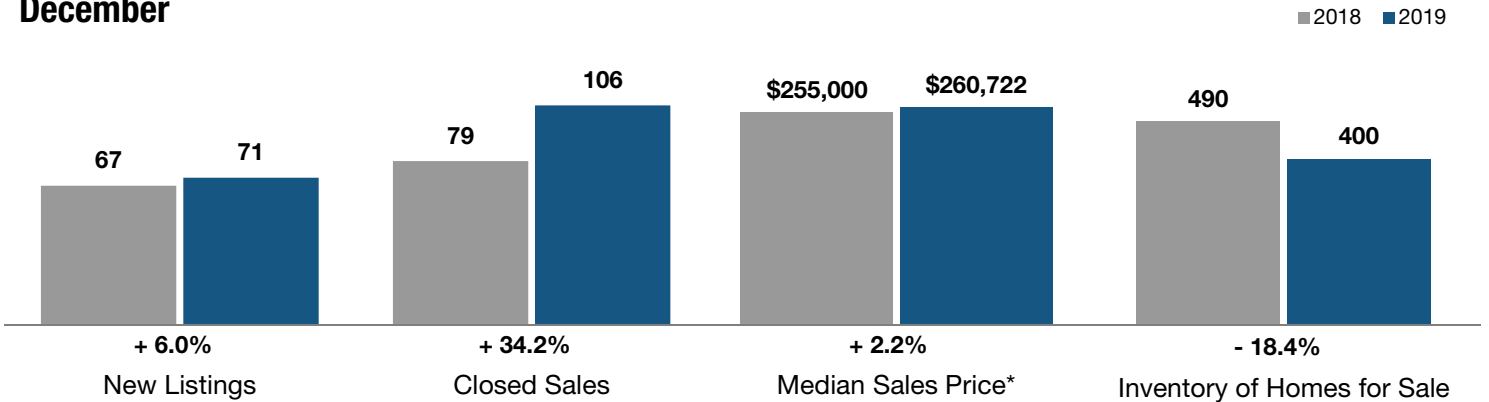
Hilton Head Totals

Condos / Villas Only

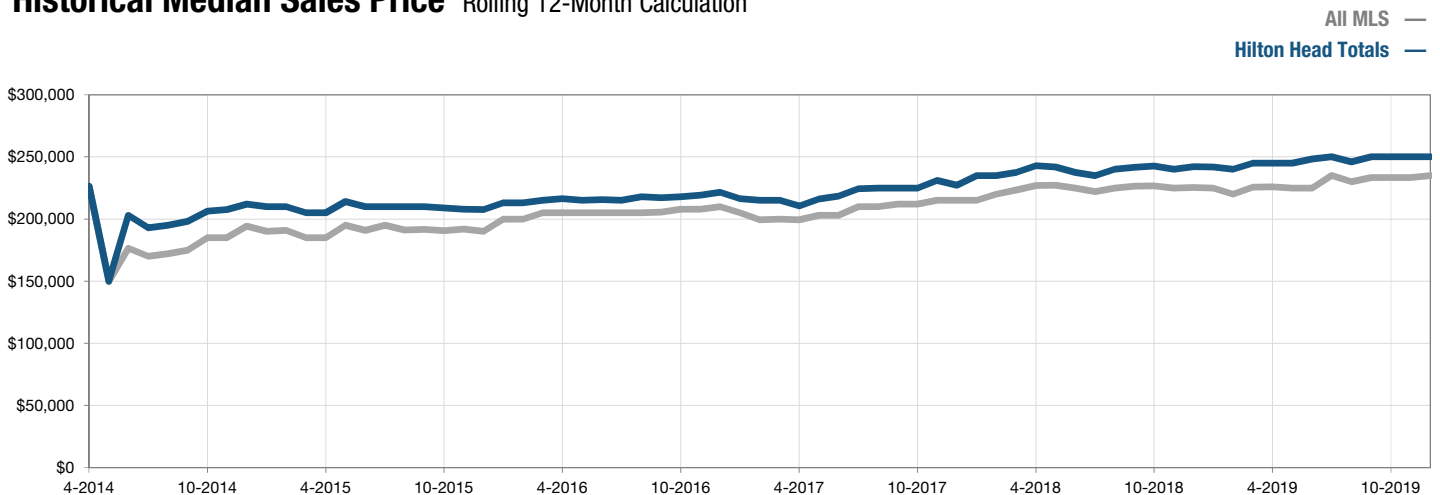
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	67	71	+ 6.0%	1,453	1,435	- 1.2%
Closed Sales	79	106	+ 34.2%	1,116	1,192	+ 6.8%
Median Sales Price*	\$255,000	\$260,722	+ 2.2%	\$242,250	\$250,038	+ 3.2%
Percent of List Price Received*	94.8%	95.6%	+ 0.8%	95.7%	95.6%	- 0.0%
Days on Market Until Sale	122	142	+ 16.4%	124	134	+ 8.1%
Inventory of Homes for Sale	490	400	- 18.4%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



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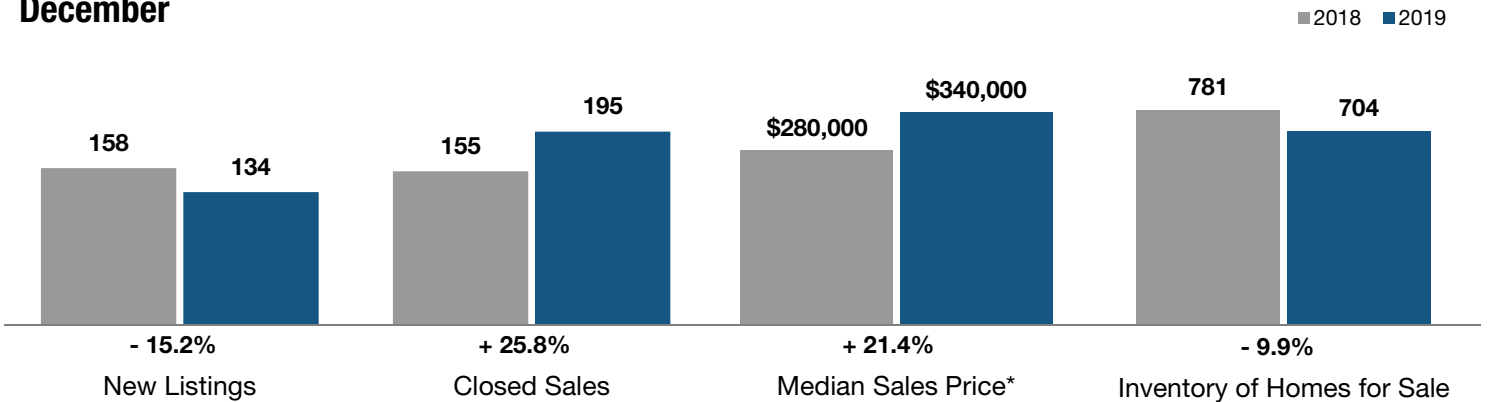


Mainland

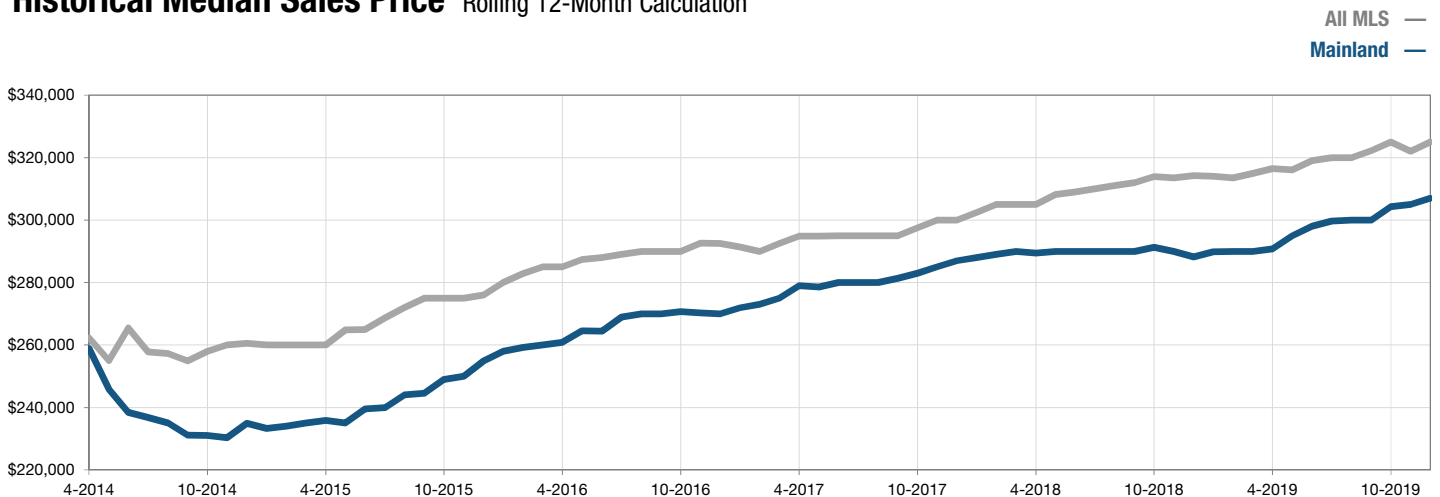
Key Metrics	December			Year to Date		
	2018	2019	Percent Change	2018	2019	Percent Change
New Listings	158	134	- 15.2%	3,005	3,024	+ 0.6%
Closed Sales	155	195	+ 25.8%	2,364	2,476	+ 4.7%
Median Sales Price*	\$280,000	\$340,000	+ 21.4%	\$288,165	\$306,990	+ 6.5%
Percent of List Price Received*	97.5%	97.5%	- 0.0%	97.6%	97.6%	- 0.0%
Days on Market Until Sale	134	137	+ 2.2%	126	128	+ 1.4%
Inventory of Homes for Sale	781	704	- 9.9%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



December 2019

This month the Federal Reserve voted to leave its key benchmark rate unchanged, which was widely expected. While the rate decisions by the Federal Reserve do not directly affect mortgage rates, Federal Reserve policy does affect the economic markets overall. Mortgage rates ended the year close to three-quarters of a percent lower than in 2018, a welcomed improvement for buyers as well as homeowners who took the opportunity to refinance. For the 12-month period spanning January 2019 through December 2019, Pending Sales in the Hilton Head region were up 8.7 percent overall. The price range with the largest gain in sales was the \$650,001 and Above range, where they increased 15.7 percent.

The overall Median Sales Price was up 3.4 percent to \$325,000. The property type with the largest price gain was the Condos / Villas segment, where prices increased 4.2 percent to \$235,000. 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 191 days.

Market-wide, inventory levels were down 12.1 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 10.3 percent. That amounts to 4.5 months supply for Single-Family homes and 3.9 months supply for Condos.

Quick Facts

+ 15.7%	+ 15.4%	+ 8.7%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$650,001 and Above	2 Bedrooms or Less	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

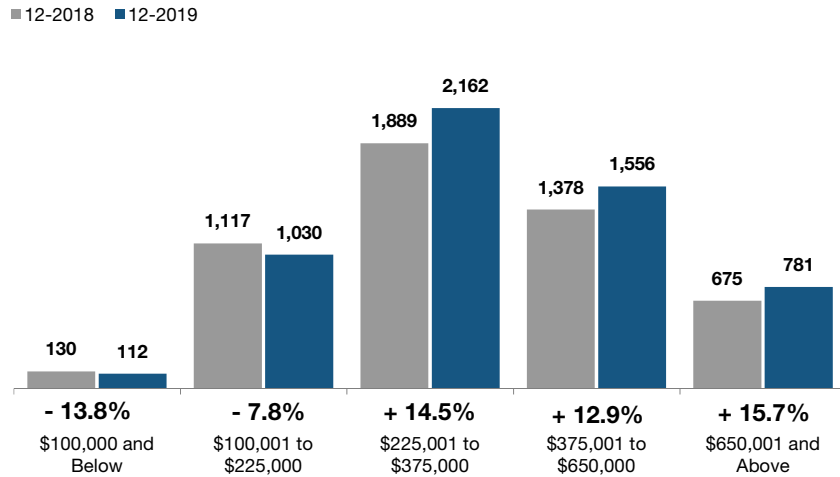


Pending Sales

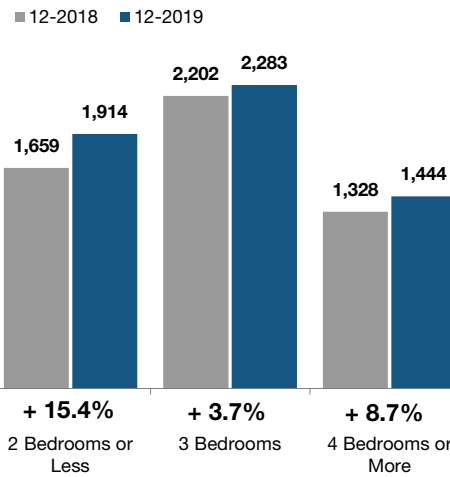
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



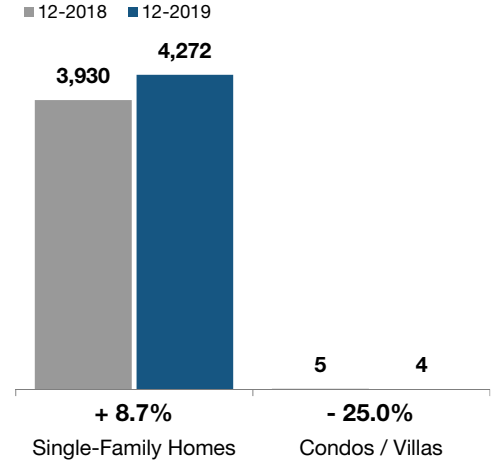
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2018	12-2019	Change
\$100,000 and Below	130	112	- 13.8%
\$100,001 to \$225,000	1,117	1,030	- 7.8%
\$225,001 to \$375,000	1,889	2,162	+ 14.5%
\$375,001 to \$650,000	1,378	1,556	+ 12.9%
\$650,001 and Above	675	781	+ 15.7%
All Price Ranges	5,189	5,641	+ 8.7%

Single-Family Homes

12-2018	12-2019	Change
30	40	+ 33.3%
609	483	- 20.7%
1,520	1,764	+ 16.1%
1,154	1,287	+ 11.5%
617	698	+ 13.1%
3,930	4,272	+ 8.7%

Condos / Villas

12-2018	12-2019	Change
4	4	- 14.6%
4	3	- 25.7%
5	4	- 26.5%
7	5	- 27.0%
15	9	- 36.7%
5	4	- 25.0%

By Bedroom Count

By Bedroom Count	12-2018	12-2019	Change
2 Bedrooms or Less	1,659	1,914	+ 15.4%
3 Bedrooms	2,202	2,283	+ 3.7%
4 Bedrooms or More	1,328	1,444	+ 8.7%
All Bedroom Counts	5,189	5,641	+ 8.7%

12-2018	12-2019	Change	12-2018	12-2019	Change
680	831	+ 22.2%	5	4	- 30.0%
1,947	2,020	+ 3.7%	6	5	- 7.1%
1,303	1,421	+ 9.1%	10	7	- 33.7%
3,930	4,272	+ 8.7%	5	4	- 25.0%

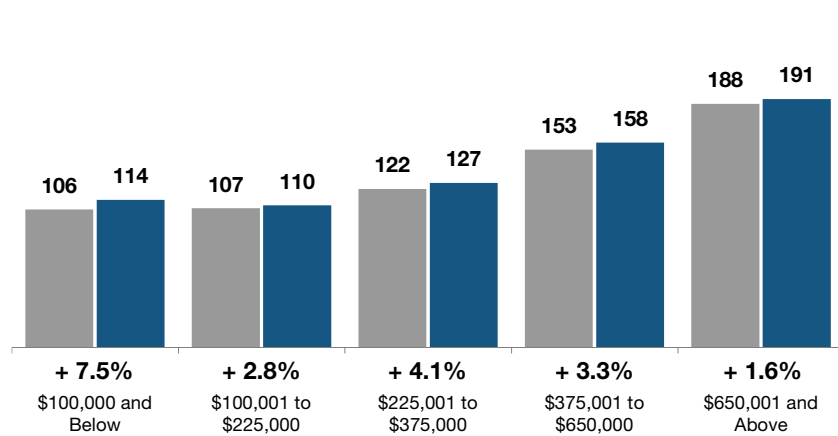
Days on Market Until Sale

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



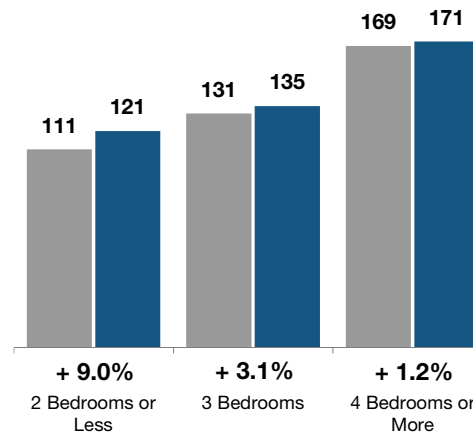
By Price Range

■ 12-2018 ■ 12-2019



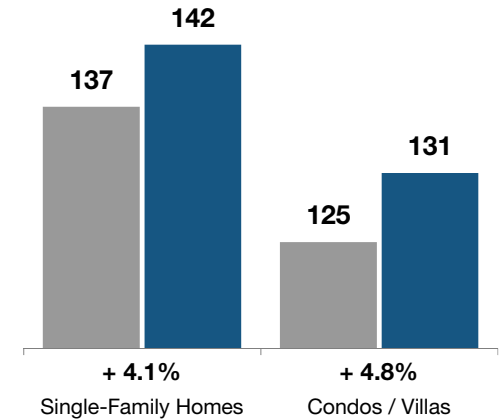
By Bedroom Count

■ 12-2018 ■ 12-2019



By Property Type

■ 12-2018 ■ 12-2019



All Properties

By Price Range

	12-2018	12-2019	Change
\$100,000 and Below	106	114	+ 7.5%
\$100,001 to \$225,000	107	110	+ 2.8%
\$225,001 to \$375,000	122	127	+ 4.1%
\$375,001 to \$650,000	153	158	+ 3.3%
\$650,001 and Above	188	191	+ 1.6%
All Price Ranges	134	140	+ 4.5%

Single-Family Homes

	12-2018	12-2019	Change
2 Bedrooms or Less	109	115	+ 5.6%
3 Bedrooms	113	114	+ 0.9%
4 Bedrooms or More	122	123	+ 1.0%
Single-Family Homes	149	159	+ 6.5%
Condos / Villas	171	153	- 10.5%
Condos / Villas	231	219	- 5.2%
All Single-Family Homes	137	142	+ 4.1%
All Condos / Villas	125	131	+ 4.8%

Condos / Villas

By Bedroom Count

	12-2018	12-2019	Change
2 Bedrooms or Less	111	121	+ 9.0%
3 Bedrooms	131	135	+ 3.1%
4 Bedrooms or More	169	171	+ 1.2%
All Bedroom Counts	134	140	+ 4.5%

	12-2018	12-2019	Change
2 Bedrooms or Less	104	115	+ 10.4%
3 Bedrooms	128	134	+ 4.3%
4 Bedrooms or More	168	170	+ 1.2%
All Single-Family Homes	137	142	+ 4.1%
Condos / Villas	115	125	+ 8.7%
Condos / Villas	151	144	- 4.6%
Condos / Villas	203	236	+ 16.3%
All Condos / Villas	125	131	+ 4.8%

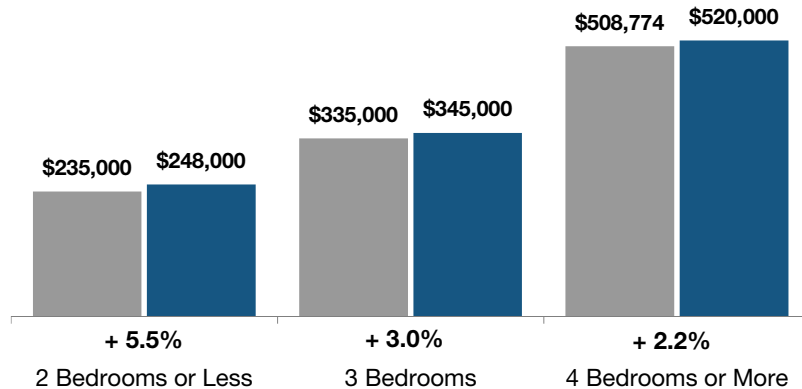
Median Sales Price

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



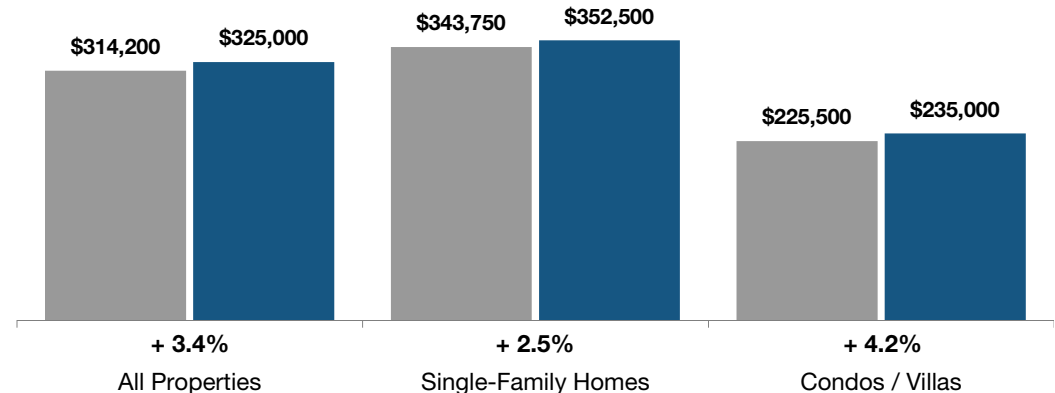
By Bedroom Count

■ 12-2018 ■ 12-2019



By Property Type

■ 12-2018 ■ 12-2019



All Properties

By Bedroom Count	12-2018	12-2019	Change
2 Bedrooms or Less	\$235,000	\$248,000	+ 5.5%
3 Bedrooms	\$335,000	\$345,000	+ 3.0%
4 Bedrooms or More	\$508,774	\$520,000	+ 2.2%
All Bedroom Counts	\$314,200	\$325,000	+ 3.4%

Single-Family Homes

12-2018	12-2019	Change	12-2018	12-2019	Change
\$270,000	\$282,900	+ 4.8%	\$190,000	\$200,000	+ 5.3%
\$330,292	\$340,000	+ 2.9%	\$372,000	\$380,000	+ 2.2%
\$505,120	\$518,063	+ 2.6%	\$574,000	\$690,000	+ 20.2%
\$343,750	\$352,500	+ 2.5%	\$225,500	\$235,000	+ 4.2%

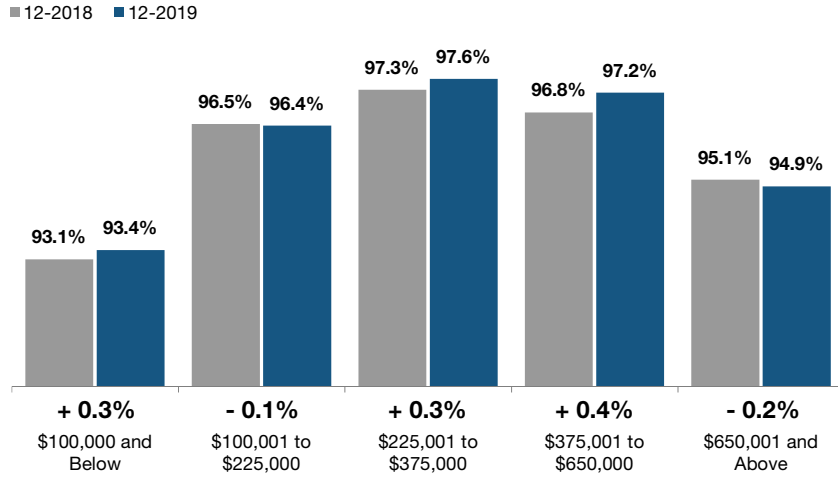
Condos / Villas

Percent of List Price Received

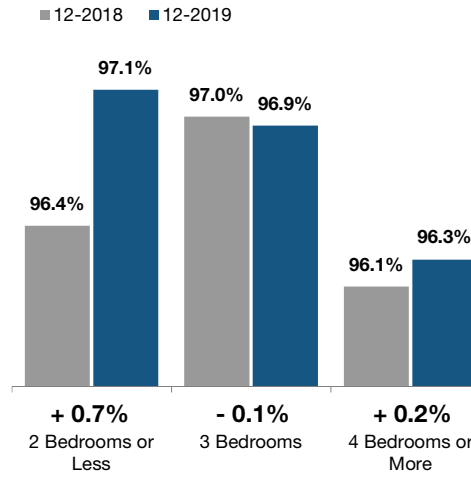
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



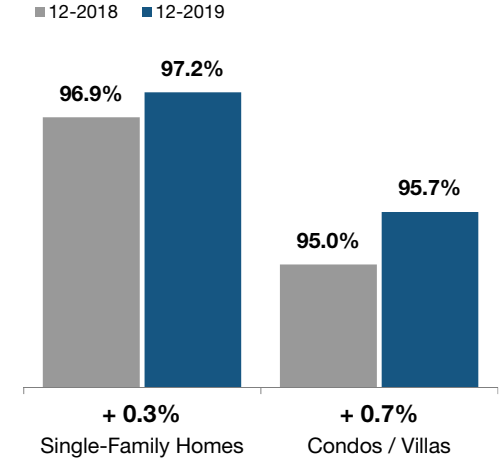
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	12-2018	12-2019	Change
\$100,000 and Below	93.1%	93.4%	+ 0.3%
\$100,001 to \$225,000	96.5%	96.4%	- 0.1%
\$225,001 to \$375,000	97.3%	97.6%	+ 0.3%
\$375,001 to \$650,000	96.8%	97.2%	+ 0.4%
\$650,001 and Above	95.1%	94.9%	- 0.2%
All Price Ranges	96.6%	96.8%	+ 0.2%

Single-Family Homes

12-2018	12-2019	Change	12-2018	12-2019	Change
93.5%	94.0%	+ 0.5%	90.9%	94.7%	+ 5.2%
97.0%	96.9%	- 0.1%	96.0%	95.7%	- 0.3%
97.6%	98.0%	+ 0.4%	94.8%	95.7%	+ 0.9%
96.9%	97.5%	+ 0.6%	95.3%	96.2%	+ 0.9%
95.1%	95.0%	- 0.1%	94.8%	94.0%	- 0.8%
96.9%	97.2%	+ 0.3%	95.0%	95.7%	+ 0.7%

Condos / Villas

By Bedroom Count	12-2018	12-2019	Change
2 Bedrooms or Less	96.4%	97.1%	+ 0.7%
3 Bedrooms	97.0%	96.9%	- 0.1%
4 Bedrooms or More	96.1%	96.3%	+ 0.2%
All Bedroom Counts	96.6%	96.8%	+ 0.2%

12-2018	12-2019	Change	12-2018	12-2019	Change
97.7%	99.2%	+ 1.5%	95.2%	95.7%	+ 0.5%
97.1%	97.1%	0.0%	94.7%	95.8%	+ 1.2%
96.1%	96.3%	+ 0.2%	93.8%	97.2%	+ 3.6%
96.9%	97.2%	+ 0.3%	95.0%	95.7%	+ 0.7%

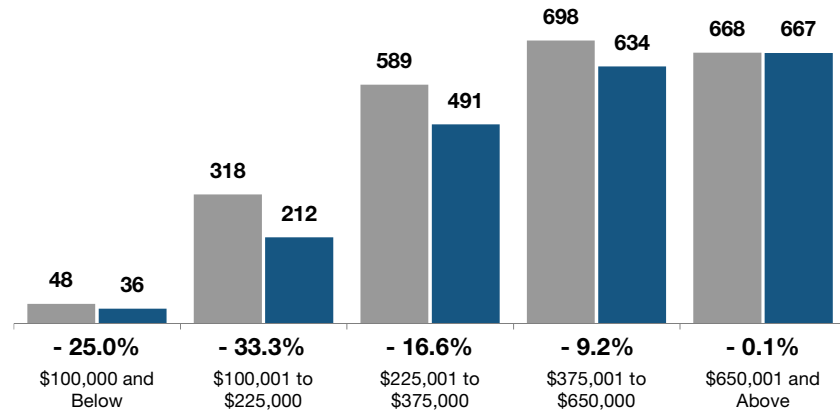
Inventory of Homes for Sale

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



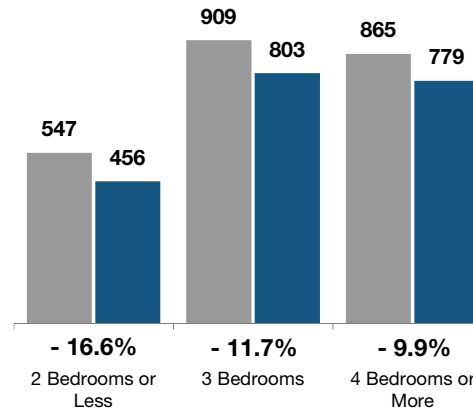
By Price Range

■ 12-2018 ■ 12-2019



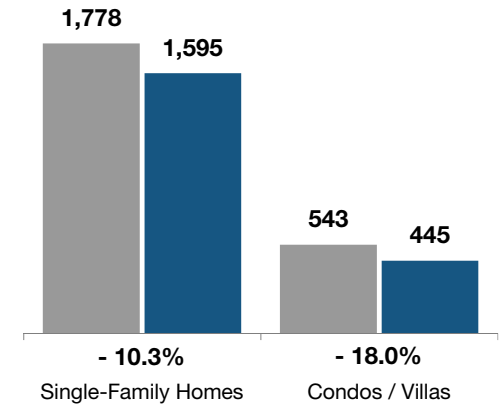
By Bedroom Count

■ 12-2018 ■ 12-2019



By Property Type

■ 12-2018 ■ 12-2019



All Properties

By Price Range	12-2018	12-2019	Change
\$100,000 and Below	48	36	- 25.0%
\$100,001 to \$225,000	318	212	- 33.3%
\$225,001 to \$375,000	589	491	- 16.6%
\$375,001 to \$650,000	698	634	- 9.2%
\$650,001 and Above	668	667	- 0.1%
All Price Ranges	2,321	2,040	- 12.1%

Single-Family Homes

12-2018	12-2019	Change
14	13	- 7.1%
169	94	- 44.4%
439	372	- 15.3%
559	513	- 8.2%
597	603	+ 1.0%
1,778	1,595	- 10.3%

Condos / Villas

12-2018	12-2019	Change
34	23	- 32.4%
149	118	- 20.8%
150	119	- 20.7%
139	121	- 12.9%
71	64	- 9.9%
543	445	- 18.0%

By Bedroom Count

By Bedroom Count	12-2018	12-2019	Change
2 Bedrooms or Less	547	456	- 16.6%
3 Bedrooms	909	803	- 11.7%
4 Bedrooms or More	865	779	- 9.9%
All Bedroom Counts	2,321	2,040	- 12.1%

12-2018	12-2019	Change	12-2018	12-2019	Change
143	140	- 2.1%	404	316	- 21.8%
791	688	- 13.0%	118	115	- 2.5%
844	765	- 9.4%	21	14	- 33.3%
1,778	1,595	- 10.3%	543	445	- 18.0%

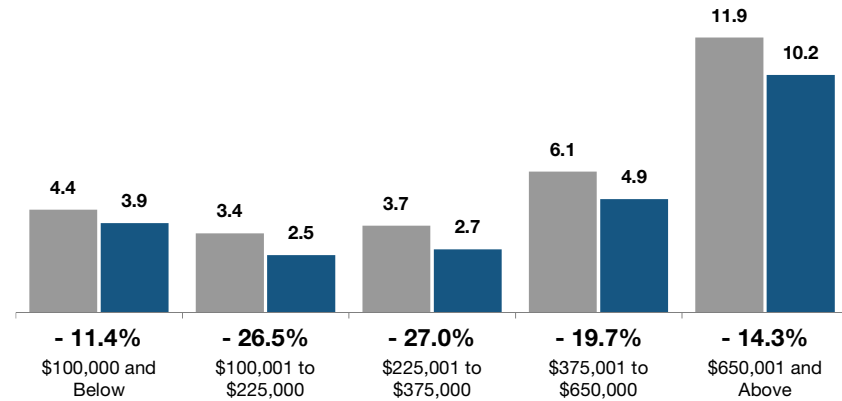
Months Supply of Inventory

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.**



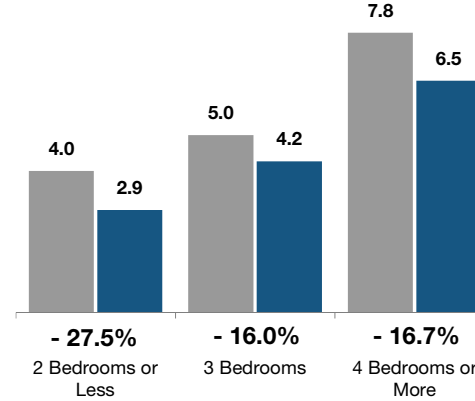
By Price Range

■ 12-2018 ■ 12-2019



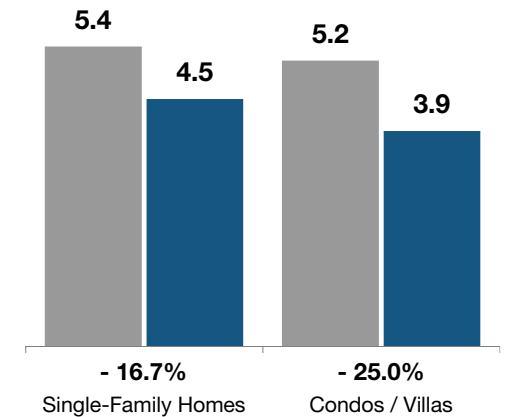
By Bedroom Count

■ 12-2018 ■ 12-2019



By Property Type

■ 12-2018 ■ 12-2019



All Properties

By Price Range	12-2018	12-2019	Change
\$100,000 and Below	4.4	3.9	- 11.4%
\$100,001 to \$225,000	3.4	2.5	- 26.5%
\$225,001 to \$375,000	3.7	2.7	- 27.0%
\$375,001 to \$650,000	6.1	4.9	- 19.7%
\$650,001 and Above	11.9	10.2	- 14.3%
All Price Ranges	5.4	4.3	- 20.4%

Single-Family Homes

12-2018	12-2019	Change
5.1	3.9	- 23.5%
3.3	2.3	- 30.3%
3.5	2.5	- 28.6%
5.8	4.8	- 17.2%
11.6	10.4	- 10.3%
5.4	4.5	- 16.7%

Condos / Villas

12-2018	12-2019	Change
4.1	3.5	- 14.6%
3.5	2.6	- 25.7%
4.9	3.6	- 26.5%
7.4	5.4	- 27.0%
14.7	9.3	- 36.7%
5.2	3.9	- 25.0%

By Bedroom Count

By Bedroom Count	12-2018	12-2019	Change
2 Bedrooms or Less	4.0	2.9	- 27.5%
3 Bedrooms	5.0	4.2	- 16.0%
4 Bedrooms or More	7.8	6.5	- 16.7%
All Bedroom Counts	5.4	4.3	- 20.4%

12-2018	12-2019	Change	12-2018	12-2019	Change
2.5	2.0	- 20.0%	5.0	3.5	- 30.0%
4.9	4.1	- 16.3%	5.6	5.2	- 7.1%
7.8	6.5	- 16.7%	10.1	6.7	- 33.7%
5.4	4.5	- 16.7%	5.2	3.9	- 25.0%

Monthly Indicators



December 2019

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

New Listings were up 4.5 percent to 351. Pending Sales increased 22.6 percent to 325. Inventory shrank 12.1 percent to 2,040 units.

Prices moved higher as Median Sales Price was up 5.9 percent to \$349,500. Days on Market increased 7.4 percent to 146 days. Months Supply of Inventory was down 20.4 percent to 4.3 months, indicating that demand increased relative to supply.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

Quick Facts

+ 34.1%

+ 5.9%

- 20.4%

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.



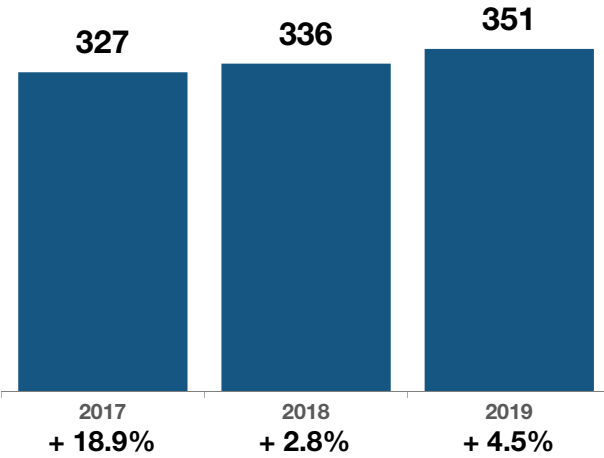
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		336	351	+ 4.5%	7,075	7,114	+ 0.6%
Pending Sales		265	325	+ 22.6%	5,189	5,641	+ 8.7%
Closed Sales		355	476	+ 34.1%	5,171	5,463	+ 5.6%
Days on Market		136	146	+ 7.4%	134	140	+ 4.5%
Median Sales Price		\$330,000	\$349,500	+ 5.9%	\$314,200	\$325,000	+ 3.4%
Average Sales Price		\$399,610	\$440,043	+ 10.1%	\$405,818	\$421,374	+ 3.8%
Pct. of List Price Received		96.3%	97.3%	+ 1.0%	96.6%	96.8%	+ 0.2%
Housing Affordability Index		72	68	- 5.6%	75	73	- 2.7%
Inventory of Homes for Sale		2,321	2,040	- 12.1%	--	--	--
Months Supply of Inventory		5.4	4.3	- 20.4%	--	--	--

New Listings

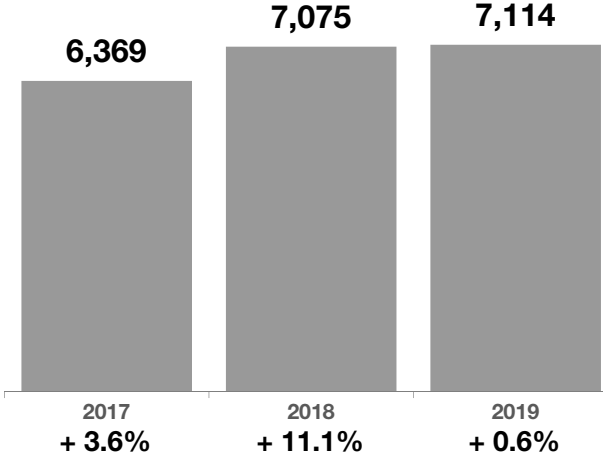
A count of the properties that have been newly listed on the market in a given month.



December



Year to Date



	New Listings	Prior Year	Percent Change
January 2019	611	493	+23.9%
February 2019	666	650	+2.5%
March 2019	748	774	-3.4%
April 2019	662	673	-1.6%
May 2019	694	669	+3.7%
June 2019	587	618	-5.0%
July 2019	562	540	+4.1%
August 2019	600	674	-11.0%
September 2019	476	441	+7.9%
October 2019	674	674	0.0%
November 2019	483	533	-9.4%
December 2019	351	336	+4.5%
12-Month Avg	593	590	+0.6%

Historical New Listings by Month

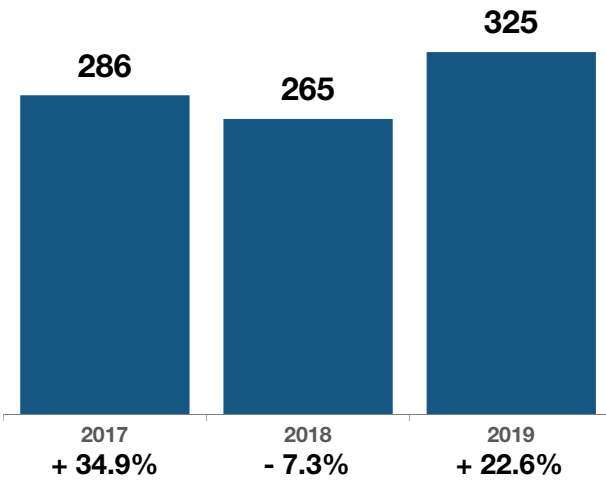


Pending Sales

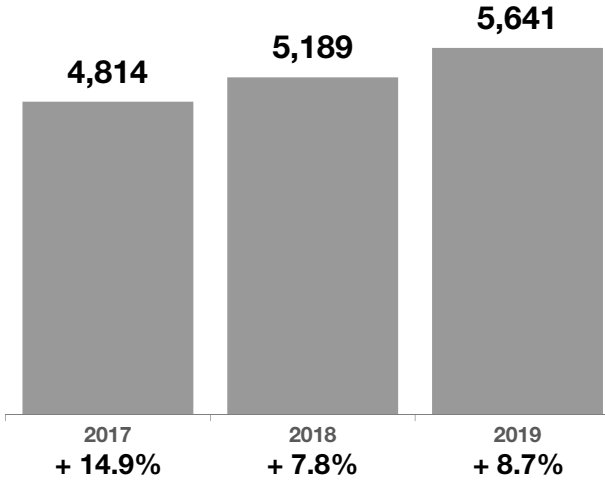
A count of the properties on which offers have been accepted in a given month.



December

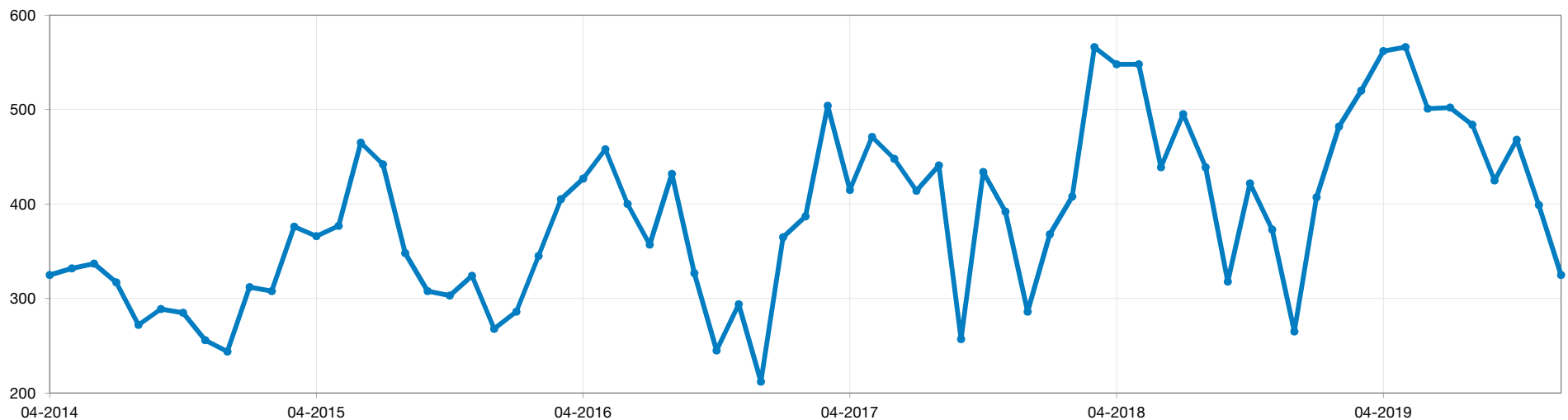


Year to Date



Pending Sales	Prior Year	Percent Change
January 2019	407	368 +10.6%
February 2019	482	408 +18.1%
March 2019	520	566 -8.1%
April 2019	562	548 +2.6%
May 2019	566	548 +3.3%
June 2019	501	439 +14.1%
July 2019	502	495 +1.4%
August 2019	484	439 +10.3%
September 2019	425	318 +33.6%
October 2019	468	422 +10.9%
November 2019	399	373 +7.0%
December 2019	325	265 +22.6%
12-Month Avg	470	432 +8.7%

Historical Pending Sales by Month

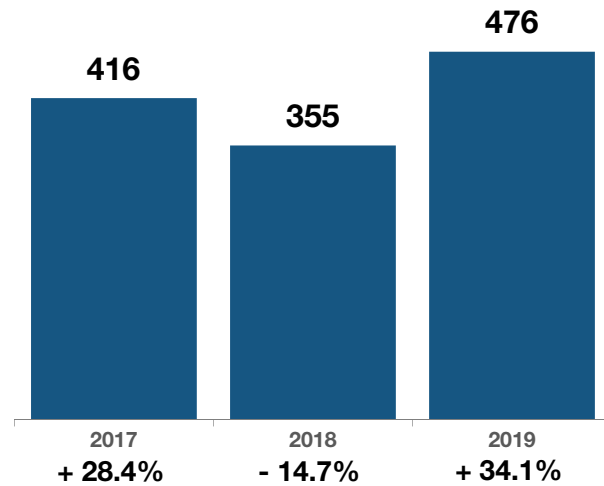


Closed Sales

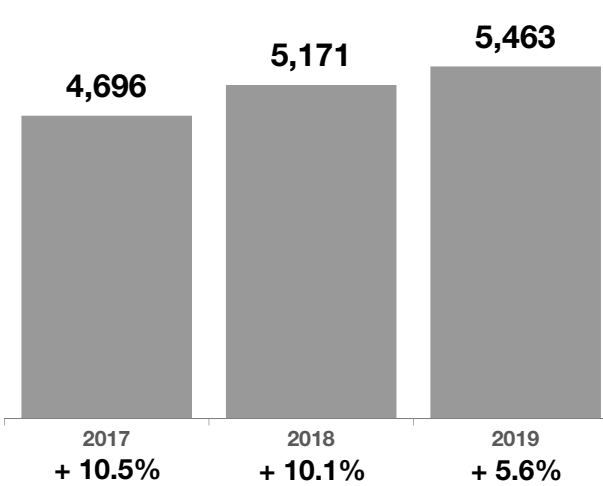
A count of the actual sales that closed in a given month.



December



Year to Date



Closed Sales	Prior Year	Percent Change	
January 2019	319	312	+2.2%
February 2019	311	305	+2.0%
March 2019	466	447	+4.3%
April 2019	480	486	-1.2%
May 2019	581	562	+3.4%
June 2019	509	582	-12.5%
July 2019	503	453	+11.0%
August 2019	517	501	+3.2%
September 2019	432	377	+14.6%
October 2019	486	414	+17.4%
November 2019	383	377	+1.6%
December 2019	476	355	+34.1%
12-Month Avg	455	431	+5.6%

Historical Closed Sales by Month

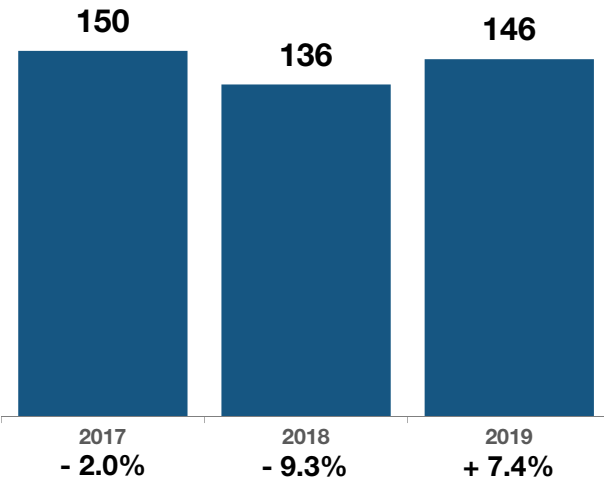


Days on Market Until Sale

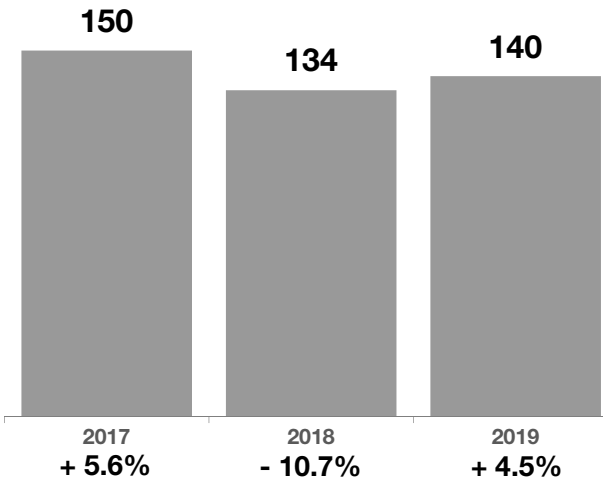
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



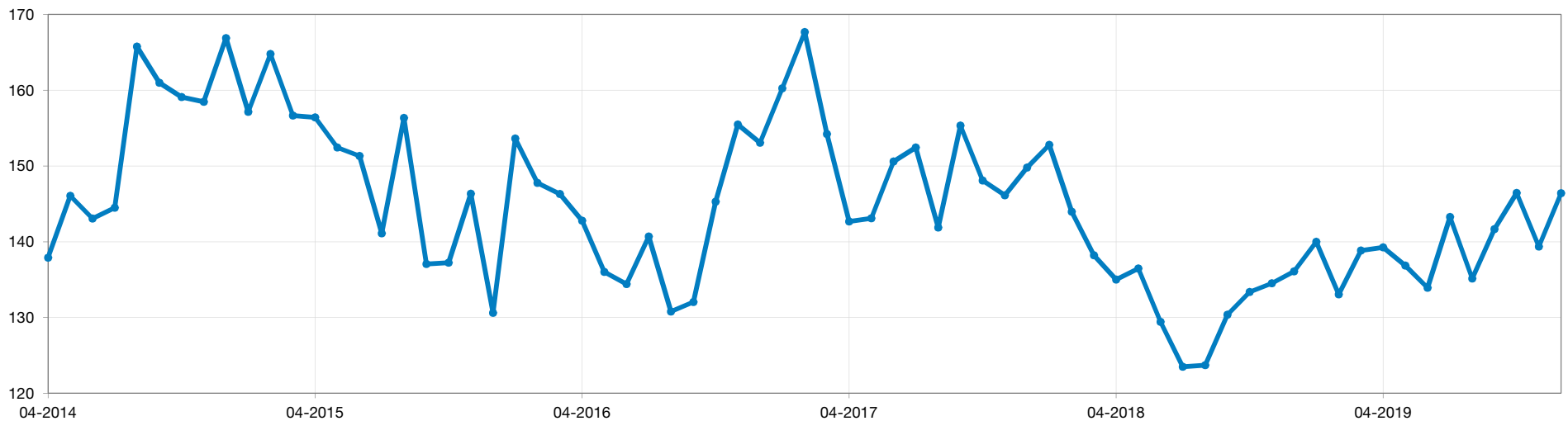
Year to Date



Days on Market		Prior Year	Percent Change
January 2019	140	153	-8.5%
February 2019	133	144	-7.6%
March 2019	139	138	+0.7%
April 2019	139	135	+3.0%
May 2019	137	136	+0.7%
June 2019	134	129	+3.9%
July 2019	143	123	+16.3%
August 2019	135	124	+8.9%
September 2019	142	130	+9.2%
October 2019	146	133	+9.8%
November 2019	139	134	+3.7%
December 2019	146	136	+7.4%
12-Month Avg*	140	134	+4.5%

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

Historical Days on Market Until Sale by Month

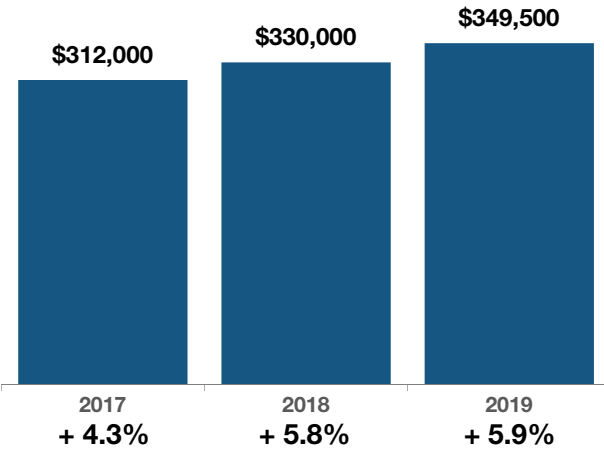


Median Sales Price

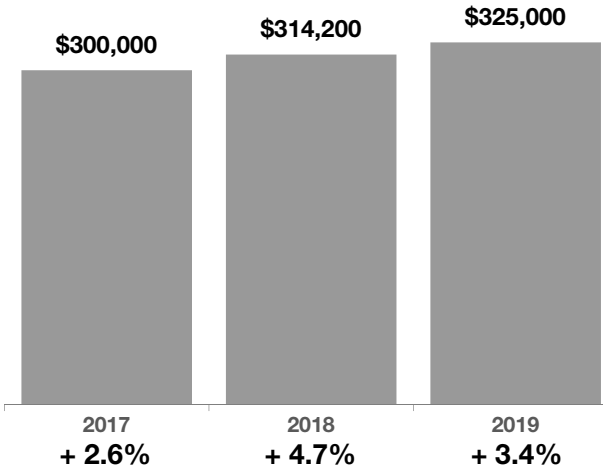
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



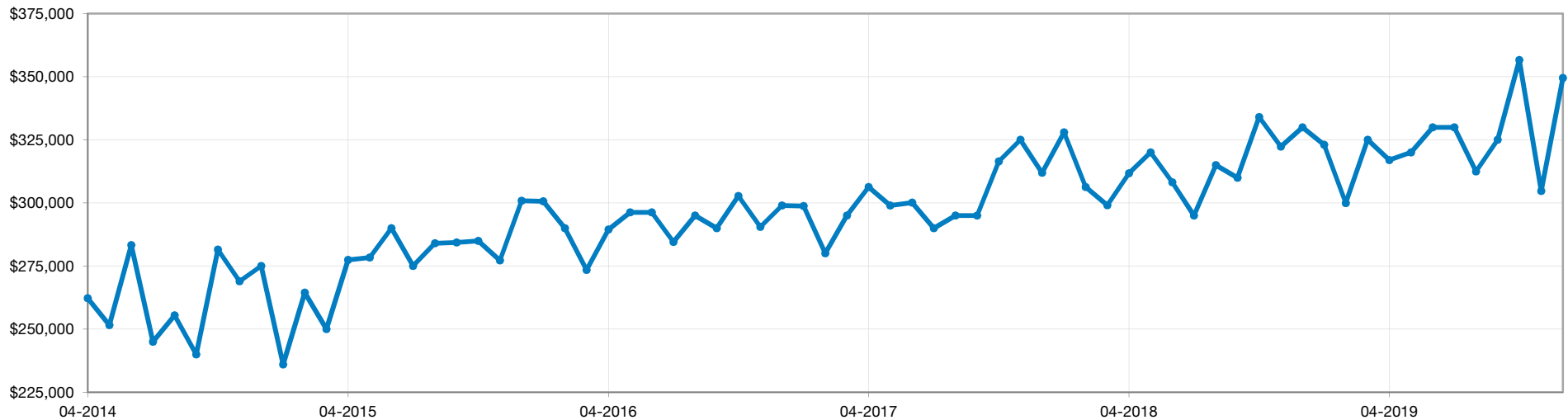
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2019	\$323,000	\$328,000	-1.5%
February 2019	\$299,900	\$306,300	-2.1%
March 2019	\$325,000	\$299,111	+8.7%
April 2019	\$316,945	\$311,770	+1.7%
May 2019	\$320,000	\$320,000	0.0%
June 2019	\$330,000	\$308,210	+7.1%
July 2019	\$330,000	\$295,000	+11.9%
August 2019	\$312,500	\$315,000	-0.8%
September 2019	\$325,000	\$310,000	+4.8%
October 2019	\$356,661	\$334,060	+6.8%
November 2019	\$304,730	\$322,358	-5.5%
December 2019	\$349,500	\$330,000	+5.9%
12-Month Med*	\$325,000	\$314,200	+3.4%

* Median Sales Price of all properties from January 2019 through December 2019. This is not the median of the individual figures above.

Historical Median Sales Price by Month

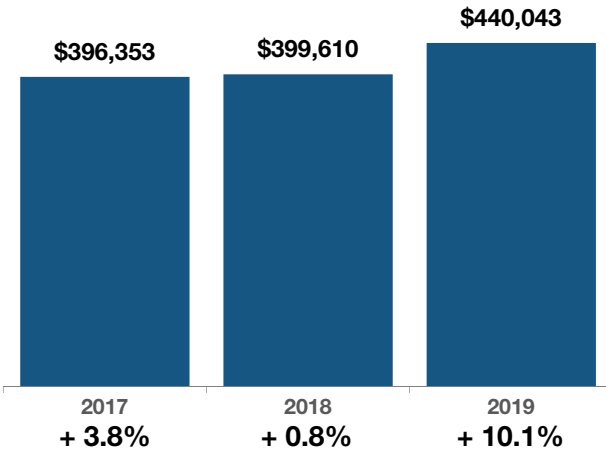


Average Sales Price

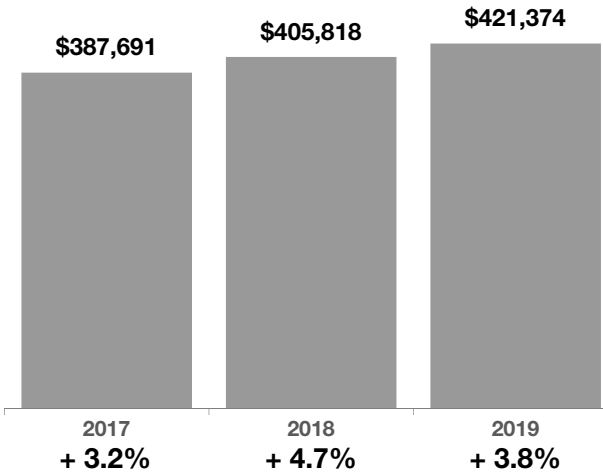
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



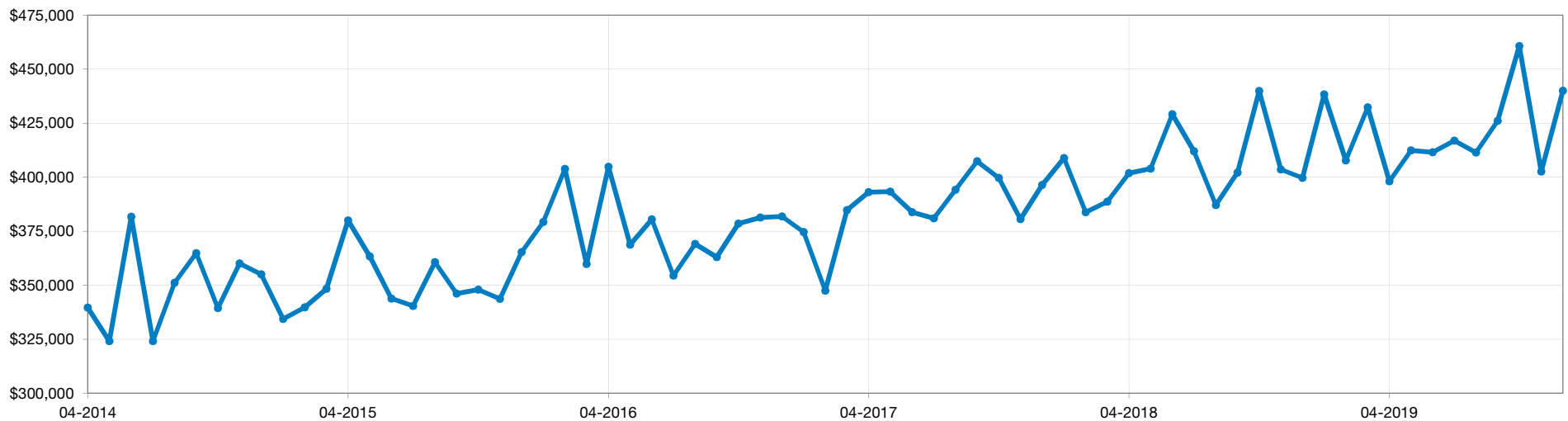
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2019	\$438,247	\$408,873	+7.2%
February 2019	\$407,660	\$383,729	+6.2%
March 2019	\$432,244	\$388,588	+11.2%
April 2019	\$398,025	\$401,786	-0.9%
May 2019	\$412,356	\$403,895	+2.1%
June 2019	\$411,442	\$429,090	-4.1%
July 2019	\$416,870	\$411,965	+1.2%
August 2019	\$411,364	\$387,023	+6.3%
September 2019	\$426,006	\$402,034	+6.0%
October 2019	\$460,669	\$439,832	+4.7%
November 2019	\$402,614	\$403,498	-0.2%
December 2019	\$440,043	\$399,610	+10.1%
12-Month Avg*	\$421,462	\$404,993	+4.1%

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

Historical Average Sales Price by Month

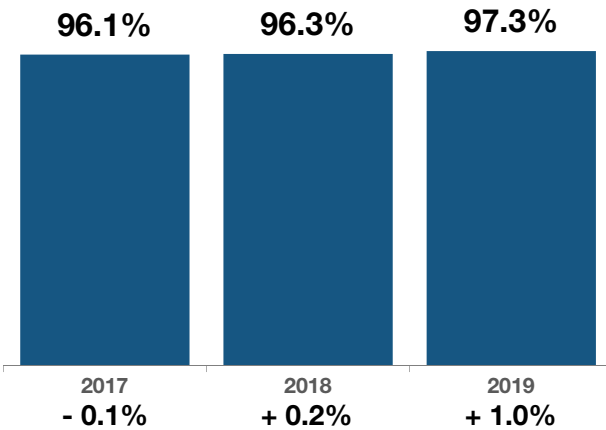


Percent of List Price Received

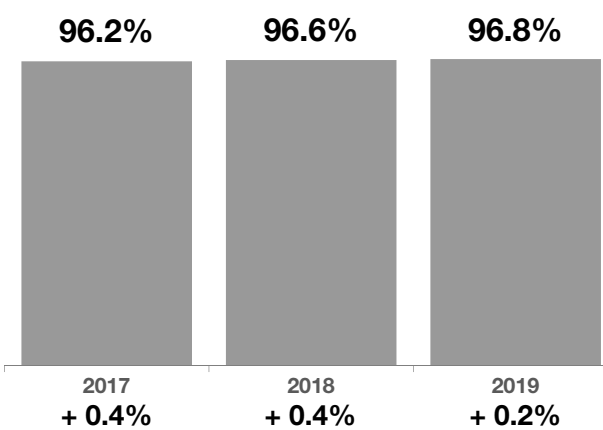
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



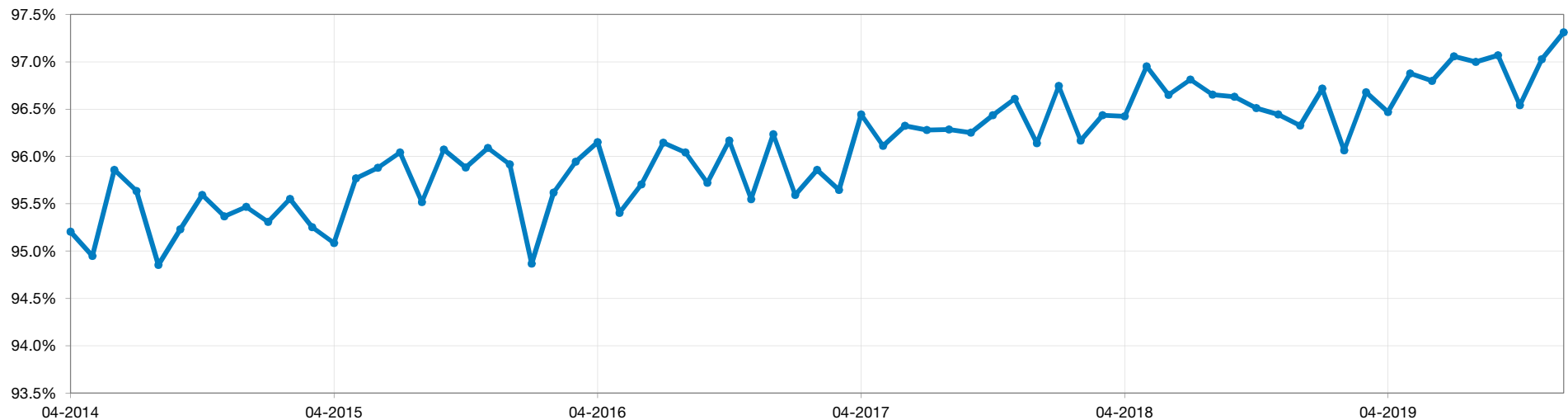
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2019	96.7%	96.7%	0.0%
February 2019	96.1%	96.2%	-0.1%
March 2019	96.7%	96.4%	+0.3%
April 2019	96.5%	96.4%	+0.1%
May 2019	96.9%	97.0%	-0.1%
June 2019	96.8%	96.6%	+0.2%
July 2019	97.1%	96.8%	+0.3%
August 2019	97.0%	96.7%	+0.3%
September 2019	97.1%	96.6%	+0.5%
October 2019	96.5%	96.5%	0.0%
November 2019	97.0%	96.4%	+0.6%
December 2019	97.3%	96.3%	+1.0%
12-Month Avg*	96.8%	96.6%	+0.2%

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

Historical Percent of List Price Received by Month

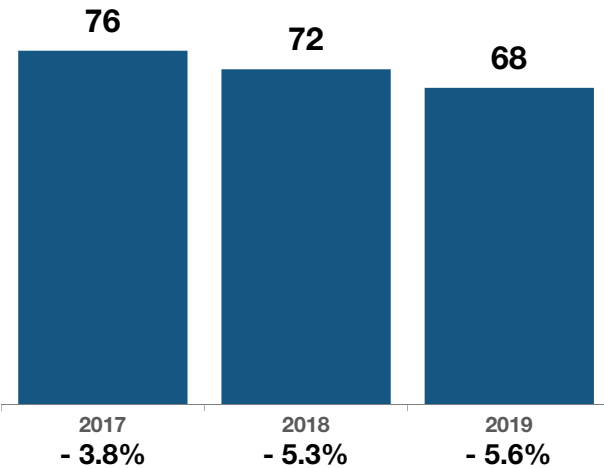


Housing Affordability Index

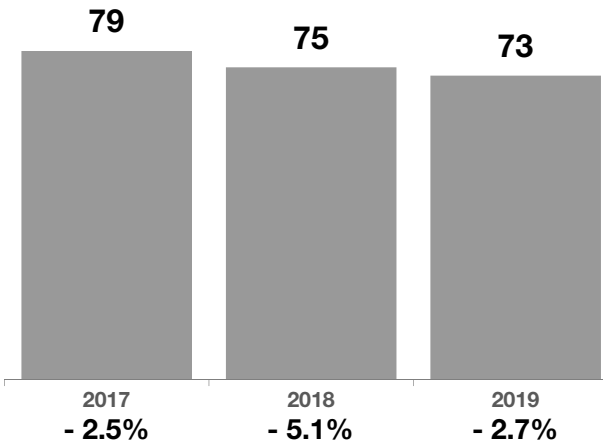
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

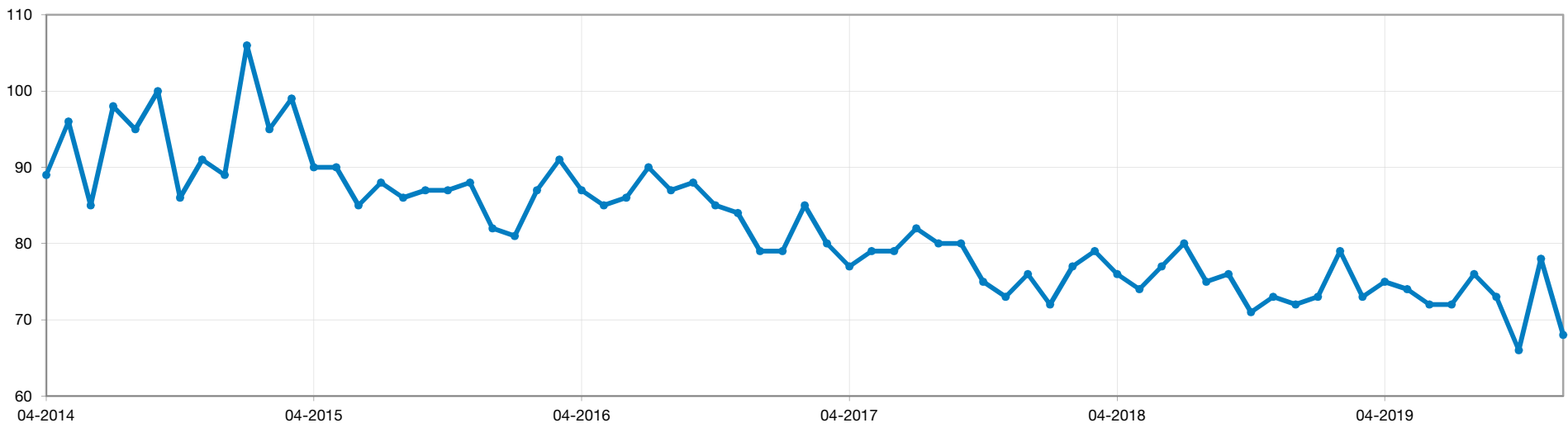


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2019	73	72	+1.4%
February 2019	79	77	+2.6%
March 2019	73	79	-7.6%
April 2019	75	76	-1.3%
May 2019	74	74	0.0%
June 2019	72	77	-6.5%
July 2019	72	80	-10.0%
August 2019	76	75	+1.3%
September 2019	73	76	-3.9%
October 2019	66	71	-7.0%
November 2019	78	73	+6.8%
December 2019	68	72	-5.6%
12-Month Avg	73	75	-2.5%

Historical Housing Affordability Index by Month

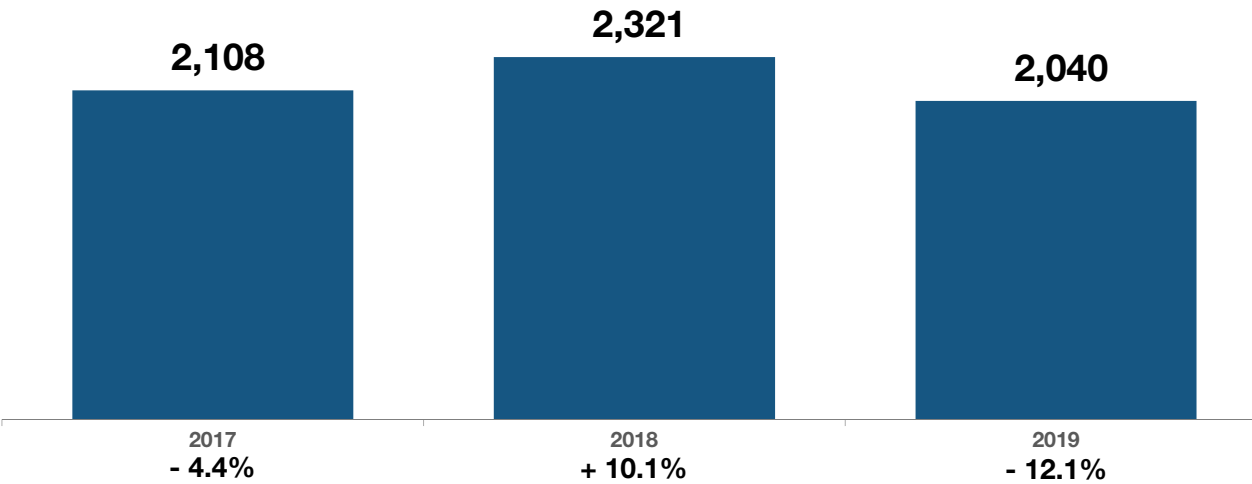


Inventory of Homes for Sale

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



December



	Homes for Sale	Prior Year	Percent Change
January 2019	2,348	2,059	+14.0%
February 2019	2,394	2,179	+9.9%
March 2019	2,511	2,266	+10.8%
April 2019	2,471	2,293	+7.8%
May 2019	2,443	2,285	+6.9%
June 2019	2,407	2,326	+3.5%
July 2019	2,318	2,228	+4.0%
August 2019	2,270	2,346	-3.2%
September 2019	2,199	2,334	-5.8%
October 2019	2,242	2,398	-6.5%
November 2019	2,163	2,388	-9.4%
December 2019	2,040	2,321	-12.1%
12-Month Avg*	2,317	2,355	-1.6%

* Homes for Sale for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

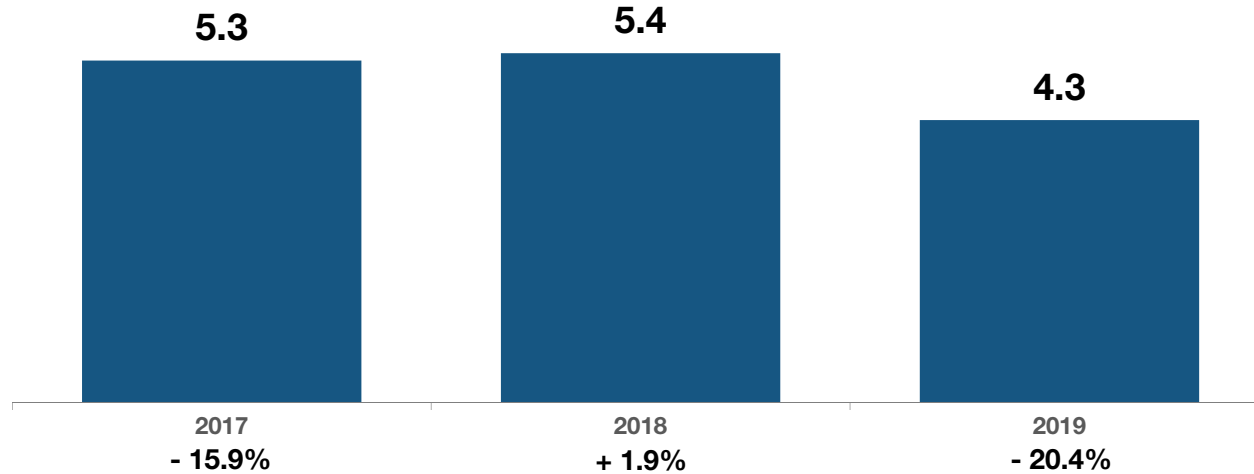


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
January 2019	5.4	5.1	+5.9%
February 2019	5.4	5.4	0.0%
March 2019	5.7	5.5	+3.6%
April 2019	5.6	5.5	+1.8%
May 2019	5.5	5.4	+1.9%
June 2019	5.4	5.5	-1.8%
July 2019	5.2	5.2	0.0%
August 2019	5.0	5.4	-7.4%
September 2019	4.8	5.3	-9.4%
October 2019	4.8	5.5	-12.7%
November 2019	4.7	5.5	-14.5%
December 2019	4.3	5.4	-20.4%
12-Month Avg*	5.2	5.4	-3.7%

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

Historical Months Supply of Inventory by Month

