

ECONOMIC SNAPSHOT



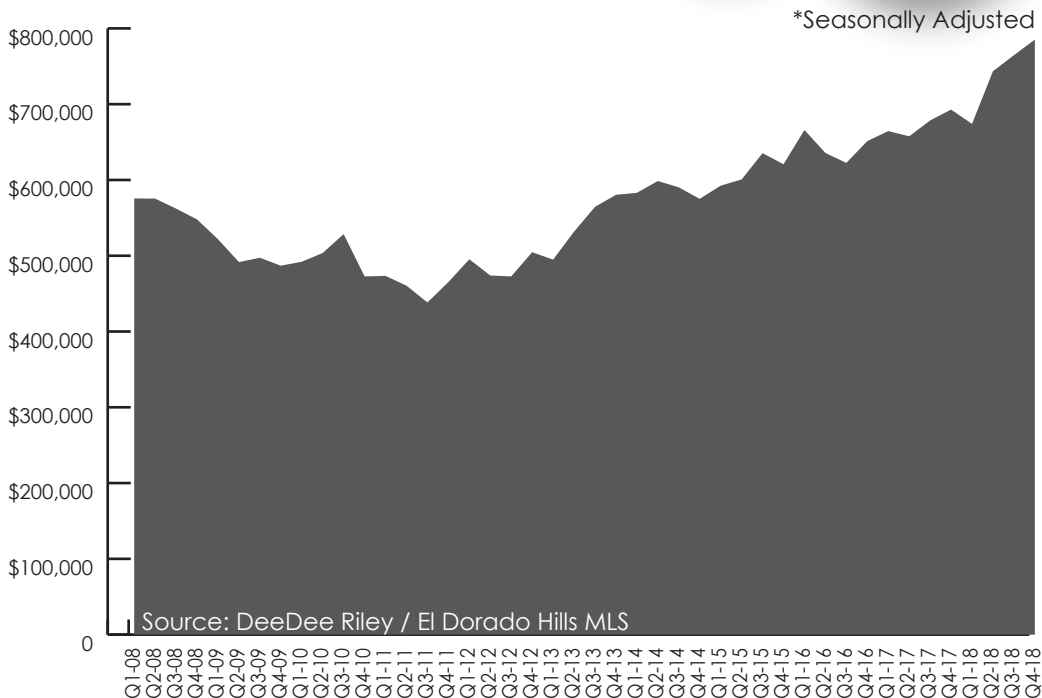
HOUSING

2008=100

2.7%

Q3 2018
132.8Q4 2018
136.4

HOUSING MARKET AT A GLANCE...



Average sales price in Q4 2018 was \$785k, up 2.7% from the previous quarter.

There were 193 closed sales in Q4 2018, down from 256 in the previous quarter.

Properties spent an average of 36 days on the market, up from 34 days in the previous quarter.

There were 206 new listings in Q4 2018, down from 316 in the previous quarter.

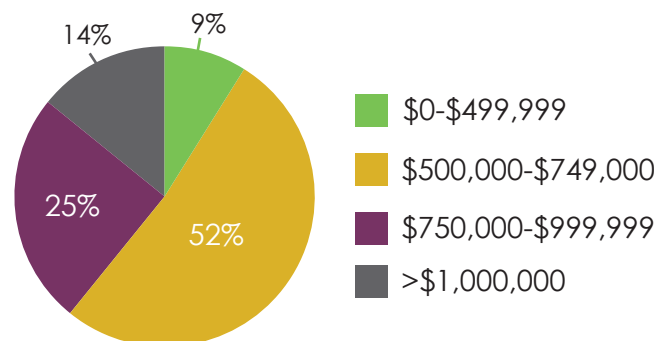
4TH QUARTER TREND

Average home sales price increased another 2.7%, up to \$785k in Q4 2018. This is the highest level since the base year of Q1 2008.

With prices continuing to increase, there were fewer closed sales and properties spent a couple extra days on the market when compared to the previous quarter. Supply has also decreased this quarter with less new listings and less properties for sale. In Q4 2018, there were 430 homes for sale, down from 505 in Q3 2018. There were 206 new listings in Q4 2018, down from 316 in the previous quarter.

The average price per square foot was \$247 in Q4 2018, down from \$252 in Q3 2018.

PERCENTAGE OF SALES



*Thanks to DeeDee Riley from Lyon Real Estate for the housing data!

