

Monthly Indicators



August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

New Listings decreased 8.6 percent to 802. Pending Sales were up 8.8 percent to 569. Inventory levels shrank 12.5 percent to 2,958 units.

Prices were fairly stable. The Median Sales Price decreased 1.6 percent to \$125,000. Days on Market was down 3.8 percent to 77 days. Sellers were encouraged as Months Supply of Inventory was down 19.7 percent to 6.1 months.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

Activity Snapshot

+ 13.9% **- 1.6%** **- 12.5%**

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

Residential real estate activity comprised of single-family properties and condominiums combined. Percent changes are calculated using rounded figures.

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Market Overview

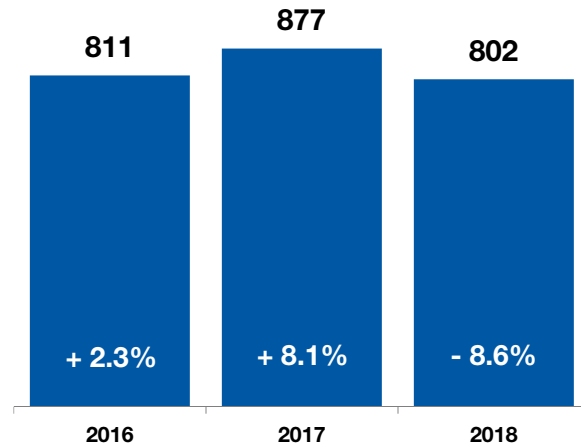
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		877	802	- 8.6%	6,643	6,595	- 0.7%
Pending Sales		523	569	+ 8.8%	3,924	4,201	+ 7.1%
Closed Sales		527	600	+ 13.9%	3,648	3,903	+ 7.0%
Days on Market		80	77	- 3.8%	81	87	+ 7.4%
Median Sales Price		\$127,000	\$125,000	- 1.6%	\$120,000	\$124,000	+ 3.3%
Average Sales Price		\$147,632	\$144,705	- 2.0%	\$142,882	\$146,143	+ 2.3%
Pct. of Orig. Price Received		90.5%	91.1%	+ 0.7%	91.4%	91.0%	- 0.4%
Affordability Index		265	250	- 5.7%	280	252	- 10.0%
Inventory of Homes for Sale		3,382	2,958	- 12.5%	--	--	--
Months Supply of Inventory		7.6	6.1	- 19.7%	--	--	--

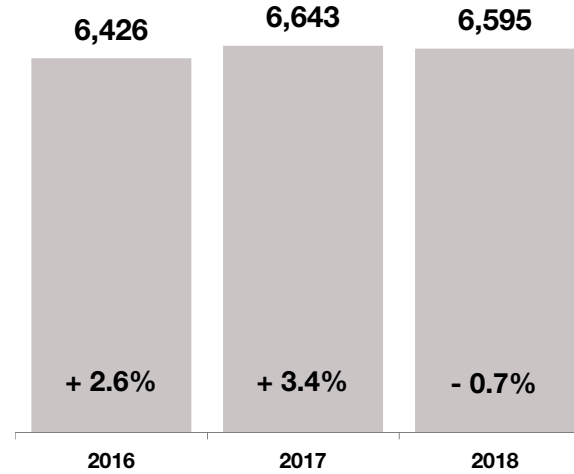
New Listings

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

August

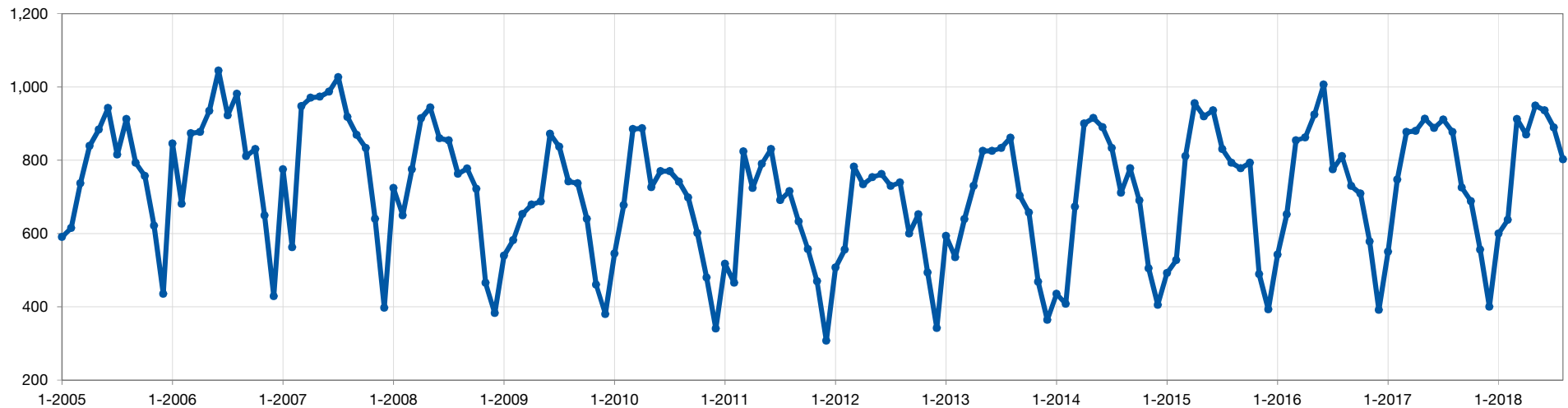


Year to Date



New Listings		Prior Year	Percent Change
September 2017	725	730	-0.7%
October 2017	688	709	-3.0%
November 2017	556	578	-3.8%
December 2017	400	391	+2.3%
January 2018	600	550	+9.1%
February 2018	637	747	-14.7%
March 2018	912	877	+4.0%
April 2018	870	880	-1.1%
May 2018	949	913	+3.9%
June 2018	936	888	+5.4%
July 2018	889	911	-2.4%
August 2018	802	877	-8.6%
12-Month Avg	747	754	-0.9%

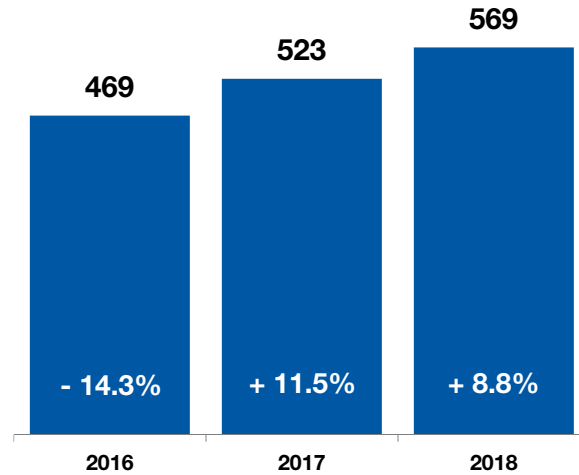
Historical New Listings by Month



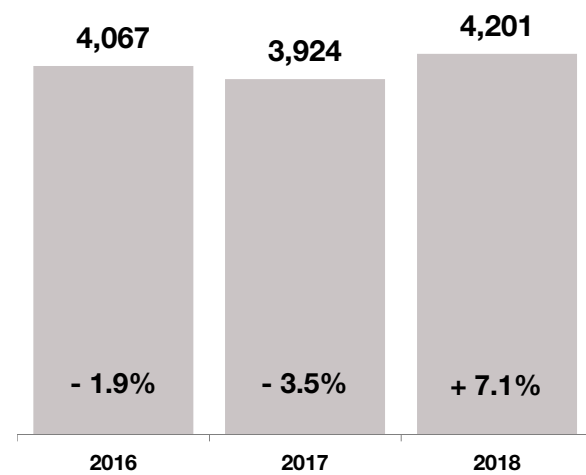
Pending Sales

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

August

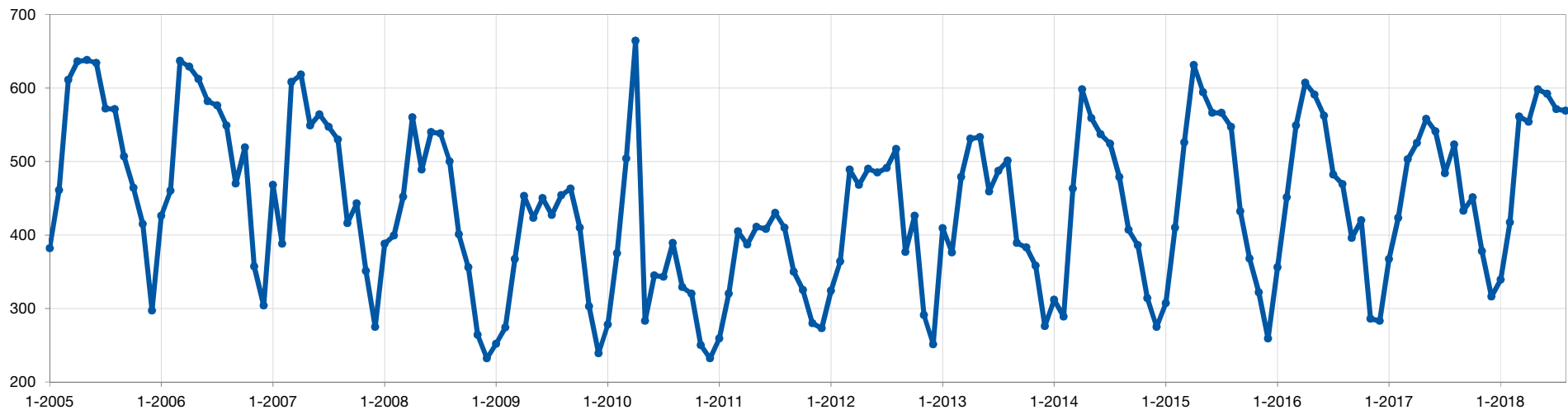


Year to Date



Pending Sales		Prior Year	Percent Change
September 2017	433	396	+9.3%
October 2017	451	420	+7.4%
November 2017	378	286	+32.2%
December 2017	316	283	+11.7%
January 2018	339	367	-7.6%
February 2018	417	423	-1.4%
March 2018	561	503	+11.5%
April 2018	554	525	+5.5%
May 2018	598	558	+7.2%
June 2018	592	541	+9.4%
July 2018	571	484	+18.0%
August 2018	569	523	+8.8%
12-Month Avg	482	442	+9.0%

Historical Pending Sales by Month

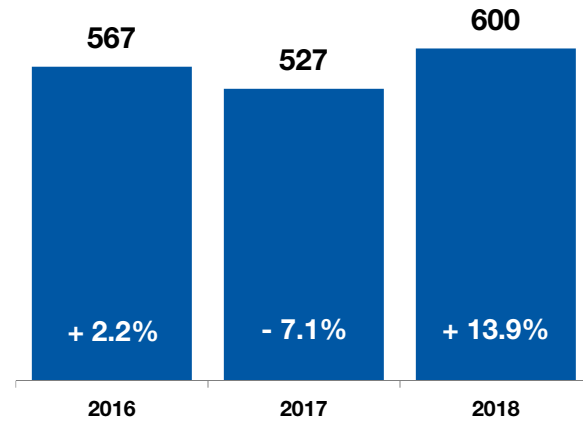


Closed Sales

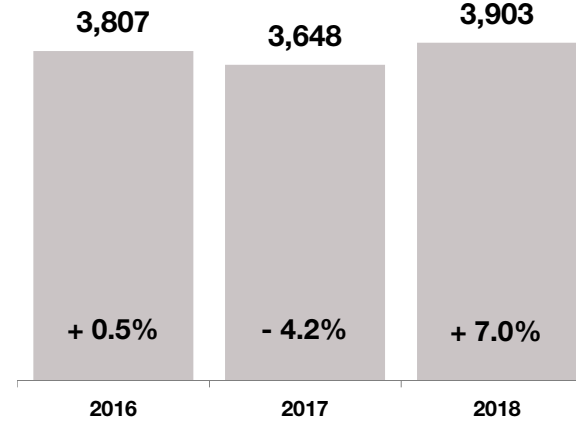
A count of the actual sales that closed in a given month.



August

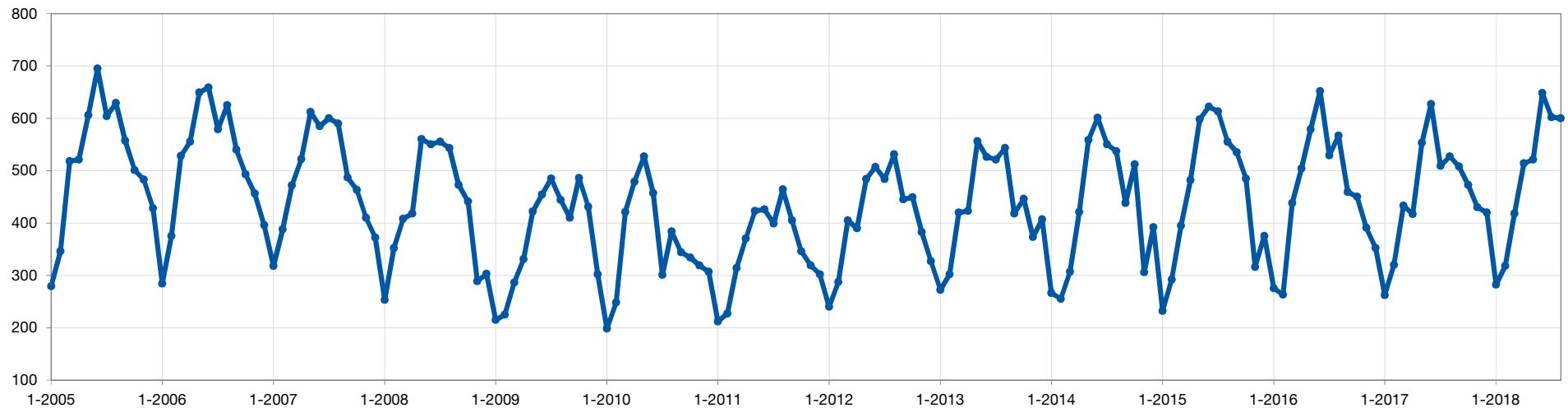


Year to Date



	Closed Sales	Prior Year	Percent Change
September 2017	508	459	+10.7%
October 2017	473	450	+5.1%
November 2017	430	391	+10.0%
December 2017	420	352	+19.3%
January 2018	282	262	+7.6%
February 2018	318	320	-0.6%
March 2018	418	433	-3.5%
April 2018	514	417	+23.3%
May 2018	521	553	-5.8%
June 2018	648	627	+3.3%
July 2018	602	509	+18.3%
August 2018	600	527	+13.9%
12-Month Avg	478	442	+8.1%

Historical Closed Sales by Month

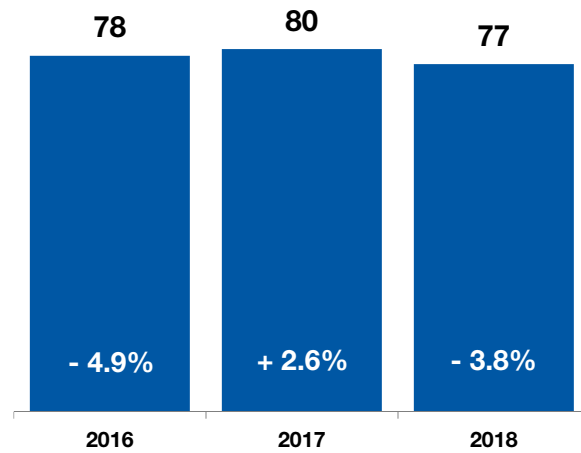


Days on Market Until Sale

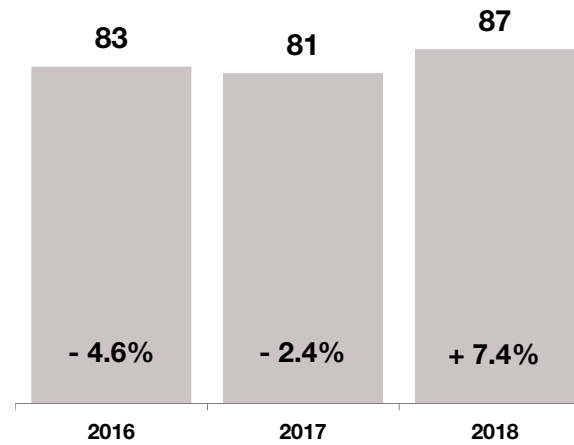
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year to Date



Days on Market	Prior Year	Percent Change	
September 2017	84	76	+10.5%
October 2017	82	71	+15.5%
November 2017	89	85	+4.7%
December 2017	87	77	+13.0%
January 2018	96	91	+5.5%
February 2018	108	94	+14.9%
March 2018	96	91	+5.5%
April 2018	101	81	+24.7%
May 2018	86	78	+10.3%
June 2018	79	77	+2.6%
July 2018	74	69	+7.2%
August 2018	77	80	-3.8%
12-Month Avg*	86	80	+7.5%

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

Historical Days on Market Until Sale by Month

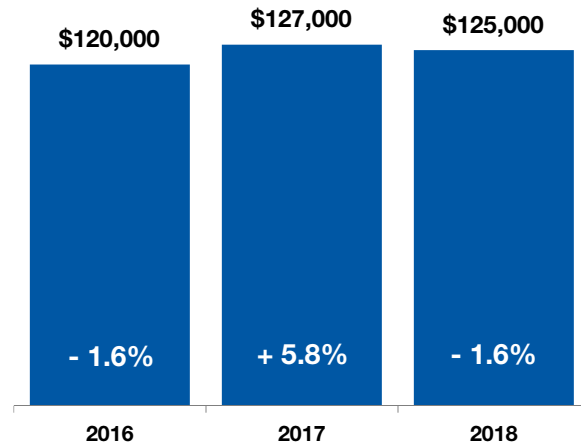


Median Sales Price

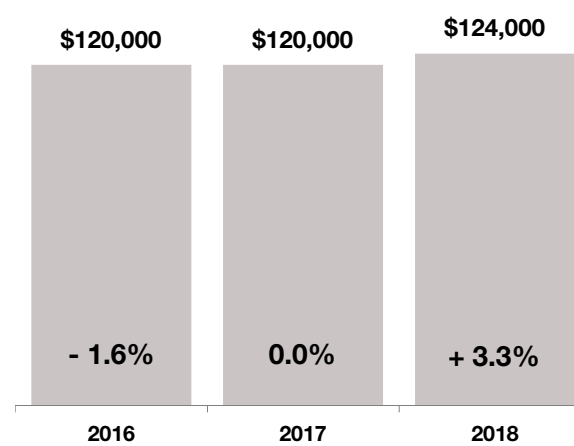
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



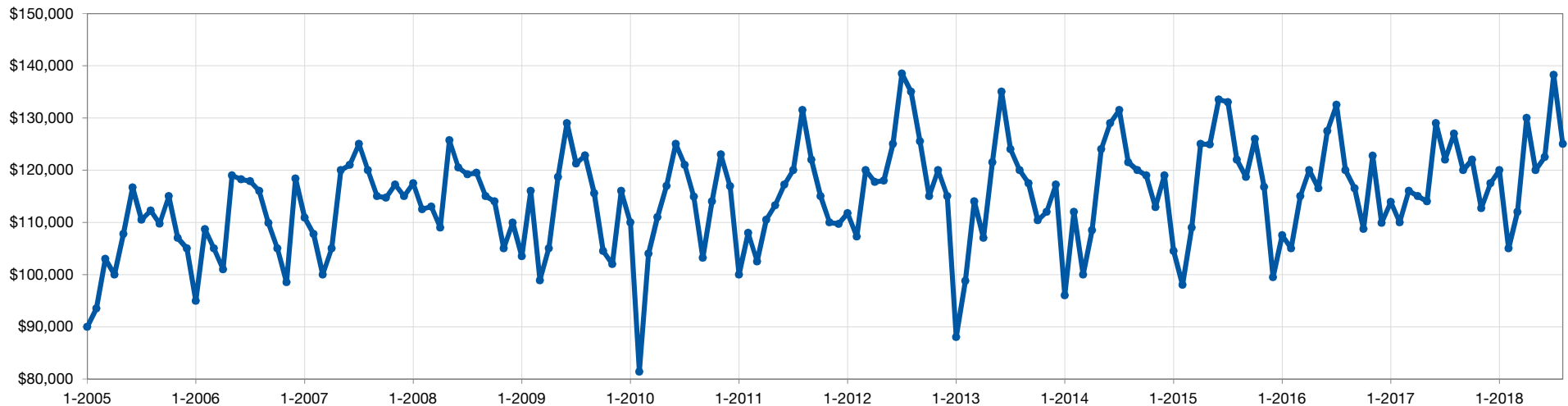
Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2017	\$120,000	\$116,500	+3.0%
October 2017	\$122,000	\$108,750	+12.2%
November 2017	\$112,725	\$122,750	-8.2%
December 2017	\$117,500	\$109,900	+6.9%
January 2018	\$120,000	\$113,900	+5.4%
February 2018	\$105,000	\$110,000	-4.5%
March 2018	\$112,000	\$116,000	-3.4%
April 2018	\$130,000	\$115,000	+13.0%
May 2018	\$120,000	\$114,000	+5.3%
June 2018	\$122,500	\$129,000	-5.0%
July 2018	\$138,250	\$122,000	+13.3%
August 2018	\$125,000	\$127,000	-1.6%
12-Month Med*	\$122,000	\$118,000	+3.4%

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

Historical Median Sales Price by Month

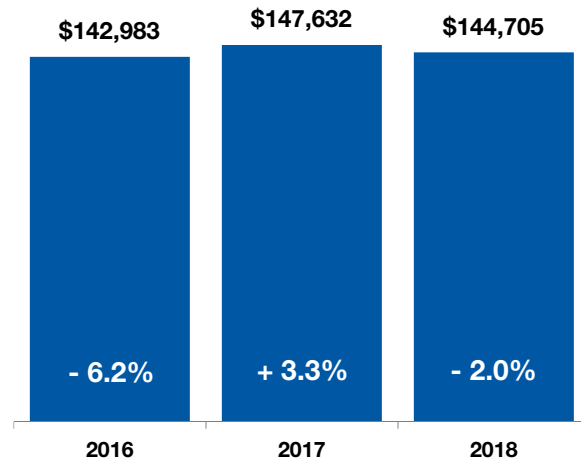


Average Sales Price

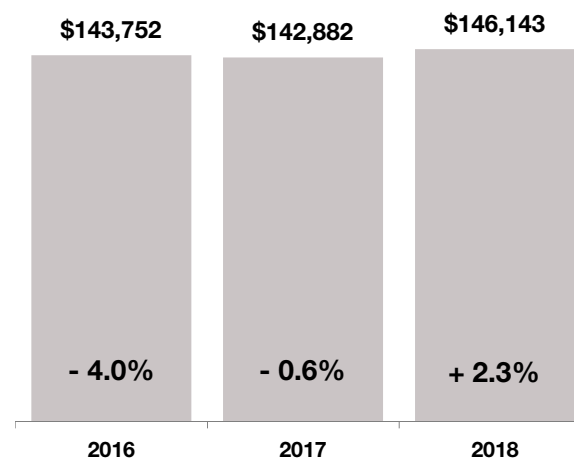
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



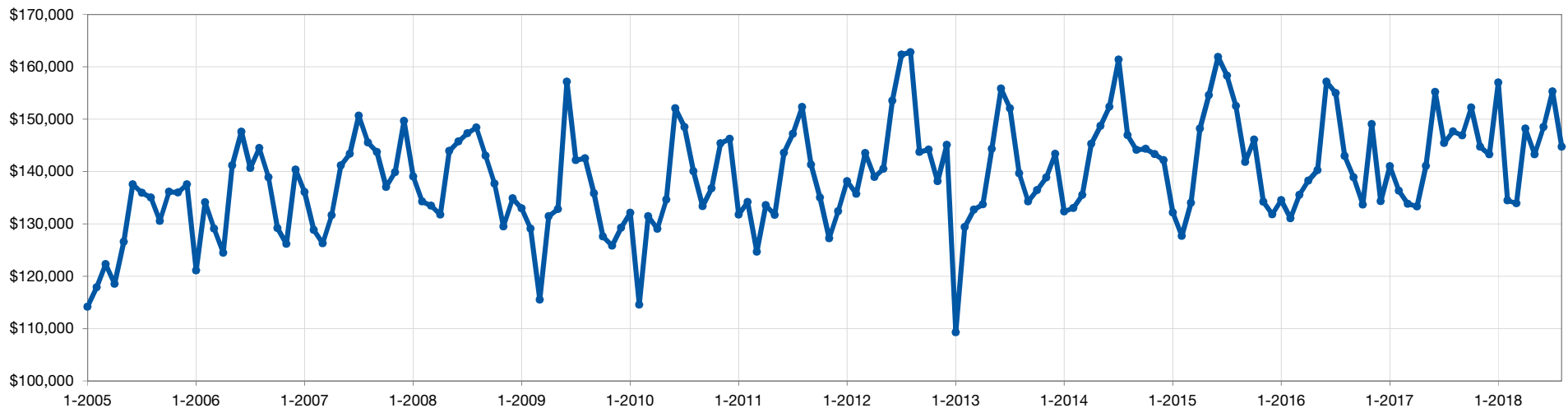
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
September 2017	\$146,882	\$138,899	+5.7%
October 2017	\$152,199	\$133,681	+13.9%
November 2017	\$144,705	\$149,049	-2.9%
December 2017	\$143,249	\$134,304	+6.7%
January 2018	\$156,969	\$141,003	+11.3%
February 2018	\$134,451	\$136,328	-1.4%
March 2018	\$133,895	\$133,797	+0.1%
April 2018	\$148,206	\$133,312	+11.2%
May 2018	\$143,253	\$141,059	+1.6%
June 2018	\$148,509	\$155,188	-4.3%
July 2018	\$155,259	\$145,412	+6.8%
August 2018	\$144,705	\$147,632	-2.0%
12-Month Avg*	\$146,386	\$141,648	+3.3%

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

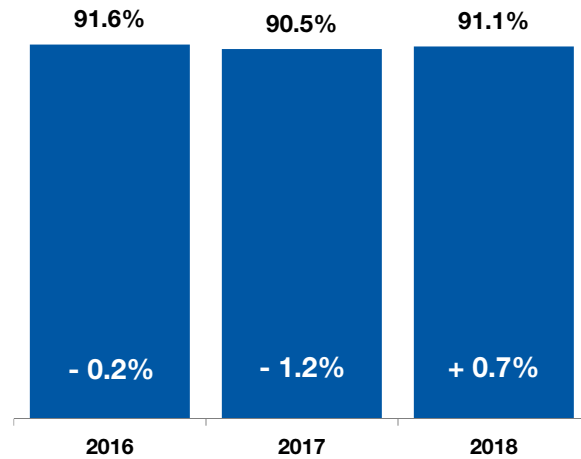
Historical Average Sales Price by Month



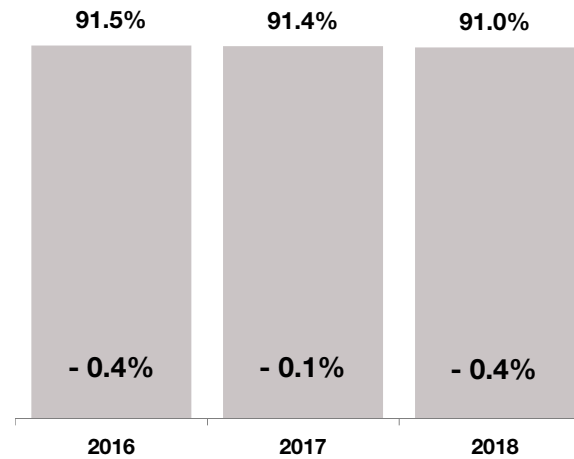
Percent of Original List Price Received

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

August



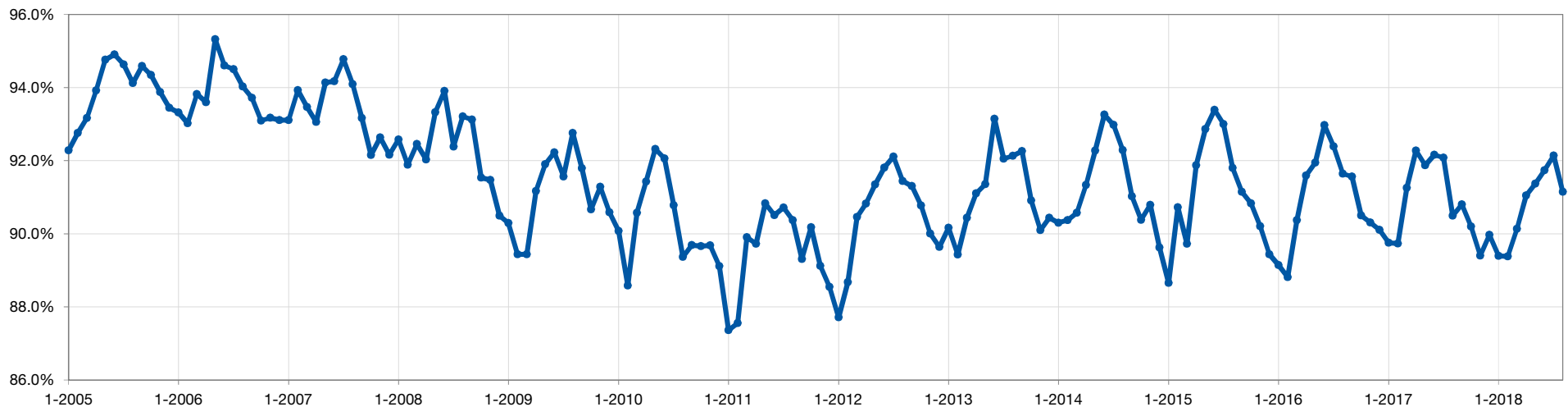
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2017	90.8%	91.6%	-0.9%
October 2017	90.2%	90.5%	-0.3%
November 2017	89.4%	90.3%	-1.0%
December 2017	90.0%	90.1%	-0.1%
January 2018	89.4%	89.8%	-0.4%
February 2018	89.4%	89.7%	-0.3%
March 2018	90.1%	91.3%	-1.3%
April 2018	91.0%	92.3%	-1.4%
May 2018	91.4%	91.9%	-0.5%
June 2018	91.7%	92.2%	-0.5%
July 2018	92.1%	92.1%	0.0%
August 2018	91.1%	90.5%	+0.7%
12-Month Avg*	90.7%	91.2%	-0.5%

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

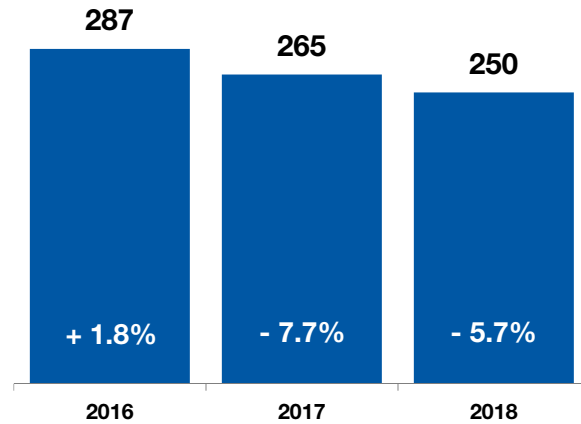
Historical Percent of Original List Price Received by Month



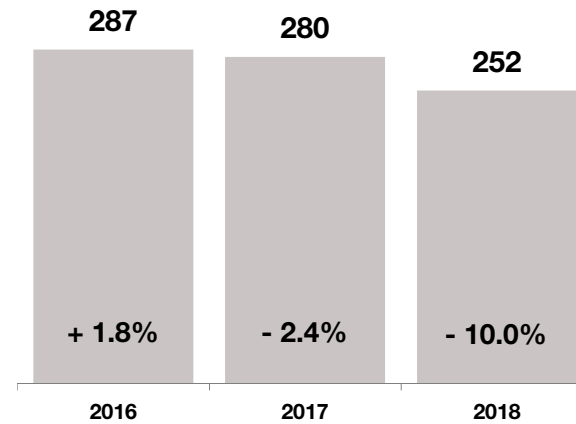
Housing Affordability Index

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.

August

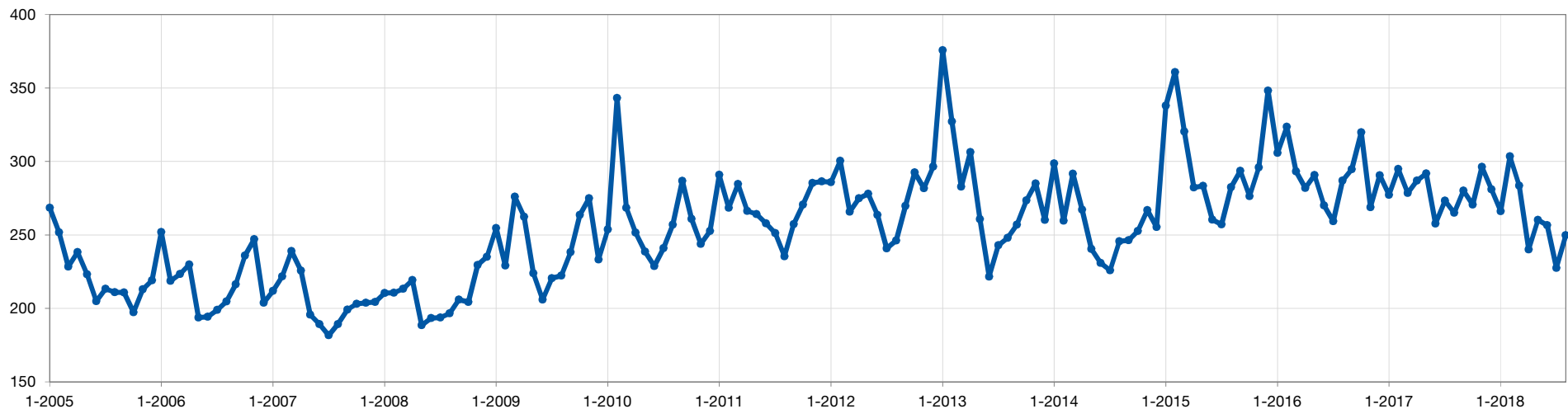


Year to Date



	Affordability Index	Prior Year	Percent Change
September 2017	280	295	-5.1%
October 2017	271	320	-15.3%
November 2017	296	269	+10.0%
December 2017	281	290	-3.1%
January 2018	266	277	-4.0%
February 2018	303	295	+2.7%
March 2018	283	279	+1.4%
April 2018	240	287	-16.4%
May 2018	260	292	-11.0%
June 2018	257	258	-0.4%
July 2018	228	273	-16.5%
August 2018	250	265	-5.7%
12-Month Avg	268	283	-5.4%

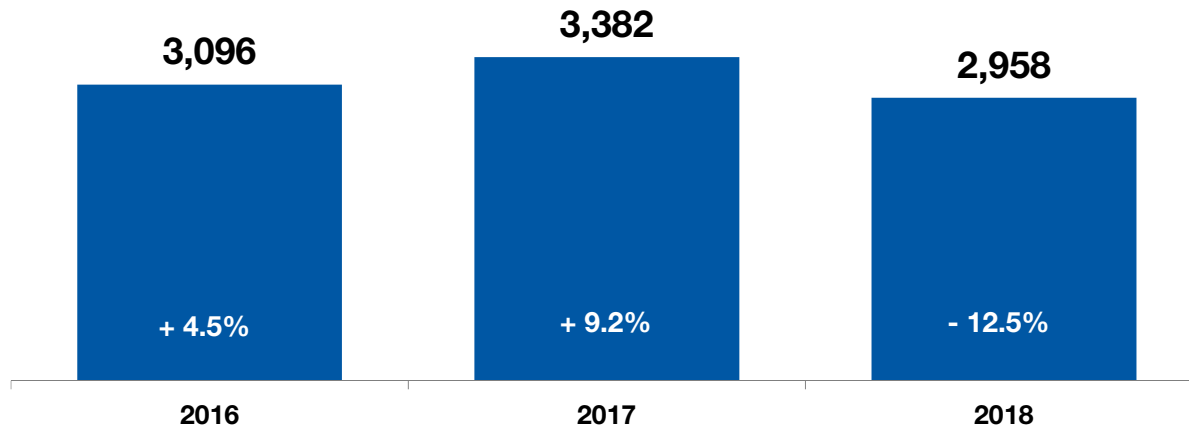
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

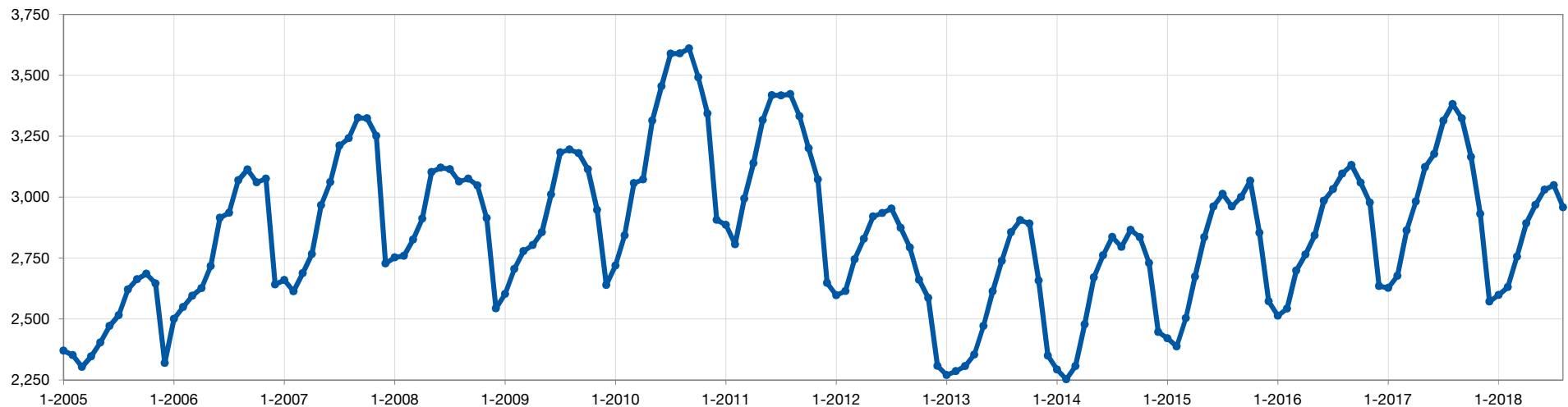
The number of properties available for sale in active status at the end of a given month.

August



	Homes for Sale	Prior Year	Percent Change
September 2017	3,323	3,132	+6.1%
October 2017	3,165	3,060	+3.4%
November 2017	2,931	2,978	-1.6%
December 2017	2,571	2,635	-2.4%
January 2018	2,598	2,627	-1.1%
February 2018	2,631	2,677	-1.7%
March 2018	2,756	2,863	-3.7%
April 2018	2,893	2,982	-3.0%
May 2018	2,968	3,123	-5.0%
June 2018	3,031	3,177	-4.6%
July 2018	3,049	3,314	-8.0%
August 2018	2,958	3,382	-12.5%
12-Month Avg	2,906	2,996	-3.0%

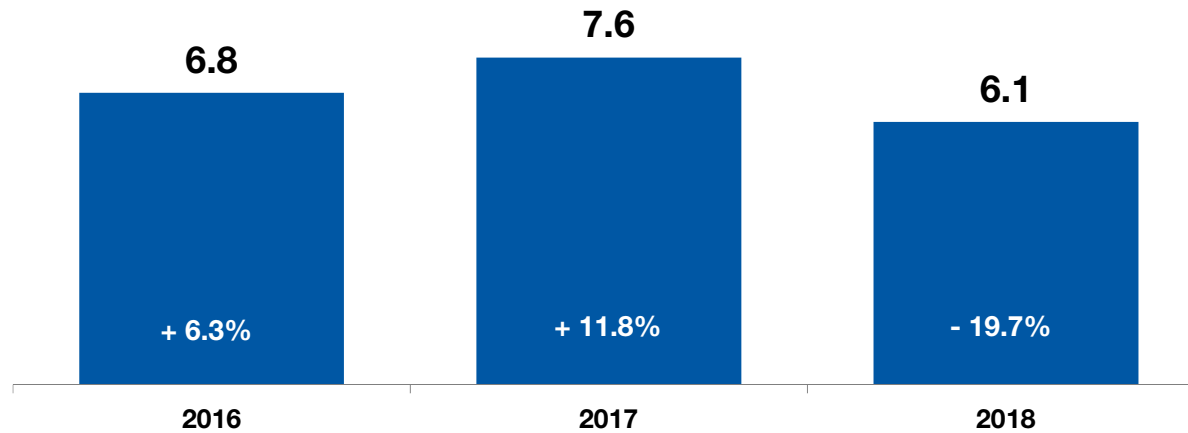
Historical Inventory of Homes for Sale by Month



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.

August



	Months Supply	Prior Year	Percent Change
September 2017	7.5	6.9	+8.7%
October 2017	7.1	6.7	+6.0%
November 2017	6.4	6.6	-3.0%
December 2017	5.6	5.8	-3.4%
January 2018	5.7	5.8	-1.7%
February 2018	5.8	5.9	-1.7%
March 2018	6.0	6.4	-6.3%
April 2018	6.2	6.7	-7.5%
May 2018	6.4	7.1	-9.9%
June 2018	6.4	7.3	-12.3%
July 2018	6.4	7.6	-15.8%
August 2018	6.1	7.6	-19.7%
12-Month Avg	6.3	6.7	-6.0%

Historical Months Supply of Inventory by Month



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE PEORIA AREA ASSOCIATION OF REALTORS®



August 2018

The potential of an affordability conundrum has veered into the national spotlight, as household wages struggle to keep pace with home price increases. Yet it is ill-advised to predict a heavy shift toward fewer sales and lower prices. Consumers have learned a lot in the last decade. For the 12-month period spanning September 2017 through August 2018, Closed Sales in the Peoria region were up 8.0 percent overall. The price range with the largest gain in sales was the \$300,001 to \$400,000 range, where they increased 20.6 percent.

The overall Median Sales Price was up 3.4 percent to \$122,000. The property type with the largest price gain was the Single-Family Detached segment, where prices increased 3.8 percent to \$121,500. The price range that tended to sell the quickest was the \$125,001 to \$175,000 range at 70 days; the price range that tended to sell the slowest was the \$400,001 to \$500,000 range at 128 days.

Market-wide, inventory levels were down 12.5 percent. The property type that lost the least inventory was the Condo-Townhouse Attached segment, where it decreased 7.5 percent. That amounts to 6.1 months supply for Single-Family Detached homes and 7.2 months supply for Condo-Townhouse Attached properties.

Quick Facts

+ 20.6%	+ 8.8%	+ 11.7%
Price Range With Strongest Sales: \$300,001 to \$400,000	Construction Status With Strongest Sales: Previously Owned	Property Type With Strongest Sales: Condo-Townhouse Attached
Closed Sales		2
Days on Market Until Sale		3
Median Sales Price		4
Percent of Original List Price Received		5
Inventory of Homes for Sale		6
Months Supply of Inventory		7

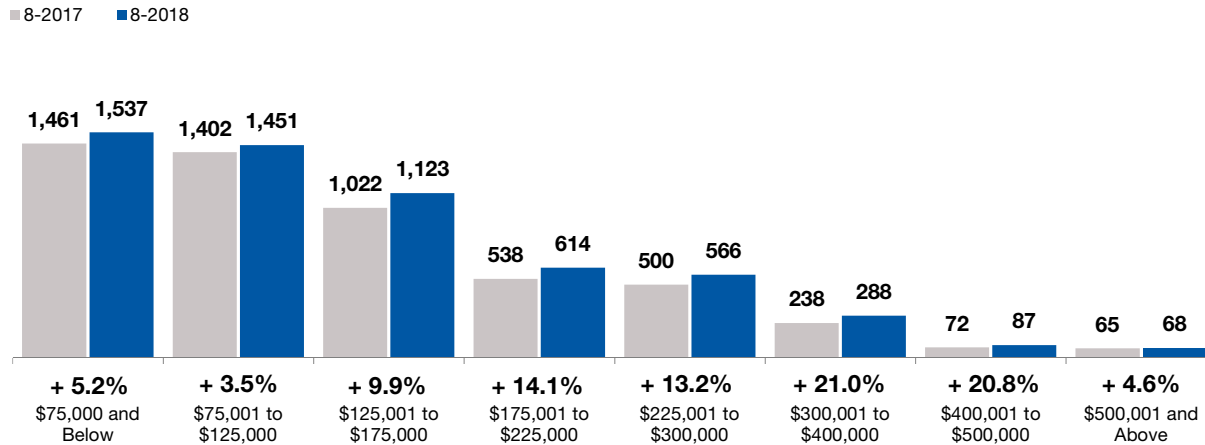


Closed Sales

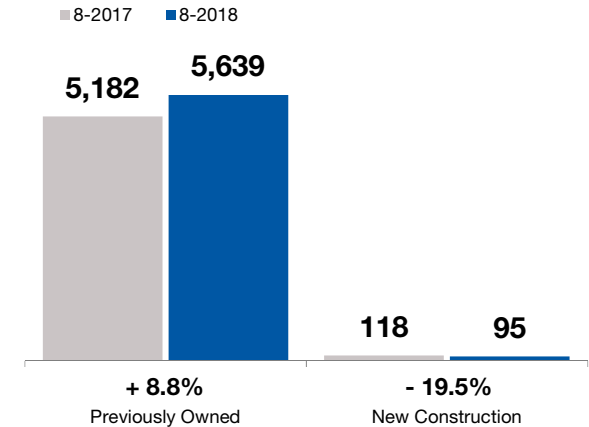
A count of the actual sales that closed in a given month. Based on a rolling 12-month total.



By Price Range



By Construction Status



All Properties

By Price Range	8-2017	8-2018	Change
\$75,000 and Below	1,461	1,537	+ 5.2%
\$75,001 to \$125,000	1,402	1,451	+ 3.5%
\$125,001 to \$175,000	1,022	1,123	+ 9.9%
\$175,001 to \$225,000	538	614	+ 14.1%
\$225,001 to \$300,000	500	566	+ 13.2%
\$300,001 to \$400,000	238	288	+ 21.0%
\$400,001 to \$500,000	72	87	+ 20.8%
\$500,001 and Above	65	68	+ 4.6%
All Price Ranges	5,300	5,734	+ 8.2%

Single-Family Detached

8-2017	8-2018	Change	8-2017	8-2018	Change
1,380	1,451	+ 5.1%	81	86	+ 6.2%
1,329	1,366	+ 2.8%	73	85	+ 16.4%
939	1,032	+ 9.9%	83	91	+ 9.6%
493	561	+ 13.8%	45	53	+ 17.8%
476	530	+ 11.3%	24	36	+ 50.0%
231	287	+ 24.2%	7	1	- 85.7%
71	86	+ 21.1%	1	1	0.0%
64	68	+ 6.3%	1	0	- 100.0%
4,984	5,381	+ 8.0%	316	353	+ 11.7%

Condo-Townhouse Attached

By Construction Status	8-2017	8-2018	Change
Previously Owned	5,182	5,639	+ 8.8%
New Construction	118	95	- 19.5%
All Construction Statuses	5,300	5,734	+ 8.2%

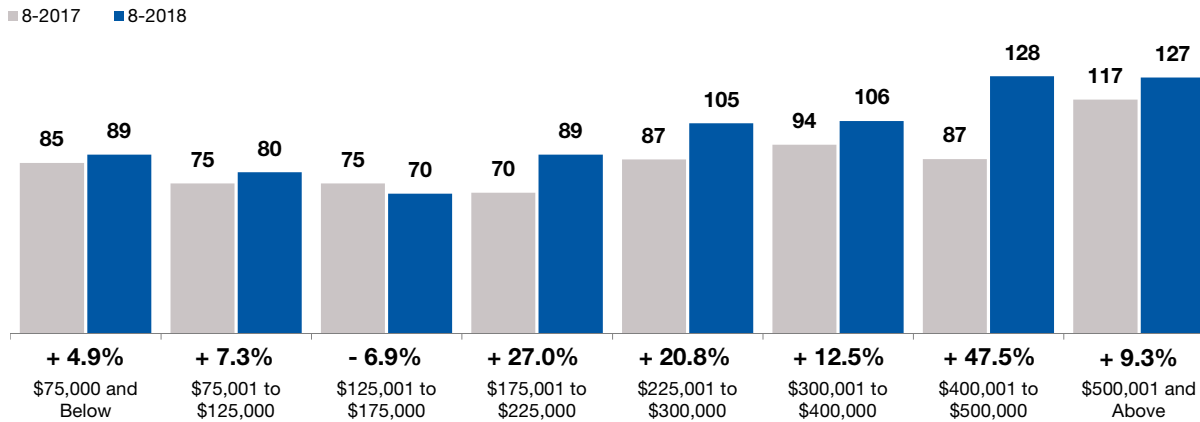
8-2017	8-2018	Change	8-2017	8-2018	Change
4,877	5,299	+ 8.7%	305	340	+ 11.5%
107	82	- 23.4%	11	13	+ 18.2%
4,984	5,381	+ 8.0%	316	353	+ 11.7%

Days on Market Until Sale

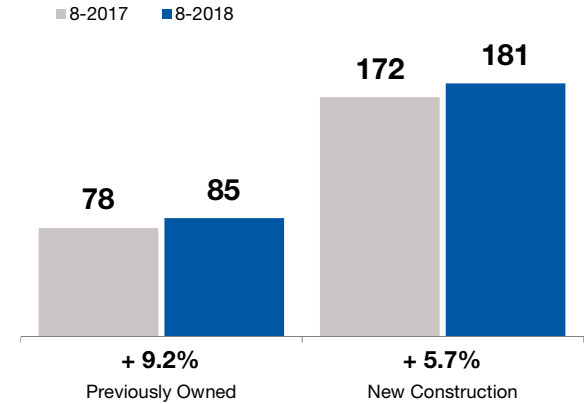
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



By Price Range



By Construction Status



All Properties

By Price Range	8-2017	8-2018	Change
\$75,000 and Below	85	89	+ 4.9%
\$75,001 to \$125,000	75	80	+ 7.3%
\$125,001 to \$175,000	75	70	- 6.9%
\$175,001 to \$225,000	70	89	+ 27.0%
\$225,001 to \$300,000	87	105	+ 20.8%
\$300,001 to \$400,000	94	106	+ 12.5%
\$400,001 to \$500,000	87	128	+ 47.5%
\$500,001 and Above	117	127	+ 9.3%
All Price Ranges	80	86	+ 8.4%

Single-Family Detached

8-2017	8-2018	Change
83	87	+ 4.5%
75	78	+ 4.2%
74	69	- 7.6%
68	83	+ 21.6%
84	105	+ 25.0%
93	106	+ 14.2%
87	129	+ 48.7%
118	127	+ 8.4%
79	85	+ 7.4%

Condo-Townhouse Attached

8-2017	8-2018	Change
115	126	+ 9.1%
76	119	+ 56.7%
80	80	+ 0.3%
91	153	+ 68.3%
143	103	- 28.0%
143	107	- 25.1%
104	68	- 34.6%
58	0	- 100.0%
95	114	+ 19.2%

By Construction Status	8-2017	8-2018	Change
Previously Owned	78	85	+ 9.2%
New Construction	172	181	+ 5.7%
All Construction Statuses	80	86	+ 8.4%

8-2017	8-2018	Change
77	83	+ 8.2%
169	186	+ 10.3%
79	85	+ 7.4%

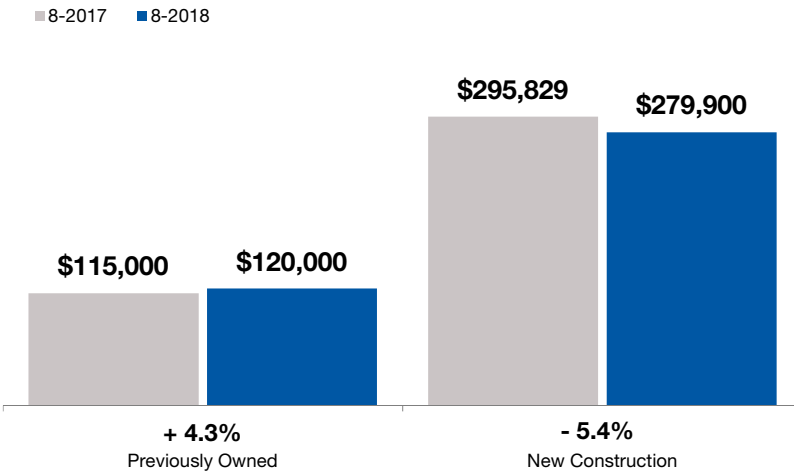
8-2017	8-2018	Change
92	112	+ 22.5%
199	152	- 23.5%
95	114	+ 19.2%

Median Sales Price

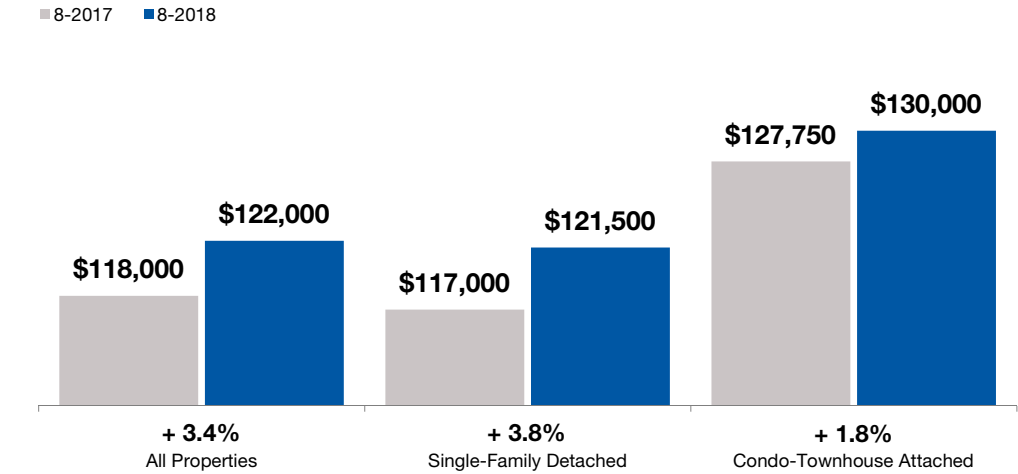
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

By Construction Status	8-2017	8-2018	Change
Previously Owned	\$115,000	\$120,000	+ 4.3%
New Construction	\$295,829	\$279,900	- 5.4%
All Construction Statuses	\$118,000	\$122,000	+ 3.4%

Single-Family Detached

8-2017	8-2018	Change
\$115,000	\$120,000	+ 4.3%
\$296,657	\$284,250	- 4.2%
\$117,000	\$121,500	+ 3.8%

Condo-Townhouse Attached

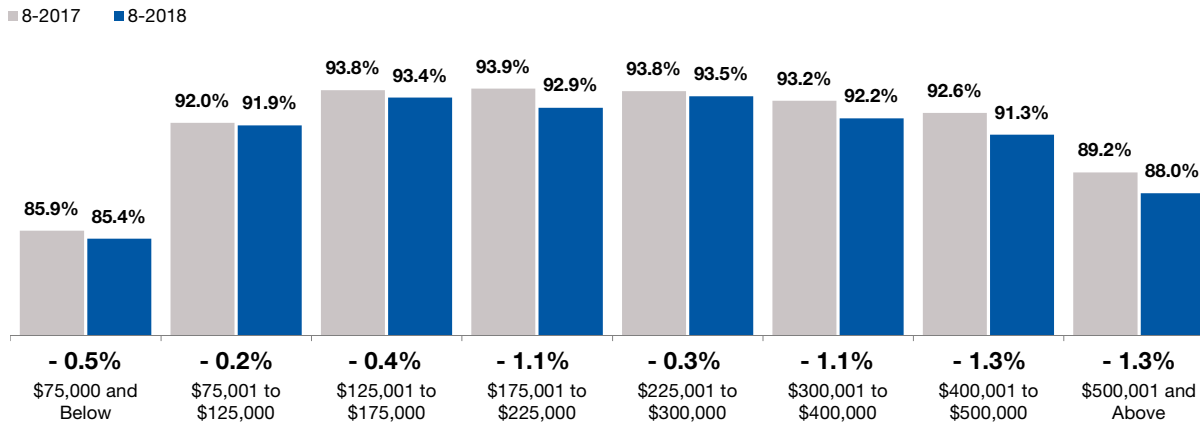
8-2017	8-2018	Change
\$125,000	\$125,000	0.0%
\$270,000	\$184,900	- 31.5%
\$127,750	\$130,000	+ 1.8%

Percent of Original List Price Received

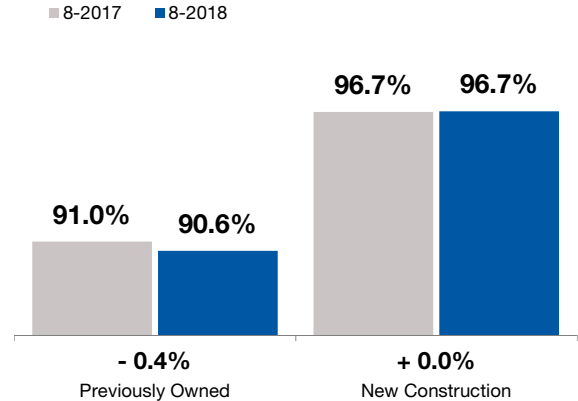
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.



By Price Range



By Construction Status



All Properties

By Price Range	8-2017	8-2018	Change
\$75,000 and Below	85.9%	85.4%	-0.5%
\$75,001 to \$125,000	92.0%	91.9%	-0.2%
\$125,001 to \$175,000	93.8%	93.4%	-0.4%
\$175,001 to \$225,000	93.9%	92.9%	-1.1%
\$225,001 to \$300,000	93.8%	93.5%	-0.3%
\$300,001 to \$400,000	93.2%	92.2%	-1.1%
\$400,001 to \$500,000	92.6%	91.3%	-1.3%
\$500,001 and Above	89.2%	88.0%	-1.3%
All Price Ranges	91.2%	90.7%	-0.5%

Single-Family Detached

8-2017	8-2018	Change	8-2017	8-2018	Change
85.9%	85.4%	-0.5%	85.6%	85.4%	-0.2%
91.9%	91.9%	+0.0%	93.2%	90.7%	-2.7%
93.8%	93.4%	-0.4%	94.9%	93.9%	-1.1%
93.9%	93.0%	-1.0%	94.2%	91.7%	-2.6%
93.8%	93.4%	-0.5%	93.4%	95.3%	+2.0%
93.0%	92.2%	-0.8%	100.2%	94.2%	-6.0%
92.5%	91.3%	-1.4%	95.1%	96.9%	+1.9%
89.1%	88.0%	-1.2%	94.0%	0.0%	-100.0%
91.1%	90.7%	-0.4%	92.1%	90.9%	-1.3%

Condo-Townhouse Attached

By Construction Status	8-2017	8-2018	Change
Previously Owned	91.0%	90.6%	-0.4%
New Construction	96.7%	96.7%	+0.0%
All Construction Statuses	91.2%	90.7%	-0.5%

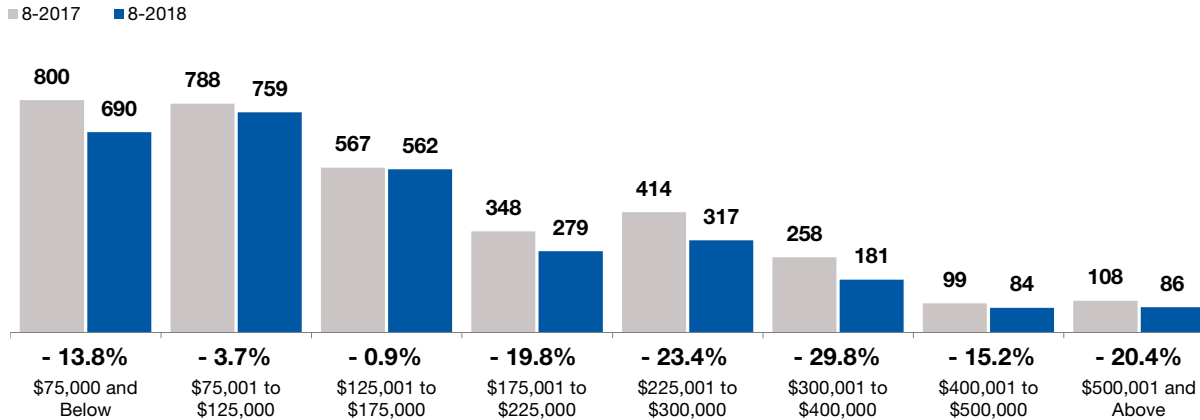
8-2017	8-2018	Change	8-2017	8-2018	Change
91.0%	90.7%	-0.4%	91.8%	90.6%	-1.3%
96.3%	96.3%	-0.0%	100.2%	99.1%	-1.0%
91.1%	90.7%	-0.4%	92.1%	90.9%	-1.3%

Inventory of Homes for Sale

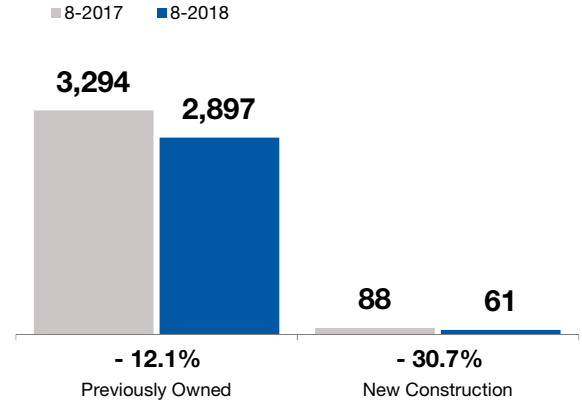
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



By Price Range



By Construction Status



All Properties

By Price Range

	8-2017	8-2018	Change
\$75,000 and Below	800	690	-13.8%
\$75,001 to \$125,000	788	759	-3.7%
\$125,001 to \$175,000	567	562	-0.9%
\$175,001 to \$225,000	348	279	-19.8%
\$225,001 to \$300,000	414	317	-23.4%
\$300,001 to \$400,000	258	181	-29.8%
\$400,001 to \$500,000	99	84	-15.2%
\$500,001 and Above	108	86	-20.4%
All Price Ranges	3,382	2,958	-12.5%

Single-Family Detached

	8-2017	8-2018	Change
\$75,000 and Below	739	650	-12.0%
\$75,001 to \$125,000	736	690	-6.3%
\$125,001 to \$175,000	508	515	+1.4%
\$175,001 to \$225,000	317	254	-19.9%
\$225,001 to \$300,000	393	299	-23.9%
\$300,001 to \$400,000	255	173	-32.2%
\$400,001 to \$500,000	99	81	-18.2%
\$500,001 and Above	107	85	-20.6%
All Price Ranges	3,154	2,747	-12.9%

Condo-Townhouse Attached

	8-2017	8-2018	Change
\$75,000 and Below	61	40	-34.4%
\$75,001 to \$125,000	52	69	+32.7%
\$125,001 to \$175,000	59	47	-20.3%
\$175,001 to \$225,000	31	25	-19.4%
\$225,001 to \$300,000	21	18	-14.3%
\$300,001 to \$400,000	3	8	+166.7%
\$400,001 to \$500,000	0	3	--
\$500,001 and Above	1	1	0.0%
All Price Ranges	228	211	-7.5%

By Construction Status

	8-2017	8-2018	Change
Previously Owned	3,294	2,897	-12.1%
New Construction	88	61	-30.7%
All Construction Statuses	3,382	2,958	-12.5%

	8-2017	8-2018	Change
Previously Owned	3,074	2,689	-12.5%
New Construction	80	58	-27.5%
All Construction Statuses	3,154	2,747	-12.9%

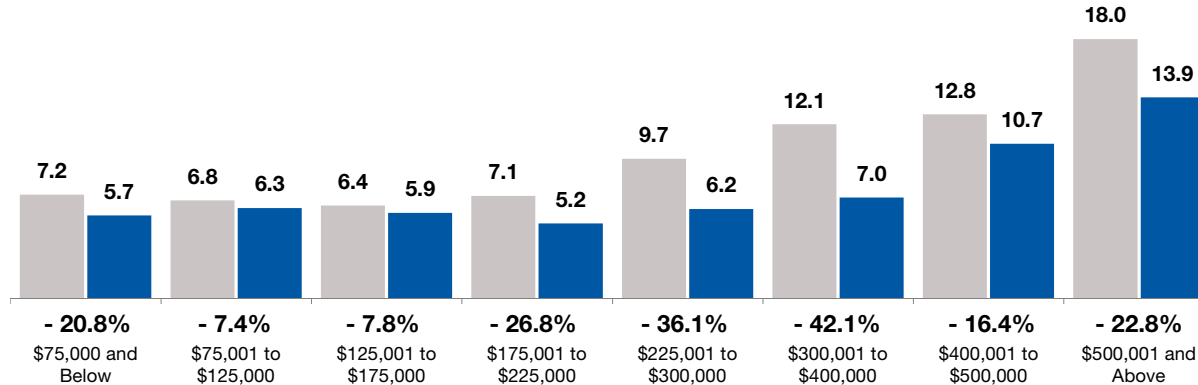
Months Supply of Inventory

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



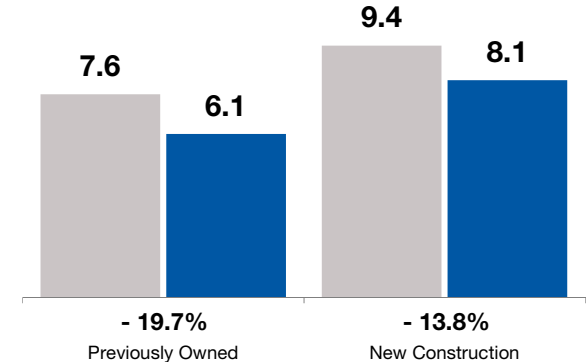
By Price Range

■ 8-2017 ■ 8-2018



By Construction Status

■ 8-2017 ■ 8-2018



All Properties

By Price Range

	8-2017	8-2018	Change
\$75,000 and Below	7.2	5.7	-20.8%
\$75,001 to \$125,000	6.8	6.3	-7.4%
\$125,001 to \$175,000	6.4	5.9	-7.8%
\$175,001 to \$225,000	7.1	5.2	-26.8%
\$225,001 to \$300,000	9.7	6.2	-36.1%
\$300,001 to \$400,000	12.1	7.0	-42.1%
\$400,001 to \$500,000	12.8	10.7	-16.4%
\$500,001 and Above	18.0	13.9	-22.8%
All Price Ranges	7.6	6.1	-19.7%

Single-Family Detached

	8-2017	8-2018	Change
\$75,000 and Below	7.0	5.7	-18.6%
\$75,001 to \$125,000	6.7	6.0	-10.4%
\$125,001 to \$175,000	6.3	5.9	-6.3%
\$175,001 to \$225,000	7.1	5.2	-26.8%
\$225,001 to \$300,000	9.7	6.2	-36.1%
\$300,001 to \$400,000	12.3	6.7	-45.5%
\$400,001 to \$500,000	12.9	10.5	-18.6%
\$500,001 and Above	18.1	13.8	-23.8%
All Price Ranges	7.6	6.1	-19.7%

Condo-Townhouse Attached

	8-2017	8-2018	Change
\$75,000 and Below	10.0	5.9	-41.0%
\$75,001 to \$125,000	8.1	10.6	+30.9%
\$125,001 to \$175,000	8.2	6.2	-24.4%
\$175,001 to \$225,000	7.6	5.2	-31.6%
\$225,001 to \$300,000	9.0	5.4	-40.0%
\$300,001 to \$400,000	2.1	5.3	+152.4%
\$400,001 to \$500,000	0.0	3.0	--
\$500,001 and Above	1.0	0.0	-100.0%
All Price Ranges	8.5	7.2	-15.3%

By Construction Status

	8-2017	8-2018	Change
Previously Owned	7.6	6.1	-19.7%
New Construction	9.4	8.1	-13.8%
All Construction Statuses	7.6	6.1	-19.7%

	8-2017	8-2018	Change
\$75,000 and Below	7.5	6.0	-20.0%
\$75,001 to \$125,000	9.5	8.8	-7.4%
All Price Ranges	7.6	6.1	-19.7%