



Ten Year History 2008 - 2018

Compiled from ORRA's Monthly Sales and Inventory Reports

Month	Year	Interest Rate	Sales (+/-)		Median		Average		% Diff Sell/List	Total Pending	Avg DOM	Inventory			
			Sales	Last Yr	L Mon	Price	(+/-) LY	List Price				Sale Price	Current	(+/-) LM	Months
Jan *	2008	5.60%	813	-44.66%	-24.44%	\$221,500	-11.36%	\$331,473	\$312,125	94.16%	1,731	117	25,724	1,426	31.64
Feb *	2008	5.87%	951	-38.29%	16.97%	\$223,000	-12.55%	\$297,930	\$276,893	92.94%	2,175	123	25,984	260	27.32
Mar *	2008	5.94%	1,120	-37.04%	17.77%	\$220,000	-8.33%	\$313,897	\$292,295	93.12%	2,398	128	25,472	-512	22.74
Apr *	2008	5.77%	1,231	-19.54%	9.91%	\$211,000	-12.85%	\$284,044	\$264,663	93.18%	2,853	120	25,436	-36	20.66
May *	2008	5.94%	1,347	-22.81%	9.42%	\$211,400	-15.44%	\$291,650	\$273,644	93.83%	3,225	115	25,015	-421	18.57
Jun *	2008	6.35%	1,489	-2.30%	10.54%	\$216,000	-14.46%	\$286,134	\$267,273	93.41%	3,329	121	24,575	-440	16.50
Jul *	2008	6.40%	1,472	-3.41%	-1.14%	\$208,000	-21.34%	\$281,022	\$262,862	93.54%	3,258	116	24,742	167	16.81
Aug *	2008	6.39%	1,280	-12.75%	-13.04%	\$200,000	-18.03%	\$266,292	\$247,155	92.81%	3,220	113	24,834	92	19.40
Sep *	2008	6.00%	1,394	43.71%	8.91%	\$181,995	-22.56%	\$235,835	\$222,575	94.38%	3,256	112	24,690	-144	17.71
Oct *	2008	6.30%	1,228	12.66%	-11.91%	\$175,650	-25.26%	\$236,563	\$220,223	93.09%	3,316	110	24,657	-33	20.08
Nov *	2008	6.00%	1,110	7.87%	-9.61%	\$166,000	-29.33%	\$223,777	\$207,536	92.74%	3,326	108	24,408	-249	21.99
Dec *	2008	5.40%	1,445	34.29%	30.18%	\$167,500	-25.56%	\$218,280	\$202,637	92.83%	3,265	107	22,524	-1,884	15.59
Jan *	2009	5.28%	1,050	29.15%	-27.34%	\$148,274	-33.06%	\$205,378	\$190,243	92.63%	3,830	103	22,613	89	21.54
Feb *	2009	5.25%	1,322	39.01%	25.90%	\$149,000	-33.18%	\$186,726	\$173,910	93.14%	4,348	100	22,168	-445	16.77
Mar *	2009	4.67%	1,754	56.61%	32.68%	\$135,000	-38.64%	\$175,209	\$162,496	92.74%	4,906	103	21,448	-720	12.23
Apr *	2009	4.86%	1,854	50.61%	5.70%	\$130,000	-38.39%	\$171,394	\$159,739	93.20%	5,818	102	20,194	-1,254	10.89
May *	2009	4.90%	1,882	39.72%	1.51%	\$130,000	-38.51%	\$165,371	\$155,876	94.26%	6,603	103	19,123	-1,071	10.16
Jun *	2009	5.48%	2,220	49.09%	17.96%	\$131,175	-39.27%	\$171,227	\$160,667	93.83%	7,230	104	17,831	-1,292	8.03
Jul *	2009	5.34%	2,299	56.18%	3.56%	\$133,000	-36.06%	\$173,425	\$163,083	94.04%	7,713	101	17,231	-600	7.49
Aug *	2009	5.26%	2,190	71.09%	-4.74%	\$128,000	-36.00%	\$167,990	\$158,644	94.44%	8,237	94	16,361	-870	7.47
Sep *	2009	5.09%	2,292	64.42%	4.66%	\$125,000	-31.32%	\$163,849	\$154,398	94.23%	8,790	96	15,967	-394	6.97
Oct *	2009	5.02%	2,319	88.84%	1.18%	\$130,000	-25.99%	\$171,187	\$161,292	94.22%	9,050	92	15,743	-224	6.79
Nov *	2009	4.95%	2,329	109.82%	0.43%	\$123,000	-25.90%	\$162,087	\$153,828	94.90%	8,633	85	16,002	259	6.87
Dec *	2009	5.03%	2,410	66.78%	3.48%	\$120,000	-28.36%	\$170,248	\$159,942	93.95%	8,163	89	15,549	-453	6.45
Jan *	2010	5.05%	1,820	73.33%	-24.48%	\$102,000	-31.21%	\$149,810	\$140,422	93.73%	8,590	89	15,911	362	8.74
Feb *	2010	4.96%	1,973	49.24%	8.41%	\$105,000	-29.53%	\$146,858	\$139,326	94.87%	9,462	91	16,051	140	8.14
Mar *	2010	4.99%	2,610	48.80%	32.29%	\$110,000	-18.52%	\$153,579	\$145,270	94.59%	10,179	91	16,223	172	6.22
Apr *	2010	5.12%	2,644	42.61%	1.30%	\$115,000	-11.54%	\$147,164	\$140,994	95.81%	10,832	81	15,766	-457	5.96
May *	2010	4.89%	2,783	47.87%	5.26%	\$115,000	-11.54%	\$158,083	\$149,777	94.75%	10,351	83	15,963	197	5.74
Jun *	2010	4.84%	3,059	37.79%	9.92%	\$115,000	-12.33%	\$159,574	\$152,289	95.43%	9,625	85	16,304	341	5.33
Jul *	2010	4.67%	2,516	9.44%	-17.75%	\$108,700	-18.27%	\$155,705	\$147,041	94.44%	9,133	84	16,563	259	6.58
Aug *	2010	4.61%	2,566	17.17%	1.99%	\$99,900	-21.95%	\$147,600	\$140,433	95.14%	8,945	83	16,535	-28	6.44
Sep *	2010	4.46%	2,374	3.58%	-7.48%	\$105,000	-16.00%	\$140,201	\$133,458	95.19%	8,713	87	16,359	-176	6.89
Oct *	2010	4.28%	1,953	-15.78%	-17.73%	\$105,000	-19.23%	\$151,402	\$143,334	94.67%	8,817	91	15,441	-918	7.91
Nov *	2010	4.48%	1,936	-16.87%	-0.87%	\$105,000	-14.63%	\$149,790	\$140,994	94.13%	8,998	96	15,192	-249	7.85
Dec *	2010	4.92%	2,467	2.37%	27.43%	\$105,000	-12.50%	\$153,708	\$145,172	94.45%	8,363	97	14,993	-199	6.08
Jan *	2011	4.84%	2,041	12.14%	-17.27%	\$94,900	-6.96%	\$141,071	\$133,350	94.53%	8,777	96	14,398	-595	7.05
Feb *	2011	4.88%	2,170	9.98%	6.32%	\$95,000	-9.52%	\$140,585	\$132,956	94.57%	9,223	99	13,480	-918	6.21
Mar *	2011	4.91%	2,613	0.11%	20.41%	\$102,000	-7.27%	\$142,146	\$135,528	95.34%	9,510	103	12,533	-947	4.80
Apr *	2011	4.89%	2,464	-6.81%	-5.70%	\$105,000	-8.70%	\$156,115	\$146,916	94.11%	9,955	104	11,480	-1,053	4.66
May *	2011	4.66%	2,483	-10.78%	0.77%	\$110,000	-4.35%	\$151,455	\$143,962	95.05%	10,210	104	10,969	-511	4.42
Jun *	2011	4.56%	2,611	-14.65%	5.16%	\$110,000	-4.35%	\$159,721	\$151,925	95.12%	10,087	102	10,559	-410	4.04
Jul *	2011	4.53%	2,294	-8.82%	-12.14%	\$115,500	6.26%	\$163,898	\$155,819	95.07%	9,869	101	10,349	-210	4.51
Aug *	2011	4.26%	2,500	-2.57%	8.98%	\$114,700	14.81%	\$156,182	\$148,501	95.08%	9,502	101	10,055	-294	4.02
Sep *	2011	4.19%	2,243	-5.52%	-10.28%	\$112,500	7.14%	\$160,366	\$150,552	93.88%	9,369	102	9,931	-124	4.43
Oct *	2011	4.21%	2,132	9.17%	-4.95%	\$112,500	7.14%	\$160,105	\$151,561	94.66%	8,937	106	9,973	42	4.68
Nov *	2011	4.10%	2,027	4.70%	-4.92%	\$115,000	9.52%	\$161,622	\$153,853	95.19%	8,909	99	10,136	163	5.00
Dec *	2011	3.99%	2,213	-10.30%	9.18%	\$119,000	13.33%	\$184,835	\$171,088	92.56%	8,095	102	9,732	-404	4.40



Ten Year History 2008 - 2018

Compiled from ORRA's Monthly Sales and Inventory Reports

Month	Year	Interest Rate	Sales (+/-)			Median		Average		% Diff Sell/List	Total Pending	Avg DOM	Inventory		
			Sales	Last Yr	L Mon	Price	(+/-) LY	List Price	Sale Price				Current	(+/-) LM	Months
Jan *	2012	4.01%	1,731	-15.19%	-21.78%	\$108,000	13.80%	\$147,656	\$140,616	95.23%	8,709	96	9,258	-474	5.35
Feb *	2012	3.92%	1,975	-8.99%	14.10%	\$111,000	16.84%	\$163,737	\$152,899	93.38%	9,348	94	9,253	-5	4.69
Mar *	2012	3.99%	2,435	-6.81%	23.29%	\$115,000	12.75%	\$161,294	\$153,125	94.94%	9,748	97	8,666	-587	3.56
Apr *	2012	4.03%	2,436	-1.14%	0.04%	\$117,000	11.43%	\$167,238	\$159,653	95.46%	10,078	87	8,642	-24	3.55
May *	2012	3.89%	2,469	-0.56%	1.35%	\$120,000	9.09%	\$166,984	\$159,899	95.76%	10,291	85	8,243	-399	3.34
Jun *	2012	3.80%	2,614	0.11%	5.87%	\$125,000	13.64%	\$173,857	\$164,958	94.88%	9,963	85	8,136	-107	3.11
Jul *	2012	3.78%	2,460	7.24%	-5.89%	\$126,000	9.09%	\$171,478	\$165,040	96.25%	9,704	82	8,106	-30	3.30
Aug *	2012	3.78%	2,702	8.08%	9.84%	\$120,300	4.88%	\$166,688	\$160,484	96.28%	9,362	79	8,128	22	3.01
Sep *	2012	3.58%	2,296	2.36%	-15.03%	\$124,900	11.02%	\$170,304	\$163,254	95.86%	9,268	84	8,073	-55	3.52
Oct *	2012	3.49%	2,582	21.11%	12.46%	\$122,500	8.89%	\$165,224	\$159,219	96.37%	9,252	79	8,094	21	3.13
Nov *	2012	3.47%	2,560	26.30%	-0.85%	\$127,950	11.26%	\$170,195	\$163,951	96.33%	8,847	82	7,847	-247	3.07
Dec *	2012	3.46%	2,505	13.19%	-2.15%	\$132,500	11.34%	\$179,631	\$172,892	96.25%	7,883	80	7,384	-463	2.95
Jan *	2013	3.44%	2,015	16.41%	-19.56%	\$127,000	17.59%	\$173,990	\$167,107	96.04%	8,432	80	7,336	-48	3.64
Feb *	2013	3.21%	2,317	17.32%	14.99%	\$133,000	19.82%	\$179,481	\$172,691	96.22%	8,825	84	7,183	-153	3.10
Mar *	2013	3.65%	2,710	11.29%	16.96%	\$140,000	21.74%	\$197,780	\$189,924	96.03%	8,799	79	6,937	-246	2.56
Apr *	2013	3.49%	2,768	13.63%	2.14%	\$143,700	22.82%	\$193,241	\$187,162	96.85%	8,785	76	7,202	265	2.60
May *	2013	3.64%	2,984	20.86%	7.80%	\$145,148	20.96%	\$189,143	\$183,043	96.77%	8,631	69	7,270	68	2.44
Jun *	2013	4.25%	2,659	1.72%	-10.89%	\$150,250	20.20%	\$203,021	\$197,292	97.18%	8,441	68	7,616	346	2.86
Jul *	2013	4.51%	2,958	20.24%	11.24%	\$157,000	24.60%	\$203,238	\$196,918	96.89%	7,990	63	8,099	483	2.74
Aug *	2013	4.64%	2,900	7.33%	-1.96%	\$155,000	28.84%	\$207,082	\$200,770	96.95%	7,519	67	8,576	477	2.96
Sep *	2013	4.49%	2,444	6.45%	-15.72%	\$156,000	24.90%	\$200,078	\$193,743	96.83%	7,224	68	9,127	551	3.73
Oct *	2013	4.28%	2,384	-7.67%	-2.45%	\$154,000	25.71%	\$200,039	\$192,565	96.26%	7,099	64	9,470	343	3.97
Nov *	2013	4.36%	2,130	-16.80%	-10.65%	\$155,000	21.14%	\$196,573	\$190,058	96.69%	6,520	67	9,609	139	4.51
Dec *	2013	4.57%	2,443	-2.48%	14.69%	\$160,000	20.75%	\$208,627	\$201,509	96.59%	6,026	70	9,421	-188	3.86
Jan *	2014	4.47%	1,889	-6.25%	-22.68%	\$149,500	17.72%	\$196,752	\$189,483	96.31%	6,460	73	9,927	506	5.26
Feb *	2014	4.37%	1,997	-13.81%	5.72%	\$158,000	18.80%	\$199,267	\$192,588	96.65%	7,085	76	10,184	257	5.10
Mar *	2014	4.43%	2,435	-10.15%	21.93%	\$160,000	14.29%	\$215,506	\$208,023	96.53%	7,530	76	10,343	159	4.25
Apr *	2014	4.39%	2,698	-2.53%	10.80%	\$162,500	13.08%	\$211,951	\$204,110	96.30%	7,465	77	10,647	304	3.95
May *	2014	4.16%	2,683	-10.09%	-0.56%	\$165,000	13.68%	\$222,426	\$214,411	96.40%	7,407	73	10,908	261	4.07
Jun *	2014	4.17%	2,834	6.58%	5.63%	\$168,483	12.14%	\$213,124	\$206,621	96.95%	7,135	71	11,518	610	4.06
Jul *	2014	4.17%	2,542	-14.06%	-10.30%	\$170,950	8.89%	\$221,671	\$214,208	96.63%	6,768	73	12,093	575	4.76
Aug *	2014	4.16%	2,540	-12.41%	-0.08%	\$163,850	5.71%	\$210,230	\$203,623	96.86%	6,507	69	13,084	991	5.15
Sep *	2014	4.20%	2,770	13.34%	9.06%	\$167,063	7.09%	\$215,955	\$208,028	96.33%	6,315	70	12,316	-768	4.45
Oct *	2014	4.05%	2,888	21.14%	4.26%	\$160,000	3.90%	\$207,404	\$199,805	96.34%	6,384	72	12,507	191	4.33
Nov *	2014	4.01%	2,290	7.51%	-20.71%	\$165,000	6.45%	\$212,790	\$204,053	95.89%	6,161	77	12,121	-386	5.29
Dec *	2014	3.86%	2,803	14.74%	22.40%	\$169,000	5.62%	\$214,815	\$207,333	96.52%	5,310	79	11,557	-564	4.12
Jan *	2015	3.67%	2,120	12.23%	-24.37%	\$155,000	3.68%	\$202,993	\$195,612	96.36%	6,034	82	11,631	74	5.49
Feb *	2015	3.80%	2,457	23.03%	15.90%	\$164,900	4.37%	\$206,630	\$199,019	96.32%	6,668	88	11,446	-185	4.66
Mar *	2015	3.78%	3,132	28.62%	27.47%	\$177,075	10.67%	\$224,472	\$217,448	96.87%	6,713	80	11,529	83	3.68
Apr *	2015	3.69%	3,107	15.16%	-0.80%	\$175,000	7.69%	\$233,434	\$221,868	95.05%	6,974	79	11,725	196	3.77
May *	2015	3.92%	3,117	16.18%	0.32%	\$181,000	9.70%	\$224,432	\$217,401	96.87%	7,015	72	11,798	73	3.79
Jun *	2015	4.08%	3,603	27.13%	15.59%	\$180,000	6.84%	\$226,517	\$219,689	96.99%	6,896	67	12,058	260	3.35
Jul *	2015	3.98%	3,566	40.28%	-1.03%	\$183,310	7.23%	\$231,966	\$224,773	96.90%	6,254	69	11,819	-239	3.31
Aug *	2015	3.96%	3,195	25.79%	-10.40%	\$181,000	10.47%	\$226,837	\$220,123	97.04%	5,909	69	11,661	-158	3.65
Sep *	2015	3.96%	3,013	8.77%	-5.70%	\$182,500	9.24%	\$226,861	\$219,968	96.96%	5,351	67	11,533	-128	3.83
Oct *	2015	3.86%	2,877	-0.38%	-4.51%	\$179,900	12.44%	\$224,880	\$217,595	96.76%	5,281	71	11,411	-122	3.97
Nov *	2015	4.01%	2,325	1.53%	-19.19%	\$184,000	11.52%	\$222,036	\$215,371	97.00%	5,182	68	11,300	-111	4.86
Dec *	2015	4.02%	2,639	-5.85%	13.51%	\$185,000	9.47%	\$230,807	\$223,692	96.92%	4,472	72	10,634	-666	4.03



Ten Year History 2008 - 2018

Compiled from ORRA's Monthly Sales and Inventory Reports

Month	Year	Interest Rate	Sales	Sales (+/-)		Median		Average		% Diff Sell/List	Total Pending	Avg DOM	Inventory		
				Last Yr	L Mon	Price	(+/-) LY	List Price	Sale Price				Current	(+/-) LM	Months
Jan *	2016	3.93%	2,146	1.23%	-18.68%	\$180,000	16.13%	\$226,349	\$218,879	96.70%	4,932	76	10,777	143	5.02
Feb *	2016	3.75%	2,415	-1.71%	12.53%	\$185,000	12.19%	\$225,136	\$217,718	96.71%	5,424	82	10,696	-81	4.43
Mar *	2016	3.70%	3,058	-2.36%	26.63%	\$195,000	10.12%	\$237,549	\$230,798	97.16%	5,798	70	10,583	-113	3.46
Apr *	2016	3.63%	3,172	2.09%	3.73%	\$192,000	9.71%	\$237,122	\$230,282	97.12%	6,075	69	10,447	-136	3.29
May *	2016	3.62%	3,347	7.38%	5.52%	\$203,000	12.15%	\$250,905	\$243,790	97.16%	6,169	67	10,553	106	3.15
Jun *	2016	3.45%	3,556	-1.30%	6.24%	\$207,000	15.00%	\$258,957	\$251,011	96.93%	5,512	62	10,629	76	2.99
Jul *	2016	3.45%	3,353	-5.97%	-5.71%	\$206,000	12.38%	\$250,564	\$243,762	97.29%	5,178	60	10,648	19	3.18
Aug *	2016	3.49%	3,451	8.01%	2.92%	\$205,000	13.26%	\$249,867	\$243,149	97.31%	4,955	56	10,505	-143	3.04
Sep *	2016	3.53%	3,110	3.22%	-9.88%	\$205,000	12.33%	\$254,381	\$246,957	97.08%	4,594	60	10,362	-143	3.33
Oct *	2016	3.57%	2,701	-6.12%	-13.15%	\$205,000	13.95%	\$255,842	\$247,950	96.92%	4,719	61	10,025	-337	3.71
Nov *	2016	3.82%	2,523	8.52%	-6.59%	\$201,000	9.24%	\$250,548	\$243,012	96.99%	5,122	66	9,270	-755	3.67
Dec *	2016	4.32%	2,997	13.57%	18.79%	\$208,500	12.70%	\$246,758	\$239,907	97.22%	4,476	65	8,590	-680	2.87
Jan *	2017	4.30%	2,213	3.12%	-26.16%	\$199,900	11.06%	\$253,086	\$245,541	97.02%	5,145	70	8,550	-40	3.86
Feb *	2017	4.29%	2,482	2.77%	12.16%	\$206,500	11.62%	\$248,266	\$240,101	96.71%	5,849	69	8,457	-93	3.41
Mar *	2017	4.29%	3,477	13.70%	40.09%	\$218,000	11.79%	\$263,370	\$255,419	96.98%	6,125	64	8,537	80	2.46
Apr *	2017	4.11%	3,092	-2.52%	-11.07%	\$215,000	11.98%	\$261,166	\$253,549	97.08%	6,461	63	8,675	138	2.81
May *	2017	4.09%	3,845	14.88%	24.35%	\$218,000	7.39%	\$265,266	\$258,238	97.35%	6,524	54	8,781	106	2.28
Jun *	2017	3.98%	3,882	9.17%	0.96%	\$223,950	8.19%	\$277,443	\$270,562	97.52%	5,886	54	9,141	360	2.35
Jul *	2017	4.01%	3,381	0.84%	-12.91%	\$220,000	6.80%	\$271,144	\$264,095	97.40%	5,819	52	9,051	-90	2.68
Aug *	2017	3.92%	3,580	3.74%	5.89%	\$225,000	9.76%	\$267,518	\$260,145	97.24%	5,666	54	8,833	-218	2.47
Sep *	2017	3.84%	2,552	-17.94%	-28.72%	\$225,000	9.76%	\$277,329	\$268,627	96.86%	4,881	57	8,643	-190	3.39
Oct *	2017	4.03%	2,921	8.15%	14.46%	\$219,000	6.83%	\$267,178	\$259,746	97.22%	4,953	56	8,464	-179	2.90
Nov *	2017	3.96%	2,767	9.67%	-5.27%	\$224,995	11.94%	\$273,529	\$265,494	97.06%	4,829	62	8,294	-170	3.00
Dec *	2017	3.97%	3,045	1.60%	10.05%	\$230,000	10.31%	\$288,700	\$280,382	97.12%	3,792	62	7,508	-786	2.47
Jan *	2018	4.07%	2,250	1.67%	-26.11%	\$225,000	12.56%	\$287,225	\$278,408	96.93%	4,801	62	7,604	96	3.38
Feb	2018	4.39%	2,497	0.60%	10.98%	\$228,000	10.41%	\$270,914	\$263,686	97.33%	5,523	64	7,706	102	3.09
Mar	2018														
Apr	2018														
May	2018														
Jun	2018														
Jul	2018														
Aug	2018														
Sep	2018														
Oct	2018														
Nov	2018														
Dec	2018														