

Summer Housing Market Dichotomy



J. Lennox Scott
Chairman and CEO

During the summer, we see the highest number of homes sell each month. At the same time sellers feel approximately 15% to 20% less sales activity intensity for each new listing that sells within the first 30 days.

Although it's still a quick response market, with an increase of new listings coming on the market during the summer months, we experience dispersed buyer energy due to the greater availability and selection.

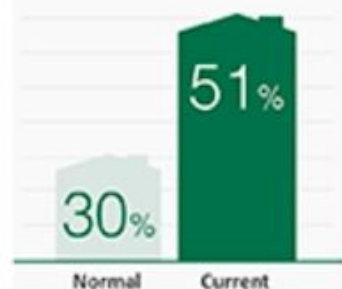
During this historic and frenzied market, May through October is the best time of year for homebuyers.

Price Range	Active Listings on July 1st	June New Listings	June Pending Sales	% Pending 1st 30 days (May List)	Sales Activity Indicator	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	154	134	111	64.8%	Surge	1.4	Shortage
250K - 350K	489	537	461	69.7%	Frenzy	1.1	Severe Shortage
350K - 500K	1049	945	642	55.0%	Surge	1.6	Shortage
500K - 750K	889	581	340	43.2%	Strong	2.6	Shortage
750K - 1M	417	193	96	30.7%	Healthy	4.3	Low
1M +	425	169	68	20.9%	Selective	6.3	Healthy
Total Activity	3423	2559	1718	51.2%	Surge	2.0	Shortage

SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



Average % of New Listings (Pending) in the First 30 Days For June 2018



SCALE: MONTHS SUPPLY



AMAZING INTEREST RATES

July 1, 2018
Source: Mortgage News Daily



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