

# New and Used Housing Demand

2010 - 2021

Sold Month	New Housing			Used Housing			TOTAL		
	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount
September 2010	228	\$ 50,404,954		618	\$ 95,543,812		846	\$ 145,948,766	
October	342	\$ 74,820,217		1,106	\$ 157,761,918		1,448	\$ 232,582,135	
November	274	\$ 63,809,419		800	\$ 122,042,943		1,074	\$ 185,852,362	
December	315	\$ 77,254,608		933	\$ 141,172,728		1,248	\$ 218,427,336	
January 2011	249	\$ 57,363,231		773	\$ 112,732,347		1,022	\$ 170,095,578	
February	262	\$ 50,566,991		836	\$ 121,043,823		1,098	\$ 171,610,814	
March	354	\$ 73,834,546		1,041	\$ 152,858,864		1,395	\$ 226,693,410	
April	374	\$ 73,985,758		1,204	\$ 176,821,141		1,578	\$ 250,806,899	
May	322	\$ 68,605,257		1,241	\$ 180,816,958		1,563	\$ 249,422,215	
June	484	\$ 110,656,408		1,263	\$ 192,216,602		1,747	\$ 302,873,010	
July	328	\$ 60,164,507		1,201	\$ 169,153,440		1,529	\$ 229,317,947	
August	229	\$ 53,030,094		936	\$ 137,837,337		1,165	\$ 190,867,431	
September	278	\$ 52,516,404		997	\$ 141,270,208		1,275	\$ 193,786,612	
October	255	\$ 50,646,158		1,005	\$ 139,906,264		1,260	\$ 190,552,422	
November	213	\$ 41,417,647		895	\$ 123,577,545		1,108	\$ 164,995,192	
December	234	\$ 47,689,165		1,076	\$ 158,061,381		1,310	\$ 205,750,546	
January 2012	153	\$ 25,157,930		724	\$ 104,409,920		877	\$ 129,567,850	
February	150	\$ 27,976,553		810	\$ 114,643,973		960	\$ 142,620,526	
March	214	\$ 41,728,844		975	\$ 139,172,850		1,189	\$ 180,901,694	
April	229	\$ 46,845,174		899	\$ 137,755,374		1,128	\$ 184,600,548	
May	224	\$ 46,942,641		967	\$ 146,614,614		1,191	\$ 193,557,255	
June	245	\$ 53,676,379		1,077	\$ 164,194,459		1,322	\$ 217,870,838	
July	220	\$ 40,067,523		801	\$ 120,506,617		1,021	\$ 160,574,140	
August	211	\$ 39,948,134		934	\$ 138,036,480		1,145	\$ 177,984,614	
September	190	\$ 42,830,515		775	\$ 116,143,501		965	\$ 158,974,016	
October	229	\$ 49,411,881		852	\$ 130,826,134		1,081	\$ 180,238,015	
November	230	\$ 46,235,711		817	\$ 124,029,830		1,047	\$ 170,265,541	
December	280	\$ 57,785,491		1,015	\$ 155,687,085		1,295	\$ 213,472,576	

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	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount
January 2013	195	\$ 36,512,142		802	\$ 120,637,196		997	\$ 157,149,338	
February	164	\$ 36,518,847		666	\$ 95,875,317		830	\$ 132,394,164	
March	134	\$ 32,568,076		698	\$ 104,986,206		832	\$ 137,554,282	
April	160	\$ 35,010,548		810	\$ 132,208,531		970	\$ 167,219,079	
May	194	\$ 38,693,428		798	\$ 124,538,612		992	\$ 163,232,040	
June	221	\$ 54,132,960		786	\$ 139,333,259		1,007	\$ 193,466,219	
July	81	\$ 13,071,835		511	\$ 77,925,261		592	\$ 90,997,096	
August	127	\$ 27,262,713		758	\$ 113,055,624		885	\$ 140,318,337	
September	152	\$ 28,747,000		763	\$ 108,593,520		915	\$ 137,340,520	
October	176	\$ 34,597,630		723	\$ 110,805,615		899	\$ 145,403,245	
November	140	\$ 28,695,239		728	\$ 108,538,038		868	\$ 137,233,277	
December	159	\$ 33,038,580		755	\$ 114,958,987		914	\$ 147,997,567	
January 2014	159	\$ 24,854,487		735	\$ 102,955,791		894	\$ 127,810,278	
February	131	\$ 21,373,323		760	\$ 104,176,829		891	\$ 125,550,152	
March	158	\$ 28,179,387		788	\$ 118,178,823		946	\$ 146,358,210	
April	147	\$ 27,255,839		694	\$ 98,223,670		841	\$ 125,479,509	
May	169	\$ 30,036,837		741	\$ 112,166,455		910	\$ 142,203,292	
June	123	\$ 29,830,495		730	\$ 112,611,941		853	\$ 142,442,436	
July	116	\$ 22,664,062		641	\$ 100,538,105		757	\$ 123,202,167	
August	158	\$ 31,665,529		664	\$ 97,449,994		822	\$ 129,115,523	
September	118	\$ 22,707,193		665	\$ 101,589,171		783	\$ 124,296,364	
October	173	\$ 31,624,538		751	\$ 109,942,729		924	\$ 141,567,267	
November	119	\$ 22,357,629		669	\$ 102,993,057		788	\$ 125,350,686	
December	102	\$ 21,559,353		715	\$ 103,803,509		817	\$ 125,362,862	
January 2015	92	\$ 16,092,216		550	\$ 83,112,224		642	\$ 99,204,440	
February	117	\$ 23,106,687		734	\$ 104,957,494		851	\$ 128,064,181	
March	159	\$ 28,898,142		856	\$ 123,619,897		1,015	\$ 152,518,039	
April	158	\$ 36,197,658		905	\$ 133,658,109		1,063	\$ 169,855,767	
May	128	\$ 26,606,636		873	\$ 130,946,818		1,001	\$ 157,553,454	
June	142	\$ 26,891,452		835	\$ 122,733,447		977	\$ 149,624,899	
July	135	\$ 27,163,140		813	\$ 109,881,144		948	\$ 137,044,284	
August	143	\$ 29,823,364		690	\$ 99,237,508		833	\$ 129,060,872	
September	115	\$ 22,426,411		818	\$ 113,531,980		933	\$ 135,958,391	
October	106	\$ 19,273,600		739	\$ 103,095,439		845	\$ 122,369,039	
November	68	\$ 12,745,784		597	\$ 92,732,047		665	\$ 105,477,831	
December	107	\$ 18,397,229		727	\$ 94,394,770		834	\$ 112,791,999	

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	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount
January 2016	85	\$ 20,592,714		503	\$ 69,100,881		588	\$ 89,693,595	
February	90	\$ 13,891,308		735	\$ 105,757,466		825	\$ 119,648,774	
March	107	\$ 20,329,067		784	\$ 113,876,366		891	\$ 134,205,433	
April	118	\$ 19,736,067		818	\$ 122,598,265		936	\$ 142,334,332	
May	109	\$ 21,445,631		830	\$ 117,298,438		939	\$ 138,744,069	
June	131	\$ 23,475,021		895	\$ 120,518,951		1,026	\$ 143,993,972	
July	74	\$ 12,787,611		674	\$ 94,170,669		748	\$ 106,958,280	
August	111	\$ 16,968,789	\$ 16,360,625	816	\$ 114,302,048	\$ 102,743,314	927	\$ 131,270,837	\$ 119,103,939
September	88	\$ 15,159,388	\$ 14,375,921	817	\$ 108,260,833	\$ 102,657,476	905	\$ 123,420,221	\$ 117,033,397
October	79	\$ 13,745,729	\$ 12,614,684	768	\$ 106,712,726	\$ 98,966,338	847	\$ 120,458,455	\$ 111,581,022
November	52	\$ 9,305,990	\$ 8,531,723	706	\$ 96,386,918	\$ 90,443,001	758	\$ 105,692,908	\$ 98,974,724
December	97	\$ 19,308,556	\$ 17,229,544	852	\$ 113,370,123	\$ 105,690,134	949	\$ 132,678,679	\$ 122,919,678
January 2017	65	\$ 11,279,999	\$ 10,276,095	698	\$ 93,950,403	\$ 88,351,202	763	\$ 105,230,402	\$ 98,627,297
February	61	\$ 9,583,325	\$ 9,049,392	739	\$ 96,279,436	\$ 91,031,144	800	\$ 105,862,761	\$ 100,080,536
March	95	\$ 20,455,243	\$ 18,671,149	951	\$ 131,023,224	\$ 121,962,484	1,046	\$ 151,478,467	\$ 140,633,633
April	85	\$ 14,584,455	\$ 13,727,852	808	\$ 115,222,231	\$ 105,343,315	893	\$ 129,806,686	\$ 119,071,167
May	89	\$ 19,290,073	\$ 16,976,318	896	\$ 127,318,557	\$ 118,732,303	985	\$ 146,608,630	\$ 135,708,621
June	98	\$ 23,444,309	\$ 19,940,052	885	\$ 122,364,620	\$ 113,313,630	983	\$ 145,808,929	\$ 133,253,682
July	90	\$ 17,759,640	\$ 16,477,450	673	\$ 93,803,098	\$ 87,230,886	763	\$ 111,562,738	\$ 103,708,336
August	88	\$ 16,380,867	\$ 14,645,949	853	\$ 109,584,136	\$ 103,106,189	941	\$ 125,965,003	\$ 117,752,138
September	10	\$ 1,573,698	\$ 1,432,120	168	\$ 23,681,491	\$ 22,406,966	178	\$ 25,255,189	\$ 23,839,086
October	15	\$ 3,423,802	\$ 3,173,829	154	\$ 20,987,071	\$ 20,279,264	169	\$ 24,410,873	\$ 23,453,093
November	43	\$ 6,146,884	\$ 5,841,301	509	\$ 70,955,850	\$ 70,497,691	552	\$ 77,102,734	\$ 76,338,992
December	68	\$ 11,923,115	\$ 11,071,038	664	\$ 92,114,301	\$ 85,857,427	732	\$ 104,037,416	\$ 96,928,465
January 2018	153	\$ 21,801,807	\$ 19,935,763	467	\$ 58,716,479	\$ 55,938,189	620	\$ 80,518,286	\$ 75,873,952
February	194	\$ 31,889,847	\$ 29,277,895	581	\$ 75,847,927	\$ 71,897,688	775	\$ 107,737,774	\$ 101,175,583
March	79	\$ 12,167,246	\$ 11,692,338	833	\$ 108,350,030	\$ 101,805,642	912	\$ 120,517,276	\$ 113,497,980
April	279	\$ 44,058,666	\$ 46,347,004	713	\$ 94,228,285	\$ 106,554,776	992	\$ 138,286,951	\$ 152,901,780
May	71	\$ 12,007,583	\$ 10,960,773	885	\$ 132,121,418	\$ 120,773,507	956	\$ 144,129,001	\$ 131,734,280
June	68	\$ 12,986,650	\$ 11,831,486	887	\$ 123,994,084	\$ 113,615,593	955	\$ 136,980,734	\$ 125,447,079
July	100	\$ 19,456,382	\$ 18,041,391	846	\$ 114,380,933	\$ 107,347,586	946	\$ 133,837,315	\$ 125,388,977
August	86	\$ 15,514,592	\$ 13,815,611	979	\$ 136,168,177	\$ 125,116,234	1,065	\$ 151,682,769	\$ 138,931,845
September	59	\$ 10,726,521	\$ 9,788,840	806	\$ 117,031,230	\$ 106,473,816	865	\$ 127,757,751	\$ 116,262,656
October	83	\$ 14,834,636	\$ 13,724,607	942	\$ 135,969,589	\$ 122,050,312	1,025	\$ 150,804,225	\$ 135,774,919
November	209	\$ 35,482,714	\$ 30,955,602	566	\$ 78,855,755	\$ 72,823,160	775	\$ 114,338,469	\$ 103,778,762
December	52	\$ 16,058,913	\$ 15,062,828	851	\$ 126,100,503	\$ 113,426,736	903	\$ 142,159,416	\$ 128,489,564

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	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount
January 2019	32	\$ 9,298,278	\$ 7,977,760	629	\$ 90,487,684	\$ 82,677,438	661	\$ 99,785,962	\$ 90,655,198
February	68	\$ 13,219,554	\$ 11,703,528	826	\$ 123,693,256	\$ 111,970,312	894	\$ 136,912,810	\$ 123,673,840
March	60	\$ 14,675,546	\$ 12,599,206	870	\$ 128,741,159	\$ 116,449,496	930	\$ 143,416,705	\$ 129,048,702
April	63	\$ 14,551,182	\$ 12,968,763	868	\$ 131,274,892	\$ 117,274,469	931	\$ 145,826,074	\$ 130,243,232
May	74	\$ 14,243,822	\$ 13,190,000	936	\$ 150,751,192	\$ 133,607,315	1,010	\$ 164,995,014	\$ 146,797,315
June	74	\$ 14,070,100	\$ 12,751,626	894	\$ 140,845,085	\$ 125,351,024	968	\$ 154,915,185	\$ 138,102,650
July	62	\$ 12,136,575	\$ 9,891,498	875	\$ 129,217,337	\$ 115,953,469	937	\$ 141,353,912	\$ 125,844,967
August	62	\$ 11,369,649	\$ 10,310,543	872	\$ 131,208,008	\$ 120,614,872	934	\$ 142,577,657	\$ 130,925,415
September	56	\$ 9,996,697	\$ 9,388,842	945	\$ 139,342,135	\$ 125,769,831	1,001	\$ 149,338,832	\$ 135,158,673
October	45	\$ 9,062,763	\$ 8,003,145	988	\$ 148,959,932	\$ 134,787,466	1,033	\$ 158,022,695	\$ 142,790,611
November	52	\$ 14,473,667	\$ 12,418,063	832	\$ 123,072,909	\$ 111,765,725	884	\$ 137,546,576	\$ 124,183,788
December	50	\$ 13,875,505	\$ 9,378,540	898	\$ 132,429,101	\$ 122,269,979	948	\$ 146,304,606	\$ 131,648,519
January 2020	55	\$ 10,280,112	\$ 9,335,418	702	\$ 103,516,120	\$ 95,785,973	757	\$ 113,796,232	\$ 105,121,391
February	59	\$ 8,519,100	\$ 8,200,223	871	\$ 129,774,696	\$ 119,652,360	930	\$ 138,293,796	\$ 127,852,583
March	32	\$ 5,171,855	\$ 4,899,529	292	\$ 42,328,206	\$ 38,226,025	324	\$ 47,500,061	\$ 43,125,554
April - Closed due to the COVID-19 Pandemic	0	\$ -	\$ -	1	\$ 132,500	\$ 130,099	1	\$ 132,500	\$ 130,099
May	169	\$ 30,263,737	\$ 27,922,170	428	\$ 65,288,906	\$ 60,928,475	597	\$ 95,552,643	\$ 88,850,645
June	84	\$ 15,377,872	\$ 14,123,959	892	\$ 142,982,289	\$ 129,485,442	976	\$ 158,360,161	\$ 143,609,401
July	72	\$ 13,818,020	\$ 12,859,559	894	\$ 136,163,081	\$ 126,735,172	966	\$ 149,981,101	\$ 139,594,731
August	75	\$ 23,436,978	\$ 19,569,141	997	\$ 161,681,781	\$ 147,523,518	1,072	\$ 185,118,759	\$ 167,092,659
September	123	\$ 24,515,066	\$ 22,690,205	1,065	\$ 170,405,485	\$ 157,394,781	1,188	\$ 194,920,551	\$ 180,084,986
October	101	\$ 27,185,559	\$ 24,279,186	1,079	\$ 175,322,108	\$ 160,264,652	1,180	\$ 202,507,667	\$ 184,543,838
November	71	\$ 16,676,415	\$ 14,165,167	918	\$ 181,585,571	\$ 158,763,120	989	\$ 198,261,986	\$ 172,928,287
December	110	\$ 42,897,838	\$ 35,185,266	1,136	\$ 194,630,914	\$ 174,955,363	1,246	\$ 237,528,752	\$ 210,140,629

# New and Used Housing Demand

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	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount	Loans	Sales Price	Requested August 2016-Loans Amount
January 2021	53	\$ 14,088,353	\$ 12,229,321	868	\$ 145,544,945	\$ 131,844,279	921	\$ 159,633,298	\$ 144,073,600
February	97	\$ 22,914,164	\$ 19,390,821	1,049	\$ 177,358,624	\$ 158,648,928	1,146	\$ 200,272,788	\$ 178,039,749
March	113	\$ 30,673,763	\$ 26,078,843	1,106	\$ 204,017,269	\$ 176,396,749	1,219	\$ 234,691,032	\$ 202,475,592
April	86	\$ 18,706,706	\$ 16,208,349	977	\$ 165,975,531	\$ 149,003,800	1,063	\$ 184,682,237	\$ 165,212,149
May	83	\$ 17,261,138	\$ 15,559,374	1,094	\$ 204,370,081	\$ 175,418,399	1,177	\$ 221,631,219	\$ 190,977,773
June	70	\$ 15,615,740	\$ 13,318,066	999	\$ 185,720,670	\$ 160,611,933	1,069	\$ 201,336,410	\$ 173,929,999
July	88	\$ 16,450,264	\$ 14,630,940	1,124	\$ 186,630,148	\$ 166,711,677	1,212	\$ 203,080,412	\$ 181,342,617
August	99	\$ 25,041,910	\$ 21,148,363	1,114	\$ 193,536,604	\$ 171,374,389	1,213	\$ 218,578,514	\$ 192,522,752
September	95	\$ 19,104,849	\$ 16,863,413	984	\$ 163,644,430	\$ 144,078,956	1,079	\$ 182,749,279	\$ 160,942,369
October	77	\$ 25,550,956	\$ 20,615,547	999	\$ 174,670,345	\$ 151,693,333	1,076	\$ 200,221,301	\$ 172,308,880
November	102	\$ 29,583,777	\$ 24,092,432	921	\$ 168,591,072	\$ 148,270,842	1,023	\$ 198,174,849	\$ 172,363,274
December	56	\$ 15,801,315	\$ 13,614,590	1,030	\$ 184,272,989	\$ 162,151,076	1,086	\$ 200,074,304	\$ 175,765,666
<b>*Only Purchase and Sale, not Refinancing or Commercial</b>	<b>New Housing</b>			<b>Used Housing</b>			<b>Total</b>		
<b>Total</b>	18,411	\$ 3,755,437,792		111,584	\$ 16,752,394,832		Number	Amount (\$)	
<b>Average prices</b>	14.2%	\$ 203,977.94		85.8%	\$ 150,132.59		129,995	\$ 20,507,832,624	

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