



January 2020 Residential Sales

Date: February 11, 2020
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **January 1 through January 31, 2020**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+8.3%	+ 4.3%	+3.1%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to the market to help ease shortages and slow price gains in that segment.

New Listings increased 20.9 percent for Single Family homes but decreased 2.9 percent for Townhouse-Condo homes. Pending Sales increased 20.7 percent for Single Family homes and 10.6 percent for Townhouse-Condo homes. Inventory increased 2.5 percent for Single Family homes and 26.1 percent for Townhouse-Condo Homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 3.7 percent for Single Family homes but increased 23.1 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 3.7 percent to \$170,000 for Single Family homes but decreased 8.5 percent to \$134,950 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 19.4 percent for Single Family homes and 26.3 percent for Townhouse-Condo homes.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming Spring Market.



Below you will find copies of the MLS Statistical Reports for

January 2020

PLEASE NOTE

If you are going to be utilizing the MLS Statistical information for public mass-media advertisement or in other public representations, use of that information must be in accordance with MLSOK Rules and Regulations.

Limitations on Use of MLS Information

Use of information from MLS compilation of current listing information, from the association's statistical report, or from any sold or comparable report of the association or MLS for public mass-media advertising by an MLS participant or in other public representations, may not be prohibited.

However, any print or non-print forms of advertising or other forms of public representations based in whole or in part on information supplied by the Association or its MLS must clearly demonstrate the period of time over which such claims are based and must include the following, or substantially similar, notice:

Based on information from MLSOK, Inc for the period **(01/01/2020) through (01/31/2020)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 8:30AM CT on **02/11/2020**.

MLSOK, Inc. shall have no liability or responsibility for the truth or accuracy of any data or information contained in any advertising or other public representation made or sponsored by a Participant and/or by any of its affiliated Licensees, and each of such Participant and its affiliated Licensees hereby agrees to indemnify MLSOK, Inc. and to hold the MLS harmless from and against any liability, damage, cost and expense arising from or out of any such advertising or other public representation.



Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **January 2020** as compared to **December 2019** and **January 2019**. These statistics are supplied by MLSOK, Inc.

Should you have any questions, please email mlstechsupport@okcmar.org.

	<u>January 2020</u>	<u>December 2019</u>	<u>January 2019</u>
TOTAL CLOSED	1441	1890	1292
TOTAL \$ VOLUME	\$ 292,181,477	\$ 394,957,185	\$ 252,792,146
AVERAGE PRICE	\$ 198,103	\$ 208,972	\$ 195,660
MEDIAN PRICE	\$ 170,000	\$ 178,900	\$ 162,445
% SELLING PRICE TO LIST PRICE	97 %	98 %	97 %
DAYS ON MARKET	50	46	62
NUMBER OF LISTINGS	5424	5578	6080

TOTAL CLOSED	1441
TOTAL \$ VOLUME	\$ 292,181,477
AVERAGE SELLING PRICE	\$ 198,103
% SELLING PRICE TO LIST PRICE	97 %
MEDIAN PRICE	\$ 170,000
AVERAGE DAYS ON MARKET	50
# OF ACTIVE LISTINGS CURRENTLY	5424
TOTAL UNDER CONTRACT (Pending)	1667
AVERAGE VALUE (Pending)	\$ 215,511



RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:

Condos
Half Duplexes
Manufactured Homes
Patio Homes
Single Family Homes
Townhouses

MONTH	TOTAL CLOSED	DOLLAR VOLUME	RESIDENTIAL LISTINGS PROCESSED
January	1441	\$ 285,465,912	3108

All MLSOK

Entire MLSOK Market Area

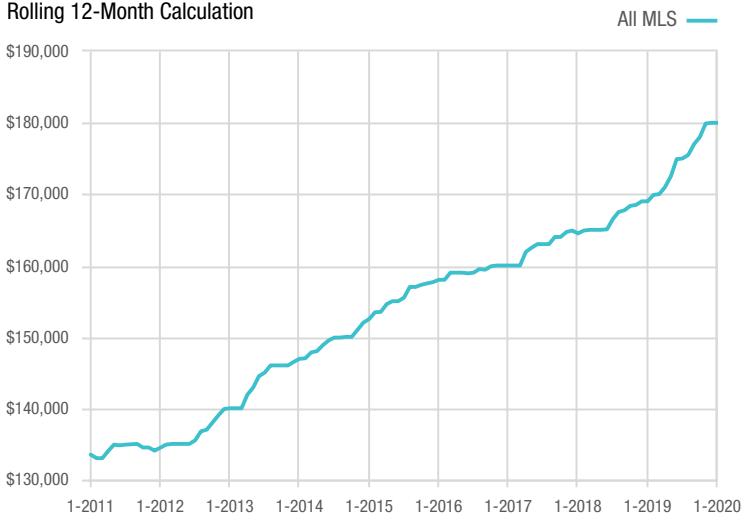
Single Family	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	2,177	2,633	+ 20.9%	2,177	2,633	+ 20.9%
Pending Sales	1,741	2,101	+ 20.7%	1,741	2,101	+ 20.7%
Closed Sales	1,281	1,382	+ 7.9%	1,281	1,382	+ 7.9%
Days on Market Until Sale	62	50	- 19.4%	62	50	- 19.4%
Median Sales Price*	\$164,000	\$170,000	+ 3.7%	\$164,000	\$170,000	+ 3.7%
Average Sales Price*	\$197,938	\$199,643	+ 0.9%	\$197,938	\$199,643	+ 0.9%
Percent of List Price Received*	96.9%	97.5%	+ 0.6%	96.9%	97.5%	+ 0.6%
Inventory of Homes for Sale	5,242	5,374	+ 2.5%	—	—	—
Months Supply of Inventory	2.7	2.6	- 3.7%	—	—	—

Townhouse-Condo	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	69	67	- 2.9%	69	67	- 2.9%
Pending Sales	47	52	+ 10.6%	47	52	+ 10.6%
Closed Sales	28	36	+ 28.6%	28	36	+ 28.6%
Days on Market Until Sale	57	42	- 26.3%	57	42	- 26.3%
Median Sales Price*	\$147,500	\$134,950	- 8.5%	\$147,500	\$134,950	- 8.5%
Average Sales Price*	\$178,493	\$156,818	- 12.1%	\$178,493	\$156,818	- 12.1%
Percent of List Price Received*	94.9%	97.3%	+ 2.5%	94.9%	97.3%	+ 2.5%
Inventory of Homes for Sale	138	174	+ 26.1%	—	—	—
Months Supply of Inventory	2.6	3.2	+ 23.1%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

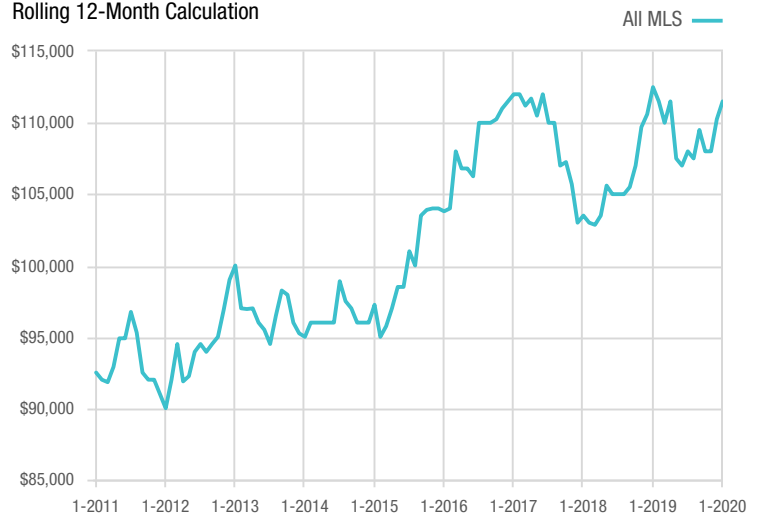
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Monthly Indicators



January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. "National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%," the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

New Listings increased 20.9 percent for Single Family homes but decreased 2.9 percent for Townhouse-Condo homes. Pending Sales increased 20.7 percent for Single Family homes and 10.6 percent for Townhouse-Condo homes. Inventory increased 2.5 percent for Single Family homes and 26.1 percent for Townhouse-Condo homes.

Median Sales Price increased 3.7 percent to \$170,000 for Single Family homes but decreased 8.5 percent to \$134,950 for Townhouse-Condo homes. Days on Market decreased 19.4 percent for Single Family homes and 26.3 percent for Townhouse-Condo homes. Months Supply of Inventory decreased 3.7 percent for Single Family homes but increased 23.1 percent for Townhouse-Condo homes.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Quick Facts

+ 8.3%	+ 4.3%	+ 3.1%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Overview	14



Single Family Market Overview

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



Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,177	2,633	+ 20.9%	2,177	2,633	+ 20.9%
Pending Sales		1,741	2,101	+ 20.7%	1,741	2,101	+ 20.7%
Closed Sales		1,281	1,382	+ 7.9%	1,281	1,382	+ 7.9%
Days on Market Until Sale		62	50	- 19.4%	62	50	- 19.4%
Median Sales Price		\$164,000	\$170,000	+ 3.7%	\$164,000	\$170,000	+ 3.7%
Average Sales Price		\$197,938	\$199,643	+ 0.9%	\$197,938	\$199,643	+ 0.9%
Percent of List Price Received		96.9%	97.5%	+ 0.6%	96.9%	97.5%	+ 0.6%
Housing Affordability Index		174	180	+ 3.4%	174	180	+ 3.4%
Inventory of Homes for Sale		5,242	5,374	+ 2.5%	—	—	—
Months Supply of Inventory		2.7	2.6	- 3.7%	—	—	—

Townhouse-Condo Market Overview

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



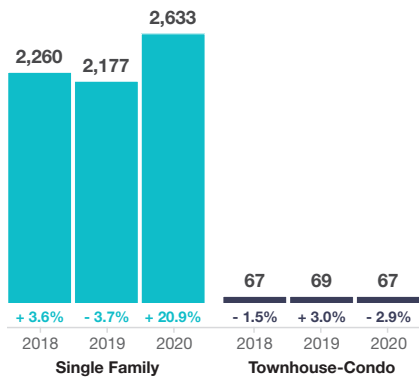
Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		69	67	- 2.9%	69	67	- 2.9%
Pending Sales		47	52	+ 10.6%	47	52	+ 10.6%
Closed Sales		28	36	+ 28.6%	28	36	+ 28.6%
Days on Market Until Sale		57	42	- 26.3%	57	42	- 26.3%
Median Sales Price		\$147,500	\$134,950	- 8.5%	\$147,500	\$134,950	- 8.5%
Average Sales Price		\$178,493	\$156,818	- 12.1%	\$178,493	\$156,818	- 12.1%
Percent of List Price Received		94.9%	97.3%	+ 2.5%	94.9%	97.3%	+ 2.5%
Housing Affordability Index		206	240	+ 16.5%	206	240	+ 16.5%
Inventory of Homes for Sale		138	174	+ 26.1%	—	—	—
Months Supply of Inventory		2.6	3.2	+ 23.1%	—	—	—

New Listings

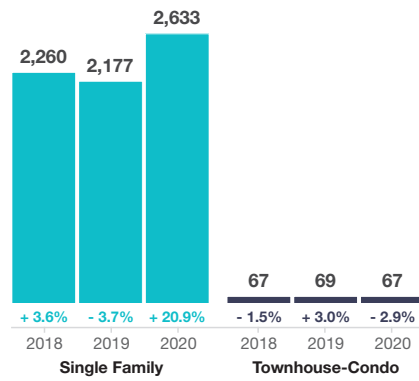
A count of the properties that have been newly listed on the market in a given month.



January

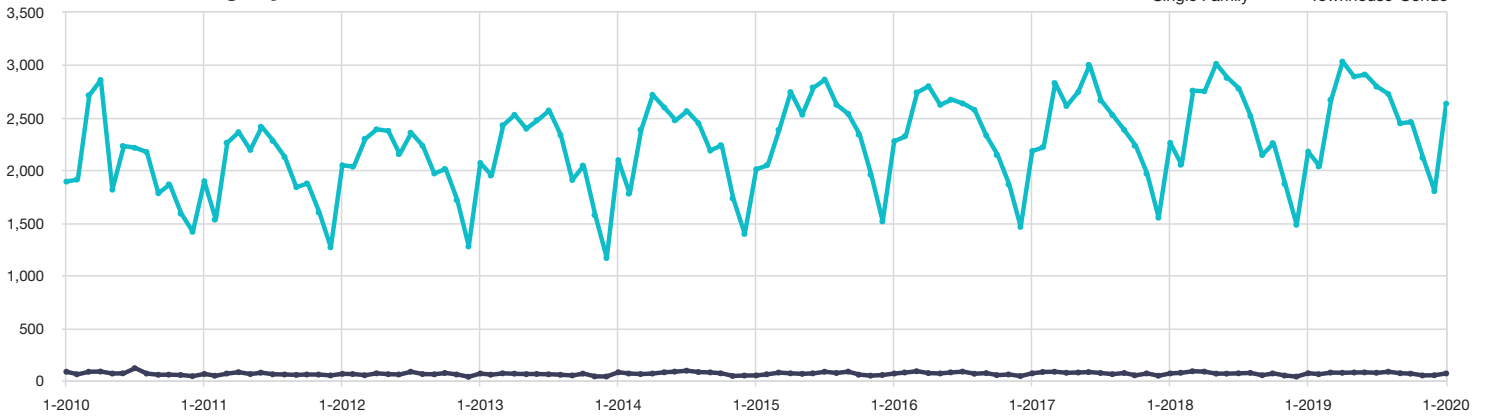


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	2,036	-0.8%	60	-17.8%
Mar-2019	2,669	-3.2%	75	-14.8%
Apr-2019	3,033	+10.3%	73	-13.1%
May-2019	2,891	-4.0%	76	+16.9%
Jun-2019	2,910	+1.1%	77	+18.5%
Jul-2019	2,795	+0.6%	73	+7.4%
Aug-2019	2,725	+8.3%	83	+15.3%
Sep-2019	2,446	+14.1%	69	+38.0%
Oct-2019	2,459	+8.9%	65	-3.0%
Nov-2019	2,119	+13.3%	48	+2.1%
Dec-2019	1,801	+21.6%	50	+35.1%
Jan-2020	2,633	+20.9%	67	-2.9%
12-Month Avg	2,543	+6.4%	68	+4.6%

Historical New Listings by Month

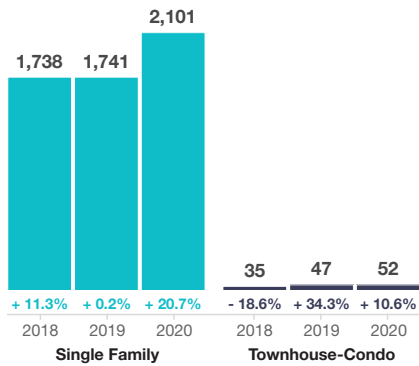


Pending Sales

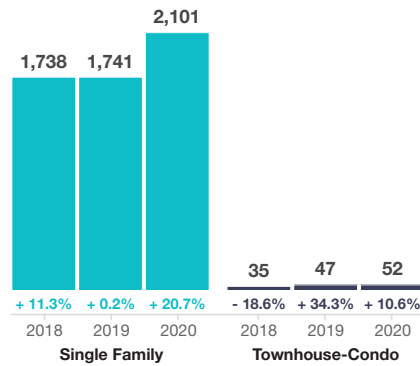
A count of the properties on which offers have been accepted in a given month.



January

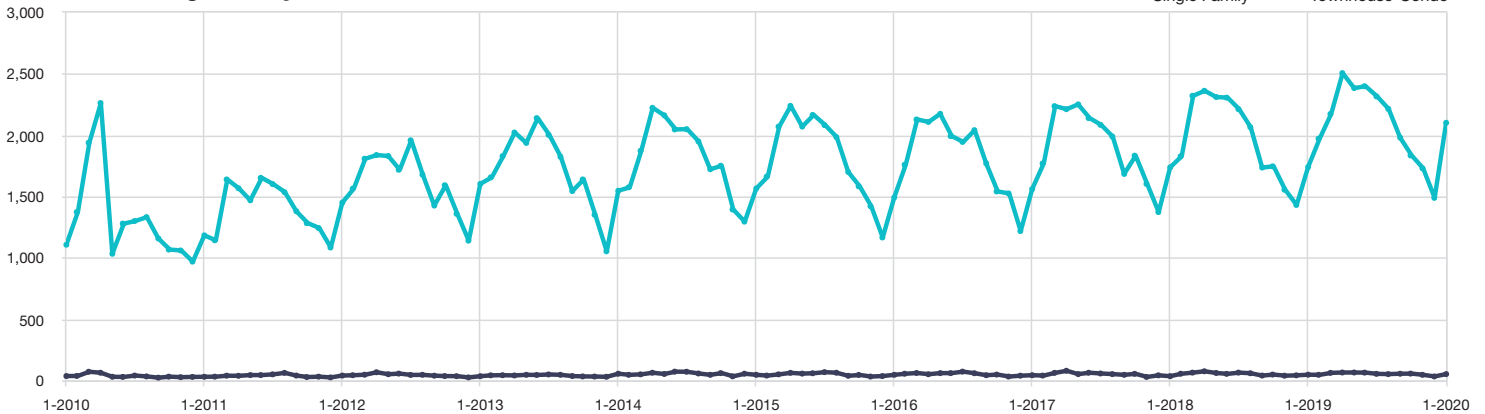


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	1,972	+ 7.9%	46	- 16.4%
Mar-2019	2,173	- 6.4%	62	- 3.1%
Apr-2019	2,506	+ 6.1%	65	- 13.3%
May-2019	2,384	+ 3.2%	65	+ 6.6%
Jun-2019	2,399	+ 4.0%	64	+ 18.5%
Jul-2019	2,316	+ 4.7%	54	- 15.6%
Aug-2019	2,214	+ 7.2%	52	- 11.9%
Sep-2019	1,980	+ 14.1%	55	+ 37.5%
Oct-2019	1,835	+ 5.1%	56	+ 16.7%
Nov-2019	1,730	+ 11.3%	46	+ 17.9%
Dec-2019	1,489	+ 4.1%	33	- 21.4%
Jan-2020	2,101	+ 20.7%	52	+ 10.6%
12-Month Avg	2,092	+ 6.3%	54	0.0%

Historical Pending Sales by Month

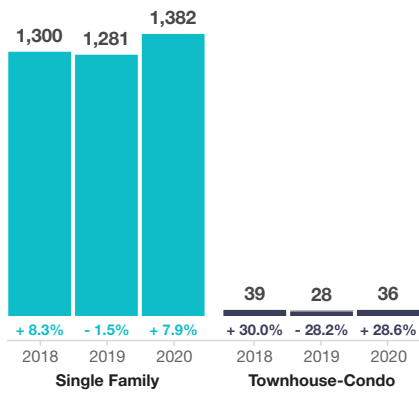


Closed Sales

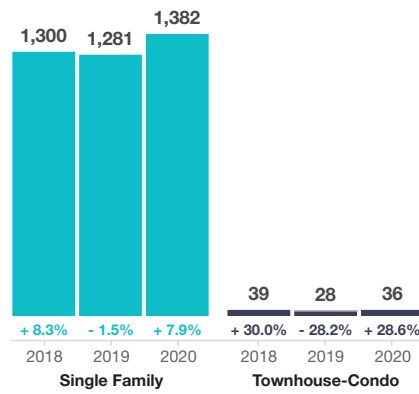
A count of the actual sales that closed in a given month.



January

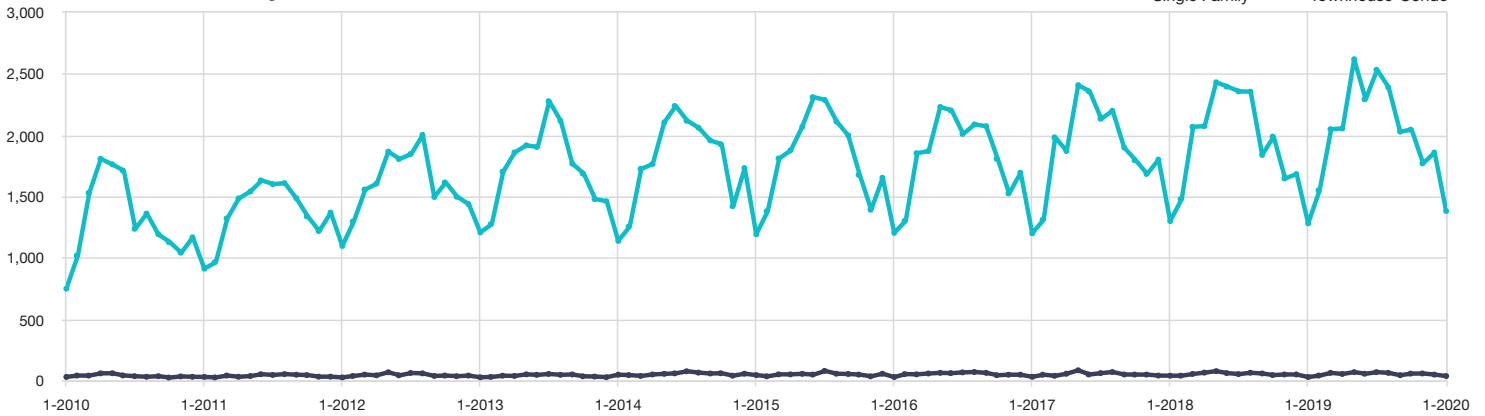


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	1,551	+ 4.9%	40	+ 2.6%
Mar-2019	2,049	- 0.9%	62	+ 17.0%
Apr-2019	2,055	- 0.9%	53	- 17.2%
May-2019	2,619	+ 7.7%	68	- 10.5%
Jun-2019	2,292	- 4.3%	55	- 8.3%
Jul-2019	2,533	+ 7.5%	68	+ 30.8%
Aug-2019	2,390	+ 1.5%	62	- 1.6%
Sep-2019	2,029	+ 10.3%	43	- 24.6%
Oct-2019	2,045	+ 2.9%	56	+ 27.3%
Nov-2019	1,770	+ 7.5%	57	+ 16.3%
Dec-2019	1,859	+ 10.5%	48	- 2.0%
Jan-2020	1,382	+ 7.9%	36	+ 28.6%
12-Month Avg	2,048	+ 4.2%	54	+ 1.9%

Historical Closed Sales by Month

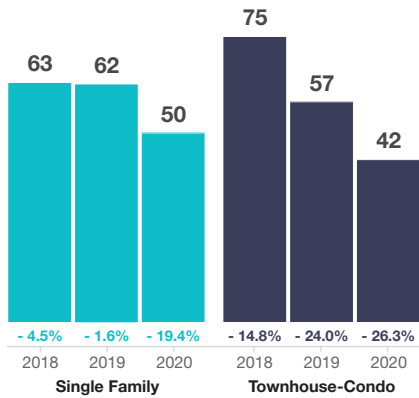


Days on Market Until Sale

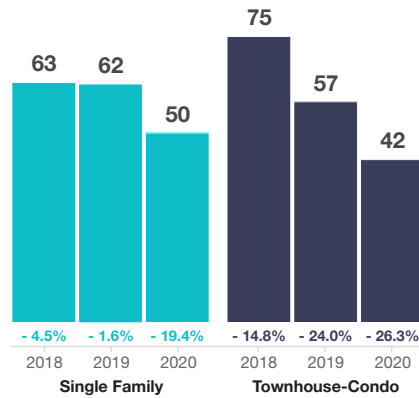
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



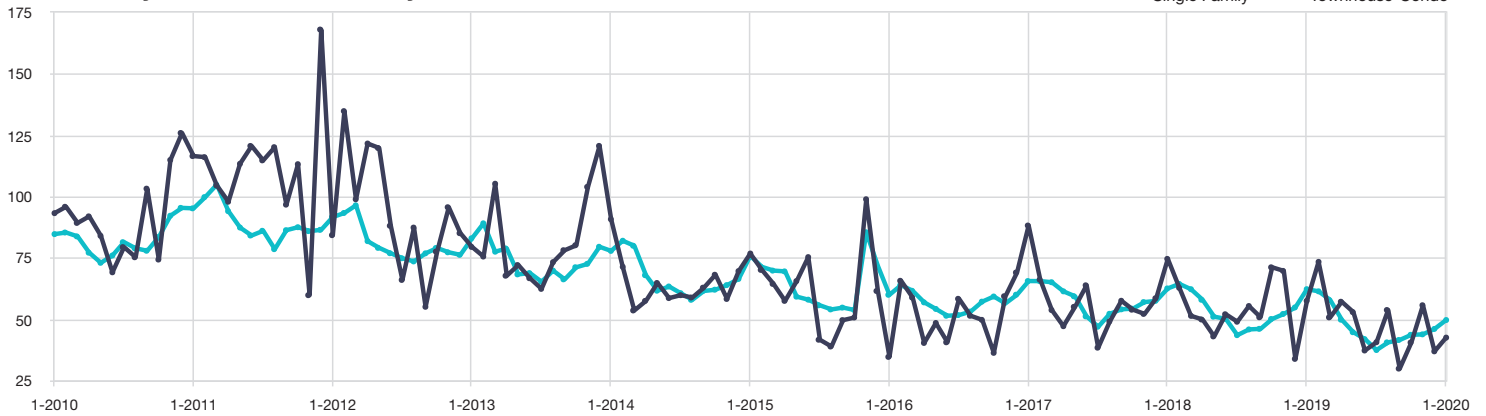
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	61	- 4.7%	73	+ 15.9%
Mar-2019	58	- 6.5%	51	0.0%
Apr-2019	50	- 13.8%	57	+ 14.0%
May-2019	45	- 11.8%	53	+ 23.3%
Jun-2019	42	- 16.0%	37	- 28.8%
Jul-2019	37	- 14.0%	41	- 16.3%
Aug-2019	41	- 10.9%	54	- 1.8%
Sep-2019	42	- 8.7%	30	- 41.2%
Oct-2019	44	- 12.0%	40	- 43.7%
Nov-2019	44	- 15.4%	56	- 20.0%
Dec-2019	46	- 16.4%	37	+ 8.8%
Jan-2020	50	- 19.4%	42	- 26.3%
12-Month Avg*	46	- 12.8%	48	- 9.8%

* Days on Market for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

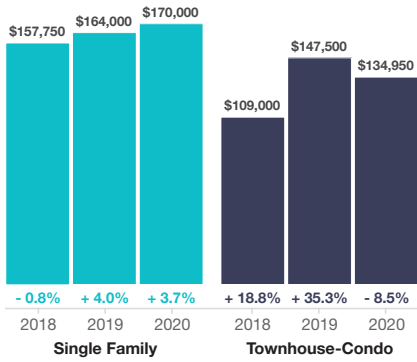


Median Sales Price

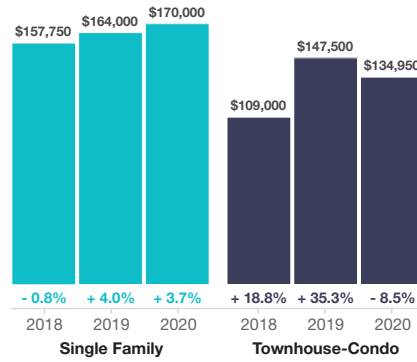
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



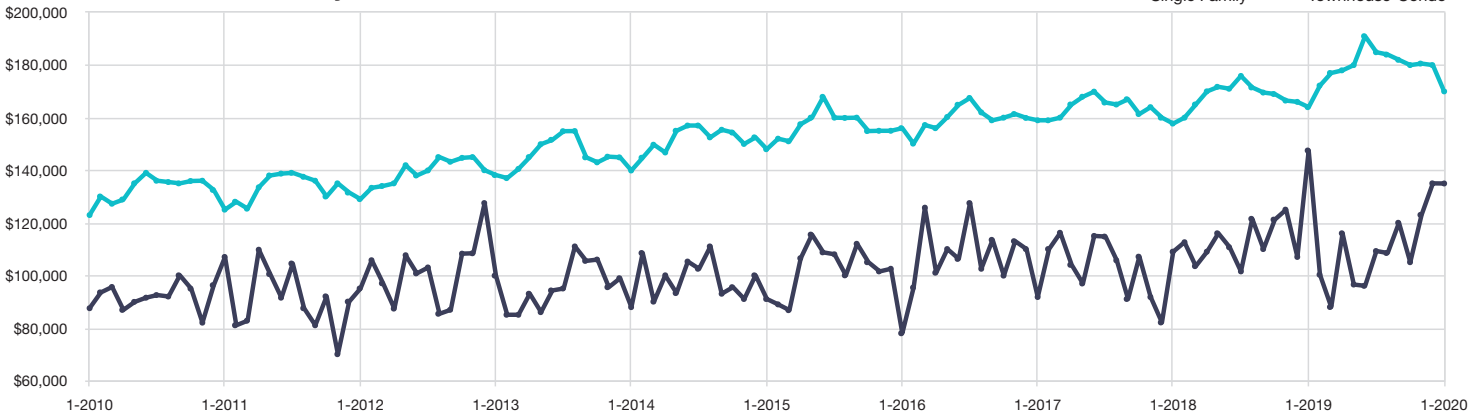
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	\$172,200	+ 7.6%	\$100,250	- 11.0%
Mar-2019	\$177,000	+ 7.3%	\$87,950	- 15.0%
Apr-2019	\$178,000	+ 4.7%	\$116,000	+ 6.4%
May-2019	\$180,000	+ 4.8%	\$96,500	- 16.8%
Jun-2019	\$191,000	+ 11.7%	\$96,000	- 13.3%
Jul-2019	\$184,900	+ 5.1%	\$109,250	+ 7.6%
Aug-2019	\$184,000	+ 7.3%	\$108,500	- 10.7%
Sep-2019	\$182,000	+ 7.3%	\$120,000	+ 9.1%
Oct-2019	\$180,000	+ 6.5%	\$105,000	- 13.4%
Nov-2019	\$180,578	+ 8.5%	\$123,000	- 1.6%
Dec-2019	\$180,000	+ 8.4%	\$135,000	+ 26.2%
Jan-2020	\$170,000	+ 3.7%	\$134,950	- 8.5%
12-Month Avg*	\$180,000	+ 6.5%	\$111,500	- 0.9%

* Median Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

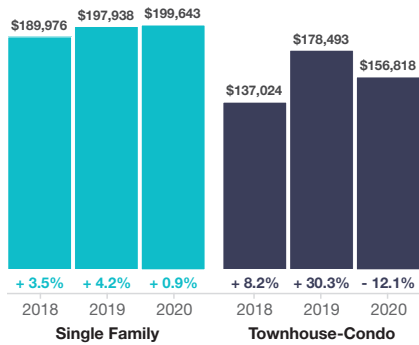


Average Sales Price

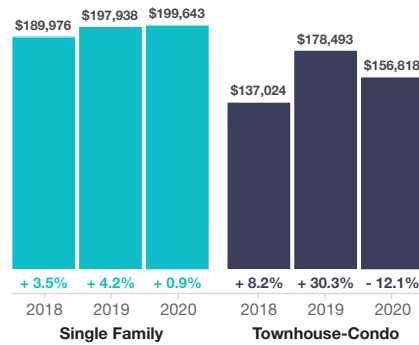
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



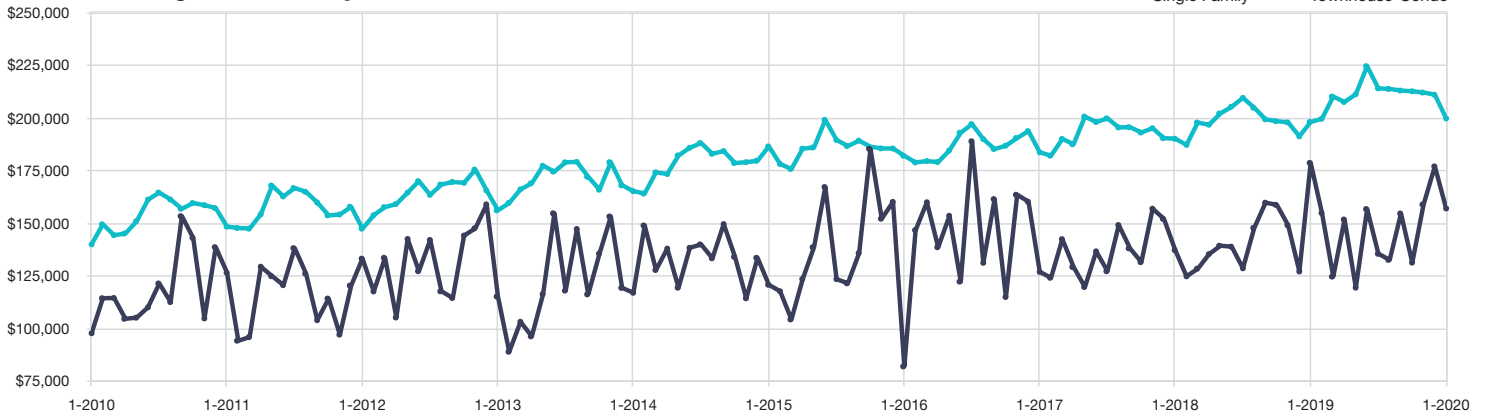
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	\$199,464	+ 6.6%	\$154,667	+ 24.2%
Mar-2019	\$210,047	+ 6.3%	\$124,390	- 2.9%
Apr-2019	\$207,455	+ 5.5%	\$151,542	+ 12.2%
May-2019	\$211,140	+ 4.5%	\$119,153	- 14.3%
Jun-2019	\$224,487	+ 9.4%	\$156,539	+ 12.9%
Jul-2019	\$213,931	+ 2.2%	\$135,264	+ 5.4%
Aug-2019	\$213,651	+ 4.4%	\$132,353	- 10.3%
Sep-2019	\$212,893	+ 6.9%	\$154,401	- 3.2%
Oct-2019	\$212,553	+ 7.2%	\$131,051	- 17.3%
Nov-2019	\$211,960	+ 7.2%	\$158,688	+ 6.6%
Dec-2019	\$210,917	+ 10.4%	\$176,828	+ 39.4%
Jan-2020	\$199,643	+ 0.9%	\$156,818	- 12.1%
12-Month Avg*	\$211,443	+ 5.9%	\$143,832	+ 1.6%

* Avg. Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

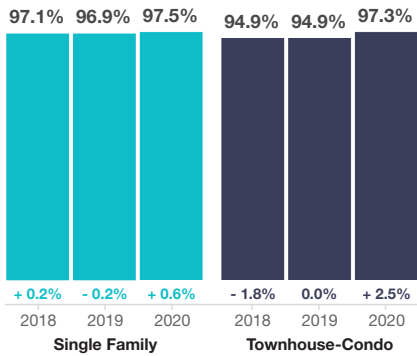


Percent of List Price Received

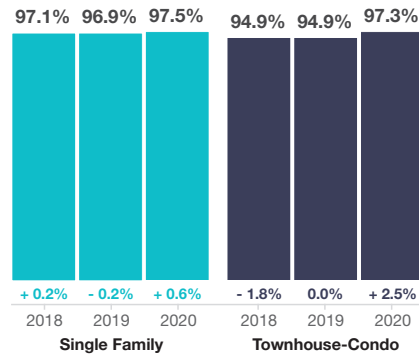
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



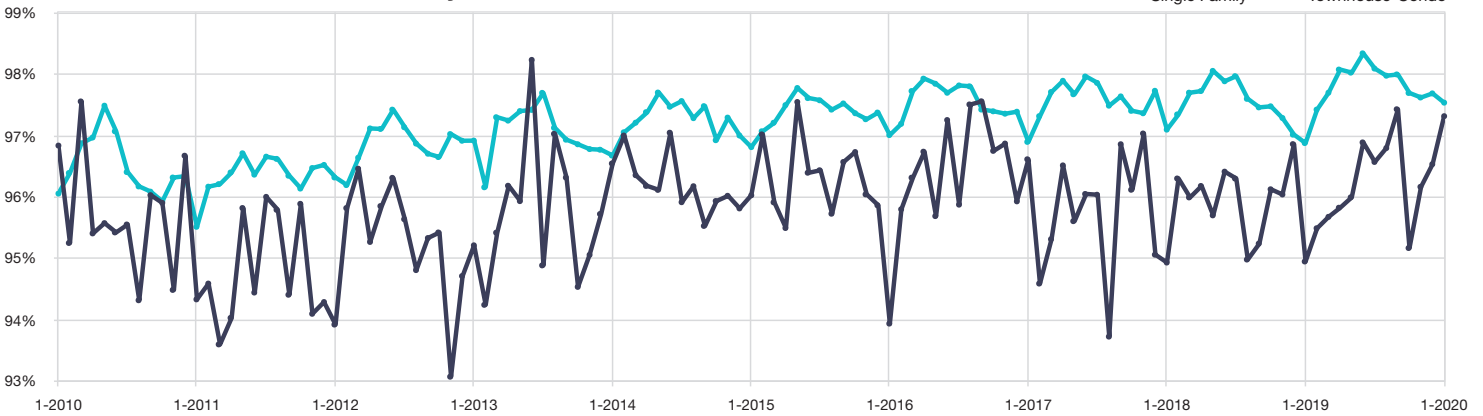
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	97.4%	+ 0.1%	95.5%	- 0.8%
Mar-2019	97.7%	0.0%	95.7%	- 0.3%
Apr-2019	98.1%	+ 0.4%	95.8%	- 0.4%
May-2019	98.0%	0.0%	96.0%	+ 0.3%
Jun-2019	98.3%	+ 0.4%	96.9%	+ 0.5%
Jul-2019	98.1%	+ 0.1%	96.6%	+ 0.3%
Aug-2019	98.0%	+ 0.4%	96.8%	+ 1.9%
Sep-2019	98.0%	+ 0.5%	97.4%	+ 2.3%
Oct-2019	97.7%	+ 0.2%	95.2%	- 0.9%
Nov-2019	97.6%	+ 0.3%	96.2%	+ 0.2%
Dec-2019	97.7%	+ 0.7%	96.5%	- 0.4%
Jan-2020	97.5%	+ 0.6%	97.3%	+ 2.5%
12-Month Avg*	97.9%	+ 0.3%	96.3%	+ 0.4%

* Pct. of List Price Received for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

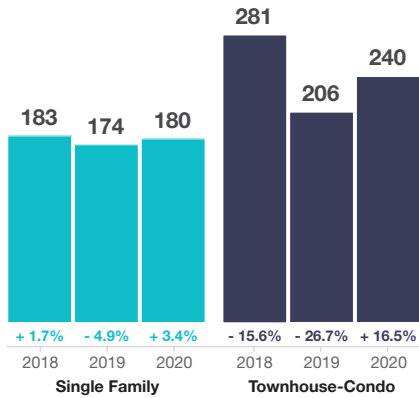


Housing Affordability Index

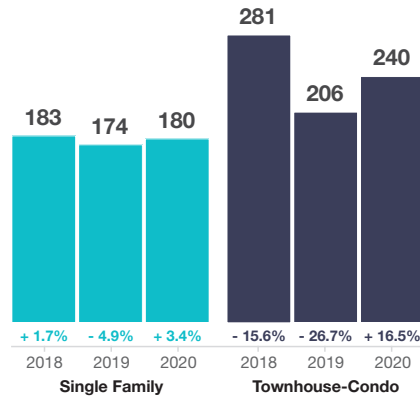
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

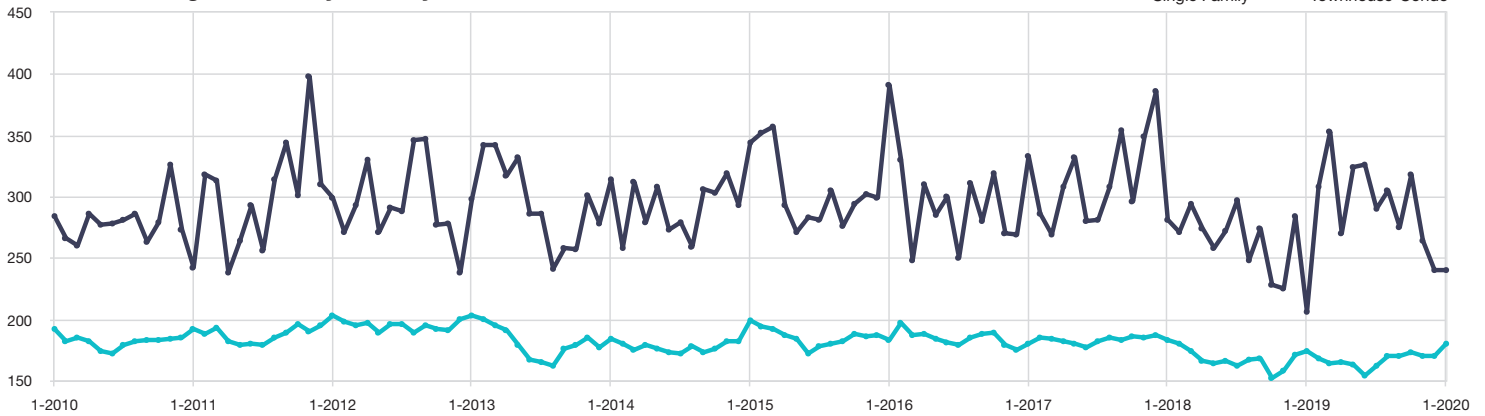


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	168	-6.7%	308	+13.7%
Mar-2019	164	-5.7%	353	+20.1%
Apr-2019	165	-0.6%	270	-1.5%
May-2019	163	-0.6%	324	+25.6%
Jun-2019	154	-7.2%	326	+19.9%
Jul-2019	162	0.0%	290	-2.4%
Aug-2019	170	+1.8%	305	+23.0%
Sep-2019	170	+1.2%	275	+0.4%
Oct-2019	173	+13.8%	318	+39.5%
Nov-2019	170	+7.6%	264	+17.3%
Dec-2019	170	-0.6%	240	-15.5%
Jan-2020	180	+3.4%	240	+16.5%
12-Month Avg	167	0.0%	293	+12.3%

Historical Housing Affordability Index by Month

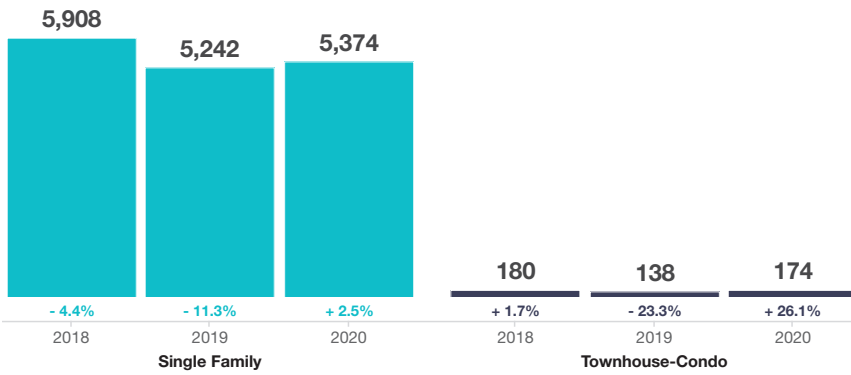


Inventory of Homes for Sale

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

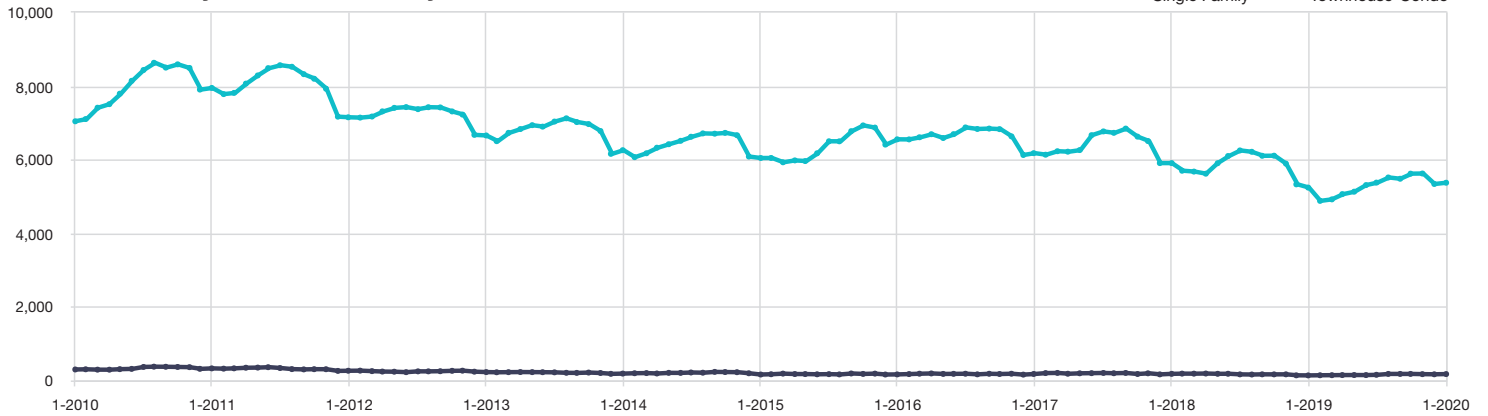


January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	4,881	- 14.4%	142	- 23.7%
Mar-2019	4,922	- 13.3%	144	- 22.2%
Apr-2019	5,065	- 9.9%	147	- 22.2%
May-2019	5,131	- 13.1%	148	- 18.2%
Jun-2019	5,310	- 13.0%	147	- 19.2%
Jul-2019	5,378	- 14.0%	154	- 7.2%
Aug-2019	5,517	- 11.2%	178	+ 9.9%
Sep-2019	5,482	- 10.2%	178	+ 6.6%
Oct-2019	5,621	- 8.0%	178	+ 7.2%
Nov-2019	5,625	- 4.5%	172	+ 3.0%
Dec-2019	5,340	+ 0.2%	168	+ 20.0%
Jan-2020	5,374	+ 2.5%	174	+ 26.1%
12-Month Avg	5,304	- 9.3%	161	- 4.7%

Historical Inventory of Homes for Sale by Month

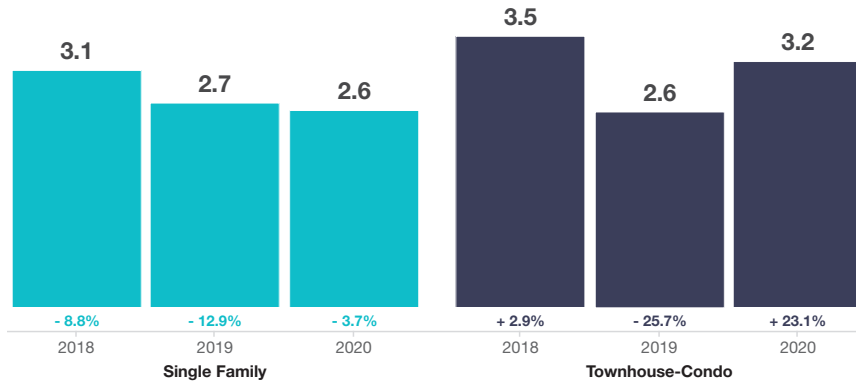


Months Supply of Inventory

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.



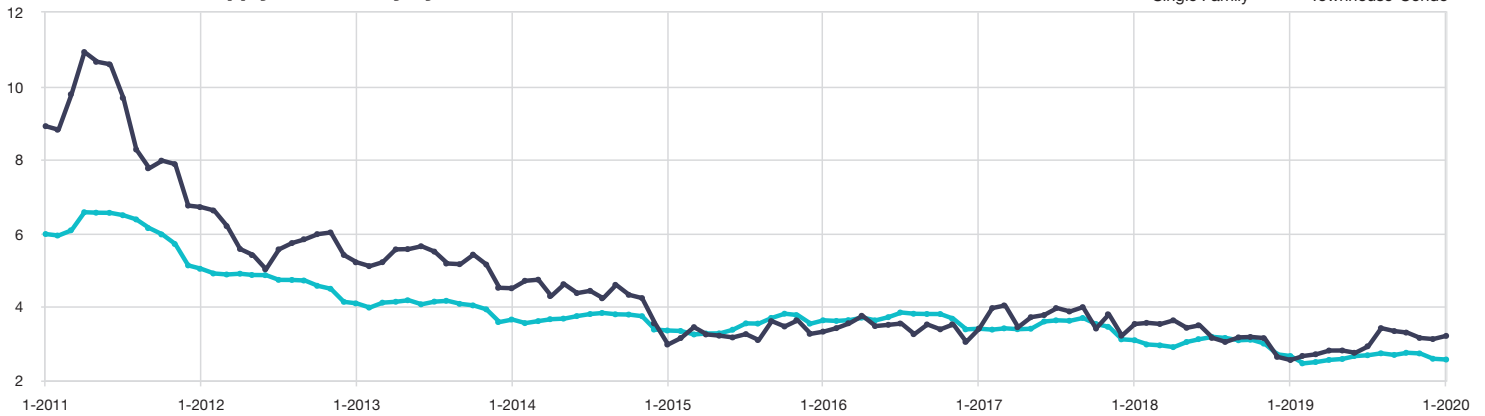
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2019	2.5	-16.7%	2.7	-25.0%
Mar-2019	2.5	-16.7%	2.7	-22.9%
Apr-2019	2.6	-10.3%	2.8	-22.2%
May-2019	2.6	-13.3%	2.8	-17.6%
Jun-2019	2.7	-12.9%	2.8	-20.0%
Jul-2019	2.7	-15.6%	2.9	-9.4%
Aug-2019	2.7	-15.6%	3.4	+13.3%
Sep-2019	2.7	-12.9%	3.3	+3.1%
Oct-2019	2.8	-9.7%	3.3	+3.1%
Nov-2019	2.7	-10.0%	3.2	0.0%
Dec-2019	2.6	-3.7%	3.1	+19.2%
Jan-2020	2.6	-3.7%	3.2	+23.1%
12-Month Avg*	2.6	-12.2%	3.0	-6.0%

* Months Supply for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Overview

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



Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,246	2,700	+ 20.2%	2,246	2,700	+ 20.2%
Pending Sales		1,788	2,153	+ 20.4%	1,788	2,153	+ 20.4%
Closed Sales		1,309	1,418	+ 8.3%	1,309	1,418	+ 8.3%
Days on Market Until Sale		62	49	- 21.0%	62	49	- 21.0%
Median Sales Price		\$163,000	\$170,000	+ 4.3%	\$163,000	\$170,000	+ 4.3%
Average Sales Price		\$197,519	\$198,553	+ 0.5%	\$197,519	\$198,553	+ 0.5%
Percent of List Price Received		96.8%	97.5%	+ 0.7%	96.8%	97.5%	+ 0.7%
Housing Affordability Index		175	180	+ 2.9%	175	180	+ 2.9%
Inventory of Homes for Sale		5,380	5,548	+ 3.1%	—	—	—
Months Supply of Inventory		2.7	2.6	- 3.7%	—	—	—