



March 2020 Residential Sales

Date: April 10, 2020

RE: For immediate Release

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

Quick Facts

-4.9%	+ 6.9%	+6.0%
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.

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week – the highest in history more than four times over.

New Listings increased 9.2 percent for Single Family homes 21.3 percent for Townhouse-Condo homes. Pending Sales increased 3.6 percent for Single Family homes but decreased 12.9 percent for Townhouse-Condo homes. Inventory increased 5.1 percent for Single Family homes and 36.6 percent for Townhouse-Condo Homes.

Months' Supply of Inventory Remains Flat

Month's Supply of Inventory remained flat for Single Family homes but increased 33.3 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 6.8 percent to \$189,000 for Single Family homes 40.1 percent to \$123,250 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 20.7 percent for Single Family homes but increased 29.4 percent for Townhouse-Condo homes.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.



Below you will find copies of the MLS Statistical Reports for

March 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 **(03/01/2020) through (03/31/2020)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 8:30AM CT on **04/10/2020**.

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 **March 2020** as compared to **February 2020** and **March 2019**. These statistics are supplied by MLSOK, Inc.

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

	<u>March 2020</u>	<u>February 2020</u>	<u>March 2019</u>
TOTAL CLOSED	2041	1675	1560
TOTAL \$ VOLUME	\$ 439,074,346	\$ 354,625,803	\$307,734,194
AVERAGE PRICE	\$ 214,916	\$ 211,717	\$ 197,266
MEDIAN PRICE	\$ 168,130	\$ 180,000	\$ 169,900
% SELLING PRICE TO LIST PRICE	98 %	98 %	97 %
DAYS ON MARKET	44	50	62
NUMBER OF LISTINGS	5498	5197	5917

TOTAL CLOSED	2041
TOTAL \$ VOLUME	\$ 439,074,346
AVERAGE SELLING PRICE	\$ 214,916
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 168,130
AVERAGE DAYS ON MARKET	44
# OF ACTIVE LISTINGS CURRENTLY	5498
TOTAL UNDER CONTRACT (Pending)	1783
AVERAGE VALUE (Pending)	\$ 218,903



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
February	1675	\$354,625,803	3550
March	2041	\$439,074,346	3824

All MLSOK

Entire MLSOK Market Area

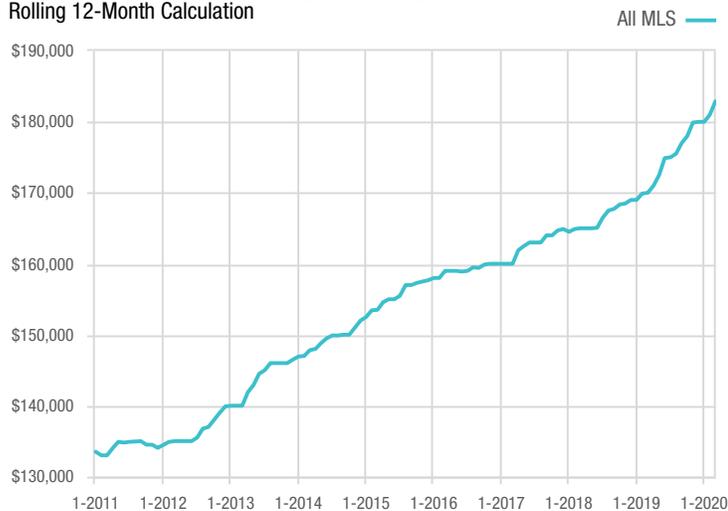
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	2,664	2,908	+ 9.2%	6,872	7,880	+ 14.7%
Pending Sales	2,172	2,250	+ 3.6%	5,885	6,301	+ 7.1%
Closed Sales	2,049	1,948	- 4.9%	4,882	5,057	+ 3.6%
Days on Market Until Sale	58	46	- 20.7%	60	48	- 20.0%
Median Sales Price*	\$177,000	\$189,000	+ 6.8%	\$171,904	\$182,400	+ 6.1%
Average Sales Price*	\$210,047	\$216,518	+ 3.1%	\$203,498	\$210,776	+ 3.6%
Percent of List Price Received*	97.7%	98.3%	+ 0.6%	97.4%	97.9%	+ 0.5%
Inventory of Homes for Sale	4,907	5,156	+ 5.1%	—	—	—
Months Supply of Inventory	2.5	2.5	0.0%	—	—	—

Townhouse-Condo	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	75	91	+ 21.3%	203	236	+ 16.3%
Pending Sales	62	54	- 12.9%	155	164	+ 5.8%
Closed Sales	62	60	- 3.2%	130	142	+ 9.2%
Days on Market Until Sale	51	66	+ 29.4%	59	53	- 10.2%
Median Sales Price*	\$87,950	\$123,250	+ 40.1%	\$100,000	\$129,450	+ 29.5%
Average Sales Price*	\$124,390	\$156,973	+ 26.2%	\$145,359	\$162,728	+ 11.9%
Percent of List Price Received*	95.7%	95.1%	- 0.6%	95.5%	95.9%	+ 0.4%
Inventory of Homes for Sale	142	194	+ 36.6%	—	—	—
Months Supply of Inventory	2.7	3.6	+ 33.3%	—	—	—

* 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.

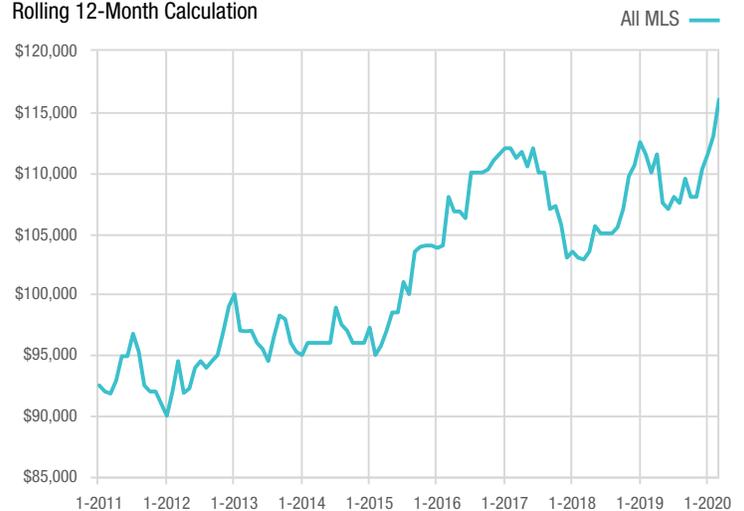
Median Sales Price - Single Family

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.

March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week—the highest in history more than four times over.

New Listings increased 9.2 percent for Single Family homes and 21.3 percent for Townhouse-Condo homes. Pending Sales increased 3.6 percent for Single Family homes but decreased 12.9 percent for Townhouse-Condo homes. Inventory increased 5.1 percent for Single Family homes and 36.6 percent for Townhouse-Condo homes.

Median Sales Price increased 6.8 percent to \$189,000 for Single Family homes and 40.1 percent to \$123,250 for Townhouse-Condo homes. Days on Market decreased 20.7 percent for Single Family homes but increased 29.4 percent for Townhouse-Condo homes. Months Supply of Inventory remained flat for Single Family homes but increased 33.3 percent for Townhouse-Condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Quick Facts

- 4.9%

Change in Number of
Closed Sales
All Properties

+ 6.9%

Change in Number of
Median Sales Price
All Properties

+ 6.0%

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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,664	2,908	+ 9.2%	6,872	7,880	+ 14.7%
Pending Sales		2,172	2,250	+ 3.6%	5,885	6,301	+ 7.1%
Closed Sales		2,049	1,948	- 4.9%	4,882	5,057	+ 3.6%
Days on Market until Sale		58	46	- 20.7%	60	48	- 20.0%
Median Sales Price		\$177,000	\$189,000	+ 6.8%	\$171,904	\$182,400	+ 6.1%
Average Sales Price		\$210,047	\$216,518	+ 3.1%	\$203,498	\$210,776	+ 3.6%
Percent of List Price Received		97.7%	98.3%	+ 0.6%	97.4%	97.9%	+ 0.5%
Housing Affordability Index		164	162	- 1.2%	169	168	- 0.6%
Inventory of Homes for Sale		4,907	5,156	+ 5.1%	—	—	—
Months Supply of Inventory		2.5	2.5	0.0%	—	—	—

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.



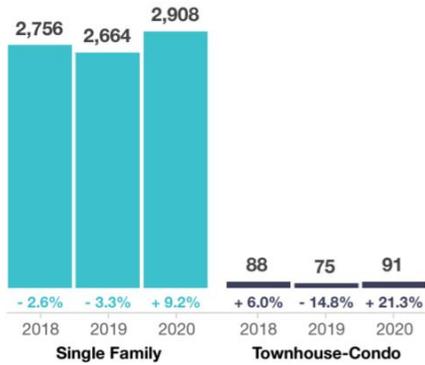
Key Metrics	Historical Sparkbars	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		75	91	+ 21.3%	203	236	+ 16.3%
Pending Sales		62	54	- 12.9%	155	164	+ 5.8%
Closed Sales		62	60	- 3.2%	130	142	+ 9.2%
Days on Market until Sale		51	66	+ 29.4%	59	53	- 10.2%
Median Sales Price		\$87,950	\$123,250	+ 40.1%	\$100,000	\$129,450	+ 29.5%
Average Sales Price		\$124,390	\$156,973	+ 26.2%	\$145,359	\$162,728	+ 11.9%
Percent of List Price Received		95.7%	95.1%	- 0.6%	95.5%	95.9%	+ 0.4%
Housing Affordability Index		353	265	- 24.9%	311	252	- 19.0%
Inventory of Homes for Sale		142	194	+ 36.6%	—	—	—
Months Supply of Inventory		2.7	3.6	+ 33.3%	—	—	—

New Listings

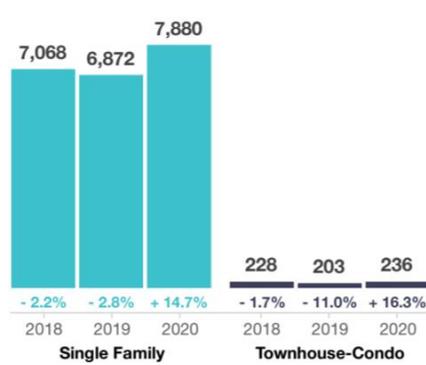
A count of the properties that have been newly listed on the market in a given month.



March

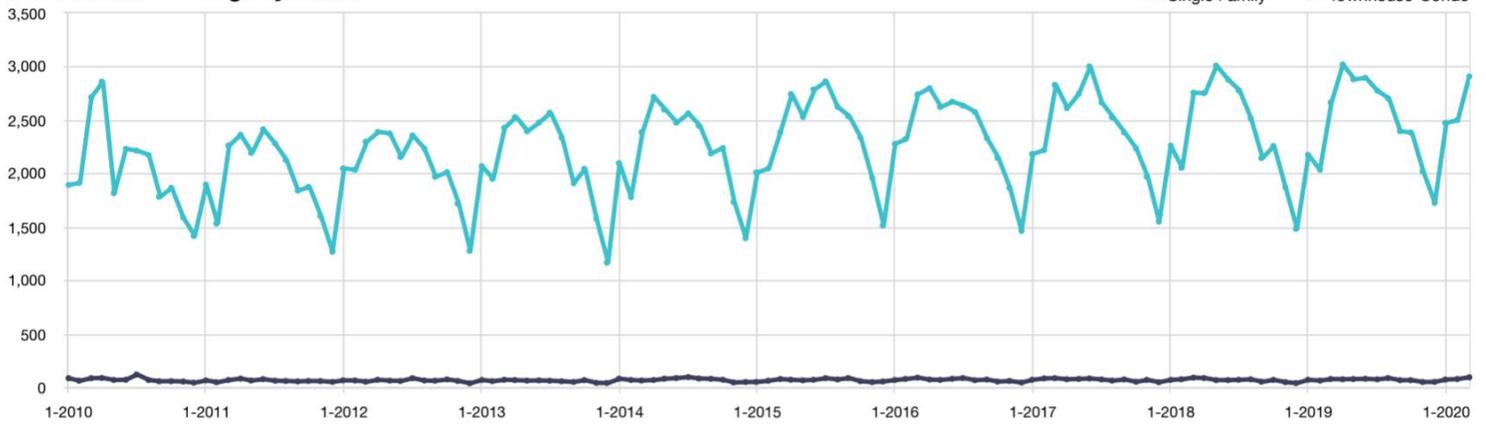


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2019	3,021	+ 9.8%	73	- 13.1%
May-2019	2,881	- 4.3%	75	+ 15.4%
Jun-2019	2,895	+ 0.6%	77	+ 18.5%
Jul-2019	2,774	- 0.1%	72	+ 5.9%
Aug-2019	2,703	+ 7.6%	84	+ 16.7%
Sep-2019	2,395	+ 11.7%	64	+ 28.0%
Oct-2019	2,383	+ 5.6%	64	- 4.5%
Nov-2019	2,019	+ 7.9%	47	+ 2.2%
Dec-2019	1,724	+ 16.4%	48	+ 29.7%
Jan-2020	2,473	+ 13.8%	70	+ 2.9%
Feb-2020	2,499	+ 22.9%	75	+ 25.0%
Mar-2020	2,908	+ 9.2%	91	+ 21.3%
12-Month Avg	2,556	+ 7.4%	70	+ 11.1%

Historical New Listings by Month

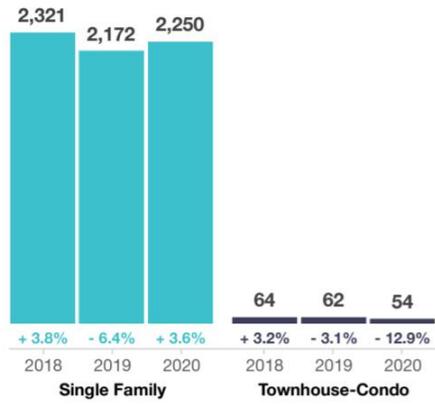


Pending Sales

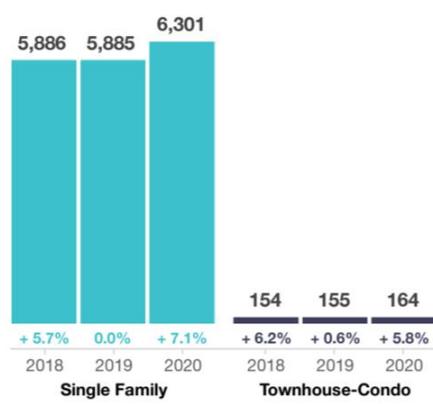
A count of the properties on which offers have been accepted in a given month.



March

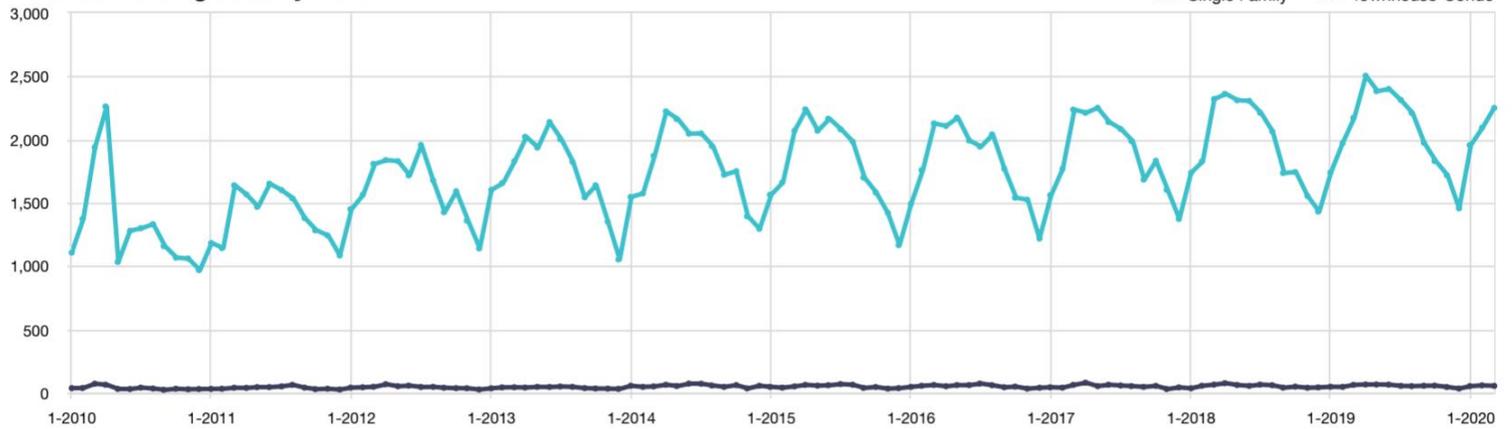


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2019	2,505	+ 6.1%	65	- 13.3%
May-2019	2,383	+ 3.1%	65	+ 6.6%
Jun-2019	2,400	+ 4.1%	64	+ 18.5%
Jul-2019	2,313	+ 4.6%	54	- 15.6%
Aug-2019	2,211	+ 7.1%	52	- 11.9%
Sep-2019	1,975	+ 13.8%	55	+ 37.5%
Oct-2019	1,830	+ 4.9%	56	+ 16.7%
Nov-2019	1,719	+ 10.5%	45	+ 15.4%
Dec-2019	1,457	+ 1.8%	33	- 21.4%
Jan-2020	1,957	+ 12.4%	52	+ 10.6%
Feb-2020	2,094	+ 6.2%	58	+ 26.1%
Mar-2020	2,250	+ 3.6%	54	- 12.9%
12-Month Avg	2,091	+ 6.3%	54	+ 1.9%

Historical Pending Sales by Month

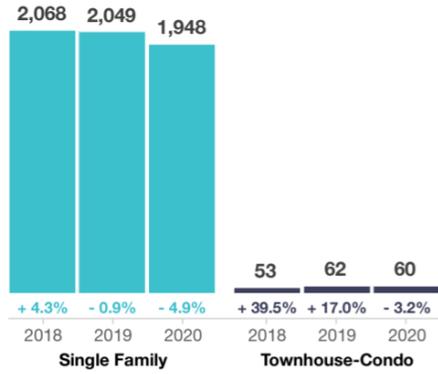


Closed Sales

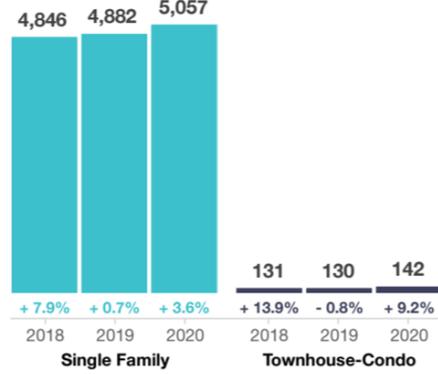
A count of the actual sales that closed in a given month.



March

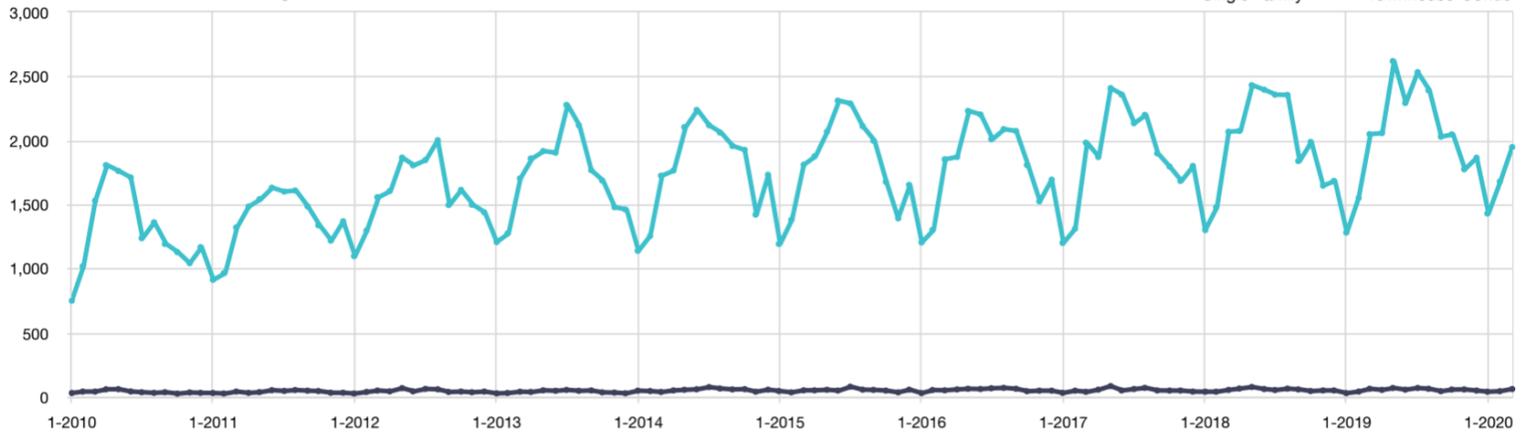


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2019	2,057	-0.8%	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	2,391	+1.5%	62	-1.6%
Sep-2019	2,029	+10.3%	43	-24.6%
Oct-2019	2,047	+3.0%	56	+27.3%
Nov-2019	1,775	+7.8%	57	+16.3%
Dec-2019	1,865	+10.7%	48	-2.0%
Jan-2020	1,430	+11.6%	39	+39.3%
Feb-2020	1,679	+8.2%	43	+7.5%
Mar-2020	1,948	-4.9%	60	-3.2%
12-Month Avg	2,055	+4.3%	54	0.0%

Historical Closed Sales by Month

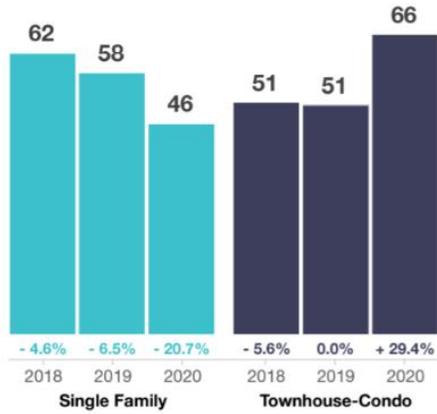


Days on Market until Sale

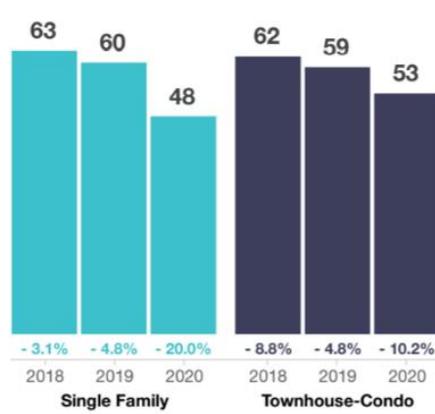
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



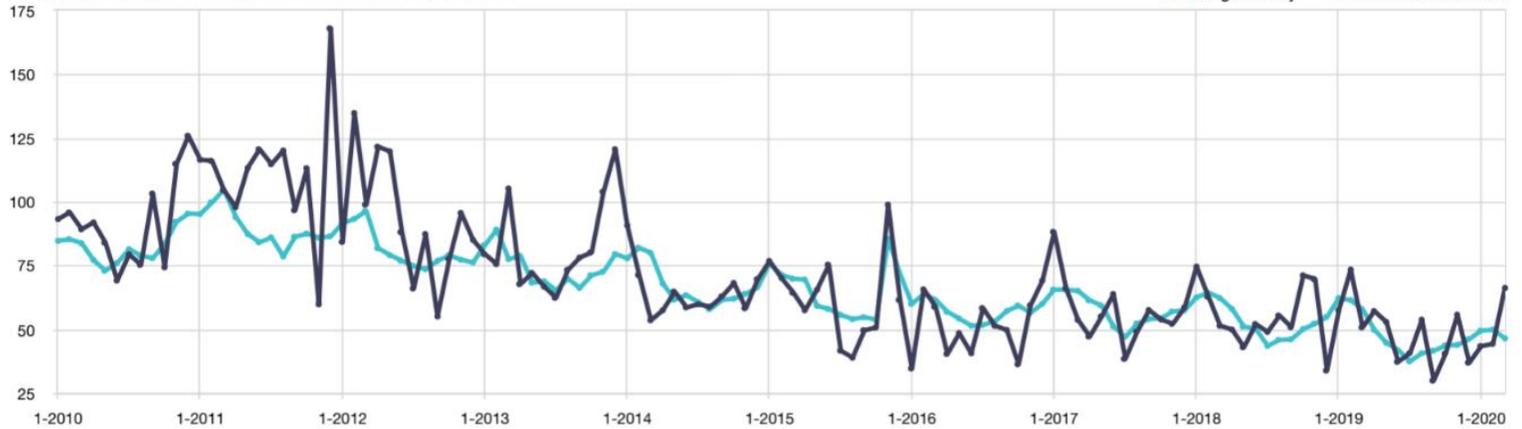
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	49	-21.0%	43	-24.6%
Feb-2020	50	-18.0%	44	-39.7%
Mar-2020	46	-20.7%	66	+29.4%
12-Month Avg*	44	-15.1%	47	-11.5%

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

Historical Days on Market until Sale by Month

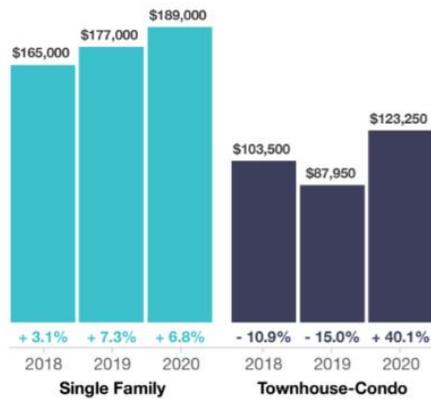


Median Sales Price

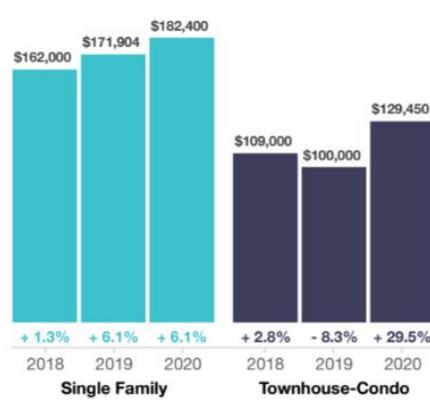
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$184,042	+ 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	\$181,362	+ 8.9%	\$123,000	- 1.6%
Dec-2019	\$180,000	+ 8.4%	\$135,000	+ 26.2%
Jan-2020	\$171,950	+ 4.8%	\$129,900	- 11.9%
Feb-2020	\$184,249	+ 7.1%	\$136,300	+ 36.0%
Mar-2020	\$189,000	+ 6.8%	\$123,250	+ 40.1%
12-Month Avg*	\$182,900	+ 7.6%	\$116,000	+ 5.5%

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

Historical Median Sales Price by Month

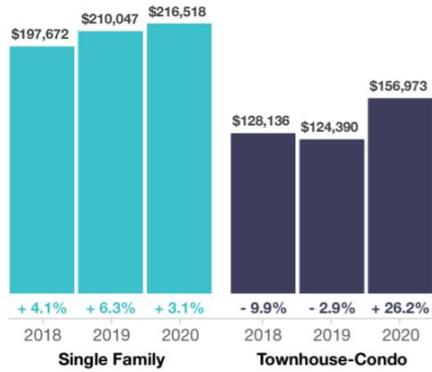


Average Sales Price

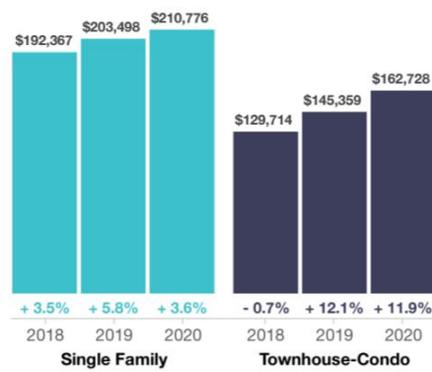
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



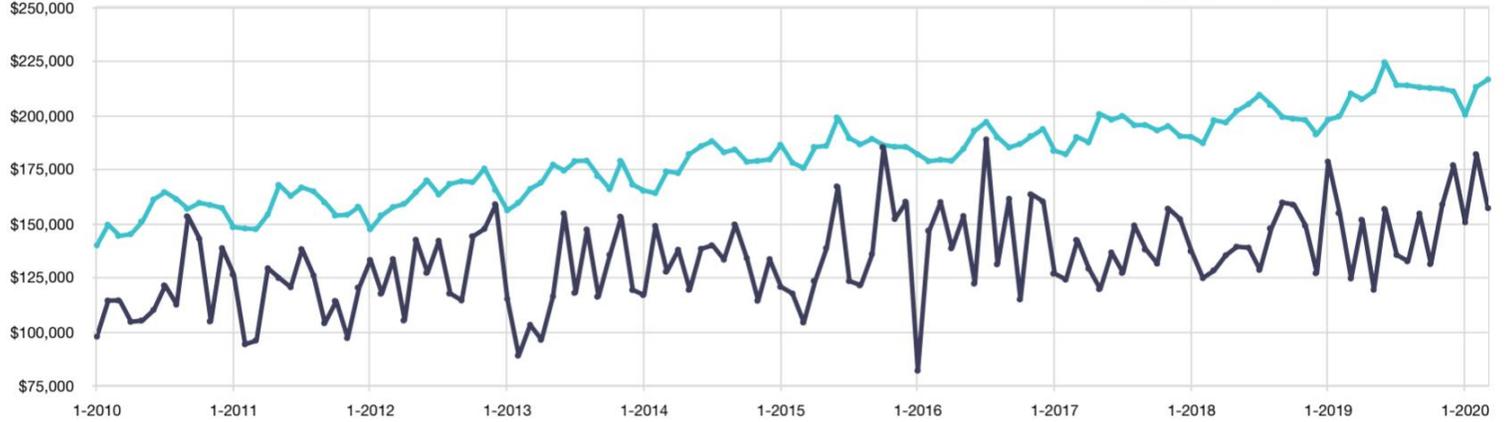
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2019	\$207,420	+ 5.5%	\$151,542	+ 12.2%
May-2019	\$211,144	+ 4.5%	\$119,153	- 14.3%
Jun-2019	\$224,476	+ 9.4%	\$156,539	+ 12.9%
Jul-2019	\$213,931	+ 2.2%	\$135,264	+ 5.4%
Aug-2019	\$213,788	+ 4.4%	\$132,353	- 10.3%
Sep-2019	\$212,893	+ 6.9%	\$154,401	- 3.2%
Oct-2019	\$212,524	+ 7.2%	\$131,051	- 17.3%
Nov-2019	\$212,177	+ 7.3%	\$158,688	+ 6.6%
Dec-2019	\$211,069	+ 10.4%	\$176,828	+ 39.4%
Jan-2020	\$200,230	+ 1.2%	\$150,424	- 15.7%
Feb-2020	\$213,108	+ 6.9%	\$181,919	+ 17.6%
Mar-2020	\$216,518	+ 3.1%	\$156,973	+ 26.2%
12-Month Avg*	\$212,869	+ 5.6%	\$148,414	+ 3.9%

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

Historical Average Sales Price by Month

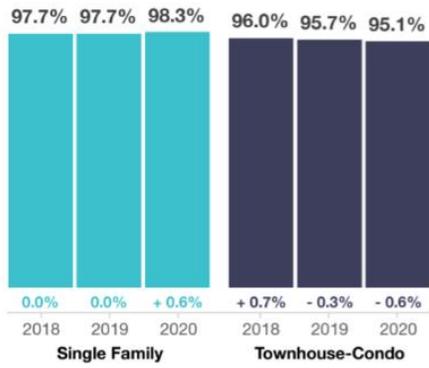


Percent of List Price Received

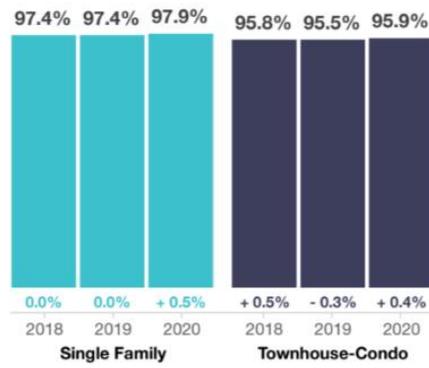


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	97.1%	+ 2.3%
Feb-2020	97.6%	+ 0.2%	96.0%	+ 0.5%
Mar-2020	98.3%	+ 0.6%	95.1%	- 0.6%
12-Month Avg*	97.9%	+ 0.4%	96.3%	+ 0.4%

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

Historical Percent of List Price Received by Month

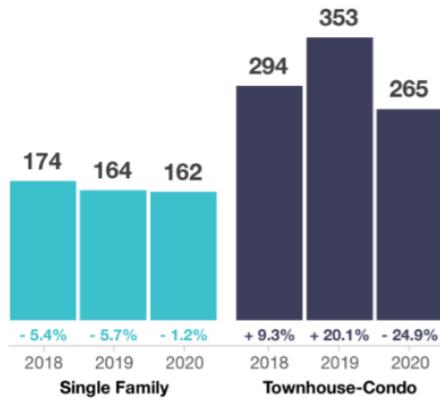


Housing Affordability Index

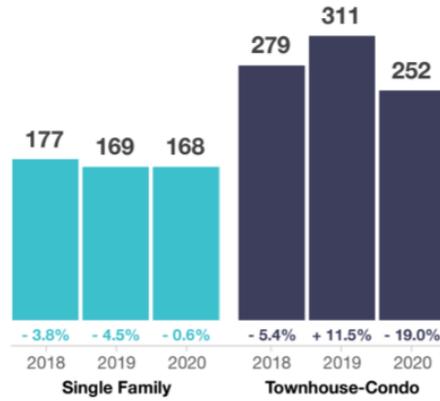


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affo

March

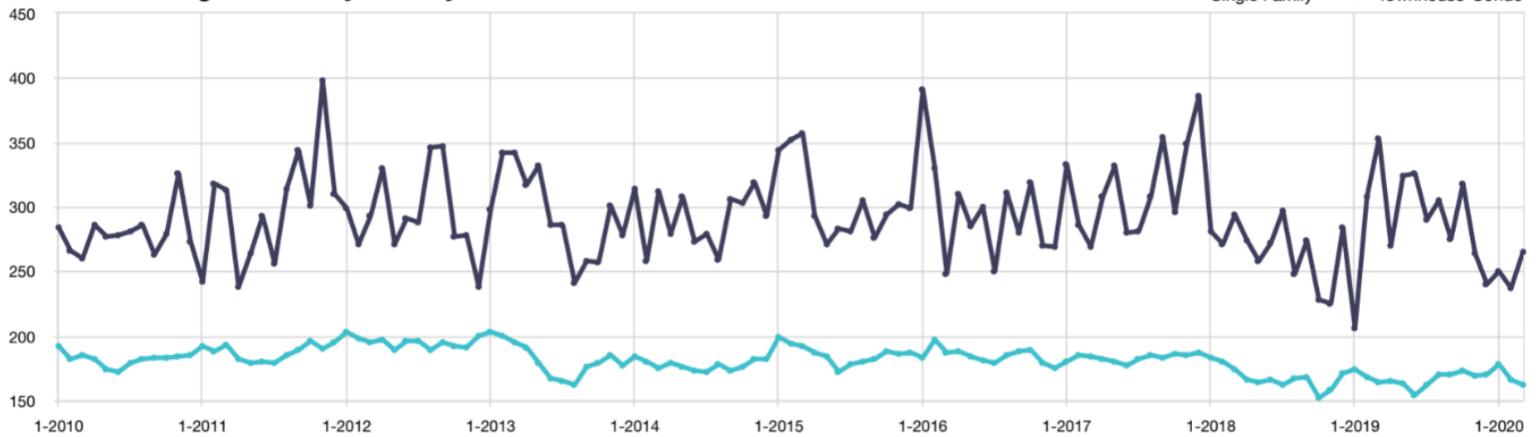


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	169	+7.0%	264	+17.3%
Dec-2019	170	-0.6%	240	-15.5%
Jan-2020	178	+2.3%	250	+21.4%
Feb-2020	166	-1.2%	237	-23.1%
Mar-2020	162	-1.2%	265	-24.9%
12-Month Avg	167	+1.2%	280	+4.1%

Historical Housing Affordability Index by Month

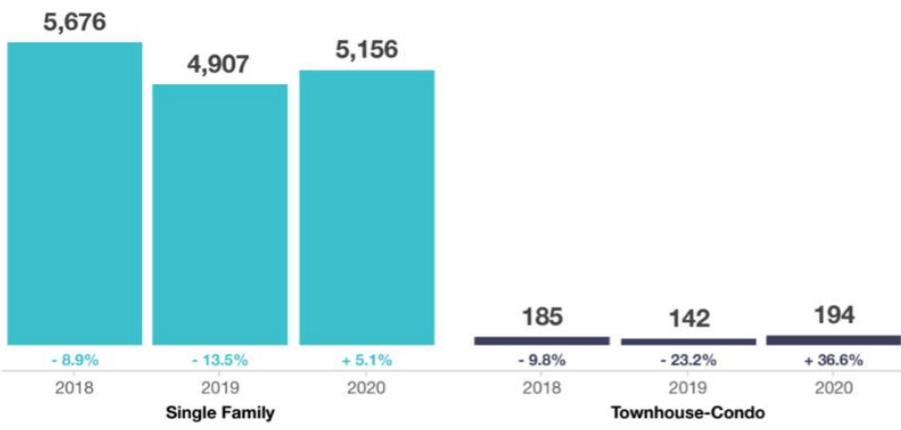


Inventory of Homes for Sale

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

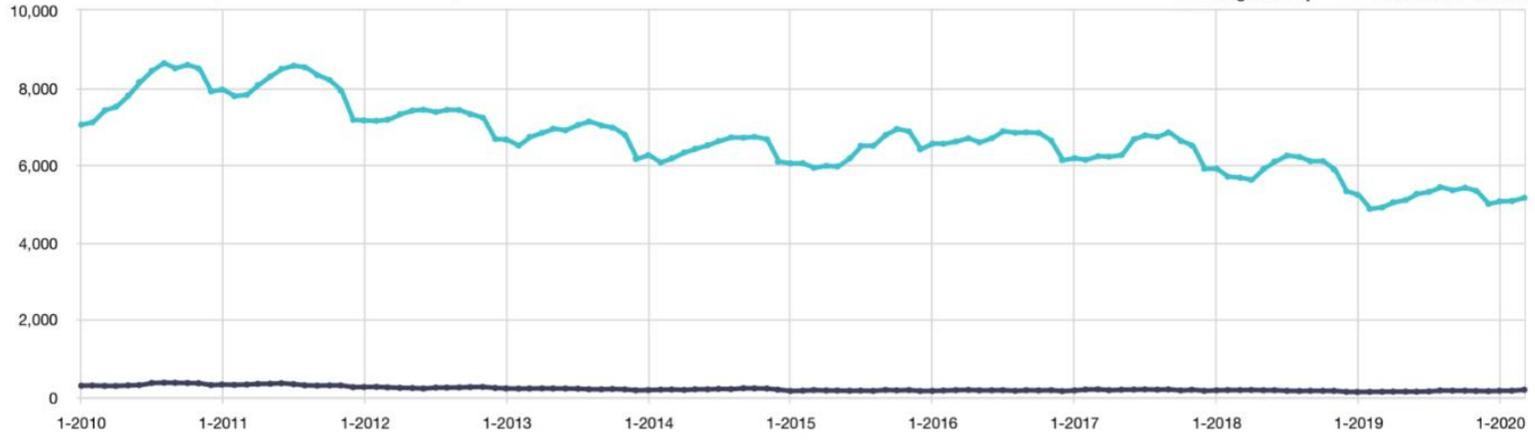


March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2019	5,039	- 10.3%	145	- 23.3%
May-2019	5,096	- 13.7%	145	- 19.9%
Jun-2019	5,259	- 13.7%	144	- 20.9%
Jul-2019	5,309	- 15.0%	150	- 9.6%
Aug-2019	5,429	- 12.6%	175	+ 8.0%
Sep-2019	5,348	- 12.3%	170	+ 1.8%
Oct-2019	5,416	- 11.3%	169	+ 1.8%
Nov-2019	5,332	- 9.4%	163	- 1.8%
Dec-2019	4,998	- 6.1%	157	+ 12.9%
Jan-2020	5,062	- 3.3%	168	+ 23.5%
Feb-2020	5,070	+ 4.1%	169	+ 20.7%
Mar-2020	5,156	+ 5.1%	194	+ 36.6%
12-Month Avg	5,210	- 8.7%	162	+ 0.6%

Historical Inventory of Homes for Sale by Month



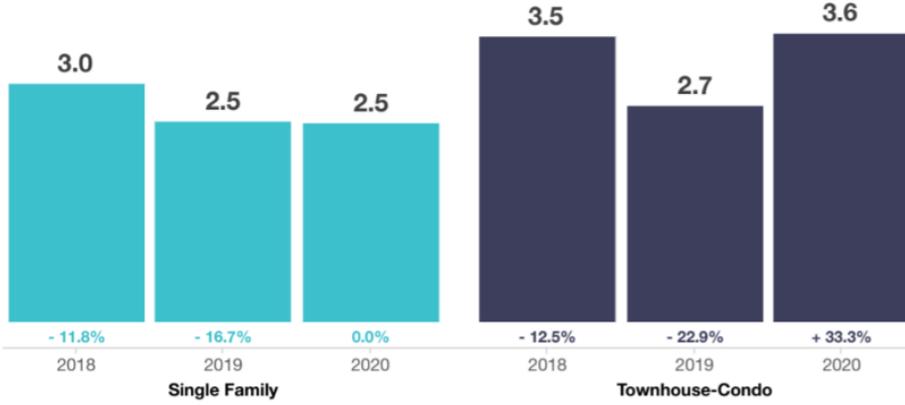
Current as of April 7, 2020. All data from MLSOK. Report © 2020 ShowingTime. | 12

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.



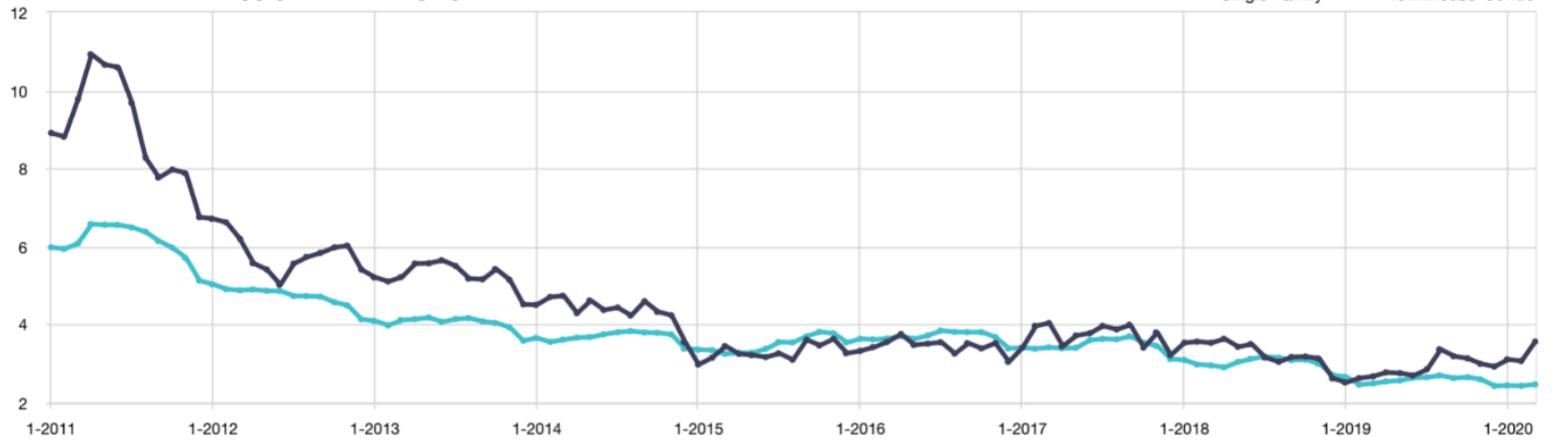
March



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Apr-2019	2.5	-13.8%	2.8	-22.2%
May-2019	2.6	-13.3%	2.8	-17.6%
Jun-2019	2.6	-16.1%	2.7	-22.9%
Jul-2019	2.7	-15.6%	2.9	-9.4%
Aug-2019	2.7	-15.6%	3.4	+13.3%
Sep-2019	2.6	-16.1%	3.2	0.0%
Oct-2019	2.7	-12.9%	3.1	-3.1%
Nov-2019	2.6	-13.3%	3.0	-3.2%
Dec-2019	2.4	-11.1%	2.9	+11.5%
Jan-2020	2.4	-11.1%	3.1	+24.0%
Feb-2020	2.4	-4.0%	3.1	+19.2%
Mar-2020	2.5	0.0%	3.6	+33.3%
12-Month Avg*	2.6	-12.0%	3.0	-0.7%

* Months Supply for all properties from April 2019 through March 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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,739	2,999	+ 9.5%	7,075	8,116	+ 14.7%
Pending Sales		2,234	2,304	+ 3.1%	6,040	6,465	+ 7.0%
Closed Sales		2,111	2,008	- 4.9%	5,012	5,199	+ 3.7%
Days on Market until Sale		58	47	- 19.0%	60	49	- 18.3%
Median Sales Price		\$175,000	\$187,000	+ 6.9%	\$170,000	\$180,000	+ 5.9%
Average Sales Price		\$207,525	\$214,734	+ 3.5%	\$201,985	\$209,461	+ 3.7%
Percent of List Price Received		97.6%	98.2%	+ 0.6%	97.3%	97.8%	+ 0.5%
Housing Affordability Index		166	163	- 1.8%	171	170	- 0.6%
Inventory of Homes for Sale		5,049	5,350	+ 6.0%	—	—	—
Months Supply of Inventory		2.5	2.5	0.0%	—	—	—