



## August 2020 Residential Sales

Date: September 10, 2020  
RE: For immediate Release

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

### Quick Facts

<b>+11.2%</b>	<b>+ 15.1%</b>	<b>-26.4%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

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

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings increased 7.3 percent for Single Family homes but decreased 6.3 for Townhouse-Condo homes. Pending Sales increased 36.2 percent for Single Family homes and 26.9 percent for Townhouse-Condo homes. Inventory decreased 17.7 percent for Single Family homes but increased 20.3 percent for Townhouse-Condo Homes.

#### Months' Supply of Inventory Decreases



**Month's Supply of Inventory decreased** 23.1 percent for Single Family homes and 17.9 percent for Townhouse-Condo homes.

#### Median Sales Price Increases



**Median Sales Price increased** 13.6 percent to \$210,000 for Single Family homes and 28.7 percent to \$140,250 for Townhouse-Condo homes.

#### Average Days on Market Decreases



**Days on Market decreased** 9.8 percent for Single Family homes and 49.1 percent for Townhouse-Condo homes.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming election and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tail winds in the near term.



Below you will find copies of the MLS Statistical Reports for

**August 2020**

**PLEASE NOTE**

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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 **(08/01/2020) through (08/31/2020)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 3:00PM CT on **09/10/2020**.

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

Should you have any questions, please email [mlstechsupport@okcmar.org](mailto:mlstechsupport@okcmar.org).

	<u>August 2020</u>	<u>July 2020</u>	<u>August 2019</u>
<b>TOTAL CLOSED</b>	2768	2915	2383
<b>TOTAL \$ VOLUME</b>	\$ 665,988,543	\$ 678,648,931	\$ 501,731,411
<b>AVERAGE PRICE</b>	\$ 240,603	\$ 232,893	\$ 210,546
<b>MEDIAN PRICE</b>	\$ 208,000	\$ 200,664	\$180,000
<b>% SELLING PRICE TO LIST PRICE</b>	98 %	98 %	98 %
<b>DAYS ON MARKET</b>	37	37	41
<b>NUMBER OF LISTINGS</b>	6909	4291	6376

<b>TOTAL CLOSED</b>	2768
<b>TOTAL \$ VOLUME</b>	\$ 665,988,543
<b>AVERAGE SELLING PRICE</b>	\$ 240,603
<b>% SELLING PRICE TO LIST PRICE</b>	98 %
<b>MEDIAN PRICE</b>	\$ 208,000
<b>AVERAGE DAYS ON MARKET</b>	37
<b># OF ACTIVE LISTINGS CURRENTLY</b>	6909
<b>TOTAL UNDER CONTRACT (Pending)</b>	2527
<b>AVERAGE VALUE (Pending)</b>	\$ 213,906



**RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:**

Condos  
Half Duplexes  
Manufactured Homes  
Patio Homes  
Single Family Homes  
Townhouses

<b>MONTH</b>	<b>TOTAL CLOSED</b>	<b>DOLLAR VOLUME</b>	<b>RESIDENTIAL LISTINGS PROCESSED</b>
January	1441	\$ 285,465,912	3108
February	1675	\$354,625,803	3550
March	2041	\$439,074,346	3824
April	1908	\$412,108,026	3778
May	2013	\$429,954,619	4622
June	2750	\$627,910,056	5425
July	2914	\$678,648,931	5463

# Local Market Update – August 2020

A FREE RESEARCH TOOL FROM MLSOK



## All MLSOK

Entire MLSOK Market Area

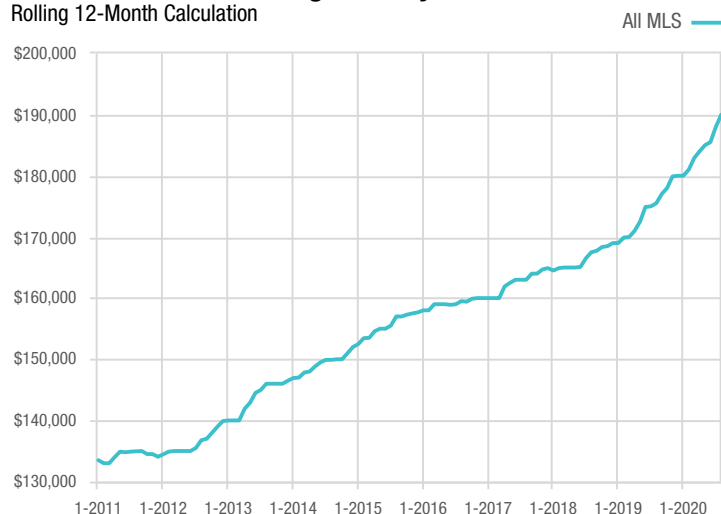
Single Family	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	2,688	<b>2,885</b>	+ 7.3%	21,090	<b>21,962</b>	+ 4.1%
Pending Sales	2,207	<b>3,006</b>	+ 36.2%	17,683	<b>19,776</b>	+ 11.8%
Closed Sales	2,394	<b>2,667</b>	+ 11.4%	16,775	<b>17,400</b>	+ 3.7%
Days on Market Until Sale	41	<b>37</b>	- 9.8%	48	<b>41</b>	- 14.6%
Median Sales Price*	\$184,900	<b>\$210,000</b>	+ 13.6%	\$180,000	<b>\$195,000</b>	+ 8.3%
Average Sales Price*	\$213,834	<b>\$243,178</b>	+ 13.7%	\$211,105	<b>\$224,670</b>	+ 6.4%
Percent of List Price Received*	98.0%	<b>98.9%</b>	+ 0.9%	97.9%	<b>98.4%</b>	+ 0.5%
Inventory of Homes for Sale	5,375	<b>3,906</b>	- 27.3%	—	—	—
Months Supply of Inventory	2.7	<b>1.8</b>	- 33.3%	—	—	—

Townhouse-Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	80	<b>75</b>	- 6.3%	578	<b>567</b>	- 1.9%
Pending Sales	52	<b>66</b>	+ 26.9%	455	<b>460</b>	+ 1.1%
Closed Sales	63	<b>66</b>	+ 4.8%	437	<b>415</b>	- 5.0%
Days on Market Until Sale	53	<b>27</b>	- 49.1%	51	<b>47</b>	- 7.8%
Median Sales Price*	\$109,000	<b>\$140,250</b>	+ 28.7%	\$105,000	<b>\$125,000</b>	+ 19.0%
Average Sales Price*	\$132,395	<b>\$156,989</b>	+ 18.6%	\$140,010	<b>\$158,710</b>	+ 13.4%
Percent of List Price Received*	96.8%	<b>96.2%</b>	- 0.6%	96.1%	<b>96.2%</b>	+ 0.1%
Inventory of Homes for Sale	169	<b>173</b>	+ 2.4%	—	—	—
Months Supply of Inventory	3.3	<b>3.2</b>	- 3.0%	—	—	—

\* 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.

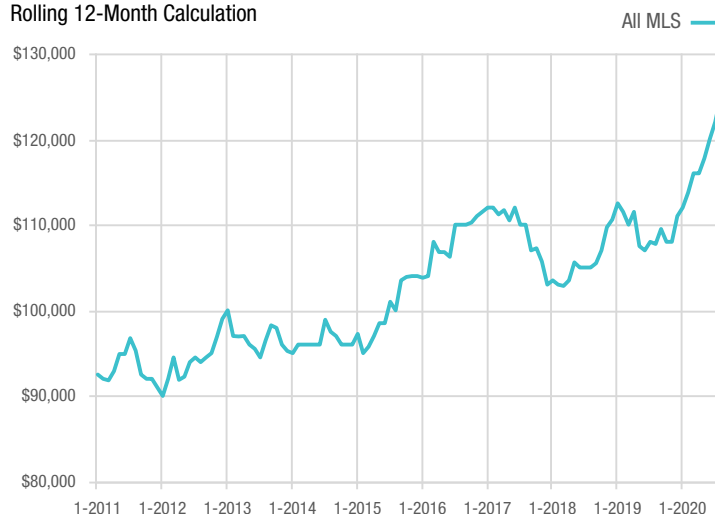
### Median Sales Price - Single Family

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



## August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings increased 7.3 percent for Single Family homes but decreased 6.3 percent for Townhouse-Condo homes. Pending Sales increased 36.2 percent for Single Family homes and 26.9 percent for Townhouse-Condo homes. Inventory decreased 27.3 percent for Single Family homes but increased 2.4 percent for Townhouse-Condo homes.

Median Sales Price increased 13.6 percent to \$210,000 for Single Family homes and 28.7 percent to \$140,250 for Townhouse-Condo homes. Days on Market decreased 9.8 percent for Single Family homes and 49.1 percent for Townhouse-Condo homes. Months Supply of Inventory decreased 33.3 percent for Single Family homes and 3.0 percent for Townhouse-Condo homes.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

## Quick Facts

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# 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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,688	2,885	+ 7.3%	21,090	21,962	+ 4.1%
Pending Sales		2,207	3,006	+ 36.2%	17,683	19,776	+ 11.8%
Closed Sales		2,394	2,667	+ 11.4%	16,775	17,400	+ 3.7%
Days on Market Until Sale		41	37	- 9.8%	48	41	- 14.6%
Median Sales Price		\$184,900	\$210,000	+ 13.6%	\$180,000	\$195,000	+ 8.3%
Average Sales Price		\$213,834	\$243,178	+ 13.7%	\$211,105	\$224,670	+ 6.4%
Percent of List Price Received		98.0%	98.9%	+ 0.9%	97.9%	98.4%	+ 0.5%
Housing Affordability Index		170	153	- 10.0%	174	165	- 5.2%
Inventory of Homes for Sale		5,375	3,906	- 27.3%	—	—	—
Months Supply of Inventory		2.7	1.8	- 33.3%	—	—	—

# 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.



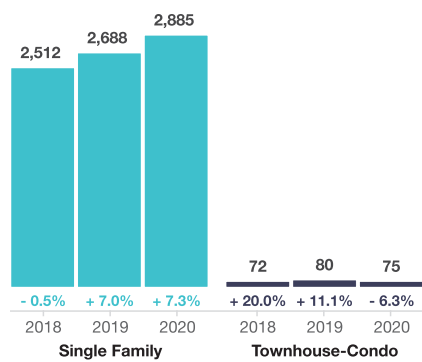
Key Metrics	Historical Sparkbars	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		80	75	- 6.3%	578	567	- 1.9%
Pending Sales		52	66	+ 26.9%	455	460	+ 1.1%
Closed Sales		63	66	+ 4.8%	437	415	- 5.0%
Days on Market Until Sale		53	27	- 49.1%	51	47	- 7.8%
Median Sales Price		\$109,000	\$140,250	+ 28.7%	\$105,000	\$125,000	+ 19.0%
Average Sales Price		\$132,395	\$156,989	+ 18.6%	\$140,010	\$158,710	+ 13.4%
Percent of List Price Received		96.8%	96.2%	- 0.6%	96.1%	96.2%	+ 0.1%
Housing Affordability Index		304	247	- 18.8%	315	278	- 11.7%
Inventory of Homes for Sale		169	173	+ 2.4%	—	—	—
Months Supply of Inventory		3.3	3.2	- 3.0%	—	—	—

# New Listings

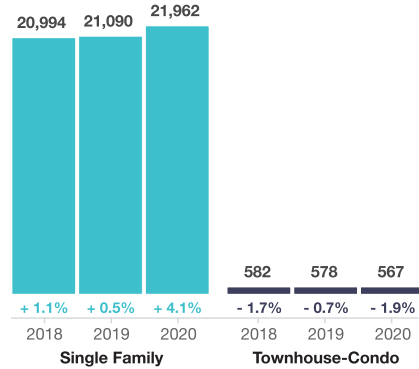
A count of the properties that have been newly listed on the market in a given month.



## August

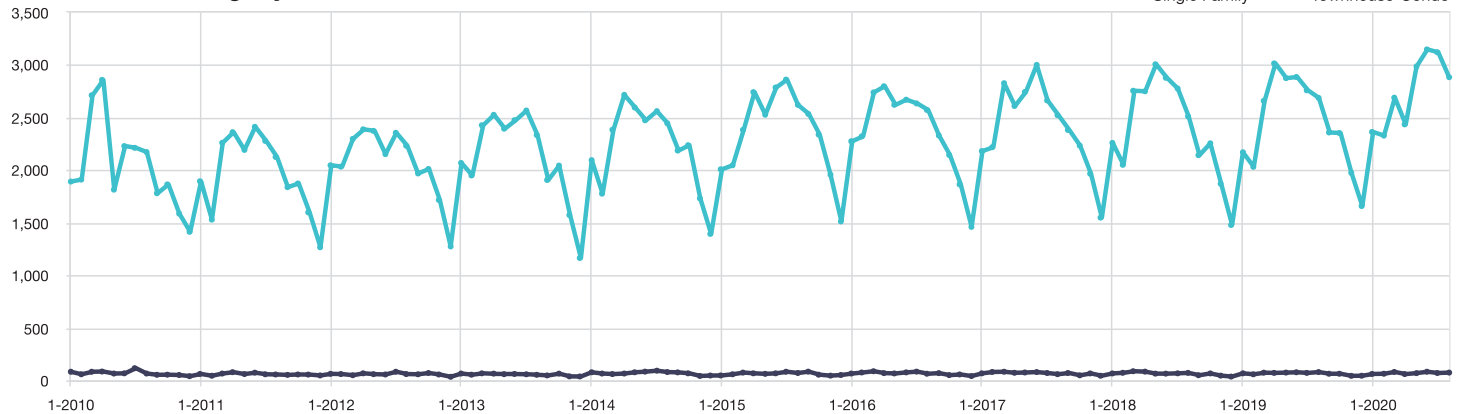


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	2,359	+ 10.1%	64	+ 28.0%
Oct-2019	2,354	+ 4.3%	64	- 4.5%
Nov-2019	1,975	+ 5.6%	44	- 4.3%
Dec-2019	1,659	+ 12.2%	45	+ 21.6%
Jan-2020	2,364	+ 8.9%	62	- 8.8%
Feb-2020	2,329	+ 14.6%	64	+ 8.5%
Mar-2020	2,690	+ 1.1%	81	+ 9.5%
Apr-2020	2,436	- 19.2%	61	- 15.3%
May-2020	2,987	+ 3.9%	70	- 6.7%
Jun-2020	3,149	+ 9.1%	83	+ 6.4%
Jul-2020	3,122	+ 13.1%	71	- 1.4%
<b>Aug-2020</b>	<b>2,885</b>	<b>+ 7.3%</b>	<b>75</b>	<b>- 6.3%</b>
12-Month Avg	2,526	+ 5.1%	65	0.0%

## Historical New Listings by Month

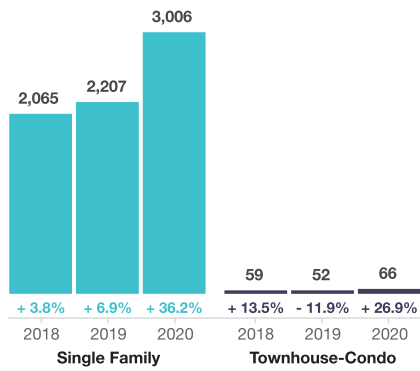


# Pending Sales

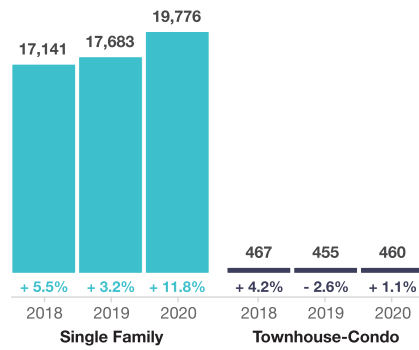
A count of the properties on which offers have been accepted in a given month.



## August

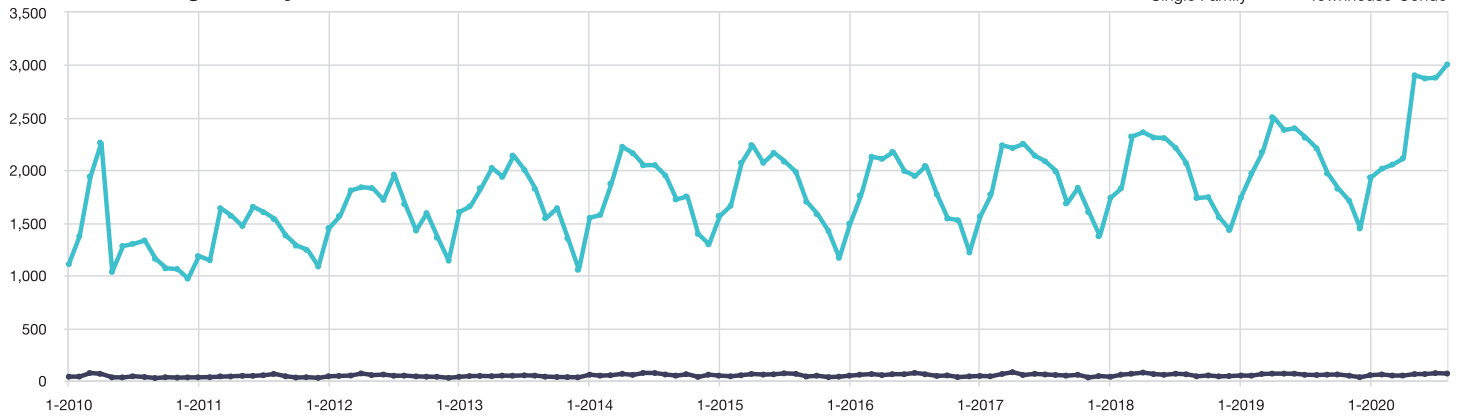


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	1,970	+ 13.5%	55	+ 37.5%
Oct-2019	1,824	+ 4.6%	57	+ 18.8%
Nov-2019	1,708	+ 9.9%	45	+ 15.4%
Dec-2019	1,446	+ 1.0%	31	- 26.2%
Jan-2020	1,932	+ 11.1%	51	+ 8.5%
Feb-2020	2,015	+ 2.3%	57	+ 23.9%
Mar-2020	2,054	- 5.4%	47	- 24.2%
Apr-2020	2,113	- 15.6%	47	- 27.7%
May-2020	2,903	+ 21.8%	61	- 6.2%
Jun-2020	2,873	+ 19.8%	61	- 4.7%
Jul-2020	2,880	+ 24.7%	70	+ 29.6%
<b>Aug-2020</b>	<b>3,006</b>	<b>+ 36.2%</b>	<b>66</b>	<b>+ 26.9%</b>
12-Month Avg	2,227	+ 10.7%	54	+ 3.8%

## Historical Pending Sales by Month

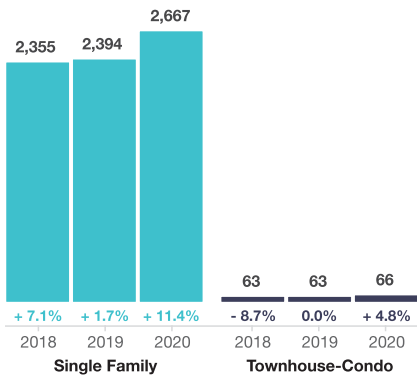


# Closed Sales

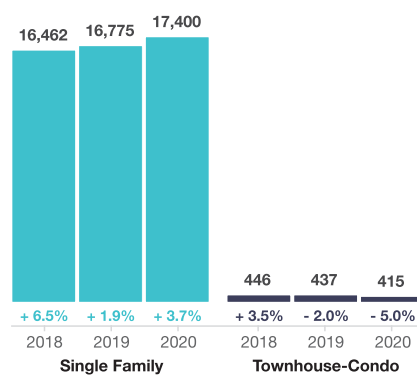
A count of the actual sales that closed in a given month.



## August

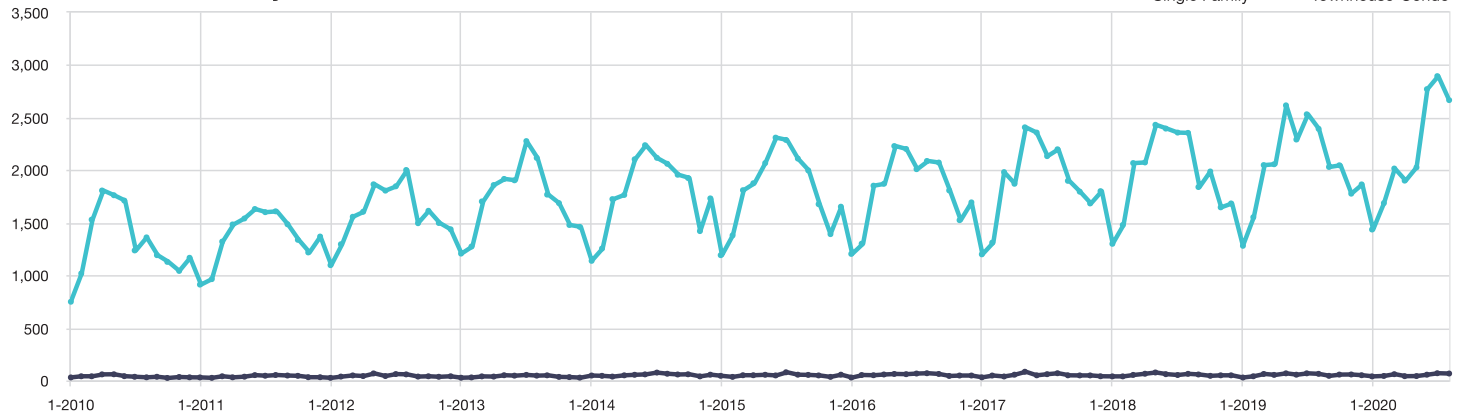


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	2,031	+ 10.4%	44	- 22.8%
Oct-2019	2,047	+ 3.0%	56	+ 27.3%
Nov-2019	1,777	+ 7.9%	57	+ 16.3%
Dec-2019	1,865	+ 10.7%	50	+ 2.0%
Jan-2020	1,436	+ 12.1%	39	+ 39.3%
Feb-2020	1,687	+ 8.6%	43	+ 7.5%
Mar-2020	2,016	- 1.6%	60	- 3.2%
Apr-2020	1,901	- 7.6%	41	- 22.6%
May-2020	2,027	- 22.5%	42	- 38.2%
Jun-2020	2,771	+ 20.9%	55	0.0%
Jul-2020	2,895	+ 14.3%	69	+ 1.5%
<b>Aug-2020</b>	<b>2,667</b>	<b>+ 11.4%</b>	<b>66</b>	<b>+ 4.8%</b>
12-Month Avg	2,093	+ 4.9%	52	- 1.9%

## Historical Closed Sales by Month

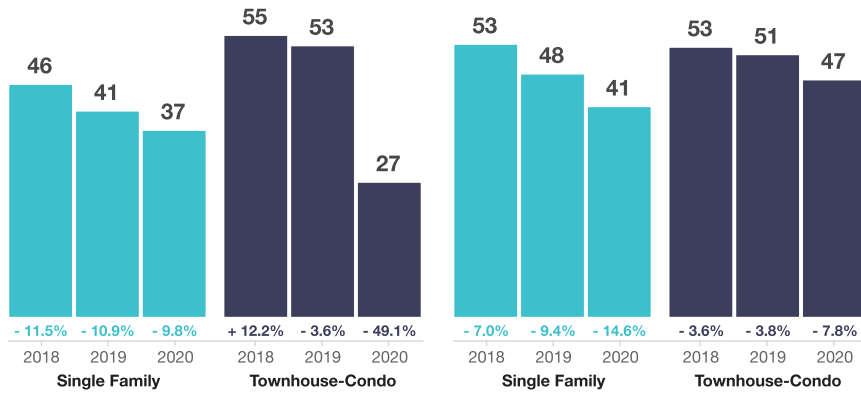


# Days on Market Until Sale

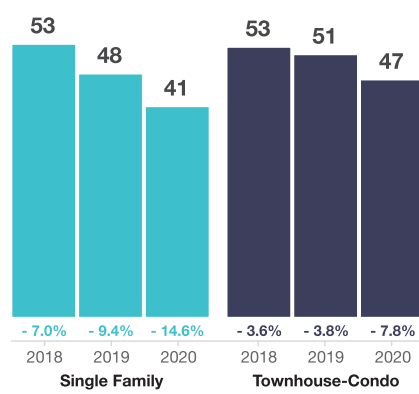
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	42	- 8.7%	35	- 31.4%
Oct-2019	44	- 12.0%	40	- 43.7%
Nov-2019	44	- 15.4%	56	- 20.0%
Dec-2019	46	- 16.4%	38	+ 11.8%
Jan-2020	49	- 21.0%	43	- 24.6%
Feb-2020	50	- 18.0%	44	- 39.7%
Mar-2020	47	- 19.0%	66	+ 29.4%
Apr-2020	41	- 18.0%	34	- 40.4%
May-2020	38	- 15.6%	50	- 5.7%
Jun-2020	40	- 4.8%	51	+ 37.8%
Jul-2020	36	- 2.7%	54	+ 31.7%
<b>Aug-2020</b>	<b>37</b>	<b>- 9.8%</b>	<b>27</b>	<b>- 49.1%</b>
12-Month Avg*	42	- 13.5%	45	- 14.0%

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

## Historical Days on Market Until Sale by Month

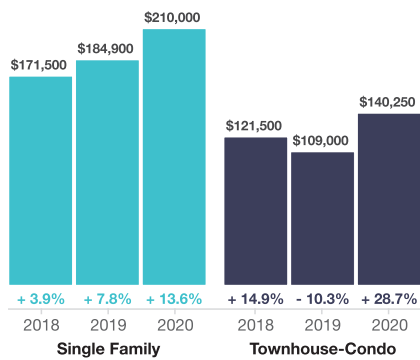


# Median Sales Price

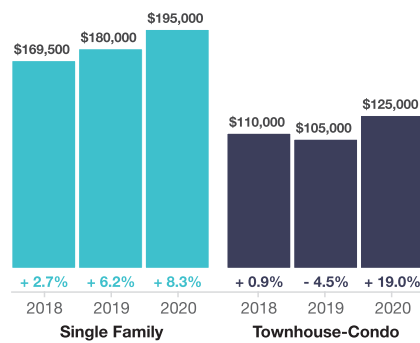
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



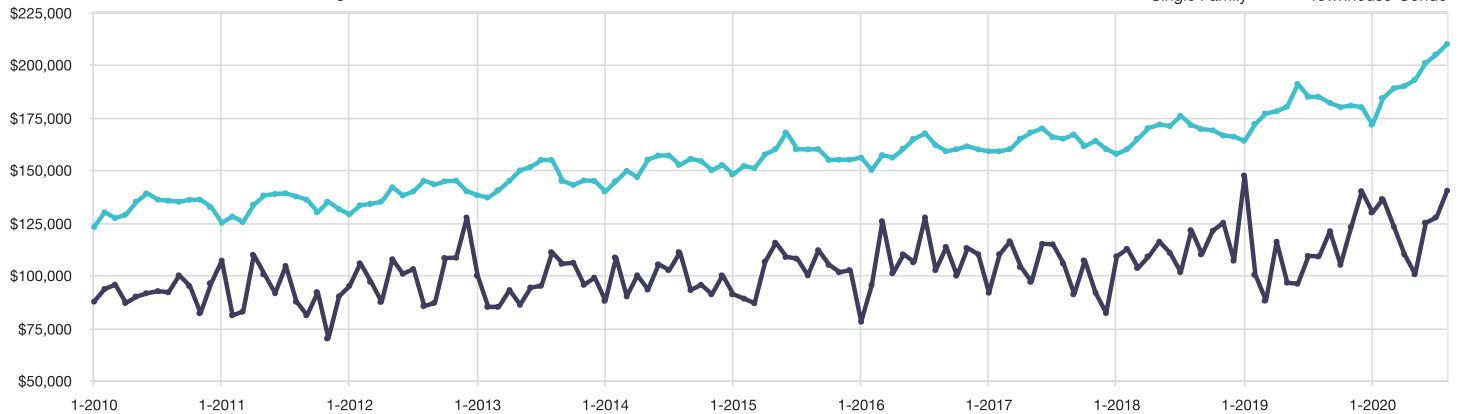
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	\$182,000	+ 7.4%	\$121,000	+ 10.0%
Oct-2019	\$180,000	+ 6.5%	\$105,000	- 13.4%
Nov-2019	\$180,739	+ 8.6%	\$123,000	- 1.6%
Dec-2019	\$180,000	+ 8.4%	\$140,000	+ 30.8%
Jan-2020	\$171,665	+ 4.7%	\$129,900	- 11.9%
Feb-2020	\$184,320	+ 7.2%	\$136,300	+ 36.0%
Mar-2020	\$189,000	+ 6.8%	\$123,250	+ 40.1%
Apr-2020	\$189,995	+ 6.7%	\$110,000	- 5.2%
May-2020	\$193,000	+ 7.1%	\$100,500	+ 4.1%
Jun-2020	\$201,000	+ 5.2%	\$125,000	+ 30.2%
Jul-2020	\$205,000	+ 10.9%	\$127,500	+ 16.7%
<b>Aug-2020</b>	<b>\$210,000</b>	<b>+ 13.6%</b>	<b>\$140,250</b>	<b>+ 28.7%</b>
12-Month Avg*	\$190,000	+ 8.3%	\$125,000	+ 16.0%

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

## Historical Median Sales Price by Month

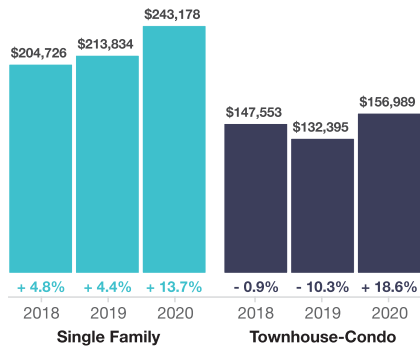


# Average Sales Price

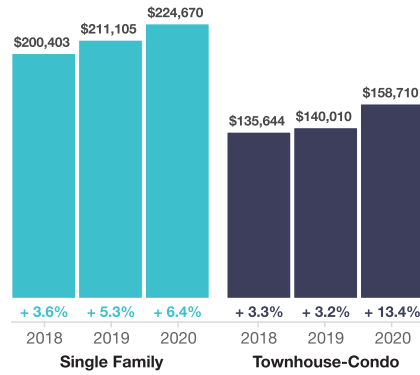
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



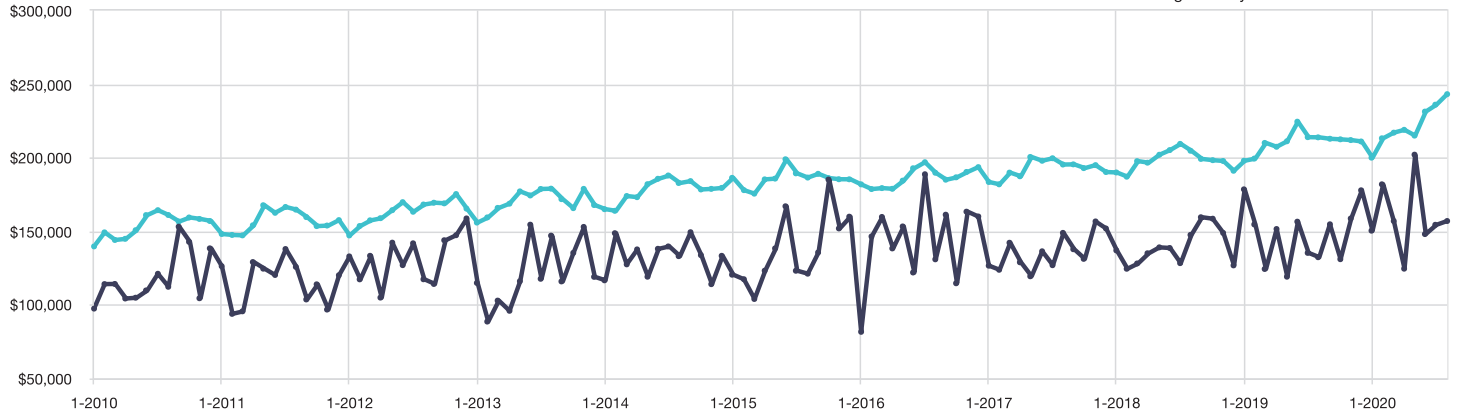
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	\$212,866	+ 6.9%	\$154,756	- 3.0%
Oct-2019	\$212,491	+ 7.1%	\$131,051	- 17.3%
Nov-2019	\$211,980	+ 7.2%	\$158,688	+ 6.6%
Dec-2019	\$211,030	+ 10.4%	\$177,852	+ 40.2%
Jan-2020	\$200,026	+ 1.1%	\$150,424	- 15.7%
Feb-2020	\$213,184	+ 6.9%	\$181,919	+ 17.6%
Mar-2020	\$217,031	+ 3.3%	\$156,973	+ 26.2%
Apr-2020	\$218,951	+ 5.6%	\$124,605	- 17.8%
May-2020	\$215,014	+ 1.8%	\$202,073	+ 69.6%
Jun-2020	\$231,330	+ 3.1%	\$148,112	- 5.4%
Jul-2020	\$236,015	+ 10.3%	\$154,408	+ 14.1%
<b>Aug-2020</b>	<b>\$243,178</b>	<b>+ 13.7%</b>	<b>\$156,989</b>	<b>+ 18.6%</b>
12-Month Avg*	\$220,811	+ 6.8%	\$157,477	+ 10.3%

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

## Historical Average Sales Price by Month



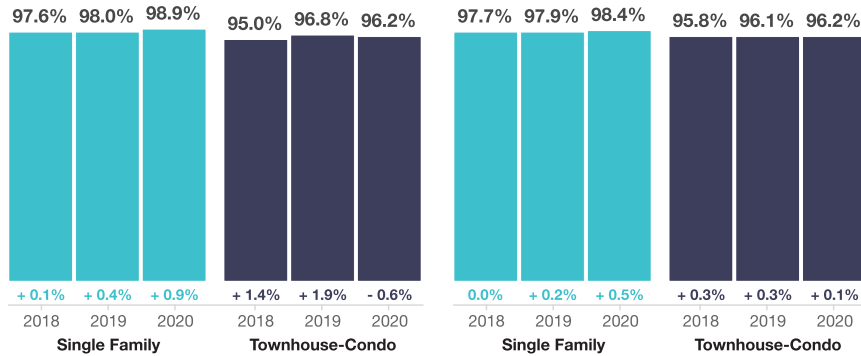
# Percent of List Price Received

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.



## August

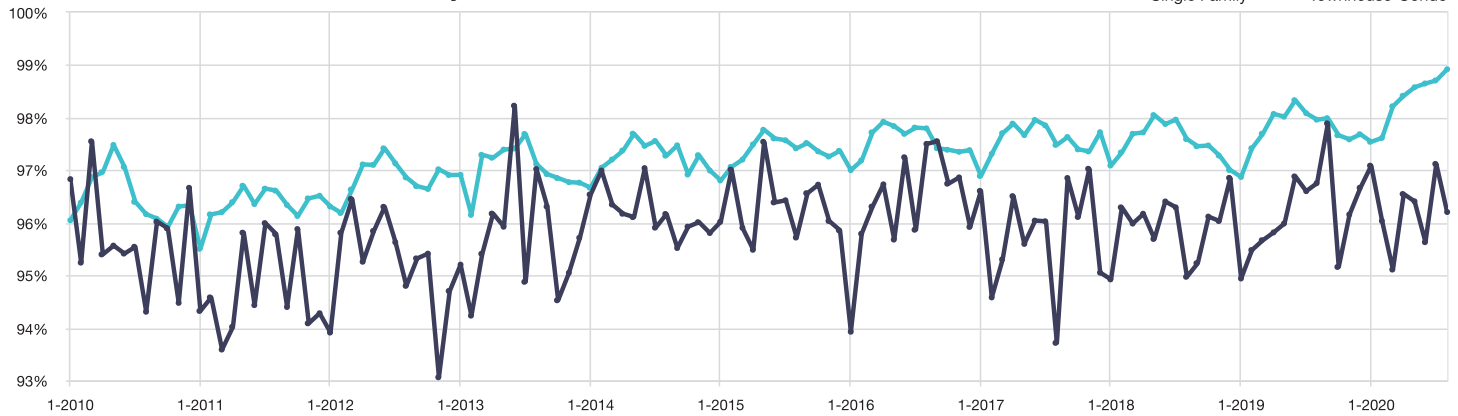
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	98.0%	+ 0.5%	97.9%	+ 2.8%
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%	96.7%	- 0.2%
Jan-2020	97.5%	+ 0.6%	97.1%	+ 2.3%
Feb-2020	97.6%	+ 0.2%	96.0%	+ 0.5%
Mar-2020	98.2%	+ 0.5%	95.1%	- 0.6%
Apr-2020	98.4%	+ 0.3%	96.5%	+ 0.7%
May-2020	98.6%	+ 0.6%	96.4%	+ 0.4%
Jun-2020	98.7%	+ 0.4%	95.6%	- 1.3%
Jul-2020	98.7%	+ 0.6%	97.1%	+ 0.5%
<b>Aug-2020</b>	<b>98.9%</b>	<b>+ 0.9%</b>	<b>96.2%</b>	<b>- 0.6%</b>
12-Month Avg*	98.2%	+ 0.5%	96.3%	+ 0.2%

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

## Historical Percent of List Price Received by Month



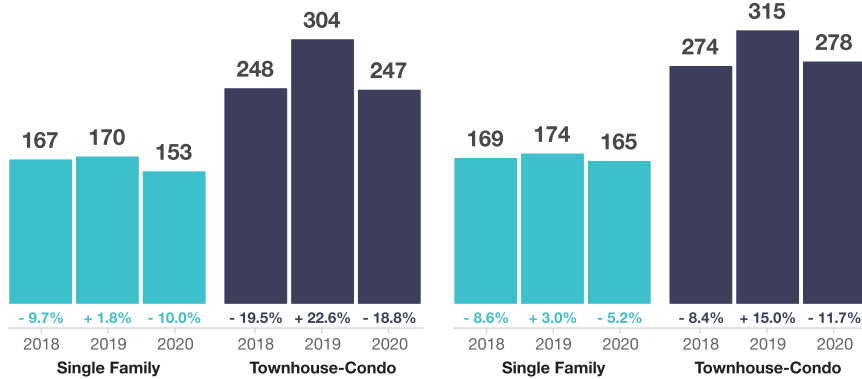
# Housing Affordability Index

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.



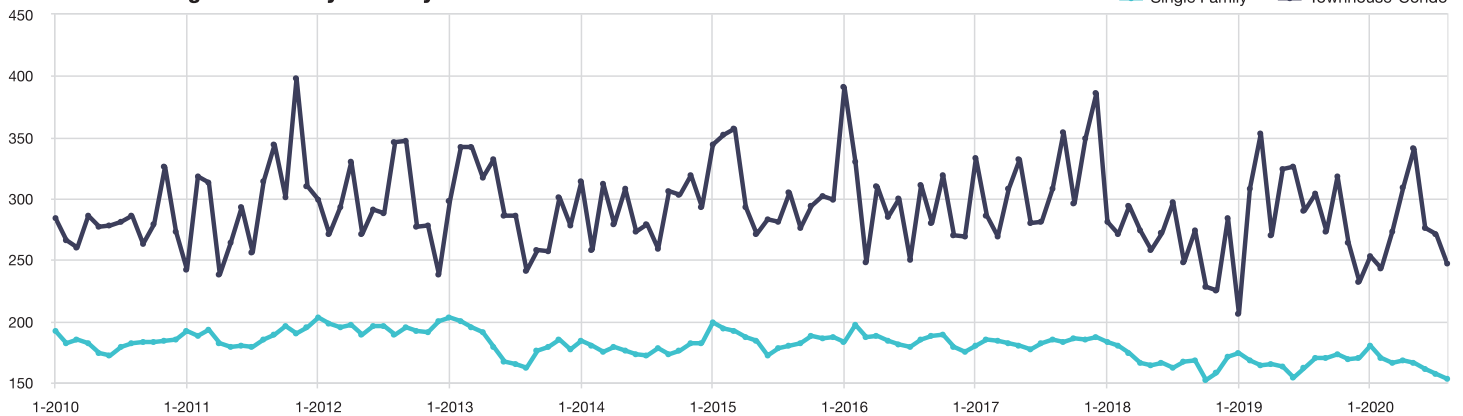
## August

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	170	+ 1.2%	273	- 0.4%
Oct-2019	173	+ 13.8%	318	+ 39.5%
Nov-2019	169	+ 7.0%	264	+ 17.3%
Dec-2019	170	- 0.6%	232	- 18.3%
Jan-2020	180	+ 3.4%	253	+ 22.8%
Feb-2020	170	+ 1.2%	243	- 21.1%
Mar-2020	166	+ 1.2%	273	- 22.7%
Apr-2020	168	+ 1.8%	309	+ 14.4%
May-2020	166	+ 1.8%	341	+ 5.2%
Jun-2020	161	+ 4.5%	276	- 15.3%
Jul-2020	157	- 3.1%	271	- 6.6%
<b>Aug-2020</b>	<b>153</b>	<b>- 10.0%</b>	<b>247</b>	<b>- 18.8%</b>
12-Month Avg	167	+ 1.8%	275	- 2.8%

## Historical Housing Affordability Index by Month

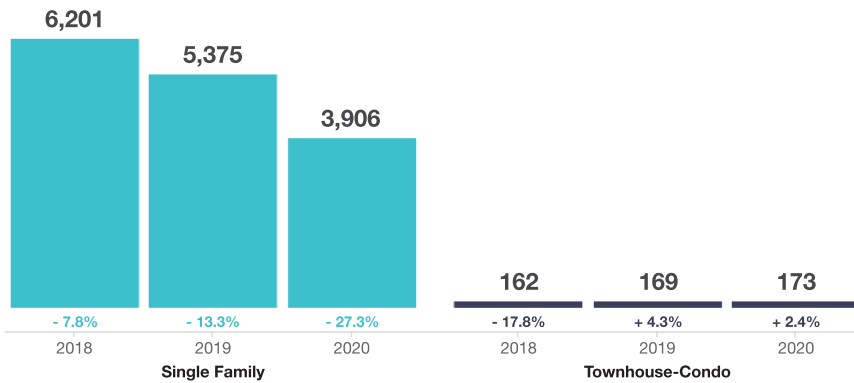


# Inventory of Homes for Sale

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

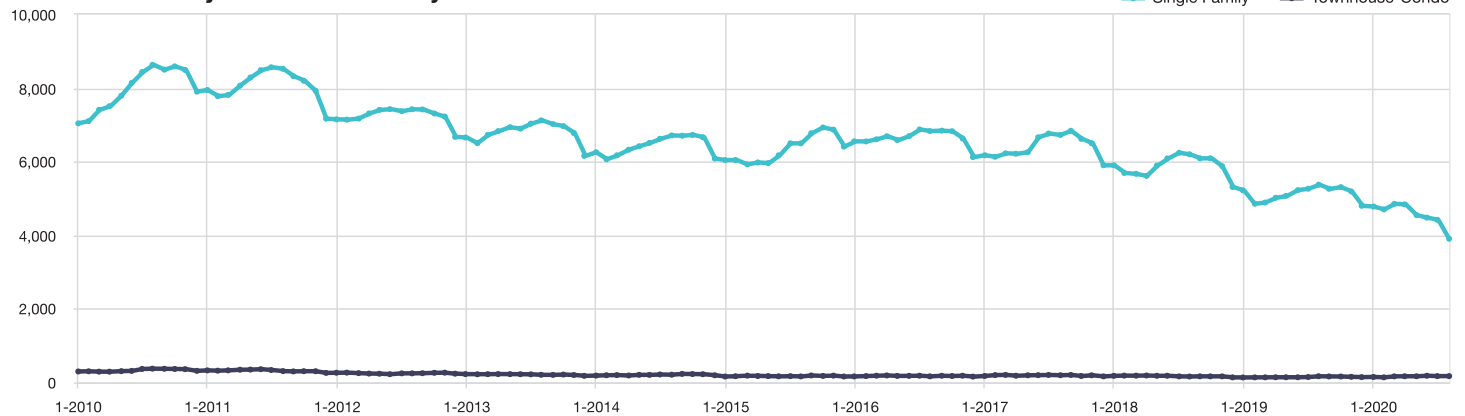


## August



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	5,263	- 13.6%	164	- 1.8%
Oct-2019	5,309	- 12.9%	162	- 2.4%
Nov-2019	5,192	- 11.7%	153	- 7.8%
Dec-2019	4,801	- 9.6%	146	+ 5.0%
Jan-2020	4,782	- 8.4%	150	+ 10.3%
Feb-2020	4,703	- 3.2%	140	+ 0.7%
Mar-2020	4,855	- 0.7%	166	+ 18.6%
Apr-2020	4,840	- 3.6%	169	+ 19.0%
May-2020	4,547	- 10.3%	169	+ 19.0%
Jun-2020	4,480	- 14.3%	182	+ 28.2%
Jul-2020	4,420	- 16.1%	173	+ 16.9%
<b>Aug-2020</b>	<b>3,906</b>	<b>- 27.3%</b>	<b>173</b>	<b>+ 2.4%</b>
12-Month Avg	4,758	- 11.2%	162	+ 8.0%

## Historical Inventory of Homes for Sale by Month



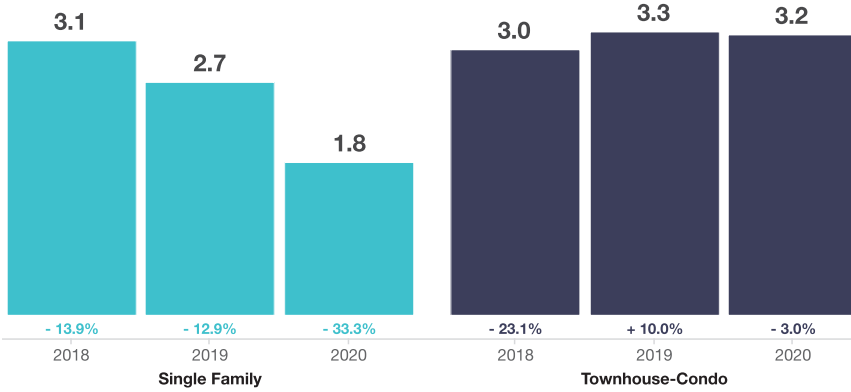
Current as of September 8, 2020. All data from MLSOK. Report © 2020 ShowingTime. | 12

# 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.



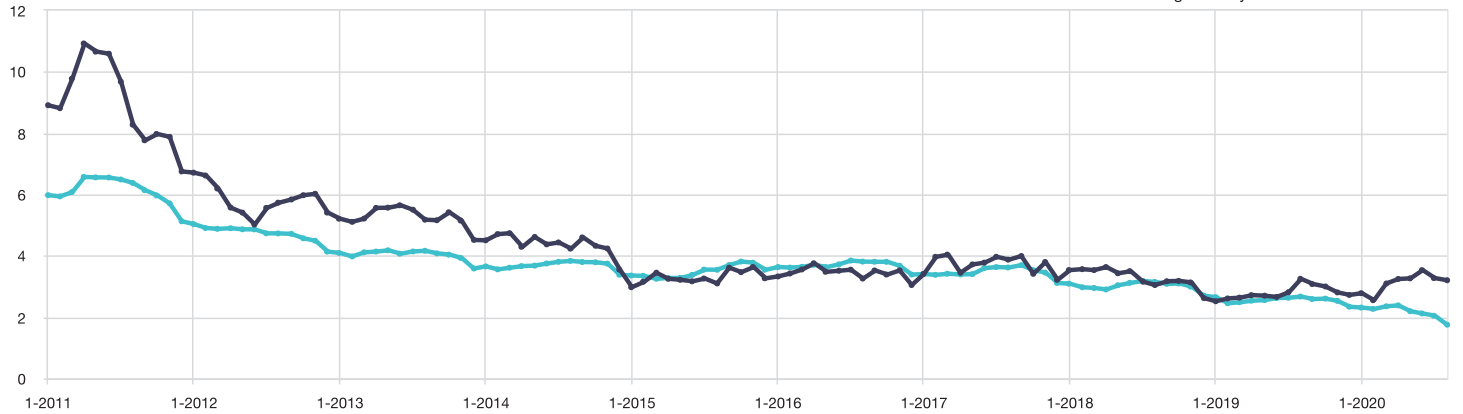
## August



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Sep-2019	2.6	- 16.1%	3.1	- 3.1%
Oct-2019	2.6	- 16.1%	3.0	- 6.3%
Nov-2019	2.5	- 16.7%	2.8	- 9.7%
Dec-2019	2.3	- 14.8%	2.7	+ 3.8%
Jan-2020	2.3	- 14.8%	2.8	+ 12.0%
Feb-2020	2.3	- 8.0%	2.6	0.0%
Mar-2020	2.4	- 4.0%	3.1	+ 19.2%
Apr-2020	2.4	- 4.0%	3.2	+ 18.5%
May-2020	2.2	- 15.4%	3.3	+ 22.2%
Jun-2020	2.1	- 19.2%	3.5	+ 29.6%
Jul-2020	2.0	- 23.1%	3.3	+ 17.9%
<b>Aug-2020</b>	<b>1.8</b>	<b>- 33.3%</b>	<b>3.2</b>	<b>- 3.0%</b>
12-Month Avg*	2.3	- 15.4%	3.0	+ 7.5%

\* Months Supply for all properties from September 2019 through August 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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,768	2,960	+ 6.9%	21,668	22,529	+ 4.0%
Pending Sales		2,259	3,072	+ 36.0%	18,138	20,236	+ 11.6%
Closed Sales		2,457	2,733	+ 11.2%	17,212	17,815	+ 3.5%
Days on Market Until Sale		41	37	- 9.8%	48	41	- 14.6%
Median Sales Price		\$181,574	\$209,000	+ 15.1%	\$178,326	\$193,138	+ 8.3%
Average Sales Price		\$211,743	\$241,091	+ 13.9%	\$209,296	\$223,131	+ 6.6%
Percent of List Price Received		97.9%	98.9%	+ 1.0%	97.8%	98.4%	+ 0.6%
Housing Affordability Index		173	154	- 11.0%	176	167	- 5.1%
Inventory of Homes for Sale		5,544	4,079	- 26.4%	—	—	—
Months Supply of Inventory		2.7	1.8	- 33.3%	—	—	—