



September 2020 Residential Sales

Date: October 9, 2020
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **September 1 through September 30, 2020**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+28.4%	+ 11.8%	-28.7%
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.

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

New Listings increased 16.0 percent for Single Family homes and 20.3 percent for Townhouse-Condo homes. Pending Sales increased 35.0 percent for Single Family homes and 5.5 percent for Townhouse-Condo homes. Inventory decreased 29.7 percent for Single Family homes but increased 2.4 percent for Townhouse-Condo Homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 38.5 percent for Single Family homes but remained flat for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 12.1 percent to \$204,000 for Single Family homes and 3.9 percent to \$125,750 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 19.0 percent for Single Family homes and 11.4 percent for Townhouse-Condo homes.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.



Below you will find copies of the MLS Statistical Reports for
September 2020

PLEASE NOTE

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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 **(09/01/2020) through (09/30/2020)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 3:00PM CT on **10/09/2020**.

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

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

	<u>September 2020</u>	<u>August 2020</u>	<u>September 2019</u>
TOTAL CLOSED	2684	2768	2049
TOTAL \$ VOLUME	\$ 640,381,764	\$ 665,988,543	\$ 433,256,860
AVERAGE PRICE	\$ 238,681	\$ 240,603	\$ 211,448
MEDIAN PRICE	\$ 200,123	\$ 208,000	\$180,000
% SELLING PRICE TO LIST PRICE	98 %	98 %	98 %
DAYS ON MARKET	35	37	42
NUMBER OF LISTINGS	3944	6909	6378

TOTAL CLOSED	2684
TOTAL \$ VOLUME	\$ 640,381,764
AVERAGE SELLING PRICE	\$ 238,681
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 200,123
AVERAGE DAYS ON MARKET	35
# OF ACTIVE LISTINGS CURRENTLY	3944
TOTAL UNDER CONTRACT (Pending)	2246
AVERAGE VALUE (Pending)	\$ 249,267



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
April	1908	\$412,108,026	3778
May	2013	\$429,954,619	4622
June	2750	\$627,910,056	5425
July	2914	\$678,648,931	5463
August	2768	\$669,988,543	5295
September	2684	\$640,381,764	4920

All MLSOK

Entire MLSOK Market Area

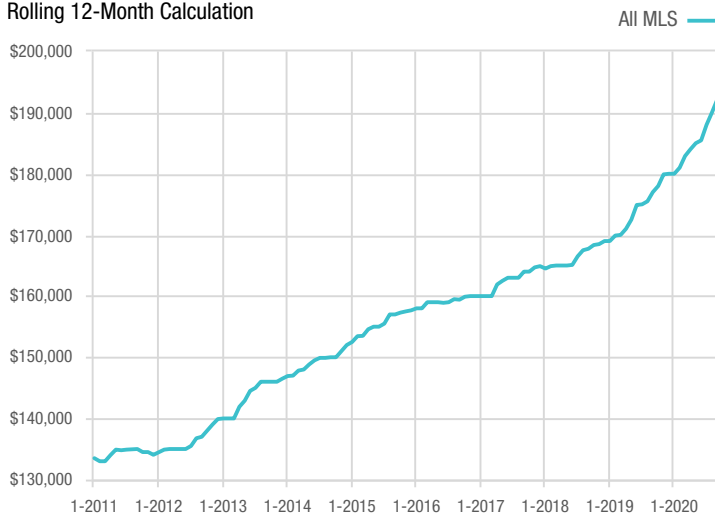
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	2,357	2,733	+ 16.0%	23,442	24,474	+ 4.4%
Pending Sales	1,970	2,659	+ 35.0%	19,650	22,195	+ 13.0%
Closed Sales	2,031	2,603	+ 28.2%	18,808	20,077	+ 6.7%
Days on Market Until Sale	42	34	- 19.0%	47	40	- 14.9%
Median Sales Price*	\$182,000	\$204,000	+ 12.1%	\$180,000	\$195,000	+ 8.3%
Average Sales Price*	\$212,866	\$240,751	+ 13.1%	\$211,279	\$226,778	+ 7.3%
Percent of List Price Received*	98.0%	98.8%	+ 0.8%	97.9%	98.5%	+ 0.6%
Inventory of Homes for Sale	5,259	3,696	- 29.7%	—	—	—
Months Supply of Inventory	2.6	1.6	- 38.5%	—	—	—

Townhouse-Condo	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	64	77	+ 20.3%	642	622	- 3.1%
Pending Sales	55	58	+ 5.5%	510	511	+ 0.2%
Closed Sales	44	62	+ 40.9%	481	478	- 0.6%
Days on Market Until Sale	35	31	- 11.4%	50	45	- 10.0%
Median Sales Price*	\$121,000	\$125,750	+ 3.9%	\$108,000	\$125,500	+ 16.2%
Average Sales Price*	\$154,756	\$169,150	+ 9.3%	\$141,359	\$160,042	+ 13.2%
Percent of List Price Received*	97.9%	98.1%	+ 0.2%	96.3%	96.5%	+ 0.2%
Inventory of Homes for Sale	164	168	+ 2.4%	—	—	—
Months Supply of Inventory	3.1	3.1	0.0%	—	—	—

* 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.

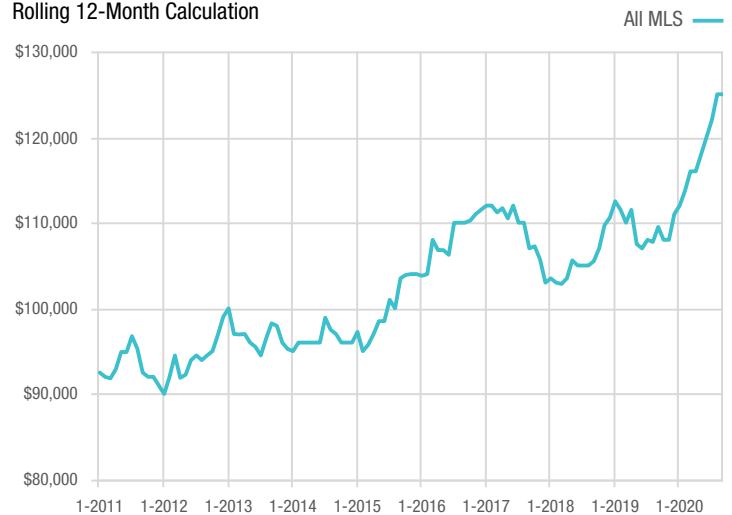
Median Sales Price - Single Family

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



September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

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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	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,357	2,733	+ 16.0%	23,442	24,474	+ 4.4%
Pending Sales		1,970	2,659	+ 35.0%	19,650	22,195	+ 13.0%
Closed Sales		2,031	2,603	+ 28.2%	18,808	20,077	+ 6.7%
Days on Market Until Sale		42	34	- 19.0%	47	40	- 14.9%
Median Sales Price		\$182,000	\$204,000	+ 12.1%	\$180,000	\$195,000	+ 8.3%
Average Sales Price		\$212,866	\$240,751	+ 13.1%	\$211,279	\$226,778	+ 7.3%
Percent of List Price Received		98.0%	98.8%	+ 0.8%	97.9%	98.5%	+ 0.6%
Housing Affordability Index		170	158	- 7.1%	172	165	- 4.1%
Inventory of Homes for Sale		5,259	3,696	- 29.7%	—	—	—
Months Supply of Inventory		2.6	1.6	- 38.5%	—	—	—

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.



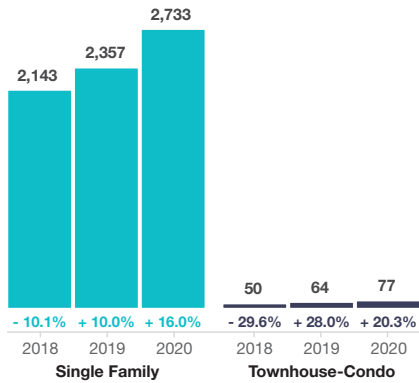
Key Metrics	Historical Sparkbars	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		64	77	+ 20.3%	642	622	- 3.1%
Pending Sales		55	58	+ 5.5%	510	511	+ 0.2%
Closed Sales		44	62	+ 40.9%	481	478	- 0.6%
Days on Market Until Sale		35	31	- 11.4%	50	45	- 10.0%
Median Sales Price		\$121,000	\$125,750	+ 3.9%	\$108,000	\$125,500	+ 16.2%
Average Sales Price		\$154,756	\$169,150	+ 9.3%	\$141,359	\$160,042	+ 13.2%
Percent of List Price Received		97.9%	98.1%	+ 0.2%	96.3%	96.5%	+ 0.2%
Housing Affordability Index		273	276	+ 1.1%	306	276	- 9.8%
Inventory of Homes for Sale		164	168	+ 2.4%	—	—	—
Months Supply of Inventory		3.1	3.1	0.0%	—	—	—

New Listings

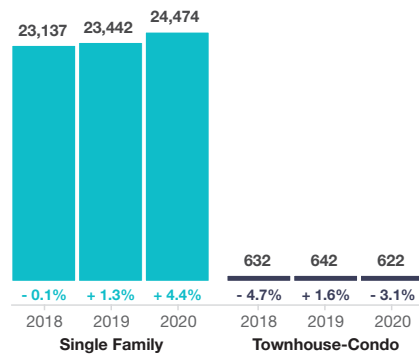
A count of the properties that have been newly listed on the market in a given month.



September

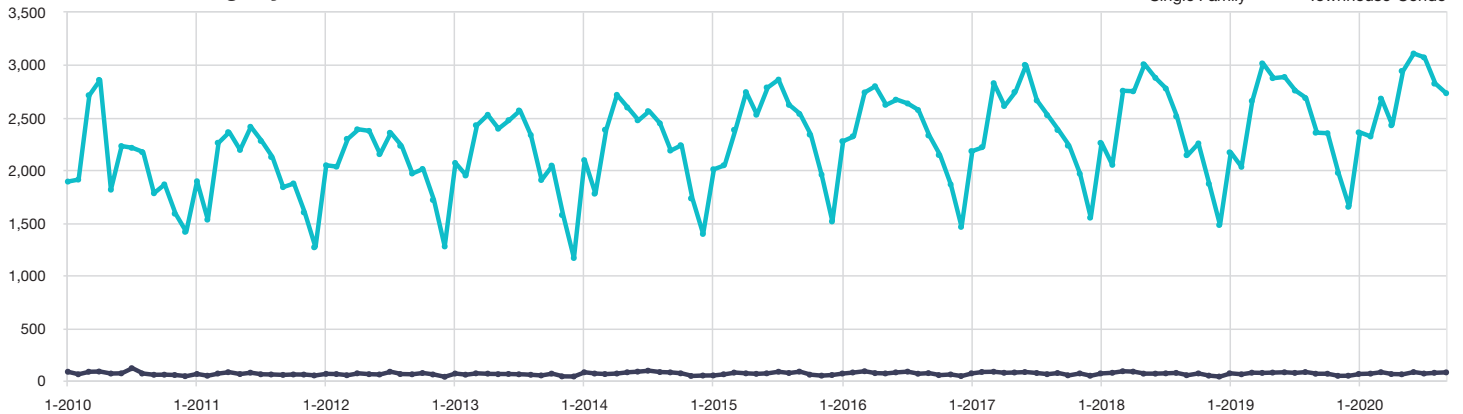


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	2,352	+ 4.3%	64	- 4.5%
Nov-2019	1,975	+ 5.6%	44	- 4.3%
Dec-2019	1,652	+ 11.7%	45	+ 21.6%
Jan-2020	2,360	+ 8.8%	62	- 8.8%
Feb-2020	2,321	+ 14.2%	65	+ 10.2%
Mar-2020	2,681	+ 0.8%	79	+ 6.8%
Apr-2020	2,428	- 19.5%	61	- 15.3%
May-2020	2,944	+ 2.4%	59	- 21.3%
Jun-2020	3,110	+ 7.7%	80	+ 2.6%
Jul-2020	3,073	+ 11.4%	66	- 8.3%
Aug-2020	2,824	+ 5.1%	73	- 8.8%
Sep-2020	2,733	+ 16.0%	77	+ 20.3%
12-Month Avg	2,538	+ 4.8%	65	- 1.5%

Historical New Listings by Month

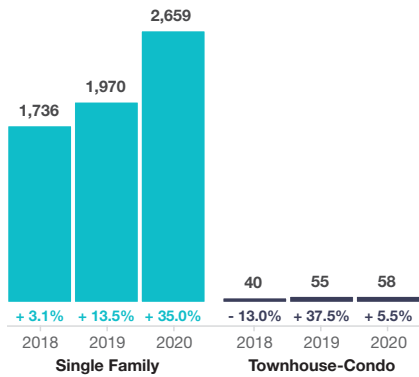


Pending Sales

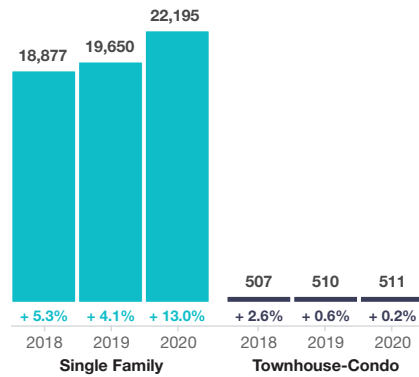
A count of the properties on which offers have been accepted in a given month.



September

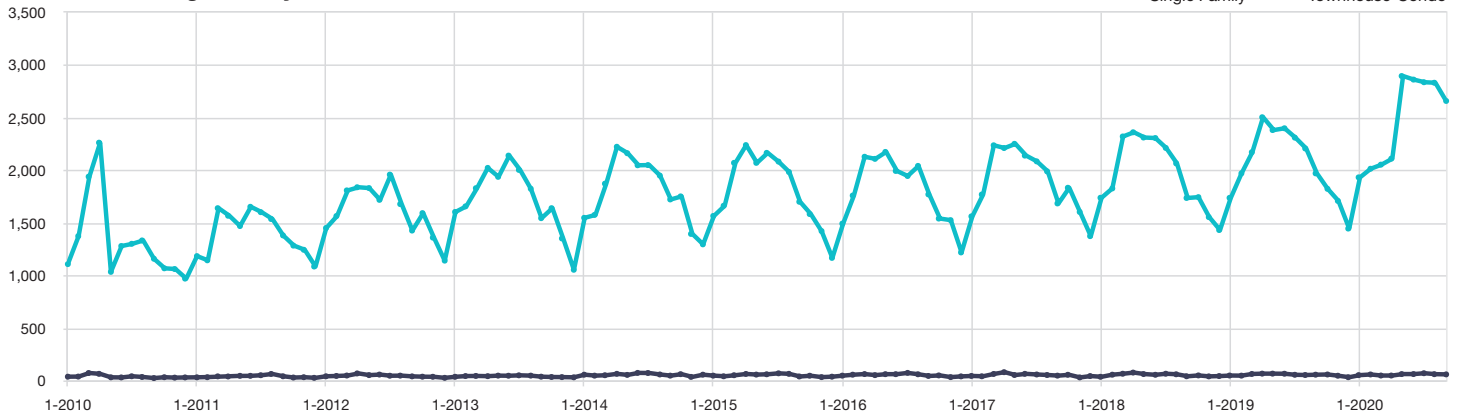


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	1,823	+ 4.5%	57	+ 18.8%
Nov-2019	1,708	+ 9.9%	45	+ 15.4%
Dec-2019	1,445	+ 1.0%	31	- 26.2%
Jan-2020	1,932	+ 11.2%	51	+ 8.5%
Feb-2020	2,014	+ 2.2%	57	+ 23.9%
Mar-2020	2,053	- 5.4%	47	- 24.2%
Apr-2020	2,110	- 15.7%	47	- 27.7%
May-2020	2,896	+ 21.6%	61	- 6.2%
Jun-2020	2,862	+ 19.3%	61	- 4.7%
Jul-2020	2,837	+ 22.8%	69	+ 27.8%
Aug-2020	2,832	+ 28.3%	60	+ 15.4%
Sep-2020	2,659	+ 35.0%	58	+ 5.5%
12-Month Avg	2,264	+ 11.4%	54	+ 1.9%

Historical Pending Sales by Month

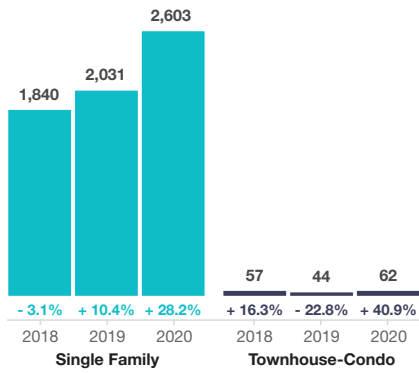


Closed Sales

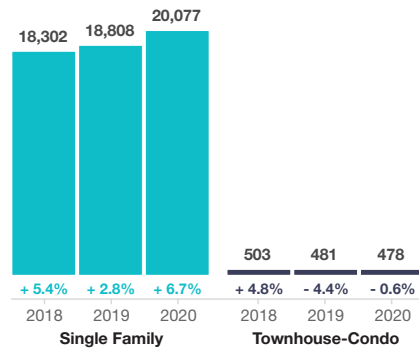
A count of the actual sales that closed in a given month.



September

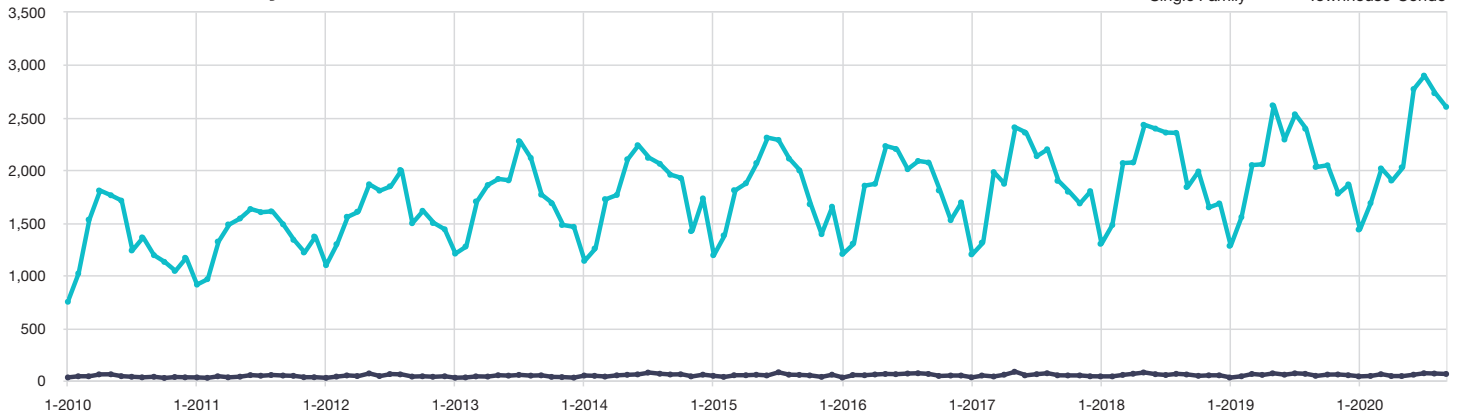


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	2,017	- 1.6%	60	- 3.2%
Apr-2020	1,902	- 7.5%	42	- 20.8%
May-2020	2,027	- 22.5%	42	- 38.2%
Jun-2020	2,772	+ 20.9%	55	0.0%
Jul-2020	2,900	+ 14.5%	69	+ 1.5%
Aug-2020	2,733	+ 14.1%	66	+ 4.8%
Sep-2020	2,603	+ 28.2%	62	+ 40.9%
12-Month Avg	2,147	+ 6.8%	53	+ 1.9%

Historical Closed Sales by Month

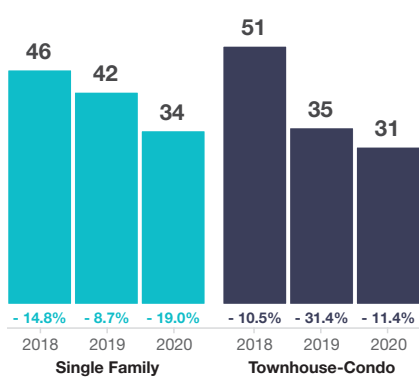


Days on Market Until Sale

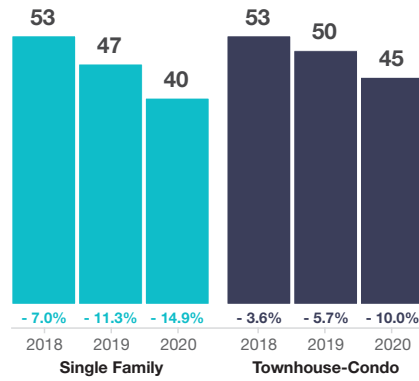
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	35	- 38.6%
May-2020	38	- 15.6%	50	- 5.7%
Jun-2020	40	- 4.8%	51	+ 37.8%
Jul-2020	36	- 2.7%	54	+ 31.7%
Aug-2020	37	- 9.8%	27	- 49.1%
Sep-2020	34	- 19.0%	31	- 11.4%
12-Month Avg*	41	- 14.3%	45	- 13.5%

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

Historical Days on Market Until Sale by Month

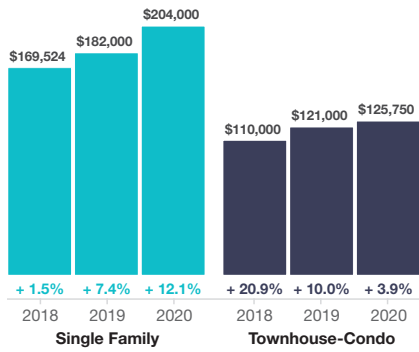


Median Sales Price

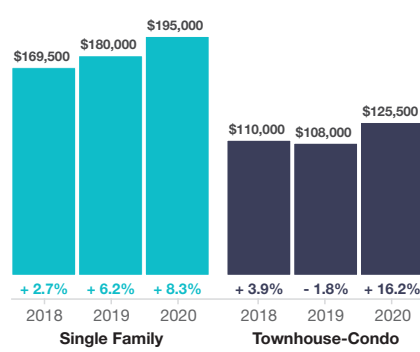
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



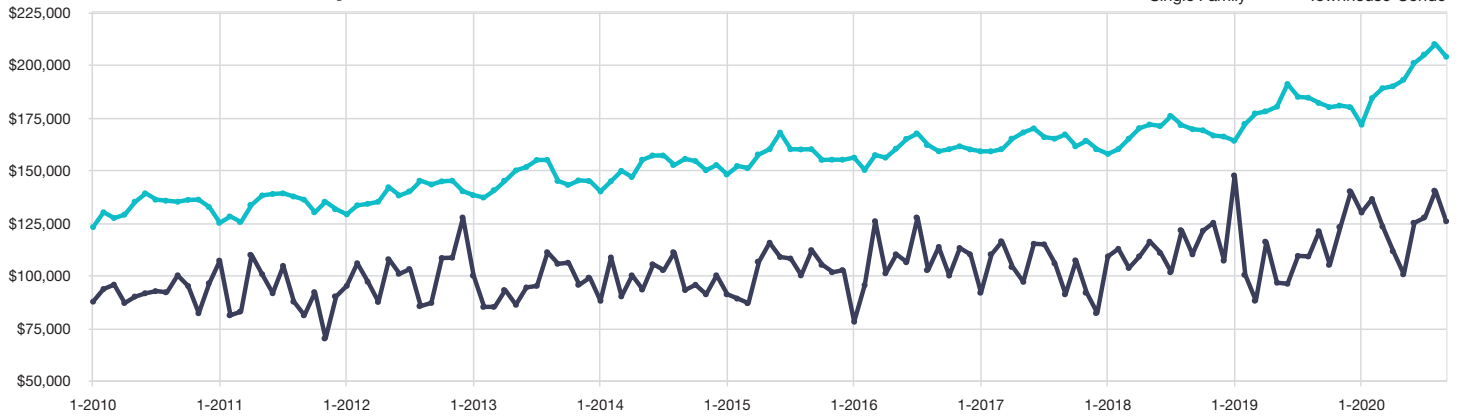
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$189,948	+ 6.7%	\$111,500	- 3.9%
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%
Aug-2020	\$210,000	+ 13.8%	\$140,250	+ 28.7%
Sep-2020	\$204,000	+ 12.1%	\$125,750	+ 3.9%
12-Month Avg*	\$192,141	+ 8.6%	\$125,000	+ 14.2%

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

Historical Median Sales Price by Month

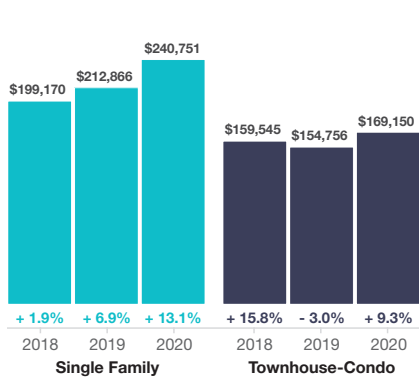


Average Sales Price

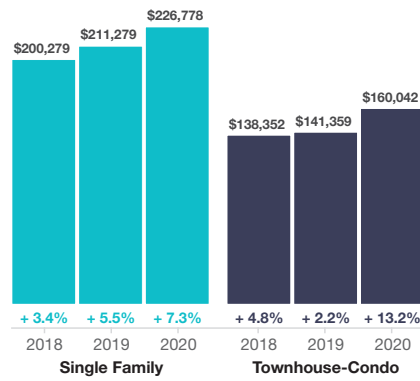
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



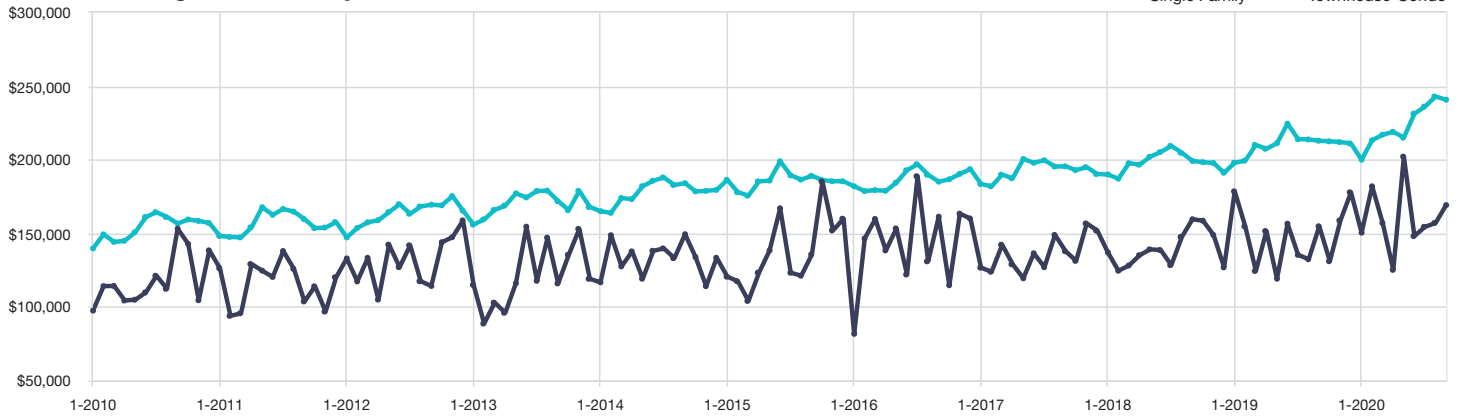
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	+ 7.0%	\$181,919	+ 17.6%
Mar-2020	\$216,982	+ 3.3%	\$156,973	+ 26.2%
Apr-2020	\$218,936	+ 5.6%	\$125,162	- 17.4%
May-2020	\$215,021	+ 1.8%	\$202,073	+ 69.6%
Jun-2020	\$231,278	+ 3.0%	\$148,112	- 5.4%
Jul-2020	\$236,043	+ 10.3%	\$154,408	+ 14.1%
Aug-2020	\$242,943	+ 13.7%	\$156,989	+ 18.6%
Sep-2020	\$240,751	+ 13.1%	\$169,150	+ 9.3%
12-Month Avg*	\$223,480	+ 7.5%	\$158,778	+ 11.8%

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

Historical Average Sales Price by Month

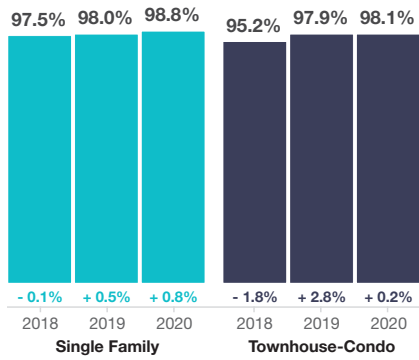


Percent of List Price Received

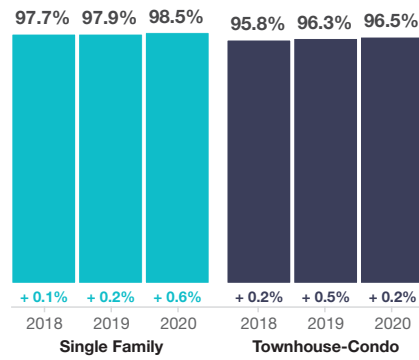
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



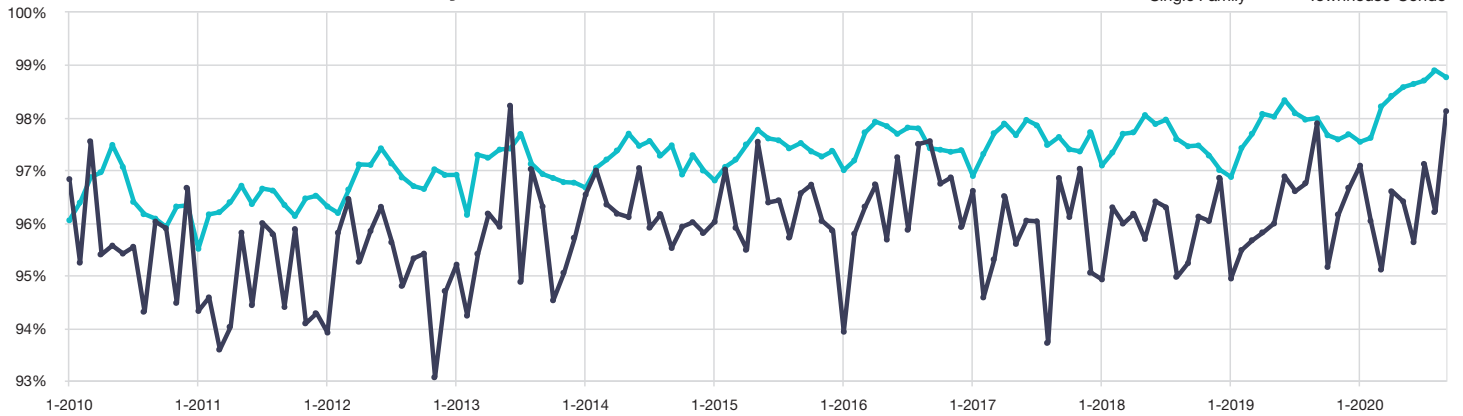
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	96.6%	+ 0.8%
May-2020	98.6%	+ 0.6%	96.4%	+ 0.4%
Jun-2020	98.6%	+ 0.3%	95.6%	- 1.3%
Jul-2020	98.7%	+ 0.6%	97.1%	+ 0.5%
Aug-2020	98.9%	+ 0.9%	96.2%	- 0.6%
Sep-2020	98.8%	+ 0.8%	98.1%	+ 0.2%
12-Month Avg*	98.3%	+ 0.5%	96.4%	+ 0.1%

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

Historical Percent of List Price Received by Month

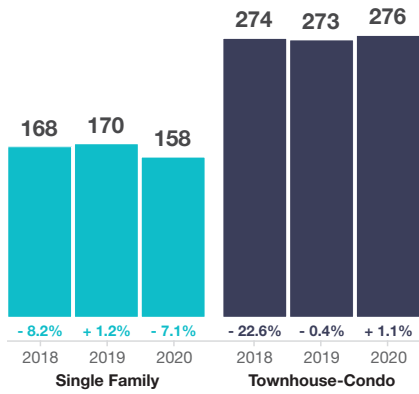


Housing Affordability Index

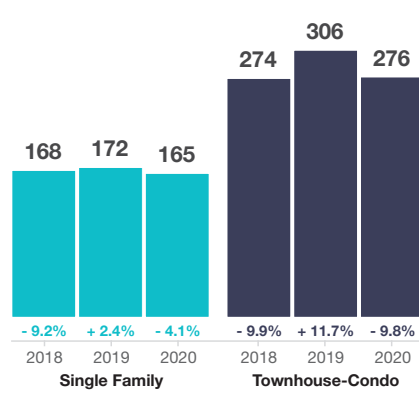
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

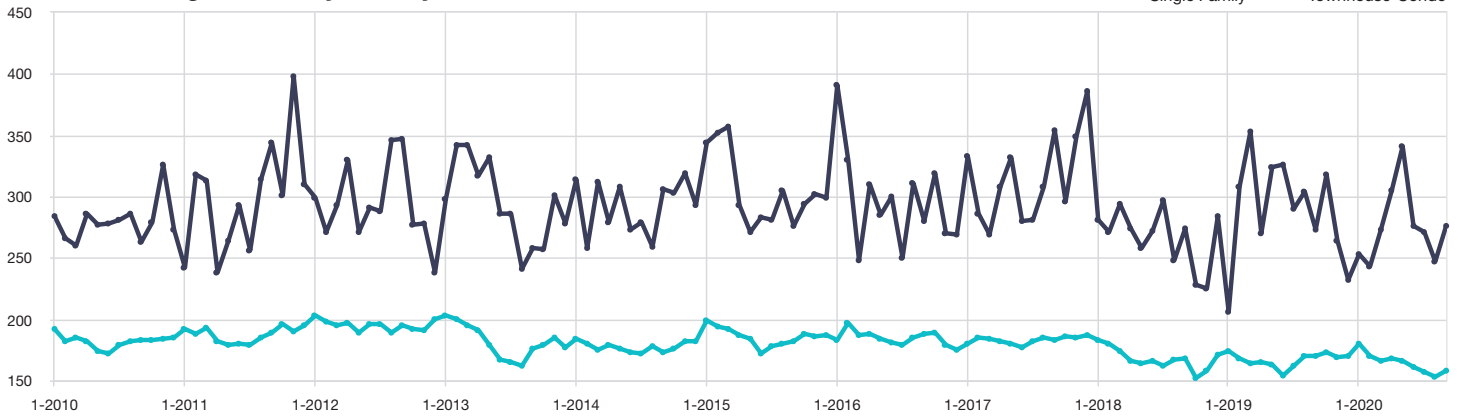


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	305	+ 13.0%
May-2020	166	+ 1.8%	341	+ 5.2%
Jun-2020	161	+ 4.5%	276	- 15.3%
Jul-2020	157	- 3.1%	271	- 6.6%
Aug-2020	153	- 10.0%	247	- 18.8%
Sep-2020	158	- 7.1%	276	+ 1.1%
12-Month Avg	166	+ 1.2%	275	- 2.8%

Historical Housing Affordability Index by Month

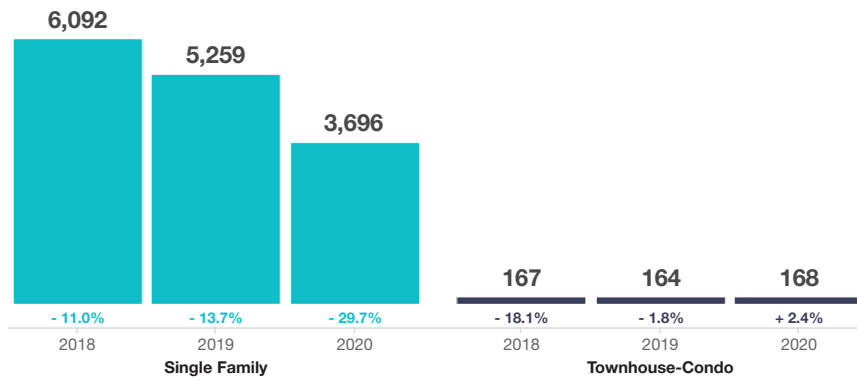


Inventory of Homes for Sale

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

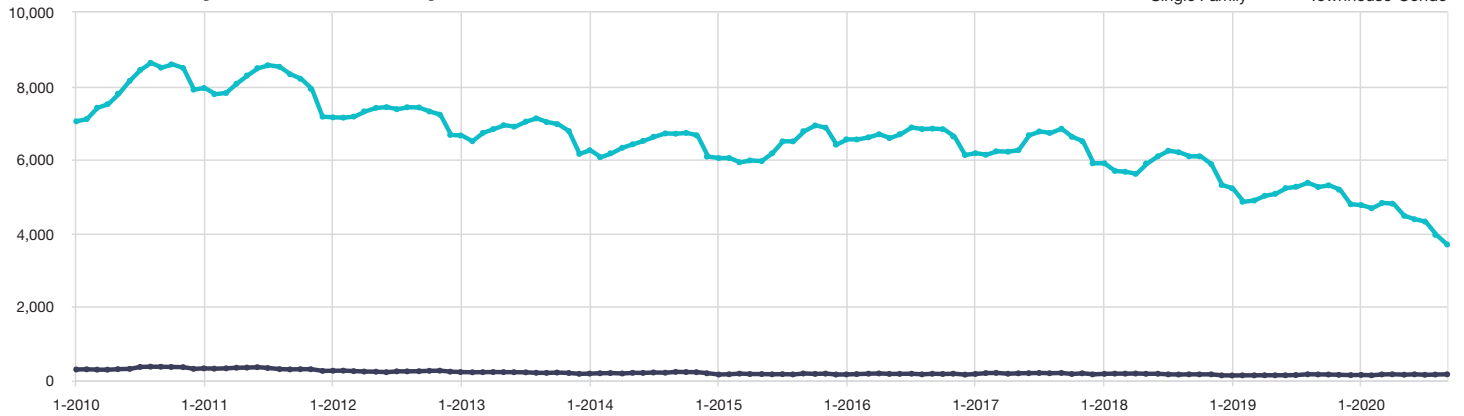


September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Oct-2019	5,304	- 12.9%	162	- 2.4%
Nov-2019	5,187	- 11.8%	153	- 7.8%
Dec-2019	4,790	- 9.8%	146	+ 5.0%
Jan-2020	4,767	- 8.7%	150	+ 10.3%
Feb-2020	4,681	- 3.6%	141	+ 1.4%
Mar-2020	4,825	- 1.3%	165	+ 17.9%
Apr-2020	4,805	- 4.3%	168	+ 18.3%
May-2020	4,476	- 11.8%	157	+ 10.6%
Jun-2020	4,381	- 16.2%	167	+ 17.6%
Jul-2020	4,318	- 18.0%	154	+ 4.1%
Aug-2020	3,958	- 26.3%	161	- 4.7%
Sep-2020	3,696	- 29.7%	168	+ 2.4%
12-Month Avg	4,599	- 13.0%	158	+ 6.0%

Historical Inventory of Homes for Sale by Month

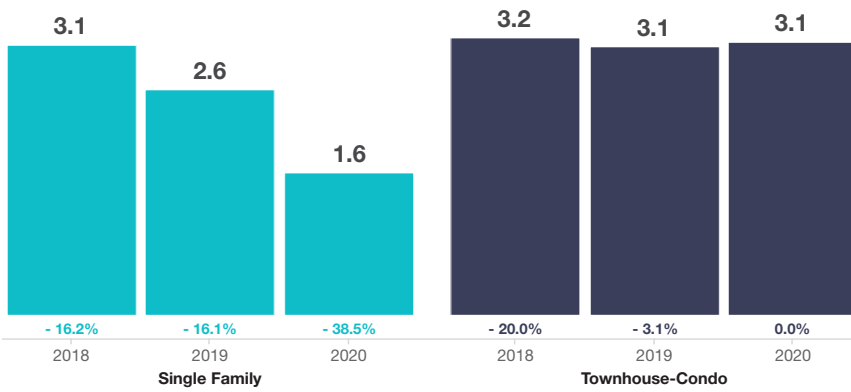


Months Supply of Inventory

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.



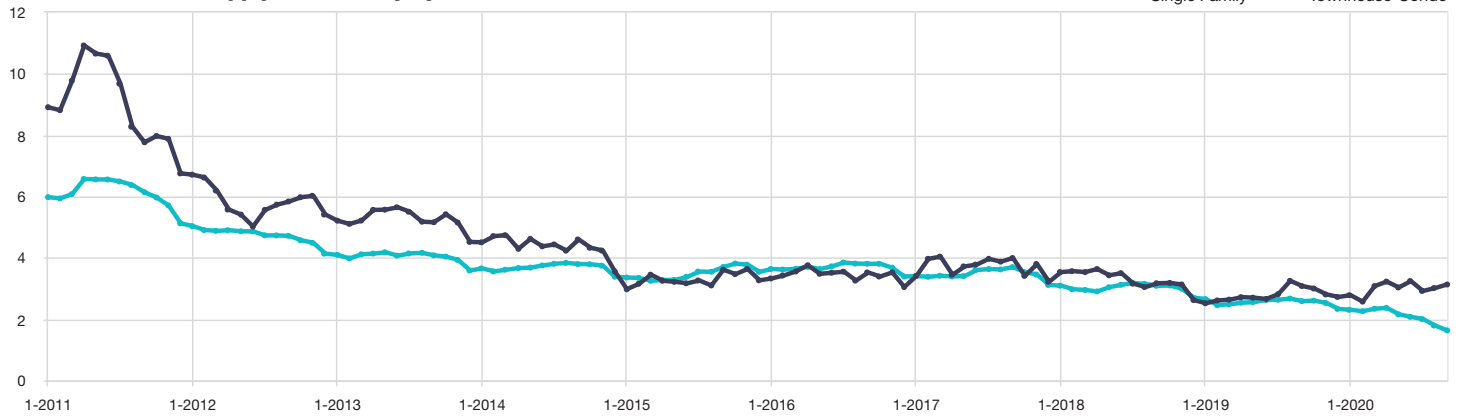
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	2.3	-8.0%	3.1	+19.2%
Apr-2020	2.4	-4.0%	3.2	+18.5%
May-2020	2.2	-15.4%	3.0	+11.1%
Jun-2020	2.1	-19.2%	3.2	+18.5%
Jul-2020	2.0	-23.1%	2.9	+3.6%
Aug-2020	1.8	-33.3%	3.0	-9.1%
Sep-2020	1.6	-38.5%	3.1	0.0%
12-Month Avg*	2.2	-17.5%	3.0	+4.7%

* Months Supply for all properties from October 2019 through September 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	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,421	2,810	+ 16.1%	24,084	25,096	+ 4.2%
Pending Sales		2,025	2,717	+ 34.2%	20,160	22,706	+ 12.6%
Closed Sales		2,075	2,665	+ 28.4%	19,289	20,555	+ 6.6%
Days on Market Until Sale		41	34	- 17.1%	47	40	- 14.9%
Median Sales Price		\$180,000	\$201,214	+ 11.8%	\$179,000	\$195,000	+ 8.9%
Average Sales Price		\$211,633	\$239,081	+ 13.0%	\$209,532	\$225,223	+ 7.5%
Percent of List Price Received		98.0%	98.8%	+ 0.8%	97.9%	98.4%	+ 0.5%
Housing Affordability Index		172	160	- 7.0%	173	165	- 4.6%
Inventory of Homes for Sale		5,423	3,864	- 28.7%	—	—	—
Months Supply of Inventory		2.6	1.7	- 34.6%	—	—	—