



February 2021 Residential Sales

Date: March 9, 2021

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **February 1 through February 28, 2021**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

-0.2%	+ 12.0%	-48.9%
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.

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings decreased 18.9 percent for Single Family homes and 16.9 percent for Townhouse-Condo homes. Pending Sales increased 4.9 percent for Single Family homes but decreased 3.5 percent for Townhouse-Condo homes. Inventory decreased 49.9 percent for Single Family homes and 15.7 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 54.5 percent for Single Family homes and 15.4 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 12.8 percent to \$208,000 for Single Family homes but decreased 6.4 percent to \$127,565 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 32.0 percent for Single Family homes and 11.4 percent for Townhouse-Condo homes.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.



Below you will find copies of the MLS Statistical Reports for
February 2021

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 **(02/01/2021) through (02/28/2021)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 8:00AM CT on **03/09/2021**.

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Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **February 2021** as compared to **January 2021** and **February 2020**. These statistics are supplied by MLSOK, Inc.

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

	<u>February 2021</u>	<u>January 2021</u>	<u>February 2020</u>
TOTAL CLOSED	1759	1757	1675
TOTAL \$ VOLUME	\$ 421,646,752	\$ 421,850,815	\$ 354,625,803
AVERAGE PRICE	\$ 239,708	\$ 240,097	\$ 211,717
MEDIAN PRICE	\$ 205,000	\$ 200,000	\$ 180,000
% SELLING PRICE TO LIST PRICE	98 %	98 %	98 %
DAYS ON MARKET	35	36	50
NUMBER OF LISTINGS	2323	2501	5197

TOTAL CLOSED	1759
TOTAL \$ VOLUME	\$ 421,646,752
AVERAGE SELLING PRICE	\$ 239,708
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	\$ 205,000
AVERAGE DAYS ON MARKET	35
# OF ACTIVE LISTINGS CURRENTLY	2323
TOTAL UNDER CONTRACT (Pending)	1837
AVERAGE VALUE (Pending)	\$ 267,385



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	1757	\$ 421,850,815	3922
February	1759	\$421,646,752	3596
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

All MLSOK

Entire MLSOK Market Area

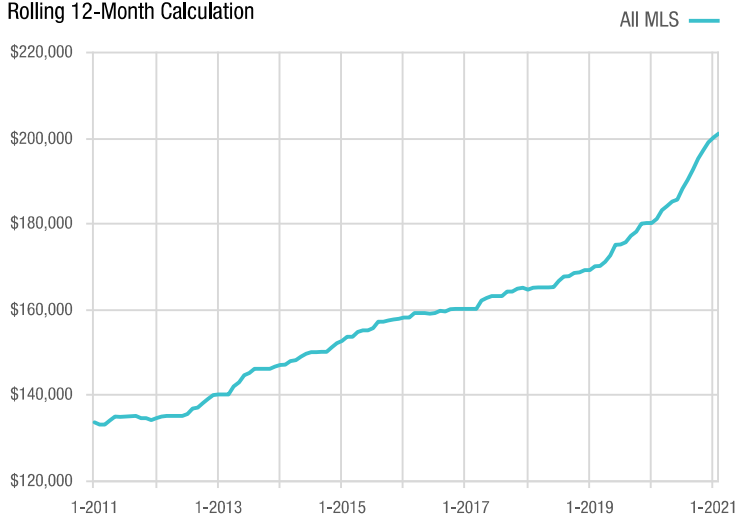
Single Family	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	2,312	1,874	- 18.9%	4,661	4,249	- 8.8%
Pending Sales	2,011	2,109	+ 4.9%	3,941	4,508	+ 14.4%
Closed Sales	1,687	1,683	- 0.2%	3,123	3,408	+ 9.1%
Days on Market Until Sale	50	34	- 32.0%	50	34	- 32.0%
Median Sales Price*	\$184,320	\$208,000	+ 12.8%	\$177,000	\$205,750	+ 16.2%
Average Sales Price*	\$213,184	\$242,507	+ 13.8%	\$207,129	\$241,938	+ 16.8%
Percent of List Price Received*	97.6%	99.1%	+ 1.5%	97.6%	98.9%	+ 1.3%
Inventory of Homes for Sale	4,644	2,327	- 49.9%	—	—	—
Months Supply of Inventory	2.2	1.0	- 54.5%	—	—	—

Townhouse-Condo	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	65	54	- 16.9%	127	126	- 0.8%
Pending Sales	57	55	- 3.5%	108	116	+ 7.4%
Closed Sales	43	44	+ 2.3%	82	91	+ 11.0%
Days on Market Until Sale	44	39	- 11.4%	44	57	+ 29.5%
Median Sales Price*	\$136,300	\$127,565	- 6.4%	\$134,500	\$130,130	- 3.2%
Average Sales Price*	\$181,919	\$154,900	- 14.9%	\$166,939	\$167,062	+ 0.1%
Percent of List Price Received*	96.0%	98.3%	+ 2.4%	96.5%	96.7%	+ 0.2%
Inventory of Homes for Sale	140	118	- 15.7%	—	—	—
Months Supply of Inventory	2.6	2.2	- 15.4%	—	—	—

* 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.

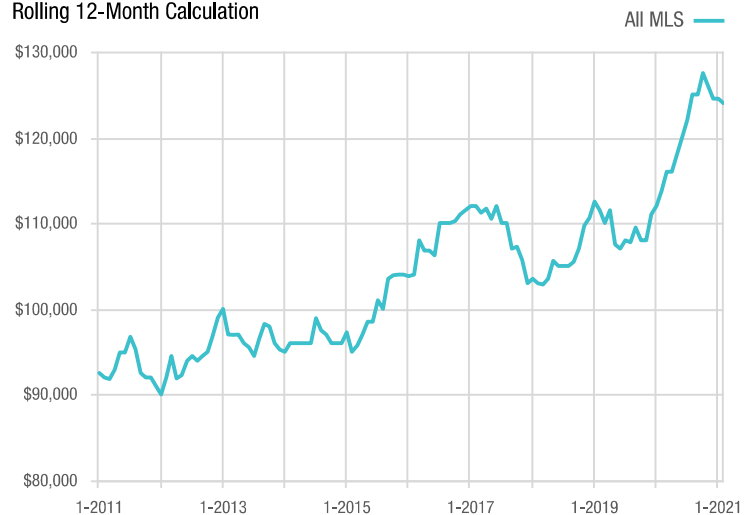
Median Sales Price - Single Family

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.

February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

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Quick Facts

- 0.2%

Change in Number of
Closed Sales
All Properties

+ 12.0%

Change in Number of
Median Sales Price
All Properties

- 48.9%

Change in Number of
Homes for Sale
All Properties

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

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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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,312	1,874	- 18.9%	4,661	4,249	- 8.8%
Pending Sales		2,011	2,109	+ 4.9%	3,941	4,508	+ 14.4%
Closed Sales		1,687	1,683	- 0.2%	3,123	3,408	+ 9.1%
Days on Market Until Sale		50	34	- 32.0%	50	34	- 32.0%
Median Sales Price		\$184,320	\$208,000	+ 12.8%	\$177,000	\$205,750	+ 16.2%
Average Sales Price		\$213,184	\$242,507	+ 13.8%	\$207,129	\$241,938	+ 16.8%
Percent of List Price Received		97.6%	99.1%	+ 1.5%	97.6%	98.9%	+ 1.3%
Housing Affordability Index		170	163	- 4.1%	177	164	- 7.3%
Inventory of Homes for Sale		4,644	2,327	- 49.9%	—	—	—
Months Supply of Inventory		2.2	1.0	- 54.5%	—	—	—

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.



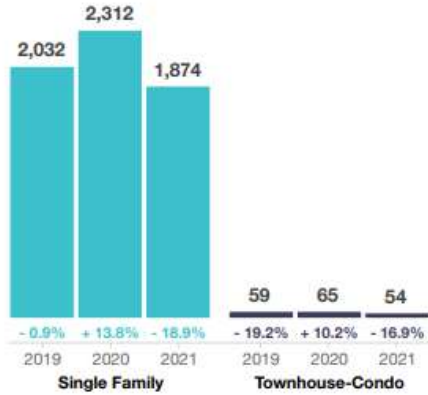
Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		65	54	- 16.9%	127	126	- 0.8%
Pending Sales		57	55	- 3.5%	108	116	+ 7.4%
Closed Sales		43	44	+ 2.3%	82	91	+ 11.0%
Days on Market Until Sale		44	39	- 11.4%	44	57	+ 29.5%
Median Sales Price		\$136,300	\$127,565	- 6.4%	\$134,500	\$130,130	- 3.2%
Average Sales Price		\$181,919	\$154,900	- 14.9%	\$166,939	\$167,062	+ 0.1%
Percent of List Price Received		96.0%	98.3%	+ 2.4%	96.5%	96.7%	+ 0.2%
Housing Affordability Index		243	284	+ 16.9%	247	278	+ 12.6%
Inventory of Homes for Sale		140	118	- 15.7%	—	—	—
Months Supply of Inventory		2.6	2.2	- 15.4%	—	—	—

New Listings

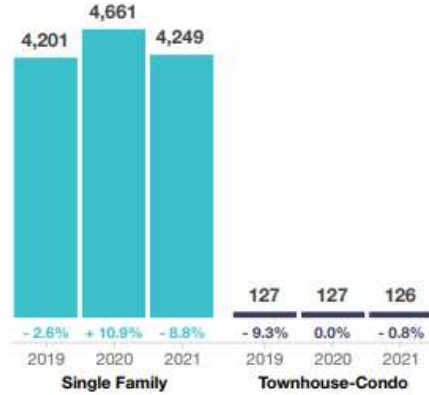
A count of the properties that have been newly listed on the market in a given month.



February

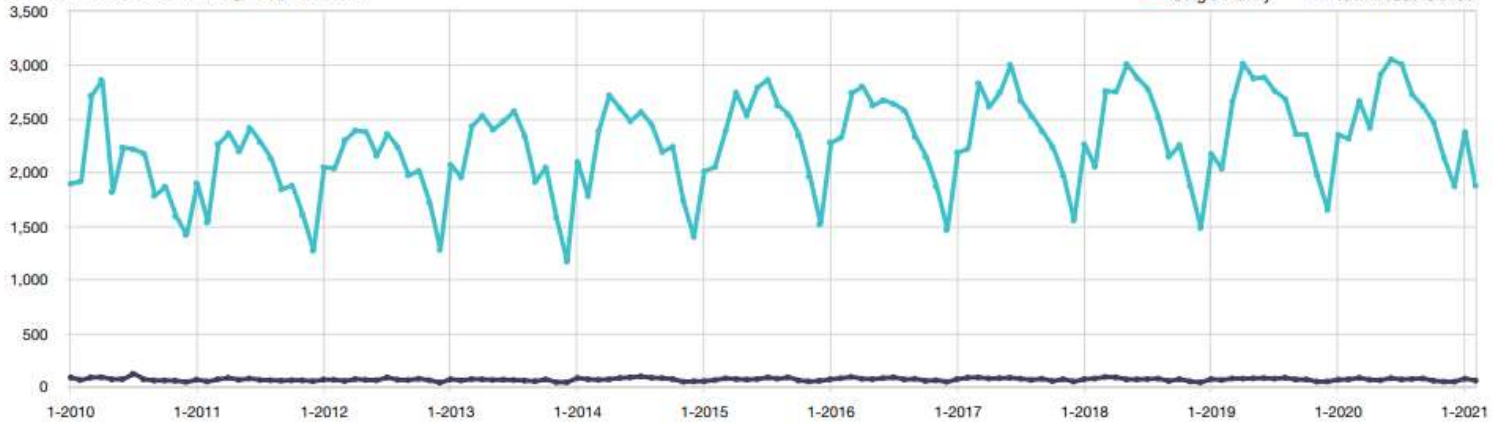


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	2,665	+ 0.3%	79	+ 6.8%
Apr-2020	2,411	- 20.0%	61	- 15.3%
May-2020	2,910	+ 1.3%	57	- 24.0%
Jun-2020	3,053	+ 5.8%	77	0.0%
Jul-2020	3,007	+ 9.0%	64	- 11.1%
Aug-2020	2,724	+ 1.6%	69	- 13.8%
Sep-2020	2,617	+ 11.1%	74	+ 15.6%
Oct-2020	2,469	+ 5.2%	53	- 17.2%
Nov-2020	2,137	+ 8.4%	44	0.0%
Dec-2020	1,866	+ 13.3%	44	- 2.2%
Jan-2021	2,375	+ 1.1%	72	+ 16.1%
Feb-2021	1,874	- 18.9%	54	- 16.9%
12-Month Avg	2,509	+ 0.8%	62	- 6.1%

Historical New Listings by Month

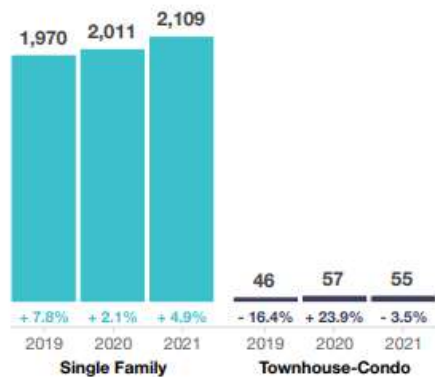


Pending Sales

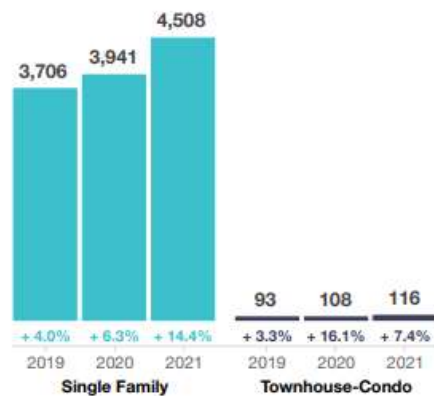
A count of the properties on which offers have been accepted in a given month.



February

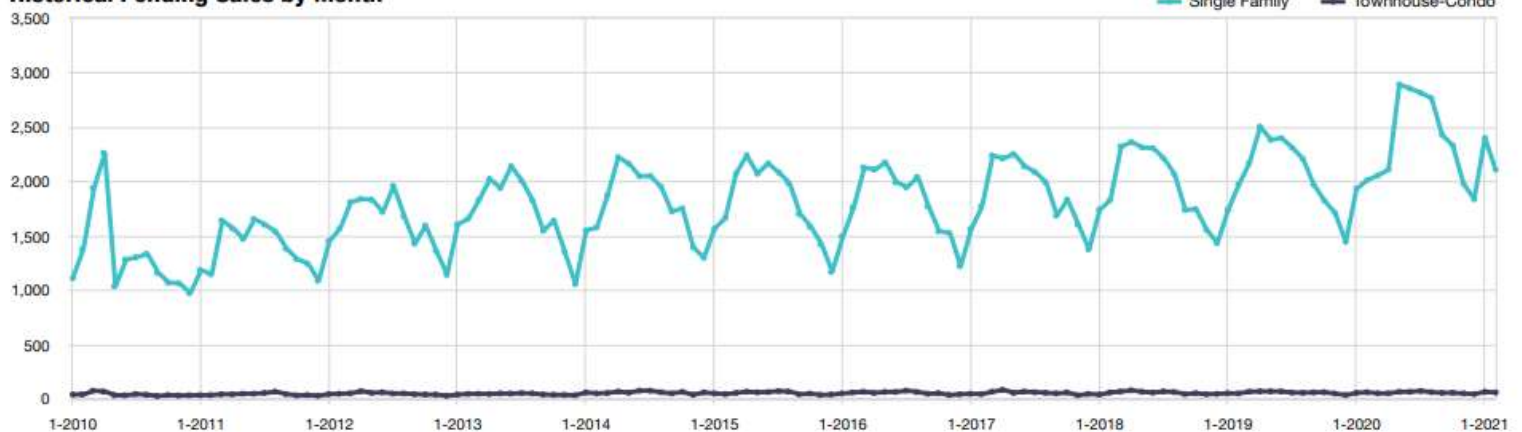


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	2,054	- 5.3%	47	- 24.2%
Apr-2020	2,108	- 15.8%	47	- 27.7%
May-2020	2,892	+ 21.4%	61	- 6.2%
Jun-2020	2,854	+ 19.0%	61	- 4.7%
Jul-2020	2,815	+ 21.9%	69	+ 27.8%
Aug-2020	2,766	+ 25.4%	58	+ 11.5%
Sep-2020	2,427	+ 23.2%	51	- 7.3%
Oct-2020	2,330	+ 27.8%	52	- 8.8%
Nov-2020	1,977	+ 15.7%	46	+ 2.2%
Dec-2020	1,835	+ 27.2%	40	+ 29.0%
Jan-2021	2,399	+ 24.3%	61	+ 19.6%
Feb-2021	2,109	+ 4.9%	55	- 3.5%
12-Month Avg	2,381	+ 15.0%	54	- 1.8%

Historical Pending Sales by Month

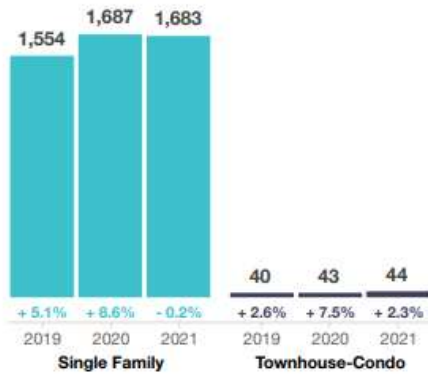


Closed Sales

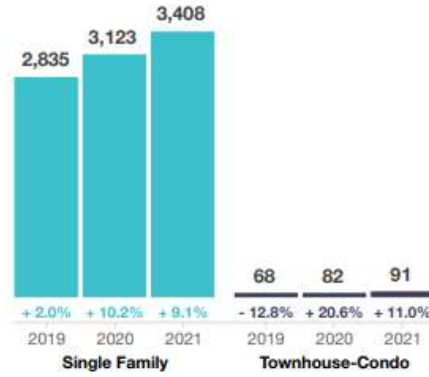
A count of the actual sales that closed in a given month.



February

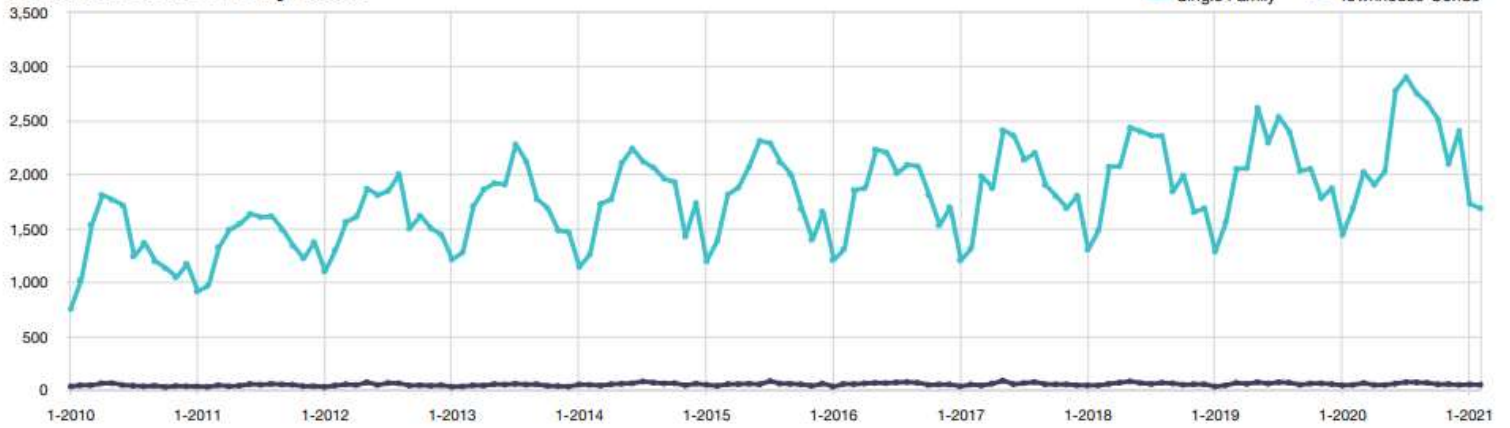


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	2,020	-1.4%	60	-3.2%
Apr-2020	1,902	-7.5%	42	-20.8%
May-2020	2,027	-22.5%	42	-38.2%
Jun-2020	2,776	+21.1%	55	0.0%
Jul-2020	2,902	+14.6%	69	+1.5%
Aug-2020	2,750	+14.8%	66	+4.8%
Sep-2020	2,660	+31.0%	62	+40.9%
Oct-2020	2,511	+22.5%	48	-14.3%
Nov-2020	2,096	+18.0%	50	-12.3%
Dec-2020	2,402	+28.4%	43	-14.0%
Jan-2021	1,725	+20.1%	47	+20.5%
Feb-2021	1,683	-0.2%	44	+2.3%
12-Month Avg	2,288	+10.7%	52	-5.5%

Historical Closed Sales by Month

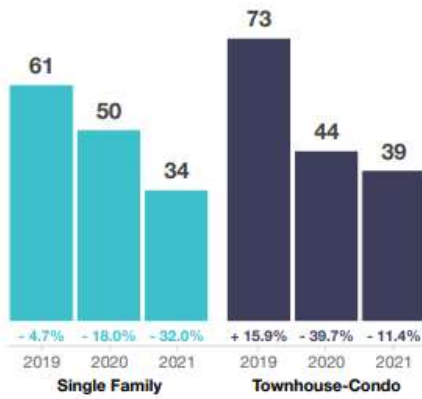


Days on Market Until Sale

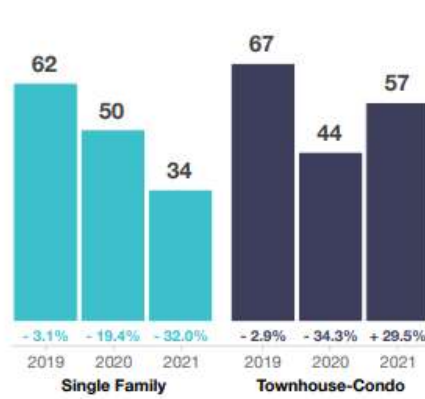
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Oct-2020	34	-22.7%	54	+35.0%
Nov-2020	31	-29.5%	39	-30.4%
Dec-2020	33	-28.3%	45	+18.4%
Jan-2021	34	-30.6%	73	+69.8%
Feb-2021	34	-32.0%	39	-11.4%
12-Month Avg*	37	-19.0%	47	+1.3%

* Days on Market for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

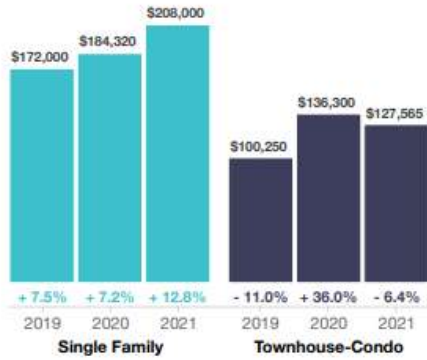


Median Sales Price

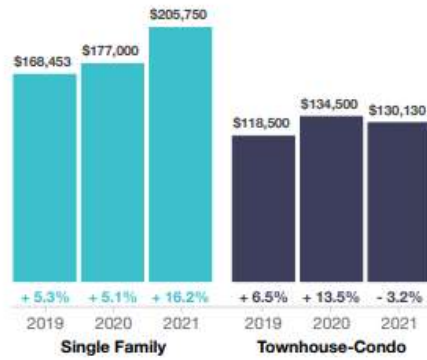
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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	\$200,900	+ 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	\$205,000	+ 12.6%	\$125,750	+ 3.9%
Oct-2020	\$208,450	+ 15.8%	\$132,975	+ 26.6%
Nov-2020	\$207,000	+ 14.5%	\$112,000	- 8.9%
Dec-2020	\$201,000	+ 11.4%	\$110,000	- 21.4%
Jan-2021	\$202,799	+ 18.1%	\$135,000	+ 3.9%
Feb-2021	\$208,000	+ 12.8%	\$127,565	- 6.4%
12-Month Avg*	\$200,900	+ 11.0%	\$124,000	+ 9.0%

* Median Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

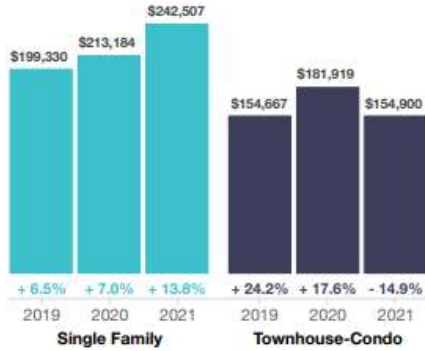


Average Sales Price

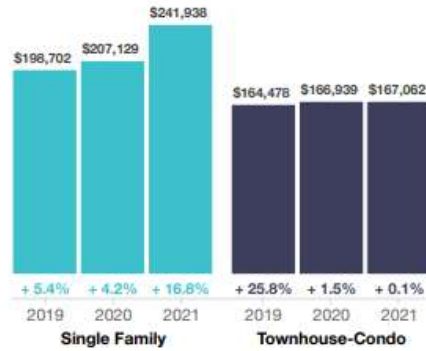
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



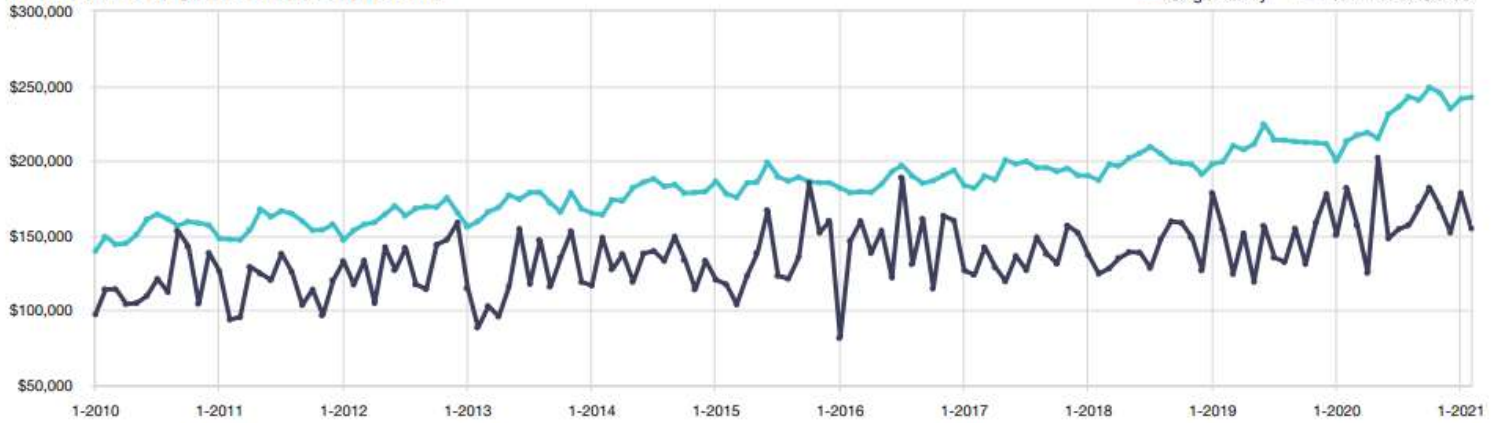
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	\$217,122	+ 3.4%	\$156,973	+ 26.2%
Apr-2020	\$218,941	+ 5.5%	\$125,162	- 17.4%
May-2020	\$214,916	+ 1.8%	\$202,073	+ 69.6%
Jun-2020	\$231,167	+ 3.0%	\$148,112	- 5.4%
Jul-2020	\$236,120	+ 10.4%	\$154,408	+ 14.1%
Aug-2020	\$242,860	+ 13.6%	\$156,989	+ 18.6%
Sep-2020	\$240,608	+ 13.0%	\$169,150	+ 9.3%
Oct-2020	\$249,067	+ 17.3%	\$182,062	+ 38.9%
Nov-2020	\$245,361	+ 15.7%	\$168,846	+ 6.4%
Dec-2020	\$234,760	+ 11.1%	\$152,047	- 14.5%
Jan-2021	\$241,385	+ 20.7%	\$178,447	+ 18.6%
Feb-2021	\$242,507	+ 13.8%	\$154,900	- 14.9%
12-Month Avg*	\$235,067	+ 10.7%	\$161,995	+ 11.3%

* Avg. Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

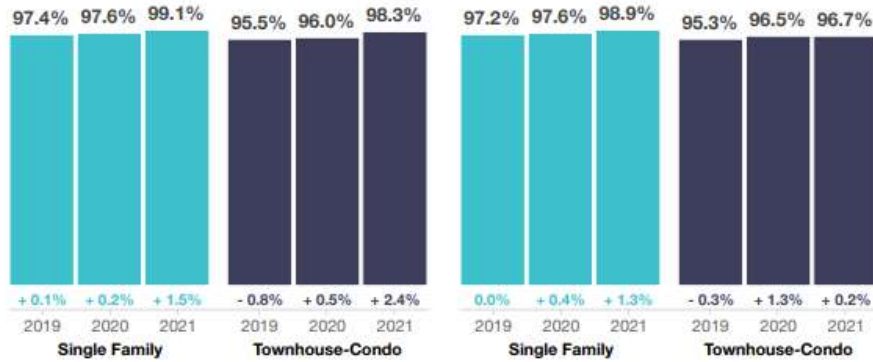


Percent of List Price Received

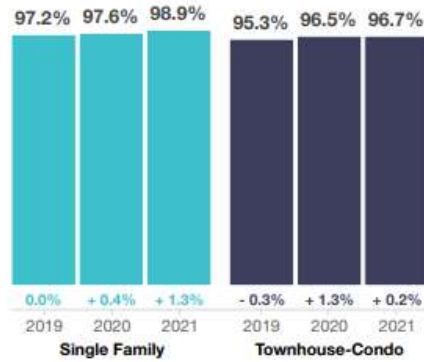
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%
Oct-2020	98.6%	+ 0.9%	97.0%	+ 1.9%
Nov-2020	98.9%	+ 1.3%	95.3%	- 0.9%
Dec-2020	98.8%	+ 1.1%	97.6%	+ 0.9%
Jan-2021	98.7%	+ 1.2%	95.2%	- 2.0%
Feb-2021	99.1%	+ 1.5%	98.3%	+ 2.4%
12-Month Avg*	98.7%	+ 0.8%	96.5%	+ 0.2%

* Pct. of List Price Received for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

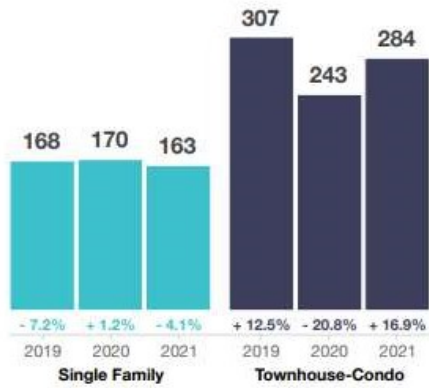


Housing Affordability Index

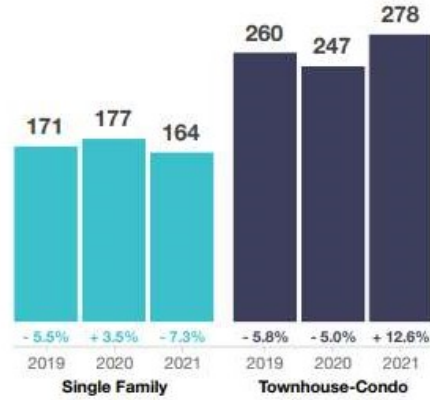
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

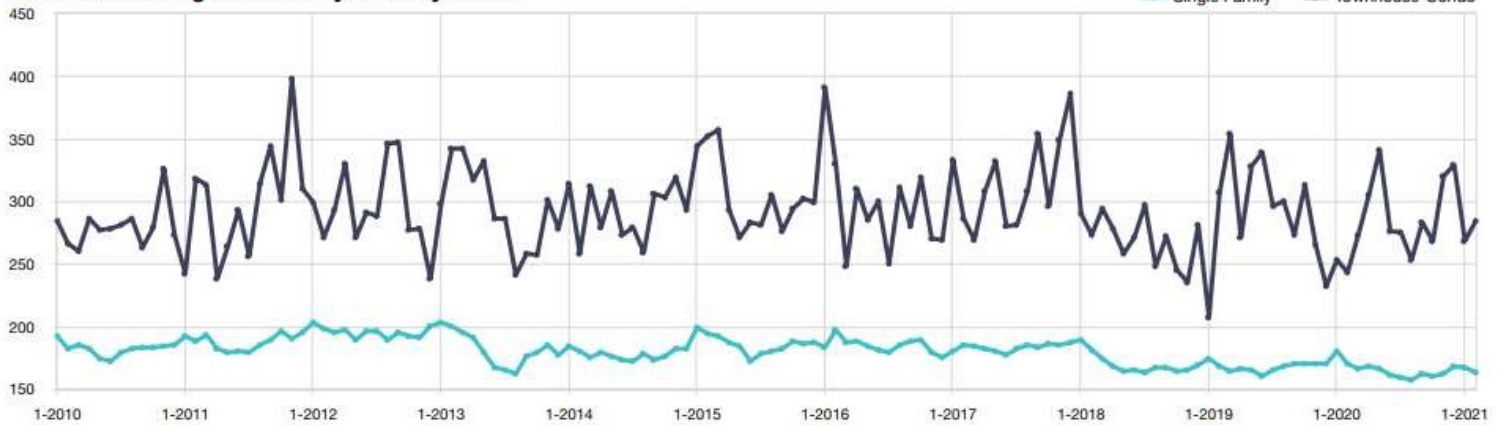


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	166	+ 1.2%	273	- 22.9%
Apr-2020	168	+ 1.2%	305	+ 12.5%
May-2020	166	+ 0.6%	341	+ 4.0%
Jun-2020	161	+ 0.6%	276	- 18.6%
Jul-2020	159	- 3.6%	275	- 7.1%
Aug-2020	157	- 6.5%	253	- 15.7%
Sep-2020	162	- 4.7%	283	+ 3.7%
Oct-2020	160	- 5.9%	268	- 14.4%
Nov-2020	162	- 4.7%	320	+ 20.8%
Dec-2020	168	- 1.2%	329	+ 41.8%
Jan-2021	167	- 7.2%	268	+ 5.9%
Feb-2021	163	- 4.1%	284	+ 16.9%
12-Month Avg	163	- 3.0%	290	+ 0.3%

Historical Housing Affordability Index by Month

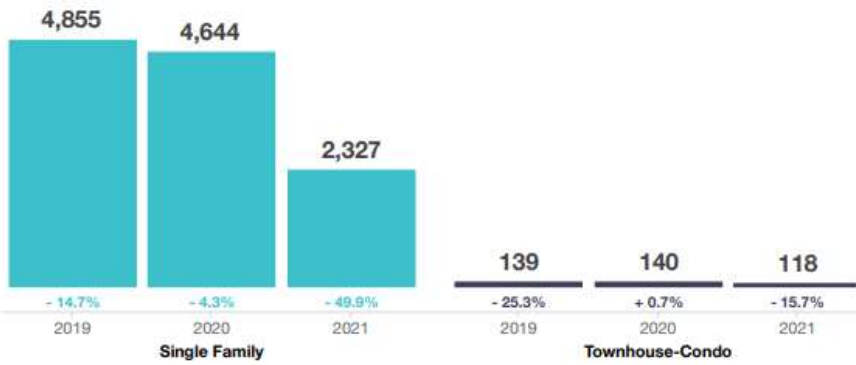


Inventory of Homes for Sale

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

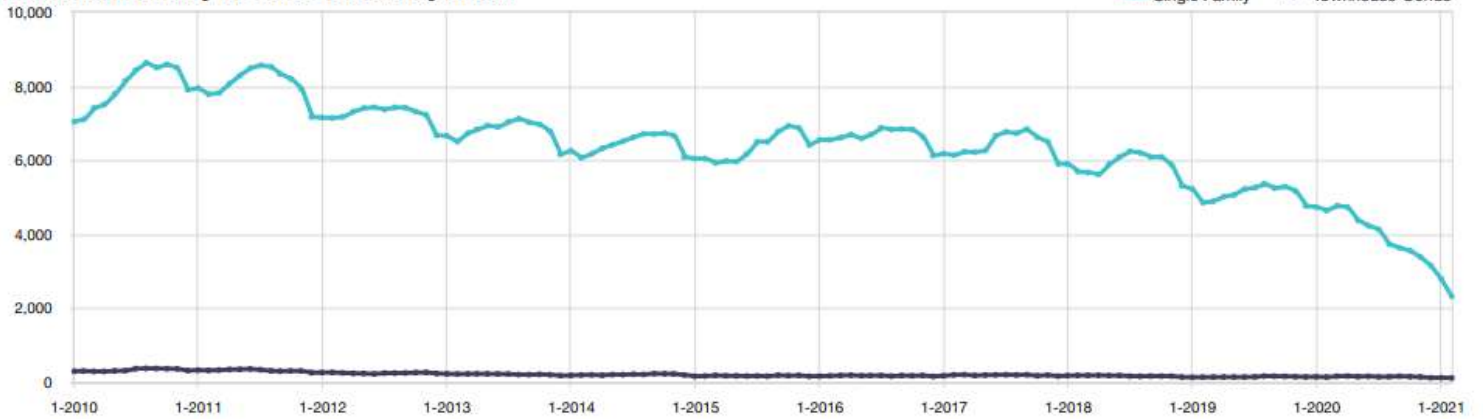


February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	4,770	-2.4%	164	+17.1%
Apr-2020	4,735	-5.6%	167	+17.6%
May-2020	4,375	-13.6%	154	+8.5%
Jun-2020	4,233	-18.9%	161	+14.2%
Jul-2020	4,128	-21.5%	146	-0.7%
Aug-2020	3,734	-30.3%	151	-10.1%
Sep-2020	3,633	-30.7%	163	0.0%
Oct-2020	3,556	-32.7%	152	-5.6%
Nov-2020	3,384	-34.5%	144	-5.3%
Dec-2020	3,151	-33.9%	122	-15.9%
Jan-2021	2,787	-41.1%	124	-16.8%
Feb-2021	2,327	-49.9%	118	-15.7%
12-Month Avg	3,734	-26.1%	147	-1.3%

Historical Inventory of Homes for Sale by Month



Current as of March 7, 2021. All data from MLSOK. Report © 2021 ShowingTime. | 12

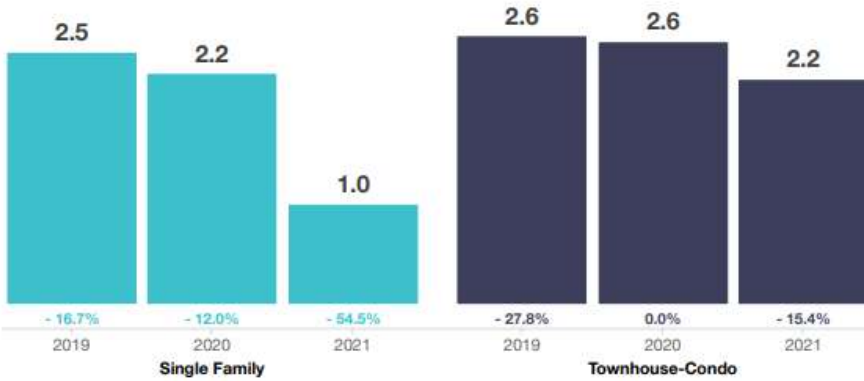
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Months Supply of Inventory

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.



February



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2020	2.3	- 8.0%	3.1	+ 19.2%
Apr-2020	2.3	- 8.0%	3.2	+ 18.5%
May-2020	2.1	- 19.2%	3.0	+ 11.1%
Jun-2020	2.0	- 23.1%	3.1	+ 19.2%
Jul-2020	1.9	- 26.9%	2.8	0.0%
Aug-2020	1.7	- 37.0%	2.8	- 12.5%
Sep-2020	1.6	- 38.5%	3.1	0.0%
Oct-2020	1.6	- 38.5%	2.9	- 3.3%
Nov-2020	1.5	- 40.0%	2.7	- 3.6%
Dec-2020	1.4	- 39.1%	2.3	- 14.8%
Jan-2021	1.2	- 47.8%	2.3	- 17.9%
Feb-2021	1.0	- 54.5%	2.2	- 15.4%
12-Month Avg*	1.7	- 31.6%	2.8	- 0.4%

* Months Supply for all properties from March 2020 through February 2021. 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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,377	1,928	- 18.9%	4,788	4,375	- 8.6%
Pending Sales		2,068	2,164	+ 4.6%	4,049	4,624	+ 14.2%
Closed Sales		1,730	1,727	- 0.2%	3,205	3,499	+ 9.2%
Days on Market Until Sale		50	34	- 32.0%	49	35	- 28.6%
Median Sales Price		\$183,000	\$205,000	+ 12.0%	\$175,950	\$203,013	+ 15.4%
Average Sales Price		\$212,405	\$240,267	+ 13.1%	\$206,098	\$239,987	+ 16.4%
Percent of List Price Received		97.6%	99.1%	+ 1.5%	97.6%	98.9%	+ 1.3%
Housing Affordability Index		172	165	- 4.1%	178	167	- 6.2%
Inventory of Homes for Sale		4,784	2,445	- 48.9%	—	—	—
Months Supply of Inventory		2.3	1.0	- 56.5%	—	—	—