



June 2021 Residential Sales

Date: July 9, 2021

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **June 1 through June 30, 2021**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

-0.6%	+11.9%	-37.1%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

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

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers on homes sight unseen.

New Listings increased 13.2 percent for Single Family homes and 39.0 percent for Townhouse-Condo homes. Pending Sales increased 2.6 percent for Single Family homes and 47.5 percent for Townhouse-Condo homes. Inventory decreased 36.9 percent for Single Family homes and 42.5 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 45.0 percent for Single Family homes and 51.6 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 12.0 percent to \$225,000 for Single Family homes and 10.0 percent to \$137,500 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 55.0 percent for Single Family homes and 45.1 percent for Townhouse-Condo homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up to 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.



Below you will find copies of the MLS Statistical Reports for

June 2021

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.

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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 time-period over which such claims are based and must include the following, or substantially similar, notice:

Based on information from MLSOK, Inc for the period **(06/01/2021) through (06/30/2021)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 2:30PM CT on **07/09/2021**.

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

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

	<u>June 2021</u>	<u>May 2021</u>	<u>June 2020</u>
TOTAL CLOSED	2860	2570	2750
TOTAL \$ VOLUME	\$ 761,343,630	\$ 664,324,259	\$ 627,910,056
AVERAGE PRICE	\$ 266,204	\$ 258,492	\$ 228,331
MEDIAN PRICE	\$ 223,550	\$ 218,299	\$ 198,000
% SELLING PRICE TO LIST PRICE	99 %	99 %	98 %
DAYS ON MARKET	19	21	41
NUMBER OF LISTINGS	2226	2226	4615

TOTAL CLOSED	2860
TOTAL \$ VOLUME	\$ 761,343,630
AVERAGE SELLING PRICE	\$ 266,204
% SELLING PRICE TO LIST PRICE	99 %
MEDIAN PRICE	\$ 223,550
AVERAGE DAYS ON MARKET	19
# OF ACTIVE LISTINGS CURRENTLY	2886
TOTAL UNDER CONTRACT (Pending)	2549
AVERAGE VALUE (Pending)	\$ 256,399



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	2421	\$ 607,437,598	4890
April	2533	\$ 620,673,939	5062
May	2570	\$664,324,259	5088
June	2860	\$761,343,630	5409
July			
August			
September			
October			
November			
December			

Local Market Update – June 2021

A FREE RESEARCH TOOL FROM MLSOK



All MLSOK

Entire MLSOK Market Area

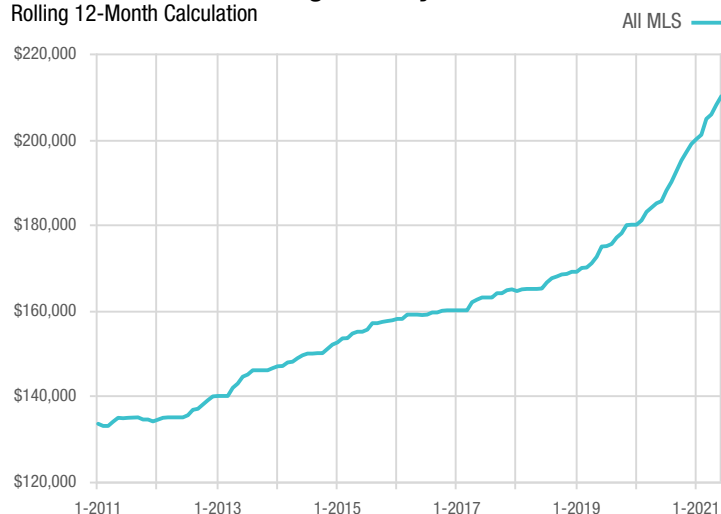
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	3,047	3,449	+ 13.2%	15,682	16,297	+ 3.9%
Pending Sales	2,853	2,928	+ 2.6%	13,846	15,515	+ 12.1%
Closed Sales	2,776	2,744	- 1.2%	11,849	13,631	+ 15.0%
Days on Market Until Sale	40	18	- 55.0%	43	27	- 37.2%
Median Sales Price*	\$200,900	\$225,000	+ 12.0%	\$189,900	\$215,000	+ 13.2%
Average Sales Price*	\$231,167	\$269,187	+ 16.4%	\$217,687	\$253,910	+ 16.6%
Percent of List Price Received*	98.6%	100.5%	+ 1.9%	98.2%	99.6%	+ 1.4%
Inventory of Homes for Sale	4,220	2,661	- 36.9%	—	—	—
Months Supply of Inventory	2.0	1.1	- 45.0%	—	—	—

Townhouse-Condo	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	77	107	+ 39.0%	400	460	+ 15.0%
Pending Sales	61	90	+ 47.5%	324	440	+ 35.8%
Closed Sales	55	70	+ 27.3%	281	380	+ 35.2%
Days on Market Until Sale	51	28	- 45.1%	50	35	- 30.0%
Median Sales Price*	\$125,000	\$137,500	+ 10.0%	\$124,000	\$135,000	+ 8.9%
Average Sales Price*	\$148,112	\$174,411	+ 17.8%	\$160,133	\$177,702	+ 11.0%
Percent of List Price Received*	95.6%	100.7%	+ 5.3%	96.0%	98.4%	+ 2.5%
Inventory of Homes for Sale	160	92	- 42.5%	—	—	—
Months Supply of Inventory	3.1	1.5	- 51.6%	—	—	—

* 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.

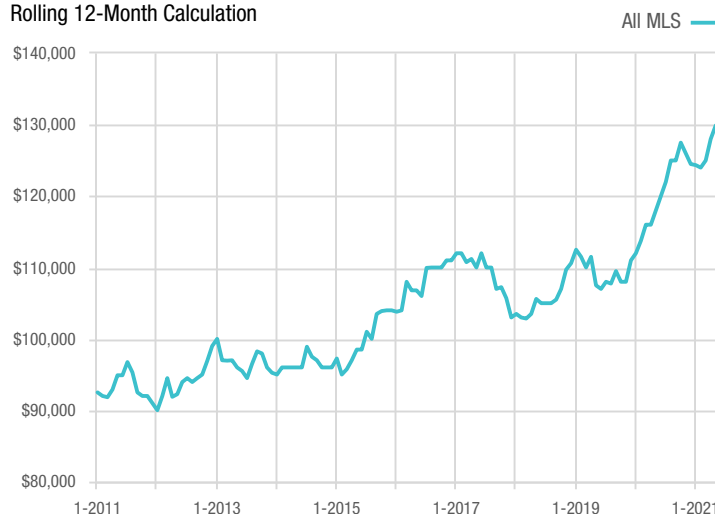
Median Sales Price - Single Family

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



June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

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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

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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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		3,047	3,449	+ 13.2%	15,682	16,297	+ 3.9%
Pending Sales		2,853	2,928	+ 2.6%	13,846	15,515	+ 12.1%
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Days on Market Until Sale		40	18	- 55.0%	43	27	- 37.2%
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Average Sales Price		\$231,167	\$269,187	+ 16.4%	\$217,687	\$253,910	+ 16.6%
Percent of List Price Received		98.6%	100.5%	+ 1.9%	98.2%	99.6%	+ 1.4%
Housing Affordability Index		161	146	- 9.3%	170	153	- 10.0%
Inventory of Homes for Sale		4,220	2,661	- 36.9%	—	—	—
Months Supply of Inventory		2.0	1.1	- 45.0%	—	—	—

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.



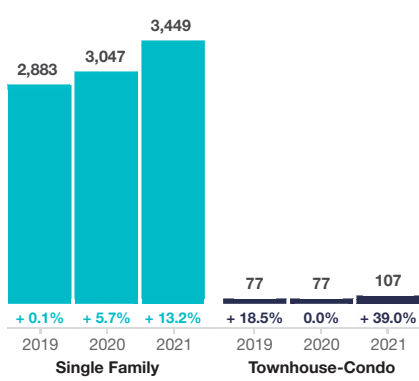
Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		77	107	+ 39.0%	400	460	+ 15.0%
Pending Sales		61	90	+ 47.5%	324	440	+ 35.8%
Closed Sales		55	70	+ 27.3%	281	380	+ 35.2%
Days on Market Until Sale		51	28	- 45.1%	50	35	- 30.0%
Median Sales Price		\$125,000	\$137,500	+ 10.0%	\$124,000	\$135,000	+ 8.9%
Average Sales Price		\$148,112	\$174,411	+ 17.8%	\$160,133	\$177,702	+ 11.0%
Percent of List Price Received		95.6%	100.7%	+ 5.3%	96.0%	98.4%	+ 2.5%
Housing Affordability Index		276	256	- 7.2%	279	261	- 6.5%
Inventory of Homes for Sale		160	92	- 42.5%	—	—	—
Months Supply of Inventory		3.1	1.5	- 51.6%	—	—	—

New Listings

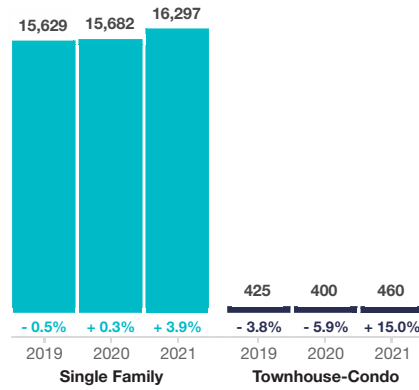
A count of the properties that have been newly listed on the market in a given month.



June

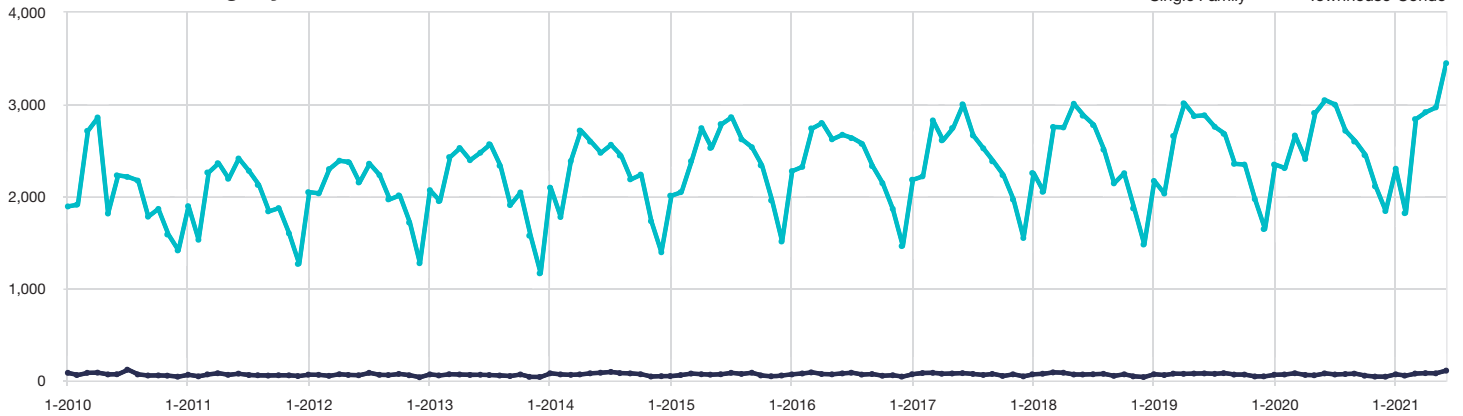


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	2,998	+ 8.7%	65	- 9.7%
Aug-2020	2,715	+ 1.2%	70	- 12.5%
Sep-2020	2,598	+ 10.3%	74	+ 15.6%
Oct-2020	2,450	+ 4.4%	52	- 18.8%
Nov-2020	2,111	+ 7.0%	42	- 4.5%
Dec-2020	1,842	+ 11.9%	41	- 8.9%
Jan-2021	2,302	- 1.9%	67	+ 8.1%
Feb-2021	1,819	- 21.2%	53	- 18.5%
Mar-2021	2,841	+ 6.7%	75	- 5.1%
Apr-2021	2,917	+ 21.1%	80	+ 33.3%
May-2021	2,969	+ 2.1%	78	+ 36.8%
Jun-2021	3,449	+ 13.2%	107	+ 39.0%
12-Month Avg	2,584	+ 5.3%	67	+ 4.7%

Historical New Listings by Month

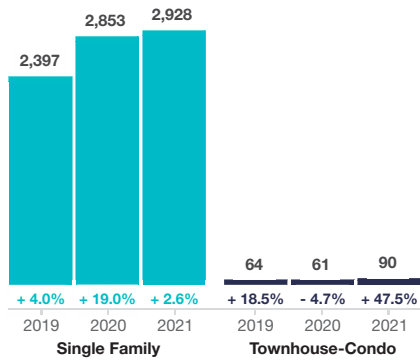


Pending Sales

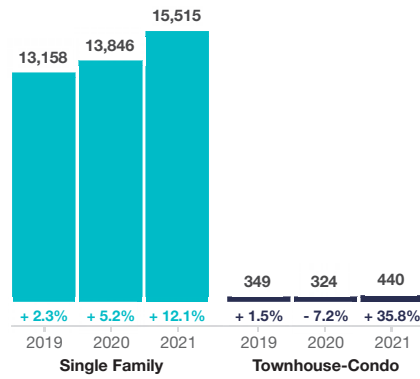
A count of the properties on which offers have been accepted in a given month.



June

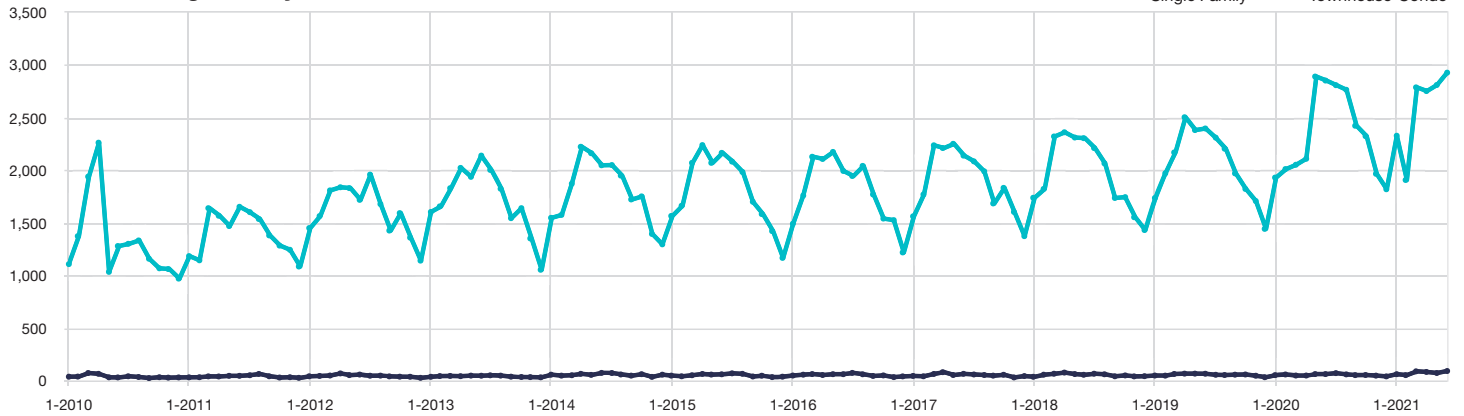


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	2,809	+ 21.6%	70	+ 29.6%
Aug-2020	2,765	+ 25.4%	58	+ 11.5%
Sep-2020	2,423	+ 23.0%	51	- 7.3%
Oct-2020	2,324	+ 27.6%	52	- 8.8%
Nov-2020	1,966	+ 15.2%	46	+ 2.2%
Dec-2020	1,819	+ 26.1%	39	+ 25.8%
Jan-2021	2,328	+ 20.6%	60	+ 17.6%
Feb-2021	1,907	- 5.2%	51	- 10.5%
Mar-2021	2,788	+ 35.9%	87	+ 85.1%
Apr-2021	2,753	+ 30.5%	81	+ 72.3%
May-2021	2,811	- 2.8%	71	+ 16.4%
Jun-2021	2,928	+ 2.6%	90	+ 47.5%
12-Month Avg	2,468	+ 17.0%	63	+ 21.2%

Historical Pending Sales by Month

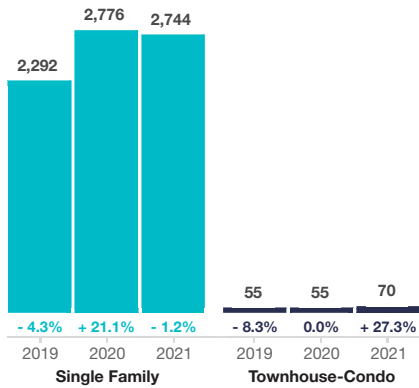


Closed Sales

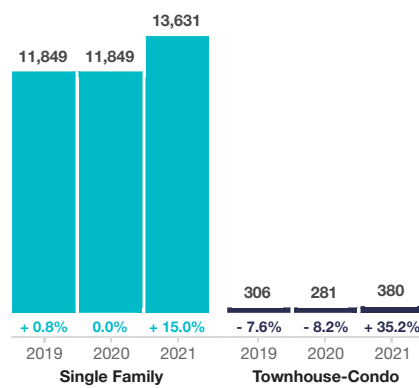
A count of the actual sales that closed in a given month.



June

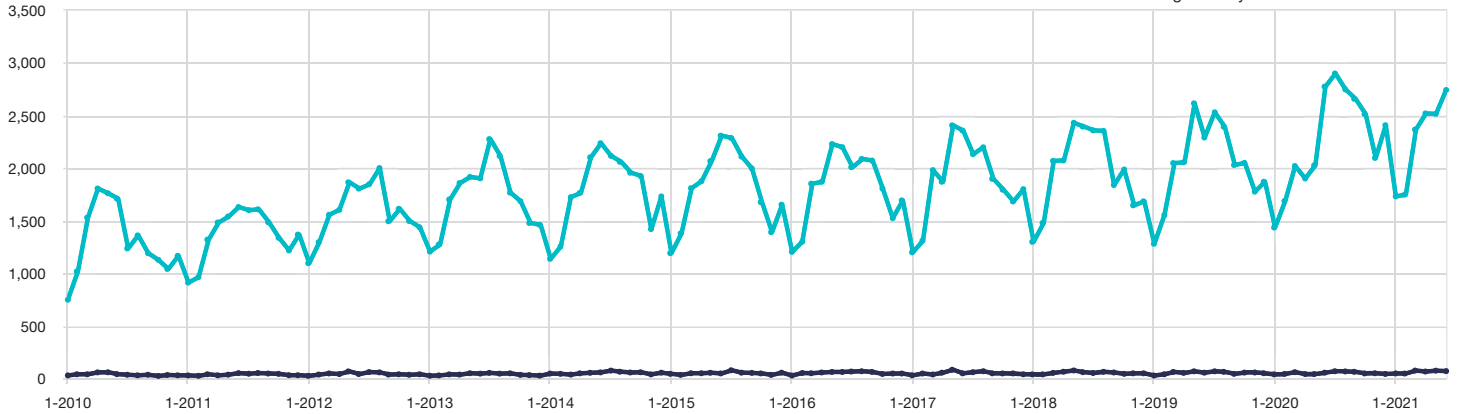


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	2,901	+ 14.6%	69	+ 1.5%
Aug-2020	2,750	+ 14.8%	67	+ 6.3%
Sep-2020	2,660	+ 31.0%	63	+ 43.2%
Oct-2020	2,515	+ 22.6%	48	- 14.3%
Nov-2020	2,098	+ 18.1%	50	- 12.3%
Dec-2020	2,409	+ 28.8%	43	- 14.0%
Jan-2021	1,732	+ 20.6%	48	+ 23.1%
Feb-2021	1,749	+ 3.7%	47	+ 9.3%
Mar-2021	2,368	+ 17.2%	75	+ 25.0%
Apr-2021	2,521	+ 32.5%	66	+ 57.1%
May-2021	2,517	+ 24.2%	74	+ 76.2%
Jun-2021	2,744	- 1.2%	70	+ 27.3%
12-Month Avg	2,414	+ 18.2%	60	+ 15.4%

Historical Closed Sales by Month

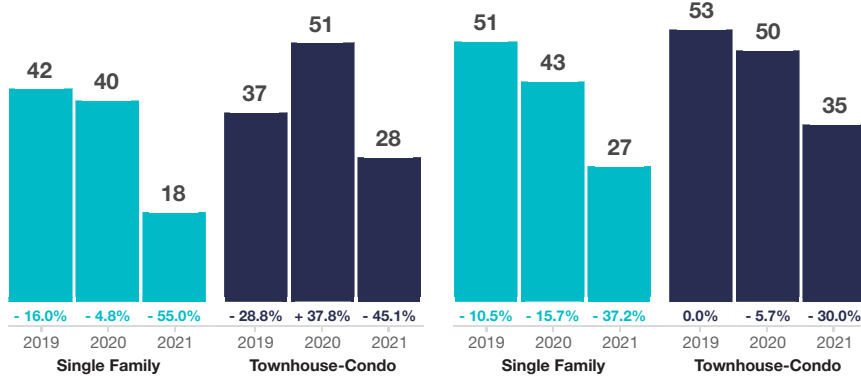


Days on Market Until Sale

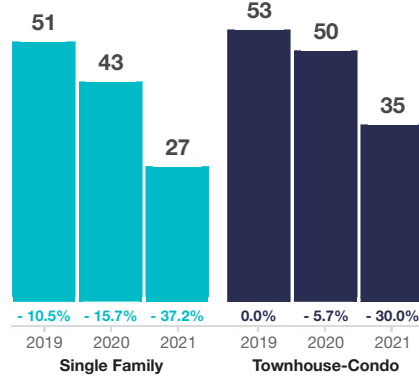
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



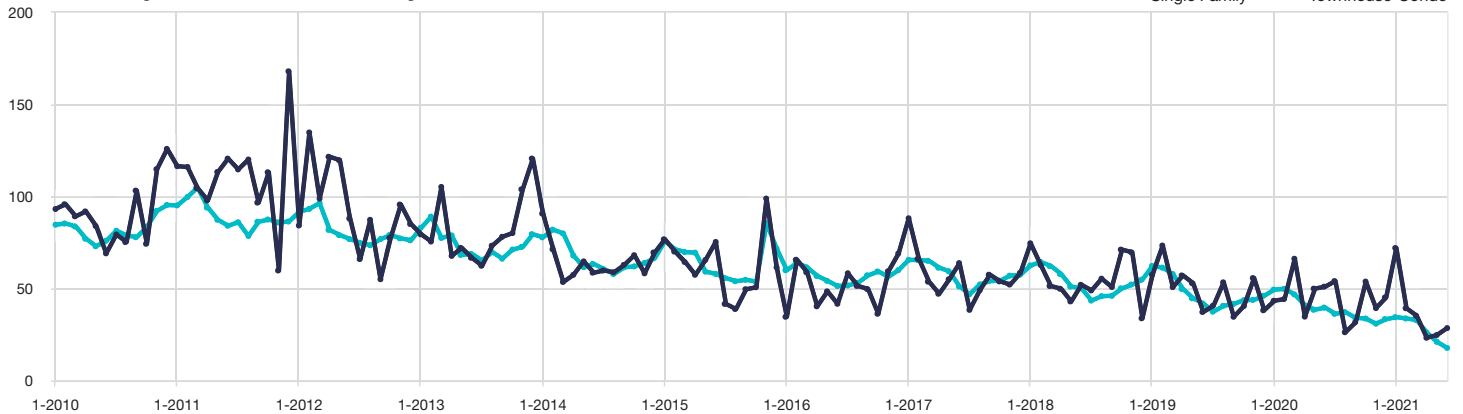
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	36	- 2.7%	54	+ 31.7%
Aug-2020	37	- 9.8%	26	- 50.9%
Sep-2020	34	- 19.0%	32	- 8.6%
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%	72	+ 67.4%
Feb-2021	34	- 32.0%	39	- 11.4%
Mar-2021	33	- 29.8%	35	- 47.0%
Apr-2021	26	- 36.6%	23	- 34.3%
May-2021	21	- 44.7%	25	- 50.0%
Jun-2021	18	- 55.0%	28	- 45.1%
12-Month Avg*	31	- 27.8%	38	- 18.9%

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

Historical Days on Market Until Sale by Month

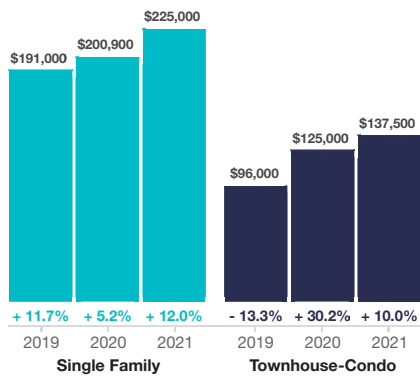


Median Sales Price

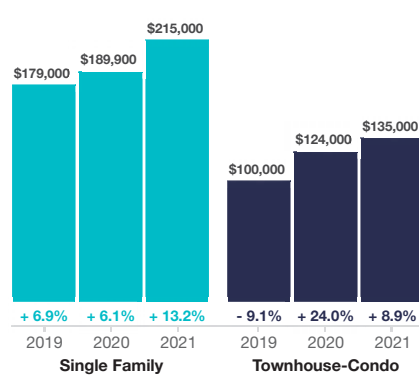
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



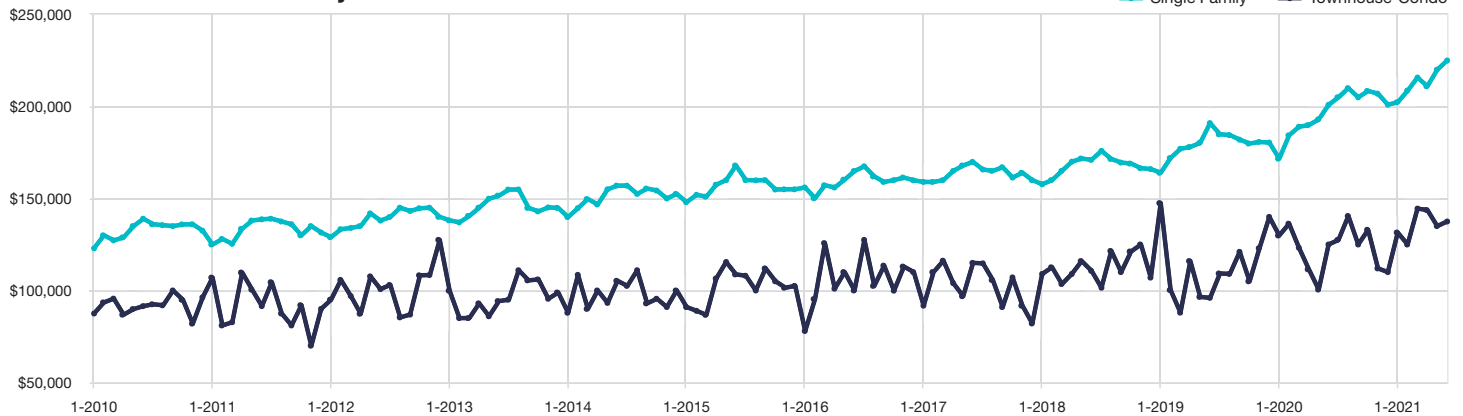
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	\$205,000	+ 10.9%	\$127,500	+ 16.7%
Aug-2020	\$210,000	+ 13.8%	\$140,500	+ 28.9%
Sep-2020	\$205,000	+ 12.6%	\$125,000	+ 3.3%
Oct-2020	\$208,450	+ 15.9%	\$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	\$202,299	+ 17.8%	\$131,500	+ 1.2%
Feb-2021	\$208,608	+ 13.2%	\$125,000	- 8.3%
Mar-2021	\$215,750	+ 14.2%	\$144,500	+ 17.2%
Apr-2021	\$211,000	+ 11.1%	\$143,750	+ 28.9%
May-2021	\$220,000	+ 14.0%	\$135,000	+ 34.3%
Jun-2021	\$225,000	+ 12.0%	\$137,500	+ 10.0%
12-Month Avg*	\$210,000	+ 13.2%	\$130,130	+ 8.4%

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

Historical Median Sales Price by Month

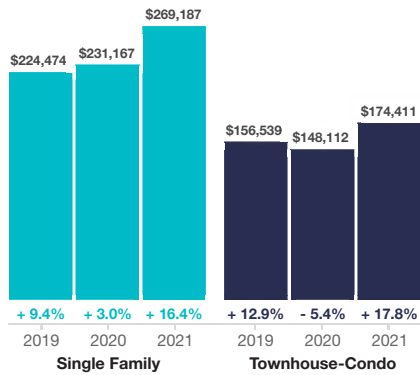


Average Sales Price

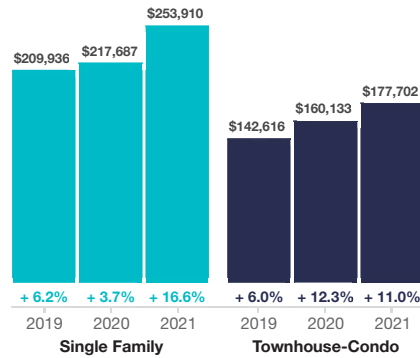
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



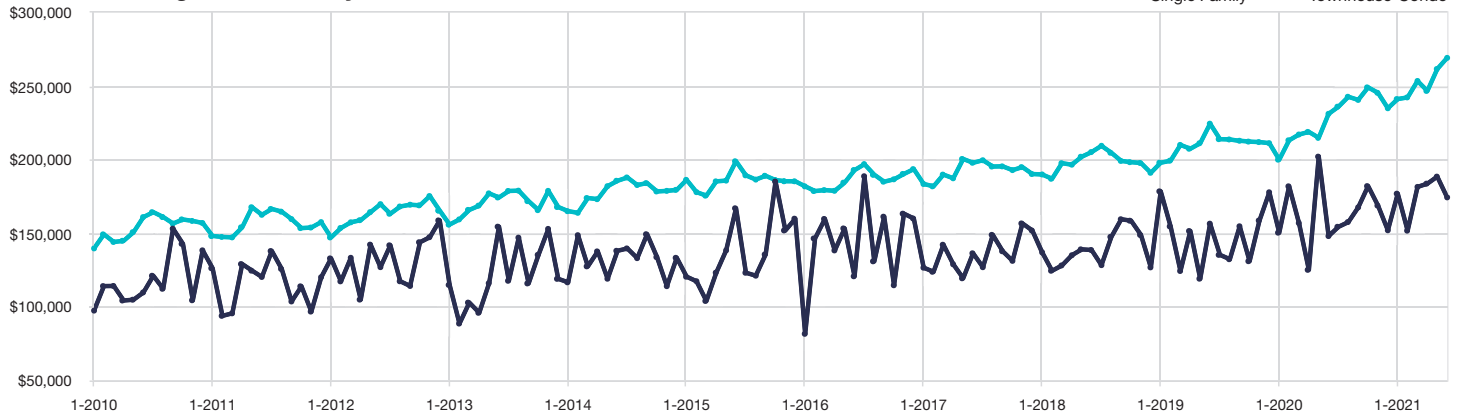
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	\$236,020	+ 10.3%	\$154,408	+ 14.1%
Aug-2020	\$242,762	+ 13.6%	\$157,623	+ 19.1%
Sep-2020	\$240,622	+ 13.0%	\$167,608	+ 8.3%
Oct-2020	\$249,136	+ 17.3%	\$182,062	+ 38.9%
Nov-2020	\$245,444	+ 15.8%	\$168,846	+ 6.4%
Dec-2020	\$234,967	+ 11.2%	\$152,047	- 14.5%
Jan-2021	\$241,215	+ 20.6%	\$176,917	+ 17.6%
Feb-2021	\$242,335	+ 13.7%	\$151,790	- 16.6%
Mar-2021	\$253,499	+ 16.8%	\$181,509	+ 15.6%
Apr-2021	\$246,732	+ 12.7%	\$183,729	+ 46.8%
May-2021	\$261,632	+ 21.7%	\$188,503	- 6.7%
Jun-2021	\$269,187	+ 16.4%	\$174,411	+ 17.8%
12-Month Avg*	\$247,235	+ 14.9%	\$170,852	+ 11.8%

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

Historical Average Sales Price by Month

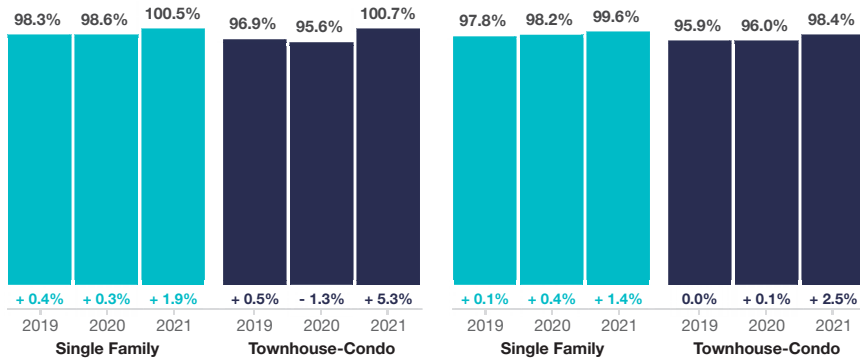


Percent of List Price Received

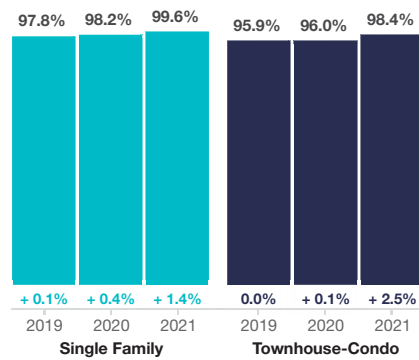
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



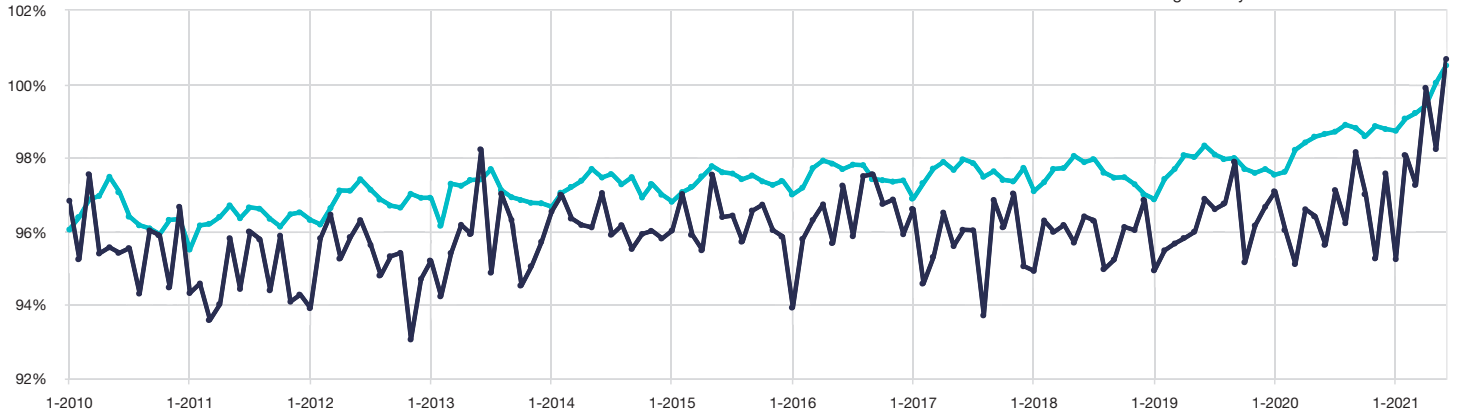
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	98.2%	+ 0.3%
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%	98.1%	+ 2.2%
Mar-2021	99.2%	+ 1.0%	97.3%	+ 2.3%
Apr-2021	99.4%	+ 1.0%	99.9%	+ 3.4%
May-2021	100.0%	+ 1.4%	98.2%	+ 1.9%
Jun-2021	100.5%	+ 1.9%	100.7%	+ 5.3%
12-Month Avg*	99.2%	+ 1.1%	97.7%	+ 1.4%

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

Historical Percent of List Price Received by Month



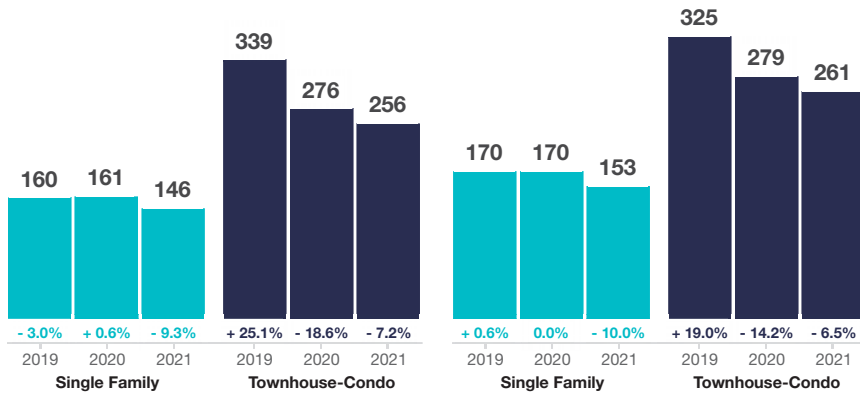
Housing Affordability Index

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.



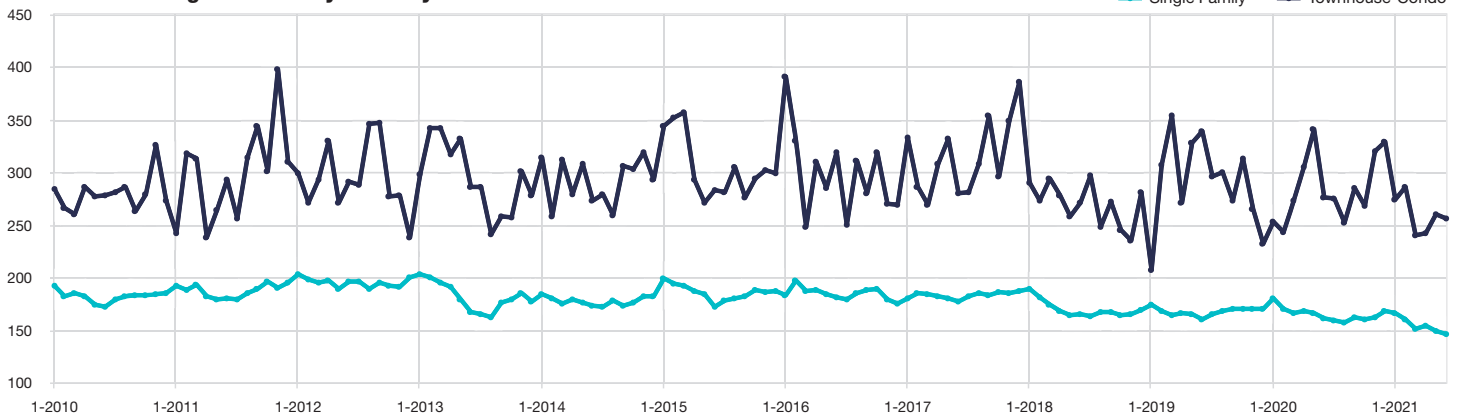
June

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	159	- 3.6%	275	- 7.1%
Aug-2020	157	- 6.5%	252	- 16.0%
Sep-2020	162	- 4.7%	285	+ 4.4%
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	166	- 7.8%	274	+ 8.3%
Feb-2021	160	- 5.9%	286	+ 17.7%
Mar-2021	151	- 9.0%	240	- 12.1%
Apr-2021	154	- 8.3%	242	- 20.7%
May-2021	149	- 10.2%	260	- 23.8%
Jun-2021	146	- 9.3%	256	- 7.2%
12-Month Avg	158	- 6.5%	274	- 2.5%

Historical Housing Affordability Index by Month

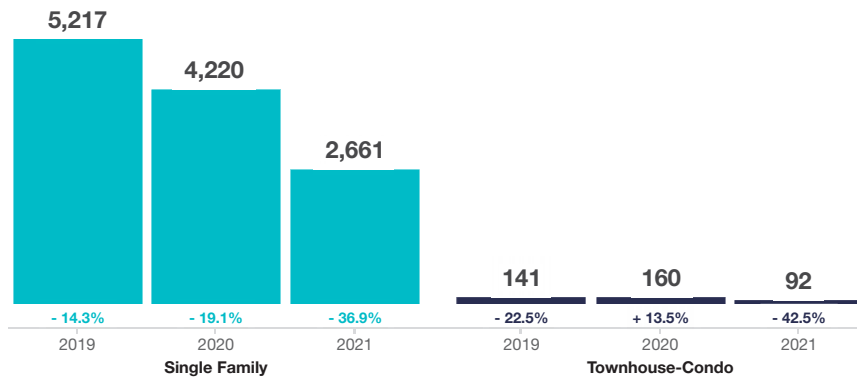


Inventory of Homes for Sale

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

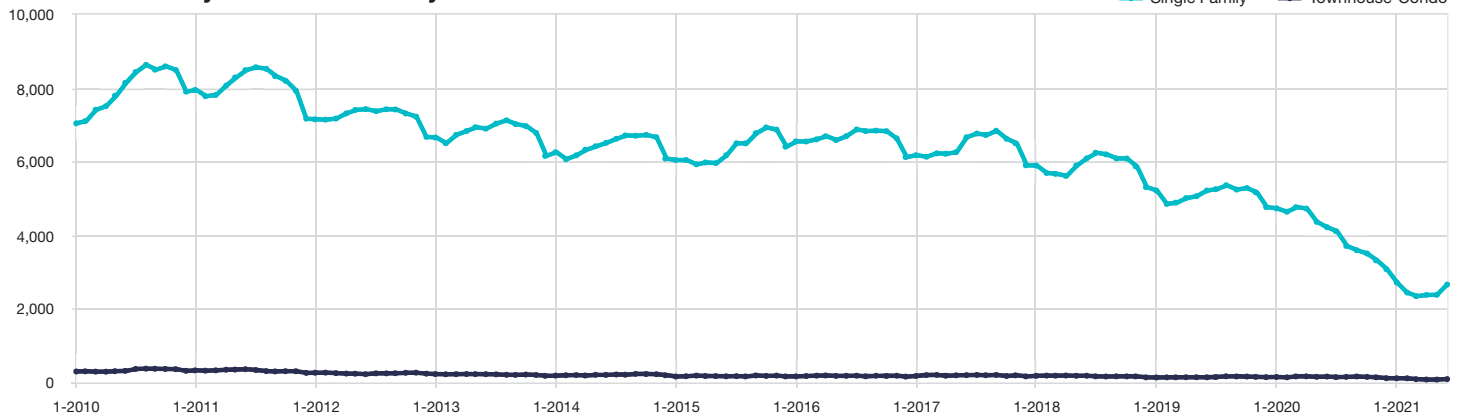


June



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	4,112	- 21.7%	145	- 1.4%
Aug-2020	3,711	- 30.8%	151	- 10.1%
Sep-2020	3,595	- 31.4%	163	0.0%
Oct-2020	3,505	- 33.7%	151	- 6.2%
Nov-2020	3,319	- 35.8%	141	- 7.2%
Dec-2020	3,078	- 35.4%	117	- 19.3%
Jan-2021	2,718	- 42.6%	115	- 22.8%
Feb-2021	2,445	- 47.3%	114	- 18.6%
Mar-2021	2,346	- 50.8%	90	- 45.1%
Apr-2021	2,379	- 49.7%	80	- 51.8%
May-2021	2,382	- 45.4%	79	- 48.4%
Jun-2021	2,661	- 36.9%	92	- 42.5%
12-Month Avg	3,021	- 38.1%	120	- 23.1%

Historical Inventory of Homes for Sale by Month

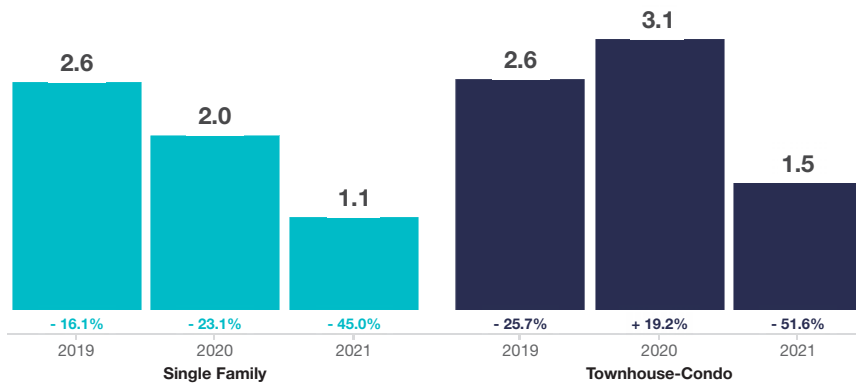


Months Supply of Inventory

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.



June



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2020	1.9	- 26.9%	2.7	- 3.6%
Aug-2020	1.7	- 37.0%	2.8	- 12.5%
Sep-2020	1.6	- 38.5%	3.1	0.0%
Oct-2020	1.5	- 42.3%	2.9	- 3.3%
Nov-2020	1.4	- 44.0%	2.7	- 3.6%
Dec-2020	1.3	- 43.5%	2.2	- 18.5%
Jan-2021	1.2	- 47.8%	2.1	- 25.0%
Feb-2021	1.0	- 54.5%	2.1	- 19.2%
Mar-2021	1.0	- 56.5%	1.6	- 48.4%
Apr-2021	1.0	- 56.5%	1.3	- 59.4%
May-2021	1.0	- 52.4%	1.3	- 56.7%
Jun-2021	1.1	- 45.0%	1.5	- 51.6%
12-Month Avg*	1.3	- 45.1%	2.2	- 25.2%

* Months Supply for all properties from July 2020 through June 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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		3,124	3,556	+ 13.8%	16,082	16,757	+ 4.2%
Pending Sales		2,914	3,018	+ 3.6%	14,170	15,955	+ 12.6%
Closed Sales		2,831	2,814	- 0.6%	12,130	14,011	+ 15.5%
Days on Market Until Sale		40	18	- 55.0%	44	27	- 38.6%
Median Sales Price		\$199,900	\$223,689	+ 11.9%	\$188,650	\$214,000	+ 13.4%
Average Sales Price		\$229,551	\$266,857	+ 16.3%	\$216,352	\$251,846	+ 16.4%
Percent of List Price Received		98.6%	100.5%	+ 1.9%	98.2%	99.6%	+ 1.4%
Housing Affordability Index		161	147	- 8.7%	171	153	- 10.5%
Inventory of Homes for Sale		4,380	2,753	- 37.1%	—	—	—
Months Supply of Inventory		2.0	1.1	- 45.0%	—	—	—