



December 2021 Residential Sales

Date: January 11, 2022

RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **December 1 through December 31, 2021**. Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+1.7%	+11.4%	-13.0%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

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

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent up demand during the pandemic.

New listings increased 4.2 percent for Single Family homes but decreased 4.9 percent for Townhouse-Condo homes. Pending Sales increased 17.9 percent for Single Family homes and 43.6 percent for Townhouse-Condo homes. Inventory decreased 11.7 percent for Single Family homes and 46.1 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases



Month's Supply of Inventory decreased 15.4 percent for Single Family homes and 59.1 percent for Townhouse-Condo homes.

Median Sales Price Increases



Median Sales Price increased 11.9 percent to \$225,000 for Single Family homes and 31.8 percent to \$145,000 for Townhouse-Condo homes.

Average Days on Market Decreases



Days on Market decreased 30.3 percent for Single Family homes and 46.7 percent for Townhouse-Condo homes.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.



Below you will find copies of the MLS Statistical Reports for

December 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.

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 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 **(12/01/2021) through (12/31/2021)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 1:00PM CT on **01/11/2022**.

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

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

	<u>December 2021</u>	<u>November 2021</u>	<u>December 2020</u>
TOTAL CLOSED	2535	2363	2426
TOTAL \$ VOLUME	\$ 671,605,454	\$ 630,893,520	\$ 565,195,018
AVERAGE PRICE	\$ 264,933	\$ 266,988	\$ 232,974
MEDIAN PRICE	\$ 221,890	\$ 225,000	\$ 205,000
% SELLING PRICE TO LIST PRICE	99 %	99 %	98 %
DAYS ON MARKET	24	21	34
NUMBER OF LISTINGS	2532	3017	2492

TOTAL CLOSED	2535
TOTAL \$ VOLUME	\$ 671,605,454
AVERAGE SELLING PRICE	\$ 264,933
% SELLING PRICE TO LIST PRICE	99 %
MEDIAN PRICE	\$ 221,890
AVERAGE DAYS ON MARKET	24
# OF ACTIVE LISTINGS CURRENTLY	2532
TOTAL UNDER CONTRACT (Pending)	1654
AVERAGE VALUE (Pending)	\$ 274,957



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	2644	\$673,813,504	5280
August	2823	\$729,313,831	5325
September	2651	\$671,802,015	4765
October	2415	\$640,275,680	4577
November	2363	\$630,893,520	4340
December	2535	\$671,605,454	4189

All MLSOK

Entire MLSOK Market Area

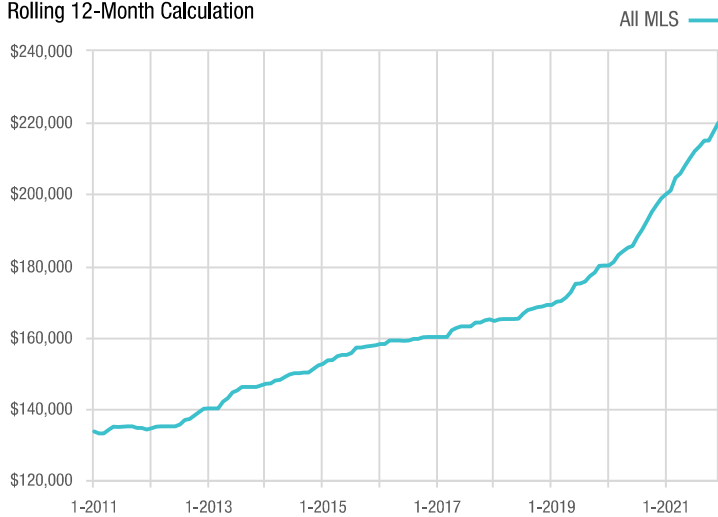
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	1,833	1,910	+ 4.2%	30,355	31,908	+ 5.1%
Pending Sales	1,819	2,145	+ 17.9%	27,942	29,729	+ 6.4%
Closed Sales	2,413	2,438	+ 1.0%	27,190	28,945	+ 6.5%
Days on Market Until Sale	33	23	- 30.3%	38	22	- 42.1%
Median Sales Price*	\$201,000	\$225,000	+ 11.9%	\$198,851	\$220,000	+ 10.6%
Average Sales Price*	\$234,871	\$268,563	+ 14.3%	\$231,004	\$258,659	+ 12.0%
Percent of List Price Received*	98.8%	99.3%	+ 0.5%	98.5%	99.7%	+ 1.2%
Inventory of Homes for Sale	3,047	2,689	- 11.7%	—	—	—
Months Supply of Inventory	1.3	1.1	- 15.4%	—	—	—

Townhouse-Condo	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	41	39	- 4.9%	742	829	+ 11.7%
Pending Sales	39	56	+ 43.6%	640	804	+ 25.6%
Closed Sales	43	59	+ 37.2%	621	776	+ 25.0%
Days on Market Until Sale	45	24	- 46.7%	45	30	- 33.3%
Median Sales Price*	\$110,000	\$145,000	+ 31.8%	\$124,500	\$136,000	+ 9.2%
Average Sales Price*	\$152,047	\$162,007	+ 6.6%	\$161,821	\$176,170	+ 8.9%
Percent of List Price Received*	97.6%	98.7%	+ 1.1%	96.5%	98.6%	+ 2.2%
Inventory of Homes for Sale	115	62	- 46.1%	—	—	—
Months Supply of Inventory	2.2	0.9	- 59.1%	—	—	—

* 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.

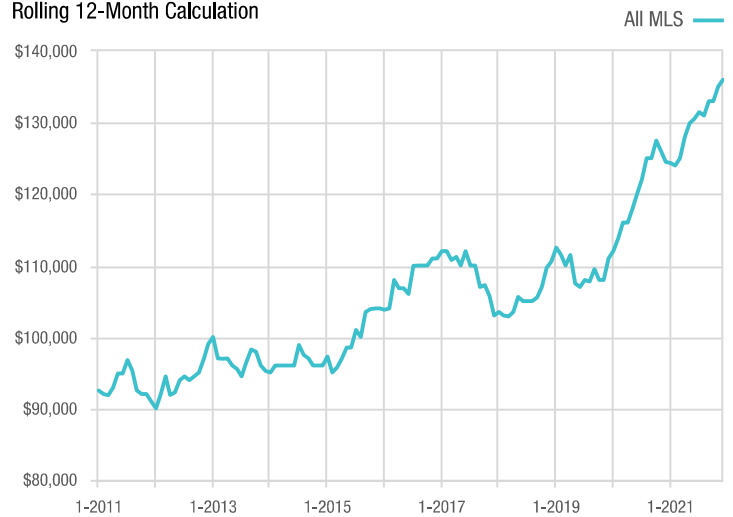
Median Sales Price - Single Family

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



December 2021

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Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

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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	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Overview	14



Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,833	1,910	+ 4.2%	30,355	31,908	+ 5.1%
Pending Sales		1,819	2,145	+ 17.9%	27,942	29,729	+ 6.4%
Closed Sales		2,413	2,438	+ 1.0%	27,190	28,945	+ 6.5%
Days on Market Until Sale		33	23	- 30.3%	38	22	- 42.1%
Median Sales Price		\$201,000	\$225,000	+ 11.9%	\$198,851	\$220,000	+ 10.6%
Average Sales Price		\$234,871	\$268,563	+ 14.3%	\$231,004	\$258,659	+ 12.0%
Percent of List Price Received		98.8%	99.3%	+ 0.5%	98.5%	99.7%	+ 1.2%
Housing Affordability Index		186	164	- 11.8%	188	168	- 10.6%
Inventory of Homes for Sale		3,047	2,689	- 11.7%	—	—	—
Months Supply of Inventory		1.3	1.1	- 15.4%	—	—	—

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.



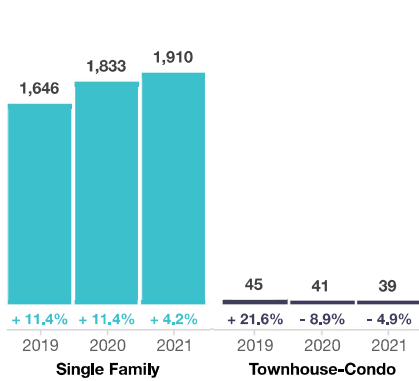
Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
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Closed Sales		43	59	+ 37.2%	621	776	+ 25.0%
Days on Market Until Sale		45	24	- 46.7%	45	30	- 33.3%
Median Sales Price		\$110,000	\$145,000	+ 31.8%	\$124,500	\$136,000	+ 9.2%
Average Sales Price		\$152,047	\$162,007	+ 6.6%	\$161,821	\$176,170	+ 8.9%
Percent of List Price Received		97.6%	98.7%	+ 1.1%	96.5%	98.6%	+ 2.2%
Housing Affordability Index		364	265	- 27.2%	321	283	- 11.8%
Inventory of Homes for Sale		115	62	- 46.1%	—	—	—
Months Supply of Inventory		2.2	0.9	- 59.1%	—	—	—

New Listings

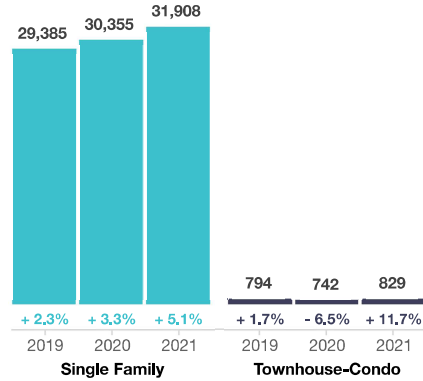
A count of the properties that have been newly listed on the market in a given month.



December

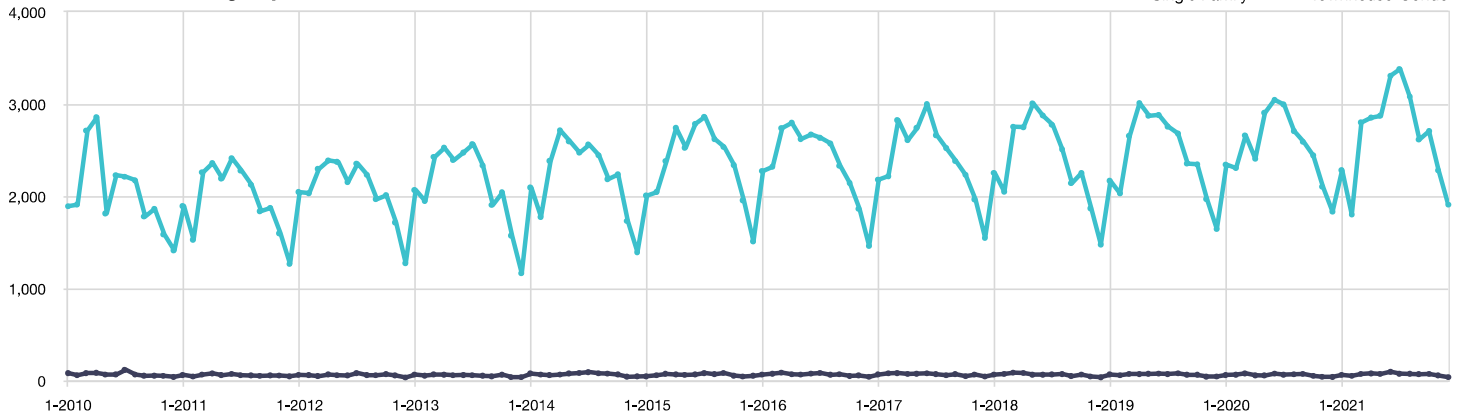


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	2,285	- 2.6%	63	+ 1.6%
Feb-2021	1,802	- 21.9%	53	- 18.5%
Mar-2021	2,802	+ 5.3%	74	- 6.3%
Apr-2021	2,854	+ 18.6%	79	+ 36.2%
May-2021	2,875	- 1.1%	73	+ 28.1%
Jun-2021	3,309	+ 8.6%	96	+ 24.7%
Jul-2021	3,381	+ 12.8%	76	+ 16.9%
Aug-2021	3,083	+ 13.8%	75	+ 7.1%
Sep-2021	2,617	+ 1.0%	71	- 4.1%
Oct-2021	2,708	+ 10.8%	73	+ 40.4%
Nov-2021	2,282	+ 8.4%	57	+ 35.7%
Dec-2021	1,910	+ 4.2%	39	- 4.9%
12-Month Avg	2,659	+ 5.1%	69	+ 11.3%

Historical New Listings by Month

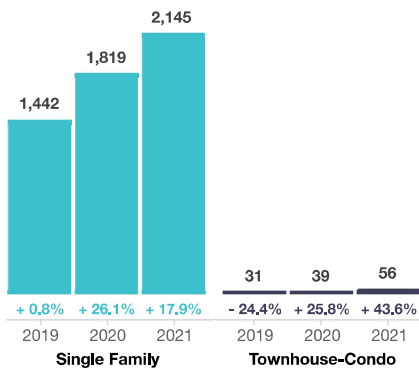


Pending Sales

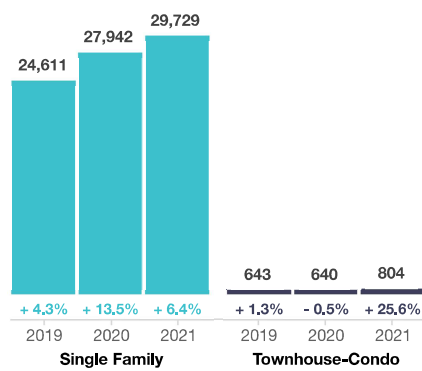
A count of the properties on which offers have been accepted in a given month.



December

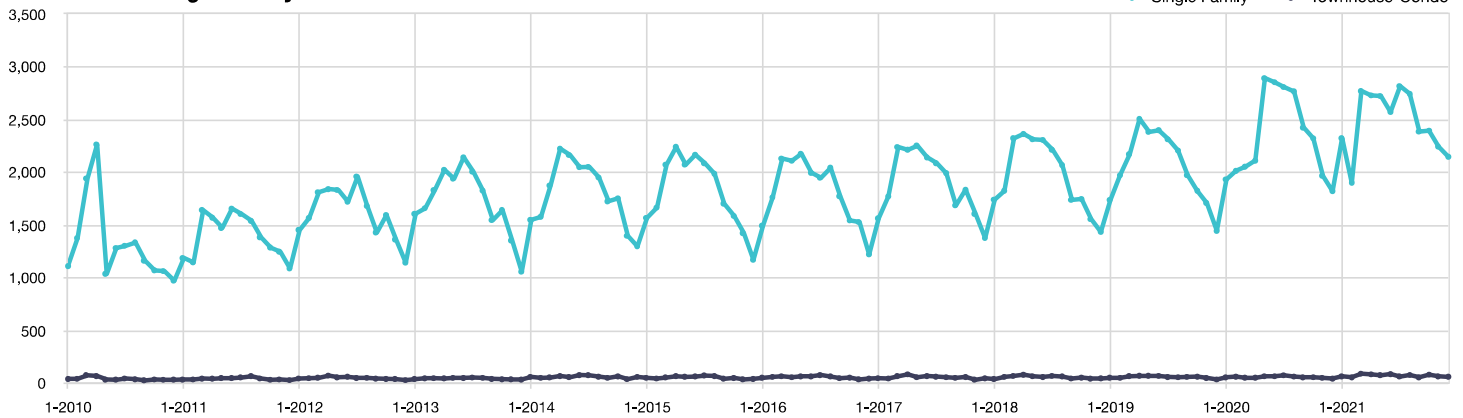


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	2,322	+ 20.3%	60	+ 17.6%
Feb-2021	1,898	- 5.6%	51	- 10.5%
Mar-2021	2,769	+ 35.0%	86	+ 83.0%
Apr-2021	2,727	+ 29.3%	80	+ 70.2%
May-2021	2,722	- 5.8%	71	+ 16.4%
Jun-2021	2,569	- 9.9%	81	+ 32.8%
Jul-2021	2,816	+ 0.3%	59	- 15.7%
Aug-2021	2,742	- 0.8%	73	+ 25.9%
Sep-2021	2,384	- 1.6%	51	0.0%
Oct-2021	2,393	+ 3.1%	76	+ 46.2%
Nov-2021	2,242	+ 14.1%	60	+ 30.4%
Dec-2021	2,145	+ 17.9%	56	+ 43.6%
12-Month Avg	2,477	+ 6.4%	67	+ 26.4%

Historical Pending Sales by Month

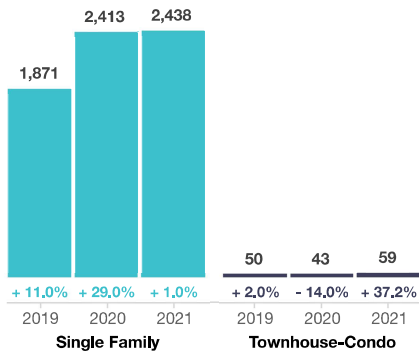


Closed Sales

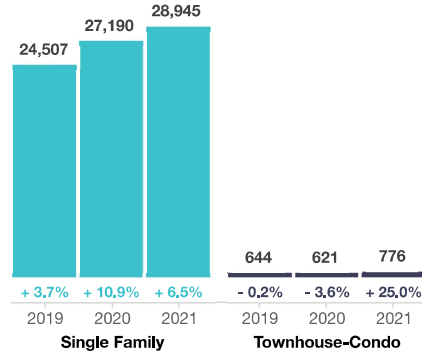
A count of the actual sales that closed in a given month.



December

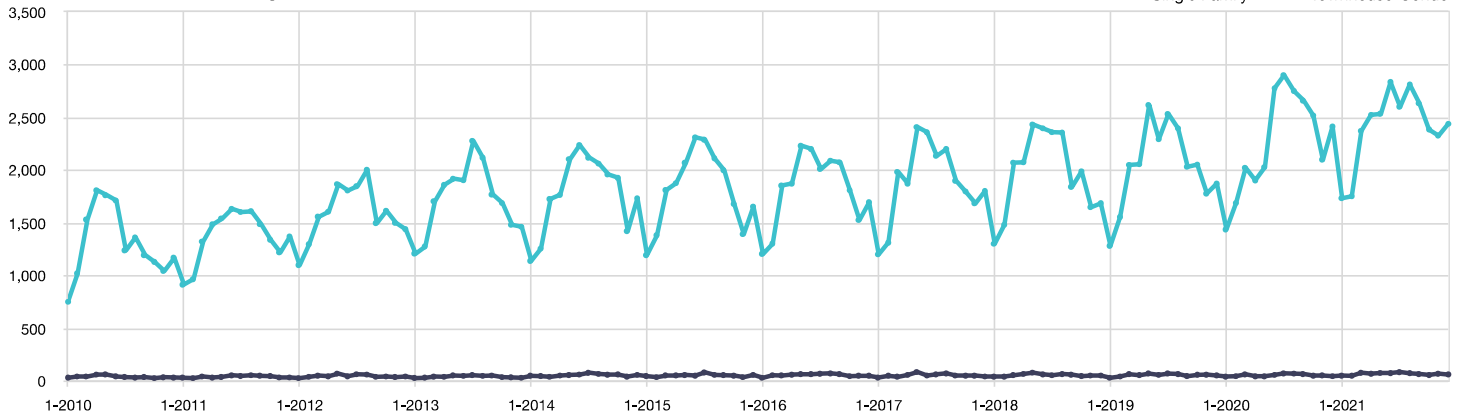


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	1,732	+ 20.6%	48	+ 23.1%
Feb-2021	1,751	+ 3.8%	47	+ 9.3%
Mar-2021	2,372	+ 17.3%	75	+ 25.0%
Apr-2021	2,524	+ 32.7%	66	+ 57.1%
May-2021	2,534	+ 25.0%	74	+ 76.2%
Jun-2021	2,835	+ 2.1%	72	+ 30.9%
Jul-2021	2,601	- 10.3%	81	+ 17.4%
Aug-2021	2,813	+ 2.3%	71	+ 6.0%
Sep-2021	2,633	- 1.0%	63	0.0%
Oct-2021	2,385	- 5.2%	54	+ 12.5%
Nov-2021	2,327	+ 10.9%	66	+ 32.0%
Dec-2021	2,438	+ 1.0%	59	+ 37.2%
12-Month Avg	2,412	+ 6.4%	65	+ 25.0%

Historical Closed Sales by Month

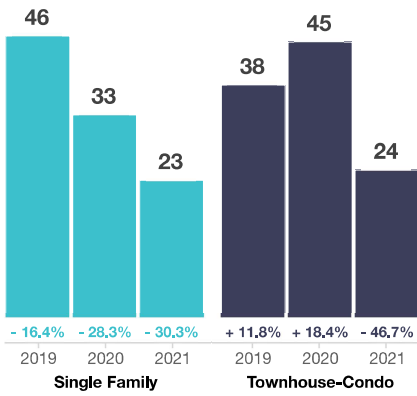


Days on Market Until Sale

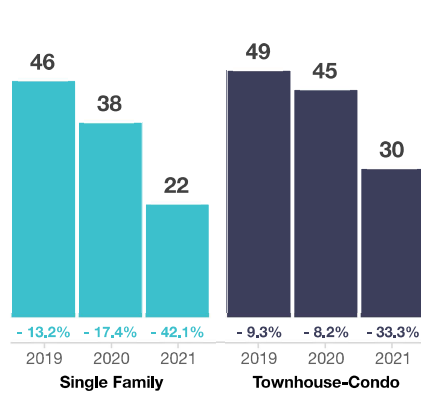
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

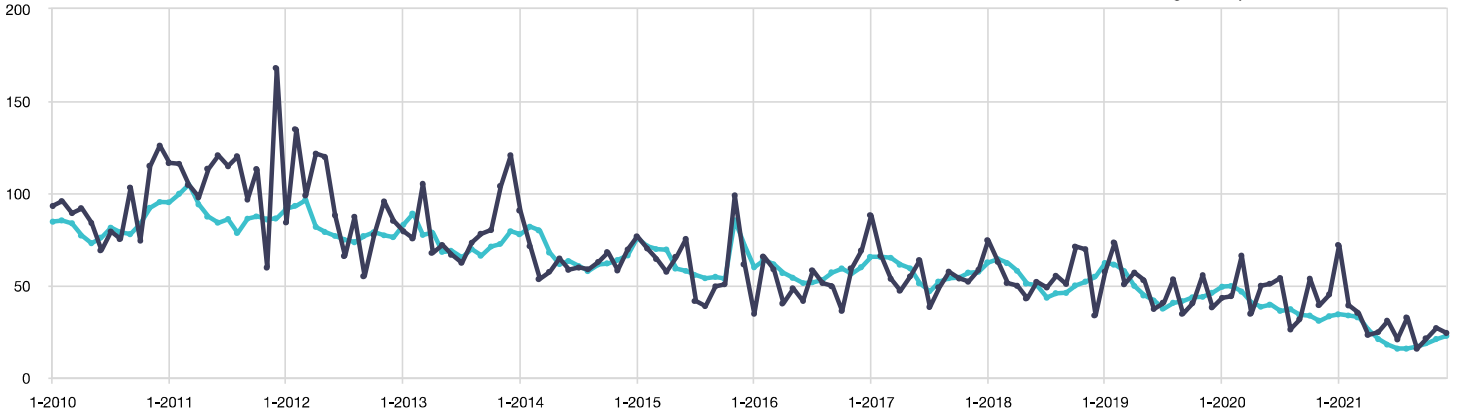


Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	31	-39.2%
Jul-2021	16	-55.6%	21	-61.1%
Aug-2021	16	-56.8%	33	+26.9%
Sep-2021	17	-50.0%	16	-50.0%
Oct-2021	19	-44.1%	21	-61.1%
Nov-2021	21	-32.3%	27	-30.8%
Dec-2021	23	-30.3%	24	-46.7%
12-Month Avg*	22	-41.9%	30	-34.3%

Historical Days on Market Until Sale by Month



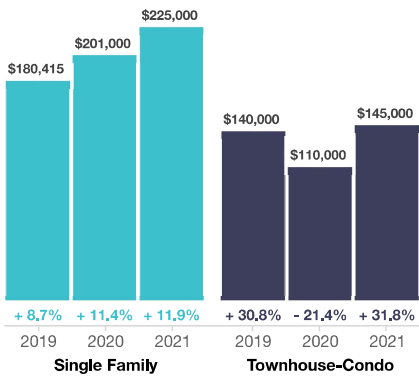
* Days on Market for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Median Sales Price

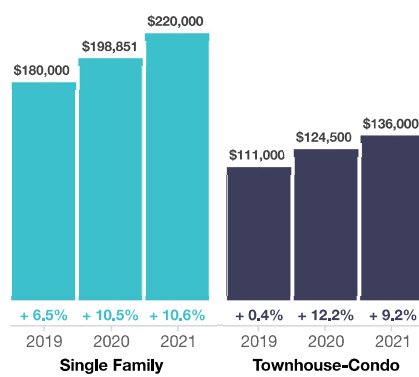
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



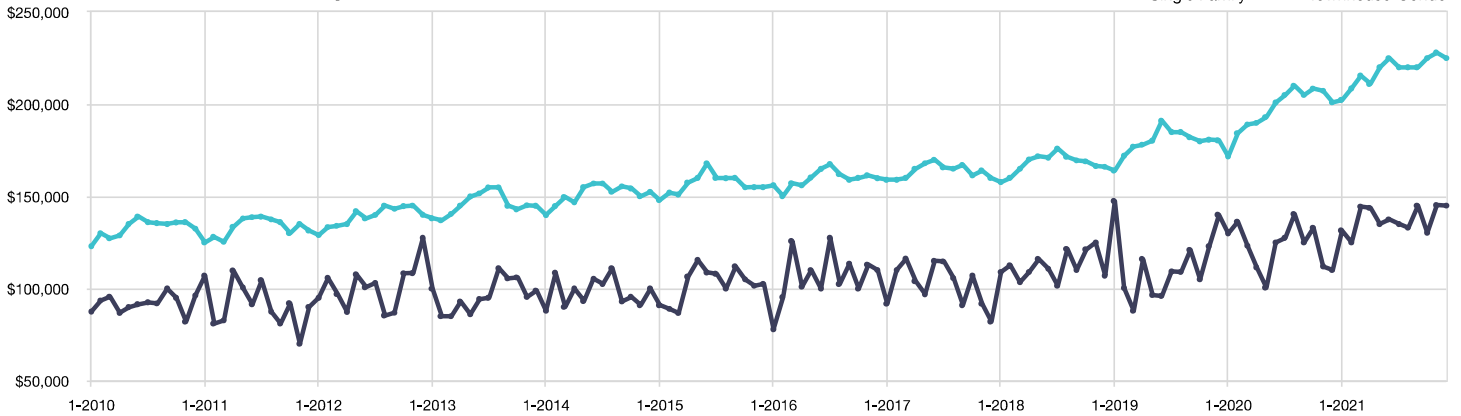
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	\$202,299	+ 17.8%	\$131,500	+ 1.2%
Feb-2021	\$208,608	+ 13.2%	\$125,000	- 8.3%
Mar-2021	\$215,500	+ 14.0%	\$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%
Jul-2021	\$220,000	+ 7.3%	\$135,000	+ 5.9%
Aug-2021	\$220,000	+ 4.8%	\$133,000	- 5.3%
Sep-2021	\$220,000	+ 7.3%	\$145,000	+ 16.0%
Oct-2021	\$225,000	+ 7.9%	\$130,250	- 2.0%
Nov-2021	\$228,000	+ 10.0%	\$145,250	+ 29.7%
Dec-2021	\$225,000	+ 11.9%	\$145,000	+ 31.8%
12-Month Avg*	\$220,000	+ 10.6%	\$136,000	+ 9.2%

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

Historical Median Sales Price by Month

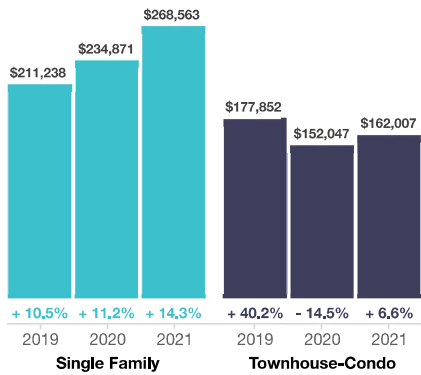


Average Sales Price

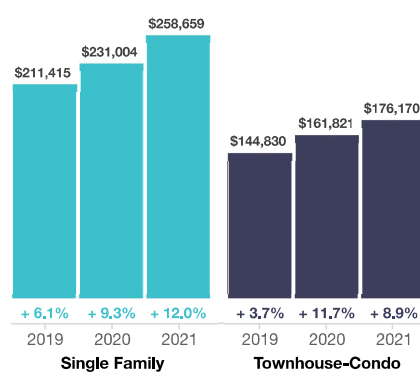
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



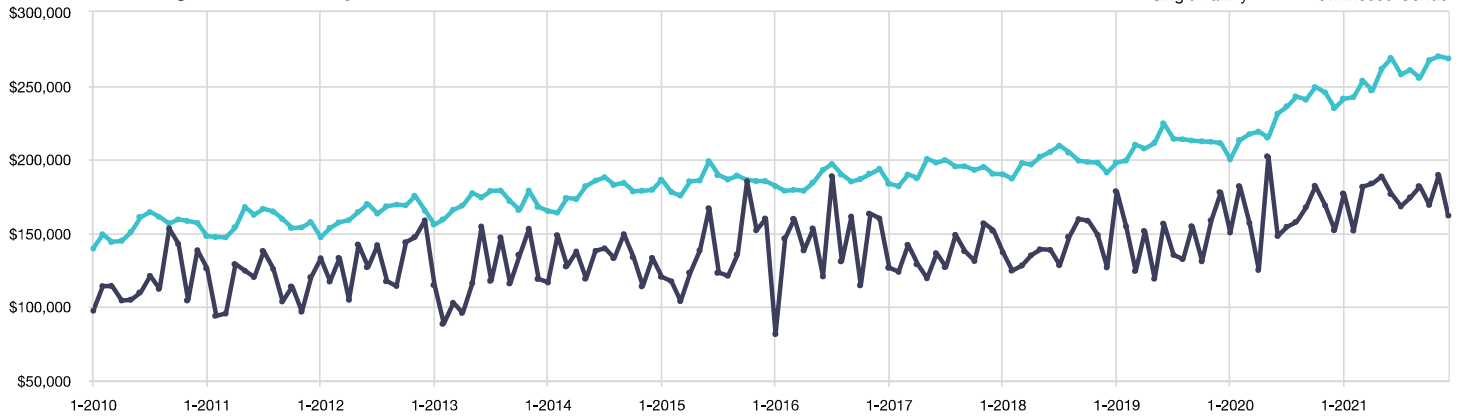
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	\$241,215	+ 20.6%	\$176,917	+ 17.6%
Feb-2021	\$242,319	+ 13.7%	\$151,790	- 16.6%
Mar-2021	\$253,374	+ 16.7%	\$181,509	+ 15.6%
Apr-2021	\$246,802	+ 12.8%	\$183,729	+ 46.8%
May-2021	\$261,520	+ 21.7%	\$188,503	- 6.7%
Jun-2021	\$268,805	+ 16.3%	\$176,720	+ 19.3%
Jul-2021	\$257,640	+ 9.2%	\$168,228	+ 9.0%
Aug-2021	\$260,669	+ 7.4%	\$174,236	+ 10.5%
Sep-2021	\$255,262	+ 6.1%	\$181,881	+ 8.5%
Oct-2021	\$267,291	+ 7.3%	\$169,141	- 7.1%
Nov-2021	\$270,024	+ 10.0%	\$189,505	+ 12.2%
Dec-2021	\$268,563	+ 14.3%	\$162,007	+ 6.6%
12-Month Avg*	\$258,659	+ 12.0%	\$176,170	+ 8.9%

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

Historical Average Sales Price by Month

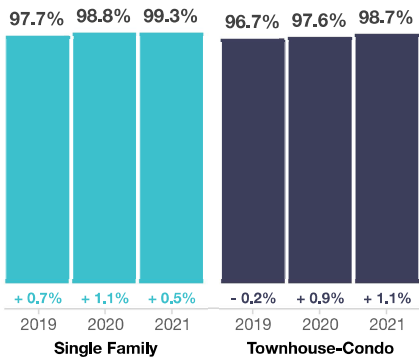


Percent of List Price Received

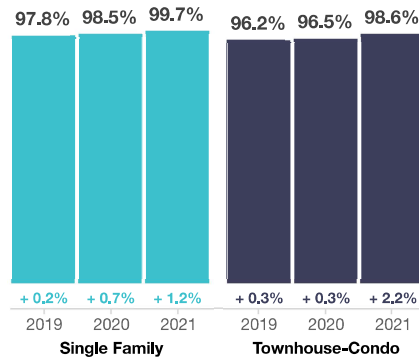
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



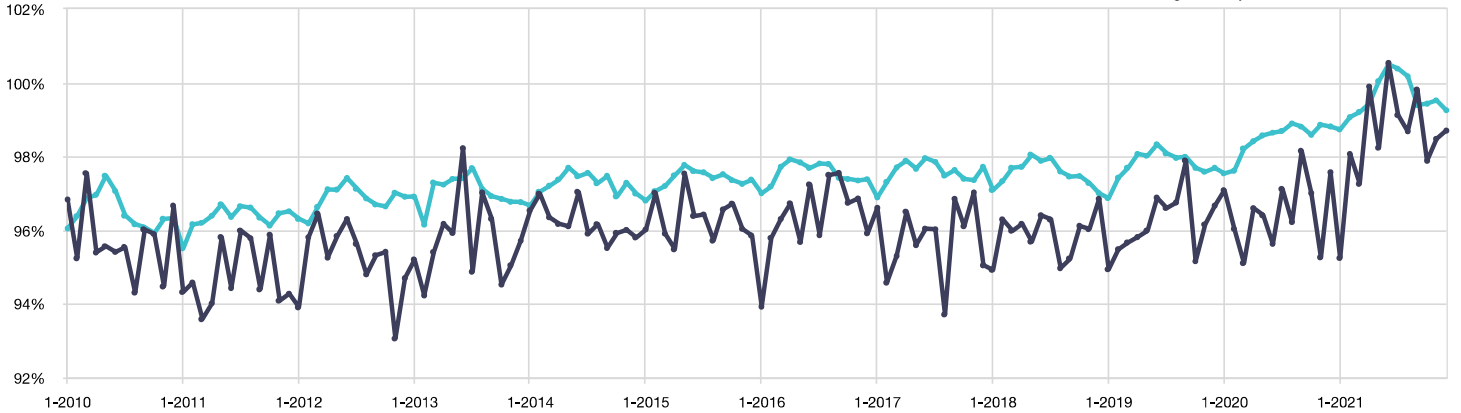
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
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%	100.5%	+ 5.1%
Jul-2021	100.4%	+ 1.7%	99.1%	+ 2.1%
Aug-2021	100.2%	+ 1.3%	98.7%	+ 2.6%
Sep-2021	99.4%	+ 0.6%	99.8%	+ 1.6%
Oct-2021	99.4%	+ 0.8%	97.9%	+ 0.9%
Nov-2021	99.5%	+ 0.6%	98.5%	+ 3.4%
Dec-2021	99.3%	+ 0.5%	98.7%	+ 1.1%
12-Month Avg*	99.7%	+ 1.1%	98.6%	+ 2.2%

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

Historical Percent of List Price Received by Month

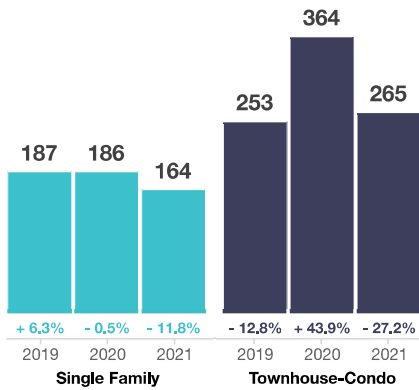


Housing Affordability Index

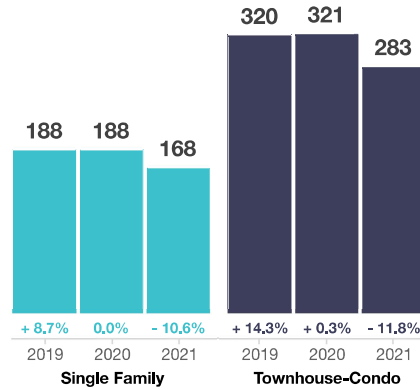
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

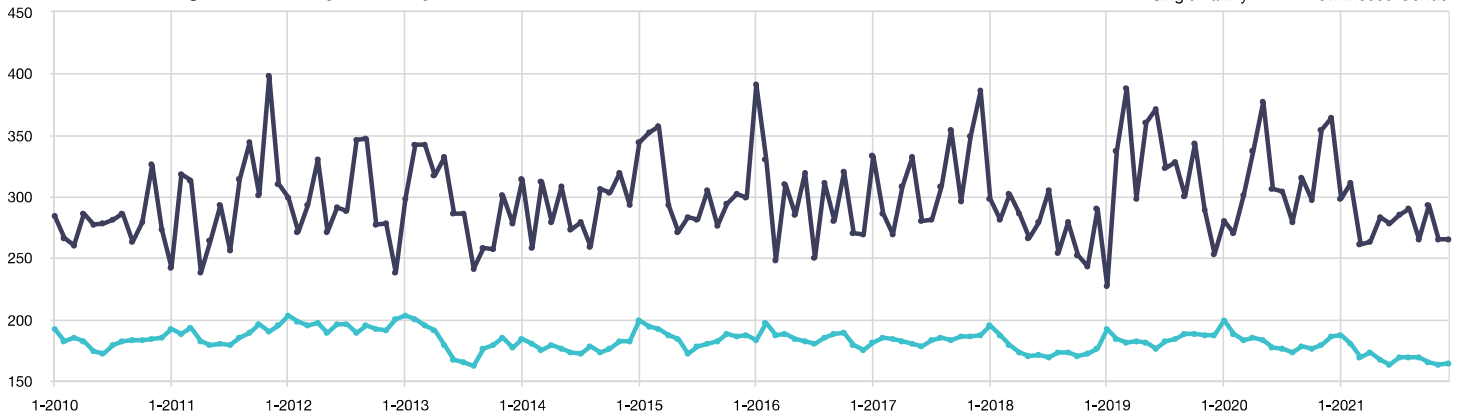


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	187	-6.0%	298	+6.4%
Feb-2021	180	-4.3%	311	+15.2%
Mar-2021	169	-7.7%	261	-13.3%
Apr-2021	173	-6.5%	263	-22.0%
May-2021	167	-8.7%	283	-24.9%
Jun-2021	163	-7.9%	278	-9.2%
Jul-2021	169	-4.0%	285	-6.3%
Aug-2021	169	-2.3%	290	+3.9%
Sep-2021	169	-5.1%	265	-15.9%
Oct-2021	165	-6.3%	293	-1.3%
Nov-2021	163	-8.9%	265	-25.1%
Dec-2021	164	-11.8%	265	-27.2%
12-Month Avg	170	-6.6%	280	-11.1%

Historical Housing Affordability Index by Month

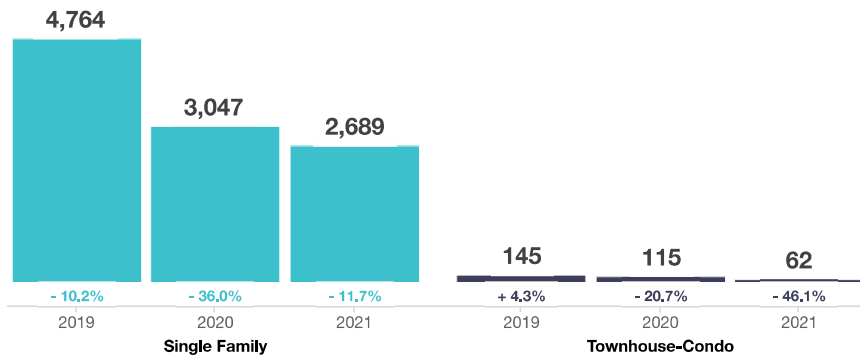


Inventory of Homes for Sale

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

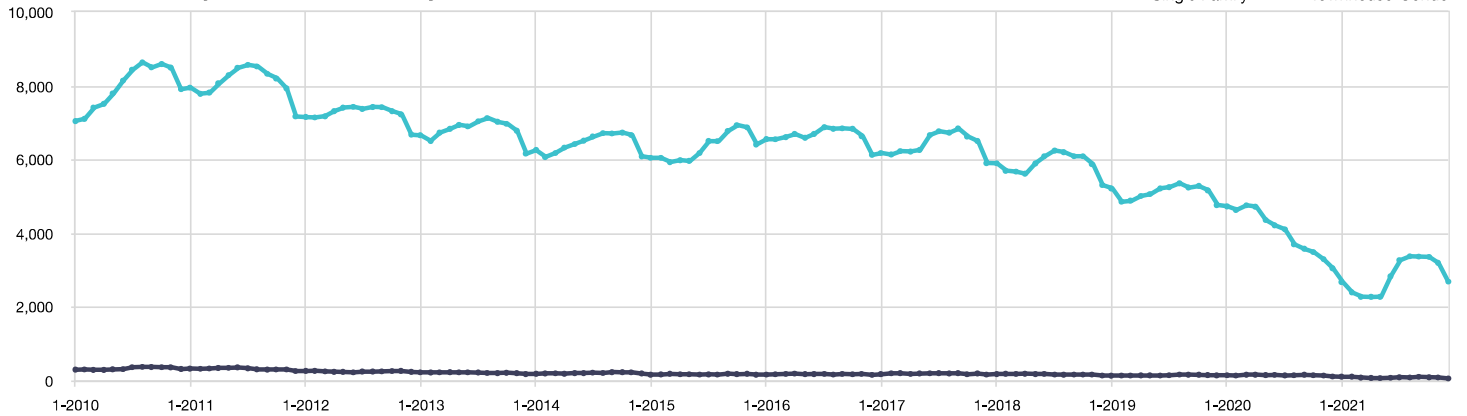


December



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	2,676	-43.4%	109	-26.8%
Feb-2021	2,395	-48.3%	108	-22.9%
Mar-2021	2,276	-52.2%	84	-48.8%
Apr-2021	2,275	-51.8%	74	-54.9%
May-2021	2,276	-47.8%	69	-54.3%
Jun-2021	2,832	-32.8%	81	-48.7%
Jul-2021	3,271	-20.3%	94	-34.3%
Aug-2021	3,374	-8.8%	89	-40.3%
Sep-2021	3,365	-6.0%	105	-34.8%
Oct-2021	3,356	-3.8%	94	-36.9%
Nov-2021	3,195	-3.1%	89	-36.0%
Dec-2021	2,689	-11.7%	62	-46.1%
12-Month Avg	2,832	-30.1%	88	-40.9%

Historical Inventory of Homes for Sale by Month

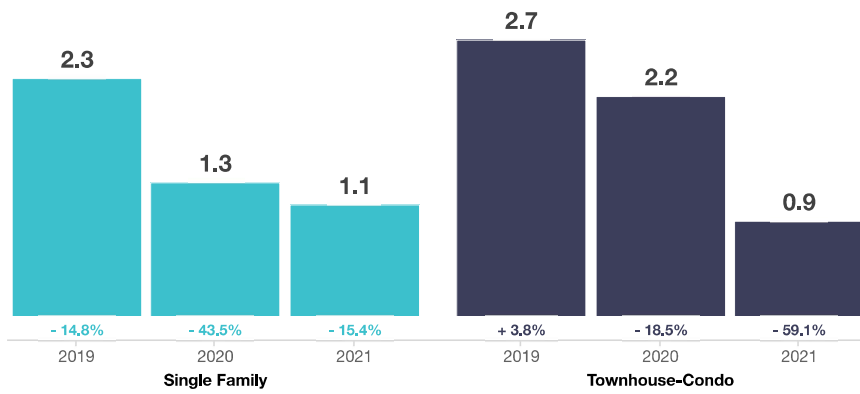


Months Supply of Inventory

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.



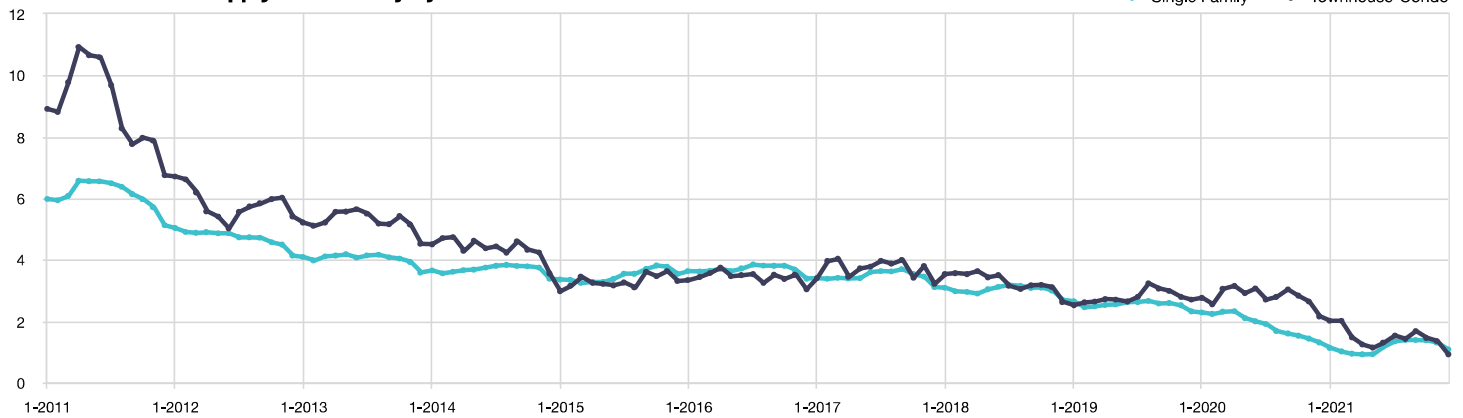
December



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jan-2021	1.1	-52.2%	2.0	-28.6%
Feb-2021	1.0	-54.5%	2.0	-23.1%
Mar-2021	0.9	-60.9%	1.5	-51.6%
Apr-2021	0.9	-60.9%	1.2	-61.3%
May-2021	0.9	-57.1%	1.1	-62.1%
Jun-2021	1.2	-40.0%	1.3	-58.1%
Jul-2021	1.3	-31.6%	1.5	-44.4%
Aug-2021	1.4	-17.6%	1.4	-50.0%
Sep-2021	1.4	-12.5%	1.7	-43.3%
Oct-2021	1.4	-6.7%	1.5	-46.4%
Nov-2021	1.3	-7.1%	1.4	-46.2%
Dec-2021	1.1	-15.4%	0.9	-59.1%
12-Month Avg*	1.2	-38.4%	1.5	-47.8%

* Months Supply for all properties from January 2021 through December 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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,874	1,949	+ 4.0%	31,097	32,737	+ 5.3%
Pending Sales		1,858	2,201	+ 18.5%	28,582	30,533	+ 6.8%
Closed Sales		2,456	2,497	+ 1.7%	27,811	29,721	+ 6.9%
Days on Market Until Sale		34	23	- 32.4%	39	22	- 43.6%
Median Sales Price		\$200,000	\$222,850	+ 11.4%	\$197,000	\$217,000	+ 10.2%
Average Sales Price		\$233,420	\$266,086	+ 14.0%	\$229,458	\$256,506	+ 11.8%
Percent of List Price Received		98.8%	99.2%	+ 0.4%	98.5%	99.6%	+ 1.1%
Housing Affordability Index		187	166	- 11.2%	189	170	- 10.1%
Inventory of Homes for Sale		3,162	2,751	- 13.0%	—	—	—
Months Supply of Inventory		1.3	1.1	- 15.4%	—	—	—