

# February 2020

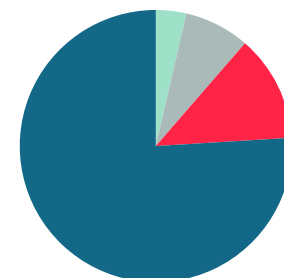
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2020 for MLS Technology Inc.

| Compared Metrics                               | 2019    | February 2020 | +/-%    |
|--|---------|---------------|---------|
| Closed Listings                                | 43      | 39            | -9.30%  |
| Pending Listings                               | 53      | 84            | 58.49%  |
| New Listings                                   | 188     | 156           | -17.02% |
| Average List Price                             | 117,565 | 114,500       | -2.61%  |
| Average Sale Price                             | 112,983 | 109,358       | -3.21%  |
| Average Percent of Selling Price to List Price | 95.49%  | 93.43%        | -2.15%  |
| Average Days on Market to Sale                 | 47.51   | 53.31         | 12.20%  |
| End of Month Inventory                         | 858     | 822           | -4.20%  |
| Months Supply of Inventory                     | 13.51   | 14.81         | 9.61%   |



■ Closed (3.60%)  
■ Pending (7.76%)  
■ Other OffMarket (12.66%)  
■ Active (75.97%)

**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of February 29, 2020 = **822**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **4.20%** to 822 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **14.81** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.21%** in February 2020 to \$109,358 versus the previous year at \$112,983.

#### Average Days on Market Lengthens

The average number of **53.31** days that homes spent on the market before selling increased by 5.80 days or **12.20%** in February 2020 compared to last year's same month at **47.51** DOM.

#### Sales Success for February 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 156 New Listings in February 2020, down **17.02%** from last year at 188. Furthermore, there were 39 Closed Listings this month versus last year at 43, a **-9.30%** decrease.

Closed versus Listed trends yielded a **25.0%** ratio, up from previous year's, February 2019, at **22.9%**, a **9.30%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

|   |           |
|---|-----------|
| <b>Closed Listings</b>                                | <b>2</b>  |
| <b>Pending Listings</b>                               | <b>3</b>  |
| <b>New Listings</b>                                   | <b>4</b>  |
| <b>Inventory</b>                                      | <b>5</b>  |
| <b>Months Supply of Inventory</b>                     | <b>6</b>  |
| <b>Average Days on Market to Sale</b>                 | <b>7</b>  |
| <b>Average List Price at Closing</b>                  | <b>8</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>9</b>  |
| <b>Average Percent of Selling Price to List Price</b> | <b>10</b> |
| <b>Market Summary</b>                                 | <b>11</b> |

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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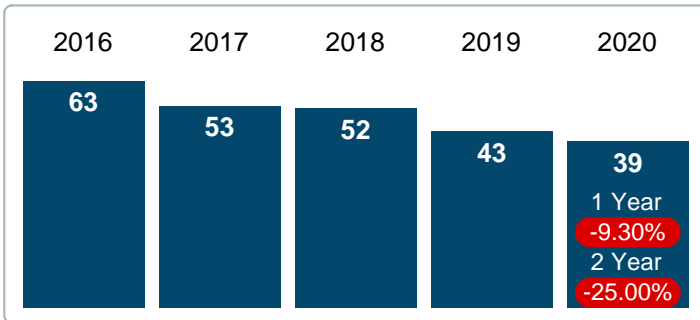
Area Delimited by County Of Cherokee



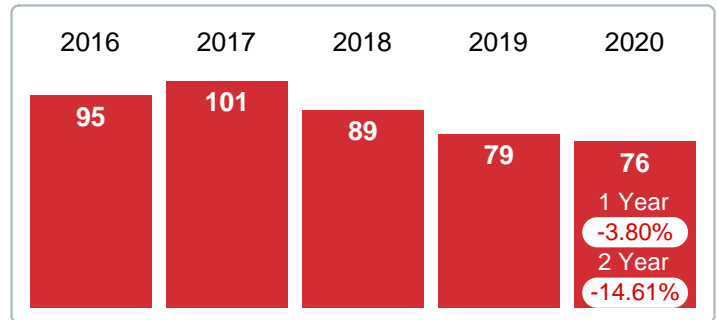
## CLOSED LISTINGS

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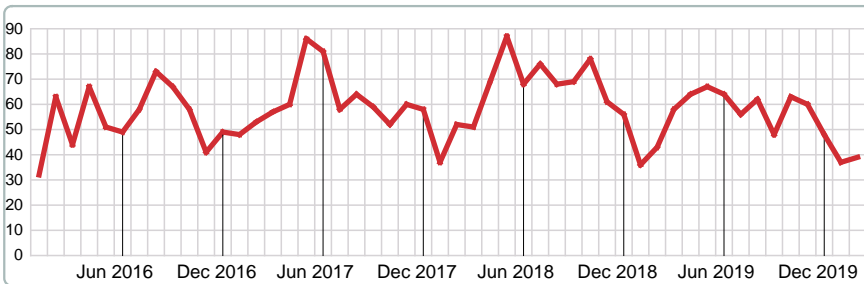
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 50

High May 2018 87 Low Jan 2016 32

Closed Listings this month at **39**  
below the 5 yr FEB average of **50**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                  | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$0 and less                                   | 0                | 0.00%       | 0.0         | 0               | 0                | 0                | 0                |
| \$1-\$20,000                                   | 9                | 23.08%      | 46.1        | 8               | 1                | 0                | 0                |
| \$20,001-\$50,000                              | 4                | 10.26%      | 50.8        | 4               | 0                | 0                | 0                |
| \$50,001-\$130,000                             | 11               | 28.21%      | 35.9        | 4               | 6                | 1                | 0                |
| \$130,001-\$170,000                            | 6                | 15.38%      | 76.8        | 1               | 4                | 0                | 1                |
| \$170,001-\$230,000                            | 4                | 10.26%      | 83.0        | 1               | 1                | 2                | 0                |
| \$230,001 and up                               | 5                | 12.82%      | 54.6        | 0               | 3                | 2                | 0                |
| <b>Total Closed Units</b>                      | <b>39</b>        |             |             | <b>18</b>       | <b>15</b>        | <b>5</b>         | <b>1</b>         |
| <b>Total Closed Volume</b>                     | <b>4,264,976</b> | <b>100%</b> | <b>53.3</b> | <b>859.58K</b>  | <b>2.26M</b>     | <b>972.50K</b>   | <b>169.90K</b>   |
| <b>Average Closed Price</b>                    | <b>\$109,358</b> |             |             | <b>\$47,754</b> | <b>\$150,867</b> | <b>\$194,500</b> | <b>\$169,900</b> |

# February 2020

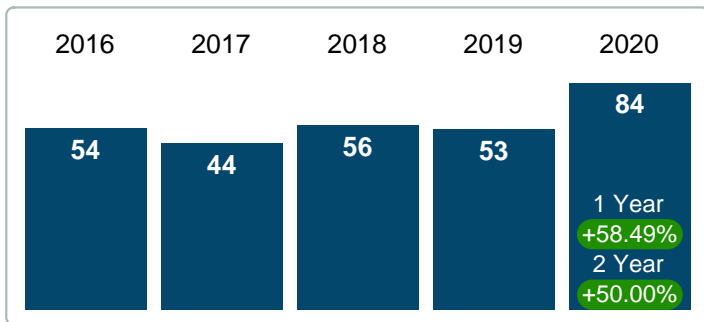
Area Delimited by County Of Cherokee



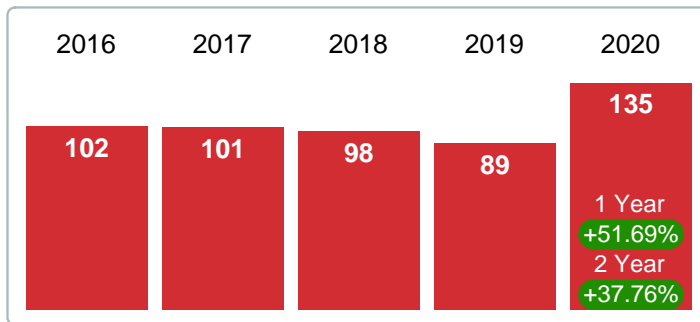
## PENDING LISTINGS

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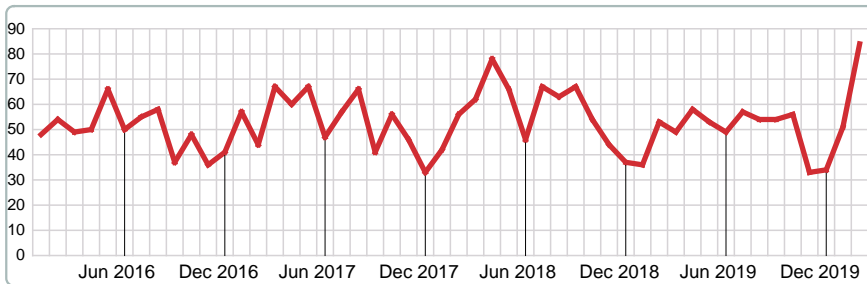
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 58

High Feb 2020 84 Low Nov 2019 33

Pending Listings this month at **84**  
above the 5 yr FEB average of **58**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                  | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds      |
|---|------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$10,000 and less                               | 1                | 1.19%       | 55.0        | 1               | 0                | 0                | 0            |
| \$10,001 - \$10,000                             | 0                | 0.00%       | 0.0         | 0               | 0                | 0                | 0            |
| \$10,001 - \$20,000                             | 22               | 26.19%      | 28.4        | 22              | 0                | 0                | 0            |
| \$20,001 - \$80,000                             | 27               | 32.14%      | 28.0        | 21              | 6                | 0                | 0            |
| \$80,001 - \$140,000                            | 15               | 17.86%      | 65.3        | 3               | 8                | 4                | 0            |
| \$140,001 - \$220,000                           | 9                | 10.71%      | 71.2        | 0               | 7                | 2                | 0            |
| \$220,001 and up                                | 10               | 11.90%      | 75.7        | 4               | 2                | 4                | 0            |
| <b>Total Pending Units</b>                      | <b>84</b>        |             |             | <b>51</b>       | <b>23</b>        | <b>10</b>        | <b>0</b>     |
| <b>Total Pending Volume</b>                     | <b>8,165,642</b> | <b>100%</b> | <b>34.3</b> | <b>2.78M</b>    | <b>3.09M</b>     | <b>2.29M</b>     | <b>0.00B</b> |
| <b>Average Listing Price</b>                    | <b>\$120,683</b> |             |             | <b>\$54,565</b> | <b>\$134,430</b> | <b>\$229,092</b> | <b>\$0</b>   |

# February 2020

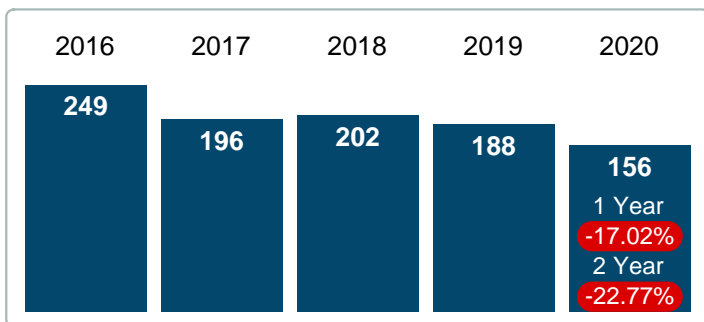
Area Delimited by County Of Cherokee



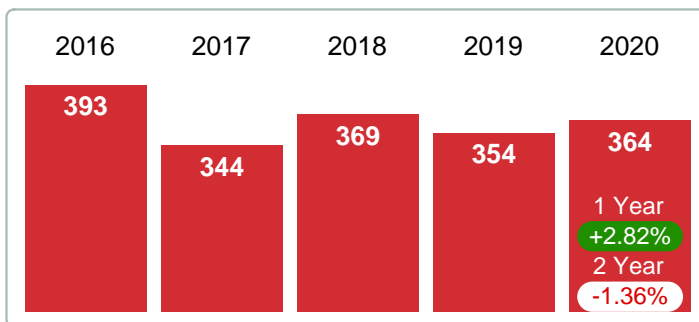
## NEW LISTINGS

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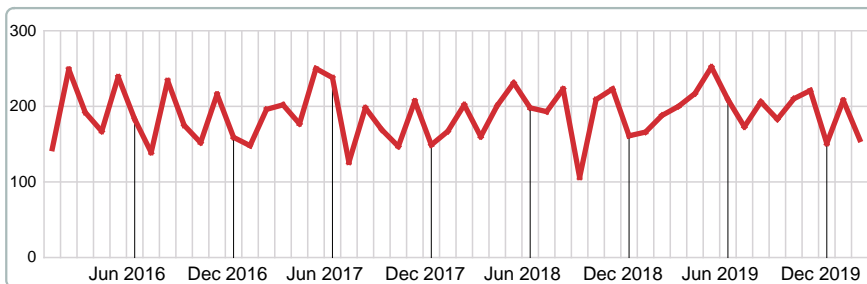
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

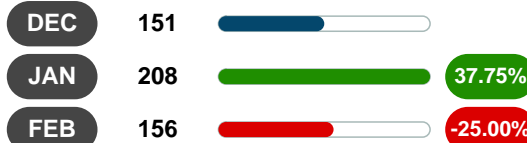


### 3 MONTHS

5 year FEB AVG = 198

High May 2019 252 Low Sep 2018 106

New Listings this month at 156  
below the 5 yr FEB average of 198



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$10,000 and less                           | 10                | 6.41%       | 9                | 1                | 0                | 0                |
| \$10,001 - \$30,000                         | 23                | 14.74%      | 23               | 0                | 0                | 0                |
| \$30,001 - \$50,000                         | 16                | 10.26%      | 14               | 2                | 0                | 0                |
| \$50,001 - \$120,000                        | 44                | 28.21%      | 34               | 9                | 1                | 0                |
| \$120,001 - \$210,000                       | 26                | 16.67%      | 5                | 18               | 3                | 0                |
| \$210,001 - \$360,000                       | 21                | 13.46%      | 9                | 7                | 4                | 1                |
| \$360,001 and up                            | 16                | 10.26%      | 5                | 6                | 2                | 3                |
| <b>Total New Listed Units</b>               | <b>156</b>        |             | <b>99</b>        | <b>43</b>        | <b>10</b>        | <b>4</b>         |
| <b>Total New Listed Volume</b>              | <b>23,634,605</b> | <b>100%</b> | <b>10.25M</b>    | <b>8.60M</b>     | <b>3.10M</b>     | <b>1.69M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$63,569</b>   |             | <b>\$103,521</b> | <b>\$199,898</b> | <b>\$309,890</b> | <b>\$422,875</b> |

# February 2020



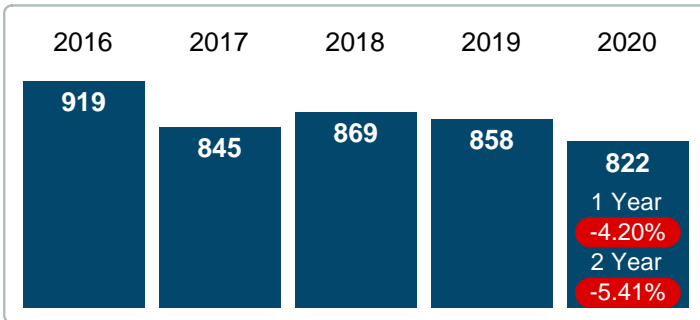
Area Delimited by County Of Cherokee



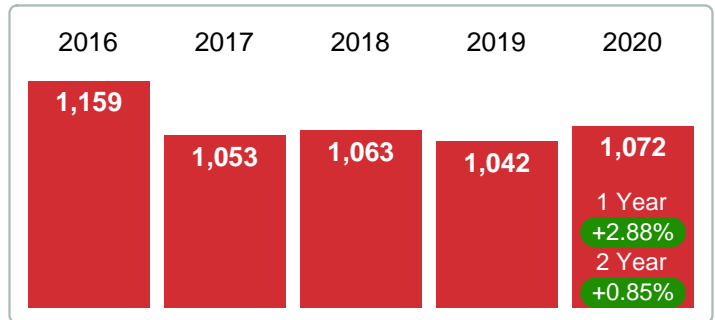
## ACTIVE INVENTORY

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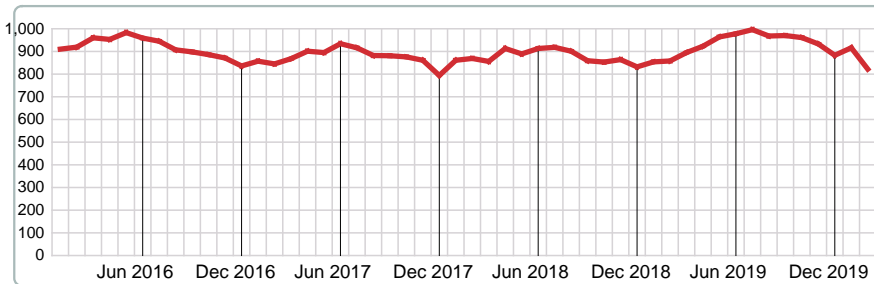
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

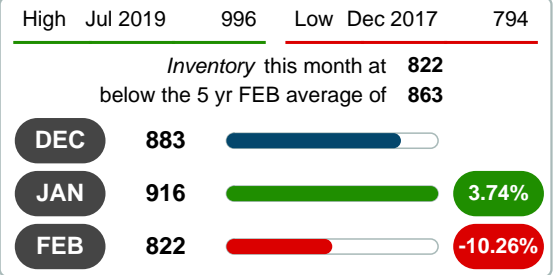


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 863



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |     | %      | AVDOM       | 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|--|-----|--------|-------------|-----------|-----------|-----------|-----------|
| \$0 and less                             | 0   | 0.00%  | 0.0         | 0         | 0         | 0         | 0         |
| \$1-\$0                                  | 0   | 0.00%  | 0.0         | 0         | 0         | 0         | 0         |
| \$1-\$25,000                             | 259 | 31.51% | 103.5       | 256       | 3         | 0         | 0         |
| \$25,001-\$75,000                        | 231 | 28.10% | 80.4        | 212       | 18        | 1         | 0         |
| \$75,001-\$175,000                       | 127 | 15.45% | 78.2        | 61        | 52        | 10        | 4         |
| \$175,001-\$375,000                      | 124 | 15.09% | 86.1        | 50        | 46        | 21        | 7         |
| \$375,001 and up                         | 81  | 9.85%  | 92.3        | 45        | 14        | 11        | 11        |
| Total Active Inventory by Units          |     |        | 822         | 624       | 133       | 43        | 22        |
| Total Active Inventory by Volume         |     |        | 128,343,652 | 75.36M    | 28.01M    | 13.60M    | 11.37M    |
| Average Active Inventory Listing Price   |     |        | \$156,136   | \$120,773 | \$210,622 | \$316,170 | \$516,968 |

# February 2020



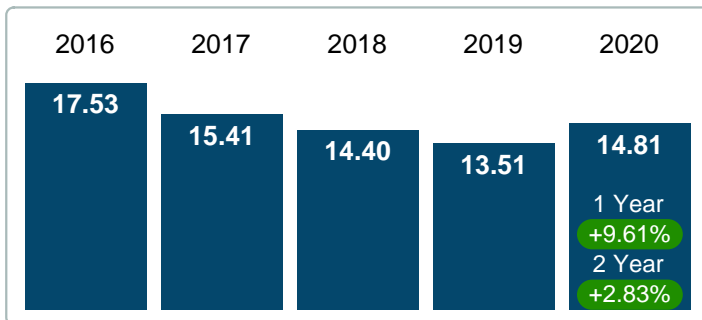
Area Delimited by County Of Cherokee



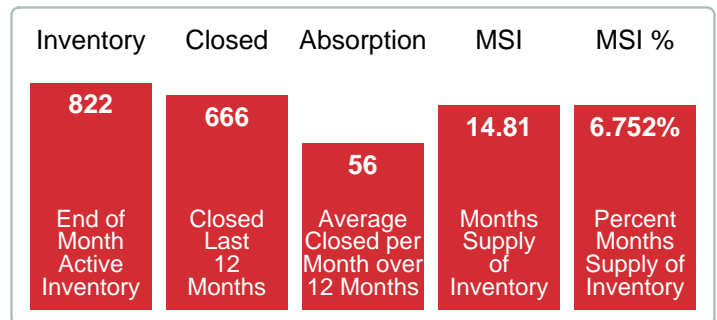
## MONTHS SUPPLY of INVENTORY (MSI)

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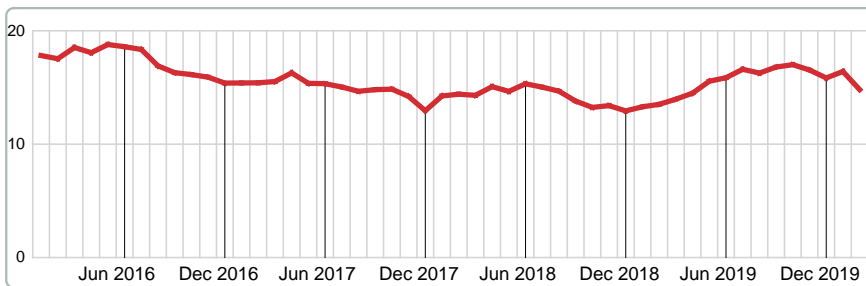
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 15.13

High May 2016 18.78 Low Dec 2018 12.93

Months Supply this month at 14.81  
below the 5 yr FEB average of 15.13



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI |     | %      | MSI   | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----|--------|-------|----------|--------|--------|---------|
| \$10,000 and less                                       | 28  | 3.41%  | 3.33  | 4.66     | 0.89   | 0.00   | 0.00    |
| \$10,001 - \$10,000                                     | 0   | 0.00%  | 0.00  | 0.00     | 0.00   | 0.00   | 0.00    |
| \$10,001 - \$30,000                                     | 269 | 32.73% | 41.38 | 44.67    | 2.40   | 0.00   | 0.00    |
| \$30,001 - \$80,000                                     | 200 | 24.33% | 19.05 | 31.41    | 5.00   | 2.67   | 0.00    |
| \$80,001 - \$190,000                                    | 140 | 17.03% | 6.86  | 14.82    | 4.31   | 7.09   | 9.60    |
| \$190,001 - \$370,000                                   | 100 | 12.17% | 11.76 | 22.43    | 8.61   | 7.29   | 16.80   |
| \$370,001 and up  | 85  | 10.34% | 72.86 | 61.33    | 68.00  | 132.00 | 132.00  |
| Market Supply of Inventory (MSI)                        |     |        | 14.81 | 25.82    | 5.39   | 7.59   | 22.00   |
| Total Active Inventory by Units                         |     | 100%   | 14.81 | 624      | 133    | 43     | 22      |

# February 2020

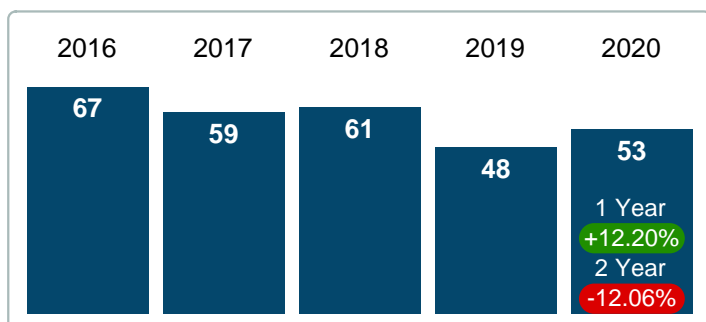
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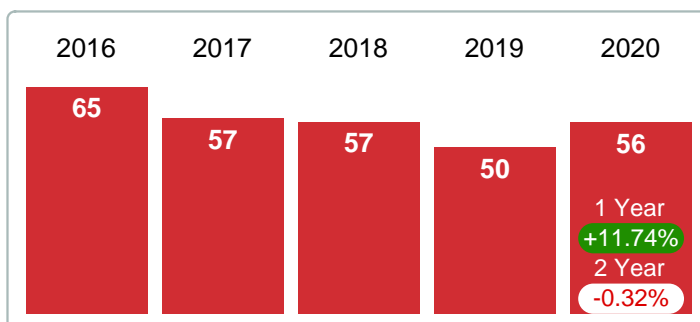
## AVERAGE DAYS ON MARKET TO SALE

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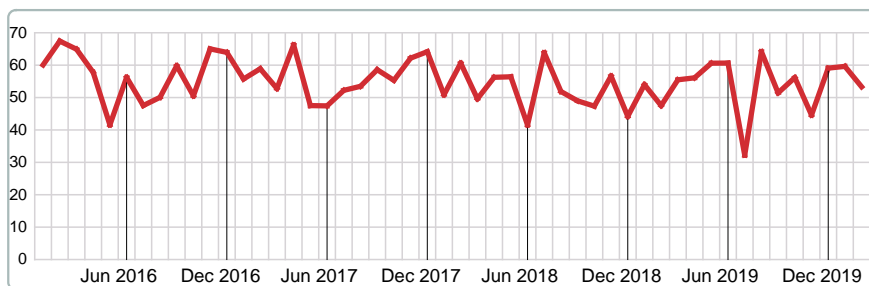
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 58

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 53 below the 5 yr FEB average of 58



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Days on Market to Sale by Price Range |    | %      | AVDOM     | 1-2 Beds | 3 Beds | 4 Beds  | 5+ Beds |
|---|----|--------|-----------|----------|--------|---------|---------|
| \$0 and less  | 0  | 0.00%  | 0         | 0        | 0      | 0       | 0       |
| \$1-\$20,000  | 9  | 23.08% | 46        | 50       | 14     | 0       | 0       |
| \$20,001-\$50,000   | 4  | 10.26% | 51        | 51       | 0      | 0       | 0       |
| \$50,001-\$130,000  | 11 | 28.21% | 36        | 26       | 46     | 16      | 0       |
| \$130,001-\$170,000   | 6  | 15.38% | 77        | 98       | 87     | 0       | 15      |
| \$170,001-\$230,000   | 4  | 10.26% | 83        | 2        | 157    | 87      | 0       |
| \$230,001 and up  | 5  | 12.82% | 55        | 0        | 54     | 55      | 0       |
| Average Closed DOM  |    |        | 53        | 45       | 64     | 60      | 15      |
| Total Closed Units  |    | 100%   | 53        | 18       | 15     | 5       | 1       |
| Total Closed Volume   |    |        | 4,264,976 | 859.58K  | 2.26M  | 972.50K | 169.90K |

# February 2020



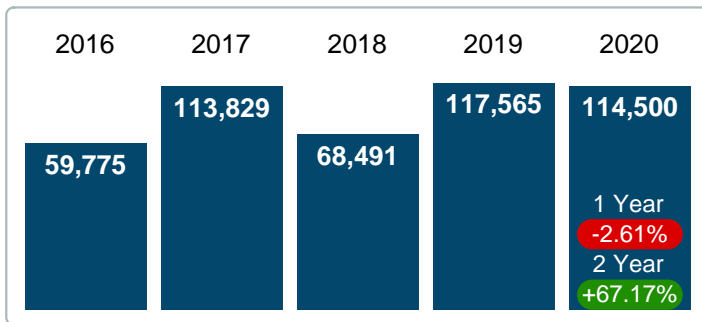
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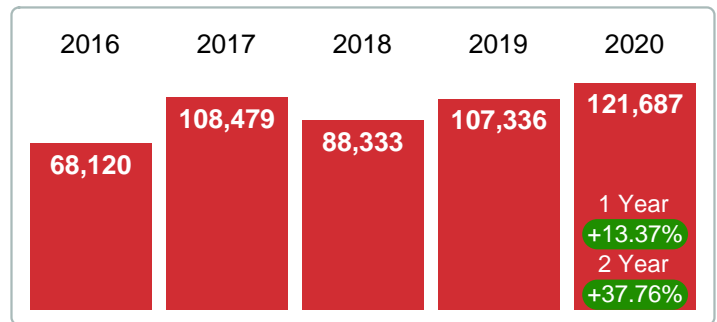
## AVERAGE LIST PRICE AT CLOSING

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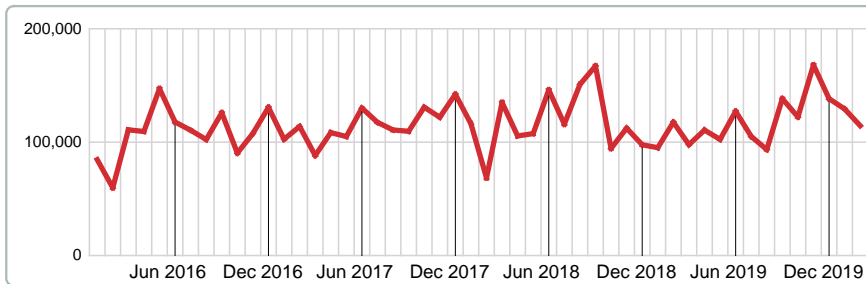
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

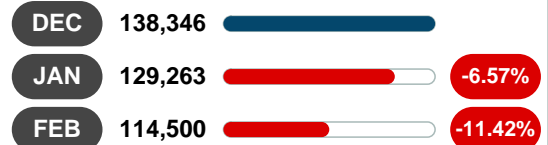


### 3 MONTHS

5 year FEB AVG = 94,832

High Nov 2019 168,015 Low Feb 2016 59,775

Average List Price at Closing this month at **114,500**  
above the 5 yr FEB average of **94,832**



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average List Price at Closing by Price Range |    | %      | AVLPrice  | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|--|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less   | 0  | 0.00%  | 0         | 0        | 0       | 0       | 0       |
| \$1-\$20,000   | 7  | 17.95% | 6,643     | 15,075   | 800     | 0       | 0       |
| \$20,001-\$50,000  | 5  | 12.82% | 31,960    | 42,225   | 0       | 0       | 0       |
| \$50,001-\$130,000   | 11 | 28.21% | 85,073    | 78,925   | 101,017 | 69,900  | 0       |
| \$130,001-\$170,000  | 7  | 17.95% | 150,329   | 149,900  | 148,150 | 0       | 169,900 |
| \$170,001-\$230,000  | 4  | 10.26% | 198,125   | 225,000  | 178,500 | 194,500 | 0       |
| \$230,001 and up   | 5  | 12.82% | 295,720   | 0        | 312,067 | 271,200 | 0       |
| Average List Price   |    |        | 114,500   | 54,450   | 154,280 | 200,260 | 169,900 |
| Total Closed Units   |    | 100%   | 114,500   | 18       | 15      | 5       | 1       |
| Total Closed Volume  |    |        | 4,465,499 | 980.10K  | 2.31M   | 1.00M   | 169.90K |



# February 2020

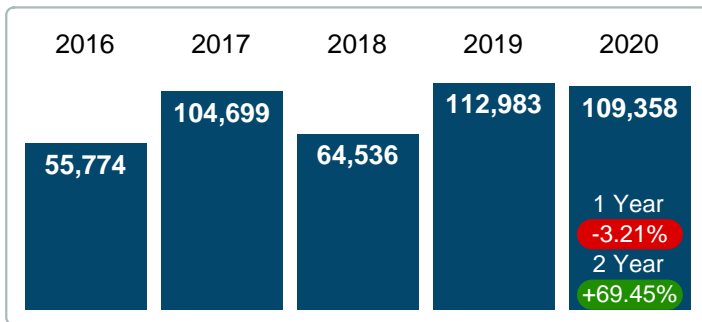
Area Delimited by County Of Cherokee



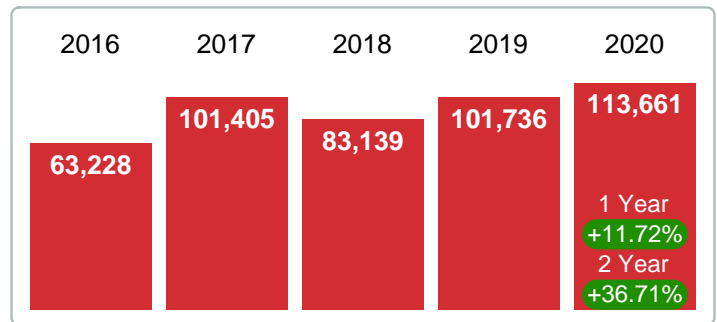
## AVERAGE SOLD PRICE AT CLOSING

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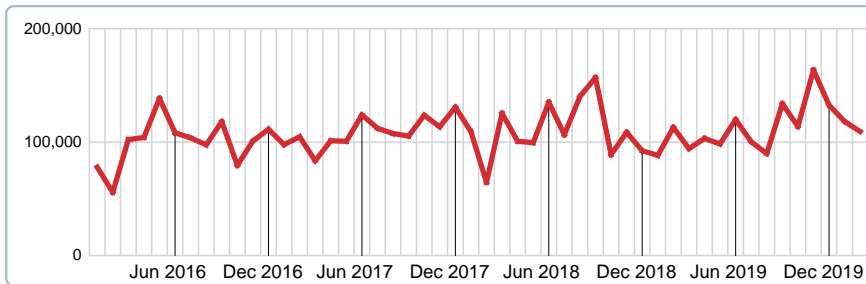
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

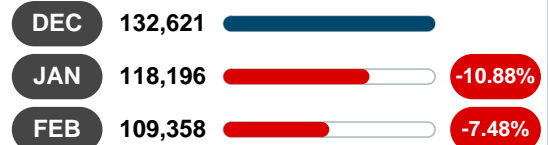


### 3 MONTHS

5 year FEB AVG = 89,470

High Nov 2019 163,644 Low Feb 2016 55,774

Average Sold Price at Closing this month at **109,358**  
above the 5 yr FEB average of **89,470**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Sold Price at Closing by Price Range |    | %           | AV Sale          | 1-2 Beds       | 3 Beds         | 4 Beds         | 5+ Beds        |
|--|----|-------------|------------------|----------------|----------------|----------------|----------------|
| \$0 and less   | 0  | 0.00%       | 0                | 0              | 0              | 0              | 0              |
| \$1-\$20,000   | 9  | 23.08%      | 8,739            | 9,731          | 800            | 0              | 0              |
| \$20,001-\$50,000  | 4  | 10.26%      | 31,682           | 31,682         | 0              | 0              | 0              |
| \$50,001-\$130,000   | 11 | 28.21%      | 86,536           | 71,250         | 99,983         | 67,000         | 0              |
| \$130,001-\$170,000  | 6  | 15.38%      | 149,633          | 145,000        | 145,725        | 0              | 169,900        |
| \$170,001-\$230,000  | 4  | 10.26%      | 196,975          | 225,000        | 179,900        | 191,500        | 0              |
| \$230,001 and up   | 5  | 12.82%      | 284,400          | 0              | 299,833        | 261,250        | 0              |
| <b>Average Sold Price</b>                                    |    |             | <b>109,358</b>   | <b>47,754</b>  | <b>150,867</b> | <b>194,500</b> | <b>169,900</b> |
| <b>Total Closed Units</b>                                    |    | <b>100%</b> | <b>109,358</b>   | <b>18</b>      | <b>15</b>      | <b>5</b>       | <b>1</b>       |
| <b>Total Closed Volume</b>                                   |    |             | <b>4,264,976</b> | <b>859.58K</b> | <b>2.26M</b>   | <b>972.50K</b> | <b>169.90K</b> |

# February 2020



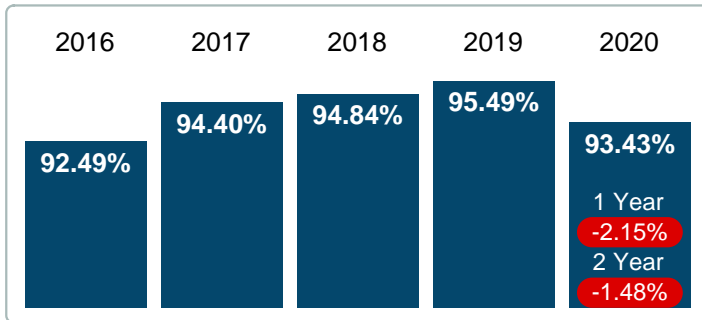
Area Delimited by County Of Cherokee



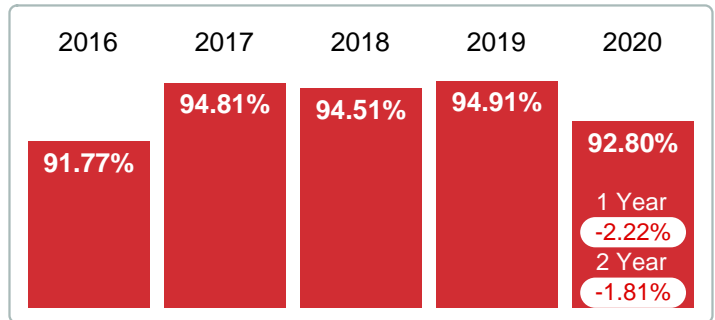
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 11, 2020 for MLS Technology Inc.

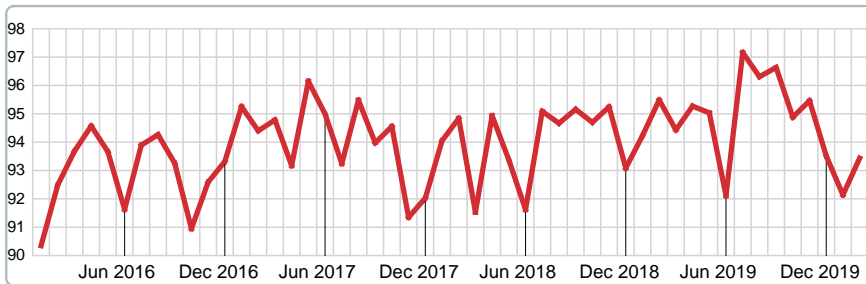
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

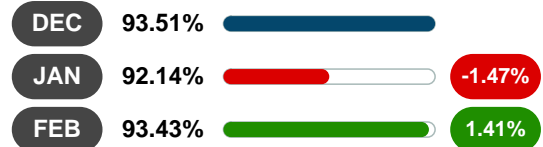


### 3 MONTHS

5 year FEB AVG = 94.13%

High Jul 2019 97.16% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **93.43%**  
below the 5 yr FEB average of **94.13%**



## AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range |    | %         | AV S/L% | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$0 and less                                   | 0  | 0.00%     | 0.00%   | 0.00%    | 0.00%   | 0.00%   | 0.00%   |
| \$1-\$20,000                                   | 9  | 23.08%    | 87.11%  | 85.50%   | 100.00% | 0.00%   | 0.00%   |
| \$20,001-\$50,000                              | 4  | 10.26%    | 84.36%  | 84.36%   | 0.00%   | 0.00%   | 0.00%   |
| \$50,001-\$130,000                             | 11 | 28.21%    | 95.87%  | 92.09%   | 98.39%  | 95.85%  | 0.00%   |
| \$130,001-\$170,000                            | 6  | 15.38%    | 98.36%  | 96.73%   | 98.35%  | 0.00%   | 100.00% |
| \$170,001-\$230,000                            | 4  | 10.26%    | 99.50%  | 100.00%  | 100.78% | 98.61%  | 0.00%   |
| \$230,001 and up                               | 5  | 12.82%    | 95.96%  | 0.00%    | 95.68%  | 96.37%  | 0.00%   |
| Average Sold/List Ratio                        |    | 93.40%    |         | 88.14%   | 98.10%  | 97.16%  | 100.00% |
| Total Closed Units                             |    | 39        | 100%    | 18       | 15      | 5       | 1       |
| Total Closed Volume                            |    | 4,264,976 |         | 859.58K  | 2.26M   | 972.50K | 169.90K |

# February 2020



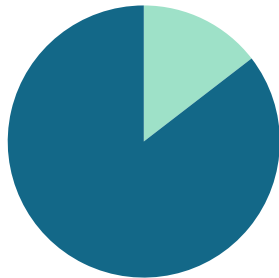
Area Delimited by County Of Cherokee



## MARKET SUMMARY

Report produced on Mar 11, 2020 for MLS Technology Inc.

### INVENTORY

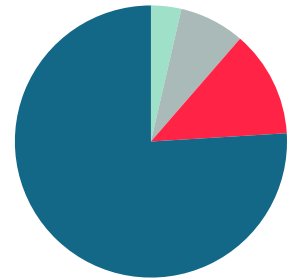


**Inventory**  
 New Listings  
**156 = 14.55%**  
 Start Inventory  
**916**  
 Total Inventory Units  
**1,072**  
 Volume  
**\$164,373,968**

### Market Activity

Closed Sales  
**39 = 3.60%**  
 Pending Sales  
**84 = 7.76%**  
 Other Off Market  
**137 = 12.66%**  
 Active Inventory  
**822 = 75.97%**

### MARKET ACTIVITY



| Compared Metrics                               | February |         |         | Year to Date |         |        |
|--|----------|---------|---------|--------------|---------|--------|
|  | 2019     | 2020    | +/-%    | 2019         | 2020    | +/-%   |
| Closed Sales                                   | 43       | 39      | -9.30%  | 79           | 76      | -3.80% |
| Pending Sales                                  | 53       | 84      | 58.49%  | 89           | 135     | 51.69% |
| New Listings                                   | 188      | 156     | -17.02% | 354          | 364     | 2.82%  |
| Average List Price                             | 117,565  | 114,500 | -2.61%  | 107,336      | 121,687 | 13.37% |
| Average Sale Price                             | 112,983  | 109,358 | -3.21%  | 101,736      | 113,661 | 11.72% |
| Average Percent of Selling Price to List Price | 95.49%   | 93.43%  | -2.15%  | 94.91%       | 92.80%  | -2.22% |
| Average Days on Market to Sale                 | 47.51    | 53.31   | 12.20%  | 50.46        | 56.38   | 11.74% |
| Monthly Inventory                              | 858      | 822     | -4.20%  | 858          | 822     | -4.20% |
| Months Supply of Inventory                     | 13.51    | 14.81   | 9.61%   | 13.51        | 14.81   | 9.61%  |

**Absorption:** Last 12 months, an Average of **56** Sales/Month

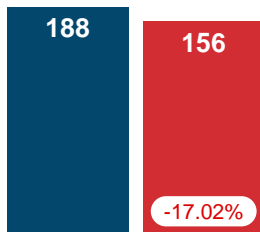
**Inventory** on February 29, 2020 = **822**

**2019** **2020**

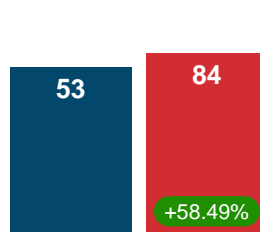
### FEBRUARY MARKET

### AVERAGE PRICES

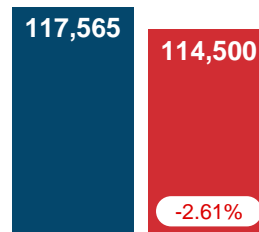
#### New Listings



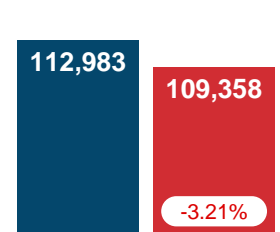
#### Pending Listings



#### List Price



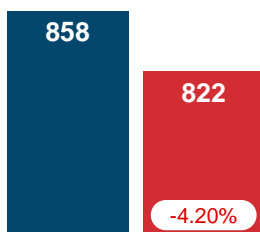
#### Sale Price



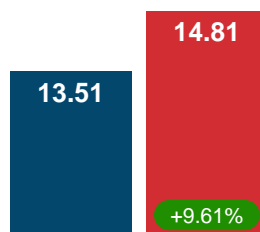
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

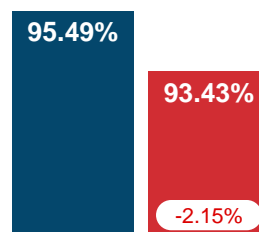
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

