

## March 2021



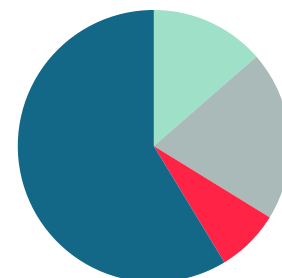
Area Delimited by Counties Carter, Love, Murray



### MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

| Compared Metrics                               | 2020    | March 2021 | +/-%    |
|--|---------|------------|---------|
| Closed Listings                                | 81      | 101        | 24.69%  |
| Pending Listings                               | 57      | 150        | 163.16% |
| New Listings                                   | 68      | 157        | 130.88% |
| Average List Price                             | 152,867 | 216,496    | 41.62%  |
| Average Sale Price                             | 143,258 | 194,606    | 35.84%  |
| Average Percent of Selling Price to List Price | 91.35%  | 93.76%     | 2.63%   |
| Average Days on Market to Sale                 | 137.83  | 31.03      | -77.49% |
| End of Month Inventory                         | 354     | 436        | 23.16%  |
| Months Supply of Inventory                     | 4.40    | 5.26       | 19.45%  |



■ Closed (13.59%)  
■ Pending (20.19%)  
■ Other OffMarket (7.54%)  
■ Active (58.68%)

**Absorption:** Last 12 months, an Average of **83** Sales/Month  
**Active Inventory** as of March 31, 2021 = **436**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2021 rose **23.16%** to 436 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **5.26** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **35.84%** in March 2021 to \$194,606 versus the previous year at \$143,258.

##### Average Days on Market Shortens

The average number of **31.03** days that homes spent on the market before selling decreased by 106.80 days or **77.49%** in March 2021 compared to last year's same month at **137.83** DOM.

##### Sales Success for March 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 157 New Listings in March 2021, up **130.88%** from last year at 68. Furthermore, there were 101 Closed Listings this month versus last year at 81, a **24.69%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, down from previous year's, March 2020, at **119.1%**, a **45.99%** downswing. This will certainly create pressure on an increasing 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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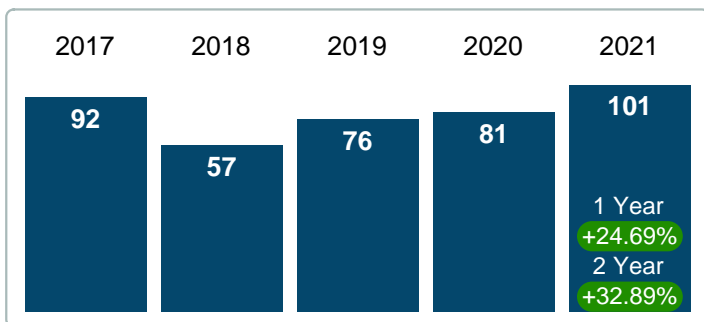
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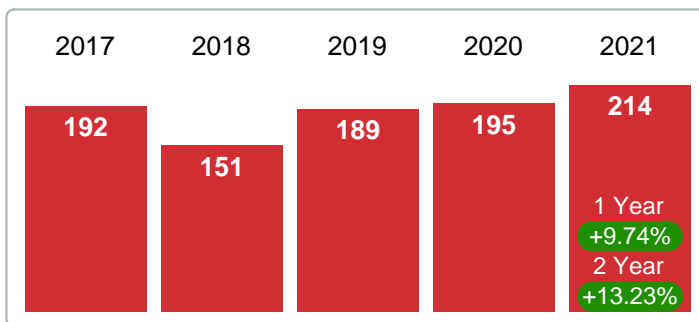
## CLOSED LISTINGS

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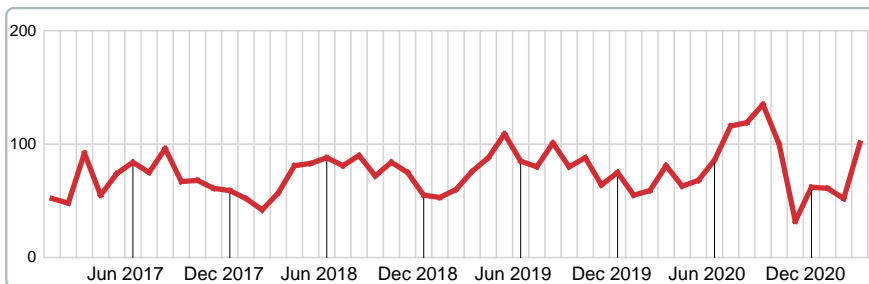
### MARCH



### YEAR TO DATE (YTD)

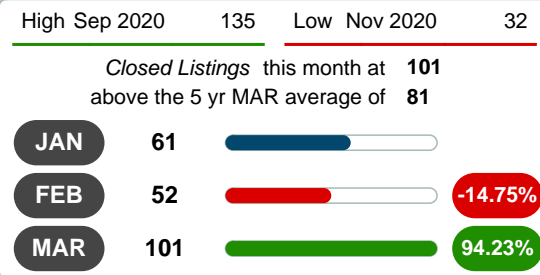


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 81



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less                              | 6                 | 5.94%       | 44.7        | 5                | 1                | 0                | 0                |
| \$25,001 - \$75,000                            | 15                | 14.85%      | 40.0        | 9                | 6                | 0                | 0                |
| \$75,001 - \$125,000                           | 16                | 15.84%      | 38.8        | 8                | 5                | 3                | 0                |
| \$125,001 - \$200,000                          | 25                | 24.75%      | 23.0        | 4                | 16               | 5                | 0                |
| \$200,001 - \$250,000                          | 17                | 16.83%      | 18.8        | 4                | 8                | 4                | 1                |
| \$250,001 - \$325,000                          | 11                | 10.89%      | 21.4        | 0                | 8                | 2                | 1                |
| \$325,001 and up                               | 11                | 10.89%      | 46.9        | 3                | 2                | 5                | 1                |
| <b>Total Closed Units</b>                      | <b>101</b>        |             |             | <b>33</b>        | <b>46</b>        | <b>19</b>        | <b>3</b>         |
| <b>Total Closed Volume</b>                     | <b>19,655,205</b> | <b>100%</b> | <b>31.0</b> | <b>4.51M</b>     | <b>8.19M</b>     | <b>5.34M</b>     | <b>1.61M</b>     |
| <b>Average Closed Price</b>                    | <b>\$194,606</b>  |             |             | <b>\$136,730</b> | <b>\$178,061</b> | <b>\$280,963</b> | <b>\$538,000</b> |

# March 2021



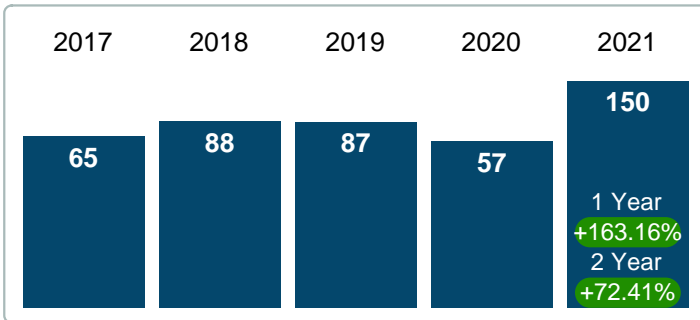
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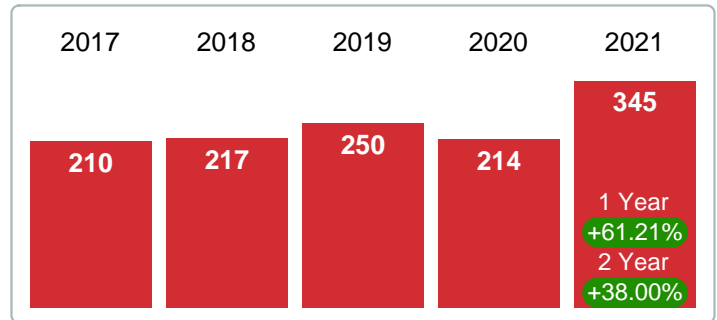
## PENDING LISTINGS

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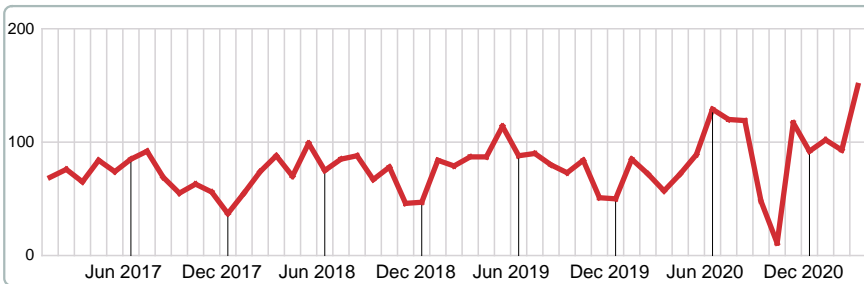
### MARCH



### YEAR TO DATE (YTD)

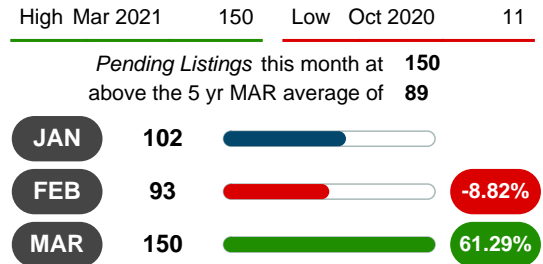


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 89



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less                               | 17                | 11.33%      | 72.6        | 15               | 2                | 0                | 0                |
| \$50,001 - \$75,000                             | 13                | 8.67%       | 28.6        | 7                | 6                | 0                | 0                |
| \$75,001 - \$125,000                            | 19                | 12.67%      | 42.9        | 12               | 6                | 1                | 0                |
| \$125,001 - \$200,000                           | 40                | 26.67%      | 36.8        | 6                | 26               | 7                | 1                |
| \$200,001 - \$250,000                           | 25                | 16.67%      | 45.8        | 6                | 9                | 8                | 2                |
| \$250,001 - \$400,000                           | 21                | 14.00%      | 66.7        | 5                | 8                | 8                | 0                |
| \$400,001 and up                                | 15                | 10.00%      | 72.6        | 8                | 1                | 4                | 2                |
| <b>Total Pending Units</b>                      | <b>150</b>        |             |             | <b>59</b>        | <b>58</b>        | <b>28</b>        | <b>5</b>         |
| <b>Total Pending Volume</b>                     | <b>32,763,299</b> | <b>100%</b> | <b>34.0</b> | <b>11.84M</b>    | <b>10.81M</b>    | <b>8.12M</b>     | <b>1.99M</b>     |
| <b>Average Listing Price</b>                    | <b>\$292,447</b>  |             |             | <b>\$200,719</b> | <b>\$186,428</b> | <b>\$289,975</b> | <b>\$397,760</b> |

# March 2021



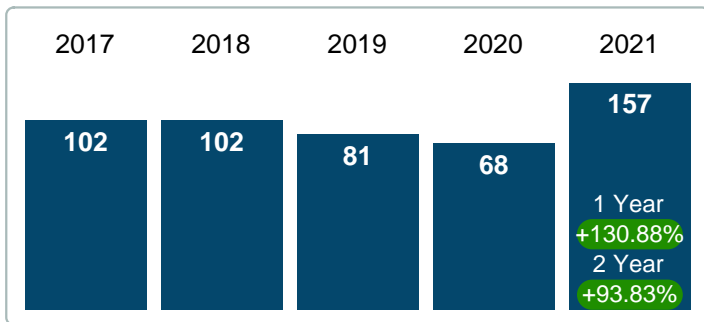
Area Delimited by Counties Carter, Love, Murray



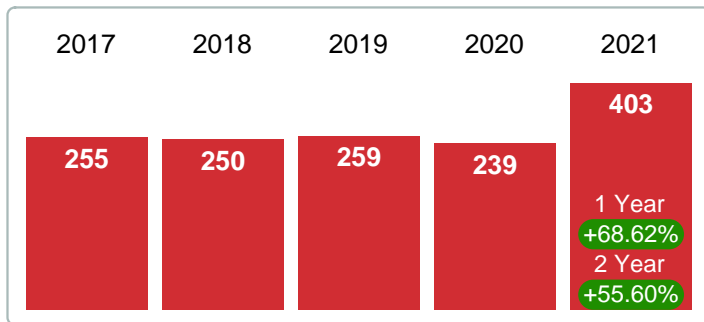
## NEW LISTINGS

Report produced on Apr 12, 2021 for MLS Technology Inc.

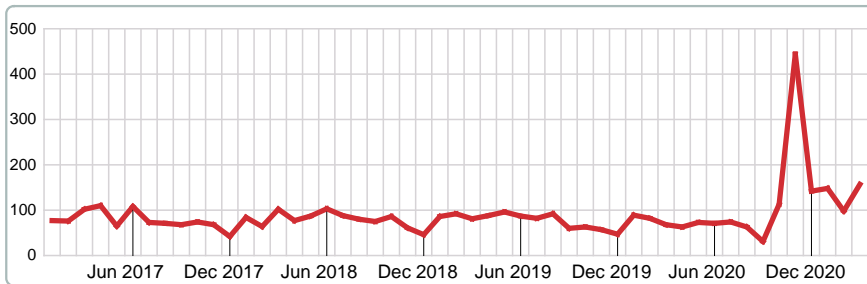
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 102

High Nov 2020 444 Low Sep 2020 31

New Listings this month at 157  
above the 5 yr MAR average of 102



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less                           | 8                 | 5.10%       | 6                | 2                | 0                | 0                |
| \$25,001 - \$50,000                         | 27                | 17.20%      | 22               | 3                | 2                | 0                |
| \$50,001 - \$100,000                        | 21                | 13.38%      | 11               | 10               | 0                | 0                |
| \$100,001 - \$200,000                       | 42                | 26.75%      | 10               | 25               | 6                | 1                |
| \$200,001 - \$300,000                       | 23                | 14.65%      | 4                | 12               | 4                | 3                |
| \$300,001 - \$525,000                       | 20                | 12.74%      | 10               | 4                | 5                | 1                |
| \$525,001 and up                            | 16                | 10.19%      | 12               | 1                | 3                | 0                |
| <b>Total New Listed Units</b>               | <b>157</b>        |             | <b>75</b>        | <b>57</b>        | <b>20</b>        | <b>5</b>         |
| <b>Total New Listed Volume</b>              | <b>53,226,020</b> | <b>100%</b> | <b>33.92M</b>    | <b>11.32M</b>    | <b>6.69M</b>     | <b>1.29M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$313,988</b>  |             | <b>\$452,280</b> | <b>\$198,612</b> | <b>\$334,685</b> | <b>\$258,080</b> |

# March 2021



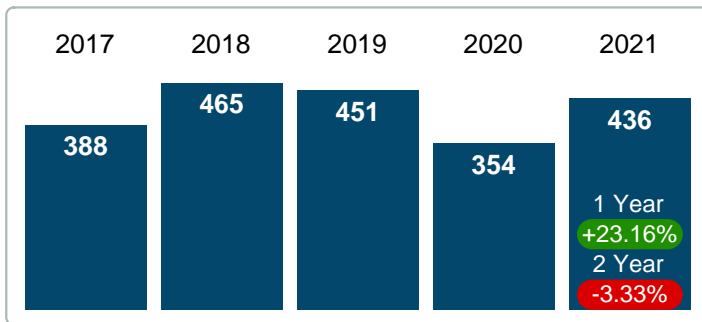
Area Delimited by Counties Carter, Love, Murray



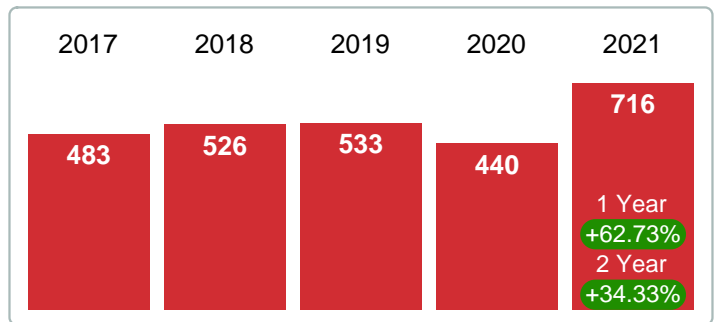
## ACTIVE INVENTORY

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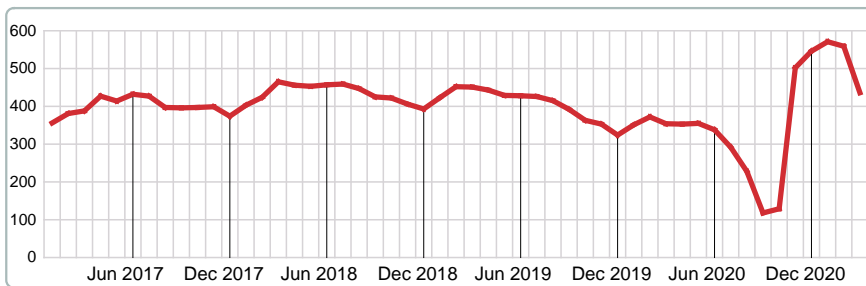
### END OF MARCH



### ACTIVE DURING MARCH

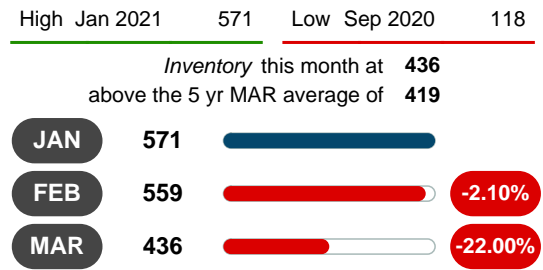


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 419



## 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-\$25,000                                  | 65                 | 14.91%      | 111.6       | 62               | 3                | 0                | 0                |
| \$25,001-\$75,000                             | 100                | 22.94%      | 86.0        | 78               | 19               | 3                | 0                |
| \$75,001-\$200,000                            | 98                 | 22.48%      | 85.3        | 45               | 46               | 6                | 1                |
| \$200,001-\$375,000                           | 66                 | 15.14%      | 77.8        | 37               | 17               | 8                | 4                |
| \$375,001-\$950,000                           | 64                 | 14.68%      | 85.8        | 40               | 10               | 12               | 2                |
| \$950,001 and up                              | 43                 | 9.86%       | 102.1       | 34               | 2                | 2                | 5                |
| <b>Total Active Inventory by Units</b>        | <b>436</b>         |             |             | <b>296</b>       | <b>97</b>        | <b>31</b>        | <b>12</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>169,549,557</b> | <b>100%</b> | <b>90.0</b> | <b>127.26M</b>   | <b>21.52M</b>    | <b>11.69M</b>    | <b>9.08M</b>     |
| <b>Average Active Inventory Listing Price</b> | <b>\$388,875</b>   |             |             | <b>\$429,943</b> | <b>\$221,809</b> | <b>\$377,168</b> | <b>\$756,575</b> |

# March 2021



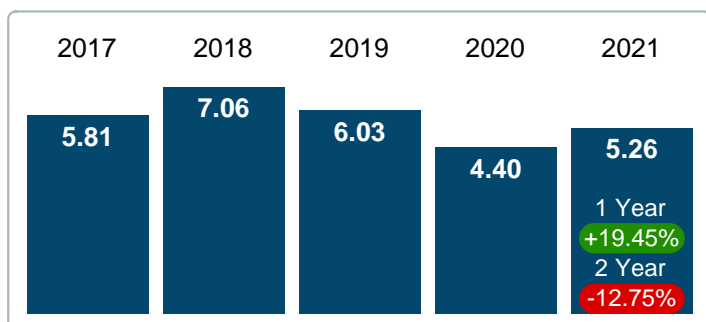
Area Delimited by Counties Carter, Love, Murray



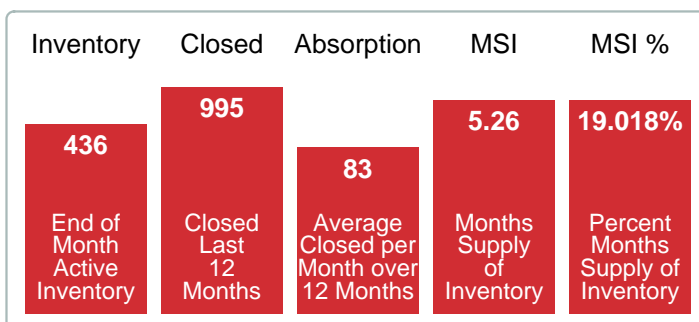
## MONTHS SUPPLY of INVENTORY (MSI)

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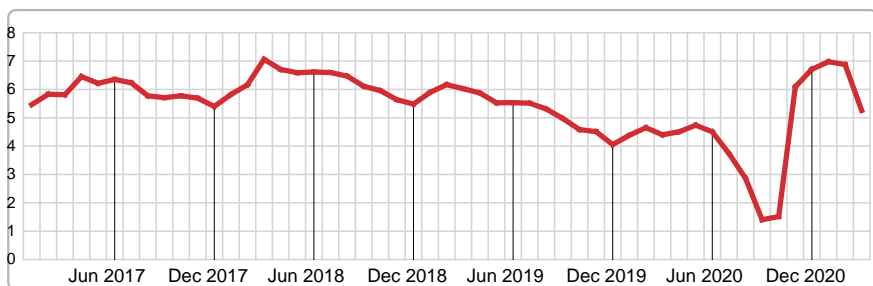
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021

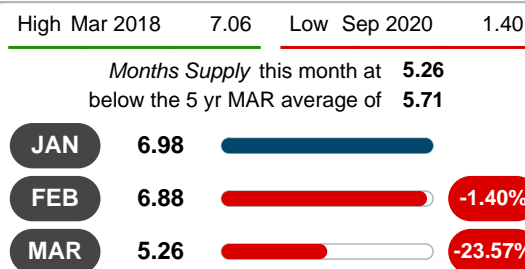


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 5.71



### 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                                       | 17  | 3.90%  | 11.33 | 12.75    | 0.00   | 0.00   | 0.00    |
| \$10,001 - \$30,000                                     | 53  | 12.16% | 9.78  | 10.87    | 5.00   | 0.00   | 0.00    |
| \$30,001 - \$70,000                                     | 91  | 20.87% | 6.50  | 9.15     | 2.58   | 9.00   | 0.00    |
| \$70,001 - \$220,000                                    | 111 | 25.46% | 2.65  | 4.96     | 2.22   | 0.97   | 1.71    |
| \$220,001 - \$390,000                                   | 64  | 14.68% | 4.54  | 16.80    | 2.16   | 2.50   | 5.14    |
| \$390,001 - \$950,000                                   | 57  | 13.07% | 10.69 | 24.00    | 8.00   | 3.86   | 4.80    |
| \$950,001 and up  | 43  | 9.86%  | 64.50 | 136.00   | 8.00   | 0.00   | 30.00   |
| Market Supply of Inventory (MSI)                        |     |        | 5.26  | 10.63    | 2.51   | 2.23   | 4.80    |
| Total Active Inventory by Units                         |     | 100%   | 5.26  | 296      | 97     | 31     | 12      |

# March 2021



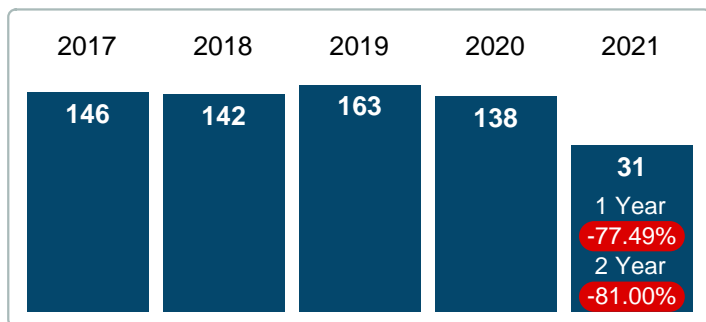
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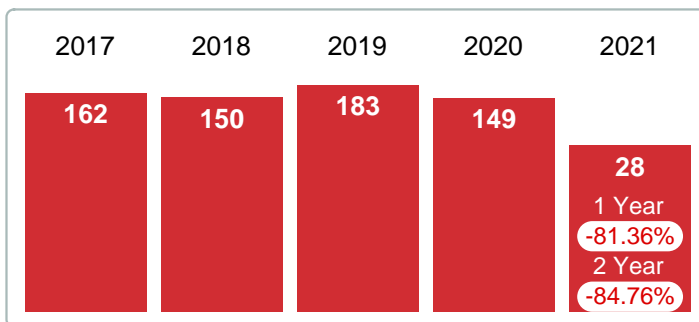
## AVERAGE DAYS ON MARKET TO SALE

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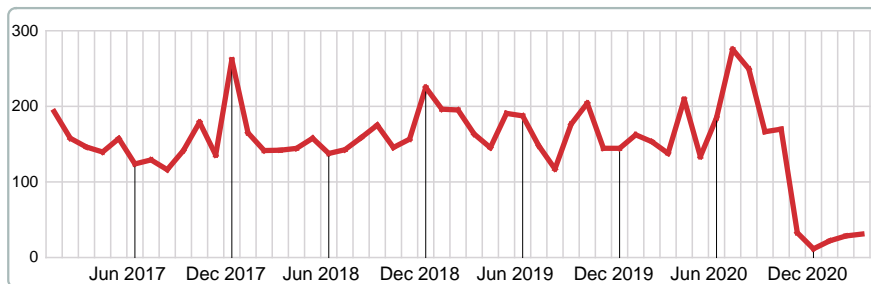
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

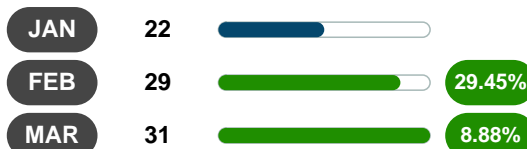


### 3 MONTHS

5 year MAR AVG = 124

High Jul 2020 275 Low Dec 2020 12

Average Days on Market to Sale this month at 31 below the 5 yr MAR average of 124



### 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 |
|---|------------|--------|-------|----------|--------|--------|---------|
| \$25,000 and less   | 6          | 5.94%  | 45    | 45       | 45     | 0      | 0       |
| \$25,001 - \$75,000   | 15         | 14.85% | 40    | 32       | 52     | 0      | 0       |
| \$75,001 - \$125,000  | 16         | 15.84% | 39    | 32       | 48     | 41     | 0       |
| \$125,001 - \$200,000   | 25         | 24.75% | 23    | 51       | 19     | 15     | 0       |
| \$200,001 - \$250,000   | 17         | 16.83% | 19    | 17       | 17     | 21     | 34      |
| \$250,001 - \$325,000   | 11         | 10.89% | 21    | 0        | 19     | 13     | 59      |
| \$325,001 and up  | 11         | 10.89% | 47    | 24       | 93     | 46     | 27      |
| Average Closed DOM  | 31         |        |       | 34       | 30     | 28     | 40      |
| Total Closed Units  | 101        | 100%   | 31    | 33       | 46     | 19     | 3       |
| Total Closed Volume   | 19,655,205 |        |       | 4.51M    | 8.19M  | 5.34M  | 1.61M   |



# March 2021



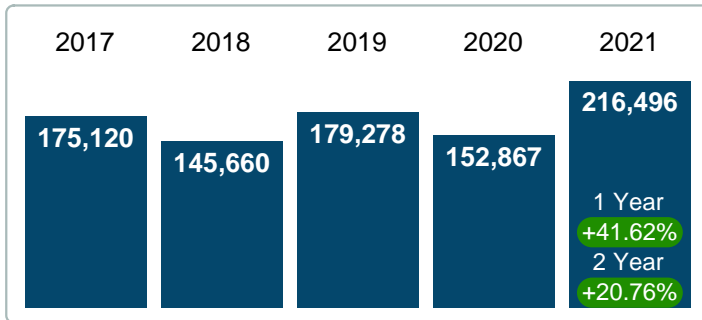
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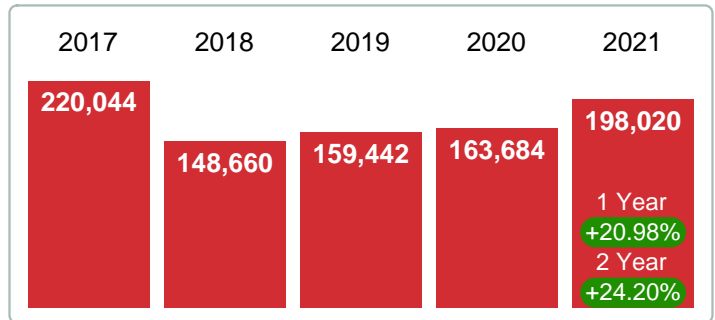
## AVERAGE LIST PRICE AT CLOSING

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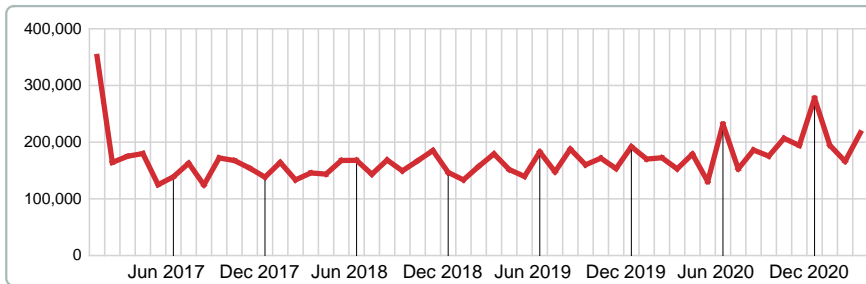
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

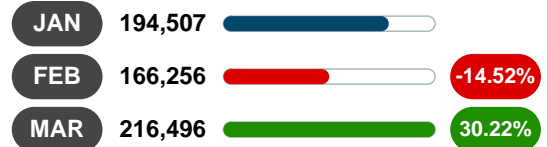


### 3 MONTHS

5 year MAR AVG = 173,884

High Jan 2017 351,077 Low Aug 2017 124,516

Average List Price at Closing this month at **216,496**  
above the 5 yr MAR average of **173,884**



### 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   |
|--|----|--------|------------|----------|---------|---------|-----------|
| \$25,000 and less  | 7  | 6.93%  | 17,857     | 18,000   | 15,000  | 0       | 0         |
| \$25,001 - \$75,000  | 12 | 11.88% | 49,942     | 50,811   | 54,067  | 0       | 0         |
| \$75,001 - \$125,000   | 15 | 14.85% | 104,147    | 126,625  | 124,160 | 126,300 | 0         |
| \$125,001 - \$200,000  | 26 | 25.74% | 157,612    | 164,500  | 161,425 | 154,660 | 0         |
| \$200,001 - \$250,000  | 18 | 17.82% | 229,744    | 232,600  | 218,975 | 237,425 | 249,900   |
| \$250,001 - \$325,000  | 9  | 8.91%  | 287,922    | 0        | 300,963 | 307,500 | 305,000   |
| \$325,001 and up   | 14 | 13.86% | 625,357    | 624,933  | 382,450 | 790,680 | 1,150,000 |
| Average List Price   |    |        | 216,496    | 152,227  | 184,074 | 351,068 | 568,300   |
| Total Closed Units   |    | 100%   | 216,496    | 33       | 46      | 19      | 3         |
| Total Closed Volume  |    |        | 21,866,099 | 5.02M    | 8.47M   | 6.67M   | 1.70M     |



# March 2021



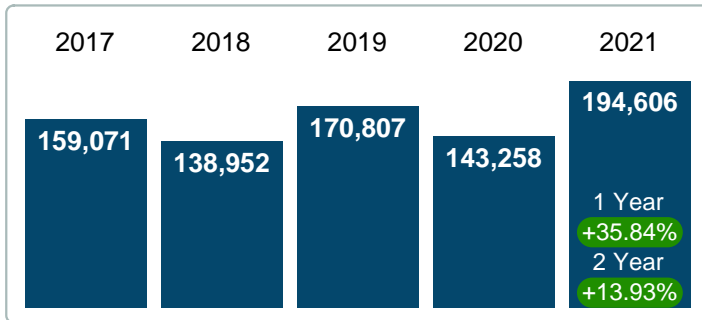
Area Delimited by Counties Carter, Love, Murray



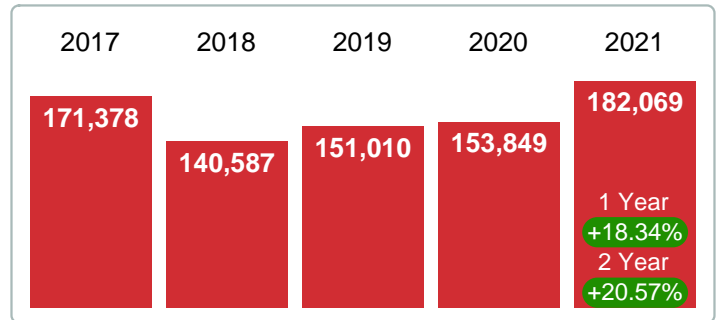
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Apr 12, 2021 for MLS Technology Inc.

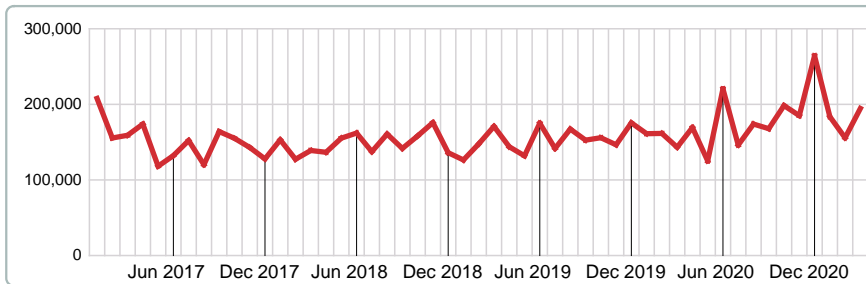
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

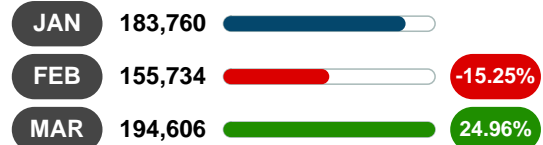


### 3 MONTHS

5 year MAR AVG = 161,339

High Dec 2020 264,222 Low May 2017 118,193

Average Sold Price at Closing this month at **194,606**  
above the 5 yr MAR average of **161,339**



### 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        |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less  | 5.94%       | 14,583            | 15,500         | 10,000         | 0              | 0              |
| \$25,001 - \$75,000  | 14.85%      | 47,807            | 46,111         | 50,350         | 0              | 0              |
| \$75,001 - \$125,000   | 15.84%      | 104,494           | 100,551        | 104,200        | 115,500        | 0              |
| \$125,001 - \$200,000  | 24.75%      | 154,032           | 142,375        | 157,494        | 152,280        | 0              |
| \$200,001 - \$250,000  | 16.83%      | 226,047           | 228,975        | 223,363        | 225,000        | 240,000        |
| \$250,001 - \$325,000  | 10.89%      | 288,182           | 0              | 287,000        | 287,500        | 299,000        |
| \$325,001 and up   | 10.89%      | 574,100           | 576,600        | 377,450        | 551,080        | 1,075,000      |
| <b>Average Sold Price</b>                                    |             | <b>194,606</b>    | <b>136,730</b> | <b>178,061</b> | <b>280,963</b> | <b>538,000</b> |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>194,606</b>    | <b>33</b>      | <b>46</b>      | <b>19</b>      | <b>3</b>       |
| <b>Total Closed Volume</b>                                   |             | <b>19,655,205</b> | <b>4.51M</b>   | <b>8.19M</b>   | <b>5.34M</b>   | <b>1.61M</b>   |

# March 2021



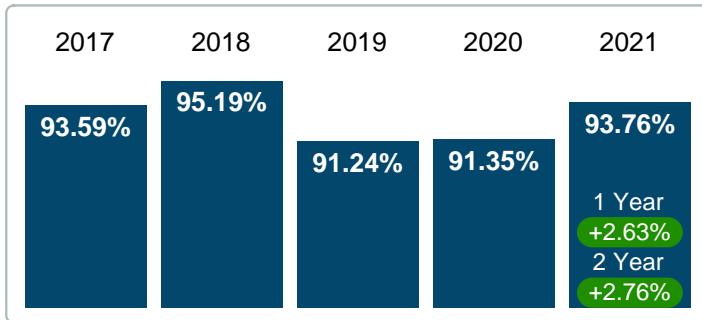
Area Delimited by Counties Carter, Love, Murray



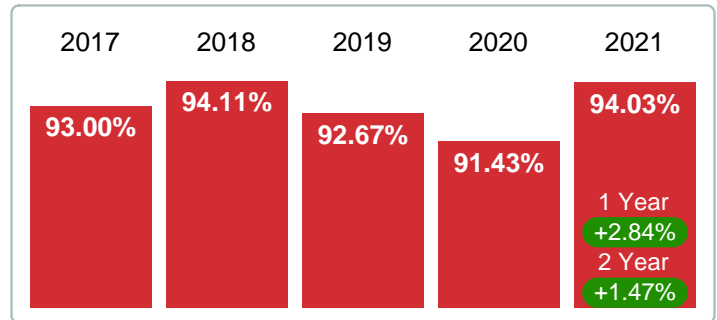
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 12, 2021 for MLS Technology Inc.

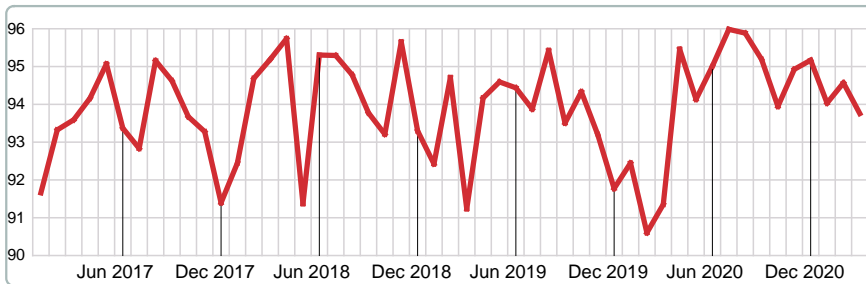
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

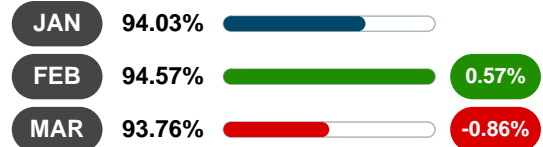


### 3 MONTHS

5 year MAR AVG = 93.02%

High Jul 2020 95.98% Low Feb 2020 90.60%

Average Sold/List Ratio this month at **93.76%** above the 5 yr MAR average of **93.02%**



## 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 |
|--|----|------------|---------|----------|---------|--------|---------|
| \$25,000 and less                              | 6  | 5.94%      | 83.91%  | 87.36%   | 66.67%  | 0.00%  | 0.00%   |
| \$25,001 - \$75,000                            | 15 | 14.85%     | 92.97%  | 91.06%   | 95.84%  | 0.00%  | 0.00%   |
| \$75,001 - \$125,000                           | 16 | 15.84%     | 89.02%  | 89.15%   | 87.27%  | 91.59% | 0.00%   |
| \$125,001 - \$200,000                          | 25 | 24.75%     | 96.50%  | 88.28%   | 97.98%  | 98.31% | 0.00%   |
| \$200,001 - \$250,000                          | 17 | 16.83%     | 99.30%  | 98.55%   | 102.41% | 94.64% | 96.04%  |
| \$250,001 - \$325,000                          | 11 | 10.89%     | 95.53%  | 0.00%    | 95.65%  | 93.83% | 98.03%  |
| \$325,001 and up                               | 11 | 10.89%     | 90.51%  | 95.14%   | 98.67%  | 83.87% | 93.48%  |
| Average Sold/List Ratio                        |    | 93.80%     |         | 90.98%   | 96.25%  | 92.20% | 95.85%  |
| Total Closed Units                             |    | 101        | 100%    | 33       | 46      | 19     | 3       |
| Total Closed Volume                            |    | 19,655,205 |         | 4.51M    | 8.19M   | 5.34M  | 1.61M   |

# March 2021



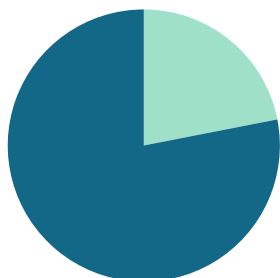
Area Delimited by Counties Carter, Love, Murray



## MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

### INVENTORY

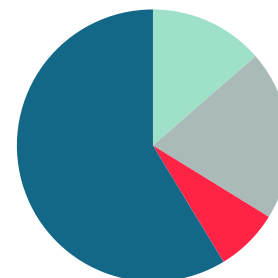


**Inventory**  
 New Listings  
**157 = 21.93%**  
 Start Inventory  
**559**  
 Total Inventory Units  
**716**  
 Volume  
**\$231,885,255**

### Market Activity

Closed Sales  
**101 = 13.59%**  
 Pending Sales  
**150 = 20.19%**  
 Other Off Market  
**56 = 7.54%**  
 Active Inventory  
**436 = 58.68%**

### MARKET ACTIVITY



| Compared Metrics                               | March   |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2020    | 2021    | +/-%    | 2020         | 2021    | +/-%    |
| Closed Sales                                   | 81      | 101     | 24.69%  | 195          | 214     | 9.74%   |
| Pending Sales                                  | 57      | 150     | 163.16% | 214          | 345     | 61.21%  |
| New Listings                                   | 68      | 157     | 130.88% | 239          | 403     | 68.62%  |
| Average List Price                             | 152,867 | 216,496 | 41.62%  | 163,684      | 198,020 | 20.98%  |
| Average Sale Price                             | 143,258 | 194,606 | 35.84%  | 153,849      | 182,069 | 18.34%  |
| Average Percent of Selling Price to List Price | 91.35%  | 93.76%  | 2.63%   | 91.43%       | 94.03%  | 2.84%   |
| Average Days on Market to Sale                 | 137.83  | 31.03   | -77.49% | 149.40       | 27.85   | -81.36% |
| Monthly Inventory                              | 354     | 436     | 23.16%  | 354          | 436     | 23.16%  |
| Months Supply of Inventory                     | 4.40    | 5.26    | 19.45%  | 4.40         | 5.26    | 19.45%  |

**Absorption:** Last 12 months, an Average of **83** Sales/Month

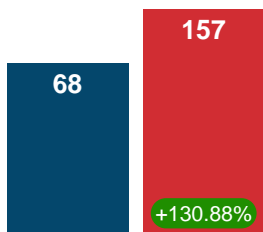
**Inventory** on March 31, 2021 = **436**

**2020** **2021**

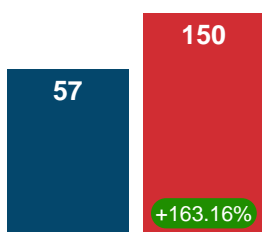
### MARCH MARKET

### AVERAGE PRICES

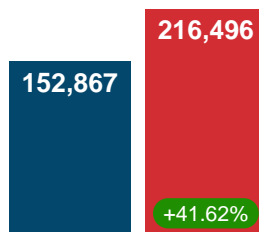
#### New Listings



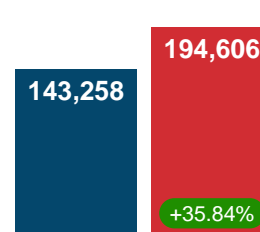
#### Pending Listings



#### List Price



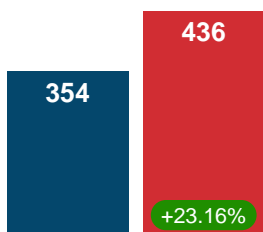
#### Sale Price



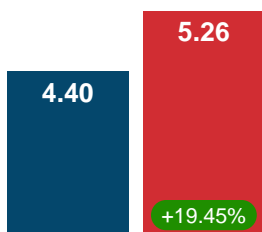
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

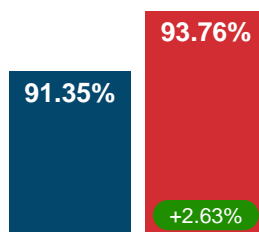
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

