



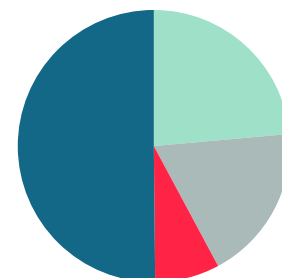
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

| Compared Metrics                               | December |         |         |
|------------------------------------------------|----------|---------|---------|
|                                                | 2021     | 2022    | +/-%    |
| Closed Listings                                | 1,050    | 670     | -36.19% |
| Pending Listings                               | 794      | 528     | -33.50% |
| New Listings                                   | 731      | 617     | -15.60% |
| Average List Price                             | 283,800  | 302,806 | 6.70%   |
| Average Sale Price                             | 282,425  | 296,844 | 5.11%   |
| Average Percent of Selling Price to List Price | 99.72%   | 98.25%  | -1.47%  |
| Average Days on Market to Sale                 | 20.68    | 27.60   | 33.47%  |
| End of Month Inventory                         | 1,864    | 1,425   | -23.55% |
| Months Supply of Inventory                     | 1.83     | 1.65    | -9.84%  |



■ Closed (23.58%)  
■ Pending (18.59%)  
■ Other OffMarket (7.67%)  
■ Active (50.16%)

**Absorption:** Last 12 months, an Average of **863** Sales/Month  
**Active Inventory** as of December 31, 2022 = **1,425**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 decreased **23.55%** to 1,425 existing homes available for sale. Over the last 12 months this area has had an average of 863 closed sales per month. This represents an unsold inventory index of **1.65** 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 **5.11%** in December 2022 to \$296,844 versus the previous year at \$282,425.

#### Average Days on Market Lengthens

The average number of **27.60** days that homes spent on the market before selling increased by 6.92 days or **33.47%** in December 2022 compared to last year's same month at **20.68** DOM.

#### Sales Success for December 2022 is Positive

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

There were 617 New Listings in December 2022, down **15.60%** from last year at 731. Furthermore, there were 670 Closed Listings this month versus last year at 1,050, a **-36.19%** decrease.

Closed versus Listed trends yielded a **108.6%** ratio, down from previous year's, December 2021, at **143.6%**, a **24.40%** downswing. 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

# December 2022



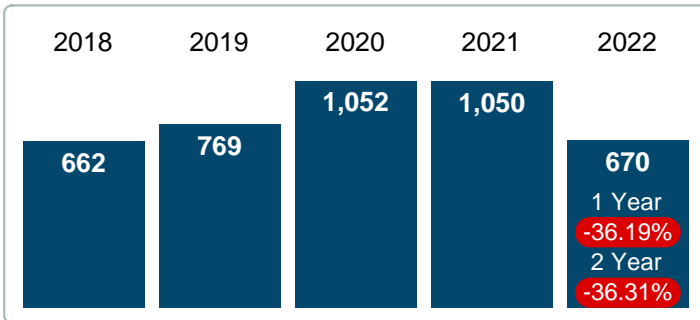
Area Delimited by County Of Tulsa - Residential Property Type



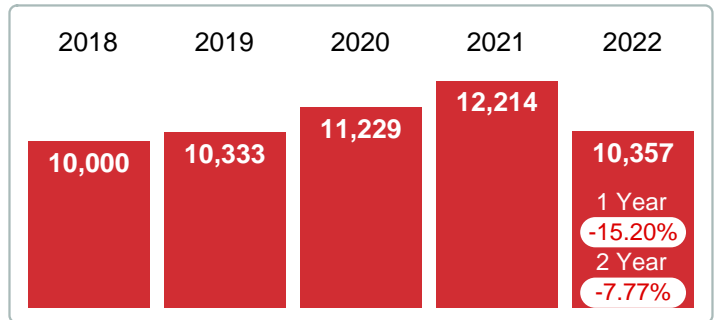
## CLOSED LISTINGS

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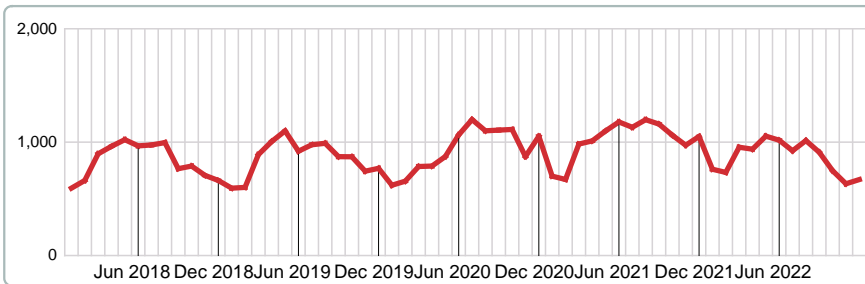
### DECEMBER



### YEAR TO DATE (YTD)

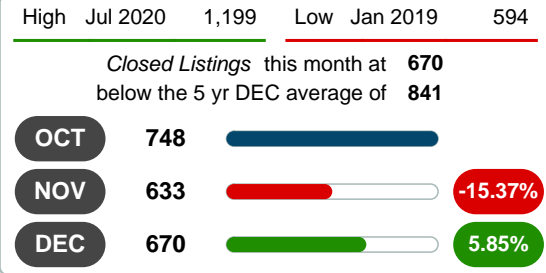


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 841



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                    | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|------------------------------------------------|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less                             | 53                 | 7.91%       | 23.6        | 31               | 17               | 4                | 1                |
| \$100,001 - \$150,000                          | 80                 | 11.94%      | 18.0        | 24               | 51               | 5                | 0                |
| \$150,001 - \$200,000                          | 111                | 16.57%      | 23.6        | 14               | 85               | 10               | 2                |
| \$200,001 - \$275,000                          | 158                | 23.58%      | 23.1        | 13               | 107              | 33               | 5                |
| \$275,001 - \$350,000                          | 96                 | 14.33%      | 35.6        | 3                | 41               | 47               | 5                |
| \$350,001 - \$525,000                          | 95                 | 14.18%      | 40.4        | 3                | 32               | 54               | 6                |
| \$525,001 and up                               | 77                 | 11.49%      | 29.4        | 2                | 11               | 43               | 21               |
| <b>Total Closed Units</b>                      | <b>670</b>         |             |             | <b>90</b>        | <b>344</b>       | <b>196</b>       | <b>40</b>        |
| <b>Total Closed Volume</b>                     | <b>198,885,316</b> | <b>100%</b> | <b>27.6</b> | <b>14.56M</b>    | <b>82.31M</b>    | <b>75.86M</b>    | <b>26.16M</b>    |
| <b>Average Closed Price</b>                    | <b>\$296,844</b>   |             |             | <b>\$161,755</b> | <b>\$239,279</b> | <b>\$387,044</b> | <b>\$653,875</b> |

# December 2022



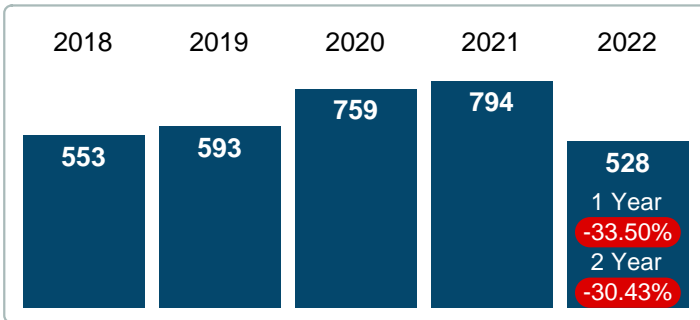
Area Delimited by County Of Tulsa - Residential Property Type



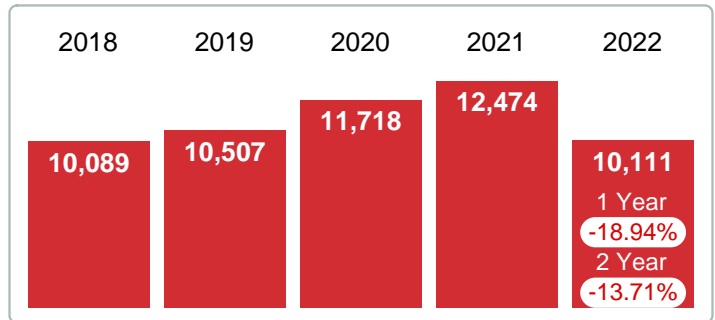
## PENDING LISTINGS

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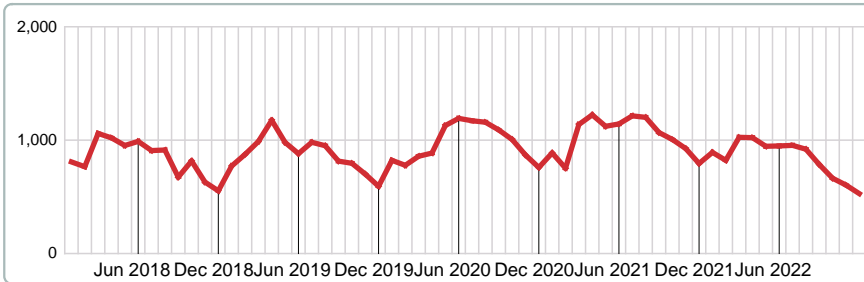
### DECEMBER



### YEAR TO DATE (YTD)

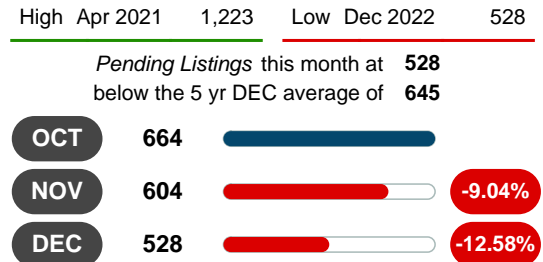


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 645



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                    | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|-------------------------------------------------|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less                              | 36                 | 6.82%       | 29.2        | 18               | 16               | 1                | 1                |
| \$100,001 - \$150,000                           | 65                 | 12.31%      | 24.2        | 23               | 36               | 5                | 1                |
| \$150,001 - \$200,000                           | 92                 | 17.42%      | 27.2        | 8                | 73               | 11               | 0                |
| \$200,001 - \$275,000                           | 129                | 24.43%      | 45.2        | 6                | 83               | 35               | 5                |
| \$275,001 - \$350,000                           | 80                 | 15.15%      | 48.7        | 3                | 39               | 36               | 2                |
| \$350,001 - \$525,000                           | 75                 | 14.20%      | 59.2        | 1                | 25               | 42               | 7                |
| \$525,001 and up                                | 51                 | 9.66%       | 40.5        | 0                | 8                | 29               | 14               |
| <b>Total Pending Units</b>                      | <b>528</b>         |             |             | <b>59</b>        | <b>280</b>       | <b>159</b>       | <b>30</b>        |
| <b>Total Pending Volume</b>                     | <b>153,432,787</b> | <b>100%</b> | <b>32.0</b> | <b>8.26M</b>     | <b>67.50M</b>    | <b>60.40M</b>    | <b>17.27M</b>    |
| <b>Average Listing Price</b>                    | <b>\$272,947</b>   |             |             | <b>\$139,998</b> | <b>\$241,088</b> | <b>\$379,892</b> | <b>\$575,515</b> |

# December 2022



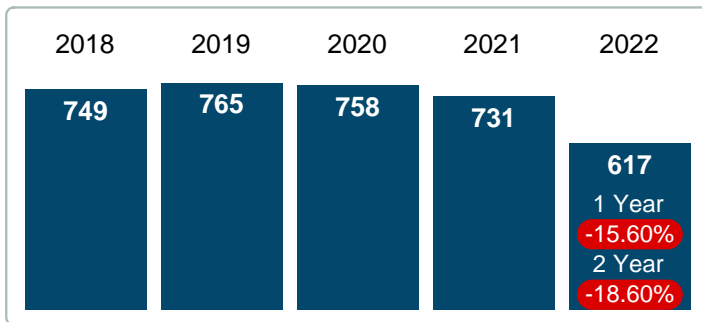
Area Delimited by County Of Tulsa - Residential Property Type



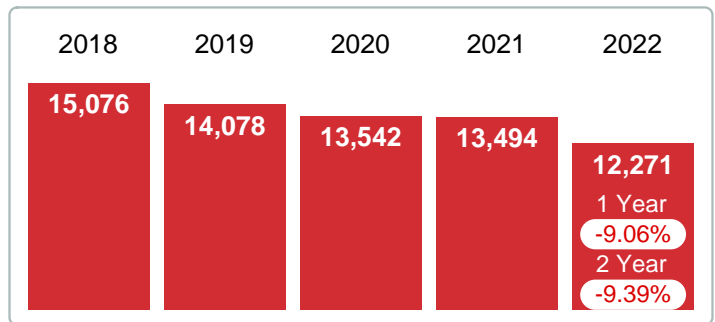
## NEW LISTINGS

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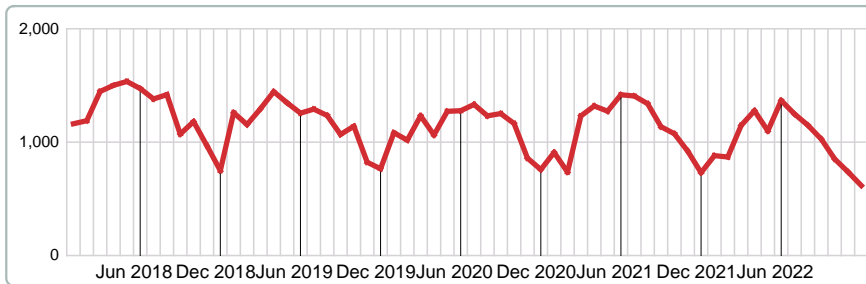
### DECEMBER



### YEAR TO DATE (YTD)

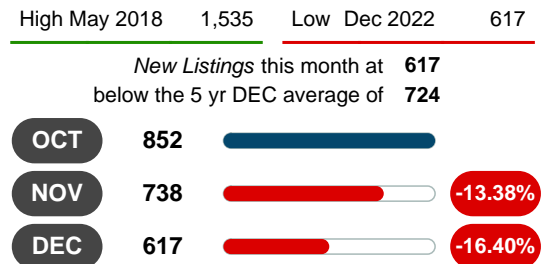


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 724



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                    | %           | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---------------------------------------------|--------------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less                          | 53                 | 8.59%       | 31               | 19               | 3                | 0                |
| \$100,001 - \$150,000                       | 76                 | 12.32%      | 25               | 43               | 8                | 0                |
| \$150,001 - \$200,000                       | 85                 | 13.78%      | 13               | 61               | 11               | 0                |
| \$200,001 - \$325,000                       | 174                | 28.20%      | 12               | 111              | 45               | 6                |
| \$325,001 - \$425,000                       | 80                 | 12.97%      | 6                | 26               | 45               | 3                |
| \$425,001 - \$575,000                       | 84                 | 13.61%      | 3                | 26               | 45               | 10               |
| \$575,001 and up                            | 65                 | 10.53%      | 2                | 9                | 36               | 18               |
| <b>Total New Listed Units</b>               | <b>617</b>         |             | <b>92</b>        | <b>295</b>       | <b>193</b>       | <b>37</b>        |
| <b>Total New Listed Volume</b>              | <b>206,010,749</b> | <b>100%</b> | <b>18.41M</b>    | <b>76.41M</b>    | <b>81.55M</b>    | <b>29.64M</b>    |
| <b>Average New Listed Listing Price</b>     | <b>\$245,750</b>   |             | <b>\$200,151</b> | <b>\$259,029</b> | <b>\$422,528</b> | <b>\$800,952</b> |

# December 2022



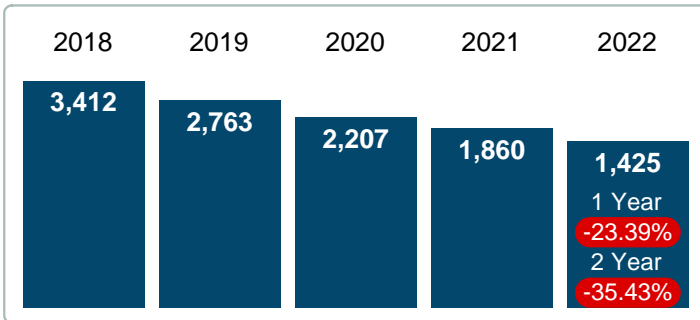
Area Delimited by County Of Tulsa - Residential Property Type



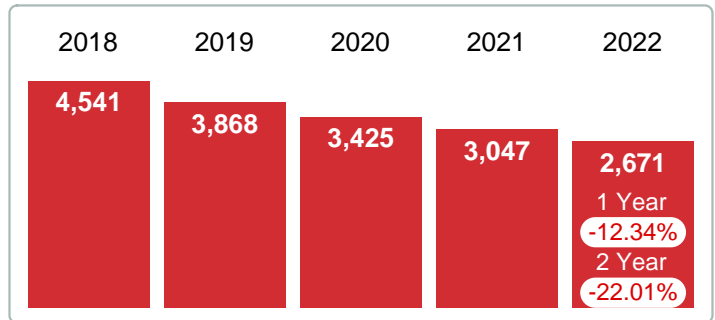
## ACTIVE INVENTORY

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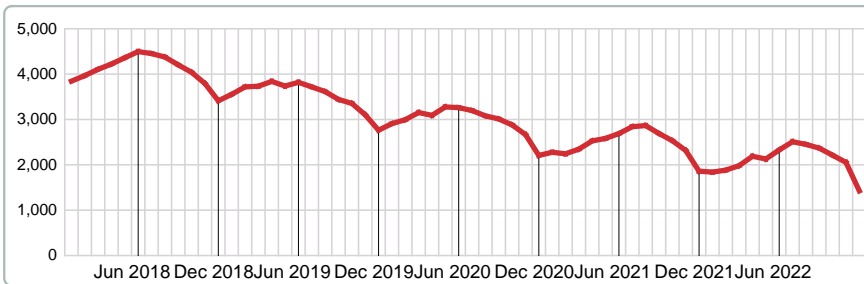
### END OF DECEMBER



### ACTIVE DURING DECEMBER

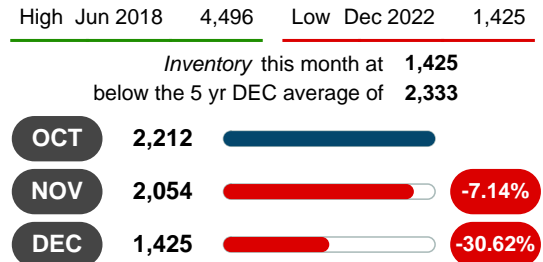


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2,333



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |     | %      | AVDOM       | 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|------------------------------------------|-----|--------|-------------|-----------|-----------|-----------|-----------|
| \$125,000 and less                       | 123 | 8.63%  | 86.6        | 67        | 49        | 6         | 1         |
| \$125,001 - \$200,000                    | 164 | 11.51% | 56.2        | 36        | 104       | 22        | 2         |
| \$200,001 - \$275,000                    | 196 | 13.75% | 65.1        | 9         | 129       | 54        | 4         |
| \$275,001 - \$425,000                    | 391 | 27.44% | 71.3        | 19        | 156       | 191       | 25        |
| \$425,001 - \$525,000                    | 197 | 13.82% | 82.2        | 7         | 57        | 115       | 18        |
| \$525,001 - \$675,000                    | 213 | 14.95% | 103.7       | 1         | 38        | 143       | 31        |
| \$675,001 and up                         | 141 | 9.89%  | 93.6        | 5         | 26        | 59        | 51        |
| Total Active Inventory by Units          |     |        | 1,425       | 144       | 559       | 590       | 132       |
| Total Active Inventory by Volume         |     |        | 621,754,320 | 32.77M    | 189.15M   | 282.48M   | 117.35M   |
| Average Active Inventory Listing Price   |     |        | \$436,319   | \$227,579 | \$338,372 | \$478,786 | \$889,014 |

# December 2022



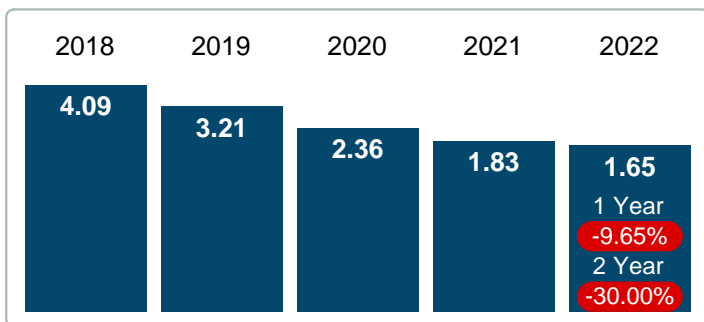
Area Delimited by County Of Tulsa - Residential Property Type



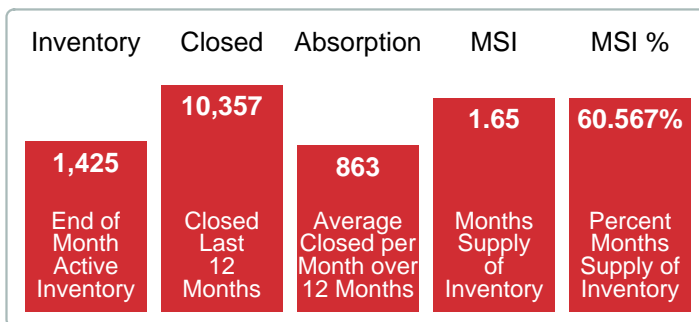
## MONTHS SUPPLY of INVENTORY (MSI)

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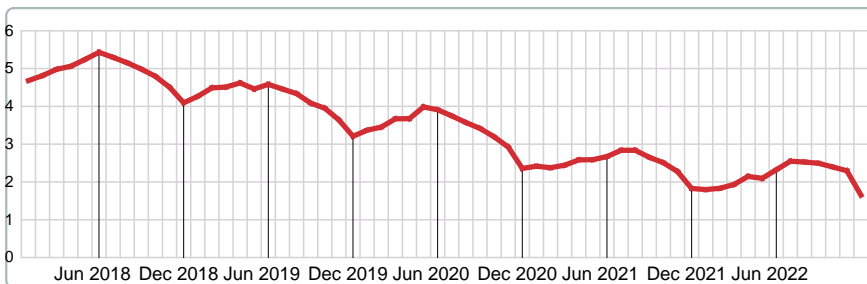
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

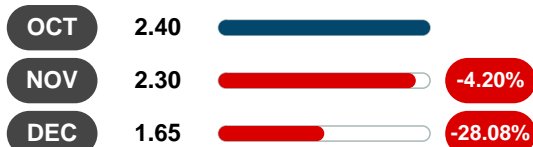


### 3 MONTHS

5 year DEC AVG = 2.63

High Jun 2018 5.43 Low Dec 2022 1.65

Months Supply this month at 1.65 below the 5 yr DEC average of 2.63



### 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 |
|---------------------------------------------------------|-----|--------|-------|----------|--------|--------|---------|
| \$125,000 and less                                      | 123 | 8.63%  | 1.12  | 1.22     | 0.98   | 1.33   | 3.00    |
| \$125,001 - \$200,000                                   | 164 | 11.51% | 0.89  | 1.23     | 0.75   | 1.36   | 1.85    |
| \$200,001 - \$275,000                                   | 196 | 13.75% | 0.92  | 0.67     | 0.86   | 1.18   | 1.04    |
| \$275,001 - \$425,000                                   | 391 | 27.44% | 1.82  | 2.24     | 1.72   | 1.85   | 1.97    |
| \$425,001 - \$525,000                                   | 197 | 13.82% | 3.12  | 7.64     | 3.15   | 3.16   | 2.32    |
| \$525,001 - \$675,000                                   | 213 | 14.95% | 4.96  | 2.40     | 5.63   | 5.43   | 3.29    |
| \$675,001 and up                                        | 141 | 9.89%  | 4.10  | 12.00    | 6.50   | 3.19   | 4.43    |
| Market Supply of Inventory (MSI)                        |     |        | 1.65  | 1.34     | 1.22   | 2.35   | 2.83    |
| Total Active Inventory by Units                         |     | 100%   | 1,425 | 144      | 559    | 590    | 132     |

# December 2022



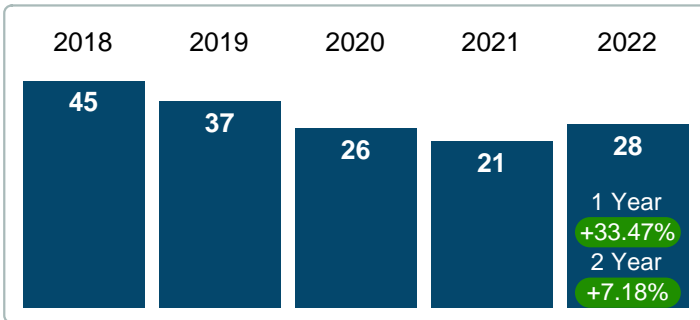
Area Delimited by County Of Tulsa - Residential Property Type



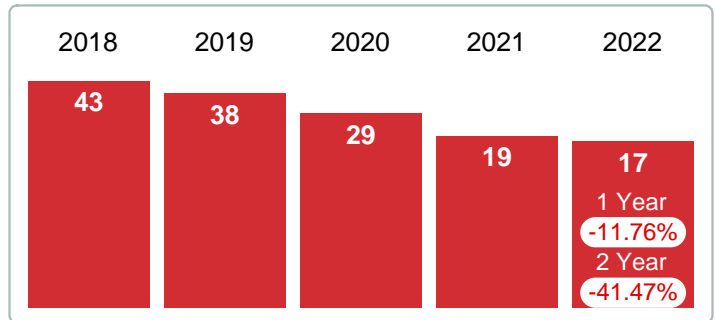
## AVERAGE DAYS ON MARKET TO SALE

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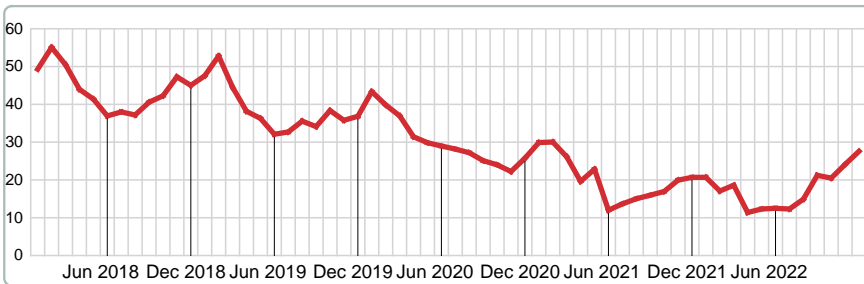
### DECEMBER



### YEAR TO DATE (YTD)

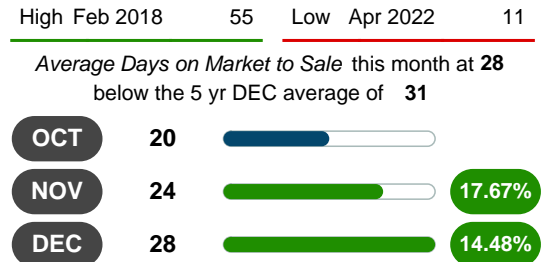


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 31



### 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 |
|---------------------------------------------------------------|--------|-------------|----------|--------|--------|---------|
| \$100,000 and less                                            | 7.91%  | 24          | 22       | 22     | 43     | 38      |
| \$100,001 - \$150,000                                         | 11.94% | 18          | 27       | 15     | 7      | 0       |
| \$150,001 - \$200,000                                         | 16.57% | 24          | 19       | 22     | 38     | 41      |
| \$200,001 - \$275,000                                         | 23.58% | 23          | 19       | 19     | 40     | 14      |
| \$275,001 - \$350,000                                         | 14.33% | 36          | 3        | 34     | 37     | 63      |
| \$350,001 - \$525,000                                         | 14.18% | 40          | 9        | 39     | 44     | 34      |
| \$525,001 and up                                              | 11.49% | 29          | 3        | 22     | 25     | 44      |
| Average Closed DOM                                            |        | 28          | 21       | 23     | 36     | 41      |
| Total Closed Units                                            | 100%   | 670         | 90       | 344    | 196    | 40      |
| Total Closed Volume                                           |        | 198,885,316 | 14.56M   | 82.31M | 75.86M | 26.16M  |

# December 2022



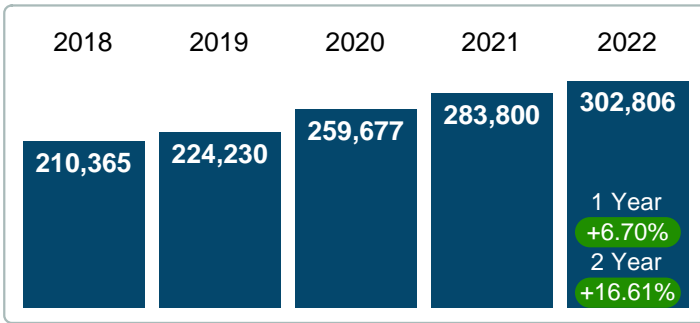
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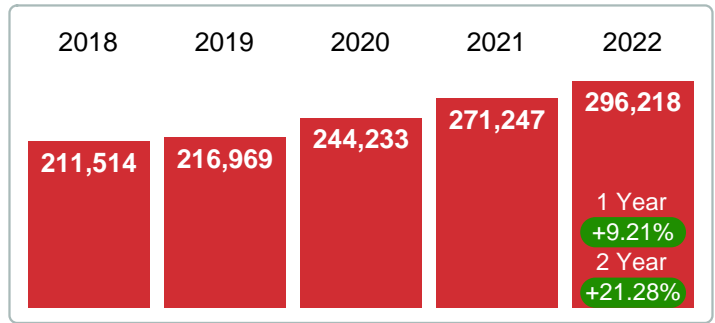
## AVERAGE LIST PRICE AT CLOSING

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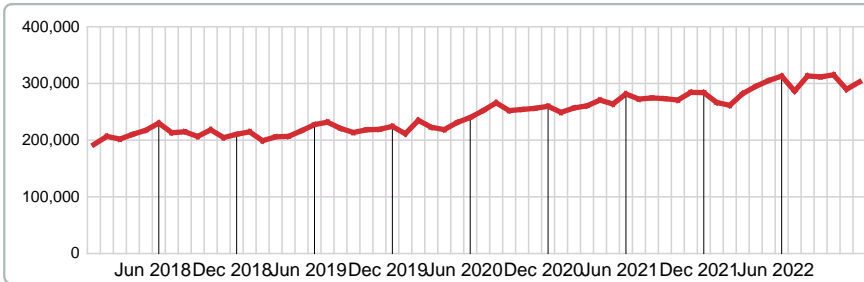
### DECEMBER



### YEAR TO DATE (YTD)

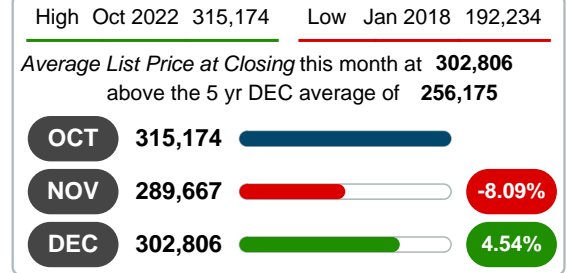


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 256,175



### 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        |                |               |
|--------------------------------------------------------------|-----|--------------------|-------------|----------------|----------------|----------------|----------------|---------------|
| \$100,000 and less                                           | 50  | 7.46%              | 71,279      | 72,168         | 76,459         | 99,375         | 59,555         |               |
| \$100,001 - \$150,000                                        | 70  | 10.45%             | 131,392     | 132,685        | 137,751        | 139,960        | 0              |               |
| \$150,001 - \$200,000                                        | 119 | 17.76%             | 178,722     | 170,264        | 183,688        | 193,260        | 184,950        |               |
| \$200,001 - \$275,000                                        | 159 | 23.73%             | 236,478     | 226,254        | 235,592        | 250,886        | 243,600        |               |
| \$275,001 - \$350,000                                        | 101 | 15.07%             | 312,784     | 284,667        | 311,383        | 315,402        | 326,180        |               |
| \$350,001 - \$525,000                                        | 98  | 14.63%             | 436,142     | 446,300        | 432,399        | 429,619        | 434,567        |               |
| \$525,001 and up                                             | 73  | 10.90%             | 779,691     | 999,500        | 709,873        | 639,110        | 1,032,499      |               |
| <b>Average List Price</b>                                    |     | <b>302,806</b>     |             | <b>165,984</b> | <b>242,904</b> | <b>391,909</b> | <b>689,206</b> |               |
| <b>Total Closed Units</b>                                    |     | <b>670</b>         | <b>100%</b> | <b>302,806</b> | <b>90</b>      | <b>344</b>     | <b>196</b>     | <b>40</b>     |
| <b>Total Closed Volume</b>                                   |     | <b>202,879,933</b> |             |                | <b>14.94M</b>  | <b>83.56M</b>  | <b>76.81M</b>  | <b>27.57M</b> |



# December 2022



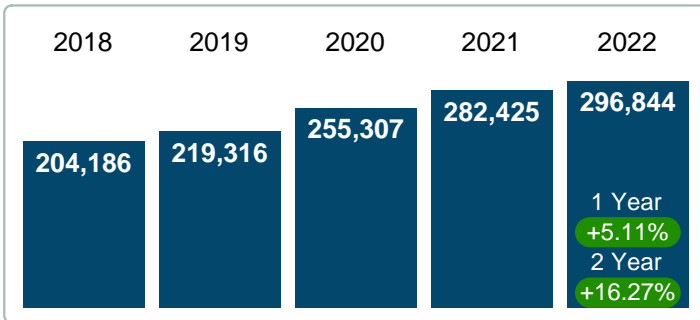
Area Delimited by County Of Tulsa - Residential Property Type



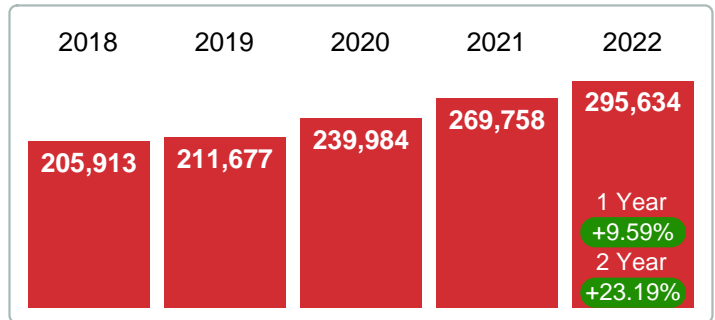
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 11, 2023 for MLS Technology Inc.

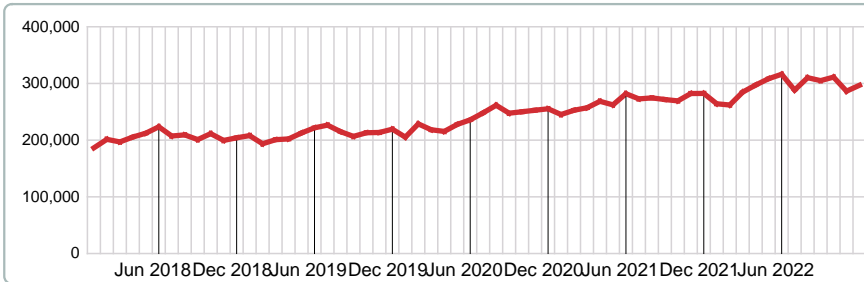
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

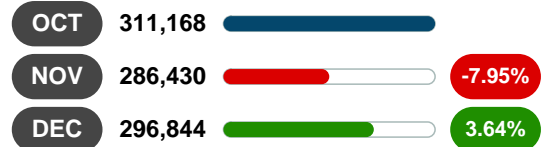


### 3 MONTHS

5 year DEC AVG = 251,615

High Jun 2022 316,184 Low Jan 2018 186,418

Average Sold Price at Closing this month at **296,844**  
above the 5 yr DEC average of **251,615**



### 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        |
|--------------------------------------------------------------|-------------|--------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less                                           | 7.91%       | 69,603             | 68,745         | 70,991         | 77,000         | 43,000         |
| \$100,001 - \$150,000                                        | 11.94%      | 130,489            | 128,550        | 132,038        | 124,000        | 0              |
| \$150,001 - \$200,000                                        | 16.57%      | 178,533            | 167,671        | 179,692        | 183,690        | 179,500        |
| \$200,001 - \$275,000                                        | 23.58%      | 234,295            | 220,865        | 233,106        | 241,978        | 243,954        |
| \$275,001 - \$350,000                                        | 14.33%      | 309,738            | 284,667        | 307,274        | 312,108        | 322,700        |
| \$350,001 - \$525,000                                        | 14.18%      | 426,046            | 439,667        | 424,446        | 426,189        | 426,483        |
| \$525,001 and up                                             | 11.49%      | 749,509            | 975,000        | 724,934        | 637,839        | 969,564        |
| <b>Average Sold Price</b>                                    |             | <b>296,844</b>     | <b>161,755</b> | <b>239,279</b> | <b>387,044</b> | <b>653,875</b> |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>296,844</b>     | <b>90</b>      | <b>344</b>     | <b>196</b>     | <b>40</b>      |
| <b>Total Closed Volume</b>                                   |             | <b>198,885,316</b> | <b>14.56M</b>  | <b>82.31M</b>  | <b>75.86M</b>  | <b>26.16M</b>  |

# December 2022



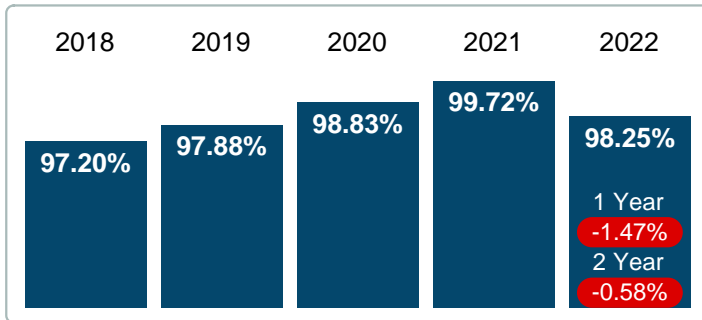
Area Delimited by County Of Tulsa - Residential Property Type



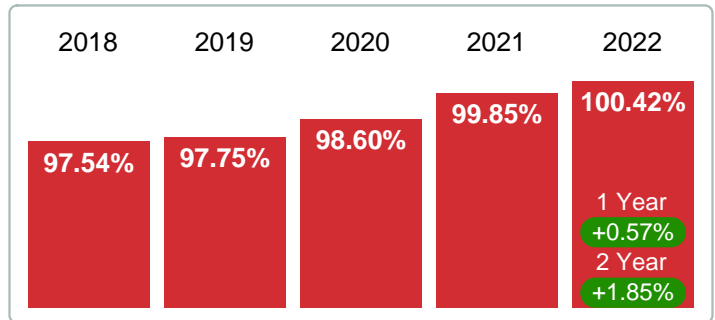
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2023 for MLS Technology Inc.

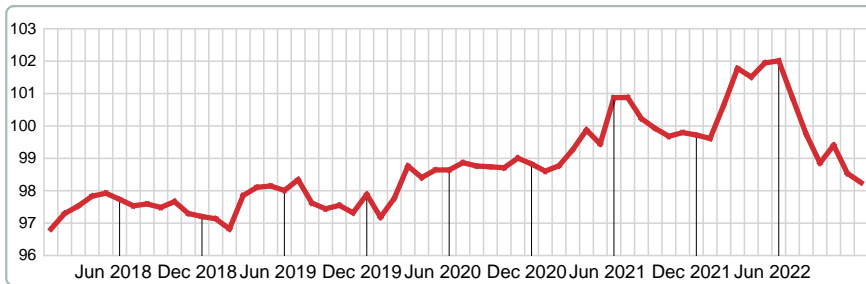
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

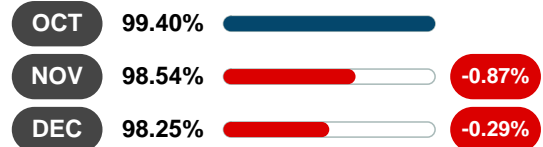


### 3 MONTHS

5 year DEC AVG = 98.38%

High Jun 2022 102.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.25%**  
equal to 5 yr DEC average of **98.38%**



### 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 |
|------------------------------------------------|-------------|--------|---------|----------|---------|---------|---------|
| \$100,000 and less                             | 53          | 7.91%  | 95.92%  | 99.14%   | 95.22%  | 79.90%  | 72.20%  |
| \$100,001 - \$150,000                          | 80          | 11.94% | 96.84%  | 97.00%   | 97.44%  | 89.95%  | 0.00%   |
| \$150,001 - \$200,000                          | 111         | 16.57% | 97.90%  | 98.73%   | 98.08%  | 95.38%  | 96.91%  |
| \$200,001 - \$275,000                          | 158         | 23.58% | 98.53%  | 97.72%   | 99.13%  | 96.67%  | 100.18% |
| \$275,001 - \$350,000                          | 96          | 14.33% | 98.98%  | 100.00%  | 98.76%  | 99.09%  | 99.09%  |
| \$350,001 - \$525,000                          | 95          | 14.18% | 98.78%  | 98.37%   | 98.12%  | 99.26%  | 98.29%  |
| \$525,001 and up                               | 77          | 11.49% | 99.68%  | 99.02%   | 103.50% | 100.19% | 96.69%  |
| Average Sold/List Ratio                        |             | 98.20% |         | 98.30%   | 98.43%  | 98.16%  | 97.06%  |
| Total Closed Units                             | 670         | 100%   | 98.20%  | 90       | 344     | 196     | 40      |
| Total Closed Volume                            | 198,885,316 |        |         | 14.56M   | 82.31M  | 75.86M  | 26.16M  |

# December 2022



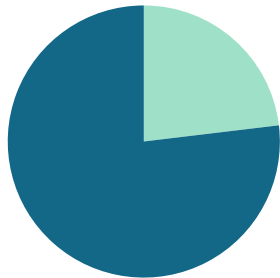
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

### INVENTORY

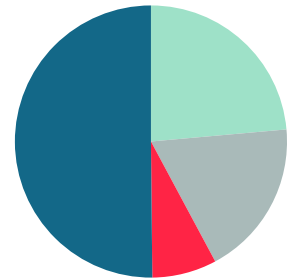


**Inventory**  
 New Listings  
**617 = 23.10%**  
 Start Inventory  
**2,054**  
 Total Inventory Units  
**2,671**  
 Volume  
**\$1,023,350,270**

### Market Activity

Closed Sales  
**670 = 23.58%**  
 Pending Sales  
**528 = 18.59%**  
 Other Off Market  
**218 = 7.67%**  
 Active Inventory  
**1,425 = 50.16%**

### MARKET ACTIVITY



| Compared Metrics                               | December |         |         | Year to Date |         |         |
|------------------------------------------------|----------|---------|---------|--------------|---------|---------|
|                                                | 2021     | 2022    | +/-%    | 2021         | 2022    | +/-%    |
| Closed Sales                                   | 1,050    | 670     | -36.19% | 12,214       | 10,357  | -15.20% |
| Pending Sales                                  | 794      | 528     | -33.50% | 12,474       | 10,111  | -18.94% |
| New Listings                                   | 731      | 617     | -15.60% | 13,494       | 12,271  | -9.06%  |
| Average List Price                             | 283,800  | 302,806 | 6.70%   | 271,247      | 296,218 | 9.21%   |
| Average Sale Price                             | 282,425  | 296,844 | 5.11%   | 269,758      | 295,634 | 9.59%   |
| Average Percent of Selling Price to List Price | 99.72%   | 98.25%  | -1.47%  | 99.85%       | 100.42% | 0.57%   |
| Average Days on Market to Sale                 | 20.68    | 27.60   | 33.47%  | 19.40        | 17.12   | -11.76% |
| Monthly Inventory                              | 1,864    | 1,425   | -23.55% | 1,864        | 1,425   | -23.55% |
| Months Supply of Inventory                     | 1.83     | 1.65    | -9.84%  | 1.83         | 1.65    | -9.84%  |

**Absorption:** Last 12 months, an Average of **863** Sales/Month

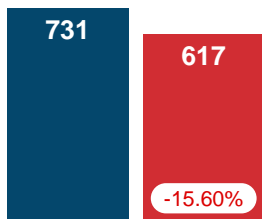
**Inventory** on December 31, 2022 = **1,425**

**2021** **2022**

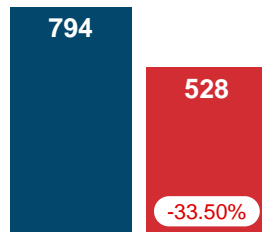
### DECEMBER MARKET

### AVERAGE PRICES

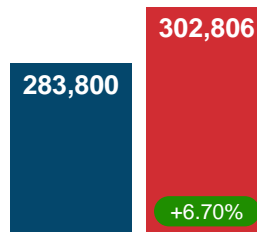
#### New Listings



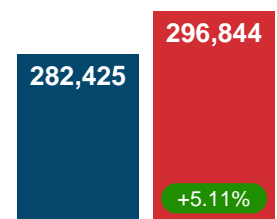
#### Pending Listings



#### List Price



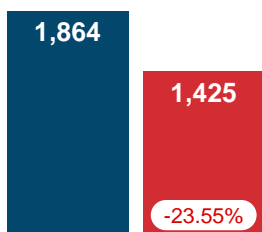
#### Sale Price



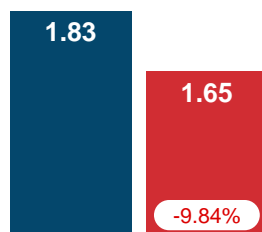
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

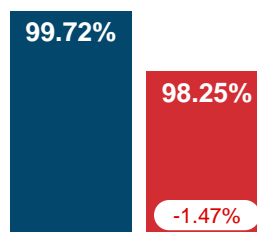
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

