

# March 2020



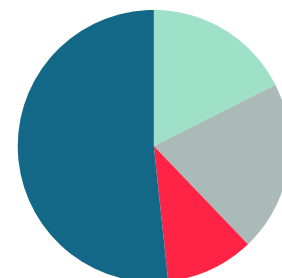
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

| Compared Metrics                               | 2019    | March 2020 | +/-%    |
|--|---------|------------|---------|
| Closed Listings                                | 51      | 52         | 1.96%   |
| Pending Listings                               | 72      | 60         | -16.67% |
| New Listings                                   | 83      | 83         | 0.00%   |
| Average List Price                             | 109,991 | 138,031    | 25.49%  |
| Average Sale Price                             | 108,724 | 133,327    | 22.63%  |
| Average Percent of Selling Price to List Price | 99.51%  | 95.83%     | -3.70%  |
| Average Days on Market to Sale                 | 58.22   | 43.65      | -25.01% |
| End of Month Inventory                         | 182     | 153        | -15.93% |
| Months Supply of Inventory                     | 3.31    | 2.83       | -14.38% |



■ Closed (17.57%)  
■ Pending (20.27%)  
■ Other OffMarket (10.47%)  
■ Active (51.69%)

**Absorption:** Last 12 months, an Average of **54** Sales/Month  
**Active Inventory** as of March 31, 2020 = **153**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2020 decreased **15.93%** to 153 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **2.83** 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 **22.63%** in March 2020 to \$133,327 versus the previous year at \$108,724.

#### Average Days on Market Shortens

The average number of **43.65** days that homes spent on the market before selling decreased by 14.56 days or **25.01%** in March 2020 compared to last year's same month at **58.22** DOM.

#### Sales Success for March 2020 is Positive

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

There were 83 New Listings in March 2020, down **0.00%** from last year at 83. Furthermore, there were 52 Closed Listings this month versus last year at 51, a **1.96%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, up from previous year's, March 2019, at **61.4%**, a **1.96%** 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

# March 2020



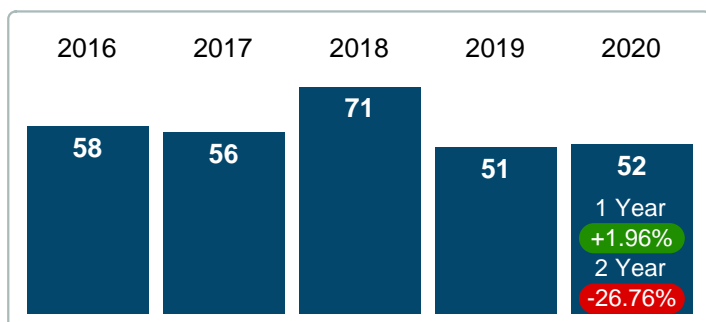
Area Delimited by County Of Muskogee - Residential Property Type



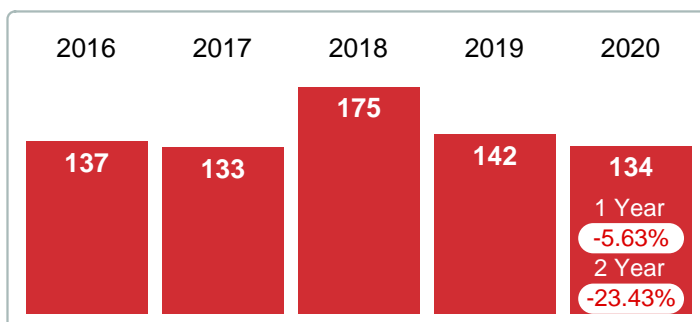
## CLOSED LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

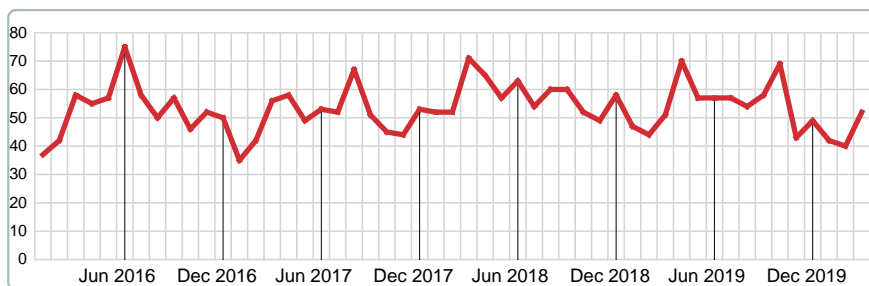
### MARCH



### YEAR TO DATE (YTD)

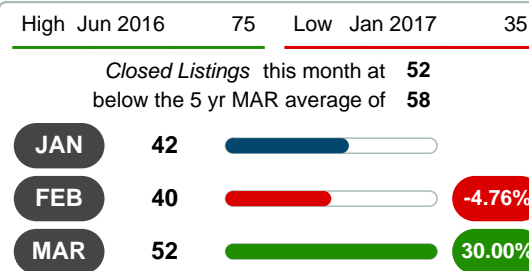


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 58



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                  | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds      |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$30,000 and less                              | 4                | 7.69%       | 14.8        | 0               | 3                | 1                | 0            |
| \$30,001 - \$50,000                            | 7                | 13.46%      | 49.7        | 4               | 3                | 0                | 0            |
| \$50,001 - \$80,000                            | 7                | 13.46%      | 37.7        | 2               | 5                | 0                | 0            |
| \$80,001 - \$130,000                           | 12               | 23.08%      | 57.4        | 1               | 11               | 0                | 0            |
| \$130,001 - \$170,000                          | 10               | 19.23%      | 40.4        | 1               | 5                | 4                | 0            |
| \$170,001 - \$250,000                          | 6                | 11.54%      | 41.8        | 0               | 3                | 3                | 0            |
| \$250,001 and up                               | 6                | 11.54%      | 42.5        | 1               | 2                | 3                | 0            |
| <b>Total Closed Units</b>                      | <b>52</b>        |             |             | <b>9</b>        | <b>32</b>        | <b>11</b>        | <b>0</b>     |
| <b>Total Closed Volume</b>                     | <b>6,933,026</b> | <b>100%</b> | <b>43.7</b> | <b>844.00K</b>  | <b>3.79M</b>     | <b>2.30M</b>     | <b>0.00B</b> |
| <b>Average Closed Price</b>                    | <b>\$133,327</b> |             |             | <b>\$93,778</b> | <b>\$118,413</b> | <b>\$209,073</b> | <b>\$0</b>   |

# March 2020



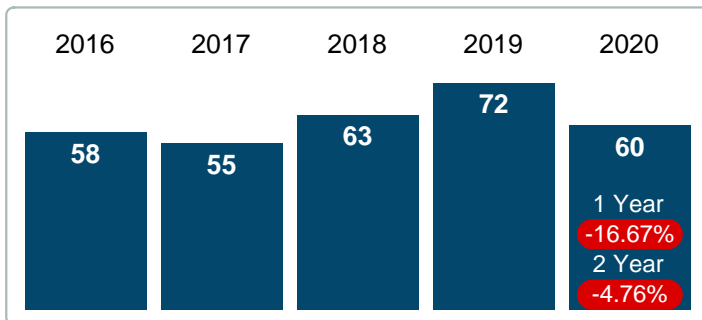
Area Delimited by County Of Muskogee - Residential Property Type



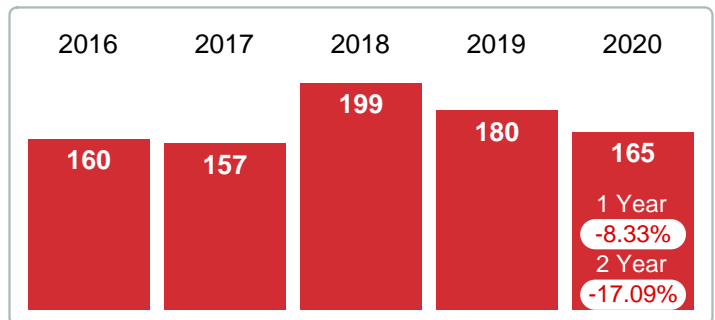
## PENDING LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

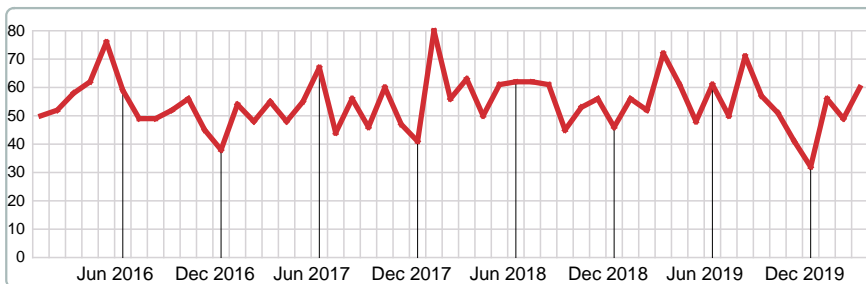
### MARCH



### YEAR TO DATE (YTD)

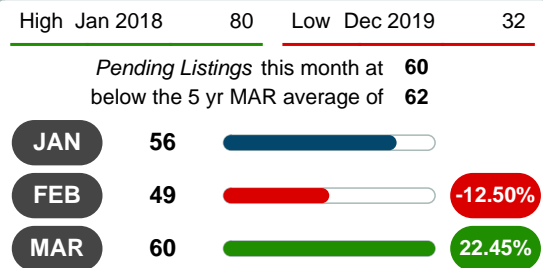


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                  | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less                               | 6                | 10.00%      | 48.5        | 5               | 0                | 1                | 0                |
| \$30,001 - \$70,000                             | 6                | 10.00%      | 51.2        | 3               | 3                | 0                | 0                |
| \$70,001 - \$100,000                            | 8                | 13.33%      | 25.8        | 1               | 6                | 1                | 0                |
| \$100,001 - \$140,000                           | 17               | 28.33%      | 51.6        | 2               | 10               | 4                | 1                |
| \$140,001 - \$180,000                           | 7                | 11.67%      | 35.9        | 0               | 6                | 1                | 0                |
| \$180,001 - \$290,000                           | 10               | 16.67%      | 53.1        | 0               | 6                | 3                | 1                |
| \$290,001 and up                                | 6                | 10.00%      | 46.3        | 1               | 2                | 1                | 2                |
| <b>Total Pending Units</b>                      | <b>60</b>        |             |             | <b>12</b>       | <b>33</b>        | <b>11</b>        | <b>4</b>         |
| <b>Total Pending Volume</b>                     | <b>8,576,100</b> | <b>100%</b> | <b>44.9</b> | <b>921.30K</b>  | <b>4.96M</b>     | <b>1.75M</b>     | <b>944.80K</b>   |
| <b>Average Listing Price</b>                    | <b>\$140,453</b> |             |             | <b>\$76,775</b> | <b>\$150,236</b> | <b>\$159,291</b> | <b>\$236,200</b> |

# March 2020



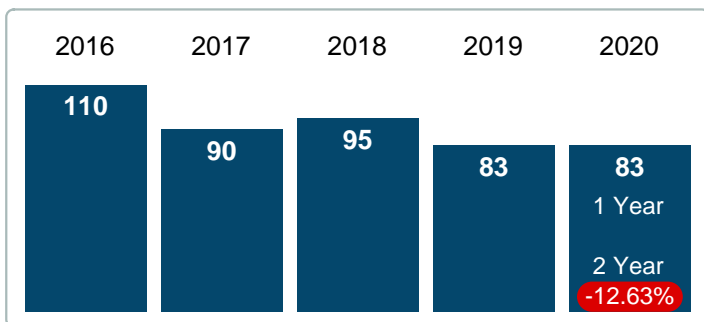
Area Delimited by County Of Muskogee - Residential Property Type



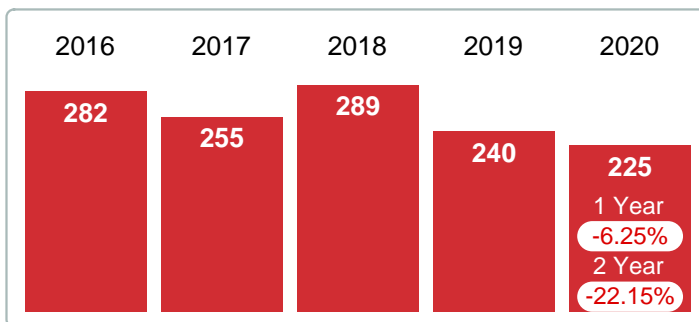
## NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

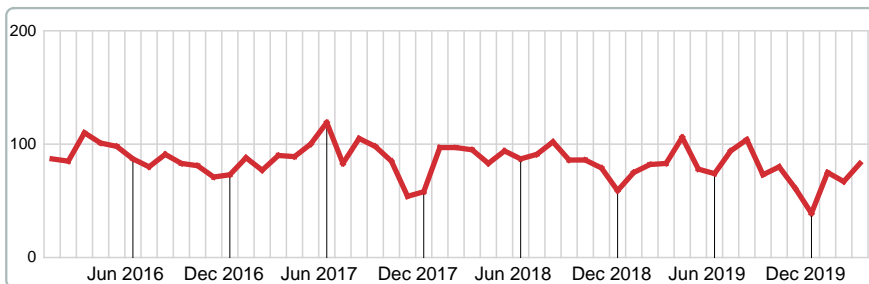
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 92

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **83**  
below the 5 yr MAR average of **92**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less                           | 4                 | 4.82%       | 3               | 1                | 0                | 0                |
| \$50,001 - \$75,000                         | 11                | 13.25%      | 2               | 6                | 3                | 0                |
| \$75,001 - \$100,000                        | 12                | 14.46%      | 3               | 8                | 1                | 0                |
| \$100,001 - \$175,000                       | 22                | 26.51%      | 3               | 15               | 4                | 0                |
| \$175,001 - \$275,000                       | 13                | 15.66%      | 0               | 8                | 5                | 0                |
| \$275,001 - \$425,000                       | 12                | 14.46%      | 0               | 5                | 2                | 5                |
| \$425,001 and up                            | 9                 | 10.84%      | 0               | 3                | 4                | 2                |
| <b>Total New Listed Units</b>               | <b>83</b>         |             | <b>11</b>       | <b>46</b>        | <b>19</b>        | <b>7</b>         |
| <b>Total New Listed Volume</b>              | <b>17,367,600</b> | <b>100%</b> | <b>825.45K</b>  | <b>8.05M</b>     | <b>5.31M</b>     | <b>3.19M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$179,146</b>  |             | <b>\$75,041</b> | <b>\$174,916</b> | <b>\$279,289</b> | <b>\$455,643</b> |

# March 2020



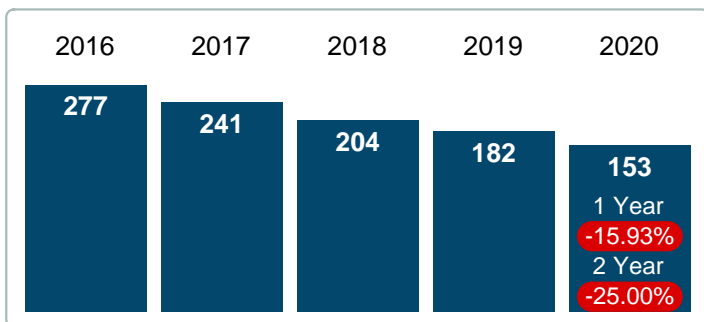
Area Delimited by County Of Muskogee - Residential Property Type



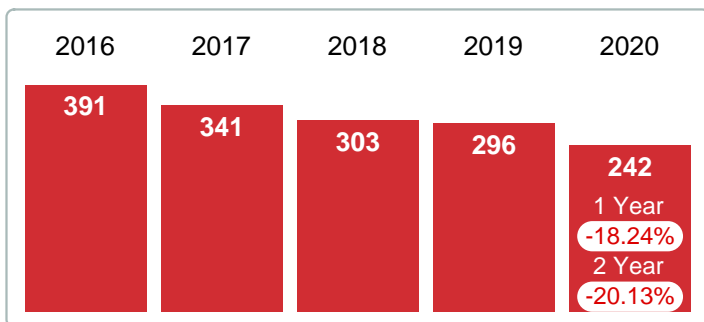
## ACTIVE INVENTORY

Report produced on Jul 26, 2023 for MLS Technology Inc.

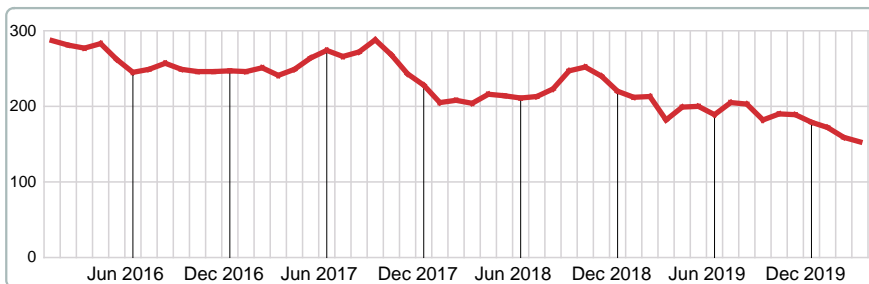
### END OF MARCH



### ACTIVE DURING MARCH

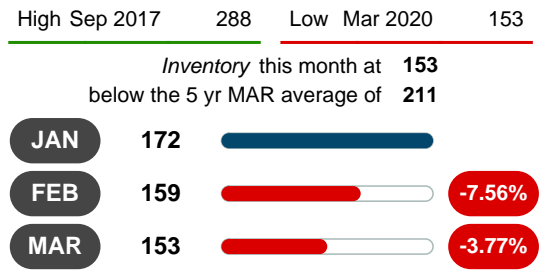


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 211



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range      |                   | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$25,000 and less                             | 5                 | 3.27%       | 50.0        | 5               | 0                | 0                | 0                |
| \$25,001 - \$50,000                           | 15                | 9.80%       | 73.1        | 8               | 6                | 1                | 0                |
| \$50,001 - \$100,000                          | 36                | 23.53%      | 45.2        | 11              | 21               | 4                | 0                |
| \$100,001 - \$175,000                         | 36                | 23.53%      | 61.3        | 3               | 27               | 5                | 1                |
| \$175,001 - \$300,000                         | 26                | 16.99%      | 70.9        | 0               | 15               | 9                | 2                |
| \$300,001 - \$475,000                         | 19                | 12.42%      | 59.8        | 0               | 8                | 8                | 3                |
| \$475,001 and up                              | 16                | 10.46%      | 53.6        | 0               | 7                | 6                | 3                |
| <b>Total Active Inventory by Units</b>        | <b>153</b>        |             |             | <b>27</b>       | <b>84</b>        | <b>33</b>        | <b>9</b>         |
| <b>Total Active Inventory by Volume</b>       | <b>35,242,199</b> | <b>100%</b> | <b>58.9</b> | <b>1.56M</b>    | <b>19.77M</b>    | <b>10.00M</b>    | <b>3.91M</b>     |
| <b>Average Active Inventory Listing Price</b> | <b>\$230,341</b>  |             |             | <b>\$57,731</b> | <b>\$235,314</b> | <b>\$303,112</b> | <b>\$434,933</b> |

# March 2020



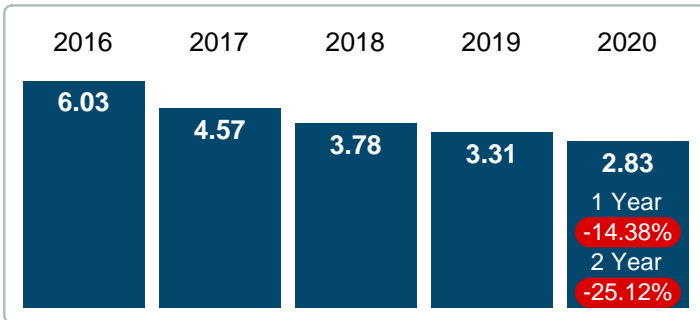
Area Delimited by County Of Muskogee - Residential Property Type



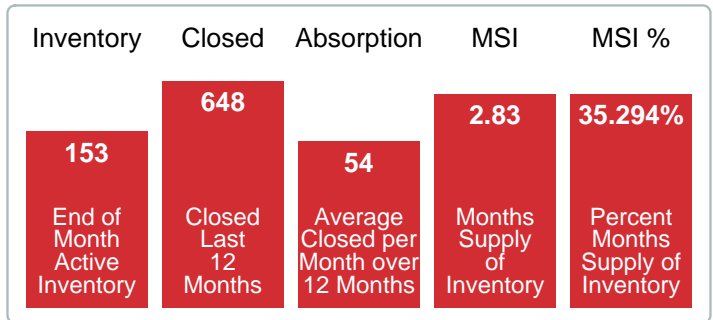
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

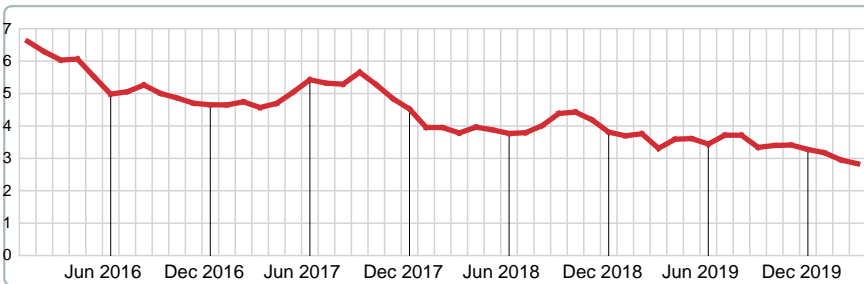
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

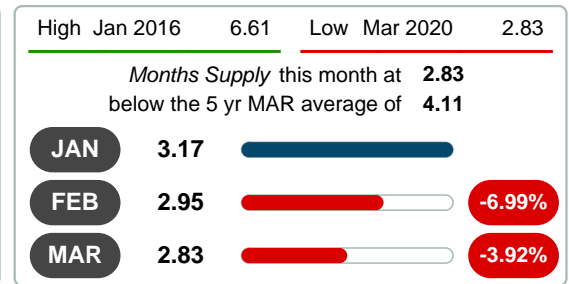


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4.11



### 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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$30,000 and less                                       | 8  | 5.23%  | 1.30  | 3.31     | 0.00   | 0.00   | 0.00    |
| \$30,001 - \$60,000                                     | 25 | 16.34% | 3.66  | 3.86     | 3.83   | 2.40   | 0.00    |
| \$60,001 - \$100,000                                    | 23 | 15.03% | 2.11  | 4.00     | 1.52   | 3.69   | 0.00    |
| \$100,001 - \$180,000                                   | 39 | 25.49% | 1.98  | 4.00     | 1.99   | 1.47   | 4.00    |
| \$180,001 - \$310,000                                   | 23 | 15.03% | 2.68  | 0.00     | 3.63   | 1.96   | 3.00    |
| \$310,001 - \$470,000                                   | 19 | 12.42% | 11.40 | 0.00     | 12.00  | 12.00  | 12.00   |
| \$470,001 and up  | 16 | 10.46% | 96.00 | 0.00     | 84.00  | 72.00  | 0.00    |
| Market Supply of Inventory (MSI)                        |    |        | 2.83  | 3.56     | 2.47   | 3.07   | 5.40    |
|   |    | 100%   | 2.83  |          |        |        |         |
| Total Active Inventory by Units                         |    |        | 153   | 27       | 84     | 33     | 9       |

# March 2020



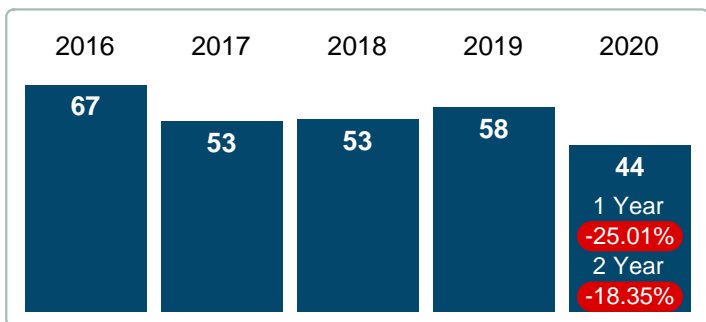
Area Delimited by County Of Muskogee - Residential Property Type



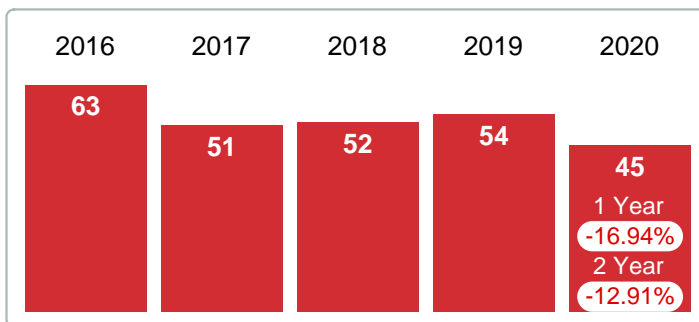
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 26, 2023 for MLS Technology Inc.

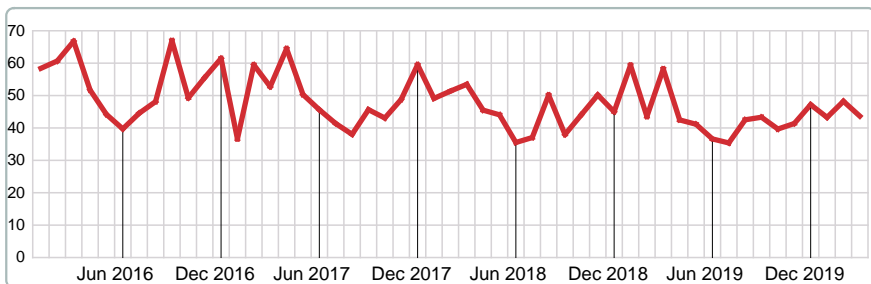
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

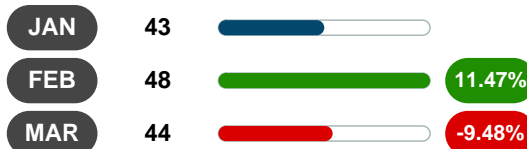


### 3 MONTHS

5 year MAR AVG = 55

High Sep 2016 67 Low Jul 2019 35

Average Days on Market to Sale this month at 44 below the 5 yr MAR average of 55



### 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      |          |
|---|-------------|------------------|----------------|--------------|--------------|--------------|----------|
| \$30,000 and less   | 7.69%       | 15               | 0              | 15           | 13           | 0            |          |
| \$30,001 - \$50,000   | 13.46%      | 50               | 82             | 7            | 0            | 0            |          |
| \$50,001 - \$80,000   | 13.46%      | 38               | 21             | 45           | 0            | 0            |          |
| \$80,001 - \$130,000  | 23.08%      | 57               | 55             | 58           | 0            | 0            |          |
| \$130,001 - \$170,000   | 19.23%      | 40               | 19             | 68           | 11           | 0            |          |
| \$170,001 - \$250,000   | 11.54%      | 42               | 0              | 48           | 35           | 0            |          |
| \$250,001 and up  | 11.54%      | 43               | 37             | 30           | 53           | 0            |          |
| <b>Average Closed DOM</b>                                     |             | <b>44</b>        |                | <b>53</b>    | <b>46</b>    | <b>29</b>    | <b>0</b> |
| <b>Total Closed Units</b>                                     | <b>100%</b> | <b>44</b>        | <b>9</b>       | <b>32</b>    | <b>11</b>    | <b></b>      |          |
| <b>Total Closed Volume</b>                                    |             | <b>6,933,026</b> | <b>844.00K</b> | <b>3.79M</b> | <b>2.30M</b> | <b>0.00B</b> |          |

# March 2020



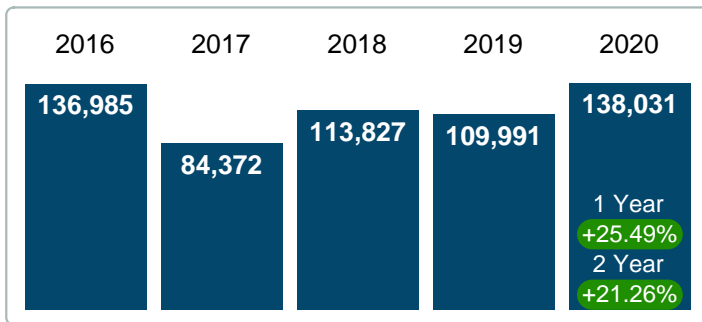
Area Delimited by County Of Muskogee - Residential Property Type



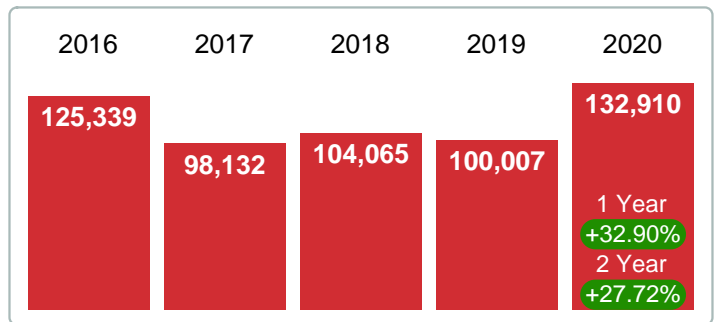
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

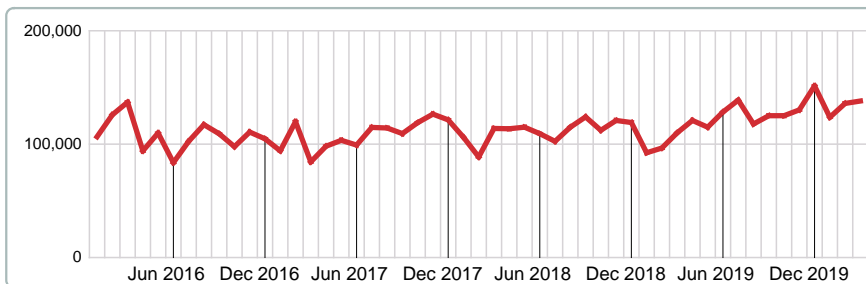
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

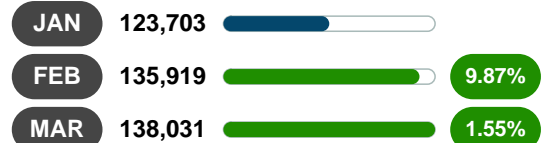


### 3 MONTHS

5 year MAR AVG = 116,641

High Dec 2019 151,337 Low Jun 2016 83,698

Average List Price at Closing this month at **138,031**  
above the 5 yr MAR average of **116,641**



### 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      |
|--|-------------|------------------|----------------|----------------|----------------|--------------|
| \$30,000 and less  | 7.69%       | 21,475           | 0              | 21,967         | 20,000         | 0            |
| \$30,001 - \$50,000  | 11.54%      | 39,317           | 40,475         | 41,967         | 0              | 0            |
| \$50,001 - \$80,000  | 7.69%       | 57,950           | 87,250         | 72,960         | 0              | 0            |
| \$80,001 - \$130,000   | 26.92%      | 101,438          | 95,000         | 112,057        | 0              | 0            |
| \$130,001 - \$170,000  | 21.15%      | 149,052          | 142,500        | 152,225        | 160,988        | 0            |
| \$170,001 - \$250,000  | 13.46%      | 192,357          | 0              | 204,967        | 185,567        | 0            |
| \$250,001 and up   | 11.54%      | 369,633          | 335,000        | 374,500        | 377,933        | 0            |
| <b>Average List Price</b>                                    |             | <b>138,031</b>   | <b>100,989</b> | <b>122,320</b> | <b>214,041</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>138,031</b>   | <b>9</b>       | <b>32</b>      | <b>11</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                   |             | <b>7,177,602</b> | <b>908.90K</b> | <b>3.91M</b>   | <b>2.35M</b>   | <b>0.00B</b> |



# March 2020



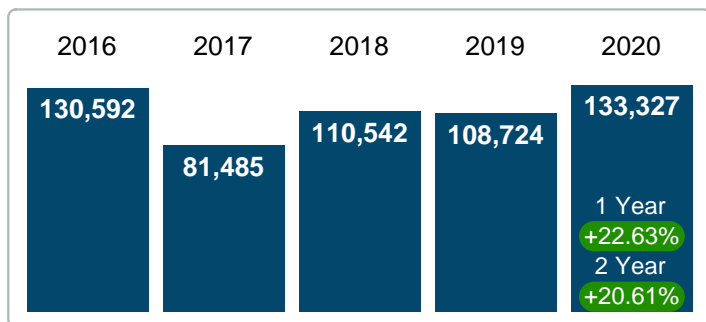
Area Delimited by County Of Muskogee - Residential Property Type



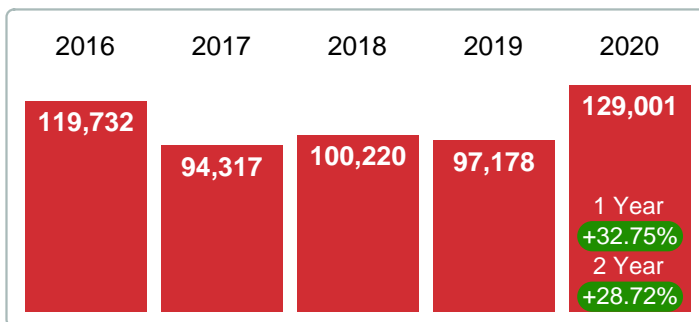
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

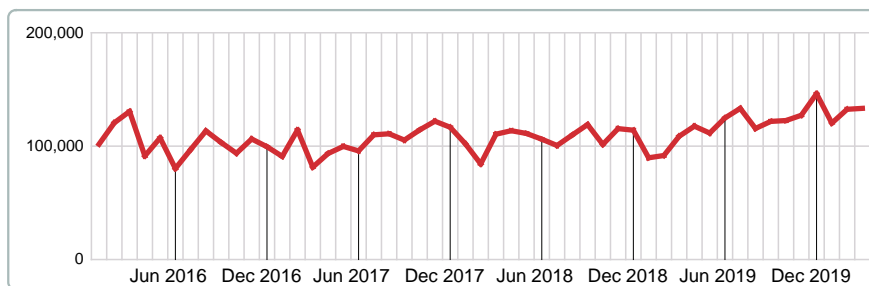
### MARCH



### YEAR TO DATE (YTD)

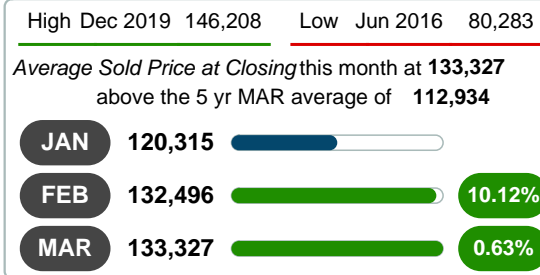


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 112,934



### 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      |
|--|-------------|------------------|----------------|----------------|----------------|--------------|
| \$30,000 and less  | 7.69%       | 19,800           | 0              | 19,733         | 20,000         | 0            |
| \$30,001 - \$50,000  | 13.46%      | 38,571           | 37,500         | 40,000         | 0              | 0            |
| \$50,001 - \$80,000  | 13.46%      | 67,286           | 72,500         | 65,200         | 0              | 0            |
| \$80,001 - \$130,000   | 23.08%      | 107,692          | 95,000         | 108,845        | 0              | 0            |
| \$130,001 - \$170,000  | 19.23%      | 150,973          | 139,000        | 148,945        | 156,500        | 0            |
| \$170,001 - \$250,000  | 11.54%      | 188,467          | 0              | 190,667        | 186,267        | 0            |
| \$250,001 and up   | 11.54%      | 363,333          | 315,000        | 385,000        | 365,000        | 0            |
| <b>Average Sold Price</b>                                    |             | <b>133,327</b>   | <b>93,778</b>  | <b>118,413</b> | <b>209,073</b> | <b>0</b>     |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>133,327</b>   | <b>9</b>       | <b>32</b>      | <b>11</b>      | <b>0</b>     |
| <b>Total Closed Volume</b>                                   |             | <b>6,933,026</b> | <b>844.00K</b> | <b>3.79M</b>   | <b>2.30M</b>   | <b>0.00B</b> |

# March 2020



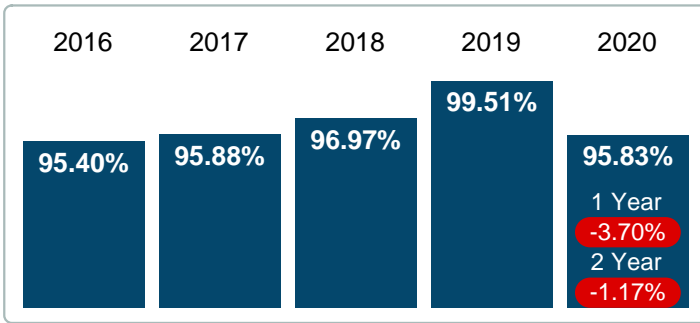
Area Delimited by County Of Muskogee - Residential Property Type



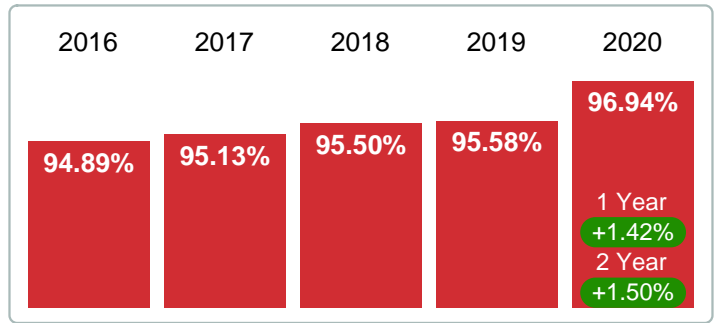
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

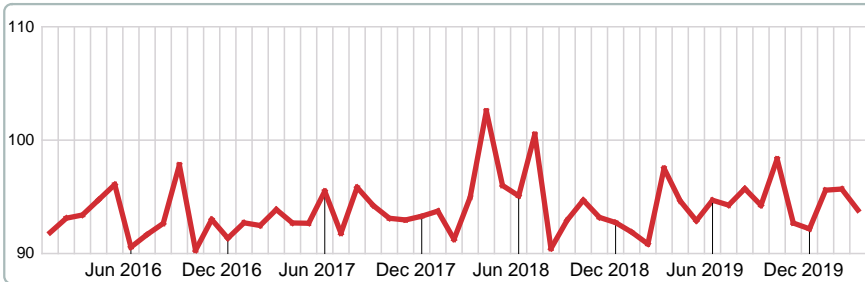
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

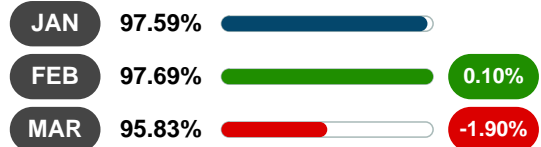


### 3 MONTHS

5 year MAR AVG = 96.72%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **95.83%**  
below the 5 yr MAR average of **96.72%**



### 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 |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$30,000 and less                              | 4  | 7.69%     | 94.24%  | 0.00%    | 92.32%  | 100.00% | 0.00%   |
| \$30,001 - \$50,000                            | 7  | 13.46%    | 94.27%  | 92.66%   | 96.43%  | 0.00%   | 0.00%   |
| \$50,001 - \$80,000                            | 7  | 13.46%    | 89.02%  | 83.22%   | 91.34%  | 0.00%   | 0.00%   |
| \$80,001 - \$130,000                           | 12 | 23.08%    | 97.78%  | 100.00%  | 97.58%  | 0.00%   | 0.00%   |
| \$130,001 - \$170,000                          | 10 | 19.23%    | 97.74%  | 97.54%   | 98.02%  | 97.44%  | 0.00%   |
| \$170,001 - \$250,000                          | 6  | 11.54%    | 96.85%  | 0.00%    | 93.32%  | 100.38% | 0.00%   |
| \$250,001 and up                               | 6  | 11.54%    | 98.59%  | 94.03%   | 102.51% | 97.49%  | 0.00%   |
| Average Sold/List Ratio                        |    | 95.80%    |         | 92.07%   | 95.98%  | 98.49%  | 0.00%   |
| Total Closed Units                             |    | 52        | 100%    | 9        | 32      | 11      |         |
| Total Closed Volume                            |    | 6,933,026 |         | 844.00K  | 3.79M   | 2.30M   | 0.00B   |

# March 2020



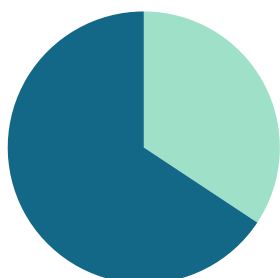
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

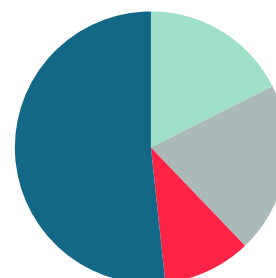


**Inventory**  
 New Listings  
**83 = 34.30%**  
 Start Inventory  
**159**  
 Total Inventory Units  
**242**  
 Volume  
**\$49,493,549**

### Market Activity

Closed Sales  
**52 = 17.57%**  
 Pending Sales  
**60 = 20.27%**  
 Other Off Market  
**31 = 10.47%**  
 Active Inventory  
**153 = 51.69%**

### MARKET ACTIVITY



| Compared Metrics                               | March   |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2019    | 2020    | +/-%    | 2019         | 2020    | +/-%    |
| Closed Sales                                   | 51      | 52      | 1.96%   | 142          | 134     | -5.63%  |
| Pending Sales                                  | 72      | 60      | -16.67% | 180          | 165     | -8.33%  |
| New Listings                                   | 83      | 83      | 0.00%   | 240          | 225     | -6.25%  |
| Average List Price                             | 109,991 | 138,031 | 25.49%  | 100,007      | 132,910 | 32.90%  |
| Average Sale Price                             | 108,724 | 133,327 | 22.63%  | 97,178       | 129,001 | 32.75%  |
| Average Percent of Selling Price to List Price | 99.51%  | 95.83%  | -3.70%  | 95.58%       | 96.94%  | 1.42%   |
| Average Days on Market to Sale                 | 58.22   | 43.65   | -25.01% | 54.05        | 44.90   | -16.94% |
| Monthly Inventory                              | 182     | 153     | -15.93% | 182          | 153     | -15.93% |
| Months Supply of Inventory                     | 3.31    | 2.83    | -14.38% | 3.31         | 2.83    | -14.38% |

**Absorption:** Last 12 months, an Average of **54** Sales/Month

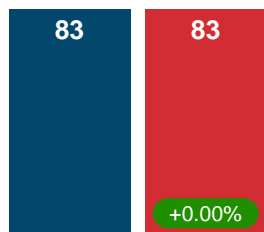
**Inventory** on March 31, 2020 = **153**

**2019** **2020**

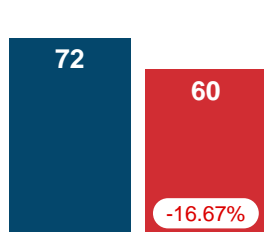
### MARCH MARKET

### AVERAGE PRICES

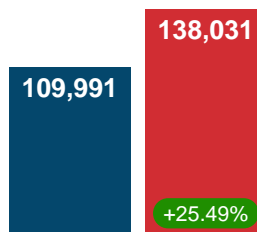
#### New Listings



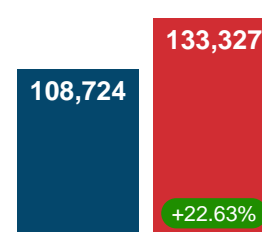
#### Pending Listings



#### List Price



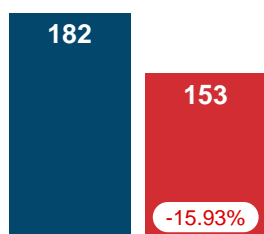
#### Sale Price



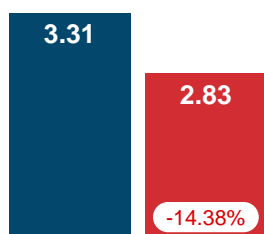
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

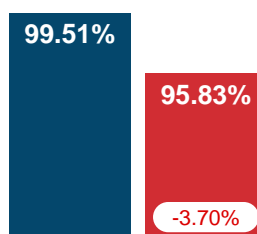
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

