

# March 2021



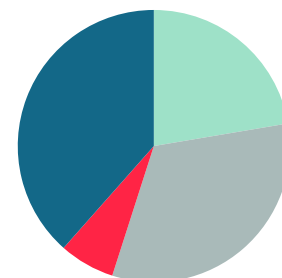
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential  
Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

| Compared Metrics                               | 2020    | March 2021 | +/-%    |
|--|---------|------------|---------|
| Closed Listings                                | 59      | 61         | 3.39%   |
| Pending Listings                               | 58      | 89         | 53.45%  |
| New Listings                                   | 91      | 87         | -4.40%  |
| Average List Price                             | 198,934 | 191,618    | -3.68%  |
| Average Sale Price                             | 189,919 | 183,962    | -3.14%  |
| Average Percent of Selling Price to List Price | 93.88%  | 97.42%     | 3.77%   |
| Average Days on Market to Sale                 | 44.71   | 50.26      | 12.41%  |
| End of Month Inventory                         | 236     | 105        | -55.51% |
| Months Supply of Inventory                     | 3.80    | 1.58       | -58.46% |



■ Closed (22.34%)  
■ Pending (32.60%)  
■ Other OffMarket (6.59%)  
■ Active (38.46%)

**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of March 31, 2021 = **105**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2021 decreased **55.51%** to 105 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **1.58** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.14%** in March 2021 to \$183,962 versus the previous year at \$189,919.

#### Average Days on Market Lengthens

The average number of **50.26** days that homes spent on the market before selling increased by 5.55 days or **12.41%** in March 2021 compared to last year's same month at **44.71** DOM.

#### Sales Success for March 2021 is Positive

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

There were 87 New Listings in March 2021, down **4.40%** from last year at 91. Furthermore, there were 61 Closed Listings this month versus last year at 59, a **3.39%** increase.

Closed versus Listed trends yielded a **70.1%** ratio, up from previous year's, March 2020, at **64.8%**, a **8.14%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

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

#### Identify a Professional to Manage the Procedure

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

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

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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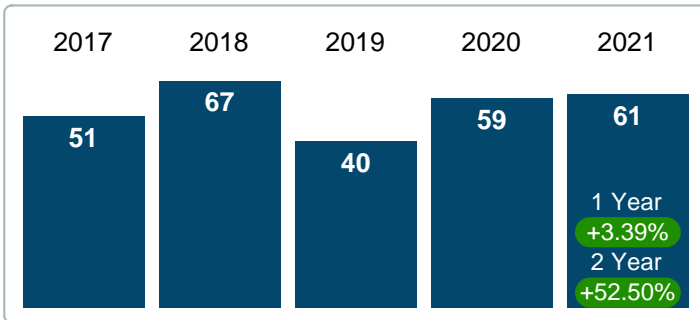
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



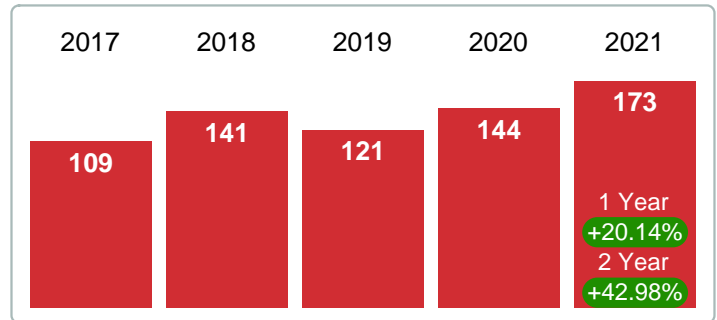
## CLOSED LISTINGS

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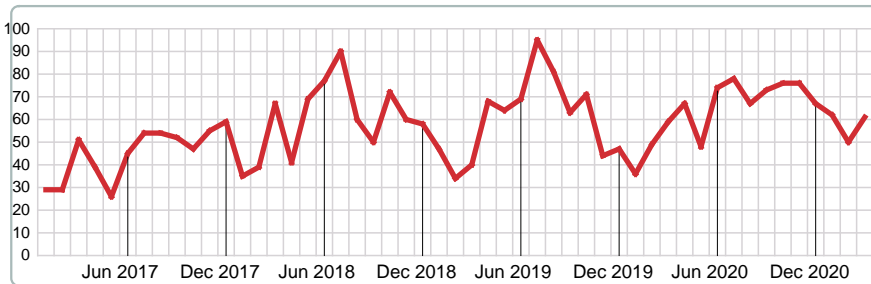
### MARCH



### YEAR TO DATE (YTD)

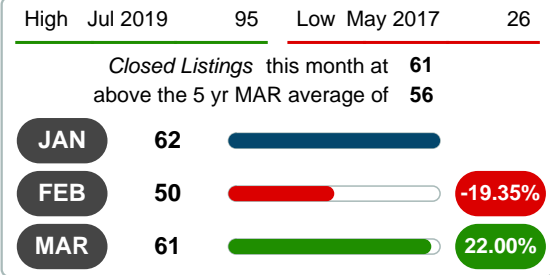


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 56



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                              | 8                 | 13.11%      | 68.0        | 0                | 7                | 1                | 0                |
| \$75,001 - \$100,000                           | 5                 | 8.20%       | 58.4        | 2                | 3                | 0                | 0                |
| \$100,001 - \$125,000                          | 5                 | 8.20%       | 61.4        | 0                | 4                | 1                | 0                |
| \$125,001 - \$200,000                          | 17                | 27.87%      | 38.7        | 3                | 10               | 4                | 0                |
| \$200,001 - \$225,000                          | 8                 | 13.11%      | 78.1        | 0                | 7                | 1                | 0                |
| \$225,001 - \$300,000                          | 12                | 19.67%      | 25.2        | 0                | 8                | 4                | 0                |
| \$300,001 and up                               | 6                 | 9.84%       | 56.3        | 0                | 2                | 2                | 2                |
| <b>Total Closed Units</b>                      | <b>61</b>         |             |             | <b>5</b>         | <b>41</b>        | <b>13</b>        | <b>2</b>         |
| <b>Total Closed Volume</b>                     | <b>11,221,673</b> | <b>100%</b> | <b>50.3</b> | <b>628.50K</b>   | <b>6.92M</b>     | <b>2.81M</b>     | <b>870.00K</b>   |
| <b>Average Closed Price</b>                    | <b>\$183,962</b>  |             |             | <b>\$125,700</b> | <b>\$168,666</b> | <b>\$215,988</b> | <b>\$435,000</b> |

# March 2021



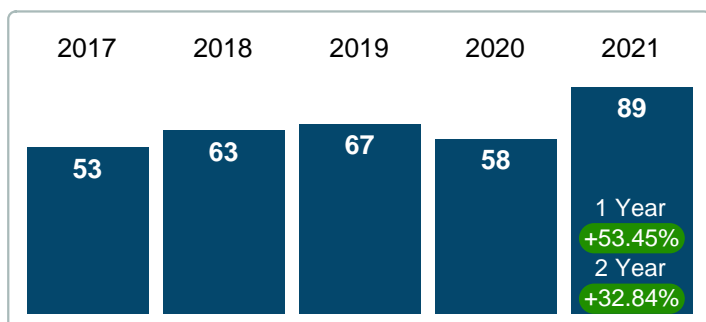
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



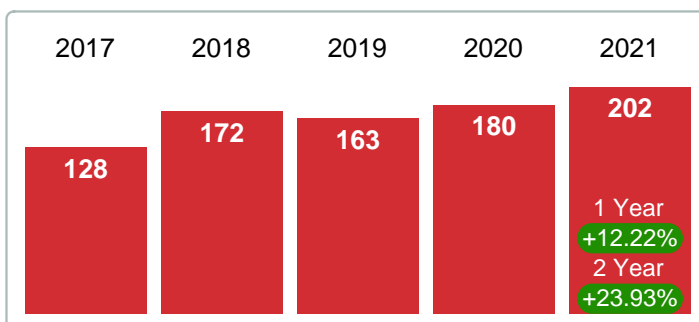
## PENDING LISTINGS

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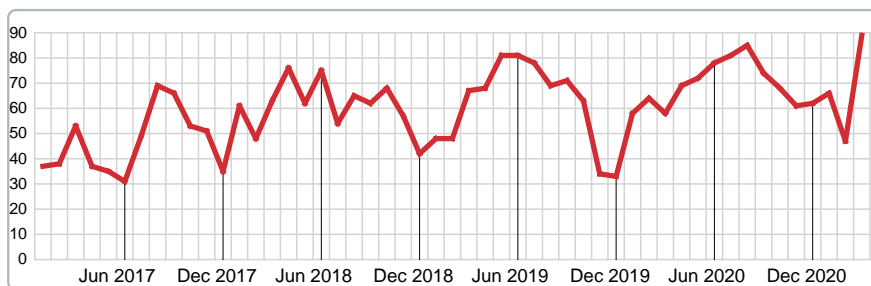
### MARCH



### YEAR TO DATE (YTD)

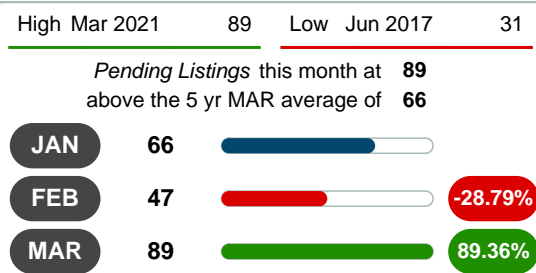


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 66



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                               | 8                 | 8.99%       | 78.1        | 5                | 2                | 1                | 0                |
| \$75,001 - \$125,000                            | 10                | 11.24%      | 70.9        | 4                | 5                | 1                | 0                |
| \$125,001 - \$150,000                           | 17                | 19.10%      | 42.6        | 3                | 9                | 5                | 0                |
| \$150,001 - \$200,000                           | 17                | 19.10%      | 10.0        | 2                | 13               | 2                | 0                |
| \$200,001 - \$275,000                           | 15                | 16.85%      | 37.8        | 0                | 10               | 5                | 0                |
| \$275,001 - \$525,000                           | 14                | 15.73%      | 60.4        | 1                | 4                | 8                | 1                |
| \$525,001 and up                                | 8                 | 8.99%       | 64.3        | 0                | 4                | 0                | 4                |
| <b>Total Pending Units</b>                      | <b>89</b>         |             |             | <b>15</b>        | <b>47</b>        | <b>22</b>        | <b>5</b>         |
| <b>Total Pending Volume</b>                     | <b>22,323,223</b> | <b>100%</b> | <b>45.1</b> | <b>1.75M</b>     | <b>11.30M</b>    | <b>5.43M</b>     | <b>3.85M</b>     |
| <b>Average Listing Price</b>                    | <b>\$254,463</b>  |             |             | <b>\$116,347</b> | <b>\$240,443</b> | <b>\$246,736</b> | <b>\$769,800</b> |

# March 2021



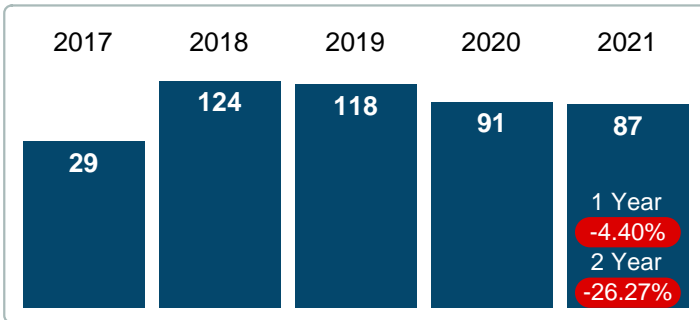
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



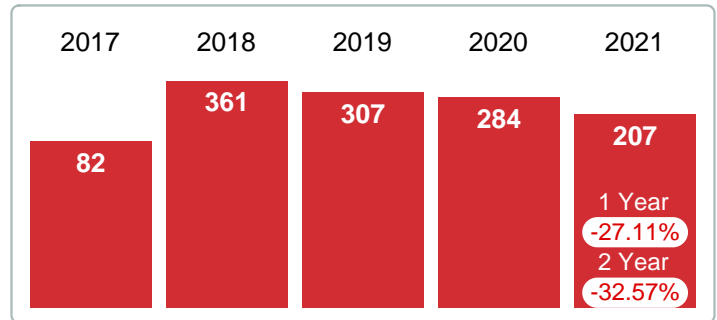
## NEW LISTINGS

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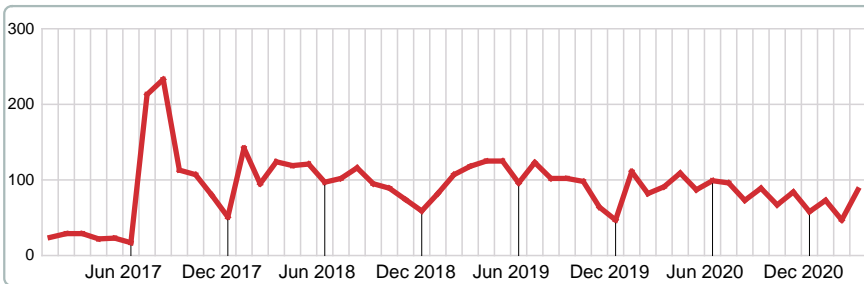
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 90

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **87**  
below the 5 yr MAR average of **90**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                           | 9                 | 10.34%      | 6                | 1                | 2                | 0                |
| \$75,001 - \$125,000                        | 7                 | 8.05%       | 4                | 3                | 0                | 0                |
| \$125,001 - \$150,000                       | 11                | 12.64%      | 4                | 5                | 1                | 1                |
| \$150,001 - \$225,000                       | 24                | 27.59%      | 4                | 18               | 2                | 0                |
| \$225,001 - \$275,000                       | 14                | 16.09%      | 1                | 10               | 3                | 0                |
| \$275,001 - \$450,000                       | 13                | 14.94%      | 2                | 6                | 5                | 0                |
| \$450,001 and up                            | 9                 | 10.34%      | 0                | 4                | 1                | 4                |
| <b>Total New Listed Units</b>               | <b>87</b>         |             | <b>21</b>        | <b>47</b>        | <b>14</b>        | <b>5</b>         |
| <b>Total New Listed Volume</b>              | <b>21,384,422</b> | <b>100%</b> | <b>2.96M</b>     | <b>12.37M</b>    | <b>3.70M</b>     | <b>2.36M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$239,127</b>  |             | <b>\$140,890</b> | <b>\$263,237</b> | <b>\$263,979</b> | <b>\$471,580</b> |

# March 2021



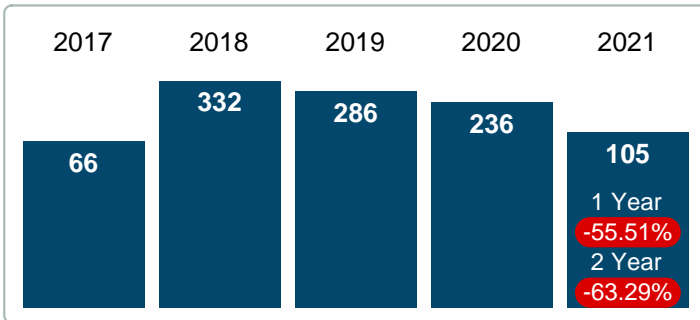
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



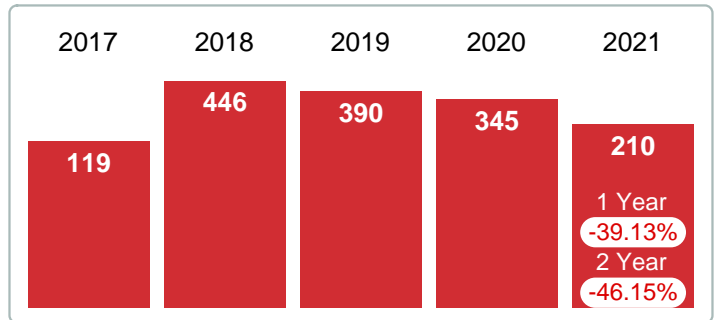
## ACTIVE INVENTORY

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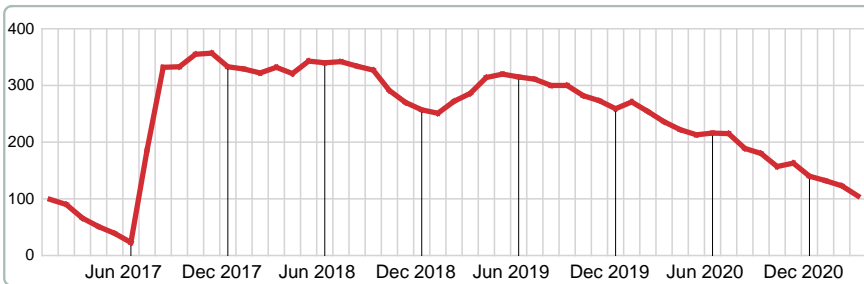
### END OF MARCH



### ACTIVE DURING MARCH

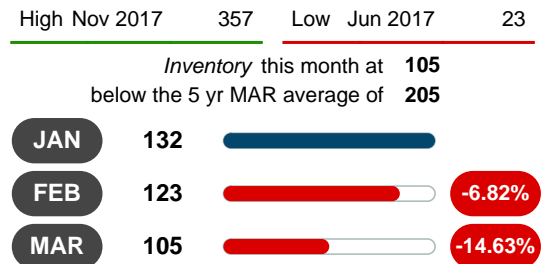


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 205



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range      |                   | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                             | 7                 | 6.67%       | 54.0        | 4                | 1                | 2                | 0                |
| \$75,001 - \$150,000                          | 17                | 16.19%      | 101.8       | 7                | 7                | 0                | 3                |
| \$150,001 - \$200,000                         | 12                | 11.43%      | 41.3        | 4                | 6                | 2                | 0                |
| \$200,001 - \$325,000                         | 29                | 27.62%      | 70.5        | 3                | 19               | 6                | 1                |
| \$325,001 - \$500,000                         | 17                | 16.19%      | 67.3        | 3                | 5                | 6                | 3                |
| \$500,001 - \$700,000                         | 12                | 11.43%      | 120.5       | 0                | 5                | 3                | 4                |
| \$700,001 and up                              | 11                | 10.48%      | 120.3       | 1                | 5                | 4                | 1                |
| <b>Total Active Inventory by Units</b>        | <b>105</b>        |             |             | <b>22</b>        | <b>48</b>        | <b>23</b>        | <b>12</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>45,649,433</b> | <b>100%</b> | <b>81.5</b> | <b>5.71M</b>     | <b>17.16M</b>    | <b>13.01M</b>    | <b>9.77M</b>     |
| <b>Average Active Inventory Listing Price</b> | <b>\$434,757</b>  |             |             | <b>\$259,595</b> | <b>\$357,527</b> | <b>\$565,445</b> | <b>\$814,317</b> |

# March 2021



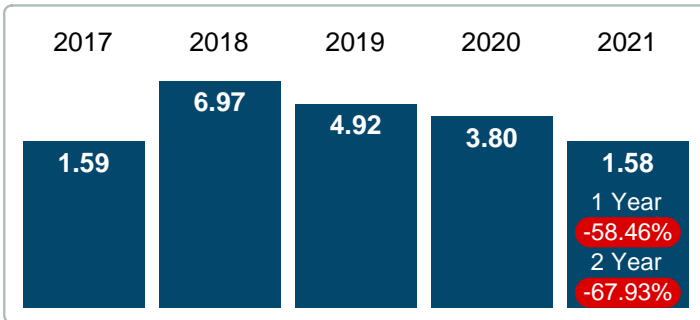
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



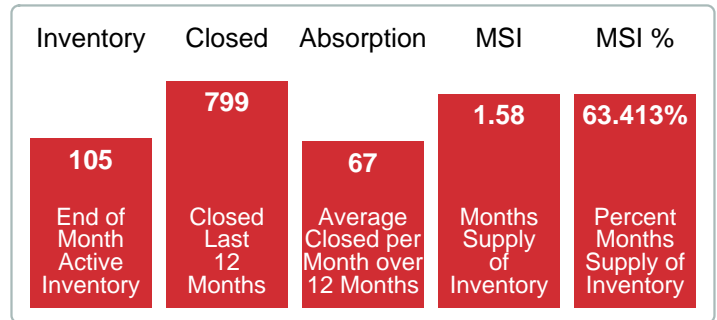
## MONTHS SUPPLY of INVENTORY (MSI)

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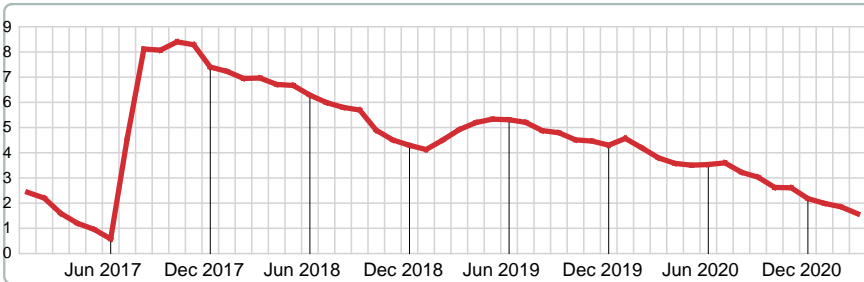
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS

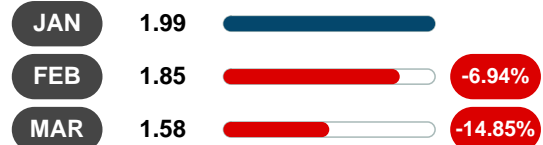


### 3 MONTHS

5 year MAR AVG = 3.77

High Oct 2017 8.40 Low Jun 2017 0.58

Months Supply this month at 1.58 below the 5 yr MAR average of 3.77



### 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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$75,000 and less                                       | 7  | 6.67%  | 0.93  | 1.66     | 0.22   | 3.43   | 0.00    |
| \$75,001 - \$150,000                                    | 17 | 16.19% | 0.81  | 1.38     | 0.50   | 0.00   | 0.00    |
| \$150,001 - \$200,000                                   | 12 | 11.43% | 0.78  | 6.86     | 0.47   | 1.20   | 0.00    |
| \$200,001 - \$325,000                                   | 29 | 27.62% | 2.05  | 5.14     | 2.07   | 1.53   | 2.00    |
| \$325,001 - \$500,000                                   | 17 | 16.19% | 2.79  | 12.00    | 2.14   | 2.67   | 2.40    |
| \$500,001 - \$700,000                                   | 12 | 11.43% | 6.26  | 0.00     | 8.57   | 3.27   | 12.00   |
| \$700,001 and up  | 11 | 10.48% | 22.00 | 0.00     | 60.00  | 16.00  | 6.00    |
| Market Supply of Inventory (MSI)                        |    |        | 1.58  | 2.44     | 1.11   | 1.97   | 4.80    |
| Total Active Inventory by Units                         |    | 100%   | 105   | 22       | 48     | 23     | 12      |

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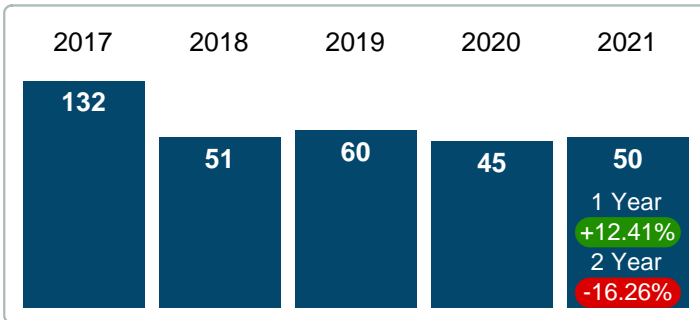
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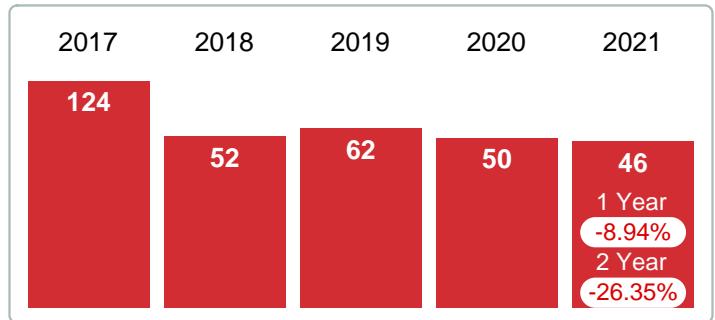
## AVERAGE DAYS ON MARKET TO SALE

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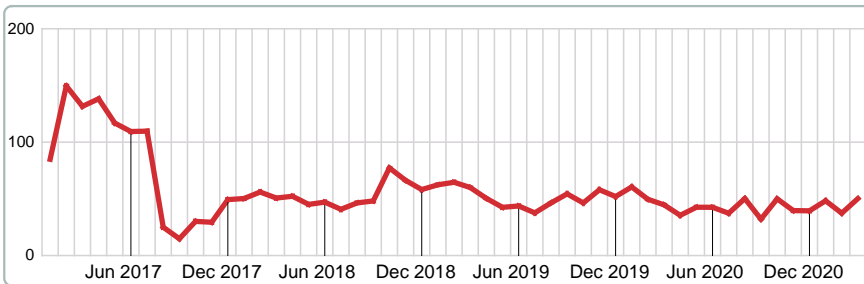
### MARCH



### YEAR TO DATE (YTD)

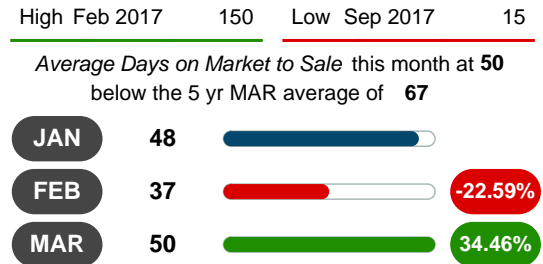


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 67



### 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        |
|---|-------------|-------------------|----------------|--------------|--------------|----------------|
| \$75,000 and less   | 13.11%      | 68                | 0              | 78           | 1            | 0              |
| \$75,001 - \$100,000  | 8.20%       | 58                | 82             | 43           | 0            | 0              |
| \$100,001 - \$125,000   | 8.20%       | 61                | 0              | 63           | 54           | 0              |
| \$125,001 - \$200,000   | 27.87%      | 39                | 72             | 21           | 59           | 0              |
| \$200,001 - \$225,000   | 13.11%      | 78                | 0              | 85           | 29           | 0              |
| \$225,001 - \$300,000   | 19.67%      | 25                | 0              | 23           | 29           | 0              |
| \$300,001 and up  | 9.84%       | 56                | 0              | 96           | 24           | 50             |
| <b>Average Closed DOM</b>                                     |             | <b>50</b>         | <b>76</b>      | <b>51</b>    | <b>37</b>    | <b>50</b>      |
| <b>Total Closed Units</b>                                     | <b>100%</b> | <b>50</b>         | <b>5</b>       | <b>41</b>    | <b>13</b>    | <b>2</b>       |
| <b>Total Closed Volume</b>                                    |             | <b>11,221,673</b> | <b>628.50K</b> | <b>6.92M</b> | <b>2.81M</b> | <b>870.00K</b> |

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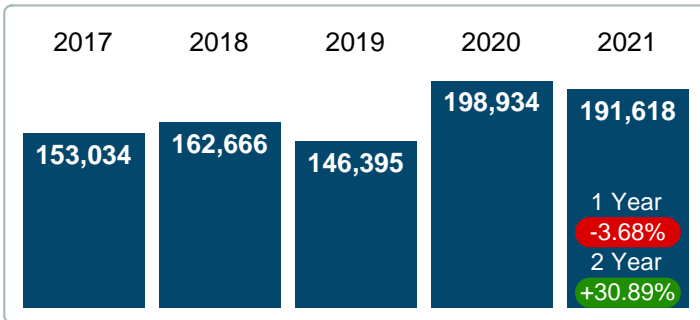
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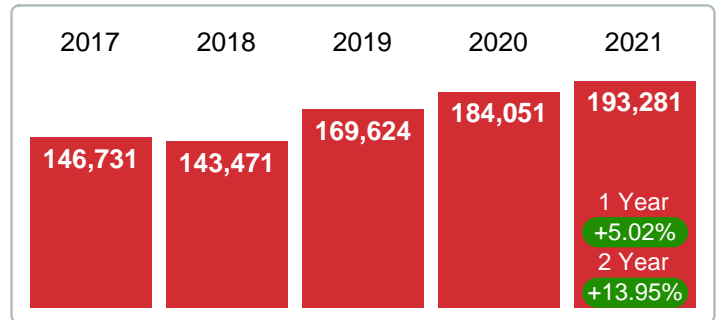
## AVERAGE LIST PRICE AT CLOSING

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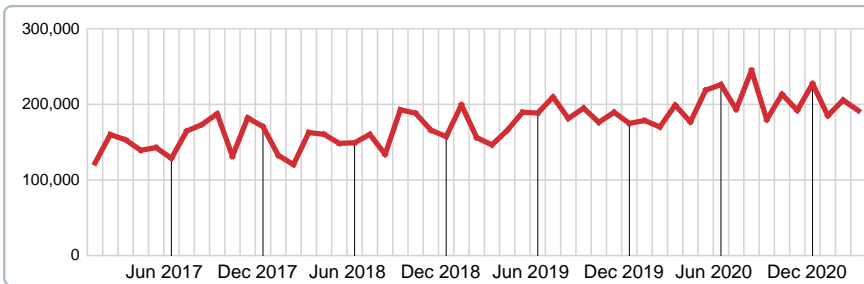
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

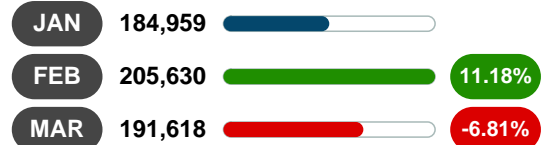


### 3 MONTHS

5 year MAR AVG = 170,529

High Aug 2020 244,887 Low Feb 2018 120,246

Average List Price at Closing this month at **191,618** above the 5 yr MAR average of **170,529**



### 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        |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less  | 13.11%      | 53,538            | 0              | 60,757         | 68,000         | 0              |
| \$75,001 - \$100,000   | 4.92%       | 86,467            | 119,500        | 88,133         | 0              | 0              |
| \$100,001 - \$125,000  | 8.20%       | 114,600           | 0              | 118,750        | 129,900        | 0              |
| \$125,001 - \$200,000  | 32.79%      | 160,460           | 154,000        | 153,440        | 167,975        | 0              |
| \$200,001 - \$225,000  | 8.20%       | 211,540           | 0              | 215,243        | 229,900        | 0              |
| \$225,001 - \$300,000  | 19.67%      | 254,569           | 0              | 270,740        | 262,475        | 0              |
| \$300,001 and up   | 13.11%      | 388,288           | 0              | 404,950        | 369,250        | 459,000        |
| <b>Average List Price</b>                                    |             | <b>191,618</b>    | <b>140,200</b> | <b>175,162</b> | <b>222,162</b> | <b>459,000</b> |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>191,618</b>    | <b>5</b>       | <b>41</b>      | <b>13</b>      | <b>2</b>       |
| <b>Total Closed Volume</b>                                   |             | <b>11,688,723</b> | <b>701.00K</b> | <b>7.18M</b>   | <b>2.89M</b>   | <b>918.00K</b> |



# March 2021



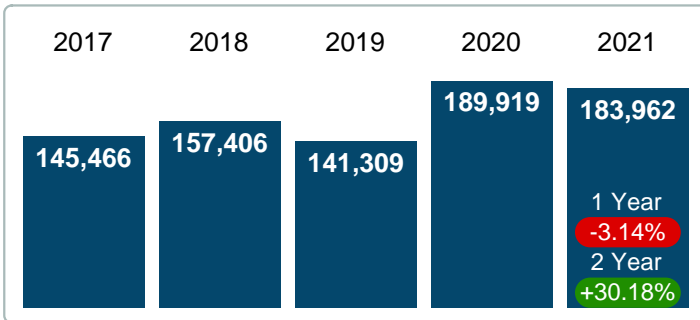
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



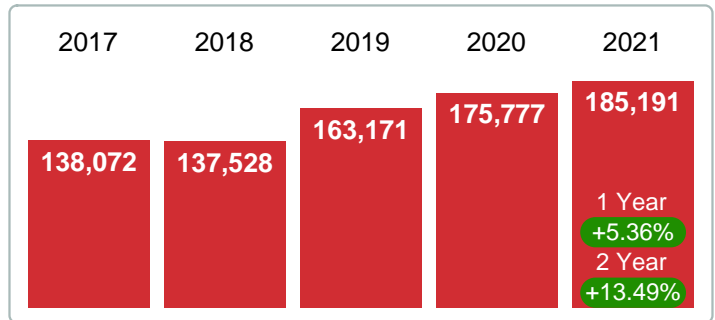
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 02, 2023 for MLS Technology Inc.

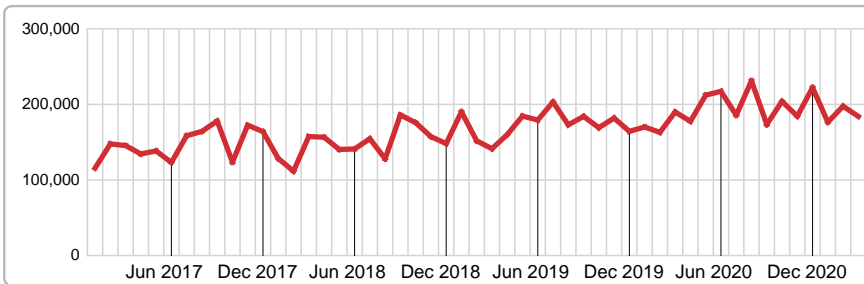
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

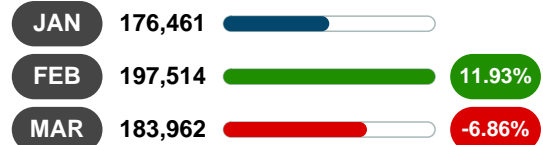


### 3 MONTHS

5 year MAR AVG = 163,612

High Aug 2020 231,141 Low Feb 2018 111,591

Average Sold Price at Closing this month at **183,962** above the 5 yr MAR average of **163,612**



### 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        |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less  | 13.11%      | 54,813            | 0              | 52,929         | 68,000         | 0              |
| \$75,001 - \$100,000   | 8.20%       | 88,600            | 95,000         | 84,333         | 0              | 0              |
| \$100,001 - \$125,000  | 8.20%       | 111,800           | 0              | 110,500        | 117,000        | 0              |
| \$125,001 - \$200,000  | 27.87%      | 157,471           | 146,167        | 159,650        | 160,500        | 0              |
| \$200,001 - \$225,000  | 13.11%      | 214,100           | 0              | 212,543        | 225,000        | 0              |
| \$225,001 - \$300,000  | 19.67%      | 254,114           | 0              | 253,190        | 255,963        | 0              |
| \$300,001 and up   | 9.84%       | 390,333           | 0              | 370,000        | 366,000        | 435,000        |
| <b>Average Sold Price</b>                                    |             | <b>183,962</b>    | <b>125,700</b> | <b>168,666</b> | <b>215,988</b> | <b>435,000</b> |
| <b>Total Closed Units</b>                                    | <b>100%</b> | <b>183,962</b>    | <b>5</b>       | <b>41</b>      | <b>13</b>      | <b>2</b>       |
| <b>Total Closed Volume</b>                                   |             | <b>11,221,673</b> | <b>628.50K</b> | <b>6.92M</b>   | <b>2.81M</b>   | <b>870.00K</b> |

# March 2021



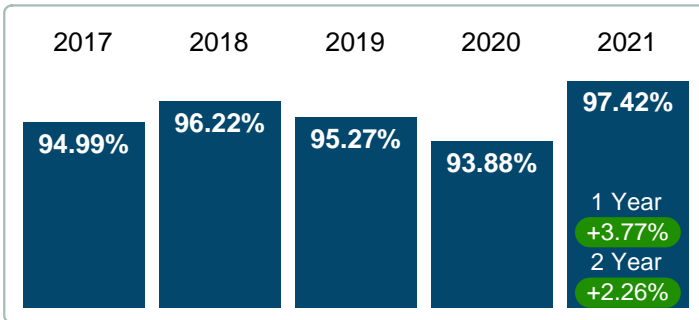
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



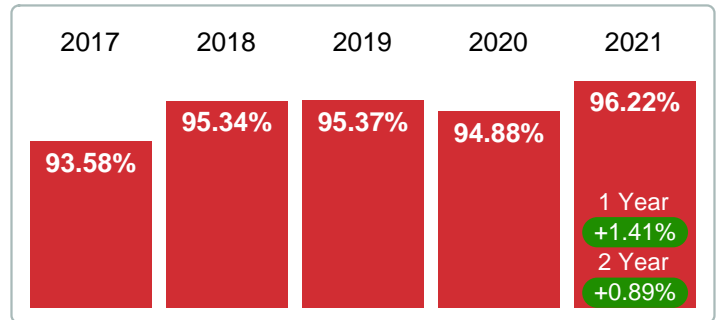
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

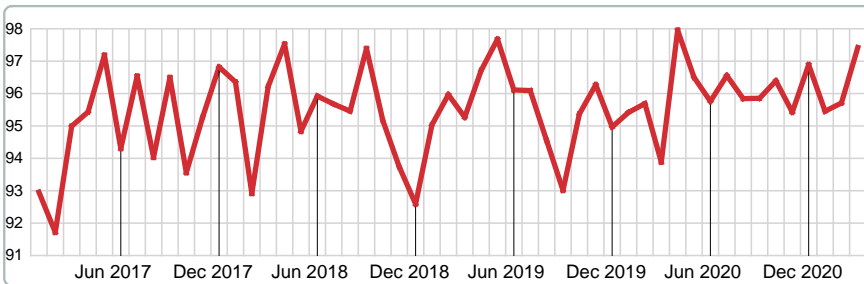
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

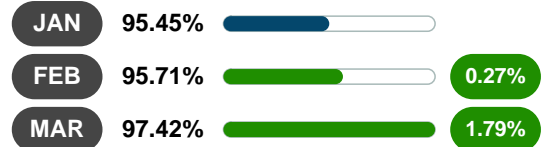


### 3 MONTHS

5 year MAR AVG = 95.56%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.42%** above the 5 yr MAR average of **95.56%**



## 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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$75,000 and less                              | 8  | 13.11%     | 89.58%  | 0.00%    | 88.10%  | 100.00% | 0.00%   |
| \$75,001 - \$100,000                           | 5  | 8.20%      | 92.57%  | 79.67%   | 101.18% | 0.00%   | 0.00%   |
| \$100,001 - \$125,000                          | 5  | 8.20%      | 92.77%  | 0.00%    | 93.45%  | 90.07%  | 0.00%   |
| \$125,001 - \$200,000                          | 17 | 27.87%     | 105.58% | 95.49%   | 112.71% | 95.33%  | 0.00%   |
| \$200,001 - \$225,000                          | 8  | 13.11%     | 98.85%  | 0.00%    | 98.99%  | 97.87%  | 0.00%   |
| \$225,001 - \$300,000                          | 12 | 19.67%     | 95.25%  | 0.00%    | 94.03%  | 97.68%  | 0.00%   |
| \$300,001 and up                               | 6  | 9.84%      | 95.12%  | 0.00%    | 91.26%  | 99.12%  | 94.96%  |
| Average Sold/List Ratio                        |    | 97.40%     |         | 89.16%   | 98.75%  | 96.79%  | 94.96%  |
| Total Closed Units                             |    | 61         | 100%    | 5        | 41      | 13      | 2       |
| Total Closed Volume                            |    | 11,221,673 |         | 628.50K  | 6.92M   | 2.81M   | 870.00K |

# March 2021



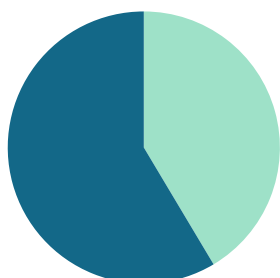
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

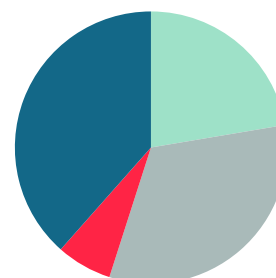


**Inventory**  
 New Listings **87 = 41.43%**  
 Start Inventory **123**  
 Total Inventory Units **210**  
 Volume **\$76,716,156**

### Market Activity

Closed Sales **61 = 22.34%**  
 Pending Sales **89 = 32.60%**  
 Other Off Market **18 = 6.59%**  
 Active Inventory **105 = 38.46%**

### MARKET ACTIVITY



| Compared Metrics                               | March   |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2020    | 2021    | +/-%    | 2020         | 2021    | +/-%    |
| Closed Sales                                   | 59      | 61      | 3.39%   | 144          | 173     | 20.14%  |
| Pending Sales                                  | 58      | 89      | 53.45%  | 180          | 202     | 12.22%  |
| New Listings                                   | 91      | 87      | -4.40%  | 284          | 207     | -27.11% |
| Average List Price                             | 198,934 | 191,618 | -3.68%  | 184,051      | 193,281 | 5.02%   |
| Average Sale Price                             | 189,919 | 183,962 | -3.14%  | 175,777      | 185,191 | 5.36%   |
| Average Percent of Selling Price to List Price | 93.88%  | 97.42%  | 3.77%   | 94.88%       | 96.22%  | 1.41%   |
| Average Days on Market to Sale                 | 44.71   | 50.26   | 12.41%  | 50.33        | 45.83   | -8.94%  |
| Monthly Inventory                              | 236     | 105     | -55.51% | 236          | 105     | -55.51% |
| Months Supply of Inventory                     | 3.80    | 1.58    | -58.46% | 3.80         | 1.58    | -58.46% |

**Absorption:** Last 12 months, an Average of **67** Sales/Month

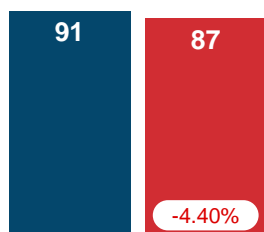
**Inventory** on March 31, 2021 = **105**

**2020** **2021**

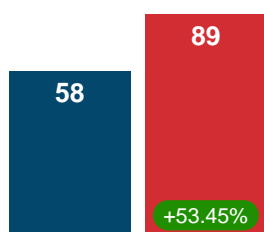
### MARCH MARKET

### AVERAGE PRICES

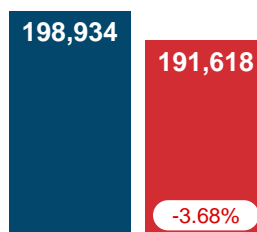
#### New Listings



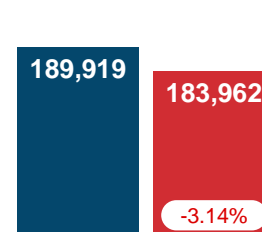
#### Pending Listings



#### List Price



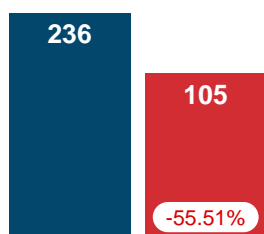
#### Sale Price



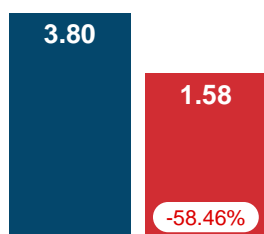
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

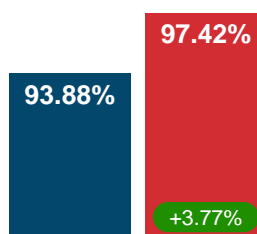
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

