

## March 2022



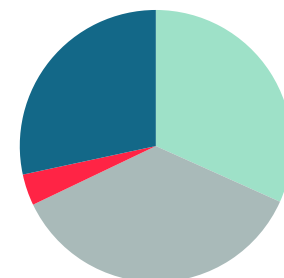
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2022 for MLS Technology Inc.

| Compared Metrics                              | 2021    | March 2022 | +/-%    |
|---|---------|------------|---------|
| Closed Listings                               | 1,414   | 1,422      | 0.57%   |
| Pending Listings                              | 1,665   | 1,623      | -2.52%  |
| New Listings                                  | 1,807   | 1,716      | -5.04%  |
| Median List Price                             | 210,000 | 230,000    | 9.52%   |
| Median Sale Price                             | 211,450 | 235,000    | 11.14%  |
| Median Percent of Selling Price to List Price | 100.00% | 100.00%    | 0.00%   |
| Median Days on Market to Sale                 | 6.00    | 5.00       | -16.67% |
| End of Month Inventory                        | 3,588   | 1,272      | -64.55% |
| Months Supply of Inventory                    | 2.58    | 0.85       | -67.23% |



■ Closed (31.71%)  
■ Pending (36.20%)  
■ Other OffMarket (3.72%)  
■ Active (28.37%)

**Absorption:** Last 12 months, an Average of **1,503** Sales/Month  
**Active Inventory** as of March 31, 2022 = **1,272**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2022 decreased **64.55%** to 1,272 existing homes available for sale. Over the last 12 months this area has had an average of 1,503 closed sales per month. This represents an unsold inventory index of **0.85** MSI for this period.

##### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **11.14%** in March 2022 to \$235,000 versus the previous year at \$211,450.

##### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 1.00 days or **16.67%** in March 2022 compared to last year's same month at **6.00** DOM.

##### Sales Success for March 2022 is Positive

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

There were 1,716 New Listings in March 2022, down **5.04%** from last year at 1,807. Furthermore, there were 1,422 Closed Listings this month versus last year at 1,414, a **0.57%** increase.

Closed versus Listed trends yielded a **82.9%** ratio, up from previous year's, March 2021, at **78.3%**, a **5.90%** 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>Median Days on Market to Sale</b>                 | <b>7</b>  |
| <b>Median List Price at Closing</b>                  | <b>8</b>  |
| <b>Median Sale Price at Closing</b>                  | <b>9</b>  |
| <b>Median 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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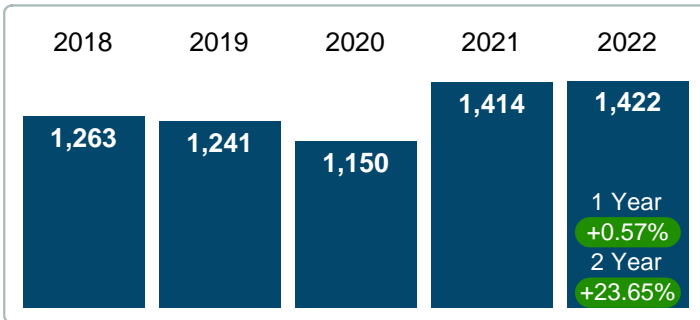
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



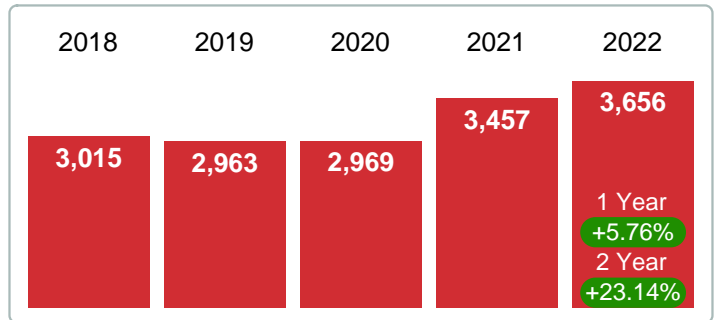
## CLOSED LISTINGS

Report produced on Apr 11, 2022 for MLS Technology Inc.

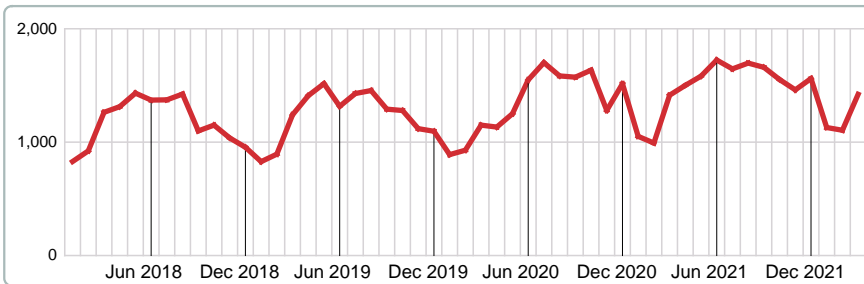
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

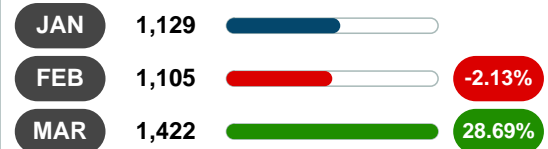


### 3 MONTHS

5 year MAR AVG = 1,298

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at 1,422 above the 5 yr MAR average of 1,298



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                    | %           | MDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|--------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$100,000 and less                             | 132                | 9.28%       | 10.0       | 75               | 51               | 6                | 0                |
| \$100,001 - \$150,000                          | 143                | 10.06%      | 5.0        | 35               | 100              | 6                | 2                |
| \$150,001 - \$200,000                          | 239                | 16.81%      | 4.0        | 25               | 177              | 34               | 3                |
| \$200,001 - \$275,000                          | 377                | 26.51%      | 4.0        | 23               | 260              | 92               | 2                |
| \$275,001 - \$350,000                          | 202                | 14.21%      | 5.0        | 8                | 98               | 87               | 9                |
| \$350,001 - \$475,000                          | 189                | 13.29%      | 5.0        | 5                | 76               | 91               | 17               |
| \$475,001 and up                               | 140                | 9.85%       | 13.0       | 2                | 28               | 80               | 30               |
| <b>Total Closed Units</b>                      | <b>1,422</b>       |             |            | <b>173</b>       | <b>790</b>       | <b>396</b>       | <b>63</b>        |
| <b>Total Closed Volume</b>                     | <b>391,438,015</b> | <b>100%</b> | <b>5.0</b> | <b>24.77M</b>    | <b>187.24M</b>   | <b>142.23M</b>   | <b>37.20M</b>    |
| <b>Median Closed Price</b>                     | <b>\$235,000</b>   |             |            | <b>\$119,500</b> | <b>\$215,448</b> | <b>\$326,721</b> | <b>\$474,000</b> |

# March 2022



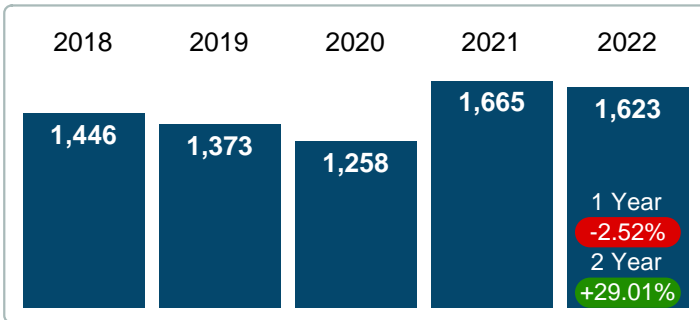
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



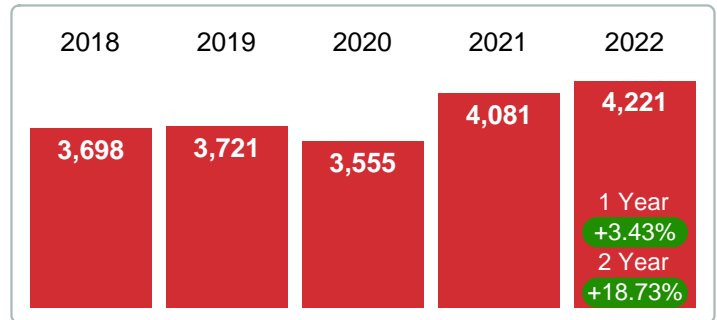
## PENDING LISTINGS

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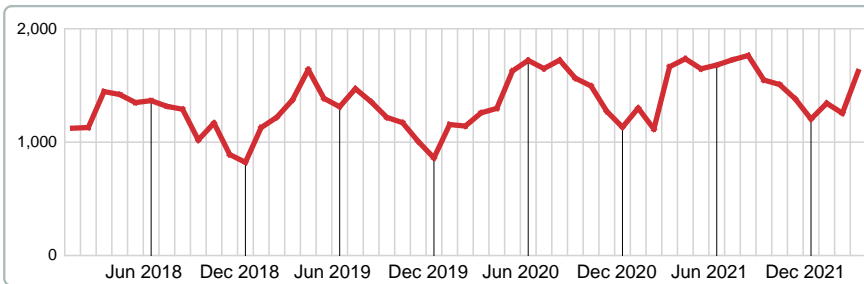
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,473

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,623 above the 5 yr MAR average of 1,473



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                    | %           | MDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|--------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$100,000 and less                              | 149                | 9.18%       | 10.0       | 85               | 54               | 9                | 1                |
| \$100,001 - \$150,000                           | 197                | 12.14%      | 5.0        | 47               | 136              | 11               | 3                |
| \$150,001 - \$200,000                           | 239                | 14.73%      | 5.0        | 19               | 182              | 36               | 2                |
| \$200,001 - \$275,000                           | 387                | 23.84%      | 5.0        | 18               | 267              | 99               | 3                |
| \$275,001 - \$350,000                           | 252                | 15.53%      | 5.0        | 10               | 128              | 104              | 10               |
| \$350,001 - \$500,000                           | 229                | 14.11%      | 9.0        | 6                | 73               | 127              | 23               |
| \$500,001 and up                                | 170                | 10.47%      | 12.0       | 2                | 29               | 93               | 46               |
| <b>Total Pending Units</b>                      | <b>1,623</b>       |             |            | <b>187</b>       | <b>869</b>       | <b>479</b>       | <b>88</b>        |
| <b>Total Pending Volume</b>                     | <b>485,328,226</b> | <b>100%</b> | <b>6.0</b> | <b>27.71M</b>    | <b>207.40M</b>   | <b>187.46M</b>   | <b>62.76M</b>    |
| <b>Median Listing Price</b>                     | <b>\$240,000</b>   |             |            | <b>\$109,000</b> | <b>\$220,000</b> | <b>\$337,500</b> | <b>\$523,632</b> |

# March 2022



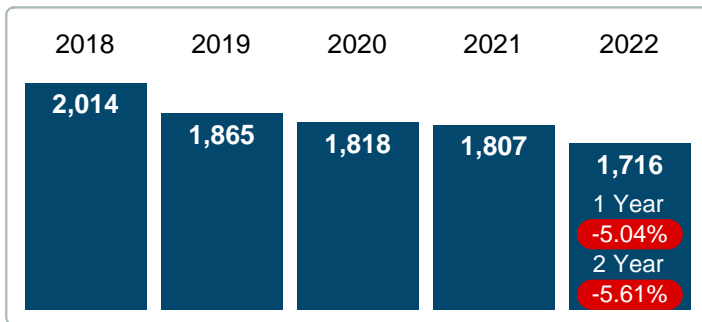
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



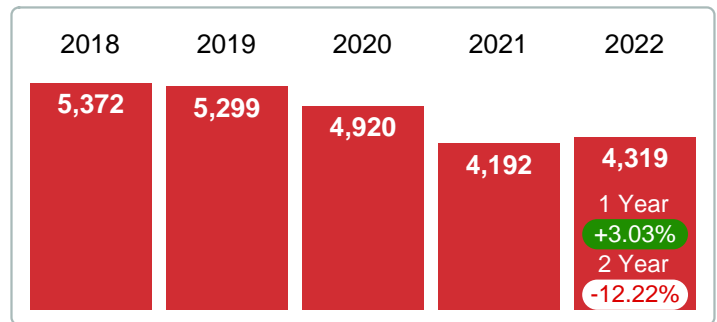
## NEW LISTINGS

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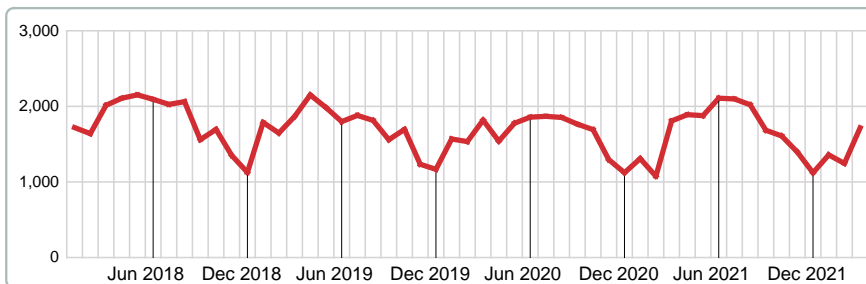
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,844

High May 2018 2,152 Low Feb 2021 1,076

New Listings this month at 1,716 below the 5 yr MAR average of 1,844



### 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                          | 165                | 9.62%       | 81               | 79               | 3                | 2                |
| \$100,001 - \$150,000                       | 225                | 13.11%      | 52               | 153              | 16               | 4                |
| \$150,001 - \$200,000                       | 246                | 14.34%      | 21               | 197              | 25               | 3                |
| \$200,001 - \$275,000                       | 382                | 22.26%      | 18               | 268              | 92               | 4                |
| \$275,001 - \$375,000                       | 302                | 17.60%      | 11               | 159              | 122              | 10               |
| \$375,001 - \$525,000                       | 208                | 12.12%      | 4                | 58               | 122              | 24               |
| \$525,001 and up                            | 188                | 10.96%      | 4                | 33               | 97               | 54               |
| <b>Total New Listed Units</b>               | <b>1,716</b>       |             | <b>191</b>       | <b>947</b>       | <b>477</b>       | <b>101</b>       |
| <b>Total New Listed Volume</b>              | <b>546,993,205</b> | <b>100%</b> | <b>29.77M</b>    | <b>226.24M</b>   | <b>200.22M</b>   | <b>90.77M</b>    |
| <b>Median New Listed Listing Price</b>      | <b>\$239,900</b>   |             | <b>\$114,900</b> | <b>\$215,000</b> | <b>\$359,900</b> | <b>\$549,500</b> |

# March 2022



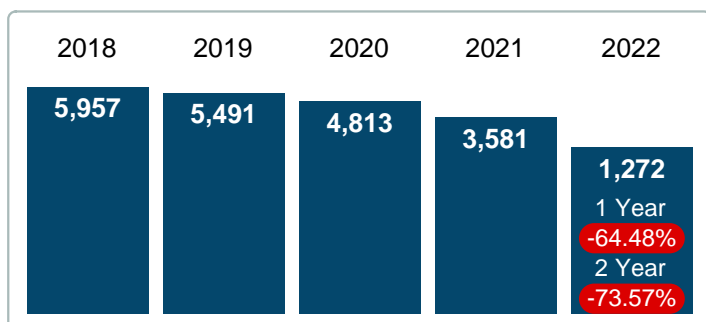
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



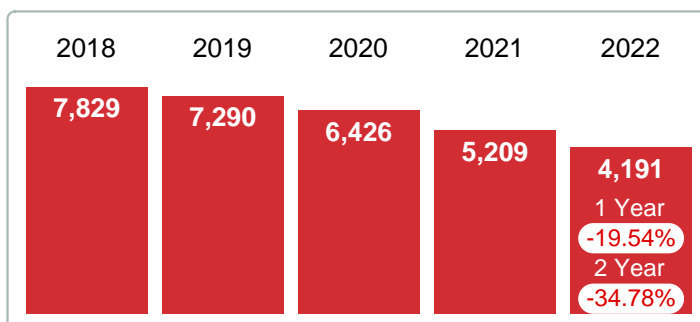
## ACTIVE INVENTORY

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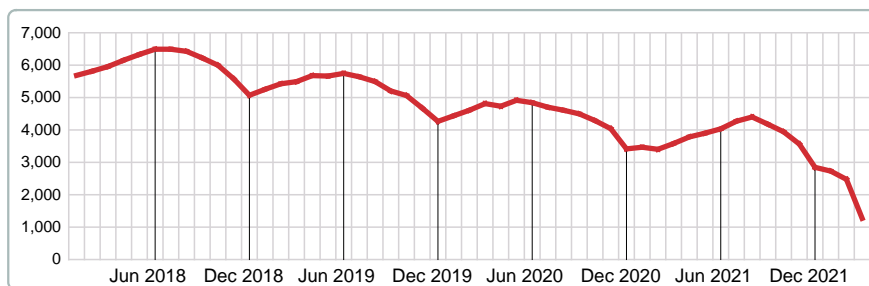
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

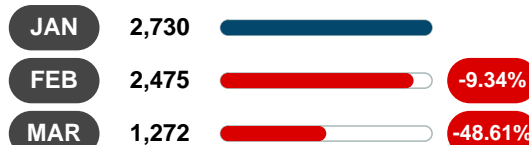


### 3 MONTHS

5 year MAR AVG = 4,223

High Jun 2018 6,492 Low Mar 2022 1,272

Inventory this month at 1,272 below the 5 yr MAR average of 4,223



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range     |                    | %           | MDOM        | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less                            | 84                 | 6.60%       | 24.0        | 44               | 36               | 2                | 2                |
| \$75,001 - \$150,000                         | 204                | 16.04%      | 23.0        | 67               | 120              | 16               | 1                |
| \$150,001 - \$200,000                        | 150                | 11.79%      | 27.0        | 29               | 102              | 17               | 2                |
| \$200,001 - \$375,000                        | 346                | 27.20%      | 24.0        | 19               | 202              | 113              | 12               |
| \$375,001 - \$500,000                        | 183                | 14.39%      | 38.0        | 12               | 74               | 84               | 13               |
| \$500,001 - \$775,000                        | 173                | 13.60%      | 41.0        | 5                | 39               | 97               | 32               |
| \$775,001 and up                             | 132                | 10.38%      | 62.0        | 2                | 31               | 41               | 58               |
| <b>Total Active Inventory by Units</b>       | <b>1,272</b>       |             |             | <b>178</b>       | <b>604</b>       | <b>370</b>       | <b>120</b>       |
| <b>Total Active Inventory by Volume</b>      | <b>562,132,390</b> | <b>100%</b> | <b>29.0</b> | <b>31.97M</b>    | <b>195.79M</b>   | <b>189.25M</b>   | <b>145.13M</b>   |
| <b>Median Active Inventory Listing Price</b> | <b>\$289,900</b>   |             |             | <b>\$125,000</b> | <b>\$227,250</b> | <b>\$444,800</b> | <b>\$764,950</b> |

# March 2022



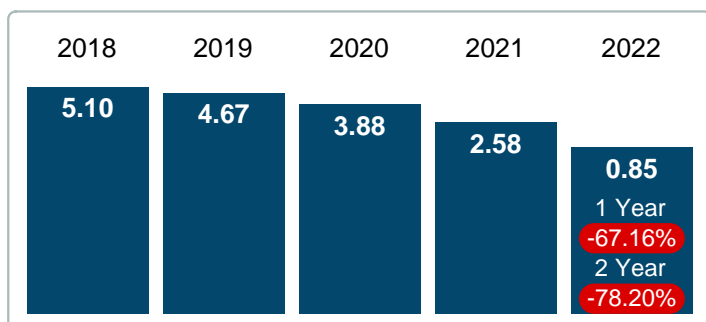
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



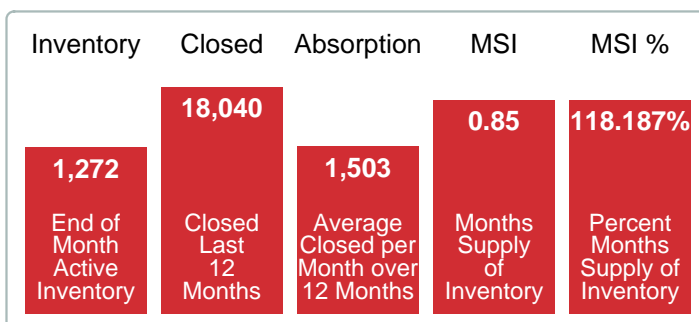
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 11, 2022 for MLS Technology Inc.

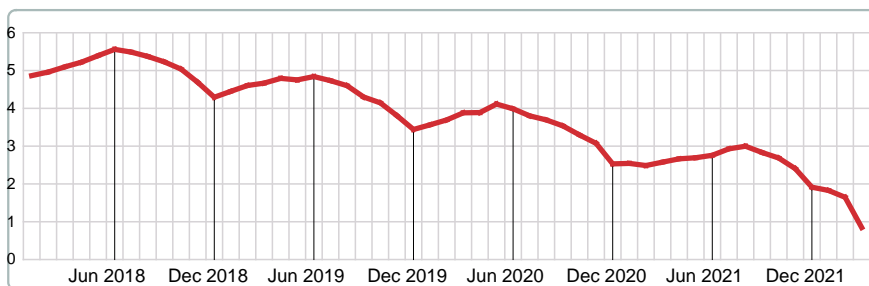
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

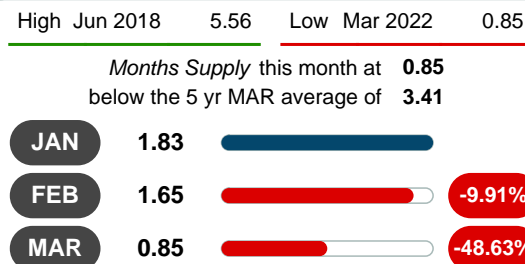


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.41



### 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                                       | 84  | 6.60%  | 0.92 | 0.90     | 0.97   | 0.41   | 3.00    |
| \$75,001 - \$150,000                                    | 204 | 16.04% | 0.85 | 1.05     | 0.77   | 0.92   | 0.50    |
| \$150,001 - \$200,000                                   | 150 | 11.79% | 0.53 | 1.16     | 0.46   | 0.47   | 0.92    |
| \$200,001 - \$375,000                                   | 346 | 27.20% | 0.55 | 0.67     | 0.59   | 0.49   | 0.48    |
| \$375,001 - \$500,000                                   | 183 | 14.39% | 1.19 | 2.77     | 1.84   | 0.94   | 0.63    |
| \$500,001 - \$775,000                                   | 173 | 13.60% | 2.19 | 5.00     | 2.56   | 2.29   | 1.57    |
| \$775,001 and up  | 132 | 10.38% | 4.59 | 8.00     | 9.54   | 2.96   | 5.08    |
| Market Supply of Inventory (MSI)                        |     |        | 0.85 | 1.03     | 0.74   | 0.85   | 1.46    |
| Total Active Inventory by Units                         |     | 100%   | 0.85 | 178      | 604    | 370    | 120     |

# March 2022



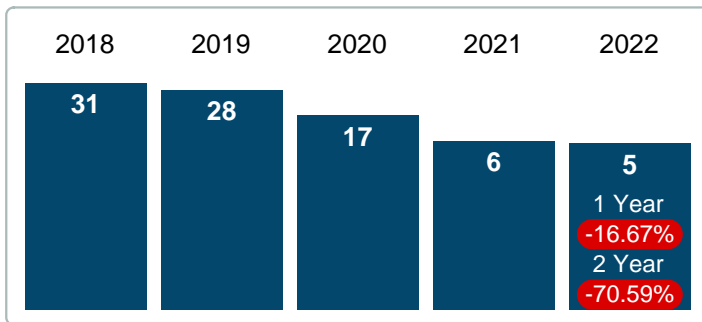
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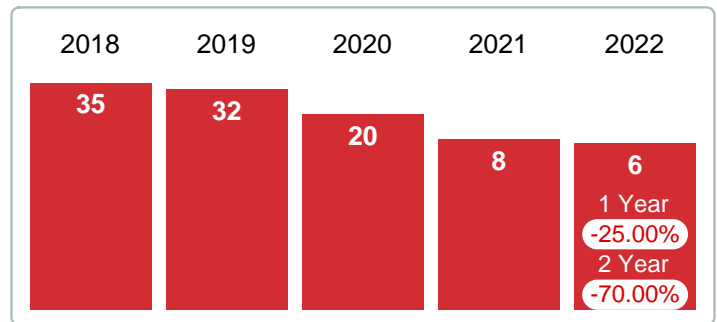
## MEDIAN DAYS ON MARKET TO SALE

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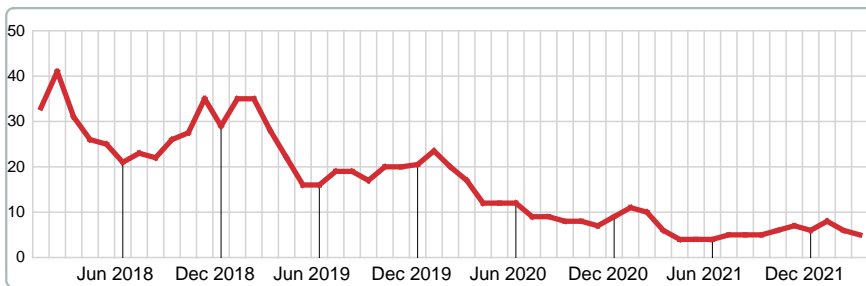
### MARCH



### YEAR TO DATE (YTD)

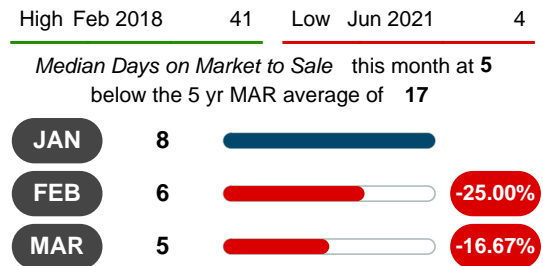


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 17



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

| Distribution of Median Days on Market to Sale by Price Range | %      | MDOM | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|--|--------|------|----------|---------|---------|---------|
| \$100,000 and less   | 9.28%  | 10   | 8        | 10      | 15      | 0       |
| \$100,001 - \$150,000  | 10.06% | 5    | 5        | 5       | 40      | 15      |
| \$150,001 - \$200,000  | 16.81% | 4    | 3        | 4       | 6       | 4       |
| \$200,001 - \$275,000  | 26.51% | 4    | 3        | 4       | 5       | 13      |
| \$275,001 - \$350,000  | 14.21% | 5    | 14       | 6       | 4       | 3       |
| \$350,001 - \$475,000  | 13.29% | 5    | 6        | 6       | 4       | 8       |
| \$475,001 and up   | 9.85%  | 13   | 78       | 6       | 13      | 18      |
| Median Closed DOM  |        | 5    | 7        | 5       | 5       | 11      |
| Total Closed Units   | 100%   | 5.0  | 173      | 790     | 396     | 63      |
| Total Closed Volume  |        |      | 24.77M   | 187.24M | 142.23M | 37.20M  |

# March 2022



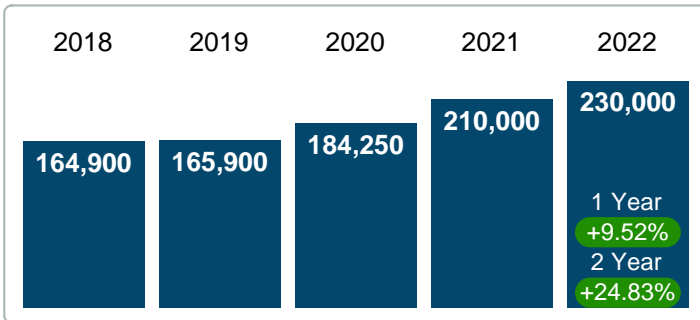
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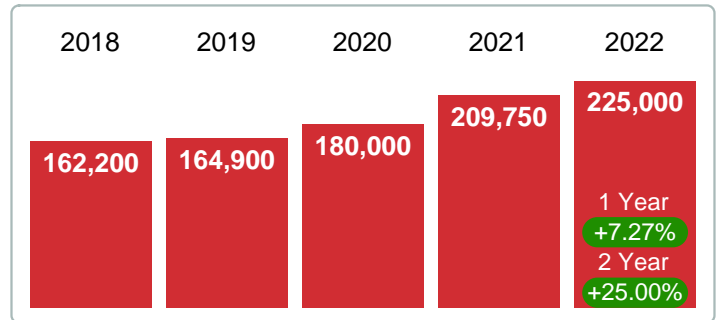
## MEDIAN LIST PRICE AT CLOSING

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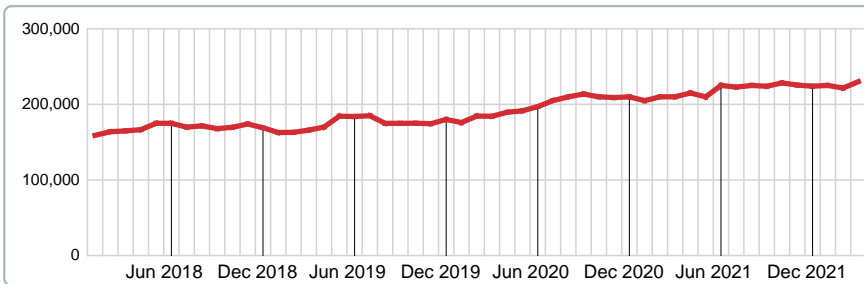
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

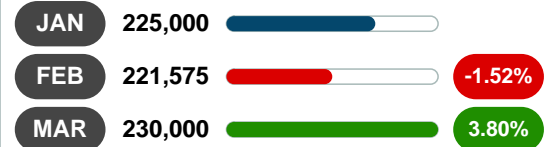


### 3 MONTHS

5 year MAR AVG = 191,010

High Mar 2022 230,000 Low Jan 2018 159,000

Median List Price at Closing this month at **230,000** above the 5 yr MAR average of **191,010**



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

| Distribution of Median List Price at Closing by Price Range | %      | MLPrice     | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|---|--------|-------------|----------|---------|---------|---------|
| \$100,000 and less  | 9.35%  | 74,500      | 69,700   | 79,950  | 80,000  | 0       |
| \$100,001 - \$150,000                                       | 11.25% | 129,945     | 129,900  | 129,900 | 140,000 | 115,500 |
| \$150,001 - \$200,000                                       | 17.44% | 180,000     | 176,000  | 179,990 | 185,900 | 190,000 |
| \$200,001 - \$275,000                                       | 25.39% | 235,000     | 230,000  | 227,878 | 249,000 | 243,950 |
| \$275,001 - \$350,000                                       | 14.28% | 311,726     | 299,000  | 317,900 | 310,863 | 299,900 |
| \$350,001 - \$475,000                                       | 12.94% | 404,455     | 435,000  | 399,695 | 400,000 | 417,500 |
| \$475,001 and up  | 9.35%  | 589,000     | 574,750  | 551,000 | 550,000 | 699,900 |
| Median List Price   |        | 230,000     | 116,900  | 214,900 | 320,600 | 460,000 |
| Total Closed Units  | 100%   | 230,000     | 173      | 790     | 396     | 63      |
| Total Closed Volume   |        | 389,058,324 | 24.88M   | 185.80M | 141.46M | 36.91M  |



# March 2022



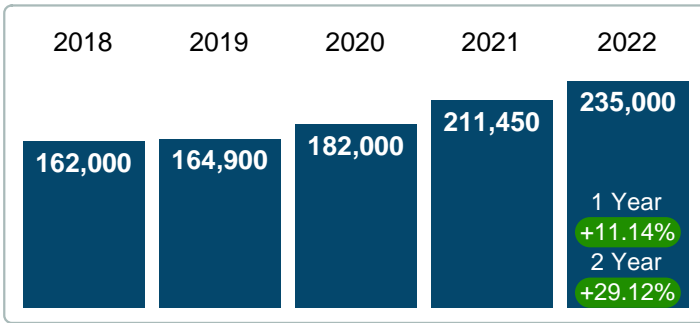
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



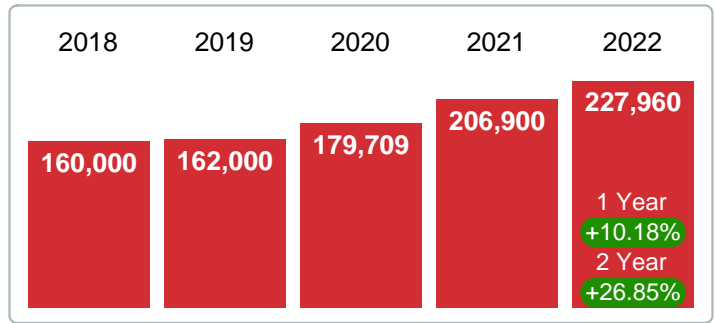
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Apr 11, 2022 for MLS Technology Inc.

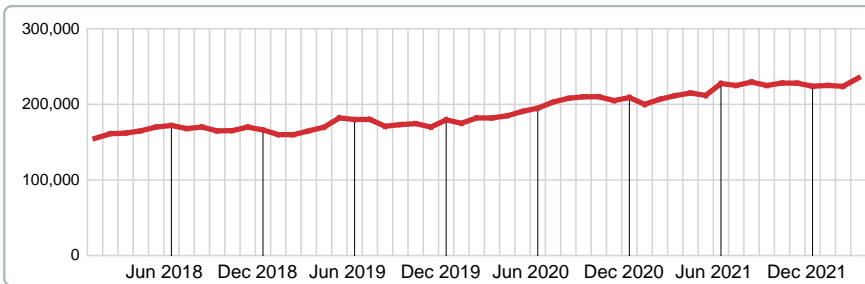
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

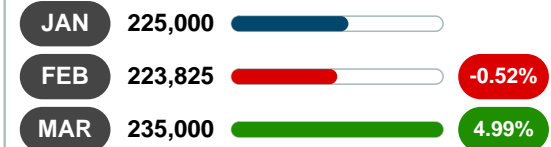


### 3 MONTHS

5 year MAR AVG = 191,070

High Mar 2022 235,000 Low Jan 2018 155,000

Median Sold Price at Closing this month at **235,000** above the 5 yr MAR average of **191,070**



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

| Distribution of Median Sold Price at Closing by Price Range | %      | M Sale      | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|---|--------|-------------|----------|---------|---------|---------|
| \$100,000 and less  | 9.28%  | 74,000      | 64,555   | 81,500  | 73,500  | 0       |
| \$100,001 - \$150,000                                       | 10.06% | 127,700     | 127,000  | 128,000 | 117,500 | 109,750 |
| \$150,001 - \$200,000                                       | 16.81% | 180,000     | 175,000  | 180,000 | 182,000 | 190,000 |
| \$200,001 - \$275,000                                       | 26.51% | 232,000     | 230,000  | 229,000 | 245,000 | 246,500 |
| \$275,001 - \$350,000                                       | 14.21% | 310,000     | 291,559  | 310,000 | 310,000 | 306,000 |
| \$350,001 - \$475,000                                       | 13.29% | 400,000     | 425,000  | 397,616 | 394,044 | 420,000 |
| \$475,001 and up  | 9.85%  | 575,000     | 575,925  | 551,500 | 547,450 | 685,854 |
| Median Sold Price   |        | 235,000     | 119,500  | 215,448 | 326,721 | 474,000 |
| Total Closed Units  | 100%   | 1,422       | 173      | 790     | 396     | 63      |
| Total Closed Volume   |        | 391,438,015 | 24.77M   | 187.24M | 142.23M | 37.20M  |

# March 2022



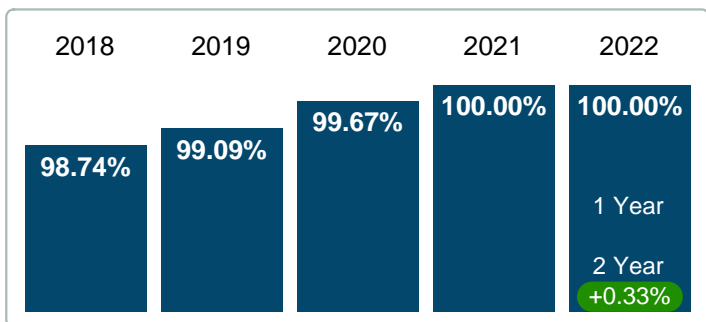
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



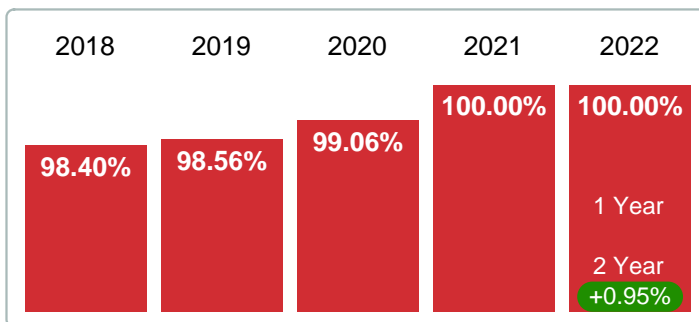
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 11, 2022 for MLS Technology Inc.

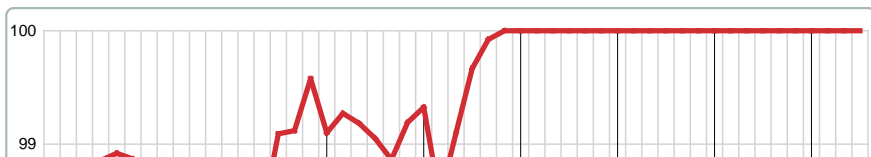
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 99.50%

High Mar 2022 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **99.50%**

JAN 100.00%  
FEB 100.00%  
MAR 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range |             | %       | M S/L%  | 1-2 Beds | 3 Beds  | 4 Beds  | 5+ Beds |
|--|-------------|---------|---------|----------|---------|---------|---------|
| \$100,000 and less                             | 132         | 9.28%   | 100.00% | 100.00%  | 99.49%  | 100.00% | 0.00%   |
| \$100,001 - \$150,000                          | 143         | 10.06%  | 100.00% | 100.07%  | 100.00% | 94.79%  | 95.64%  |
| \$150,001 - \$200,000                          | 239         | 16.81%  | 100.11% | 100.00%  | 100.43% | 100.29% | 100.00% |
| \$200,001 - \$275,000                          | 377         | 26.51%  | 100.00% | 100.00%  | 100.95% | 100.00% | 99.12%  |
| \$275,001 - \$350,000                          | 202         | 14.21%  | 100.00% | 101.20%  | 100.00% | 100.96% | 101.52% |
| \$350,001 - \$475,000                          | 189         | 13.29%  | 100.00% | 98.89%   | 100.00% | 100.00% | 100.00% |
| \$475,001 and up                               | 140         | 9.85%   | 100.00% | 100.27%  | 100.00% | 100.00% | 100.00% |
| Median Sold/List Ratio                         |             | 100.00% |         | 100.00%  | 100.00% | 100.00% | 100.00% |
| Total Closed Units                             | 1,422       | 100%    | 100.00% | 173      | 790     | 396     | 63      |
| Total Closed Volume                            | 391,438,015 |         |         | 24.77M   | 187.24M | 142.23M | 37.20M  |

# March 2022



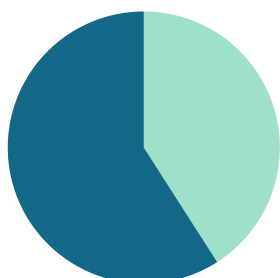
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Apr 11, 2022 for MLS Technology Inc.

### INVENTORY

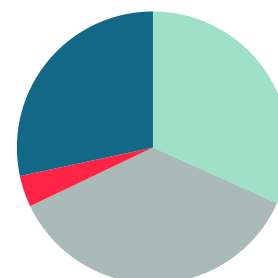


**Inventory**  
 New Listings  
**1,716 = 40.94%**  
 Start Inventory  
**2,476**  
 Total Inventory Units  
**4,192**  
 Volume  
**\$1,437,710,968**

### Market Activity

Closed Sales  
**1,422 = 31.71%**  
 Pending Sales  
**1,623 = 36.20%**  
 Other Off Market  
**167 = 3.72%**  
 Active Inventory  
**1,272 = 28.37%**

### MARKET ACTIVITY



| Compared Metrics                              | March   |         |         | Year to Date |         |         |
|---|---------|---------|---------|--------------|---------|---------|
|   | 2021    | 2022    | +/-%    | 2021         | 2022    | +/-%    |
| Closed Sales                                  | 1,414   | 1,422   | 0.57%   | 3,457        | 3,656   | 5.76%   |
| Pending Sales                                 | 1,665   | 1,623   | -2.52%  | 4,081        | 4,221   | 3.43%   |
| New Listings                                  | 1,807   | 1,716   | -5.04%  | 4,192        | 4,319   | 3.03%   |
| Median List Price                             | 210,000 | 230,000 | 9.52%   | 209,750      | 225,000 | 7.27%   |
| Median Sale Price                             | 211,450 | 235,000 | 11.14%  | 206,900      | 227,960 | 10.18%  |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00%   | 100.00%      | 100.00% | 0.00%   |
| Median Days on Market to Sale                 | 6.00    | 5.00    | -16.67% | 8.00         | 6.00    | -25.00% |
| Monthly Inventory                             | 3,588   | 1,272   | -64.55% | 3,588        | 1,272   | -64.55% |
| Months Supply of Inventory                    | 2.58    | 0.85    | -67.23% | 2.58         | 0.85    | -67.23% |

**Absorption:** Last 12 months, an Average of **1,503** Sales/Month

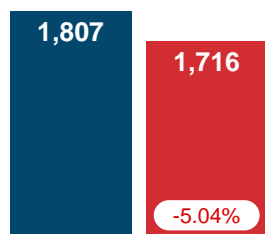
**Inventory** on March 31, 2022 = **1,272**

**2021** **2022**

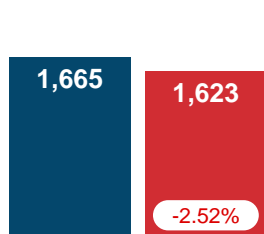
### MARCH MARKET

### MEDIAN PRICES

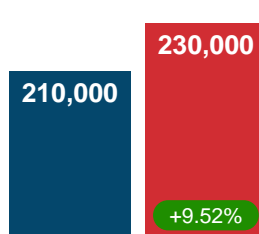
#### New Listings



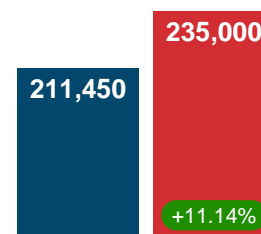
#### Pending Listings



#### List Price



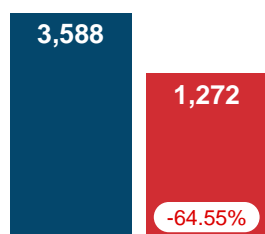
#### Sale Price



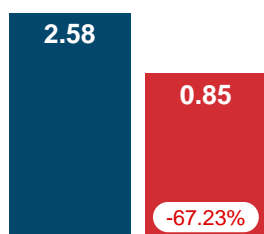
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

